



**BOWEN  
NATIONAL  
RESEARCH**

# Market Feasibility Analysis

A.C.T.S. Community Apartments  
410 Branch Street  
Abbeville, Abbeville County, South Carolina 29620

*Prepared For*

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441 West Michigan Street  
Indianapolis, Indiana 46202

*Effective Date*

December 7, 2023

*Job Reference Number*

23-518 NS

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## B. Project Description

Project Name:	<b>A.C.T.S. Community Apartments</b>
Location:	410 Branch Street, Abbeville, South Carolina 29620 (Abbeville County)
Census Tract:	9505.00
Target Market:	Senior 62+
Construction Type:	New Construction and Adaptive Reuse
Funding Source:	4% Tax-Exempt Bond/HUD 202 Grant

The subject project involves the new construction and adaptive reuse of a vacant building located at 410 Branch Street in Abbeville, South Carolina into the 40-unit A.C.T.S. Community Apartments. The project will target senior households ages 62 and older earning up to 50% of Area Median Household Income (AMHI) under the 4% Tax-Exempt Bond program. Additionally, all units will operate with a HUD Section 202 subsidy, requiring tenants to pay up to just 30% of their adjusted gross income toward housing costs. The proposed project is expected to be complete by December 2025. Additional details of the subject development are summarized as follows:

Proposed Unit Configuration									
Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Program Rents			
						Collected Rent	Utility Allowance	Gross Rent	Max. Allowable LIHTC Gross Rent
40	One-Br.	1.0	Garden	638-780	50%/Sec. 202	\$572	\$62	\$634	\$583
40	Total								

Source: Merchants Affordable Housing Corp.

AMHI – Area Median Household Income (Abbeville County, SC MSA; 2023)

*Note that tenants residing at the subject project will effectively pay up to 30% of their adjusted gross household income towards gross rent. The maximum allowable LIHTC gross rent of \$583 is the programmatic limit for one-bedroom units targeting households earning up to 50% of AMHI. However, this limit would only apply in the unlikely scenario that these units did not operate with a project-based subsidy. Note that the maximum allowable gross LIHTC rent for these units has been utilized throughout the remainder of this report.*

Building/Site Information	
Residential Buildings:	Three (3) two-story buildings
Building Style:	Two-story & elevator-served
Community Space:	Integrated throughout
Acres:	5.7

Construction Timeline	
Original Year Built:	1926 (Adaptive Reuse)
Construction Start:	October 2024
Begin Preleasing:	October 2025
Construction End:	December 2025

Unit Amenities		
• Electric Range	• Central Air Conditioning	• Composite/Hardwood Floors
• Refrigerator	• Controlled Access/Key Fob	• Window Blinds
• Dishwasher	• Ceiling Fans	• High/Vaulted Ceilings
• Microwave	• Walk-In Closet	• Oversized Windows
• Washer/Dryer Hookups		



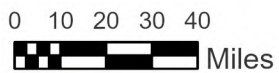
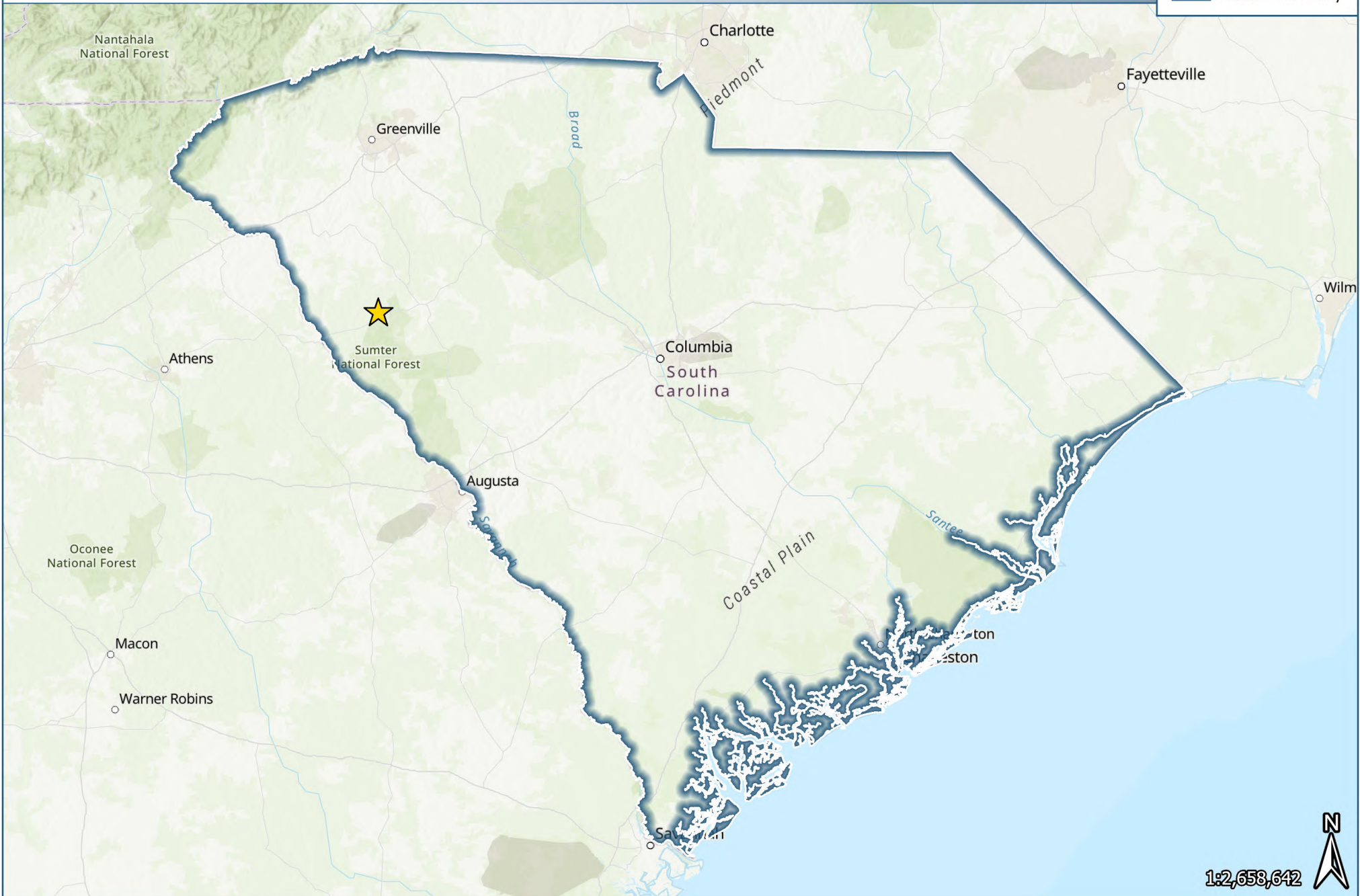
**Community Amenities**

- |                                   |                            |                     |
|-----------------------------------|----------------------------|---------------------|
| • Business/Computer Center        | • Clubhouse/Community Room | • Multipurpose Room |
| • On-Site Management              | • Common Area Wi-Fi        | • Community Garden  |
| • Dog Park/Pet Care               | • Elevator                 | • Laundry Room      |
| • Fitness Center                  | • Shuffleboard             | • Pickleball Court  |
| • Health Screenings               | • Parties/Picnics          | • Classes           |
| • Surface Parking Lot (50 Spaces) |                            |                     |

