



A MARKET FEASIBILITY STUDY OF:

**CAPSTONE AT
WOODCREEK
HILLS**

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CAPSTONE AT WOODCREEK HILLS

Sheep Farm Road south of Bountyland Road
Seneca, Oconee County, SC 29672

Effective Date: April 29, 2022
Report Date: June 29, 2022

Prepared for:
R.B. (Rob) Coats, III
Capstone at Woodcreek, LP
4509 Pine Tree Circle
Vestavia Hills, AL 35243

Prepared by:
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June 29, 2022

R.B. (Rob) Coats, III
Capstone at Woodcreek, LP
4509 Pine Tree Circle
Vestavia Hills, AL 35243

Re: Market Study for Capstone at Woodcreek Hills, located in Seneca, Oconee County, South Carolina

Dear R.B. Coats:

At your request, Novogradac & Company LLP doing business under the brand name Novogradac Consulting (Novogradac) has performed a study of the multifamily rental market in the Seneca, Oconee County, South Carolina area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project known as Capstone at Woodcreek Hills, (the Subject).

The purpose of this market study is to assess the viability of Capstone at Woodcreek Hills, a proposed 60-unit senior (55+) LIHTC project. The property will be restricted to senior (55+) households earning 20, 40 and 60 percent of the Area Median Income (AMI) or less with a portion of unrestricted market rate units. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions. The scope of this report meets the requirements of the South Carolina State Housing Finance and Development Agency (SCSHFDA), including the following:

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

This report contains, to the fullest extent possible and practical, explanations of the data, reasoning, and analyses that were used to develop the opinions contained herein. The report also includes a thorough analysis of the scope of the study, regional and local demographic and economic studies, and market analyses including conclusions. The depth of discussion contained in the report is specific to the needs of the client.

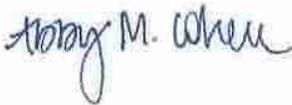
The National Council of Housing Market Analysts (NCHMA) is a professional organization chartered to promote the development of high-quality market analysis for the affordable housing industry. Novogradac is a charter member of this organization. NCHMA has compiled model content standards for market studies.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

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

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

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

Respectfully submitted,
Novogradac



Abby Cohen
Partner
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Brian Neukam
Manager

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EXECUTIVE SUMMARY

Property Summary of Subject

Subject Property Overview:

Capstone at Woodcreek Hills, the Subject, is a proposed 60-unit apartment community restricted to senior (55+) households earning 20, 40 and 60 percent of the AMI or less with a portion of unrestricted market rate units. The Subject will be located at Sheep Farm Road south of Bountyland Road in Seneca, Oconee County, South Carolina. As proposed, the Subject will contain one, three-story elevator-serviced residential building.

Targeted Tenancy:

Senior (55+).

Proposed Rents, Unit Mix and Utility Allowance:

The following table details the Subject’s proposed, utility allowances, unit mix, and unit sizes. However, as the Subject qualifies as a rural area under the 2008 Housing Act (using USDA’s determination of rural), the Subject’s 20, 40 and 60 percent LIHTC rents are bound by the national non-metropolitan maximum allowable rents, which are higher than the Oconee County LIHTC limits.

PROPOSED RENTS

Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2022 National Non-Metro LIHTC Maximum Allowable Gross Rent	2022 HUD Fair Market Rents
				@20%			
1BR / 1BA	750	6	\$145	\$122	\$267	\$267	\$613
				@40%			
1BR / 1BA	750	6	\$412	\$122	\$534	\$534	\$613
				@60%			
1BR / 1BA	750	18	\$575	\$122	\$697	\$801	\$613
2BR / 1.75BA	950	18	\$675	\$164	\$839	\$963	\$806
				Market			
1BR / 1BA	750	6	\$640	N/A	N/A	N/A	\$613
2BR / 1.75BA	950	2	\$745	N/A	N/A	N/A	\$806
2BR / 1.75BA	960	4	\$745	N/A	N/A	N/A	\$806
		60					

Notes (1) Source of Utility Allowance provided by the Developer.

Market Vacancy

The following tables illustrate the market vacancy at the comparable properties.

OVERALL VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Applewood Villas	LIHTC/HOME	Family	50	1	2.0%
Companion At Horton Farms*	LIHTC	Senior	40	0	0.0%
Seneca Heights	LIHTC	Family	39	0	0.0%
Serenity Place	LIHTC	Senior	47	0	0.0%
Clemson Ridge	Market	Family	120	0	0.0%
Crescent Pointe Apartments	Market	Family	144	3	2.1%
Heritage Hills	Market	Family	208	0	0.0%
Highland Glen Apartments	Market	Family	64	5	7.8%
Keoway Village	Market	Family	80	3	3.8%
Total LIHTC			176	1	0.6%
Total Market Rate			616	11	1.8%
Overall Total			792	12	1.5%

*Located outside of the PMA

LIHTC VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Applewood Villas	LIHTC/HOME	Family	50	1	2.0%
Companion At Horton Farms*	LIHTC	Senior	40	0	0.0%
Seneca Heights	LIHTC	Family	39	0	0.0%
Serenity Place	LIHTC	Senior	47	0	0.0%
Total LIHTC			176	1	0.6%

*Located outside of the PMA

MARKET RATE VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Clemson Ridge	Market	Family	120	0	0.0%
Crescent Pointe Apartments	Market	Family	144	3	2.1%
Heritage Hills	Market	Family	208	0	0.0%
Highland Glen Apartments	Market	Family	64	5	7.8%
Keoway Village	Market	Family	80	3	3.8%
Total Market Rate			616	11	1.8%

Overall vacancy among the comparables is very low at 1.5 percent. The LIHTC comparables reported only one vacant unit total with a weighted average vacancy of 0.6 percent. All of LIHTC comparables maintain waiting lists. Additionally, the senior properties are fully-occupied and maintain waiting lists ranging from 15 to over 20 households in length, indicating strong demand for affordable senior housing in the area.

Among the market rate properties, vacancy is also very low at 1.8 percent, indicating strong support for conventional apartments. Two of the market rate comparable properties reported no vacancies, and all but one of the market rate comparables reported vacancy of 3.8 percent or less. The exception is Highland Glen Apartments, which reported vacancy of 7.8 percent, which according to the manager is elevated due to recent turnover. The vacancy at this property is not reflective of the overall market. Overall, the local rental market

appears to be healthy, and we believe that the Subject will be able to maintain a stabilized vacancy rate of seven percent or less following stabilization per state guideline standards. Based upon the low vacancy at the majority of the LIHTC properties and the presence of waiting lists at each of the LIHTC properties, we expect that upon stabilization, the Subject will operate with a waiting list.

Capture Rates

The following table illustrates the capture rates for the Subject.

CAPTURE RATE ANALYSIS CHART

Unit Type	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate
1BR @20%	6	54	0	54	11.1%
1BR @40%	6	25	0	25	24.2%
1BR @60%	18	125	0	125	14.4%
1BR Market	6	284	0	284	2.1%
1BR Overall	36	340	0	340	10.6%
2BR @60%	18	41	0	41	44.2%
2BR Market	6	92	0	92	6.5%
2BR Overall	24	111	0	111	21.6%
@20% Overall	6	54	0	54	11.1%
@40% Overall	6	100	0	100	6.0%
@60% Overall	36	166	0	166	21.7%
Market Overall	12	206	0	206	5.8%
LIHTC Overall	48	248	0	248	19.4%
Overall	60	451	0	451	13.3%

As the analysis illustrates, the Subject’s capture rates vary from 2.1 to 44.2 percent with an overall capture rate of 13.3 percent. The Subject’s overall capture rate is within SCSHFDA guidelines and we believe that there is ample demand for the Subject’s units.

Projected Absorption Period

None of the surveyed comparable properties were able to provide absorption data. The following table details the nearest absorption comparables we were able to identify.

ABSORPTION

Property Name	Program	Tenancy	City	Year	Total Units	Absorption (units/month)	Distance to Subject
Chandler Trace	LIHTC	Senior	Hartwell	2020	52	26	25.6 miles
Peaks Of Cornelia	LIHTC	Family	Cornelia	2018	80	20	28.0 miles
The Assembly	LIHTC	Family	Greenville	2017	240	36	32.2 miles
Peachtree Senior Village	LIHTC	Senior	Liberty	2017	40	13	17.4 miles
Indigo	LIHTC	Family	Franklin	2017	60	20	28.2 miles
LINK Apartments West End	Market	Family	Greenville	2017	215	2	34.5 miles
Main And Stone	Market	Family	Greenville	2016	292	15	35.3 miles
Heather Highlands	LIHTC	Family	Royston	2015	40	10	29.6 miles
South Ridge	Market	Family	Greenville	2015	347	18	34.7 miles
Average Affordable					85	21	
Average Market					285	12	
Overall Average					152	18	

We obtained absorption data from nine properties, located between 21.4 and 39.3 miles from the Subject. These properties reported absorption rates ranging from two to 36 units per month, with an overall average

of 18 units per month. The LIHTC comparables report limited vacancies and all maintain waiting lists, indicating strong demand for additional affordable housing in the area. Therefore, based upon the demand calculations presented within this report, which indicate capture rates within SCSHFDA guidelines, an ample number income-qualified households, and the Subject's tenancy, we believe that the Subject could absorb approximately 20 units per month upon opening. This equals an absorption period of three months. We expect the Subject to reach stabilized occupancy of 93 percent within three months.

Market Conclusions

Overall LIHTC vacancy in the local market is very low with a 0.6 percent vacancy rate. The LIHTC properties reported one total vacancy and all of these properties maintain waiting lists, suggesting significant latent demand for affordable housing. Further, the two senior LIHTC properties maintain lengthy waiting lists ranging from 20 to 75 households, indicating strong demand for affordable senior housing in the area. Market rate comparables are also performing well, with an overall vacancy rate of 1.8 percent among all of the market rate comparables.

When compared to the current rents at the LIHTC properties, the Subject's proposed rents appear reasonable given the Subject's condition and amenity advantages, and the Subject's rents are 26 to 84 percent below our estimated achievable market rents. Overall, we believe that the Subject will be successful in the local market as proposed.

Recommendations

We believe there is ample demand for the Subject in the PMA and the market supports the Subject development as proposed. The Subject's overall capture rate is 13.3 percent, which is within acceptable demand thresholds. Individual capture rates by bedroom type range from 2.1 to 44.2 percent, which are all considered achievable in the PMA, where moderate-income senior renter households are stable. In addition, the Subject is in a community (Seneca) that has few affordable senior housing alternatives. Between 2021 and market entry, the total number of senior (55+) households is expected to increase at a rate of 1.5 percent annually in the PMA. The Subject site is located within one mile of most community services and facilities that tenants would utilize on a consistent basis.

There is only one vacancy among the LIHTC comparables. The developer's LIHTC rents represent a 26 to 84 percent overall advantage below achievable market rents. Further, the proposed rents offer a 17.5 percent advantage to HUD Fair Market Rents. The proposed rents will also compete with the LIHTC rents at the most similar LIHTC comparables we surveyed.

Long Term Impact on Existing LIHTC Properties in the PMA

There is one comparable vacant LIHTC unit surveyed, and all of the LIHTC comparables maintain waiting lists. There is only one unsubsidized senior LIHTC development within the PMA, and this property reported full occupancy with a lengthy waiting list. With a limited supply of affordable housing options for seniors in the market and a stable base of moderate-income seniors, we believe the Subject's opening and lease-up will have no long-term impact on the existing area LIHTC apartments. Between 2021 and market entry, the total number of senior (55+) households is expected to increase at a rate of 1.5 percent annually in the PMA. Since the Subject will not operate with a subsidy, we do not expect any impact on the existing low-income rental assisted housing in the market.

2022 S-2 Rent Calculation Worksheet

# Units	Bedroom Type	Proposed Tenant Paid Rent	Net Achievable LIHTC Rent	Gross HUD FMR	Gross HUD FMR Total	Tax Credit Advantage	Gross Rent
6	1BR	\$145	\$870	\$613	\$3,678	76.3%	
6	1BR	\$412	\$2,472	\$613	\$3,678	32.8%	
18	1BR	\$575	\$10,350	\$613	\$11,034	6.2%	
6	1BR	\$640	\$3,840	\$613	\$3,678	-4.4%	
18	2BR	\$675	\$12,150	\$806	\$14,508	16.3%	
2	2BR	\$745	\$1,490	\$806	\$1,612	7.6%	
4	2BR	\$745	\$2,980	\$806	\$3,224	7.6%	
Totals	60		\$34,152		\$41,412	17.5%	

Source: SCSHFDA, Novogradac Consulting LLP, May 2022

Demographic Data (found on page 34, 53)						
	2010		2021		2024	
Renter Households	5,486	25.5%	7,518	23.3%	7,576	22.8%
Income-Qualified Renter HHs (LIHTC)			465	20.9%	450	19.5%
Income-Qualified Renter HHs (MR)			669	30%	665	28.9%

Targeted Income-Qualified Renter Household Demand (found on page 56)						
Type of Demand	50%	60%	Market Rate	20%	40%	Overall
Renter Household Growth		-4	-4	-11	1	-15
Existing Households (Overburd + Substand)		153	342	76	29	447
Homeowner conversion (Seniors)		37	83	16	7	73
Other:						
Less Comparable/Competitive Supply						
Net Income-qualified Renters HHS		186	421	81	37	505

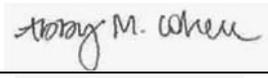
Capture Rates (found on page 57)						
Targeted Population	50%	60%	Market Rate	20%	40%	Overall
Capture Rate		21.7%	5.8%	11.1%	6%	13.3%

Absorption Rate (found on page 57)

Absorption Period 3 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: Abby Cohen Company: Novogradac

Signature:  Date: 6/29/22



A. PROJECT DESCRIPTION

PROPERTY DESCRIPTION

Development Location: The Subject will be located at Sheep Farm Road south of Bountyland Road in Seneca, Oconee County, South Carolina.

Date of Construction: According to the developer, construction is expected to begin in June 2023, with an anticipated completion date in August 2024.

Construction Type: The new construction Subject will be constructed in one, three-story elevator-serviced residential building.

Occupancy Type: Senior (55+).

Target Income Group: The Subject will be restricted to senior (55+) households earning 20, 40 and 60 percent of the AMI or less with a portion of unrestricted market rate units. The minimum allowable household income for the Subject is \$8,010 based on affordability for the Subject’s least expensive rent (one-bedroom unit at 20 percent AMI) and the maximum allowable household income will be \$66,120 (the estimated market rate maximum income for a two-person household).

Special Population Target: None.

Number of Units by Unit Type: The Subject will include 24, one and 36 two-bedroom units.

Number of Buildings and Stories: The Subject will be constructed in one, three-story elevator-serviced residential building.

Unit Mix: One-bedroom units will be 750 square feet and two-bedroom units will be 950 to 960 square feet. The following table summarizes the Subject’s proposed unit sizes.

UNIT MIX AND SQUARE FOOTAGE

Unit Type	Number of Units	Unit Size (SF)	Net Leasable
1BR / 1BA	36	750	27,000
2BR / 1.75BA	20	950	19,000
2BR / 1.75BA	4	960	3,840
TOTAL	60		49,840

Structure Type/Design: The Subject will offer in one, three-story elevator-serviced residential building.

Proposed Rents and Utility Allowance: The following table details the Subject’s proposed rents and utility allowances. The utility description is located in the property profile. However, as the Subject qualifies as a rural area under the 2008 Housing Act (using USDA’s determination of rural), the Subject’s 20, 40 and 60 percent LIHTC rents are bound by the national non-metropolitan maximum allowable rents, which are higher than the Oconee County LIHTC limits.

PROPOSED RENTS

Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2022 National Non-Metro LIHTC Maximum Allowable Gross Rent	2022 HUD Fair Market Rents
				@20%			
1BR / 1BA	750	6	\$145	\$122	\$267	\$267	\$613
				@40%			
1BR / 1BA	750	6	\$412	\$122	\$534	\$534	\$613
				@60%			
1BR / 1BA	750	18	\$575	\$122	\$697	\$801	\$613
2BR / 1.75BA	950	18	\$675	\$164	\$839	\$963	\$806
				<i>Market</i>			
1BR / 1BA	750	6	\$640	N/A	N/A	N/A	\$613
2BR / 1.75BA	950	2	\$745	N/A	N/A	N/A	\$806
2BR / 1.75BA	960	4	\$745	N/A	N/A	N/A	\$806
		60					

Notes (1) Source of Utility Allowance provided by the Developer.

- Utility Structure/Allowance:** The landlord will pay for trash expenses, while the tenant will be responsible for all electric expenses including heating, cooling, water heating, cooking, and general electric usage, as well as water and sewer expenses. The developer-provided estimated utility allowances for the Subject are \$122 and \$164 for the one and two-bedroom units, respectively.
- Existing or Proposed Project-Based Rental Assistance:** The Subject is proposed and will not operate with project-based rental assistance subsidy.
- Community Amenities** See following Subject Profile sheet.
- Unit Amenities** See following Subject Profile sheet.
- Current Occupancy/Rent Levels:** The Subject will be proposed new construction.
- Scope of Renovations:** The Subject will be proposed new construction.

CAPSTONE AT WOODCREEK HILLS – SENECA, SC – APPLICATION MARKET STUDY

Capstone At Woodcreek Hills	
Location	Sheep Farm Road Seneca, SC 29672 Oconee County (verified)
Units	60
Type	Lowrise (age-restricted) (3 stories)
Year Built / Renovated	2024 / n/a



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

Unit Mix (face rent)											
Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?
1	1	Lowrise (3 stories)	6	750	\$145	\$0	@20%	n/a	N/A	N/A	yes
1	1	Lowrise (3 stories)	6	750	\$412	\$0	@40%	n/a	N/A	N/A	yes
1	1	Lowrise (3 stories)	18	750	\$575	\$0	@60%	n/a	N/A	N/A	no
1	1	Lowrise (3 stories)	6	750	\$640	\$0	Market	n/a	N/A	N/A	n/a
2	1.75	Lowrise (3 stories)	18	950	\$675	\$0	@60%	n/a	N/A	N/A	no
2	1.75	Lowrise (3 stories)	2	950	\$745	\$0	Market	n/a	N/A	N/A	n/a
2	1.75	Lowrise (3 stories)	4	960	\$745	\$0	Market	n/a	N/A	N/A	n/a

Amenities			
In-Unit	Blinds Carpeting Central A/C Dishwasher Ceiling Fan Garbage Disposal Hand Rails Microwave Oven Pull Cords Refrigerator Washer/Dryer hookup	Security	Limited Access Video Surveillance
Property	Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Courtyard Elevators Exercise Facility Central Laundry Off-Street Parking On-Site Management Picnic Area	Premium	none
Services	none	Other	none

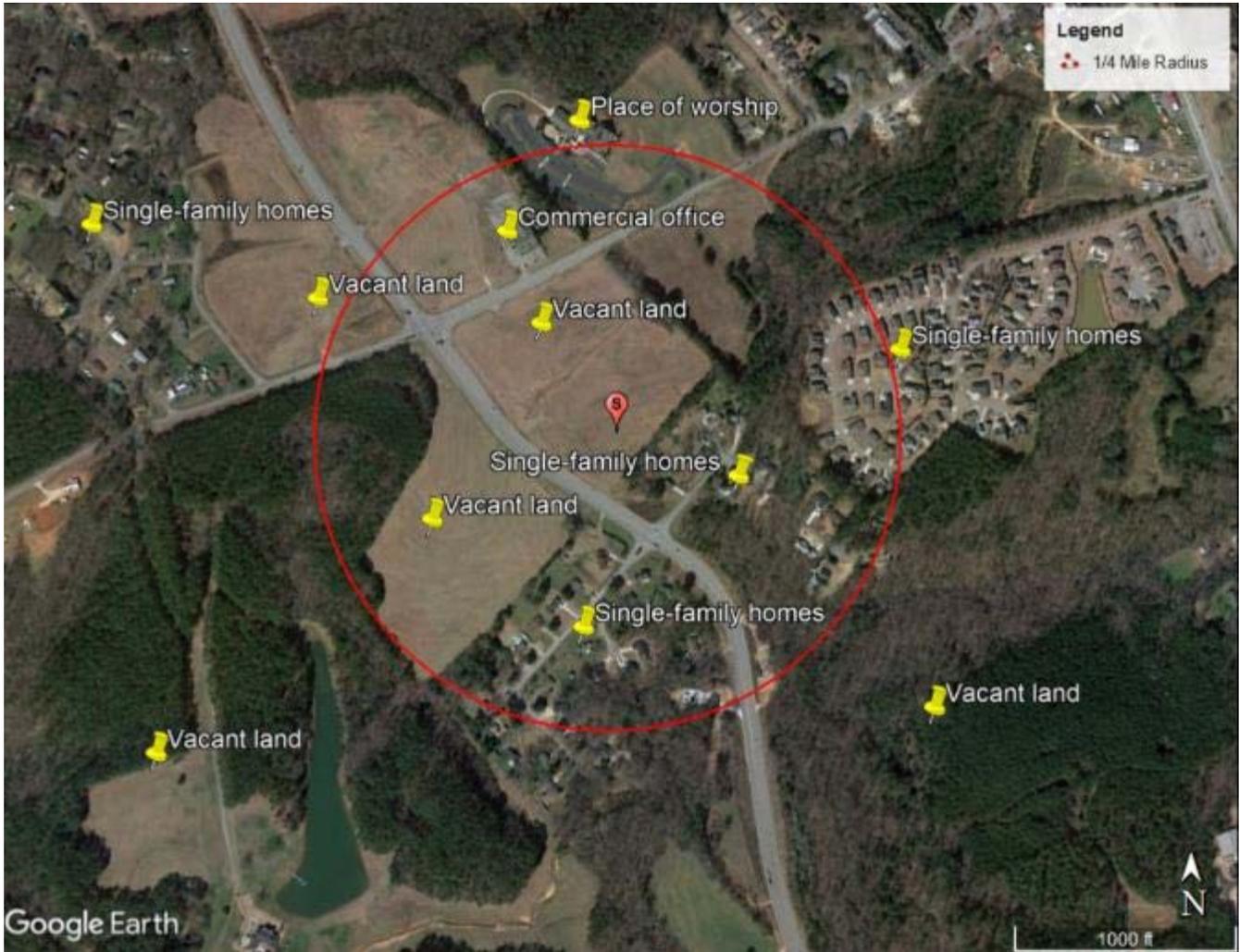
B. SITE DESCRIPTION

SITE DESCRIPTION

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

Date of Site Visit: April 29, 2022.

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



Source: Google Earth, May 2022.

Physical Features of Site: The Subject site is located in Seneca, South Carolina and is undeveloped agricultural land.

Location/Surrounding Uses: The Subject site is located in a primarily residential neighborhood consisting of single-family homes, vacant agricultural land, community uses, and limited commercial uses. North of the Subject site is vacant undeveloped land. Further north is a commercial office building, a place of worship, and vacant undeveloped land.

Immediately east and west of the Subject site is vacant undeveloped land. Further east are single-family homes in good condition. Immediately south of the Subject site are single-family homes in average to good condition, followed by vacant land. The nearest commercial corridor is approximately a half-mile to the east along Highway 28 South, which features a pharmacy and various restaurants. To the south, approximately one mile from the Subject site, is a major retail node along Route 123 that includes several grocery stores, big box retailers, a hospital, various restaurants and hospitality uses. Based on our neighborhood observation, commercial uses in the neighborhood appear to be 90 percent occupied or better. Overall, the Subject site is considered a desirable site for rental housing.

Photographs of Subject Site and Surrounding Uses



View south along Sheep Farm Road



View north along Sheep Farm Road



View of Subject site



View of Subject site



View of Subject site



View of Subject site



Commercial use in Subject's neighborhood



CVS in Subject's neighborhood



Commercial use north of Subject site



Place of worship north of Subject site



Walmart in Subject's neighborhood



Walgreen's in Subject's neighborhood



Single-family home in Subject's neighborhood



Single-family home in Subject's neighborhood



Single-family home in Subject's neighborhood



Single-family home in Subject's neighborhood



Single-family home in Subject's neighborhood



Single-family home in Subject's neighborhood

Visibility/Views:

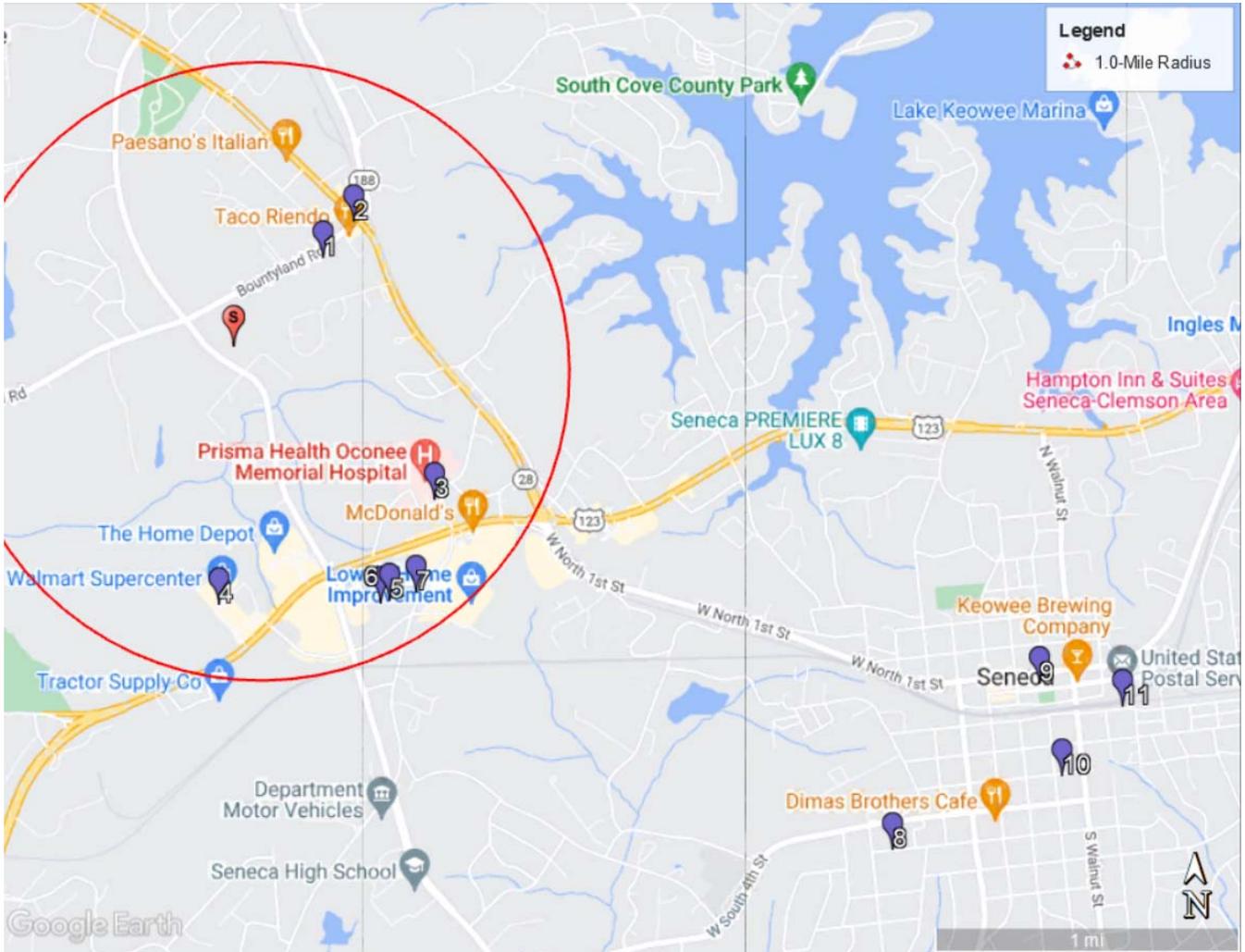
Views from the Subject site include vacant land to the north, east, and west. Views to the south consist of a wooded periphery of the site and single-family homes in average to good condition. Overall, the Subject site is located within a developing neighborhood with average views and good visibility.

Detrimental Influence:

No obvious detrimental influences were observed at the time of our inspection.

Proximity to Local Services:

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



Source: Google Earth, May 2022

LOCATIONAL AMENITIES

Map #	Service or Amenity	Distance from Subject (Crow)
1	Blue Ridge Bank	0.5 miles
2	CVS Pharmacy	0.6 miles
3	Prisma Health Oconee Memorial Hospital	0.8 miles
4	Walmart Supercenter	0.8 miles
5	Dollar Tree	0.9 miles
6	ALDI Grocery	0.9 miles
7	Shopping Center	0.9 miles
8	Fire Station	2.6 miles
9	Police Station	2.8 miles
10	Public Library	3.0 miles
11	US Post Office	3.1 miles

Availability of Public Transportation: There is currently no fixed-route bus or passenger rail service offered in the city of Seneca, which is common for rural areas.

Road/Infrastructure Proposed Improvements:

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

Crime Rates:

Based upon our site inspection, there appeared to be no crime issues in the Subject’s neighborhood and property managers did not report having issues with crime. The following table illustrates crime statistics in the Subject’s PMA compared to the SMA.

2021 CRIME INDICES

	PMA	SMA
Total Crime*	80	85
Personal Crime*	82	74
Murder	90	79
Rape	79	73
Robbery	23	26
Assault	111	98
Property Crime*	80	86
Burglary	100	105
Larceny	76	84
Motor Vehicle Theft	50	54

Source: Esri Demographics 2021, Novogradac Consulting LLP, May 2022

*Unweighted aggregations

The total crime index in the PMA and SMA are moderately below the nation. The Subject will offer limited access and intercom (buzzer) as security features, which is typical for senior tenancy properties. Only four of the comparables offer security features. The comparables offering security features are performing well. The Subject's security features are market-oriented and offer a competitive advantage.

Access and Traffic Flow:

The Subject site will have access along Brook Lane along the southwestern corner of the site. Brook Lane intersects with Sheep Farm Road, a moderately trafficked neighborhood arterial that extends north/south and provides access to Route 123 approximately one mile south of the Subject site. Route 123 extends east/west and provides access to the Greenville, SC metropolitan area approximately 40 miles to the east. Overall, access and traffic flow are considered good.

Positive/Negative Attributes:

The Subject will have good access to area retail and community services in Seneca, nearly all of which are within less than one mile of the Subject site. We did not observe any other potential negative attributes pertaining to the Subject site during our site inspection.

C. MARKET AREA

PRIMARY MARKET AREA

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

The Subject is a proposed 60-unit senior development to be constructed in Seneca, South Carolina. The PMA is defined as State Route 183 and Playground Road to the north, the Keowee River to the east, State Route 24 and the Keowee River to the south, and State Route 37-36 to the west. The Subject will be located in the northern portion of the city of Seneca and will be easily accessible from areas throughout the city and immediately surrounding areas. As such, we anticipate the Subject will be able to draw from approximately a 15 to 20-minute drive time of the site. Based on interviews with local property managers, most of the tenants will originate from Seneca and immediately surrounding areas. Therefore, we anticipate that the majority of the Subject’s tenants will come from within the boundaries of the PMA. Approximate distances to the farthest boundaries of the PMA in each direction are as follows:

- North: 7.4 miles
- East: 8.3 miles
- South: 9.0 miles
- West: 7.6 miles

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

PMA CENSUS TRACTS			
45007010800	45073030300	45073030602	45073030902
45007010900	45073030401	45073030701	45073031000
45073030100	45073030402	45073030702	45073031100
45073030200	45073030500	45073030800	45077011204
45073030200	45073030601	45073030901	

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

As per SCSHFDA guidelines, we have provided a table that illustrates the racial characteristics of the PMA, as well as data for the MSA.

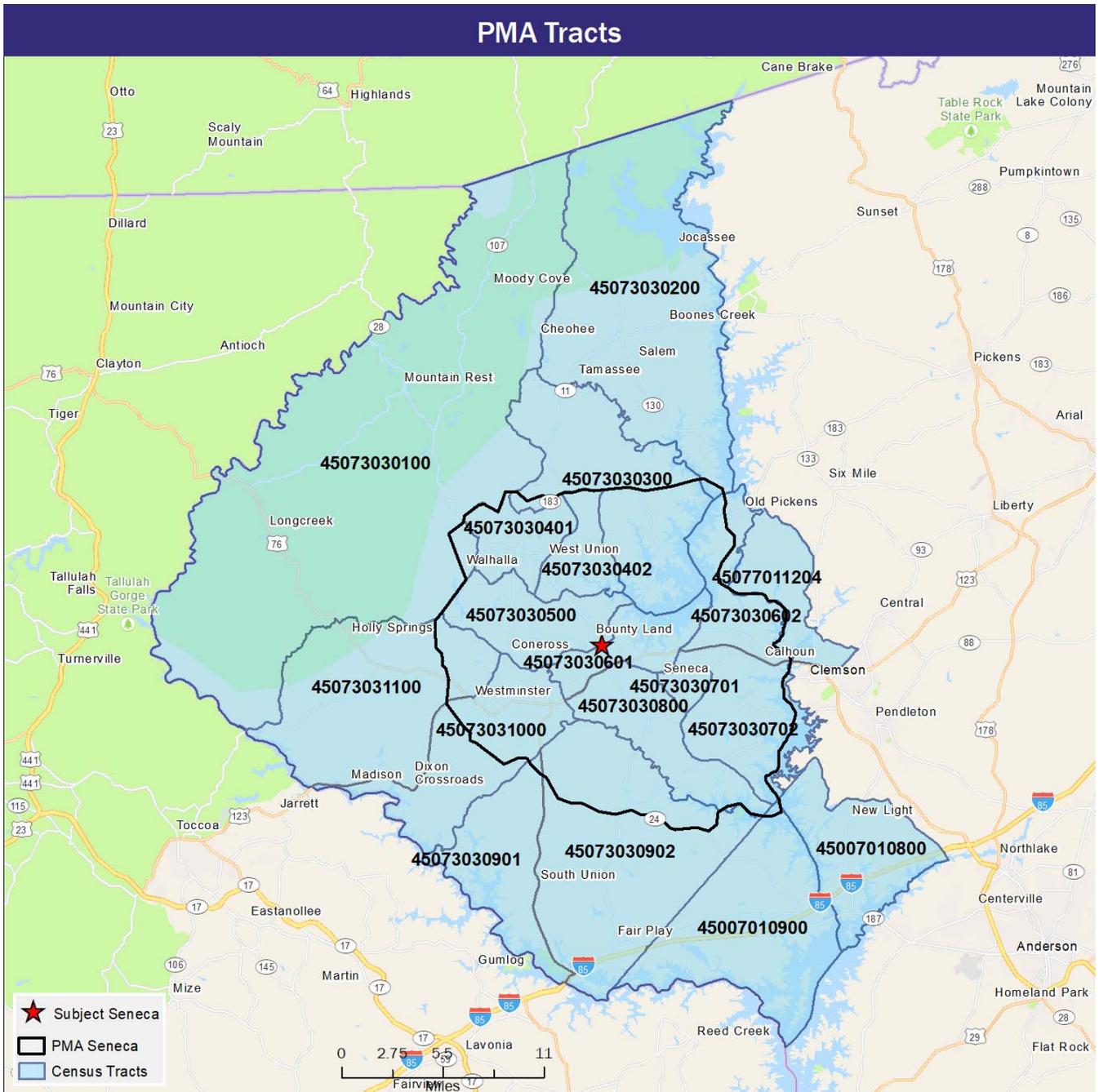
2010 POPULATION BY RACE

		PMA		SMA		USA	
Total		50,470	-	74,273	-	308,745,538	-
	White	42,319	83.8%	65,177	87.8%	223,553,265	72.4%
	Black	5,197	10.3%	5,613	7.6%	38,929,319	12.6%
	American Indian	119	0.2%	176	0.2%	2,932,248	0.9%
	Asian	379	0.8%	436	0.6%	14,674,252	4.8%
	Pacific	8	0.0%	10	0.0%	540,013	0.2%
	Other	1,530	3.0%	1,686	2.3%	19,107,368	6.2%
	Two or More Races	918	1.8%	1,175	1.6%	9,009,073	2.9%
Total Hispanic		2,965	-	3,349	-	50,477,594	-
	Hispanic: White	1,171	39.5%	1,370	40.9%	26,735,713	53.0%
	Hispanic: Black	54	1.8%	63	1.9%	1,243,471	2.5%
	Hispanic: American Indian	21	0.7%	24	0.7%	685,150	1.4%
	Hispanic: Asian	13	0.4%	15	0.4%	209,128	0.4%
	Hispanic: Pacific	2	0.1%	2	0.1%	58,437	0.1%
	Hispanic: Other	1,495	50.4%	1,645	49.1%	18,503,103	36.7%
	Hispanic: Two or More Races	208	7.0%	230	6.9%	3,042,592	6.0%

Source: Esri Demographics 2021, Novogradac Consulting LLP, May 2022

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

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

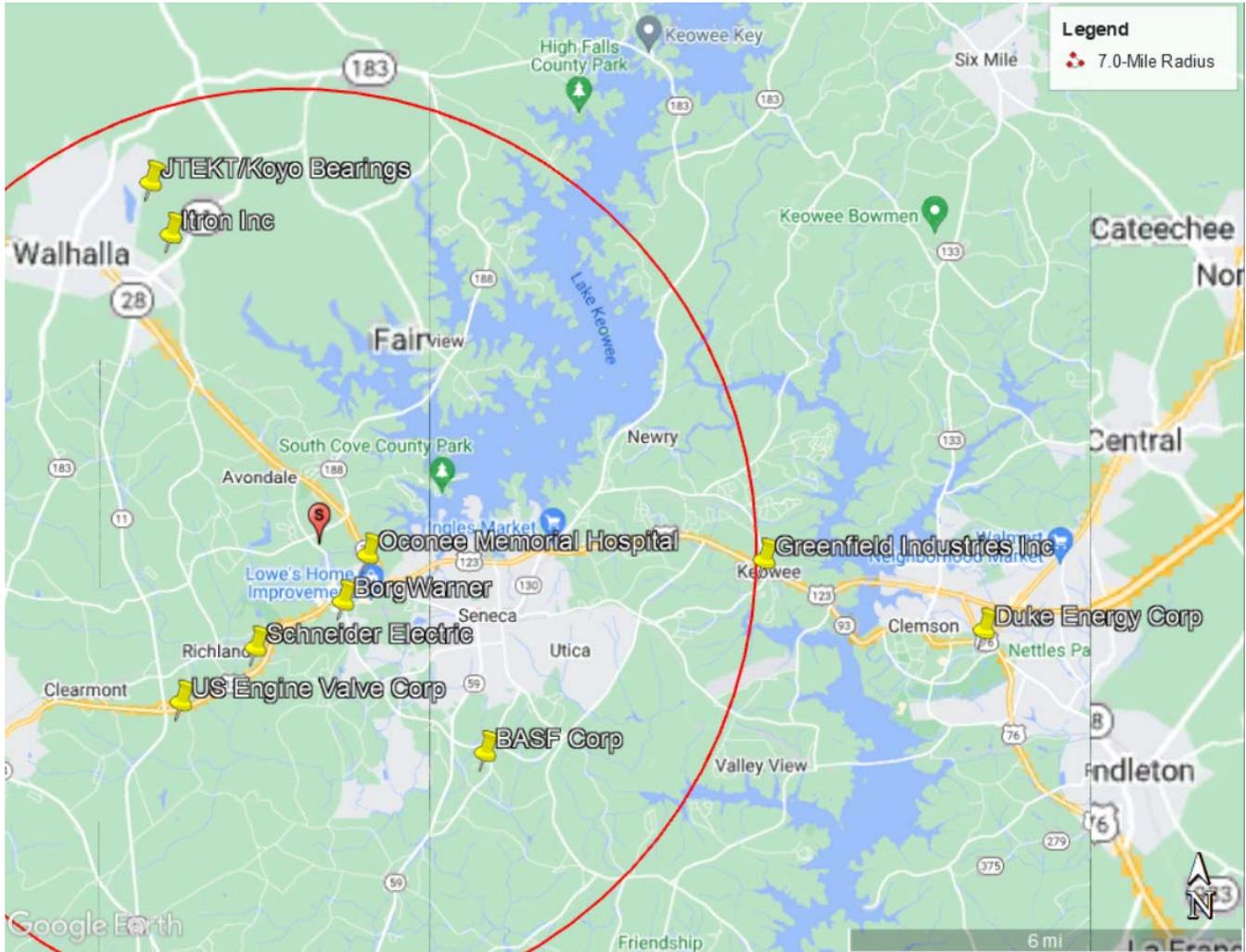


D. MARKET AREA ECONOMY

REGIONAL AND LOCAL ECONOMIC OVERVIEW

Map of Employment Centers

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



Source: Google Earth, May 2022

Employment by Industry

The following table illustrates employment by industry for the PMA as of 2021.