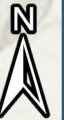
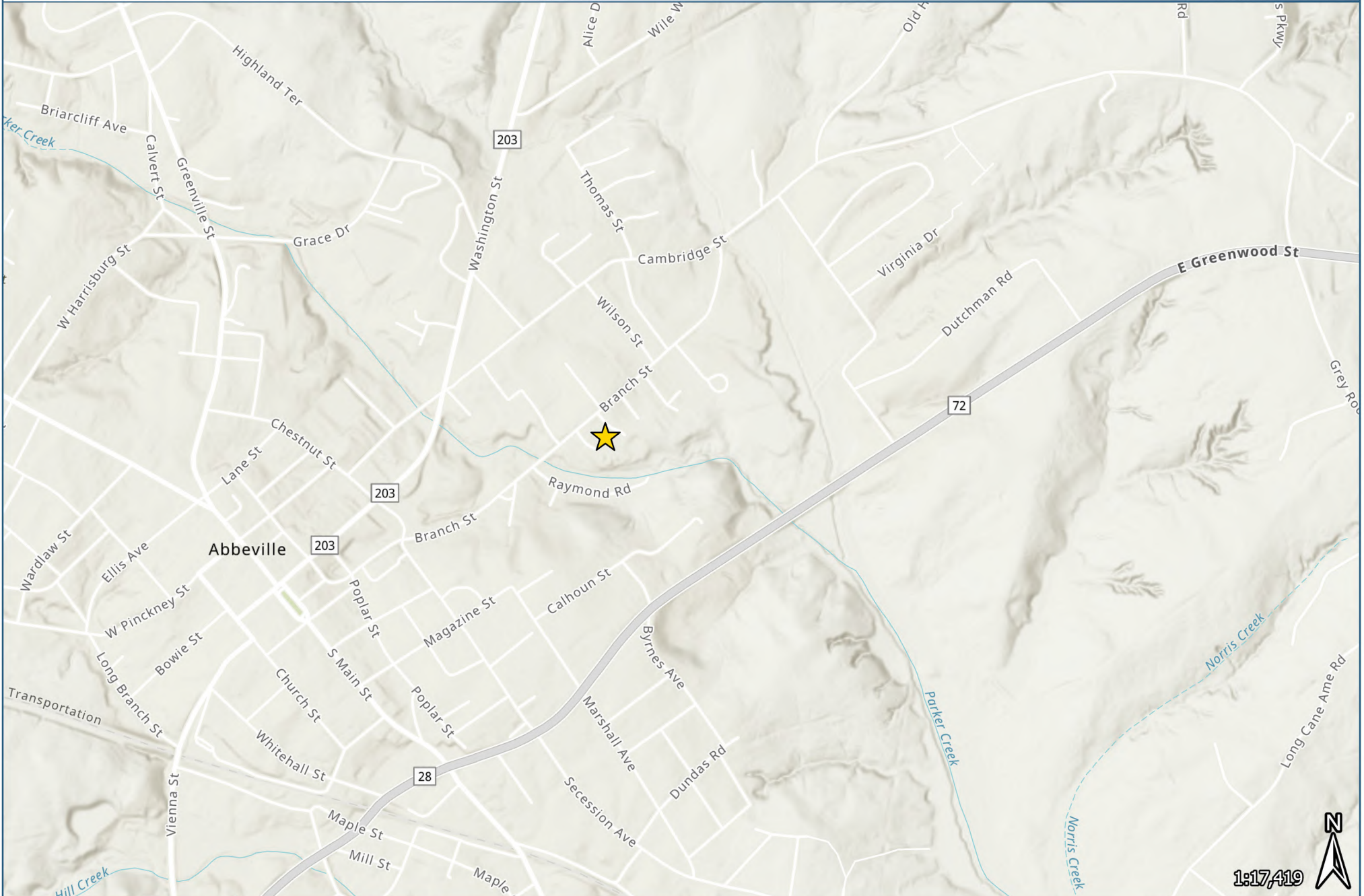
**Utility Responsibility**

	<b>Heat</b>	<b>Hot Water</b>	<b>Cooking</b>	<b>General Electric</b>	<b>Cold Water</b>	<b>Sewer</b>	<b>Trash</b>
<b>Paid By</b>	Tenant	Tenant	Tenant	Tenant	Landlord	Landlord	Landlord
<b>Source</b>	Electric	Electric	Electric				

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







## C. Site Description and Evaluation

### 1. SITE INSPECTION DATE

Bowen National Research personally inspected the subject site during the week of November 6, 2023. Specifically, the subject site was inspected on November 9, 2023. The following is a summary of our site evaluation, including an analysis of the site’s proximity to community services.

### 2. SITE DESCRIPTION AND SURROUNDING LAND USES

The subject site consist of a former school and associated buildings consisting of 5.7 acres located at 410 Branch Street in the central portion of Abbeville, South Carolina. These buildings will be adaptively reused for the subject project. Located within Abbeville County, Abbeville is approximately 13.0 miles west of Greenwood, South Carolina and approximately 55.0 miles south of Greenville, South Carolina. Surrounding land uses include single-family homes, multifamily dwellings, a church and wooded land. Following is a description of surrounding land uses:

<b>North -</b>	The northern boundary is defined by the intersection of Branch Street and Jones Lane, roadways that generally experience light traffic. Single-family homes in fair condition and wooded land extend north of the site to State Route 203/Old Douglas Mill Road, a moderately traveled arterial roadway. Wooded land extends farther north of the site.
<b>East -</b>	The eastern boundary is defined by Jones Lane and a tree line that buffers the site from single-family homes and Carver Apartments, an affordable rental property in fair condition that is managed by the Abbeville Housing Authority. Wooded land and residential dwellings in fair to good condition extend east of the site.
<b>South -</b>	The southern boundary is defined by wooded land, which buffers the site from mobile homes in fair condition positioned along Raymond Road, a lightly traveled residential roadway. Wooded land and residential dwellings extend south of the site to State Route 72/Greenwood Street, a moderately traveled arterial roadway. Residential dwellings and heavily wooded land extend farther south of the site.
<b>West -</b>	The western boundary is defined by Branch Street, a two-lane residential roadway with light traffic patterns. Wooded land is located directly west of the site, buffering the site from single-family homes in fair condition. The United House of Prayer for All, a church building in good condition, is located northwest of the site. Offices for Abbeville Public Utilities and heavily wooded land extend west of the site to downtown Abbeville.

The proposed development is located in a partially established and primarily residential area of Abbeville. Buildings and structures within a block of the site are in fair to good condition. As such, an adaptive reuse renovation of existing buildings into apartments is expected to fit well with the surrounding land uses and they should contribute to its marketability.

### 3. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

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

Community Services	Name	Driving Distance From Site (Miles)
Major Highways	State Route 203	0.5 West
	State Route 20	0.7 West
	State Route 28/72	0.9 South
Public Bus Stop	McCormick Area Transit (MAT)	On-Demand
Major Employers/ Employment Centers	Little River Electric Cooperative	0.6 West
	Abbeville County School District	0.8 Northwest
	SAGE Automotive Interiors	1.4 South
	Ingles Markets	2.2 West
Convenience Store	Quick Way	0.9 Southwest
	Amoco	0.9 South
	7-Eleven	1.0 South
Grocery	Dented Deals Discount Grocery	1.7 East
	Ingles Markets	2.2 West
Discount Department Store	Dollar General	0.9 South
	Dollar Tree	1.9 South
	Family Dollar	2.2 West
Shopping Center/Mall	Abbeville Historic District	0.8 Southwest
	Emerald Place Shopping Mall	11.2 East
Hospital	Abbeville Medical Center	2.4 South
Police	Abbeville Police Department	0.8 Southwest
Fire	Abbeville Fire and Rescue	0.8 Southwest
Post Office	U.S. Post Office	2.2 West
Bank	First Citizens Bank	0.9 Southwest
	Abbeville First Bank	0.9 Southwest
	SouthState Bank	0.9 Southwest
Parks/Recreational Facilities	Chestnut Street Park	0.7 West
	Abbeville Health & Fitness	2.2 West
	Pete Smith Complex	3.8 Southwest
Gas Station	Quick Way	0.9 Southwest
	Amoco	0.9 South
	7-Eleven	1.0 South
Pharmacy	CVS Pharmacy	2.2 South
Restaurant	Food For the Soul	0.5 Southwest
	China Kitchen	0.8 Southwest
	The Rough House	0.8 Southwest
Community Center	Community Outreach Center	1.7 West
Senior Center	Abbeville Senior Center	2.3 South
Library	Abbeville County Library	0.8 Southwest

The proposed subject site is within a partially established residential area of Abbeville and is within proximity of many area community services. Many area services are located west and southwest of the site, including banks, restaurants, churches, gas stations and convenience stores. These community services and others can also be accessed by McCormick Area Transit (MAT), an on-call public transportation service with affordable fares and offers roundtrip services. The Emerald Place Shopping Mall is the closest mall recognized for offering more extensive retail shopping, a variety of dining, and small commercial businesses. Ingles Market, a major grocery store in the area, is located within 2.0 miles of the site.