2021 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Manufacturing	4,548	18.5%	15,526,471	9.9%
Healthcare/Social Assistance	3,007	12.2%	23,217,292	14.8%
Educational Services	2,750	11.2%	14,629,096	9.3%
Accommodation/Food Services	2,353	9.6%	9,207,610	5.9%
Construction	2,339	9.5%	11,127,591	7.1%
Retail Trade	1,952	7.9%	16,864,485	10.7%
Prof/Scientific/Tech Services	1,436	5.8%	13,005,287	8.3%
Other Services	1,304	5.3%	7,014,785	4.5%
Admin/Support/Waste Mgmt Svcs	952	3.9%	5,887,329	3.7%
Finance/Insurance	765	3.1%	8,123,688	5.2%
Public Administration	742	3.0%	8,215,705	5.2%
Transportation/Warehousing	672	2.7%	8,044,029	5.1%
Utilities	601	2.4%	1,412,381	0.9%
Agric/Forestry/Fishing/Hunting	310	1.3%	1,973,200	1.3%
Wholesale Trade	284	1.2%	3,934,179	2.5%
Real Estate/Rental/Leasing	209	0.8%	3,044,245	1.9%
Information	173	0.7%	2,846,142	1.8%
Arts/Entertainment/Recreation	144	0.6%	2,388,480	1.5%
Mgmt of Companies/Enterprises	68	0.3%	116,402	0.1%
Mining	9	0.0%	705,964	0.4%
Total Employment	24,618	100.0%	157,284,361	100.0%

Source: Esri Demographics 2021, Novogradac Consulting LLP, May 2022

Employment in the PMA is concentrated in the manufacturing, healthcare/social assistance, and educational services industries, which collectively comprise 41.9 percent of local employment. The large share of PMA employment in manufacturing is notable as this industry is historically volatile, and prone to contraction during economic downturns. However, the PMA also has a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. Relative to the overall nation, the PMA features comparatively greater employment in the manufacturing, accommodation/food services, and construction industries. Conversely, the PMA is underrepresented in the retail trade, healthcare/social assistance, and prof/scientific/tech services industries.

The following table illustrates the changes in employment by industry from 2000 to 2021, in the Subject's PMA.

2010-2021 CHANGE IN EMPLOYMENT - PMA

Industry	2010		2021		2010-2021	
	Number Employed	Percent Employed	Number Employed	Percent Employed	Growth	Annualized Percent
Manufacturing	4,346	22.9%	4,548	18.5%	202	0.4%
Healthcare/Social Assistance	1,999	10.5%	3,007	12.2%	1,008	4.6%
Educational Services	2,362	12.4%	2,750	11.2%	388	1.5%
Accommodation/Food Services	955	5.0%	2,353	9.6%	1,398	13.3%
Construction	1,970	10.4%	2,339	9.5%	369	1.7%
Retail Trade	2,188	11.5%	1,952	7.9%	-236	-1.0%
Prof/Scientific/Tech Services	395	2.1%	1,436	5.8%	1,041	24.0%
Other Services	761	4.0%	1,304	5.3%	543	6.5%
Admin/Support/Waste Mgmt Svcs	560	2.9%	952	3.9%	392	6.4%
Finance/Insurance	391	2.1%	765	3.1%	374	8.7%
Public Administration	608	3.2%	742	3.0%	134	2.0%
Transportation/Warehousing	531	2.8%	672	2.7%	141	2.4%
Utilities	580	3.1%	601	2.4%	21	0.3%
Agric/Forestry/Fishing/Hunting	257	1.4%	310	1.3%	53	1.9%
Wholesale Trade	338	1.8%	284	1.2%	-54	-1.5%
Real Estate/Rental/Leasing	254	1.3%	209	0.8%	-45	-1.6%
Information	265	1.4%	173	0.7%	-92	-3.2%
Arts/Entertainment/Recreation	201	1.1%	144	0.6%	-57	-2.6%
Mgmt of Companies/Enterprises	28	0.1%	68	0.3%	40	13.0%
Mining	21	0.1%	9	0.0%	-12	-5.2%
Total Employment	19,010	100.0%	24,618	100.0%	5,608	2.7%

Source: Esri Demographics 2021, Novogradac Consulting LLP, May 2022

*Industry data current as of 2010. Other projections current as of 2021.

* Change in percentage is calculated as a rate of change by industry.

Total employment in the PMA increased at an annualized rate of 2.7 percent between 2010 and 2020. The industries which expanded most substantially during this period include accommodation/food services, prof/scientific/tech services, and healthcare/social assistance. Conversely, the retail trade, information, and arts/entertainment/recreation sectors experienced the least growth.

Manufacturing Sector Trends

In recent years, manufacturing in the U.S. has grown at a faster rate than the overall economy, a rarity with respect to recent declines in national manufacturing. Unfortunately, U.S. manufacturing has struggled with the onset of globalization and increased foreign manufacturing. Prior to the rapid expansion and refinement of technological capabilities in the late 1990s and the accelerated pace of globalization that accompanied it, foreign countries enjoyed a comparative advantage in manufacturing by leveraging their low labor costs. However, as global markets have become more integrated over time, the foreign labor cost advantage has minimized significantly. Furthermore, the U.S. enjoys relatively low costs of capital, raw materials, and transportation.

U.S. manufacturing output growth is expected to increase modestly through 2021. The Manufacturers Alliance for Productivity and Innovation (MAPI), a non-profit organization that produces research and projections for the manufacturing industry, publishes periodic economic forecasts. According to their March 2018 publication, U.S. manufacturing is expected to grow at an average of 2.8 percent through 2021.

Although recent employment growth in the U.S. manufacturing sector bodes well for the SMA, the manufacturing sector is still not quite as strong as in the past. With manufacturing accounting for close to 10 percent of the U.S. economy and as a major source of employment for the SMA manufacturing employment should continue to be monitored closely.

Major Employers

The following table details major employers in Oconee County, SC.

MAJOR EMPLOYERS OCONEE COUNTY, SC

Employer Name	City	Industry	# Of Employees
Oconee County School District	Multiple	Education	1,549
Duke Energy Corporation	Seneca	Energy	1,314
Oconee Memorial Hospital	Seneca	Healthcare	1,300
BorgWarner	Seneca	Automotive Transfer Cases	970
Itron, Inc.	West Union	Electronic Measuring Devices	930
JTEKT/Koyo Bearings USA, LLC	West Union	Automotive Bearings	580
Schneider Electric	Seneca	Motor Control Centers	550
Oconee County Government	Walhalla	Local Government	470
BASF Corp.	Seneca	Precious Metal Catalyst & Refining	400
U.S. Engine Valve Corp.	Westminster	Automotive Engine Valves	380
Greenfield Industries	Seneca	Cutting Tools	350
Sandvik, Inc.	Westminster	Cutting Tools	305
Johnson Controls	West Union	Plastics	240
Perry Ellis International	Seneca	Apparel Distribution	180
Baxter Enterprises	Westminster	Automotive Interior Door Panels	180

Source: Oconee Comprehensive Plan, 2020; retrieved 4/2022

Oconee County’s major employers are primarily concentrated within the education, energy, and healthcare sectors. We believe the diverse mix of industries in typically stable sectors bodes well for the local area economy.

Expansions/Contractions

According to staff with the Oconee Economic Alliance, the following business expansions were announced in the past two years in the county:

- According to a press release dated March 16, 2022, CurTec, a manufacturer of sustainable packaging, announced plans to establish operations in the county and invest \$13 million with job creation estimated at 32 new jobs over the next five years.
- According to a press release dated October 5, 2021, PreZero US, a recycling and waste solutions company, announced plans to expand operations and create 32 new jobs with a \$11.5 million investment. The expansion is expected to be completed by fall 2023.
- According to a press release dated May 12, 2021, BASF Corporation, a leading supplier of environmental and process catalysts, began expanding operations in Oconee County that will result in the creation of 50 new jobs. According to the press release, the expansion is expected to be completed by mid-2022, and the company is currently hiring.
- According to a press release dated February 4, 2021, Horton Inc., a global leader in heavy-duty and industrial engine cooling systems, opened its 112,000-square-foot facility. The newly completed facility will add up to 125 jobs to the area.

WARN Notices

According to South Carolina Works, there have been two Worker Adjustment and Retraining Notification (WARN) notices issued in Oconee County, South Carolina since 2018. The following table illustrates the employment contractions from January 2018 through 2022 year-to-date.

**WARN LISTINGS
OCONEE COUNTY, SC**

Company	Industry	Employees Affected	Layoff Date
Peak Workforce Solutions	Recruiting	65	4/8/2020

Source: SC Works, 5/2022

As illustrated in the previous table, 65 employees were laid off in 2020 due to Peak Workforce Solutions filing a WARN notice.

Employment and Unemployment Trends

The following table details employment and unemployment trends for the SMA from 2006 to 2022 year-to-date.

EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Year	SMA				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2006	28,482	-	9.5%	-	144,427,000	-	4.6%	-
2007	28,413	-0.2%	7.4%	-2.1%	146,047,000	1.1%	4.6%	0.0%
2008	28,461	0.2%	7.8%	0.5%	145,363,000	-0.5%	5.8%	1.2%
2009	27,205	-4.4%	13.5%	5.7%	139,878,000	-3.8%	9.3%	3.5%
2010	29,729	9.3%	11.5%	-1.9%	139,064,000	-0.6%	9.6%	0.3%
2011	30,114	1.3%	9.9%	-1.6%	139,869,000	0.6%	9.0%	-0.7%
2012	30,565	1.5%	8.6%	-1.3%	142,469,000	1.9%	8.1%	-0.9%
2013	30,810	0.8%	7.5%	-1.1%	143,929,000	1.0%	7.4%	-0.7%
2014	32,079	4.1%	6.1%	-1.3%	146,305,000	1.7%	6.2%	-1.2%
2015	32,490	1.3%	5.7%	-0.4%	148,833,000	1.7%	5.3%	-0.9%
2016	32,396	-0.3%	5.0%	-0.7%	151,436,000	1.7%	4.9%	-0.4%
2017	31,937	-1.4%	4.3%	-0.7%	153,337,000	1.3%	4.4%	-0.5%
2018	32,769	2.6%	3.3%	-1.0%	155,761,000	1.6%	3.9%	-0.4%
2019	33,208	1.3%	2.7%	-0.6%	157,538,000	1.1%	3.7%	-0.2%
2020	32,421	-2.4%	5.2%	2.4%	147,795,000	-6.2%	8.1%	4.4%
2021	32,885	1.4%	3.6%	-1.5%	152,581,000	3.2%	5.4%	-2.7%
2022 YTD Average*	32,907	0.1%	3.5%	-0.2%	156,888,667	2.8%	4.1%	-1.3%
Mar-2021	32,794	-	3.9%	-	150,493,000	-	6.2%	-
Mar-2022	33,287	1.5%	3.1%	-0.8%	158,106,000	5.1%	3.8%	-2.4%

Source: U.S. Bureau of Labor Statistics, May 2022

*2022 data is through March

Since 2012, job growth in the MSA generally exceeded the nation. As of March 2022, total employment in the MSA is at a post-recessionary record and increased 1.5 percent over the past year, compared to 5.1 percent across the overall nation, demonstrating less impact from the COVID-19 pandemic and a rapid recovery.

The MSA experienced a higher average unemployment rate relative to the overall nation during the years preceding the recession. Since 2012, the MSA generally experienced a lower unemployment rate compared to the overall nation. According to the most recent labor statistics, the unemployment rate in the MSA is 3.1 percent, lower than the current national unemployment rate of 3.8 percent. Overall, the MSA economy has demonstrated strength over the past two years and is in an expansionary phase.

Housing and Economy

There are eight LIHTC (without subsidy) properties and seven subsidized properties in the PMA. Given the very low vacancy rates and presence of waiting lists among the LIHTC comparables, the availability of housing for low to very low-income renters is considered limited. Of note, there is only one unsubsidized senior LIHTC development in the PMA.

As noted prior, as of March 2022, the unemployment rate in the MSA is 3.1 percent, which is lower than the current national unemployment rate of 3.8 percent. The low unemployment rate and peak employment level indicates a healthy local economy.

According to Zillow, the median home value in Seneca is \$266,038, up 31.4 percent from last year. Further, the single-family home market is still a buyer’s market. However this may change in the near future due to recent interest rate changes.

COMMUTING PATTERNS

The following table details travel time to work for residents within the PMA as of 2021. The weighted average travel time is approximately 25 minutes. Approximately 68.5 percent of households within the PMA have commute times of less than 25 minutes.

COMMUTING PATTERNS		
ACS Commuting Time to Work	Number of Commuters	Percentage
Travel Time < 5 min	653	3.1%
Travel Time 5-9 min	2,323	10.9%
Travel Time 10-14 min	3,977	18.7%
Travel Time 15-19 min	4,564	21.5%
Travel Time 20-24 min	3,045	14.3%
Travel Time 25-29 min	1,295	6.1%
Travel Time 30-34 min	1,281	6.0%
Travel Time 35-39 min	528	2.5%
Travel Time 40-44 min	471	2.2%
Travel Time 45-59 min	1,382	6.5%
Travel Time 60-89 min	1,209	5.7%
Travel Time 90+ min	529	2.5%
Weighted Average	25 minutes	

Source: US Census 2021, Novogradac Consulting LLP, May 2022

CONCLUSION

Employment in the PMA is concentrated in the manufacturing, healthcare/social assistance, and educational services industries, which collectively comprise 41.9 percent of local employment. The large share of PMA employment in manufacturing is notable as this industry is historically volatile, and prone to contraction during economic downturns. However, the PMA also has a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. Since 2012, job growth in the MSA generally exceeded the nation. As of March 2022, total employment in the MSA is at a post-recessionary record and increased 1.5 percent over the past year, compared to 5.1 percent across the overall nation, demonstrating less impact from the COVID-19 pandemic and a rapid recovery. According to the most recent labor statistics, the unemployment rate in the MSA is 3.1 percent, lower than the current national unemployment rate of 3.8 percent. Overall, the MSA economy has demonstrated strength over the past two years and is in an expansionary phase.

E. COMMUNITY DEMOGRAPHIC DATA

COMMUNITY DEMOGRAPHIC DATA

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied to determine if the Primary Market Area (PMA) and the Seneca, SC Micropolitan Statistical Area, which consists of Oconee County and serves as the Secondary Market Area, are areas of growth or contraction. The discussions will also describe typical household size and will provide a picture of the health of the community and the economy. The following demographic tables are specific to the populations of the PMA, SMA, and nation.

Population Trends

The following tables illustrate (a) Total Population, both for the geographic areas a whole and for the population age 55 and older, and (b) Population by Age Group, and (c) Population Growth Rate.

POPULATION

Year	PMA		SMA		USA	
	<i>Number</i>	<i>Annual</i>	<i>Number</i>	<i>Annual</i>	<i>Number</i>	<i>Annual</i>
2000	45,898	-	67,638	-	280,304,282	-
2010	50,471	1.0%	74,273	1.0%	308,745,538	1.0%
2021	56,427	1.0%	82,774	1.0%	333,934,112	0.7%
Projected Mkt Entry August 2024	57,923	0.9%	84,971	0.9%	341,305,365	0.7%
2026	58,853	0.9%	86,337	0.9%	345,887,495	0.7%

Source: Esri Demographics 2021, Novogradac Consulting LLP, May 2022

SENIOR POPULATION, 55+

Year	PMA		SMA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual</i>	<i>Number</i>	<i>Annual</i>
2000	11,698	-	17,233	-	59,006,921	-
2010	15,870	3.6%	25,021	4.5%	76,750,713	3.0%
2021	20,600	2.6%	32,479	2.6%	100,911,332	2.8%
Projected Mkt Entry August 2024	21,557	1.5%	34,047	1.6%	105,136,054	1.4%
2026	22,152	1.5%	35,022	1.6%	107,762,233	1.4%

Source: Esri Demographics 2021, Novogradac Consulting LLP, May 2022

POPULATION BY AGE GROUP

Age Cohort	PMA			Projected Mkt	
	2000	2010	2021	Entry August 2024	2026
0-4	3,004	3,087	3,010	3,049	3,073
5-9	3,061	2,990	3,147	3,183	3,205
10-14	3,066	3,042	3,251	3,360	3,428
15-19	3,039	3,364	3,222	3,477	3,635
20-24	2,838	3,251	2,967	2,953	2,944
25-29	2,985	2,827	3,240	2,951	2,772
30-34	2,973	2,818	3,747	3,427	3,228
35-39	3,246	3,009	3,375	3,731	3,953
40-44	3,447	3,083	3,160	3,398	3,546
45-49	3,413	3,435	3,290	3,369	3,418
50-54	3,124	3,695	3,418	3,467	3,498
55-59	2,774	3,501	3,758	3,666	3,609
60-64	2,377	3,485	4,117	4,044	3,999
65-69	2,121	2,981	3,886	4,128	4,278
70-74	1,652	2,222	3,472	3,585	3,656
75-79	1,276	1,724	2,530	2,891	3,115
80-84	868	1,039	1,542	1,814	1,983
85+	630	918	1,295	1,429	1,512
Total	45,894	50,471	56,427	57,922	58,852

Source: Esri Demographics 2021, Novogradac Consulting LLP, May 2022

The total population in the PMA increased from 2010 to 2021 at a similar rate to the SMA and nation overall. The population in the PMA is expected to increase through both market entry in August 2024 and 2026 at 0.9 percent per annum, a rate similar to that of the SMA and slightly above that of the nation. The senior population age 55 and older increased at a similar rate to the SMA and slightly lower to the nation, and is expected to continue increasing at a rate similar to the SMA and nation. The population in the PMA in 2021 was concentrated most heavily in the age groups of 55 through 69. Through market entry these age groups will continue to have the highest representation in the PMA.

HOUSEHOLD TRENDS

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

Year	HOUSEHOLDS					
	PMA		SMA		USA	
	Number	Annual	Number	Annual	Number	Annual
2000	18,578	-	27,065	-	105,081,032	-
2010	20,584	1.1%	30,623	1.3%	116,716,293	1.1%
2021	23,175	1.1%	34,442	1.1%	126,470,651	0.7%
Projected Mkt Entry August 2024	23,835	0.9%	35,415	0.9%	129,292,959	0.7%
2026	24,246	0.9%	36,020	0.9%	131,047,367	0.7%

Source: Esri Demographics 2021, Novogradac Consulting LLP, May 2022

HOUSEHOLDS WITH SENIOR HOUSEHOLDER, 55+

Year	PMA		SMA		USA	
	Number	Annual Change	Number	Annual	Number	Annual
2000	7,272	-	10,811	-	36,303,837	-
2010	10,148	4.0%	15,771	4.6%	50,932,486	4.0%
2021	12,257	1.8%	19,349	2.0%	58,721,000	1.4%
Projected Mkt Entry August 2024	12,875	1.6%	20,369	1.7%	61,918,838	1.8%
2026	13,259	1.6%	21,003	1.7%	63,906,683	1.8%

Source: Esri Demographics 2021, Novogradac Consulting LLP, May 2022

AVERAGE HOUSEHOLD SIZE

Year	PMA		SMA		USA	
	Number	Annual	Number	Annual	Number	Annual
2000	2.45	-	2.48	-	2.59	-
2010	2.43	-0.1%	2.40	-0.3%	2.57	-0.1%
2021	2.41	-0.1%	2.38	-0.1%	2.58	0.0%
Projected Mkt Entry August 2024	2.40	-0.1%	2.38	0.0%	2.58	0.0%
2026	2.40	-0.1%	2.37	0.0%	2.58	0.0%

Source: Esri Demographics 2021, Novogradac Consulting LLP, May 2022

POPULATION IN GROUP QUARTERS

Year	PMA		SMA		USA	
	Number	Annual Change	Number	Annual	Number	Annual
2000	434.00	-	593.00	-	7,651,876.00	-
2010	460.00	0.6%	627.00	0.6%	8,273,003.00	0.8%
2021	602.00	2.7%	795.00	2.4%	8,058,836.00	-0.2%
Projected Mkt Entry August 2024	602.00	0.0%	795.00	0.0%	8,058,836.00	0.0%
2026	602.00	0.0%	795.00	0.0%	8,058,836.00	0.0%

Source: Esri Demographics 2021, Novogradac Consulting LLP, May 2022

The total number of households in the PMA increased moderately between 2010 and 2021, at a similar rate to the MSA and slightly above the nation over the same time period. Through market entry date and 2026, the total number of households in the PMA is expected to continue to increase, similar to the MSA and above the nation. Similarly, the total number of senior households in the PMA increased moderately between 2010 and 2021, at a slower rate than the MSA and slightly greater rate than the nation, a trend that is projected to continue through market entry and 2026. The average household sizes are expected to remain relatively stable for all areas of analysis. The number of persons in group quarters increased in the PMA and MSA between 2000 and 2021, while this population decreased in the nation overall. Note that forecasted data for the population in group quarters is not available as growth in this population is more often a result of changes to local facilities than macro demographic trends.

Households by Tenure

The table below depicts household growth by tenure from 2000 through 2026.

TENURE PATTERNS PMA

Year	Owner-Occupied	Percentage	Renter-Occupied	Percentage
	Units	Owner-Occupied	Units	Renter-Occupied
2000	16,057	74.5%	5,486	25.5%
2021	24,753	76.7%	7,518	23.3%
Projected Mkt Entry				
August 2024	25,617	77.2%	7,576	22.8%
2026	26,154	77.5%	7,612	22.5%

Source: Esri Demographics 2021, Novogradac Consulting LLP, May 2022

PMA TENURE PATTERNS OF SENIORS 55+

Year	Owner-Occupied	Percentage	Renter-Occupied	Percentage
	Units	Owner-Occupied	Units	Renter-Occupied
2000	6,250	85.9%	1,022	14.1%
2021	10,030	81.8%	2,227	18.2%
Projected Mkt Entry				
August 2024	10,570	82.1%	2,305	17.9%
2026	10,905	82.2%	2,354	17.8%

Source: Esri Demographics 2021, Novogradac Consulting LLP, May 2022

Senior households within the PMA reside in predominately owner-occupied residences. Nationally, approximately two-thirds of the population resides in owner-occupied housing units, and one-third resides in renter-occupied housing units. Therefore, there is a smaller percentage of renters in the PMA than the nation. This percentage is projected to remain stable over the next five years, and the total number of senior renter-occupied units is projected to increase.

Household Income Distribution

The following table depicts household income in the PMA in 2021, market entry, and 2026.

HOUSEHOLD INCOME DISTRIBUTION - PMA

Income Cohort	2021		Projected Mkt Entry August 2024		2026	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	1,471	6.3%	1,374	5.8%	1,313	5.4%
\$10,000-19,999	2,698	11.6%	2,427	10.2%	2,259	9.3%
\$20,000-29,999	2,299	9.9%	2,218	9.3%	2,167	8.9%
\$30,000-39,999	2,577	11.1%	2,332	9.8%	2,179	9.0%
\$40,000-49,999	1,965	8.5%	2,118	8.9%	2,213	9.1%
\$50,000-59,999	2,019	8.7%	1,854	7.8%	1,752	7.2%
\$60,000-74,999	2,512	10.8%	2,563	10.8%	2,594	10.7%
\$75,000-99,999	2,685	11.6%	2,918	12.2%	3,063	12.6%
\$100,000-124,999	1,634	7.1%	1,902	8.0%	2,069	8.5%
\$125,000-149,999	1,176	5.1%	1,313	5.5%	1,398	5.8%
\$150,000-199,999	1,031	4.4%	1,321	5.5%	1,501	6.2%
\$200,000+	1,108	4.8%	1,497	6.3%	1,738	7.2%
Total	23,175	100.0%	23,835	100.0%	24,246	100.0%

Source: HISTA Data / Ribbon Demographics 2020, Novogradac Consulting LLP, May 2022

HOUSEHOLD INCOME DISTRIBUTION - PMA, 55+

Income Cohort	2021		Projected Mkt Entry August 2024		2026	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	643	5.2%	600	4.7%	573	4.3%
\$10,000-19,999	1,608	13.1%	1,469	11.4%	1,383	10.4%
\$20,000-29,999	1,182	9.6%	1,167	9.1%	1,158	8.7%
\$30,000-39,999	1,486	12.1%	1,364	10.6%	1,288	9.7%
\$40,000-49,999	992	8.1%	1,118	8.7%	1,197	9.0%
\$50,000-59,999	1,024	8.4%	957	7.4%	915	6.9%
\$60,000-74,999	1,231	10.0%	1,294	10.0%	1,333	10.1%
\$75,000-99,999	1,494	12.2%	1,662	12.9%	1,767	13.3%
\$100,000-124,999	805	6.6%	955	7.4%	1,048	7.9%
\$125,000-149,999	766	6.2%	880	6.8%	951	7.2%
\$150,000-199,999	532	4.3%	711	5.5%	823	6.2%
\$200,000+	494	4.0%	697	5.4%	823	6.2%
Total	12,257	100.0%	12,875	100.0%	13,259	100.0%

Source: HISTA Data / Ribbon Demographics 2020, Novogradac Consulting LLP, May 2022

The Subject’s units will target senior households earning between \$8,010 and \$66,120. As the table above depicts, approximately 34.9 percent of senior households in the PMA earned between \$10,000 and \$39,999 in 2021. Many households within these income cohorts will provide support for the Subject.

Renter Household Income Distribution

The following tables depict renter household incomes in the PMA in 2021, market entry, and 2026.

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA

Income Cohort	2021		Projected Mkt Entry August 2024		2026	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	957	14.1%	905	13.2%	873	12.7%
\$10,000-19,999	1,518	22.3%	1,374	20.0%	1,284	18.6%
\$20,000-29,999	819	12.1%	809	11.8%	803	11.6%
\$30,000-39,999	803	11.8%	746	10.9%	711	10.3%
\$40,000-49,999	728	10.7%	769	11.2%	795	11.5%
\$50,000-59,999	397	5.8%	375	5.5%	362	5.2%
\$60,000-74,999	552	8.1%	585	8.5%	605	8.8%
\$75,000-99,999	341	5.0%	388	5.7%	418	6.1%
\$100,000-124,999	254	3.7%	314	4.6%	352	5.1%
\$125,000-149,999	149	2.2%	175	2.5%	191	2.8%
\$150,000-199,999	146	2.1%	221	3.2%	267	3.9%
\$200,000+	132	1.9%	199	2.9%	240	3.5%
Total	6,796	100.0%	6,861	100.0%	6,901	100.0%

Source: HISTA Data / Ribbon Demographics 2020, Novogradac Consulting LLP, May 2022

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA, 55+

Income Cohort	2021		Projected Mkt Entry August 2024		2026	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	283	12.7%	267	11.6%	257	10.9%
\$10,000-19,999	662	29.7%	603	26.2%	567	24.1%
\$20,000-29,999	205	9.2%	207	9.0%	209	8.9%
\$30,000-39,999	267	12.0%	253	11.0%	244	10.4%
\$40,000-49,999	99	4.4%	105	4.5%	108	4.6%
\$50,000-59,999	107	4.8%	105	4.5%	103	4.4%
\$60,000-74,999	121	5.4%	135	5.8%	143	6.1%
\$75,000-99,999	145	6.5%	170	7.4%	185	7.9%
\$100,000-124,999	87	3.9%	112	4.9%	128	5.4%
\$125,000-149,999	101	4.5%	121	5.3%	134	5.7%
\$150,000-199,999	78	3.5%	111	4.8%	131	5.6%
\$200,000+	72	3.2%	117	5.1%	145	6.2%
Total	2,227	100.0%	2,305	100.0%	2,354	100.0%

Source: HISTA Data / Ribbon Demographics 2020, Novogradac Consulting LLP, May 2022

Senior renter households with incomes between \$10,000 and \$39,999 represent 50.9 percent of the renter households in the PMA in 2021. This share is expected to decrease to 46.1 percent through market entry.

Renter Households by Number of Persons in the Household

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

RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA

Household Size	2021		Projected Mkt Entry August 2024		2026	
	Number	Percentage	Number	Percentage	Number	Percentage
1 Person	2,940	43.3%	2,984	43.5%	3,011	43.6%
2 Persons	1,477	21.7%	1,463	21.3%	1,454	21.1%
3 Persons	1,028	15.1%	1,037	15.1%	1,043	15.1%
4 Persons	651	9.6%	665	9.7%	674	9.8%
5+ Persons	700	10.3%	712	10.4%	719	10.4%
Total Households	6,796	100%	6,861	100%	6,901	100%

Source: HISTA Data / Ribbon Demographics 2020, Novogradac Consulting LLP, May 2022

RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA, 55+

Household Size	2021		Projected Mkt Entry August 2024		2026	
	Number	Percentage	Number	Percentage	Number	Percentage
1 Person	1,575	70.7%	1,630	70.7%	1,664	70.7%
2 Persons	420	18.9%	429	18.6%	434	18.4%
3 Persons	125	5.6%	132	5.7%	136	5.8%
4 Persons	97	4.4%	104	4.5%	108	4.6%
5+ Persons	10	0.4%	11	0.5%	12	0.5%
Total Households	2,227	100%	2,305	100%	2,354	100%

Source: HISTA Data / Ribbon Demographics 2020, Novogradac Consulting LLP, May 2022

Approximately 95.2 percent of senior renter households resided in a one to three-person household in the PMA in 2021. Over the next five years, this percentage is projected to remain stable.

CONCLUSION

The population in the PMA increased by 22.9 percent between 2000 and 2021, compared to the 22.4 percent increase in the regional MSA and 19.1 percent increase across the overall nation. The percentage of renter households in the PMA remained relatively stable between 2010 and 2021, and is estimated to be 29.3 percent as of 2021. This is similar to the estimated 33 percent of renter households across the overall nation. As of 2021, the median income in the PMA is similar the surrounding MSA. Historical median household income growth in the PMA trailed the MSA between 2000 and 2021. Both geographic areas experienced population growth below the overall nation during this time period. Relative to the nation, household income in the PMA remained relatively stable, declining slightly from 82 percent of the national median income in 2000 to 73 percent in 2021. Overall, the combination of rising population and household income levels bodes well for future demand for multifamily housing.

F. PROJECT-SPECIFIC DEMAND ANALYSIS

PROJECT SPECIFIC DEMAND ANALYSIS

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

1. Income Restrictions

LIHTC rents are based upon a percentage of the Area Median Gross Income (AMI), adjusted for household size and utilities. South Carolina State Housing Finance and Development Agency (SCSHFDA) will estimate the relevant income levels, with annual updates. The rents are calculated assuming that the maximum gross rent a family household will pay is 35 percent of its household income at the appropriate AMI level and the maximum gross rent a senior household will pay is 40 percent of its household income at the appropriate AMI level.

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

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

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

2. Affordability

As discussed above, the maximum income for LIHTC units is set by SCSHFDA while the minimum is based upon the minimum income needed to support affordability. This is based upon a standard of 35 percent. We have utilized 120 percent of AMI as the estimated maximum income for market rate units. Lower and moderate-income families typically spend greater than 30 percent of their income on housing. These expenditure amounts can range higher than 50 percent depending upon market area. However, the 30 to 40 percent range is generally considered a reasonable range of affordability. SCSHFDA guidelines utilize 35 for families and 40 percent for senior households, which we will use to set the minimum income levels for the demand analysis.

3. Minimum and Maximum Income Levels

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

55+ INCOME LIMITS

Unit Type	Minimum Allowable Income	Maximum Allowable Income						
	@20%		@40%		@60%		Market	
1BR	\$8,010	\$11,400	\$20,040	\$22,800	\$20,910	\$34,200	\$22,860	\$66,120
2BR	-	-	-	\$22,800	\$25,560	\$34,200	\$27,660	\$66,120

4. Demand

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

4a. Demand from New Renter Households

The number of new households entering the market is the first level of demand calculated. SCSHFDA has requested that we utilize 2021 as the base year for the analysis, with demographic projections to 2026. This is considered the gross potential demand for the Subject property. This number is adjusted for income eligibility and renter tenure.

4b. Demand from Existing Households

Demand for existing households is estimated by summing three sources of potential tenants. (a) The first source is tenants who are rent overburdened. These are households who are paying over 35 percent of their income in housing costs for general occupancy housing or over 40 percent of their income in housing costs for elderly housing. This number is estimated using census 2010 or American Community Survey (ACS) data. (b) The second source is households living in substandard housing. This number is estimated using 2000 Census data. (c) The third source is those seniors likely to move from their own homes into rental housing. Data from the American Housing Survey and interviews with area senior apartment property managers regarding the number or share of current renters who originated from homeownership must be used to refine the analysis. The Subject is rural and generally not likely to attract homeowners seeking to downsize into a family rental unit. (d) The fourth potential “Other” source of demand is demand which may exist that is not captured by the above methods, which may be allowed if the factors used can be fully justified.

4c. Additions to Supply

SCSHFDA guidelines indicate that units in all competing projects that were allocated, under construction, placed in service, or funded in 2021 as well as those units at properties that have not reached a stabilized occupancy of 93 percent should be removed from the demand analysis. Only one such property was allocated since 2019.

Walhalla Gardens was awarded tax credits in 2020 for the acquisition/rehabilitation of 68 LIHTC units targeting families. The property is located at 100 Walhalla Garden Circle in Walhalla, approximately 7.2 miles northwest of the Subject site. The property offers 68 one, two, three and four-bedroom units at the 50 and 60 percent AMI levels. Given the dissimilar tenancy to the Subject, it will not be directly competitive with the Subject. Therefore, we have not deducted any units in our demand analysis.

5. Method – Capture Rates

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

20% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @20%

Minimum Income Limit		\$8,010		Maximum Income Limit		\$11,400	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	in Households PMA 2021 to Prj Mrkt Entry August 2024						
\$0-9,999	-16	-20.5%	\$1,988	19.9%	-3		
\$10,000-19,999	-59	-74.8%	\$1,401	14.0%	-8		
\$20,000-29,999	2	3.1%	\$0	0.0%	0		
\$30,000-39,999	-14	-18.1%	\$0	0.0%	0		
\$40,000-49,999	6	7.1%	\$0	0.0%	0		
\$50,000-59,999	-2	-3.1%	\$0	0.0%	0		
\$60,000-74,999	14	17.3%	\$0	0.0%	0		
\$75,000-99,999	25	31.5%	\$0	0.0%	0		
\$100,000-124,999	25	32.3%	\$0	0.0%	0		
\$125,000-149,999	20	26.0%	\$0	0.0%	0		
\$150,000-199,999	33	41.7%	\$0	0.0%	0		
\$200,000+	45	57.5%	\$0	0.0%	0		
Total	78	100.0%		-14.6%	-11		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @20%

Minimum Income Limit		\$8,010		Maximum Income Limit		\$11,400	
Income Category	Total Renter Households PMA 2021		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	283	12.7%	\$1,988	19.9%	56		
\$10,000-19,999	662	29.7%	\$1,401	14.0%	93		
\$20,000-29,999	205	9.2%	\$0	0.0%	0		
\$30,000-39,999	267	12.0%	\$0	0.0%	0		
\$40,000-49,999	99	4.4%	\$0	0.0%	0		
\$50,000-59,999	107	4.8%	\$0	0.0%	0		
\$60,000-74,999	121	5.4%	\$0	0.0%	0		
\$75,000-99,999	145	6.5%	\$0	0.0%	0		
\$100,000-124,999	87	3.9%	\$0	0.0%	0		
\$125,000-149,999	101	4.5%	\$0	0.0%	0		
\$150,000-199,999	78	3.5%	\$0	0.0%	0		
\$200,000+	72	3.2%	\$0	0.0%	0		
Total	2,227	100.0%		6.7%	149		

ASSUMPTIONS - @20%

ASSUMPTIONS - @20%					
Tenancy	55+		% of Income towards Housing		40%
Rural/Urban	Rural		Maximum # of Occupants		2
Persons in Household	OBR	1BR	2BR	3BR	4BR+
1	0%	90%	10%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	0%	100%	0%
4	0%	0%	0%	70%	30%
5+	0%	0%	0%	50%	50%

Demand from New Renter Households 2021 to August 2024

Income Target Population	@20%
New Renter Households PMA	78
Percent Income Qualified	-14.6%
New Renter Income Qualified Households	-11

Demand from Existing Households 2021

Demand from Rent Overburdened Households

Income Target Population	@20%
Total Existing Demand	2,227
Income Qualified	6.7%
Income Qualified Renter Households	149
Percent Rent Overburdened Prj Mrkt Entry August 2024	48.9%
Rent Overburdened Households	73

Demand from Living in Substandard Housing

Income Qualified Renter Households	149
Percent Living in Substandard Housing	2.1%
Households Living in Substandard Housing	3

Senior Households Converting from Homeownership

Income Target Population	@20%
Total Senior Homeowners	10,570
Rural Versus Urban	0.2%
Senior Demand Converting from Homeownership	16

Total Demand

Total Demand from Existing Households	92
Total New Demand	-11
Total Demand (New Plus Existing Households)	81

Demand from Seniors Who Convert from Homeownership	16
Percent of Total Demand From Homeownership Conversion	19.7%
Is this Demand Over 20 percent of Total Demand?	No

By Bedroom Demand

One Person	70.7%	57
Two Persons	18.6%	15
Three Persons	5.7%	5
Four Persons	4.5%	4
Five Persons	0.5%	0
Total	100.0%	81

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	90%	51
Of two-person households in 1BR units	20%	3
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	6
Of two-person households in 2BR units	80%	12
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	100%	5
Of four-person households in 3BR units	70%	3
Of five-person households in 3BR units	50%	0
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	1
Of five-person households in 4BR units	50%	0
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0

Total Demand **81**

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	54	-	0	=	54
2 BR	-	-	-	=	-
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	54		0		54

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	6	/	54	=	11.1%
2 BR	-	/	-	=	-
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	6		54		11.1%

40% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @40%

Minimum Income Limit		\$20,040		Maximum Income Limit		\$22,800	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	in Households PMA 2021 to Prj Mrkt Entry August 2024						
\$0-9,999	-16	-20.5%	\$0	0.0%	0		
\$10,000-19,999	-59	-74.8%	\$0	0.0%	0		
\$20,000-29,999	2	3.1%	\$2,759	27.6%	1		
\$30,000-39,999	-14	-18.1%	\$0	0.0%	0		
\$40,000-49,999	6	7.1%	\$0	0.0%	0		
\$50,000-59,999	-2	-3.1%	\$0	0.0%	0		
\$60,000-74,999	14	17.3%	\$0	0.0%	0		
\$75,000-99,999	25	31.5%	\$0	0.0%	0		
\$100,000-124,999	25	32.3%	\$0	0.0%	0		
\$125,000-149,999	20	26.0%	\$0	0.0%	0		
\$150,000-199,999	33	41.7%	\$0	0.0%	0		
\$200,000+	45	57.5%	\$0	0.0%	0		
Total	78	100.0%		0.9%	1		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @40%

Minimum Income Limit		\$20,040		Maximum Income Limit		\$22,800	
Income Category	Total Renter Households PMA 2021		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	283	12.7%	\$0	0.0%	0		
\$10,000-19,999	662	29.7%	\$0	0.0%	0		
\$20,000-29,999	205	9.2%	\$2,759	27.6%	57		
\$30,000-39,999	267	12.0%	\$0	0.0%	0		
\$40,000-49,999	99	4.4%	\$0	0.0%	0		
\$50,000-59,999	107	4.8%	\$0	0.0%	0		
\$60,000-74,999	121	5.4%	\$0	0.0%	0		
\$75,000-99,999	145	6.5%	\$0	0.0%	0		
\$100,000-124,999	87	3.9%	\$0	0.0%	0		
\$125,000-149,999	101	4.5%	\$0	0.0%	0		
\$150,000-199,999	78	3.5%	\$0	0.0%	0		
\$200,000+	72	3.2%	\$0	0.0%	0		
Total	2,227	100.0%		2.5%	57		

ASSUMPTIONS - @40%

ASSUMPTIONS - @40%					
Tenancy	55+		% of Income towards Housing		40%
Rural/Urban	Rural		Maximum # of Occupants		2
Persons in Household	OBR	1BR	2BR	3BR	4BR+
1	0%	90%	10%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	0%	100%	0%
4	0%	0%	0%	70%	30%
5+	0%	0%	0%	50%	50%

Demand from New Renter Households 2021 to August 2024

Income Target Population	@40%
New Renter Households PMA	78
Percent Income Qualified	0.9%
New Renter Income Qualified Households	1

Demand from Existing Households 2021

Demand from Rent Overburdened Households

Income Target Population	@40%
Total Existing Demand	2,227
Income Qualified	2.5%
Income Qualified Renter Households	57
Percent Rent Overburdened Prj Mrkt Entry August 2024	48.9%
Rent Overburdened Households	28

Demand from Living in Substandard Housing

Income Qualified Renter Households	57
Percent Living in Substandard Housing	2.1%
Households Living in Substandard Housing	1

Senior Households Converting from Homeownership

Income Target Population	@40%
Total Senior Homeowners	10,570
Rural Versus Urban	0.1%
Senior Demand Converting from Homeownership	7

Total Demand

Total Demand from Existing Households	36
Total New Demand	1
Total Demand (New Plus Existing Households)	37

Demand from Seniors Who Convert from Homeownership	7
Percent of Total Demand From Homeownership Conversion	19.8%
Is this Demand Over 20 percent of Total Demand?	No

By Bedroom Demand

One Person	70.7%	26
Two Persons	18.6%	7
Three Persons	5.7%	2
Four Persons	4.5%	2
Five Persons	0.5%	0
Total	100.0%	37

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	90%	23
Of two-person households in 1BR units	20%	1
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	3
Of two-person households in 2BR units	80%	5
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	100%	2
Of four-person households in 3BR units	70%	1
Of five-person households in 3BR units	50%	0
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	0
Of five-person households in 4BR units	50%	0
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0

Total Demand **37**

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	25	-	0	=	25
2 BR	-	-	-	=	-
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	25		0		25

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	6	/	25	=	24.2%
2 BR	-	/	-	=	-
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	6		25		24.2%

60% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$20,910		Maximum Income Limit		\$34,200	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	in Households PMA 2021 to Prj Mrkt Entry August 2024						
\$0-9,999	-16	-20.5%	\$0	0.0%	0		
\$10,000-19,999	-59	-74.8%	\$0	0.0%	0		
\$20,000-29,999	2	3.1%	\$9,088	90.9%	2		
\$30,000-39,999	-14	-18.1%	\$4,201	42.0%	-6		
\$40,000-49,999	6	7.1%	\$0	0.0%	0		
\$50,000-59,999	-2	-3.1%	\$0	0.0%	0		
\$60,000-74,999	14	17.3%	\$0	0.0%	0		
\$75,000-99,999	25	31.5%	\$0	0.0%	0		
\$100,000-124,999	25	32.3%	\$0	0.0%	0		
\$125,000-149,999	20	26.0%	\$0	0.0%	0		
\$150,000-199,999	33	41.7%	\$0	0.0%	0		
\$200,000+	45	57.5%	\$0	0.0%	0		
Total	78	100.0%		-4.7%	-4		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$20,910		Maximum Income Limit		\$34,200	
Income Category	Total Renter Households PMA 2021		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	283	12.7%	\$0	0.0%	0		
\$10,000-19,999	662	29.7%	\$0	0.0%	0		
\$20,000-29,999	205	9.2%	\$9,088	90.9%	186		
\$30,000-39,999	267	12.0%	\$4,201	42.0%	112		
\$40,000-49,999	99	4.4%	\$0	0.0%	0		
\$50,000-59,999	107	4.8%	\$0	0.0%	0		
\$60,000-74,999	121	5.4%	\$0	0.0%	0		
\$75,000-99,999	145	6.5%	\$0	0.0%	0		
\$100,000-124,999	87	3.9%	\$0	0.0%	0		
\$125,000-149,999	101	4.5%	\$0	0.0%	0		
\$150,000-199,999	78	3.5%	\$0	0.0%	0		
\$200,000+	72	3.2%	\$0	0.0%	0		
Total	2,227	100.0%		13.4%	299		

ASSUMPTIONS - @60%

ASSUMPTIONS - @60%					
Tenancy	55+		% of Income towards Housing		40%
Rural/Urban	Rural		Maximum # of Occupants		2
Persons in Household	0BR	1BR	2BR	3BR	4BR+
1	0%	90%	10%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	0%	100%	0%
4	0%	0%	0%	70%	30%
5+	0%	0%	0%	50%	50%

Demand from New Renter Households 2021 to August 2024

Income Target Population	@60%
New Renter Households PMA	78
Percent Income Qualified	-4.7%
New Renter Income Qualified Households	-4

Demand from Existing Households 2021

Demand from Rent Overburdened Households

Income Target Population	@60%
Total Existing Demand	2,227
Income Qualified	13.4%
Income Qualified Renter Households	299
Percent Rent Overburdened Prj Mrkt Entry August 2024	48.9%
Rent Overburdened Households	146

Demand from Living in Substandard Housing

Income Qualified Renter Households	299
Percent Living in Substandard Housing	2.1%
Households Living in Substandard Housing	6

Senior Households Converting from Homeownership

Income Target Population	@60%
Total Senior Homeowners	10,570
Rural Versus Urban	0.4%
Senior Demand Converting from Homeownership	37

Total Demand

Total Demand from Existing Households	189
Total New Demand	-4
Total Demand (New Plus Existing Households)	186

Demand from Seniors Who Convert from Homeownership	37
Percent of Total Demand From Homeownership Conversion	19.9%
Is this Demand Over 20 percent of Total Demand?	No

By Bedroom Demand

One Person	70.7%	131
Two Persons	18.6%	35
Three Persons	5.7%	11
Four Persons	4.5%	8
Five Persons	0.5%	1
Total	100.0%	186

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	90%	118
Of two-person households in 1BR units	20%	7
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	13
Of two-person households in 2BR units	80%	28
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	100%	11
Of four-person households in 3BR units	70%	6
Of five-person households in 3BR units	50%	0
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	3
Of five-person households in 4BR units	50%	0
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0

Total Demand **186**

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	125	-	0	=	125
2 BR	41	-	0	=	41
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	166		0		166

	Developer's Unit Mix		Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	18	/	125	=	14.4%
2 BR	18	/	41	=	44.2%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	36		166		21.7%

LIHTC Overall

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall LIHTC

Minimum Income Limit		\$8,010		Maximum Income Limit		\$34,200	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	in Households PMA 2021 to Prj Mrkt Entry August 2024						
\$0-9,999	-16	-20.5%	\$1,988	19.9%	-3		
\$10,000-19,999	-59	-74.8%	\$1,401	14.0%	-8		
\$20,000-29,999	2	3.1%	\$9,958	99.6%	2		
\$30,000-39,999	-14	-18.1%	\$4,201	42.0%	-6		
\$40,000-49,999	6	7.1%	\$0	0.0%	0		
\$50,000-59,999	-2	-3.1%	\$0	0.0%	0		
\$60,000-74,999	14	17.3%	\$0	0.0%	0		
\$75,000-99,999	25	31.5%	\$0	0.0%	0		
\$100,000-124,999	25	32.3%	\$0	0.0%	0		
\$125,000-149,999	20	26.0%	\$0	0.0%	0		
\$150,000-199,999	33	41.7%	\$0	0.0%	0		
\$200,000+	45	57.5%	\$0	0.0%	0		
Total	78	100.0%		-19.0%	-15		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall LIHTC

Minimum Income Limit		\$8,010		Maximum Income Limit		\$34,200	
Income Category	Total Renter Households PMA 2021		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	283	12.7%	\$1,988	19.9%	56		
\$10,000-19,999	662	29.7%	\$1,401	14.0%	93		
\$20,000-29,999	205	9.2%	\$9,958	99.6%	204		
\$30,000-39,999	267	12.0%	\$4,201	42.0%	112		
\$40,000-49,999	99	4.4%	\$0	0.0%	0		
\$50,000-59,999	107	4.8%	\$0	0.0%	0		
\$60,000-74,999	121	5.4%	\$0	0.0%	0		
\$75,000-99,999	145	6.5%	\$0	0.0%	0		
\$100,000-124,999	87	3.9%	\$0	0.0%	0		
\$125,000-149,999	101	4.5%	\$0	0.0%	0		
\$150,000-199,999	78	3.5%	\$0	0.0%	0		
\$200,000+	72	3.2%	\$0	0.0%	0		
Total	2,227	100.0%		20.9%	465		

ASSUMPTIONS - Overall LIHTC

ASSUMPTIONS - Overall LIHTC					
Tenancy	55+		% of Income towards Housing		40%
Rural/Urban	Rural		Maximum # of Occupants		0
Persons in Household	OBR	1BR	2BR	3BR	4BR+
1	0%	90%	10%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	0%	100%	0%
4	0%	0%	0%	70%	30%
5+	0%	0%	0%	50%	50%

Demand from New Renter Households 2021 to August 2024

Income Target Population	Overall LIHTC
New Renter Households PMA	78
Percent Income Qualified	-19.0%
New Renter Income Qualified Households	-15

Demand from Existing Households 2021

Demand from Rent Overburdened Households

Income Target Population	Overall LIHTC
Total Existing Demand	2,227
Income Qualified	20.9%
Income Qualified Renter Households	465
Percent Rent Overburdened Prj Mrkt Entry August 2024	48.9%
Rent Overburdened Households	228

Demand from Living in Substandard Housing

Income Qualified Renter Households	465
Percent Living in Substandard Housing	2.1%
Households Living in Substandard Housing	10

Senior Households Converting from Homeownership

Income Target Population	Overall LIHTC
Total Senior Homeowners	10,570
Rural Versus Urban	0.5%
Senior Demand Converting from Homeownership	55

Total Demand

Total Demand from Existing Households	292
Total New Demand	-15
Total Demand (New Plus Existing Households)	278

Demand from Seniors Who Convert from Homeownership	55
Percent of Total Demand From Homeownership Conversion	19.8%
Is this Demand Over 20 percent of Total Demand?	No

By Bedroom Demand

One Person	70.7%	196
Two Persons	18.6%	52
Three Persons	5.7%	16
Four Persons	4.5%	12
Five Persons	0.5%	1
Total	100.0%	278

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	90%	177
Of two-person households in 1BR units	20%	10
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	20
Of two-person households in 2BR units	80%	41
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	100%	16
Of four-person households in 3BR units	70%	9
Of five-person households in 3BR units	50%	1
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	4
Of five-person households in 4BR units	50%	1
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0

Total Demand **278**

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	0	=	-
1 BR	187	-	0	=	187
2 BR	61	-	0	=	61
3 BR	-	-	0	=	-
4 BR	-	-	0	=	-
5 BR	-	-	0	=	-
Total	248		0		248

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	30	/	187	=	16.0%
2 BR	18	/	61	=	29.5%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	48		248		19.4%

Market Rate

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Market

Minimum Income Limit		\$22,860		Maximum Income Limit		\$66,120	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	in Households PMA 2021 to Prj Mrkt Entry August 2024						
\$0-9,999	-16	-20.5%	\$0	0.0%	0		
\$10,000-19,999	-59	-74.8%	\$0	0.0%	0		
\$20,000-29,999	2	3.1%	\$7,138	71.4%	2		
\$30,000-39,999	-14	-18.1%	\$9,999	100.0%	-14		
\$40,000-49,999	6	7.1%	\$9,999	100.0%	6		
\$50,000-59,999	-2	-3.1%	\$9,999	100.0%	-2		
\$60,000-74,999	14	17.3%	\$6,121	40.8%	6		
\$75,000-99,999	25	31.5%	\$0	0.0%	0		
\$100,000-124,999	25	32.3%	\$0	0.0%	0		
\$125,000-149,999	20	26.0%	\$0	0.0%	0		
\$150,000-199,999	33	41.7%	\$0	0.0%	0		
\$200,000+	45	57.5%	\$0	0.0%	0		
Total	78	100.0%		-4.9%	-4		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Market

Minimum Income Limit		\$22,860		Maximum Income Limit		\$66,120	
Income Category	Total Renter Households PMA 2021		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	283	12.7%	\$0	0.0%	0		
\$10,000-19,999	662	29.7%	\$0	0.0%	0		
\$20,000-29,999	205	9.2%	\$7,138	71.4%	146		
\$30,000-39,999	267	12.0%	\$9,999	100.0%	267		
\$40,000-49,999	99	4.4%	\$9,999	100.0%	99		
\$50,000-59,999	107	4.8%	\$9,999	100.0%	107		
\$60,000-74,999	121	5.4%	\$6,121	40.8%	49		
\$75,000-99,999	145	6.5%	\$0	0.0%	0		
\$100,000-124,999	87	3.9%	\$0	0.0%	0		
\$125,000-149,999	101	4.5%	\$0	0.0%	0		
\$150,000-199,999	78	3.5%	\$0	0.0%	0		
\$200,000+	72	3.2%	\$0	0.0%	0		
Total	2,227	100.0%		30.0%	669		

ASSUMPTIONS - Market

ASSUMPTIONS - Market					
Tenancy	55+		% of Income towards Housing		40%
Rural/Urban	Rural		Maximum # of Occupants		2
Persons in Household	OBR	1BR	2BR	3BR	4BR+
1	0%	90%	10%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	0%	100%	0%
4	0%	0%	0%	70%	30%
5+	0%	0%	0%	50%	50%

Demand from New Renter Households 2021 to August 2024

Income Target Population	Market
New Renter Households PMA	78
Percent Income Qualified	-4.9%
New Renter Income Qualified Households	-4

Demand from Existing Households 2021

Demand from Rent Overburdened Households

Income Target Population	Market
Total Existing Demand	2,227
Income Qualified	30.0%
Income Qualified Renter Households	669
Percent Rent Overburdened Prj Mrkt Entry August 2024	48.9%
Rent Overburdened Households	327

Demand from Living in Substandard Housing

Income Qualified Renter Households	669
Percent Living in Substandard Housing	2.1%
Households Living in Substandard Housing	14

Senior Households Converting from Homeownership

Income Target Population	Market
Total Senior Homeowners	10,570
Rural Versus Urban	0.8%
Senior Demand Converting from Homeownership	83

Total Demand

Total Demand from Existing Households	425
Total New Demand	-4
Total Demand (New Plus Existing Households)	421

Demand from Seniors Who Convert from Homeownership	83
Percent of Total Demand From Homeownership Conversion	19.8%
Is this Demand Over 20 percent of Total Demand?	No

By Bedroom Demand

One Person	70.7%	298
Two Persons	18.6%	78
Three Persons	5.7%	24
Four Persons	4.5%	19
Five Persons	0.5%	2
Total	100.0%	421

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	90%	268
Of two-person households in 1BR units	20%	16
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	30
Of two-person households in 2BR units	80%	63
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	100%	24
Of four-person households in 3BR units	70%	13
Of five-person households in 3BR units	50%	1
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	6
Of five-person households in 4BR units	50%	1
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0

Total Demand **421**

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	284	-	0	=	284
2 BR	92	-	0	=	92
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	376		0		376

	Developer's Unit Mix		Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	6	/	284	=	2.1%
2 BR	6	/	92	=	6.5%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	12		376		3.2%

Overall

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$8,010		Maximum Income Limit		\$66,120	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	in Households PMA 2021 to Prj Mrkt Entry August 2024						
\$0-9,999	-16	-20.5%	\$1,988	19.9%	-3		
\$10,000-19,999	-59	-74.8%	\$1,401	14.0%	-8		
\$20,000-29,999	2	3.1%	\$9,958	99.6%	2		
\$30,000-39,999	-14	-18.1%	\$9,999	100.0%	-14		
\$40,000-49,999	6	7.1%	\$9,999	100.0%	6		
\$50,000-59,999	-2	-3.1%	\$9,999	100.0%	-2		
\$60,000-74,999	14	17.3%	\$6,121	40.8%	6		
\$75,000-99,999	25	31.5%	\$0	0.0%	0		
\$100,000-124,999	25	32.3%	\$0	0.0%	0		
\$125,000-149,999	20	26.0%	\$0	0.0%	0		
\$150,000-199,999	33	41.7%	\$0	0.0%	0		
\$200,000+	45	57.5%	\$0	0.0%	0		
Total	78	100.0%		-18.5%	-15		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$8,010		Maximum Income Limit		\$66,120	
Income Category	Total Renter Households PMA 2021		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	283	12.7%	\$1,988	19.9%	56		
\$10,000-19,999	662	29.7%	\$1,401	14.0%	93		
\$20,000-29,999	205	9.2%	\$9,958	99.6%	204		
\$30,000-39,999	267	12.0%	\$9,999	100.0%	267		
\$40,000-49,999	99	4.4%	\$9,999	100.0%	99		
\$50,000-59,999	107	4.8%	\$9,999	100.0%	107		
\$60,000-74,999	121	5.4%	\$6,121	40.8%	49		
\$75,000-99,999	145	6.5%	\$0	0.0%	0		
\$100,000-124,999	87	3.9%	\$0	0.0%	0		
\$125,000-149,999	101	4.5%	\$0	0.0%	0		
\$150,000-199,999	78	3.5%	\$0	0.0%	0		
\$200,000+	72	3.2%	\$0	0.0%	0		
Total	2,227	100.0%		39.3%	876		

ASSUMPTIONS - Overall

Tenancy	55+		% of Income towards Housing		40%
Rural/Urban	Rural		Maximum # of Occupants		2
Persons in Household	0BR	1BR	2BR	3BR	4BR+
1	0%	90%	10%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	0%	100%	0%
4	0%	0%	0%	70%	30%
5+	0%	0%	0%	50%	50%

Demand from New Renter Households 2021 to August 2024

Income Target Population	Overall
New Renter Households PMA	78
Percent Income Qualified	-18.5%
New Renter Income Qualified Households	-15

Demand from Existing Households 2021

Demand from Rent Overburdened Households

Income Target Population	Overall
Total Existing Demand	2,227
Income Qualified	39.3%
Income Qualified Renter Households	876
Percent Rent Overburdened Prj Mrkt Entry August 2024	48.9%
Rent Overburdened Households	429

Demand from Living in Substandard Housing

Income Qualified Renter Households	876
Percent Living in Substandard Housing	2.1%
Households Living in Substandard Housing	18

Senior Households Converting from Homeownership

Income Target Population	Overall
Total Senior Homeowners	10,570
Rural Versus Urban	0.7%
Senior Demand Converting from Homeownership	73

Total Demand

Total Demand from Existing Households	520
Total New Demand	-15
Total Demand (New Plus Existing Households)	505

Demand from Seniors Who Convert from Homeownership	73
Percent of Total Demand From Homeownership Conversion	14.4%
Is this Demand Over 20 percent of Total Demand?	No

By Bedroom Demand

One Person	70.7%	357
Two Persons	18.6%	94
Three Persons	5.7%	29
Four Persons	4.5%	23
Five Persons	0.5%	2
Total	100.0%	505

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	90%	322
Of two-person households in 1BR units	20%	19
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	36
Of two-person households in 2BR units	80%	75
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	100%	29
Of four-person households in 3BR units	70%	16
Of five-person households in 3BR units	50%	1
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	7
Of five-person households in 4BR units	50%	1
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0

Total Demand **505**

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	0	=	-
1 BR	340	-	0	=	340
2 BR	111	-	0	=	111
3 BR	-	-	0	=	-
4 BR	-	-	0	=	-
5 BR	-	-	0	=	-
Total	451		0		451

	Developer's Unit Mix		Net Demand	Capture Rate	
0 BR	-	/	-	=	-
1 BR	36	/	340	=	10.6%
2 BR	24	/	111	=	21.6%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	60		451		13.3%

Conclusions

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

- This demand analysis does not measure the PMA’s or Subject’s ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. Property managers at senior apartments in the PMA indicated that many tenants come from areas outside the PMA and often from out of state. As an age-restricted property, the Subject will likely attract tenants from other regions looking to be near family or, given the Subject’s location in a warm climate, those looking to move south to get away from snow. Therefore, we conservatively estimated that approximately 20 percent of the Subject’s residents will originate from areas outside of the PMA. Since the demand analysis does not account for support from tenants moving from outside the PMA, it is very conservative.

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

DEMAND AND NET DEMAND

	HH at @20% AMI (\$8,010 to \$11,400)	HH at @40% AMI (\$20,040 to \$22,800)	HH at @60% AMI (\$20,910 to \$34,200)	HH at Market AMI (\$22,860 to \$66,120)	LIHTC Overall	Overall Demand
Demand from New Households (age and income appropriate)	-11	1	-4	-4	-15	-15
PLUS	+	+	+	+	+	+
Demand from Existing Renter Housholds - Rent Overburdened Households	73	28	146	327	228	429
PLUS	+	+	+	+	+	+
Demand from Existing Renter Households - Substandard Housing	3	1	6	14	10	18
=	=	=	=	=	=	=
Sub Total	65	30	149	338	223	432
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 20% where applicable)	16	7	37	83	55	73
Equals Total Demand	81	37	186	421	278	505
Less	-	-	-	-	-	-
New Supply	0	0	0	0	0	0
Equals Net Demand	81	37	186	421	278	505

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

CAPTURE RATE ANALYSIS CHART

Unit Type	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate
1BR @20%	6	54	0	54	11.1%
1BR @40%	6	25	0	25	24.2%
1BR @60%	18	125	0	125	14.4%
1BR Market	6	284	0	284	2.1%
1BR Overall	36	340	0	340	10.6%
2BR @60%	18	41	0	41	44.2%
2BR Market	6	92	0	92	6.5%
2BR Overall	24	111	0	111	21.6%
@20% Overall	6	54	0	54	11.1%
@40% Overall	6	100	0	100	6.0%
@60% Overall	36	166	0	166	21.7%
Market Overall	12	206	0	206	5.8%
LIHTC Overall	48	248	0	248	19.4%
Overall	60	451	0	451	13.3%

As the analysis illustrates, the Subject’s capture rates vary from 2.1 to 44.2 percent with an overall capture rate of 13.3 percent. The Subject’s overall capture rate is within SCSHFDA guidelines and we believe that there is ample demand for the Subject’s units.

Absorption Rate

None of the surveyed comparable properties were able to provide absorption data. The following table details the nearest absorption comparables we were able to identify.

ABSORPTION

Property Name	Program	Tenancy	City	Year	Total Units	Absorption (units/month)	Distance to Subject
Chandler Trace	LIHTC	Senior	Hartwell	2020	52	26	25.6 miles
Peaks Of Cornelia	LIHTC	Family	Cornelia	2018	80	20	28.0 miles
The Assembly	LIHTC	Family	Greenville	2017	240	36	32.2 miles
Peachtree Senior Village	LIHTC	Senior	Liberty	2017	40	13	17.4 miles
Indigo	LIHTC	Family	Franklin	2017	60	20	28.2 miles
LINK Apartments West End	Market	Family	Greenville	2017	215	2	34.5 miles
Main And Stone	Market	Family	Greenville	2016	292	15	35.3 miles
Heather Highlands	LIHTC	Family	Royston	2015	40	10	29.6 miles
South Ridge	Market	Family	Greenville	2015	347	18	34.7 miles
Average Affordable					85	21	
Average Market					285	12	
Overall Average					152	18	

We obtained absorption data from nine properties, located between 21.4 and 39.3 miles from the Subject. These properties reported absorption rates ranging from two to 36 units per month, with an overall average of 18 units per month. The LIHTC comparables report limited vacancies and all maintain waiting lists, indicating strong demand for additional affordable housing in the area. Therefore, based upon the demand calculations presented within this report, which indicate capture rates within SCSHFDA guidelines, an ample number income-qualified households, and the Subject's tenancy, we believe that the Subject could absorb approximately 20 units per month upon opening. This equals an absorption period of three months. We expect the Subject to reach stabilized occupancy of 93 percent within three months.