Public safety services are provided by Abbeville Fire and Police Departments, both are located within 1.0 mile of the site. Abbeville Medical Center is approximately 2.0 miles south of the site and offers a full range of medical services including emergency, cancer, and surgical health care. Abbeville Senior Center is located approximately 2.0 miles south and includes senior transportation, fitness classes, and general senior-oriented activities.

#### **4. SITE PHOTOGRAPHS**

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



A.C.T.S. Community Apts.



View of site from the north



View of site from the northeast



View of site from the east



View of site from the southeast



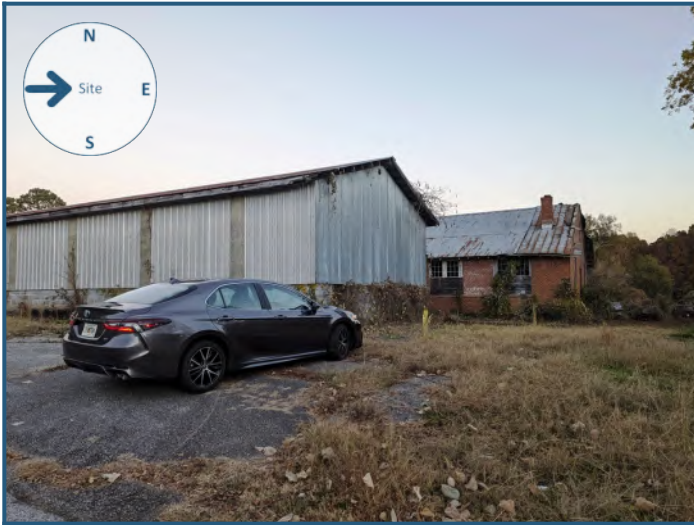
View of site from the south



View of site from the southwest



A.C.T.S. Community Apts.



View of site from the west



View of site from the northwest



North view from site



Northeast view from site



East view from site



Southeast view from site



A.C.T.S. Community Apts.



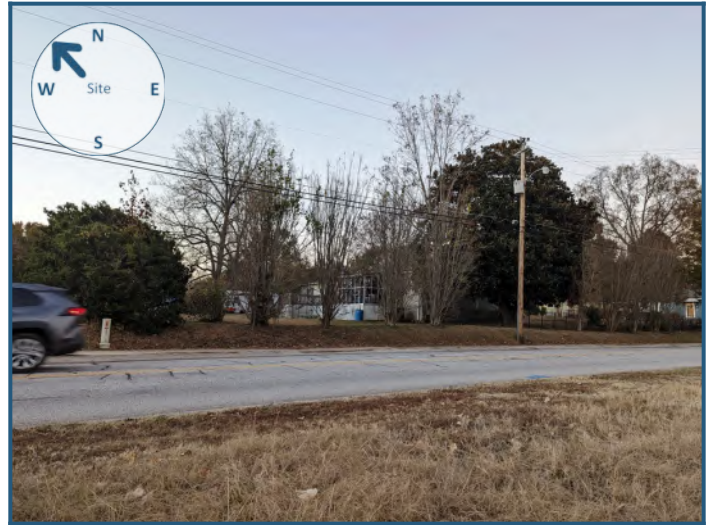
South view from site



Southwest view from site



West view from site



Northwest view from site



Northeast View of Branch Street



Southwest View of Branch Street

**5. SITE AND COMMUNITY SERVICES MAPS**

Maps of the subject site and relevant community services follow.
















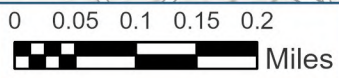
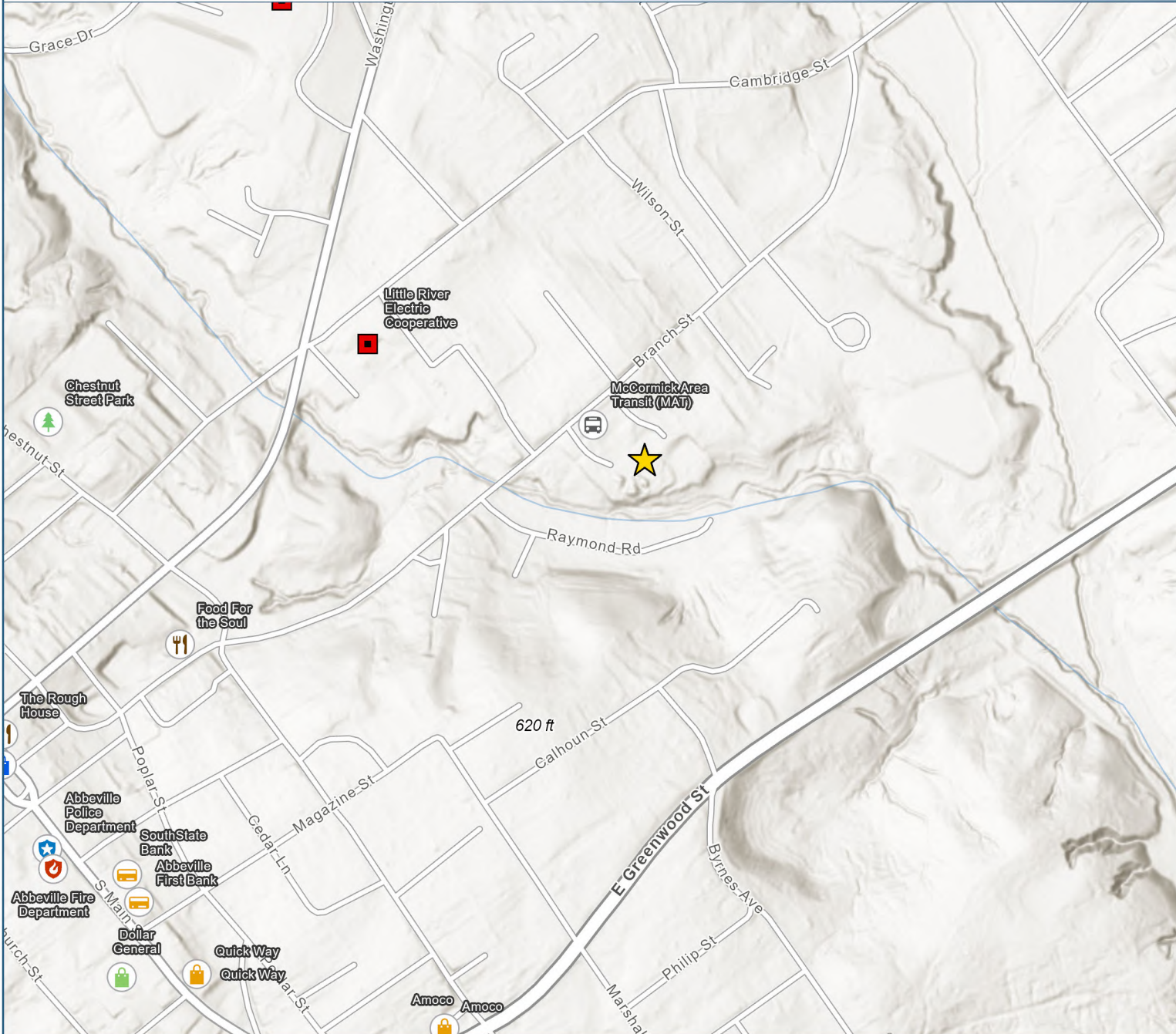