G. SUPPLY ANALYSIS

SURVEY OF COMPARABLE PROJECTS

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

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

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

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

EXCLUDED PROPERTIES

Property Name	Program	Tenancy	Total Units	Vacancy Rate	Reason for Exclusion
Springbrook Apts	LIHTC / USDA	Family	44	0.0%	Subsidized
Walhalla Gardens	LIHTC / Section 8	Senior	68	n/a	Subsidized
Westminster East Apts	LIHTC / USDA	Family	49	2.0%	Subsidized
Country Ridge	LIHTC / USDA	Senior	32	n/a	Subsidized
Autumnwood Village Apts II	LIHTC / USDA	Senior	32	0.0%	Senior
Pineridge	Section 8	Family	56	n/a	Subsidized
Standpoint Vista Apts.	Section 8	Family	64	3.1%	Subsidized
Seneca Gardens	LIHTC	Family	76	2.6%	Dissimilar tenancy
North Woods Apts	LIHTC	Family	119	n/a	Dissimilar tenancy
Highland Glen Apts	LIHTC	Family	64	n/a	Dissimilar tenancy
Hunter Oaks	LIHTC	Family	50	n/a	Dissimilar tenancy
Greenfield Apartments	LIHTC	Family	52	n/a	Dissimilar tenancy
Total LIHTC Only*			361	2.6%	
Total Rent Assisted*			345	1.3%	

*Vacancy rates are calculated using only properties reporting vacancy information

LIHTC Competition

We attempted to contact the Oconee County and City of Seneca Planning departments. However, as of the date of this report, our calls have yet to be returned. Therefore, we consulted a CoStar new construction report and South Carolina LIHTC allocation lists for information about recently allocated LIHTC properties in the area. Our research uncovered one new LIHTC allocation and one proposed market rate development.

Newry Mill Apartments is an under construction 197-unit market rate development targeting general family tenancy that is a redevelopment of a former mill located in Newry, approximately 6.8 miles from the Subject site. The development will feature one, two and three-bedroom units that are expected to be completed in early 2023. Given the market rate targeting and family tenancy, it will not be directly competitive with the Subject. Therefore, we have not deducted any units in our demand analysis.

Walhalla Gardens was awarded tax credits in 2020 for the acquisition/rehabilitation of 68 LIHTC units targeting families. The property is located at 100 Walhalla Garden Circle in Walhalla, approximately 7.2 miles northwest of the Subject site. The property offers 68 one, two, three and four-bedroom units at the 50 and 60 percent AMI levels. Given the dissimilar tenancy to the Subject, it will not be directly competitive with the Subject. Therefore, we have not deducted any units in our demand analysis.

Pipeline Construction

As detailed above, we were unable to contact the Oconee County and City of Seneca Planning departments. Therefore, we consulted a CoStar new construction report and South Carolina LIHTC allocation lists and uncovered two multifamily developments currently proposed or under construction in the Subject's PMA.

Newry Mill Apartments is an under construction 197-unit market rate development targeting general family tenancy that is a redevelopment of a former mill located in Newry, approximately 6.8 miles from the Subject site. The development will feature one, two and three-bedroom units that are expected to be completed in early 2023. Given the market rate targeting and family tenancy, it will not be directly competitive with the Subject. Therefore, we have not deducted any units in our demand analysis.

Walhalla Gardens was awarded tax credits in 2020 for the acquisition/rehabilitation of 68 LIHTC units targeting families. The property is located at 100 Walhalla Garden Circle in Walhalla, approximately 7.2 miles northwest of the Subject site. The property offers 68 one, two, three and four-bedroom units at the 50 and 60 percent AMI levels. Given the dissimilar tenancy to the Subject, it will not be directly competitive with the Subject. Therefore, we have not deducted any units in our demand analysis.

Comparable Properties

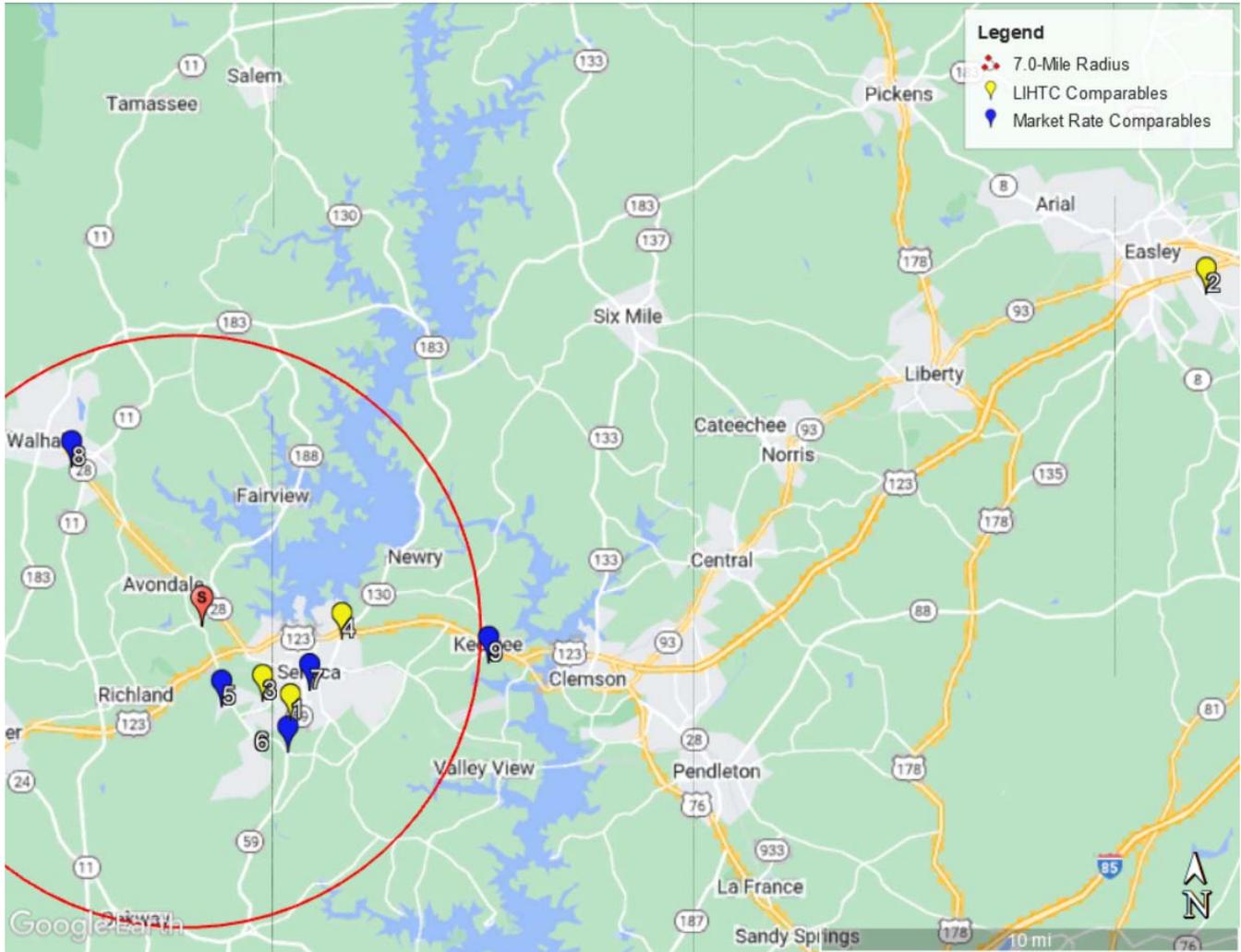
Property managers and realtors were interviewed for information on unit mix, size, absorption, unit features and project amenities, tenant profiles, and market trends in general. Our competitive survey includes nine "true" comparable properties containing 792 units.

The availability of LIHTC data is considered good. We have included four LIHTC comparables in our analysis. Three of the LIHTC comparables are located within the PMA, between 1.9 and 3.3 miles of the Subject, and the fourth is located outside of the PMA in nearby Easley, SC, within 25.2 miles of the Subject. This property is included as a comparable as it is the most proximate senior LIHTC property to the Subject. One of the comparables in the PMA targets seniors, and the remaining comparables target the general population and are considered most comparable as they are most proximate to the proposed Subject development and they report having senior tenants. All of the LIHTC comparables were built or renovated between 2008 and 2014. Other LIHTC properties within the PMA have been excluded because they are also benefitting from subsidy programs or target family tenancy.

The availability of market rate data is considered good. The Subject is located in Seneca, and there are a number of market rate properties in the immediate area or in nearby Walhalla. We included five conventional properties in our analysis of the competitive market, all of which are located in the PMA within 6.8 miles of the Subject. All of the market rate properties were built or renovated between 1978 and 2003. Overall, we believe the market rate properties we used in our analysis are the most comparable. Other market rate properties were excluded based on proximity and unit types.

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

COMPARABLE RENTAL PROPERTY MAP - GENERAL



Source: Google Earth, May 2022.

COMPARABLE PROPERTIES

#	Comparable Property	City	Rent Structure	Tenancy	Distance to Subject
S	Capstone At Woodcreek Hills	Seneca	LIHTC/ Market	Senior	-
1	Applewood Villas	Seneca	LIHTC/HOME	Family	2.7 miles
2	Companion At Horton Farms*	Easley	LIHTC	Senior	25.2 miles
3	Seneca Heights	Seneca	LIHTC	Family	1.9 miles
4	Serenity Place	Seneca	LIHTC	Senior	3.3 miles
5	Clemson Ridge	Seneca	Market	Family	1.5 miles
6	Crescent Pointe Apartments	Seneca	Market	Family	3.2 miles
7	Heritage Hills	Seneca	Market	Family	2.7 miles
8	Highland Glen Apartments	Walhalla	Market	Family	5.2 miles
9	Keoway Village	Seneca	Market	Family	6.8 miles

* Located outside PMA

CAPSTONE AT WOODCREEK HILLS – SENECA, SC – APPLICATION MARKET STUDY

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

SUMMARY MATRIX

Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate
1	Applewood Villas 410 West South Fourth Street Seneca, SC 29678 Oconee County	2.7 miles	Various 2-stories 1972 / 2013 Family	@50%, @60%, @60% (HOME)	1BR / 1BA	2	4.0%	664	@50%	\$505	No	Yes	0	0.0%
					1BR / 1BA	2	4.0%	664	@60% (HOME)	\$575	No	Yes	0	0.0%
					2BR / 1.5BA	12	24.0%	828	@50%	\$545	No	Yes	0	0.0%
					2BR / 1.5BA	20	40.0%	828	@60%	\$675	No	Yes	1	5.0%
					3BR / 1.5BA	6	12.0%	1,056	@50%	\$630	No	Yes	0	0.0%
					3BR / 1.5BA	8	16.0%	1,056	@60%	\$775	No	Yes	0	0.0%
					50							1	2.0%	
2	Companion At Horton Farms 201 Walnut Hill Drive Easley, SC 29642 Pickens County	25.2 miles	Midrise 4-stories 2008 / n/a Senior	@50%, @60%	1BR / 1BA	12	30.0%	713	@50%	\$530	No	Yes	0	0.0%
					1BR / 1BA	12	30.0%	713	@60%	\$700	No	Yes	0	0.0%
					2BR / 2BA	8	20.0%	907	@50%	\$629	No	Yes	0	0.0%
					2BR / 2BA	8	20.0%	907	@60%	\$825	No	Yes	0	0.0%
					40							0	0.0%	
3	Seneca Heights 336 Maple Grove Rd Seneca, SC 29678 Oconee County	1.9 miles	Garden 2-stories 2013 / n/a Family	@50%, @60%	2BR / 2BA	4	10.3%	1,200	@50%	\$415	No	Yes	0	0.0%
					3BR / 2BA	8	20.5%	1,340	@50%	\$475	No	Yes	0	0.0%
					3BR / 2BA	23	59.0%	1,340	@60%	\$545	No	Yes	0	0.0%
					4BR / 2BA	4	10.3%	1,500	@60%	\$570	No	Yes	0	0.0%
					39							0	0.0%	
4	Serenity Place 117 Northside Cir Seneca, SC 29672 Oconee County	3.3 miles	Lowrise 2-stories 2014 / n/a Senior	@50%, @60%	1BR / 1BA	6	12.8%	816	@50%	\$345	No	Yes	0	0.0%
					1BR / 1BA	18	38.3%	816	@60%	\$390	No	Yes	0	0.0%
					2BR / 2BA	6	12.8%	1,067	@50%	\$520	No	Yes	0	0.0%
					2BR / 2BA	17	36.2%	1,067	@60%	\$611	No	Yes	0	0.0%
					47							0	0.0%	
5	Clemson Ridge 116 Northwoods Drive Seneca, SC 29678 Oconee County	1.5 miles	Garden 3-stories 1998 / n/a Family	Market	2BR / 2BA	60	50.0%	988	Market	\$1,161	N/A	No	0	0.0%
					3BR / 2BA	60	50.0%	1,128	Market	\$1,351	N/A	No	0	0.0%
						120							2	1.7%
6	Crescent Pointe Apartments 1500 South Oak Street Seneca, SC 29678 Oconee County	3.2 miles	Garden 3-stories 2003 / n/a Family	Market	1BR / 1BA	28	19.4%	759	Market	\$1,071	N/A	No	0	0.0%
					1BR / 1BA	8	5.6%	823	Market	\$1,081	N/A	No	0	0.0%
					2BR / 2BA	56	38.9%	1,015	Market	\$1,098	N/A	No	2	3.6%
					2BR / 2BA	16	11.1%	1,150	Market	\$1,161	N/A	No	0	0.0%
					3BR / 2BA	24	16.7%	1,248	Market	\$1,266	N/A	No	0	0.0%
					12	8.3%	1,341	Market	\$1,291	N/A	No	1	8.3%	
					144							6	4.2%	
7	Heritage Hills 98 Heritage Hills Drive Seneca, SC 29678 Oconee County	2.7 miles	Garden 2-stories 1995 / n/a Family	Market	1BR / 1BA	40	19.2%	485	Market	\$575	N/A	No	0	0.0%
					1BR / 1BA	64	30.8%	670	Market	\$675	N/A	No	0	0.0%
					2BR / 1BA	40	19.2%	790	Market	\$700	N/A	No	0	0.0%
					2BR / 2BA	64	30.8%	935	Market	\$800	N/A	No	0	0.0%
					208							0	0.0%	
8	Highland Glen Apartments 800 Highland Glen Court Walhalla, SC 29691 Oconee County	5.2 miles	Garden 2-stories 2003 / n/a Family	Market	1BR / 1BA	16	25.0%	730	Market	\$666	N/A	No	0	0.0%
					2BR / 1BA	32	50.0%	935	Market	\$756	N/A	No	4	12.5%
					3BR / 2BA	16	25.0%	1,150	Market	\$871	N/A	No	1	6.3%
						64						4	6.3%	
9	Keoway Village 50 Keoway Drive Seneca, SC 29678 Oconee County	6.8 miles	Garden 2-stories 1978 / N/A Family	Market	1BR / 1BA	30	37.5%	722	Market	\$453	N/A	No	0	0.0%
					2BR / 1BA	40	50.0%	987	Market	\$475	N/A	No	3	7.5%
					3BR / 1.5BA	10	12.5%	1,067	Market	\$528	N/A	No	0	0.0%
						80						2	2.5%	

CAPSTONE AT WOODCREEK HILLS – SENECA, SC – APPLICATION MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.				
	Units Surveyed:	792	Weighted Occupancy:	98.1%
	Market Rate	616	Market Rate	97.7%
	Tax Credit	176	Tax Credit	99.4%
		One Bedroom One Bath	Two Bedroom Two Bath	
RENT	Property	Average	Property	Average
	Crescent Pointe Apartments (Market)	\$1,141	Clemson Ridge (Market)	\$1,275
	Crescent Pointe Apartments (Market)	\$1,141	Crescent Pointe Apartments (Market)	\$1,251
	Highland Glen Apartments (Market)	\$811	Crescent Pointe Apartments (Market)	\$1,251
	Companion At Horton Farms @60%	\$700	Highland Glen Apartments (Market)(1BA)	\$911
	Heritage Hills (Market)	\$675	Companion At Horton Farms @60%	\$825
	Capstone At Woodcreek Hills (Market)	\$640	Heritage Hills (Market)	\$800
	Heritage Hills (Market)	\$575	Capstone At Woodcreek Hills (Market)	\$745
	Applewood Villas @60%	\$575	Heritage Hills (Market)(1BA)	\$700
	Capstone At Woodcreek Hills (@60%)	\$575	Capstone At Woodcreek Hills (@60%)	\$675
	Keoway Village (Market)	\$575	Applewood Villas @60%(1.5BA)	\$675
	Companion At Horton Farms @50%	\$530	Companion At Horton Farms @50%	\$629
	Applewood Villas @50%	\$505	Keoway Village (Market)(1BA)	\$615
	Capstone At Woodcreek Hills (@40%)	\$412	Serenity Place @60%	\$611
	Serenity Place @60%	\$390	Applewood Villas @50%(1.5BA)	\$545
	Serenity Place @50%	\$345	Serenity Place @50%	\$520
	Capstone At Woodcreek Hills (@20%)	\$145	Seneca Heights @50%	\$415
SQUARE FOOTAGE	Crescent Pointe Apartments (Market)	823	Seneca Heights @50%	1,200
	Serenity Place @60%	816	Crescent Pointe Apartments (Market)	1,150
	Serenity Place @50%	816	Serenity Place @50%	1,067
	Crescent Pointe Apartments (Market)	759	Serenity Place @60%	1,067
	Capstone At Woodcreek Hills (@60%)	750	Crescent Pointe Apartments (Market)	1,015
	Capstone At Woodcreek Hills (Market)	750	Clemson Ridge (Market)	988
	Capstone At Woodcreek Hills (@40%)	750	Keoway Village (Market)(1BA)	987
	Capstone At Woodcreek Hills (@20%)	750	Capstone At Woodcreek Hills (Market)	960
	Highland Glen Apartments (Market)	730	Capstone At Woodcreek Hills (Market)	950
	Keoway Village (Market)	722	Capstone At Woodcreek Hills (@60%)	950
	Companion At Horton Farms @50%	713	Heritage Hills (Market)	935
	Companion At Horton Farms @60%	713	Highland Glen Apartments (Market)(1BA)	935
	Heritage Hills (Market)	670	Companion At Horton Farms @50%	907
	Applewood Villas @50%	664	Companion At Horton Farms @60%	907
	Applewood Villas @60%	664	Applewood Villas @60%(1.5BA)	828
	Heritage Hills (Market)	485	Applewood Villas @50%(1.5BA)	828
			Heritage Hills (Market)(1BA)	790
RENT PER SQUARE FOOT	Crescent Pointe Apartments (Market)	\$1.50	Clemson Ridge (Market)	\$1.29
	Crescent Pointe Apartments (Market)	\$1.39	Crescent Pointe Apartments (Market)	\$1.23
	Heritage Hills (Market)	\$1.19	Crescent Pointe Apartments (Market)	\$1.09
	Highland Glen Apartments (Market)	\$1.11	Highland Glen Apartments (Market)(1BA)	\$0.97
	Heritage Hills (Market)	\$1.01	Companion At Horton Farms @60%	\$0.91
	Companion At Horton Farms @60%	\$0.98	Heritage Hills (Market)(1BA)	\$0.89
	Applewood Villas @60%	\$0.87	Heritage Hills (Market)	\$0.86
	Capstone At Woodcreek Hills (Market)	\$0.85	Applewood Villas @60%(1.5BA)	\$0.82
	Keoway Village (Market)	\$0.80	Capstone At Woodcreek Hills (Market)	\$0.78
	Capstone At Woodcreek Hills (@60%)	\$0.77	Capstone At Woodcreek Hills (Market)	\$0.78
	Applewood Villas @50%	\$0.76	Capstone At Woodcreek Hills (@60%)	\$0.71
	Companion At Horton Farms @50%	\$0.74	Companion At Horton Farms @50%	\$0.69
	Capstone At Woodcreek Hills (@40%)	\$0.55	Applewood Villas @50%(1.5BA)	\$0.66
	Serenity Place @60%	\$0.48	Keoway Village (Market)(1BA)	\$0.62
	Serenity Place @50%	\$0.42	Serenity Place @60%	\$0.57
	Capstone At Woodcreek Hills (@20%)	\$0.19	Serenity Place @50%	\$0.49
			Seneca Heights @50%	\$0.35

CAPSTONE AT WOODCREEK HILLS – SENECA, SC – APPLICATION MARKET STUDY

AMENITY MATRIX

	Subject	Applewood Villas	Companion At Horton Farms	Seneca Heights	Serenity Place	Clemson Ridge	Crescent Pointe Apartments	Heritage Hills	Highland Glen Apartments	Keoway Village
Rent Structure	LIHTC/Market	LIHTC/HOME	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Tenancy	Senior	Family	Senior	Family	Senior	Family	Family	Family	Family	Family
Building										
Property Type	Lowrise	Various	Midrise	Garden	Lowrise	Garden	Garden	Garden	Garden	Garden
# of Stories	3-stories	2-stories	4-stories	2-stories	2-stories	3-stories	3-stories	2-stories	2-stories	2-stories
Year Built	2024	1972	2008	2013	2014	1998	2003	1995	2003	1978
Year Renovated	n/a	2013	n/a	n/a	n/a	n/a	n/a	n/a	n/a	N/A
Elevators	yes	no	yes	no	yes	no	no	no	no	no
Utility Structure										
Cooking	no	no	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no	no
Water	no	no	yes	no	yes	no	no	no	no	yes
Sewer	no	no	yes	no	yes	no	no	no	no	yes
Trash	yes	yes	yes	yes	yes	yes	no	yes	no	yes
Accessibility										
Hand Rails	yes	no	yes	no	yes	no	yes	no	no	no
Pull Cords	yes	no	yes	no	yes	no	no	no	no	no
Unit Amenities										
Balcony/Patio	no	yes	yes	yes	yes	yes	yes	yes	yes	no
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpeting	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Ceiling Fan	yes	no	yes	yes	yes	no	yes	no	yes	no
Coat Closet	no	yes	no	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	no	no	no	yes	yes	yes	yes	yes	no	no
Vaulted Ceilings	no	no	no	no	no	no	yes	no	no	no
Walk-In Closet	no	no	yes	no	no	yes	yes	no	no	no
Washer/Dryer	no	no	no	no	no	yes	no	yes	no	no
W/D Hookup	yes	yes	yes	yes	yes	yes	yes	yes	yes	no
Kitchen										
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Disposal	yes	yes	no	yes	yes	yes	yes	no	yes	yes
Microwave	yes	yes	no	yes	yes	yes	no	yes	no	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Community										
Business Center	yes	yes	yes	yes	yes	no	no	no	no	no
Community Room	yes	yes	yes	yes	yes	yes	yes	no	yes	no
Central Laundry	yes	yes	yes	yes	yes	yes	no	no	yes	yes
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Concierge	no	no	no	no	no	no	yes	no	no	no
Recreation										
Exercise Facility	yes	no	yes	yes	no	yes	yes	yes	no	no
Playground	no	yes	no	yes	no	yes	yes	no	yes	no
Swimming Pool	no	no	no	no	no	yes	yes	yes	no	yes
Picnic Area	yes	yes	no	yes	yes	yes	no	no	no	no
Sauna	no	no	no	no	no	no	yes	no	no	no
Jacuzzi	no	no	no	no	no	no	yes	no	no	no
Hot Tub	no	no	no	no	no	no	yes	no	no	no
Recreational Area	no	no	no	no	yes	no	no	no	no	no
WiFi	no	no	no	no	no	yes	no	no	no	no
Service	no	no	yes	no	no	no	no	no	no	no
Security										
Intercom (Buzzer)	no	no	yes	no	yes	no	no	no	no	no
Limited Access	yes	no	yes	no	yes	no	no	no	no	no
Patrol	no	no	no	no	no	no	yes	no	no	no
Perimeter Fencing	no	yes	no	no	no	no	no	no	no	no
Video Surveillance	yes	yes	no	no	no	no	no	no	no	no
Parking										
Carpport	no	no	no	no	no	no	yes	no	no	no
Carpport Fee	n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Garage	no	no	no	no	no	no	yes	no	no	no
Garage Fee	n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Off-Street Parking	yes	yes	yes	yes	yes	yes	no	yes	yes	yes
Off-Street Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

PROPERTY PROFILE REPORT

Applewood Villas

Effective Rent Date	5/12/2022
Location	410 West South Fourth Street Seneca, SC 29678 Oconee County
Distance	2.7 miles
Units	50
Vacant Units	1
Vacancy Rate	2.0%
Type	Various (2 stories)
Year Built/Renovated	1972 / 2013
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None Identified
Tenant Characteristics	Mix of singles, couples, and families
Contact Name	Tabitha
Phone	864-973-6877



Market Information

Program	@50%, @60%, @60% (HOME)
Annual Turnover Rate	24%
Units/Month Absorbed	N/A
HCV Tenants	10%
Leasing Pace	Prelease to two weeks
Annual Chg. in Rent	Increased; % not provided
Concession	None
Waiting List	Yes; length not provided

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden	2	664	\$505	\$0	@50%	Yes	0	0.0%	no	None
1	1	Garden	2	664	\$575	\$0	@60% (HOME)	Yes	0	0.0%	no	None
2	1.5	Townhouse (2 stories)	12	828	\$545	\$0	@50%	Yes	0	0.0%	no	None
2	1.5	Townhouse (2 stories)	20	828	\$675	\$0	@60%	Yes	1	5.0%	no	None
3	1.5	Townhouse (2 stories)	6	1,056	\$630	\$0	@50%	Yes	0	0.0%	no	None
3	1.5	Townhouse (2 stories)	8	1,056	\$775	\$0	@60%	Yes	0	0.0%	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$505	\$0	\$505	\$0	\$505	1BR / 1BA	\$575	\$0	\$575	\$0	\$575
2BR / 1.5BA	\$545	\$0	\$545	\$0	\$545	2BR / 1.5BA	\$675	\$0	\$675	\$0	\$675
3BR / 1.5BA	\$630	\$0	\$630	\$0	\$630	3BR / 1.5BA	\$775	\$0	\$775	\$0	\$775

Applewood Villas, continued

Amenities

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

Comments

The contact reported a pending applicant for the vacant unit, noting there is strong demand for affordable housing in the area. The length of the waiting list was not provided.

PROPERTY PROFILE REPORT

Companion At Horton Farms

Effective Rent Date	5/12/2022
Location	201 Walnut Hill Drive Easley, SC 29642 Pickens County
Distance	25.2 miles
Units	40
Vacant Units	0
Vacancy Rate	0.0%
Type	Midrise (age-restricted) (4 stories)
Year Built/Renovated	2008 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None
Tenant Characteristics	Aged 55 and older; 70 percent from local area, 30 percent from surrounding towns
Contact Name	Sally
Phone	864-855-0070



Market Information

Program	@50%, @60%
Annual Turnover Rate	10%
Units/Month Absorbed	5
HCV Tenants	45%
Leasing Pace	Increased up to 20 percent
Annual Chg. in Rent	None
Concession	None
Waiting List	Yes; 15 households

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (4 stories)	12	713	\$590	\$0	@50%	Yes	0	0.0%	no	None
1	1	Midrise (4 stories)	12	713	\$760	\$0	@60%	Yes	0	0.0%	no	None
2	2	Midrise (4 stories)	8	907	\$714	\$0	@50%	Yes	0	0.0%	no	None
2	2	Midrise (4 stories)	8	907	\$910	\$0	@60%	Yes	0	0.0%	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$590	\$0	\$590	-\$60	\$530	1BR / 1BA	\$760	\$0	\$760	-\$60	\$700
2BR / 2BA	\$714	\$0	\$714	-\$85	\$629	2BR / 2BA	\$910	\$0	\$910	-\$85	\$825

Companion At Horton Farms, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
Dishwasher	Ceiling Fan		
Hand Rails	Oven		
Pull Cords	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Gazebo
Elevators	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Service Coordination		

Comments

The property does not accept Housing Choice Vouchers. According to the property manager, the property has experienced no significant impact from the COVID-19 pandemic. According to the manager, the demand for rental housing in the area is strong.

Photos



PROPERTY PROFILE REPORT

Seneca Heights

Effective Rent Date	5/12/2022
Location	336 Maple Grove Rd Seneca, SC 29678 Oconee County
Distance	1.9 miles
Units	39
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	2013 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Other affordable properties in Seneca
Tenant Characteristics	Mixed tenancy; less than 10% senior
Contact Name	Joan
Phone	864-882-0080



Market Information

Program	@50%, @60%
Annual Turnover Rate	15%
Units/Month Absorbed	N/A
HCV Tenants	15%
Leasing Pace	Prelease to 3 weeks
Annual Chg. in Rent	Increased 1-2%
Concession	None
Waiting List	Yes; 75+ households

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (2 stories)	4	1,200	\$415	\$0	@50%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	8	1,340	\$475	\$0	@50%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	23	1,340	\$545	\$0	@60%	Yes	0	0.0%	no	None
4	2	Garden (2 stories)	4	1,500	\$570	\$0	@60%	Yes	0	0.0%	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$415	\$0	\$415	\$0	\$415	3BR / 2BA	\$545	\$0	\$545	\$0	\$545
3BR / 2BA	\$475	\$0	\$475	\$0	\$475	4BR / 2BA	\$570	\$0	\$570	\$0	\$570

Amenities

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

Comments

The manager reported strong demand for affordable housing in the market, noting there are limited options for seniors currently.

Photos



PROPERTY PROFILE REPORT

Serenity Place

Effective Rent Date	5/11/2022
Location	117 Northside Cir Seneca, SC 29672 Oconee County
Distance	3.3 miles
Units	47
Vacant Units	0
Vacancy Rate	0.0%
Type	Lowrise (age-restricted) (2 stories)
Year Built/Renovated	2014 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Seniors 55+
Contact Name	Pat
Phone	256-878-6054



Market Information

Program	@50%, @60%
Annual Turnover Rate	10%
Units/Month Absorbed	N/A
HCV Tenants	20%
Leasing Pace	Prelease to 3 weeks
Annual Chg. in Rent	Increased; % not provided
Concession	None
Waiting List	Yes; 20+ households

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Lowrise (2 stories)	6	816	\$405	\$0	@50%	Yes	0	0.0%	no	None
1	1	Lowrise (2 stories)	18	816	\$450	\$0	@60%	Yes	0	0.0%	no	None
2	2	Lowrise (2 stories)	6	1,067	\$605	\$0	@50%	Yes	0	0.0%	no	None
2	2	Lowrise (2 stories)	17	1,067	\$696	\$0	@60%	Yes	0	0.0%	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$405	\$0	\$405	-\$60	\$345	1BR / 1BA	\$450	\$0	\$450	-\$60	\$390
2BR / 2BA	\$605	\$0	\$605	-\$85	\$520	2BR / 2BA	\$696	\$0	\$696	-\$85	\$611

Serenity Place, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher		
Exterior Storage	Ceiling Fan		
Garbage Disposal	Hand Rails		
Microwave	Oven		
Pull Cords	Refrigerator		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Elevators	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Recreation Areas		

Comments

The contact reported strong demand for senior affordable housing.

Photos



PROPERTY PROFILE REPORT

Clemson Ridge

Effective Rent Date	5/12/2022
Location	116 Northwoods Drive Seneca, SC 29678 Oconee County
Distance	1.5 miles
Units	120
Vacant Units	2
Vacancy Rate	1.7%
Type	Garden (3 stories)
Year Built/Renovated	1998 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Highland Glen
Tenant Characteristics	Mix of families and students at Clemson
Contact Name	Brooke
Phone	864-882-3557



Market Information

Program	Market
Annual Turnover Rate	40%
Units/Month Absorbed	N/A
HCV Tenants	20%
Leasing Pace	Prelease to two weeks
Annual Chg. in Rent	None
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (3 stories)	60	988	\$1,275	\$0	Market	No	1	1.7%	N/A	None
3	2	Garden (3 stories)	60	1,128	\$1,435	\$0	Market	No	1	1.7%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$1,275	\$0	\$1,275	\$0	\$1,275
3BR / 2BA	\$1,435	\$0	\$1,435	\$0	\$1,435

Clemson Ridge, continued

Amenities

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

Comments

The prices reflect first floor units. Second and third floor units are \$1,385 and \$1,405 for the three-bedroom units while two-bedroom units on the higher floors are both at \$1,235. The contact reported demand for rental housing is strong.

PROPERTY PROFILE REPORT

Crescent Pointe Apartments

Effective Rent Date	5/12/2022
Location	1500 South Oak Street Seneca, SC 29678 Oconee County
Distance	3.2 miles
Units	144
Vacant Units	6
Vacancy Rate	4.2%
Type	Garden (3 stories)
Year Built/Renovated	2003 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None Identified
Tenant Characteristics	Mix of families and some students
Contact Name	Janine
Phone	864.882.4377



Market Information

Program	Market
Annual Turnover Rate	52%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Prelease to 3 weeks
Annual Chg. in Rent	Increased 10% or greater
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	28	759	\$1,125	\$0	Market	No	1	3.6%	N/A	None
1	1	Garden (3 stories)	8	823	\$1,125	\$0	Market	No	2	25.0%	N/A	None
2	2	Garden (3 stories)	56	1,015	\$1,235	\$0	Market	No	2	3.6%	N/A	None
2	2	Garden (3 stories)	16	1,150	\$1,235	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (3 stories)	24	1,248	\$1,425	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (3 stories)	12	1,341	\$1,425	\$0	Market	No	1	8.3%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,125	\$0	\$1,125	\$16	\$1,141
2BR / 2BA	\$1,235	\$0	\$1,235	\$16	\$1,251
3BR / 2BA	\$1,425	\$0	\$1,425	\$16	\$1,441

Crescent Pointe Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Patrol	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Exterior Storage	Ceiling Fan		
Garbage Disposal	Hand Rails		
Oven	Refrigerator		
Vaulted Ceilings	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Car Wash	Carport	None	None
Clubhouse/Meeting Room/Community	Concierge		
Exercise Facility	Garage		
Jacuzzi	On-Site Management		
Playground	Sauna		
Swimming Pool			

Comments

The contact reported occupancy rates are typically at or near 100 percent except for the early summer months when turnover is higher. There are pending applicants for the majority of vacancies. The contact reported that the rental market is strong.

Photos



PROPERTY PROFILE REPORT

Heritage Hills

Effective Rent Date	5/12/2022
Location	98 Heritage Hills Drive Seneca, SC 29678 Oconee County
Distance	2.7 miles
Units	208
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	1995 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed including many students at Clemson U
Contact Name	Ally
Phone	864-653-5506



Market Information

Program	Market
Annual Turnover Rate	35%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Prelease to two weeks
Annual Chg. in Rent	None
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	40	485	\$575	\$0	Market	No	0	0.0%	N/A	None
1	1	Garden (2 stories)	64	670	\$675	\$0	Market	No	0	0.0%	N/A	None
2	1	Garden (2 stories)	40	790	\$700	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (2 stories)	64	935	\$800	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$575 - \$675	\$0	\$575 - \$675	\$0	\$575 - \$675
2BR / 1BA	\$700	\$0	\$700	\$0	\$700
2BR / 2BA	\$800	\$0	\$800	\$0	\$800

Heritage Hills, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Exterior Storage	Microwave		
Oven	Refrigerator		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Exercise Facility	Off-Street Parking	None	None
On-Site Management	Swimming Pool		

Comments

Heritage Hills is located off of U.S. Route 123 in far eastern Oconee County near Clemson University and many tenants are students at Clemson University. The contact provided limited information but reported the property is typically fully occupied.

Photos



PROPERTY PROFILE REPORT

Highland Glen Apartments

Effective Rent Date	5/12/2022
Location	800 Highland Glen Court Walhalla, SC 29691 Oconee County
Distance	5.2 miles
Units	64
Vacant Units	4
Vacancy Rate	6.2%
Type	Garden (2 stories)
Year Built/Renovated	2003 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	5% seniors, the rest are a range of singles, couples, and families
Contact Name	Nicole
Phone	864.638.3885



Market Information

Program	Market
Annual Turnover Rate	28%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Prelease to two weeks
Annual Chg. in Rent	Increased 10% or greater
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	16	730	\$795	\$0	Market	No	1	6.2%	N/A	None
2	1	Garden (2 stories)	32	935	\$895	\$0	Market	No	2	6.2%	N/A	None
3	2	Garden (2 stories)	16	1,150	\$1,050	\$0	Market	No	1	6.2%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$795	\$0	\$795	\$16	\$811
2BR / 1BA	\$895	\$0	\$895	\$16	\$911
3BR / 2BA	\$1,050	\$0	\$1,050	\$16	\$1,066

Highland Glen Apartments, continued

Amenities

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

Comments

The property no longer operates as a LIHTC property since 2019 and is now market rate. The contact reported pending applications for several vacant units.

Comments

The contact could not provide voucher usage. The contact had no further comments.

Comparable Property Analysis

Vacancy

The following tables illustrate the market vacancy at the comparable properties.

OVERALL VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Applewood Villas	LIHTC/HOME	Family	50	1	2.0%
Companion At Horton Farms*	LIHTC	Senior	40	0	0.0%
Seneca Heights	LIHTC	Family	39	0	0.0%
Serenity Place	LIHTC	Senior	47	0	0.0%
Clemson Ridge	Market	Family	120	0	0.0%
Crescent Pointe Apartments	Market	Family	144	3	2.1%
Heritage Hills	Market	Family	208	0	0.0%
Highland Glen Apartments	Market	Family	64	5	7.8%
Keoway Village	Market	Family	80	3	3.8%
Total LIHTC			176	1	0.6%
Total Market Rate			616	11	1.8%
Overall Total			792	12	1.5%

*Located outside of the PMA

LIHTC VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Applewood Villas	LIHTC/HOME	Family	50	1	2.0%
Companion At Horton Farms*	LIHTC	Senior	40	0	0.0%
Seneca Heights	LIHTC	Family	39	0	0.0%
Serenity Place	LIHTC	Senior	47	0	0.0%
Total LIHTC			176	1	0.6%

*Located outside of the PMA

MARKET RATE VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Clemson Ridge	Market	Family	120	0	0.0%
Crescent Pointe Apartments	Market	Family	144	3	2.1%
Heritage Hills	Market	Family	208	0	0.0%
Highland Glen Apartments	Market	Family	64	5	7.8%
Keoway Village	Market	Family	80	3	3.8%
Total Market Rate			616	11	1.8%

Overall vacancy among the comparables is very low at 1.5 percent. The LIHTC comparables reported only one vacant unit total with a weighted average vacancy of 0.6 percent. All of LIHTC comparables maintain waiting lists. Additionally, the senior properties are fully-occupied and maintain waiting lists ranging from 15 to over 20 households in length, indicating strong demand for affordable senior housing in the area.

Among the market rate properties, vacancy is also very low at 1.8 percent, indicating strong support for conventional apartments. Two of the market rate comparable properties reported no vacancies, and all but one of the market rate comparables reported vacancy of 3.8 percent or less. The exception is Highland Glen Apartments, which reported vacancy of 7.8 percent, which according to the manager is elevated due to recent

turnover. The vacancy at this property is not reflective of the overall market. Overall, the local rental market appears to be healthy, and we believe that the Subject will be able to maintain a stabilized vacancy rate of seven percent or less following stabilization per state guideline standards. Based upon the low vacancy at the majority of the LIHTC properties and the presence of waiting lists at each of the LIHTC properties, we expect that upon stabilization, the Subject will operate with a waiting list.

LIHTC Vacancy – All LIHTC Properties in PMA

There are 176 total LIHTC units in the PMA that we included in this comparable analysis. There is one vacancy among these units and all four properties maintain waiting lists. This indicates strong demand for affordable rental housing in the PMA. Further, the two senior properties maintain waiting lists, indicating strong demand for affordable senior housing in the area.

REASONABILITY OF RENTS

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

Rents provided by property managers at some properties may include all utilities while others may require tenants to pay all utilities. To make a fair comparison of the Subject rent levels to comparable properties, rents at comparable properties are typically adjusted to be consistent with the Subject. Adjustments are made using the SCSHFDA utility allowance for the Upstate Region, effective February 11, 2022, the most recent available. The rent analysis is based on net rents at the Subject as well as surveyed properties.

The following tables summarize the Subject’s proposed 20, 40 and 60 percent AMI net rents compared to the maximum allowable 20, 40 and 60 percent AMI rents in the SMA where comparables are located, the net rents at the comparables, and the averages of these comparable net rents. The Subject’s location is considered a rural area as determined by USDA. Therefore, the Subject is eligible to use the national non-metropolitan rent and income limits, which are higher than the Oconee County LIHTC limits.

PROPOSED RENTS

Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2022 National Non-Metro LIHTC Maximum Allowable Gross Rent	2022 HUD Fair Market Rents
				@20%			
1BR / 1BA	750	6	\$145	\$122	\$267	\$267	\$613
				@40%			
1BR / 1BA	750	6	\$412	\$122	\$534	\$534	\$613
				@60%			
1BR / 1BA	750	18	\$575	\$122	\$697	\$801	\$613
2BR / 1.75BA	950	18	\$675	\$164	\$839	\$963	\$806
				Market			
1BR / 1BA	750	6	\$640	N/A	N/A	N/A	\$613
2BR / 1.75BA	950	2	\$745	N/A	N/A	N/A	\$806
2BR / 1.75BA	960	4	\$745	N/A	N/A	N/A	\$806
		60					

Notes (1) Source of Utility Allowance provided by the Developer.