Site

### Community Services

-  Major Employers/Employment Centers
-  Police
-  Fire
-  Gas Station
-  Public Bus Stop
-  Bank
-  Park
-  Restaurant
-  Convenience Store
-  Discount Department Store
-  Shopping Center/Mall



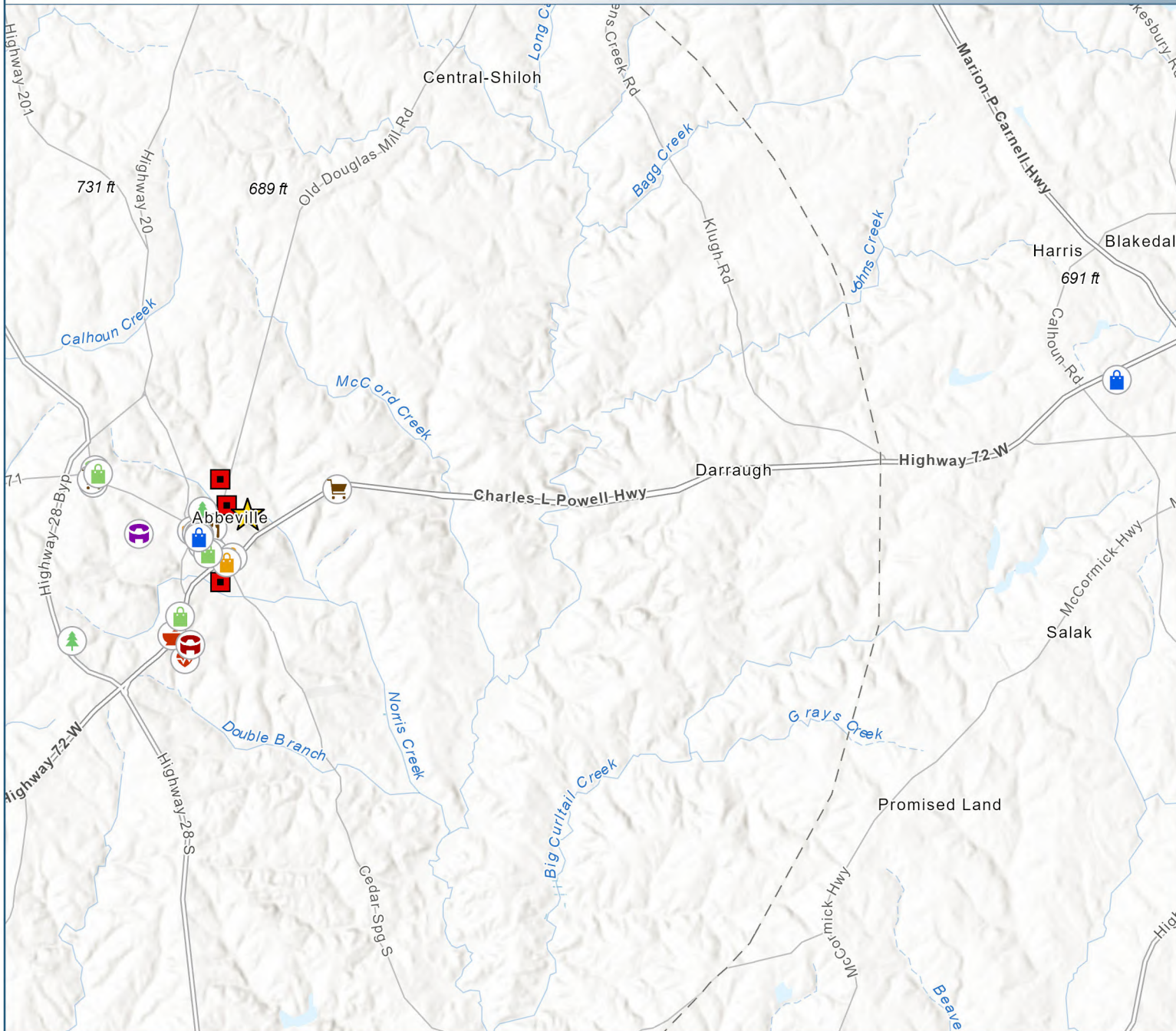




Site

### Community Services

- Major Employers/Employment Centers
- Hospital/Medical Center
- Police
- Fire
- Post Office
- Pharmacy
- Gas Station
- Bank
- Park
- Recreational Facility
- Senior Center
- Community Center
- Restaurant
- Grocery
- Convenience Store
- Discount Department Store
- Shopping Center/Mall



0 0.65 1.3 1.95 2.6



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

## 6. CRIME ISSUES

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

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

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

Total crime risk for the market/Abbeville County are illustrated as follows.

	<b>Crime Risk Index PMA (Abbeville County)</b>
<b>Total Crime Index</b>	<b>80</b>
<b>Personal Crime Index</b>	<b>102</b>
Murder	163
Rape	66
Robbery	49
Assault	124
<b>Property Crime Index</b>	<b>76</b>
Burglary	104
Larceny	69
Motor Vehicle Theft	86

Source: Applied Geographic Solutions, FBI, ESRI  
PMA – Primary Market Area

The crime risk index within the market/Abbeville County (80) is below the national average (100). As such, the perception of crime is likely not a factor in the overall marketability of the Abbeville rental housing market, which is reflected by the 100.0% occupancy rates reported among all surveyed projects in the market.

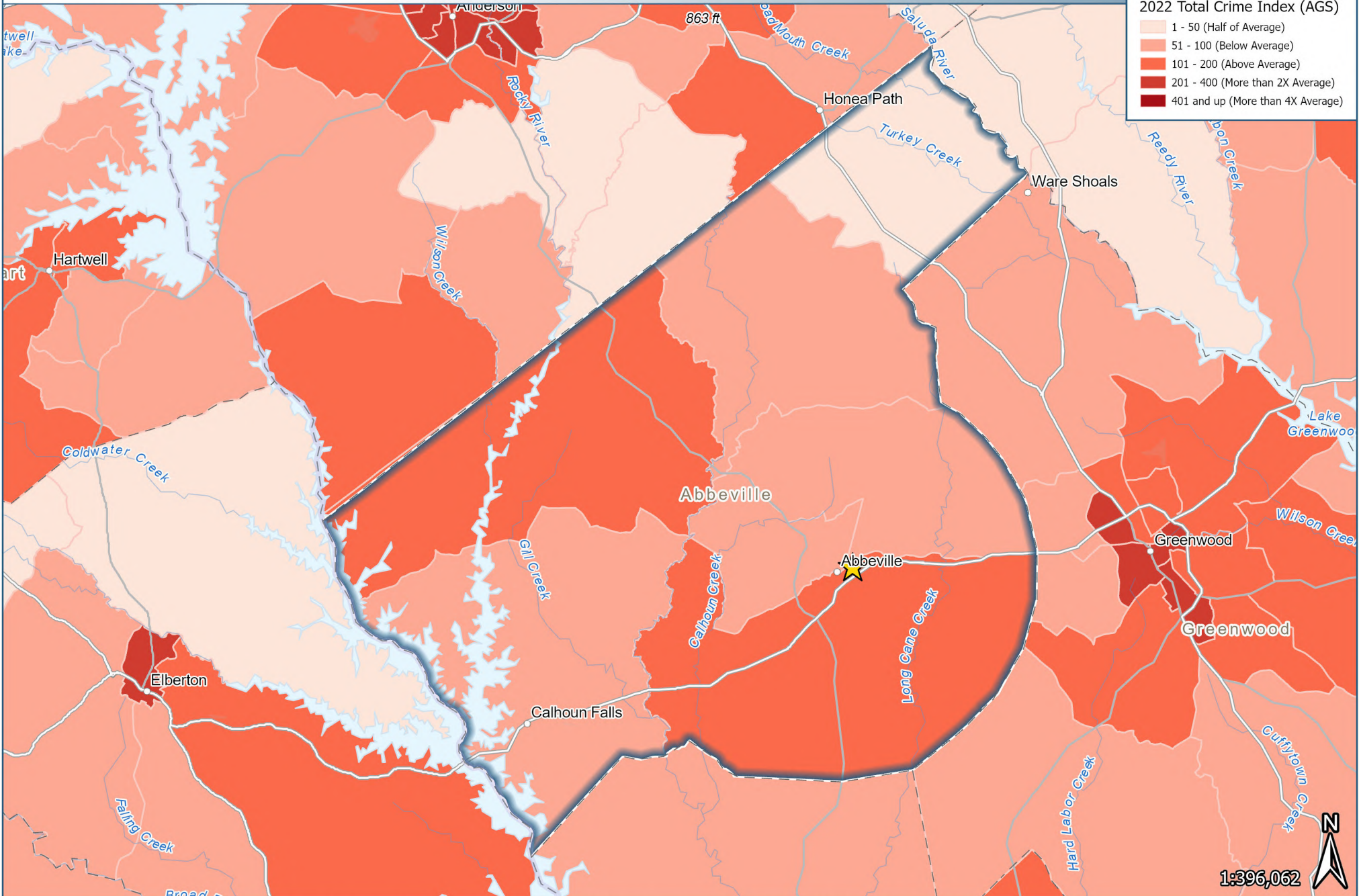
A map illustrating crime risk is on the following page.



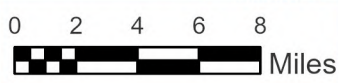
★ Site  
PMA

**2022 Total Crime Index (AGS)**

- 1 - 50 (Half of Average)
- 51 - 100 (Below Average)
- 101 - 200 (Above Average)
- 201 - 400 (More than 2X Average)
- 401 and up (More than 4X Average)



1:396,062



## **7. ACCESS AND VISIBILITY**

The proposed subject site will derive access from Branch Street, a lightly traveled roadway that borders the site to the north. Traffic was observed to be light, which allows for convenient ingress and egress. In addition to being conveniently accessed, the subject site is also within proximity of arterial roadways, as State Routes 203, 28, 20, and 72 are accessible within 1.0 mile of the site and provide convenient access throughout Abbeville and to surrounding communities. The city of Abbeville does not offer public transportation; however, an on-call transportation service operated by McCormick Area Transit (MAT) offers affordable fares and roundtrip services at the site's location. Overall, access is considered good. The visibility of the site within the immediate area is considered good due to the unobstructed views of the site from Branch Street. Additionally, the site is located near the downtown portion of Abbeville, which will likely enhance visibility of the site. However, the site will not be visible to motorists traveling along arterial roadways and, as such, permanent and/or promotional signage is recommended to enhance the subject's awareness.

## **8. VISIBLE OR ENVIRONMENTAL ISSUES**

There are no visible or environmental issues identified at the site's location.

## **9. OVERALL SITE CONCLUSIONS**

The subject site consists of a former school and surrounding associated buildings located at 410 Branch Street in Abbeville, South Carolina. Surrounding land uses include single-family homes, multifamily homes, and a church and wooded land. Buildings and structures within a block of the site are in fair to good condition. As such, an adaptive reuse renovation of existing buildings into apartments is expected to fit well with the surrounding land uses and they should contribute to its marketability. Traffic was observed to be light, which allows for convenient ingress and egress. In addition to being conveniently accessed, the subject site is also within proximity of arterial roadways, as State Routes 203, 28, 20 and 72 are accessible within 2.5 miles of the site and provide convenient access throughout Abbeville and to surrounding communities. The visibility of the site within the immediate area is considered good due to the unobstructed views of the site from Branch Street, though permanent and/or promotional signage is recommended to enhance the subject's awareness. The proposed subject site is within a predominantly established residential area of Abbeville and is within proximity of many area community services. Many area services are located west and southwest of the site, including banks, restaurants, churches, gas stations and convenience stores. Overall, we consider the site's location and proximity to community services to have a positive impact on its marketability.



## D. Primary Market Area Delineation

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

The Abbeville Site PMA includes Abbeville, Calhoun Falls, Lowndesville, Lake Secession, Antreville, Due West, Donalds and the remaining areas of Abbeville County. The boundaries of the Site PMA are the boundaries of Abbeville County to the north, east, south and west. All boundaries of the Site PMA are within 21.3 miles of the site.

The Site PMA includes all of the following Census Tracts:

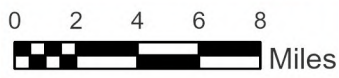
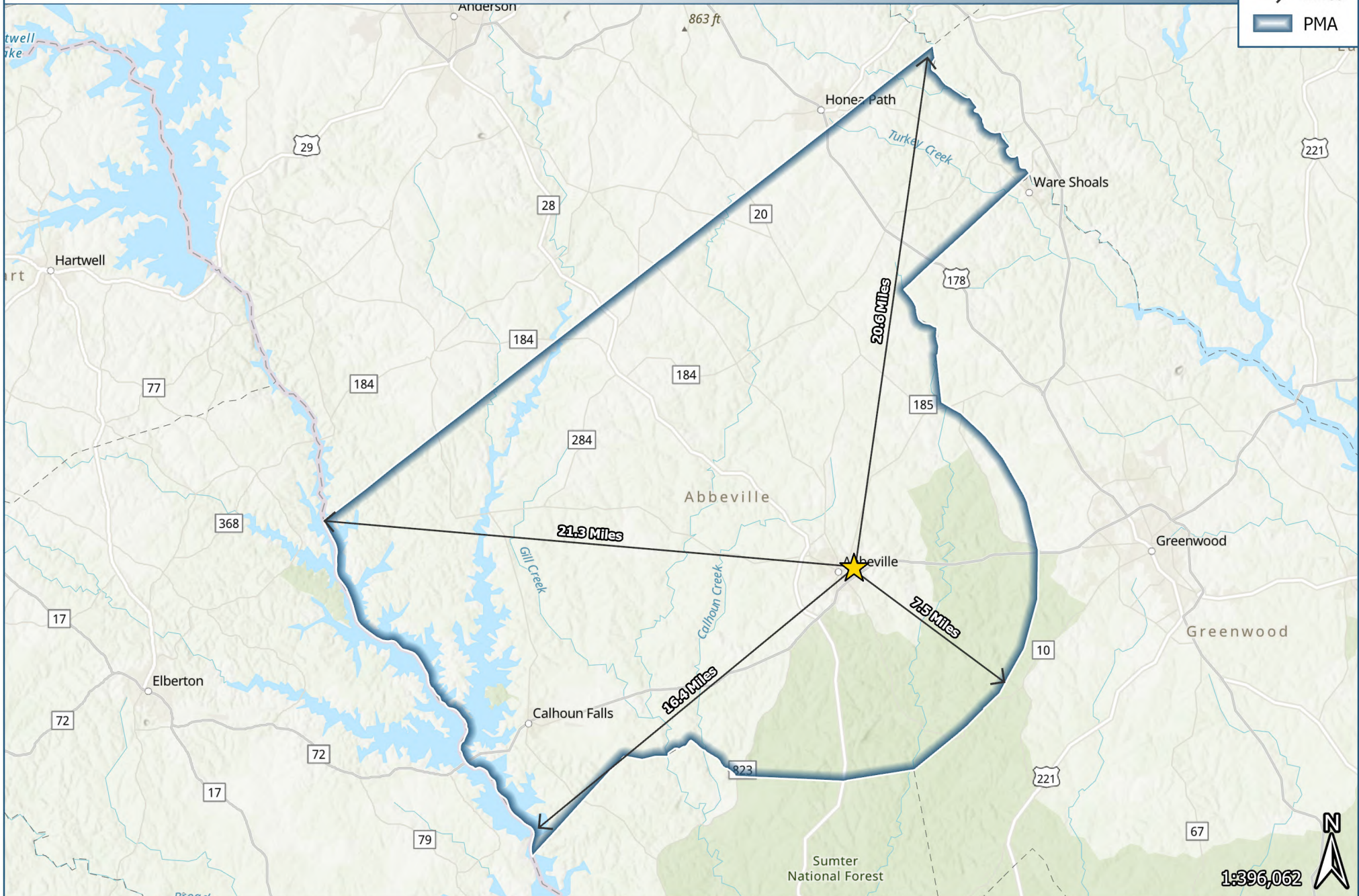
9501.00	9502.00	9503.00
9504.00	9505.00*	9506.00