LIHTC RENT COMPARISON @20%

Property Name	County	Tenancy	1BR	Rents at Max?
Capstone At Woodcreek Hills	Oconee	Senior	\$145	Yes
LIHTC Maximum Rent (Net)	Oconee		\$145	
Achievable LIHTC Rent	-	-	\$145	

LIHTC RENT COMPARISON @40%

Property Name	County	Tenancy	1BR	Rents at Max?
Capstone At Woodcreek Hills	Oconee	Senior	\$412	Yes
LIHTC Maximum Rent (Net) - @40%	Oconee		\$412	
LIHTC Maximum Rent (Net) - @50%	Oconee		\$546	
LIHTC Maximum Rent (Net) - @50%	Pickens		\$848	
Applewood Villas (@50%)	Oconee	Family	\$505	No
Companion At Horton Farms (@50%)	Pickens	Senior	\$530	No
Seneca Heights (@50%)	Oconee	Family	-	No
Serenity Place (@50%)	Oconee	Senior	\$345	No
Average			\$460	
Achievable LIHTC Rent			\$412	

LIHTC RENT COMPARISON @60%

Property Name	County	Tenancy	1BR	2BR	Rents at Max?
Capstone At Woodcreek Hills	Oconee	Senior	\$575	\$675	No
LIHTC Maximum Rent (Net)	Oconee		\$679	\$786	
LIHTC Maximum Rent (Net)	Pickens		\$848	\$987	
Applewood Villas	Oconee	Family	\$575	\$675	No
Companion At Horton Farms	Pickens	Senior	\$700	\$825	No
Seneca Heights	Oconee	Family	-	-	No
Serenity Place	Oconee	Senior	\$390	\$611	No
Average			\$555	\$704	
Achievable LIHTC Rent			\$650	\$750	

The Subject’s proposed 20 percent AMI rents are set at the 2022 National Non-Metro maximum allowable levels. There are no comparables with 20 percent AMI rents. These rents will be the lowest non-subsidized rents in the market area, and based on the depth of demand, we believe the maximum allowable 20 percent AMI rents are achievable.

The Subject’s proposed 40 percent AMI rents are set at the 2022 National Non-Metro maximum allowable rents at this AMI level. There are no comparables with 40 percent AMI rents. These rents will also be among the lowest non-subsidized rents in the market area. We have presented the 50 percent AMI rents among the comparables for analysis. The average 50 percent AMI rents at the comparables are well above the proposed rents.. Based on the depth of demand and comparable data, we believe the maximum allowable 40 percent AMI rents are achievable.

The Subject’s proposed 60 percent AMI rents are set below the 2022 National Non-Metro maximum allowable rents at this AMI level. The average 60 percent AMI rents at the comparables are slightly below or slightly above the proposed rents, and below the 2022 National Non-Metro maximum allowable rents. None of the

comparable properties with 60 percent AMI units reported rents at maximum allowable levels. However, property managers at several of the LIHTC properties reported strong demand for affordable housing in the area and that higher rents are achievable.

Serenity Place is located in Secena approximately 3.3 miles from the Subject site in a similar location. This property was constructed in 2014 and exhibits good condition, which is considered slightly inferior to the anticipated excellent condition of the Subject upon completion. Serenity Place offers generally similar in-unit amenities and property amenities to the proposed Subject. This property offers generally similar unit sizes to the proposed Subject. Overall, Serenity Place is considered slightly inferior to the proposed Subject. It is important to note that the manager acknowledged that the rents are kept low and higher rents would be achievable at the property, which is supported by the occupancy and lengthy waiting list.

Companion at Horton Farms is located in Easley approximately 25.2 miles from the Subject site, in a slightly superior location. This property was constructed in 2008 and exhibits good condition, which is considered slightly inferior to the anticipated excellent condition of the Subject upon completion. Companion at Horton Farms offers generally similar in-unit amenities and property amenities to the proposed Subject. This property offers slightly inferior unit sizes to the proposed Subject. Overall, Companion at Horton Farms is considered slightly superior to the proposed Subject based on the location.

These properties are fully-occupied and maintain waiting lists, indicating higher rents are likely achievable. Further, property managers reported a strong demand for affordable housing and that higher rents are achievable in the area. Overall, we believe the developer’s proposed rents at the 50 and 60 percent AMI levels are achievable. Further, we believe there is upward rent potential and the Subject can achieve rents of **\$650** and **\$750** for its one and two-bedroom units at 60 percent AMI.

Achievable Market Rents

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

SUBJECT COMPARISON TO MARKET RENTS

Unit Type	Rent Level	Subject Pro Forma Rent	Surveyed Min	Surveyed Max	Surveyed Average	Achievable Market Rent	Subject Rent Advantage
1BR / 1BA	@20%	\$145	\$575	\$1,141	\$820	\$900	84%
1BR / 1BA	@40%	\$546	\$575	\$1,141	\$820	\$900	39%
1BR / 1BA	@60%	\$575	\$575	\$1,141	\$820	\$900	36%
1BR / 1BA	Market	\$640	\$575	\$1,141	\$820	\$900	29%
2BR / 1.75BA	@60%	\$675	\$615	\$1,275	\$972	\$1,000	33%
2BR / 1.75BA	Market	\$745	\$615	\$1,275	\$972	\$1,000	26%

The Subject’s LIHTC rents are significantly below the achievable market rents. The Subject’s proposed rents represent a rent advantage of 26 to 84 percent over the achievable market rents. We have compared the Subject to Heritage Hills and Crescent Pointe Apartments.

Heritage Hills is a market rate development located in Seneca approximately 2.7 miles from the Subject in a similar location. Heritage Hills was built in 1995 and exhibits average condition, which is inferior to the anticipated excellent condition of the Subject upon completion. Heritage Hills offers slightly superior in-unit amenities to the Subject and generally similar property amenities to the Subject. This property offers slightly inferior to inferior unit sizes to the Subject. The manager at Heritage Hills reported a vacancy rate of zero

percent. Overall, Heritage Hills is considered inferior to the proposed Subject and we have placed rents above this property. The following table compares the Subject with Heritage Hills.

SUBJECT COMPARISON TO HERITAGE HILLS

Unit Type	Subject Achievable Market Rent	Square Feet	Subject RPSF	Heritage Hills Rent	Square Feet	Heritage Hills RPSF
1BR / 1BA	\$900	750	\$1.20	\$675	670	\$1.01
2BR / 1.75BA	\$1,000	950 - 960	\$1.04 - \$1.05	\$800	935	\$0.86

Crescent Pointe Apartments is a market rate development located in Seneca approximately 3.2 miles from the Subject in a similar location. Crescent Pointe Apartments was built in 2003 and exhibits average condition, which is inferior to the anticipated excellent condition of the Subject upon completion. Crescent Pointe Apartments offers slightly superior in-unit amenities to the Subject and slightly superior property amenities to the Subject. This property offers similar to superior unit sizes to the Subject. The manager at Crescent Pointe Apartments reported a vacancy rate of 2.1 percent. Overall, Heritage Hills is considered generally similar to the proposed Subject based on the balance of advantages and disadvantages and we have placed rents slightly below this property. The following table compares the Subject with Crescent Pointe Apartments.

SUBJECT COMPARISON TO CRESCENT POINTE APARTMENTS

Unit Type	Subject Achievable Market Rent	Square Feet	Subject RPSF	Crescent Pointe Apartments Rent	Square Feet	Crescent Pointe Apartments RPSF
1BR / 1BA	\$900	756	\$1.19	\$1,071	759	\$1.41
2BR / 1.75BA	\$1,000	950 - 960	\$1.04 - \$1.05	\$1,098	1,015	\$1.08

In conclusion, we believe that the Subject’s achievable market rents are **\$900 and \$1,000** for its one and two-bedroom units, respectively. Our concluded market rents result in a rent advantage of 20 to 84 percent for the Subject’s proposed and achievable LIHTC rents.

Availability of Affordable Housing Options

There is only one senior LIHTC property without subsidies in the PMA. Therefore, we utilized one additional age-restricted property located outside the PMA as a comparable. Both of these properties are reportedly fully-occupied and maintain waiting lists. Therefore, the availability of senior LIHTC housing targeting low and moderate incomes is considered limited given the demographic stability of the PMA. The Subject would bring better balance to the supply of affordable senior rental housing in the PMA.

SUMMARY EVALUATION OF THE PROPOSED PROJECT

Overall LIHTC vacancy in the local market is very low with a 0.6 percent vacancy rate. The LIHTC properties reported one total vacancy and all of these properties maintain waiting lists, suggesting significant latent demand for affordable housing. Further, the two senior LIHTC properties maintain lengthy waiting lists ranging from 20 to 75 households, indicating strong demand for affordable senior housing in the area. Market rate comparables are also performing well, with an overall vacancy rate of 1.8 percent among all of the market rate comparables.

When compared to the current rents at the LIHTC properties, the Subject’s proposed rents appear reasonable given the Subject’s condition and amenity advantages, and the Subject’s rents are 26 to 84 percent below

our estimated achievable market rents. Overall, we believe that the Subject will be successful in the local market as proposed.

H. INTERVIEWS

INTERVIEWS

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

Planning

We attempted to contact the Oconee County and City of Seneca Planning departments. However, as of the date of this report, our calls have yet to be returned. Therefore, we consulted a CoStar new construction report and South Carolina LIHTC allocation lists for information about recently allocated LIHTC properties in the area. Our research uncovered one new LIHTC allocation and one proposed market rate development.

Newry Mill Apartments is an under construction 197-unit market rate development targeting general family tenancy that is a redevelopment of a former mill located in Newry, approximately 6.8 miles from the Subject site. The development will feature one, two and three-bedroom units that are expected to be completed in early 2023. Given the market rate targeting and family tenancy, it will not be directly competitive with the Subject. Therefore, we have not deducted any units in our demand analysis.

Walhalla Gardens was awarded tax credits in 2020 for the acquisition/rehabilitation of 68 LIHTC units targeting families. The property is located at 100 Walhalla Garden Circle in Walhalla, approximately 7.2 miles northwest of the Subject site. The property offers 68 one, two, three and four-bedroom units at the 50 and 60 percent AMI levels. Given the dissimilar tenancy to the Subject, it will not be directly competitive with the Subject. Therefore, we have not deducted any units in our demand analysis.

Section 8/Public Housing

We spoke to Ms. Inez Thomas, Waiting List/FSS Coordinator (864-984-0578 extension 253) at South Carolina Regional Housing Authority No. 1, which covers Seneca. The waiting list for Housing Choice Vouchers is closed, and was last open in November 2020. Ms. Thomas was unable to estimate when the waiting list will open again. The current payment standards for Oconee County are \$826 and \$942 for one and two-bedroom units, respectively. All of the payment standards are above the maximum allowable LIHTC rents for 20, 40 and 60 percent AMI unit types, indicating that voucher tenants would not have to pay additional rent out of pocket in these units.

Property Managers

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

I. RECOMMENDATIONS

Recommendations

We believe there is ample demand for the Subject in the PMA and the market supports the Subject development as proposed. The Subject's overall capture rate is 13.3 percent, which is within acceptable demand thresholds. Individual capture rates by bedroom type range from 2.1 to 44.2 percent, which are all considered achievable in the PMA, where moderate-income senior renter households are stable. In addition, the Subject is in a community (Seneca) that has few affordable senior housing alternatives. Between 2021 and market entry, the total number of senior (55+) households is expected to increase at a rate of 1.5 percent annually in the PMA. The Subject site is located within one mile of most community services and facilities that tenants would utilize on a consistent basis.

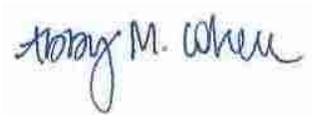
There is only one vacancy among the LIHTC comparables. The developer's LIHTC rents represent a 26 to 84 percent overall advantage below achievable market rents. Further, the proposed rents offer a 17.5 percent advantage to HUD Fair Market Rents. The proposed rents will also compete with the LIHTC rents at the most similar LIHTC comparables we surveyed.

J. SIGNED STATEMENT REQUIREMENTS

I affirm that I (or one of the persons signing below) 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 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.

Respectfully submitted,
Novogradac

June 29, 2022
Date



Abby Cohen
Partner
Abby.Cohen@novoco.com



Brian Neukam
Manager

ADDENDA

ADDENDUM A
Qualifications of Consultants

STATEMENT OF PROFESSIONAL QUALIFICATIONS

ABBY M. COHEN

I. Education

The Pennsylvania State University, University Park, PA
Bachelor of Arts

II. Licensing and Professional Affiliation

Certified General Appraiser, FL License #RZ4143
Certified General Appraiser, MD License #40032823
Certified General Appraiser, NC License #A8127
Certified General Appraiser, NJ License #42RG00255000
Certified General Appraiser, SC License #7487

Designated Member of the National Council of Housing Market Analysts (NCHMA)
Member of Commercial Real Estate Women (CREW) Network

III. Professional Experience

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

IV. Professional Training

7-Hour National USPAP Update for 2020-2021, February 2020
Appraisal of Fast Food Facilities, February 2020
Appraisal of Self-Storage Facilities, February 2020
The Odd Side of Appraisal, February 2020
Basic Hotel Appraising – Limited Service Hotels, October 2019
Advanced Hotel Appraising – Full Service Hotels, October 2019
Appraisal of REO and Foreclosure Properties, October 2019
Appraisal of Land Subject to Ground Leases, December 2017
Business Practices and Ethics, January 2017
General Appraiser Report Writing and Case Studies, February 2015
General Appraiser Sales Comparison Approach, February 2015
General Appraiser Site Valuation and Cost Approach, February 2015
Expert Witness for Commercial Appraisers, January 2015
Commercial Appraisal Review, January 2015
Real Estate Finance Statistics and Valuation Modeling, December 2014
General Appraiser Income Approach Part II, December 2014
General Appraiser Income Approach Part I, November 2014
General Appraiser Market Analysis and Highest & Best Use, November 2014
IRS Valuation Summit, October 2014
15-Hour National USPAP Equivalent, April 2013
Basic Appraisal Procedures, March 2013
Basic Appraisal Principles, January 2013

V. Publications

Co-authored “Post Rev. Proc. 2014-12 Trend Emerges: Developer Fee Reasonableness Opinions,” Novogradac Journal of Tax Credits, March 2016

VI. Real Estate Assignments

A representative sample of Asset Management, Due Diligence, and Valuation Engagements includes:

- Performed a variety of asset management services for a lender including monitoring and reporting property performance on a monthly basis. Data points monitored include economic vacancy, levels of concessions, income and expense levels, NOI and status of capital projects. Data used to determine these effects on the project's ability to meet its income-dependent obligations.
- Performed asset management services for lenders and syndicators on underperforming assets to identify significant issues facing the property and recommend solutions. Scope of work included analysis of deferred maintenance and property condition, security issues, signage, marketing strategy, condition of units upon turnover and staffing plan. Performed a physical inspection of the assets, to include interior and exterior of property and assessed how the property compares to competition. Analyzed operating expense results.
- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties, on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, large family, and acquisition with rehabilitation. Completed market studies in all states.
- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties, USDA Rural Development, and market rate multifamily developments. Analysis includes property screenings, valuation analysis, rent comparability studies, expense comparability analysis, determination of market rents, and general market analysis.
- Assisted in appraisal work for retail and commercial properties in various parts of the country for various lenders. The client utilized the study for underwriting purposes.
- Conducted market studies and appraisals for projects under the HUD Multifamily Accelerated Processing program.
- Prepared Rent Comparability Studies for expiring Section 8 contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Performed all aspects of data collection and data mining for web-based rent reasonableness systems for use by local housing authorities.
- Completed numerous reasonableness opinions related to Revenue Procedure 2014-12. Transactions analyzed include projects involving the use of Historic Tax Credits, New Markets Tax Credits and Investment Tax Credits. Fees and arrangements tested for reasonableness include developer fees, construction management fees, property management fees, asset management fees, various leasing-related payments and overall master lease terms.

**STATEMENT OF PROFESSIONAL QUALIFICATIONS
BRIAN NEUKAM**

EDUCATION

Georgia Institute of Technology, Bachelor of Industrial Engineering, 1995

State of Georgia Certified General Real Property Appraiser No.329471

State of North Carolina Certified General Appraiser No. 8284

State of South Carolina Certified General Appraiser No. 7493

PROFESSIONAL TRAINING

National USPAP and USPAP Updates

General Appraiser Market Analysis and Highest & Best Use

General Appraiser Sales Comparison Approach

General Appraiser Site Valuation and Cost Approach

General Appraiser Income Capitalization Approach I and II

General Appraiser Report Writing and Case Studies

EXPERIENCE

Novogradac & Company LLP, Manager, December 2016-present

Novogradac & Company LLP, Senior Real Estate Analyst, September 2015- December 2016

J Lawson & Associates, Associate Appraiser, October 2013- September 2015

Carr, Lawson, Cantrell, & Associates, Associate Appraiser, July 2007-October 2013

REAL ESTATE ASSIGNMENTS

A representative sample of due diligence, consulting or valuation assignments includes:

- Prepare market studies and appraisals throughout the U.S. for proposed and existing family and senior Low-Income Housing Tax Credit (LIHTC), market rate, HOME financed, USDA Rural Development, and HUD subsidized properties. Appraisal assignments involve determining the as is, as if complete, and as if complete and stabilized values.
- Conduct physical inspections of subject properties and comparables to determine condition and evaluate independent physical condition assessments.
- Performed valuations of a variety of commercial properties throughout the Southeast which included hotels, gas stations and convenience stores, churches, funeral homes, full service and fast-food restaurants, stand-alone retail, strip shopping centers, distribution warehouse and manufacturing facilities, cold storage facilities, residential and commercial zoned land, and residential subdivision lots. Intended uses included first mortgage, refinance, foreclosure/repossession (REO), and divorce.
- Employed discounted cash flow analysis (utilizing Argus or Excel) to value income-producing properties and prepare or analyze cash flow forecasts.
- Reviewed and analyzed real estate leases, including identifying critical lease data such as commencement/expiration dates, various lease option types, rent and other income, repair and maintenance obligations, Common Area Maintenance (CAM), taxes, insurance, and other important lease clauses.

**STATEMENT OF PROFESSIONAL QUALIFICATIONS
ETHAN C. HOUTS**

I. Education

Taylor University, Upland, IN
Bachelor of Science, Finance (*Magna Cum Laude*)

II. State Certification and Professional Affiliation

State of Ohio Certified General Real Estate Appraiser No. 2017002055
Candidate for Designation, Appraisal Institute
Housing Credit Certified Professional (HCCP) (*Inactive*)

III. Professional Experience

Analyst / Consultant, Novogradac & Company LLP
Principal / Analyst, 27ONE Consulting LLC
Manager, Novogradac & Company LLP
Analyst, Wallick Communities
Analyst, Novogradac & Company LLP

IV. Professional Training

Basic Appraisal Procedures, January 2012
Basic Appraisal Principles, January 2012
National Uniform Standards of Professional Appraisal Practice, February 2012
Real Estate Finance, Statistics, & Valuation Modeling, January 2013
General Appraiser Sales Comparison Approach, January 2014
Business Practices & Ethics, January 2014
National USPAP 7-Hour Update, February 2014
General Appraiser Income Approach Part I, June 2014
General Appraiser Income Approach Part II, July 2014
General Appraiser Market Analysis and Highest and Best Use, October 2014
General Appraiser Report Writing and Case Studies, January 2015
Advanced Market Analysis and Highest & Best Use, October 2015
General Appraiser Site Valuation and Cost Approach, January 2016

V. Real Estate Assignments

A representative sample of Market Research, Due Diligence, and Valuation Engagements includes the following:

- Conducted numerous market and feasibility studies for affordable housing projects on a national basis. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of market rate and Low-Income Housing Tax Credit (LIHTC) properties. Analysis typically includes: physical inspection of the site and market, unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis.
- Conducted numerous rent comparability studies of proposed new construction and existing subsidized properties in accordance with HUD guidelines.

- Conducted numerous appraisals of proposed new construction and existing subsidized properties in accordance with HUD guidelines.
- Conducted numerous appraisals of proposed new construction and existing LIHTC properties. Analysis typically includes physical inspection of the property and market, concept analysis, demographic and economic analysis, demand and absorption projections, comparable surveying, supply analysis and rent determination, operating expense analysis to determine cost estimates, capitalization rate determination, valuation utilizing the three approaches to value, insurable value estimation, and LIHTC equity valuation.
- Conducted numerous appraisals of retail, office, industrial, hospitality, special use, and commercial land properties.

ADDENDUM B
NCHMA Checklist and Certification

NCHMA Market Study Index

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

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

NCHMA Market Study Index

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

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



NCHMA MEMBER CERTIFICATION

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

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

Abby Cohen
Partner
Novogradac
May 30, 2022

Certificate of Professional Designation

This certificate verifies that

Abby Cohen
Novogradac & Company LLP

*Has completed NCHMA's Professional Designation Requirements
and is hence an approved member in good standing of:*



Formerly known as
NCAHMA

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Membership Term
1/1/2022 to 12/31/2022



A handwritten signature in black ink, appearing to read 'Thomas Amdur'.

Thomas Amdur
President, NCHMA