\*Subject site location

- Shanta Morgan is the Property Manager at Hunter Blind Apartments, a Tax Credit and government-subsidized property in the Site PMA. Morgan confirmed the boundaries of the Site PMA, noting that most tenants of her property are long-time residents of Abbeville County. Morgan added that a new age-restricted LIHTC project in Abbeville would likely receive support primarily from those currently residing in Abbeville and the surrounding rural communities throughout Abbeville County.

Note that Abbeville serves as the county seat and is the largest city within Abbeville County. As a result, most community services, housing alternatives and employment opportunities are located within Abbeville, which encourages mobility between the smaller towns in the county and the city. Additionally, Abbeville's convenient proximity to State Route 28/72 allows for most areas of the county to be within a short commute to Abbeville. Based on our observations and our interviews summarized above, we believe the market area is reasonable and justified.

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



## E. Market Area Economy

### 1. EMPLOYMENT BY INDUSTRY

The labor force within the Abbeville Site PMA is based primarily in three sectors. Manufacturing (which comprises 25.1%), Health Care & Social Assistance, and Other Services (Except Public Administration) comprise nearly 54.7% of the Site PMA labor force. Employment in the Abbeville Site PMA, as of 2023, was distributed as follows:

NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	6	0.8%	14	0.2%	2
Mining	0	0.0%	0	0.0%	0
Utilities	5	0.7%	63	0.8%	13
Construction	37	5.2%	148	1.9%	4
Manufacturing	38	5.4%	1,958	25.1%	52
Wholesale Trade	15	2.1%	119	1.5%	8
Retail Trade	95	13.4%	596	7.7%	6
Transportation & Warehousing	18	2.5%	94	1.2%	5
Information	11	1.5%	167	2.1%	15
Finance & Insurance	38	5.4%	165	2.1%	4
Real Estate & Rental & Leasing	26	3.7%	60	0.8%	2
Professional, Scientific & Technical Services	20	2.8%	127	1.6%	6
Management of Companies & Enterprises	0	0.0%	0	0.0%	0
Administrative, Support, Waste Management & Remediation Services	18	2.5%	180	2.3%	10
Education Services	25	3.5%	727	9.3%	29
Health Care & Social Assistance	62	8.7%	1,193	15.3%	19
Arts, Entertainment & Recreation	20	2.8%	119	1.5%	6
Accommodation & Food Services	28	3.9%	222	2.8%	8
Other Services (Except Public Administration)	144	20.3%	1,111	14.3%	8
Public Administration	83	11.7%	715	9.2%	9
Nonclassifiable	21	3.0%	12	0.2%	1
<b>Total</b>	<b>710</b>	<b>100.0%</b>	<b>7,790</b>	<b>100.0%</b>	<b>11</b>

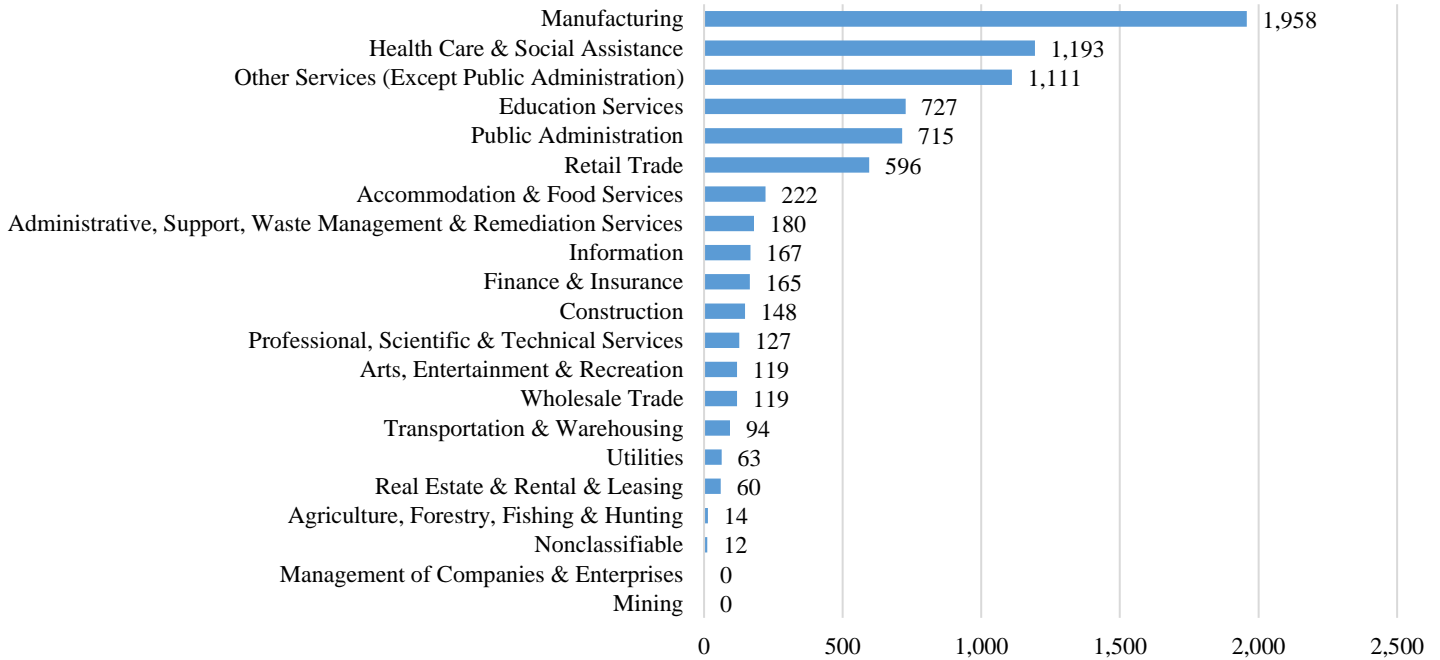
Source: Bowen National Research, ESRI, Census

E.P.E.- Average Employees Per Establishment

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



## Total Employment by Industry



## 2. LOW-INCOME EMPLOYMENT OPPORTUNITIES

Typical wages by job category for Abbeville County are compared with the state of South Carolina in the following table:

Typical Wage by Occupation Type		
Occupation Type	Abbeville County	South Carolina
Management Occupations	\$59,432	\$65,697
Business And Financial Occupations	\$39,688	\$59,347
Computer And Mathematical Occupations	\$54,722	\$72,770
Architecture And Engineering Occupations	\$66,979	\$79,555
Community And Social Service Occupations	\$37,083	\$40,777
Art, Design, Entertainment, Sports, and Media Occupations	\$23,125	\$36,422
Healthcare Practitioners And Technical Occupations	\$55,030	\$57,874
Healthcare Support Occupations	\$21,304	\$22,536
Protective Service Occupations	\$34,188	\$41,376
Food Preparation And Serving Related Occupations	\$15,985	\$14,842
Building And Grounds Cleaning And Maintenance Occupations	\$23,895	\$21,465
Personal Care And Service Occupations	\$13,819	\$17,342
Sales And Related Occupations	\$31,926	\$30,419
Office And Administrative Support Occupations	\$29,478	\$32,271
Construction And Extraction Occupations	\$37,829	\$33,641
Installation, Maintenance And Repair Occupations	\$50,469	\$47,129
Production Occupations	\$32,566	\$36,446
Transportation Occupations	\$29,412	\$37,861
Material Moving Occupations	\$21,908	\$23,352

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

It is important to note that most occupational types within Abbeville County have similar typical wages when compared to South Carolina's typical wages. The area employment base appears to have a good number of income-appropriate positions from which the proposed subject project will be able to draw renter support, among seniors still in the workforce.

### 3. AREA'S LARGEST EMPLOYERS

The ten largest employers within the Abbeville area are summarized in the following table. Note that the number of employees was unavailable at the time of this analysis.

Employer Name	Business Type
SAGE Auto Interiors	Manufacturing
Flexible Technologies	Manufacturing
Prysmian Group	Manufacturing
Stoll Industries	Steel Fabricating
ACS Manufacturing	Manufacturing
Burnstein von Seelen	Mold Casting
Abbeville County School District	Education
Abbeville County Memorial Hospital	Healthcare
Global Refrigeration	Manufacturing
Abbeville County	Government

Source: Abbeville County Economic Development Board (2023)

According to a representative with the Abbeville County Economic Development Board, the Abbeville area economy is improving. While some local companies are experiencing labor shortages, there have been multiple expansion announcements in the Abbeville area that will positively impact the local economy.

The following table summarizes some recent and/or ongoing economic development projects within or near the Abbeville area at the time of this analysis:

Economic Development Activity			
Project Name	Investment	Job Creation	Scope of Work/Details
Aerofoam USA	\$11.5 million	50	Plans to establish U.S. headquarters in Abbeville announced August 2022; Job creation over five years; ECD N/A
SAGE Auto Interiors	\$10.5 million	95	Expansion plans for Sharon Plant in Abbeville announced fall 2023; Job creation over five years.
Vital Foods LLC	Up to \$1 million	400 per shift	In January 2023, poultry processing company announced plans for second plant in Abbeville; ECD N/A.
Pete Smith Complex	\$30,000	N/A	In October 2023, Abbeville City Council approved use of grant funding received from South Carolina's Parks and Recreation Development Fund for tennis court improvements; Construction timeline N/A.
Fujifilm	N/A	600 (seasonal)	Company announced seasonal hiring plans for Greenwood (Greenwood County) facility in October 2023.

ECD – Estimated Completion Date

N/A- Not Available

Infrastructure:

The following table summarizes some of these recent and/or ongoing economic development projects as of the time of this analysis:

Project Name	Scope of Work
S-33 (Cedar Springs Street) over Long Cane Creek	Replacement of S-33 bridge over Long Cane Creek in Abbeville County; Project currently in Right of Way phase; Construction scheduled for early 2029.
Sidewalk Improvements Project	Replacement of sidewalks and installation of new lighting along L-944/East Picken Street in downtown Abbeville; Construction scheduled for early 2024 through April 2024.
Long Branch Sewer Project	Phase I of sewer rehabilitation project in Abbeville to begin late fall 2023; ECD N/A.

ECD – Estimated Completion Date

N/A – Not available

WARN (layoff notices):

WARN Notices of large-scale layoffs/closures were reviewed on November 22, 2023, and according to the South Carolina Department of Employment and Workforce there have been no WARN notices reported for Abbeville County over the past 12 months.

**4. EMPLOYMENT TRENDS**

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

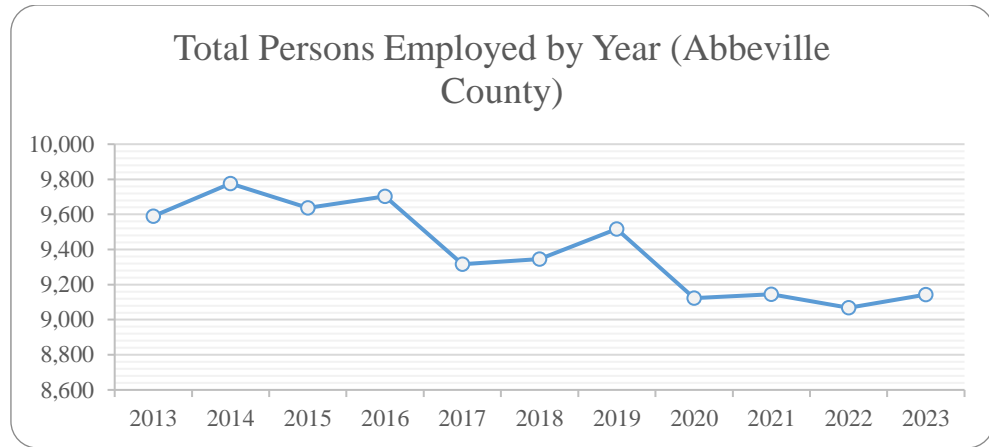
The following illustrates the total employment base for Abbeville County, the state of South Carolina, and the United States. Total employment reflects the number of employed persons who live within the county.

Year	Total Employment					
	Abbeville County		South Carolina		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2013	9,590	-	2,034,404	-	144,331,000	-
2014	9,776	1.9%	2,082,941	2.4%	146,305,000	1.4%
2015	9,637	-1.4%	2,134,087	2.5%	148,833,000	1.7%
2016	9,702	0.7%	2,174,301	1.9%	151,436,000	1.7%
2017	9,316	-4.0%	2,166,708	-0.3%	153,337,000	1.3%
2018	9,346	0.3%	2,205,356	1.8%	155,761,000	1.6%
2019	9,516	1.8%	2,259,807	2.5%	157,538,000	1.1%
2020	9,123	-4.1%	2,195,171	-2.9%	147,795,000	-6.2%
2021	9,144	0.2%	2,261,060	3.0%	152,581,000	3.2%
2022	9,068	-0.8%	2,297,927	1.6%	158,291,000	3.7%
2023	9,143*	0.8%	2,371,401**	3.2%	160,954,000**	1.7%

Source: Bureau of Labor Statistics

\*Through September 2023

\*\*Through October 2023



As the preceding illustrates, the Abbeville County employment base was generally stable overall between 2013 and 2019 before experiencing a decline of nearly 400 jobs (4.1%) in 2020 due to the COVID-19 pandemic. The county’s employment base has remained relatively stable since this time, with a base of more than 9,100 jobs reported through September 2023. While the employment base remains below pre-pandemic figures, this indicates that the Abbeville County economy is stable, in terms of overall employment.

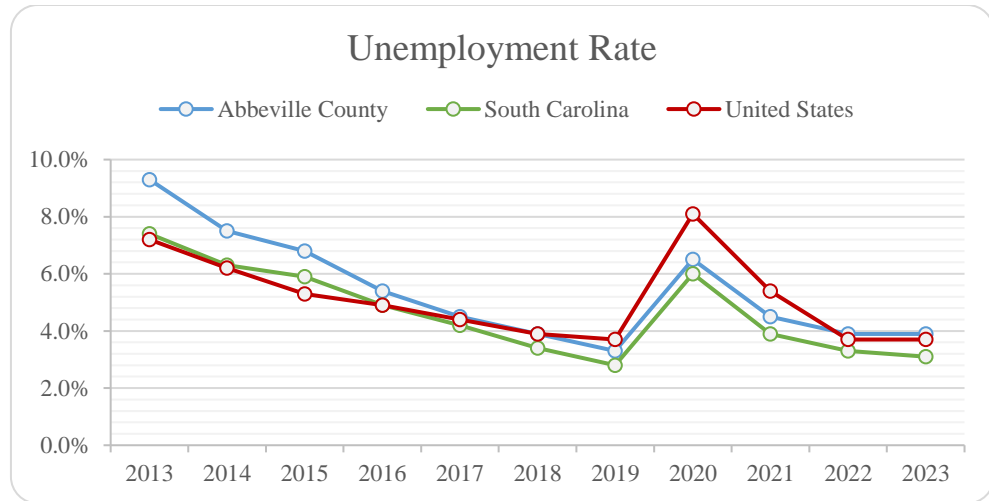
Unemployment rates for Abbeville County, the state of South Carolina, and the United States are illustrated as follows:

Year	Unemployment Rate		
	Abbeville County	South Carolina	United States
2013	9.3%	7.4%	7.2%
2014	7.5%	6.3%	6.2%
2015	6.8%	5.9%	5.3%
2016	5.4%	4.9%	4.9%
2017	4.5%	4.2%	4.4%
2018	3.9%	3.4%	3.9%
2019	3.3%	2.8%	3.7%
2020	6.5%	6.0%	8.1%
2021	4.5%	3.9%	5.4%
2022	3.9%	3.3%	3.7%
2023	3.9%*	3.1%**	3.7%**

Source: Department of Labor, Bureau of Labor Statistics

\*Through September 2023

\*\*Through October 2023



Between 2013 and 2019, the annual unemployment rate within Abbeville County declined by six percentage points, then increased by more than three percentage points between 2019 and 2020 due to the COVID-19 pandemic. However, the annual unemployment rate has improved overall since 2020, declining by nearly three percentage points to a rate of 3.9% through September 2023. This indicates that the local economy is improving and beginning to stabilize, in terms of the annual unemployment rate.

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

In-Place Employment Abbeville County			
Year	Employment	Change	Percent Change
2013	5,361	-	-
2014	5,383	22	0.4%
2015	5,442	59	1.1%
2016	5,503	61	1.1%
2017	5,450	-53	-1.0%
2018	5,480	30	0.6%
2019	5,536	56	1.0%
2020	5,315	-221	-4.0%
2021	5,353	38	0.7%
2022	5,416	63	1.2%
2023*	5,452	36	0.7%

Source: Department of Labor, Bureau of Labor Statistics

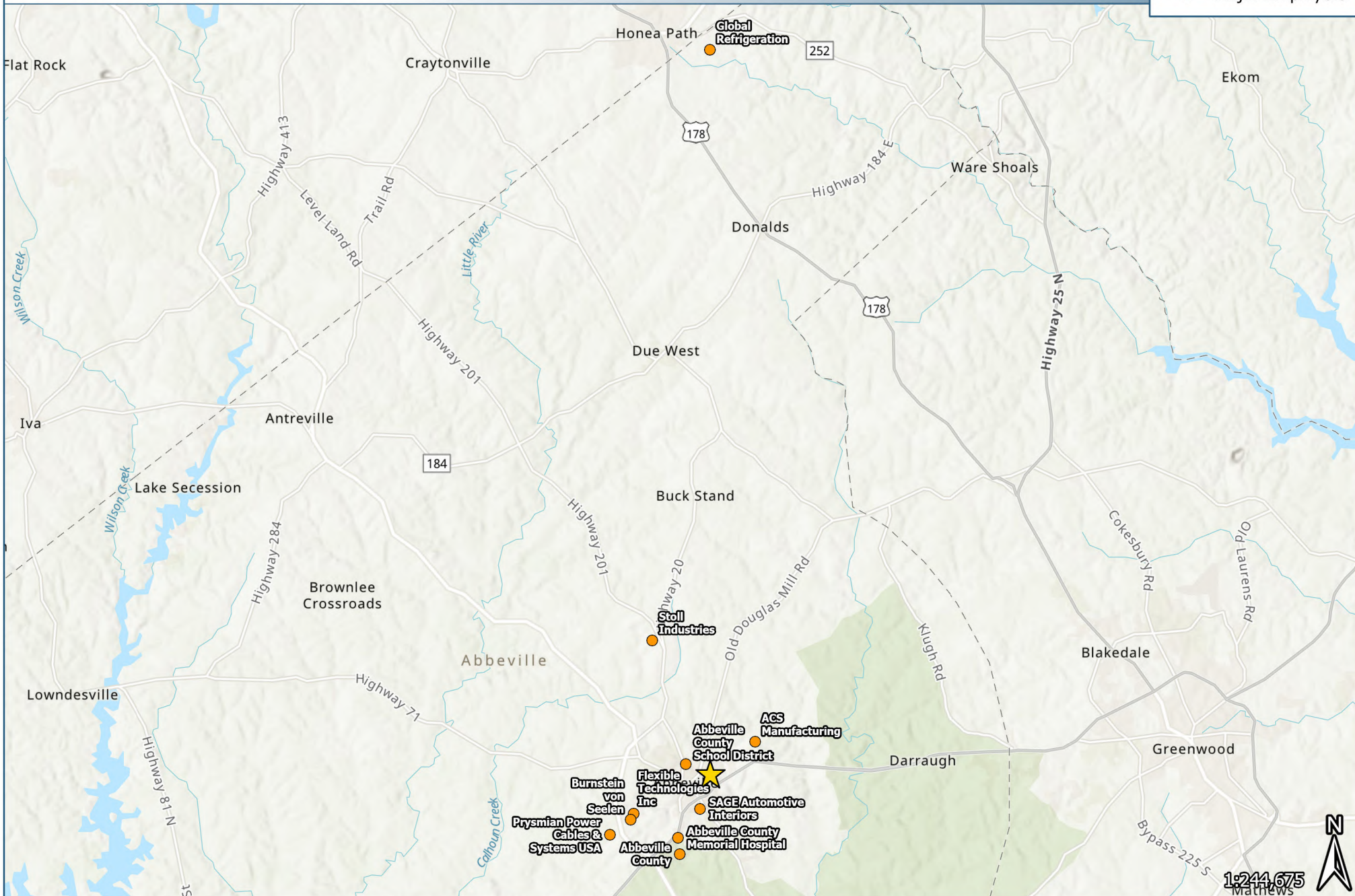
\*Through March



Data for 2022, the most recent year that year-end figures are available, indicates in-place employment in Abbeville County to be 59.7% of the total Abbeville County employment. Lower shares of in-place employment are not uncommon, however, of more rural areas situated on the periphery of larger areas, such as Abbeville County's proximity to the Greenwood (Greenwood County) and Anderson (Anderson County) areas. Further, in-place employment has increased within the county since 2020.

**5. EMPLOYMENT CENTERS MAP**

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



## 6. COMMUTING PATTERNS

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

Mode of Transportation	Workers Age 16+	
	Number	Percent
Drove Alone	8,025	82.0%
Carpooled	1,058	10.8%
Public Transit	19	0.2%
Walked	287	2.9%
Motorcycle	9	0.1%
Other Means	97	1.0%
Worked at Home	291	3.0%
<b>Total</b>	<b>9,786</b>	<b>100.0%</b>

Source: Bowen National Research, ESRI

Approximately 82.0% of all workers drove alone, 10.8% carpooled, and 0.2% used public transportation.

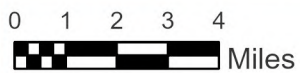
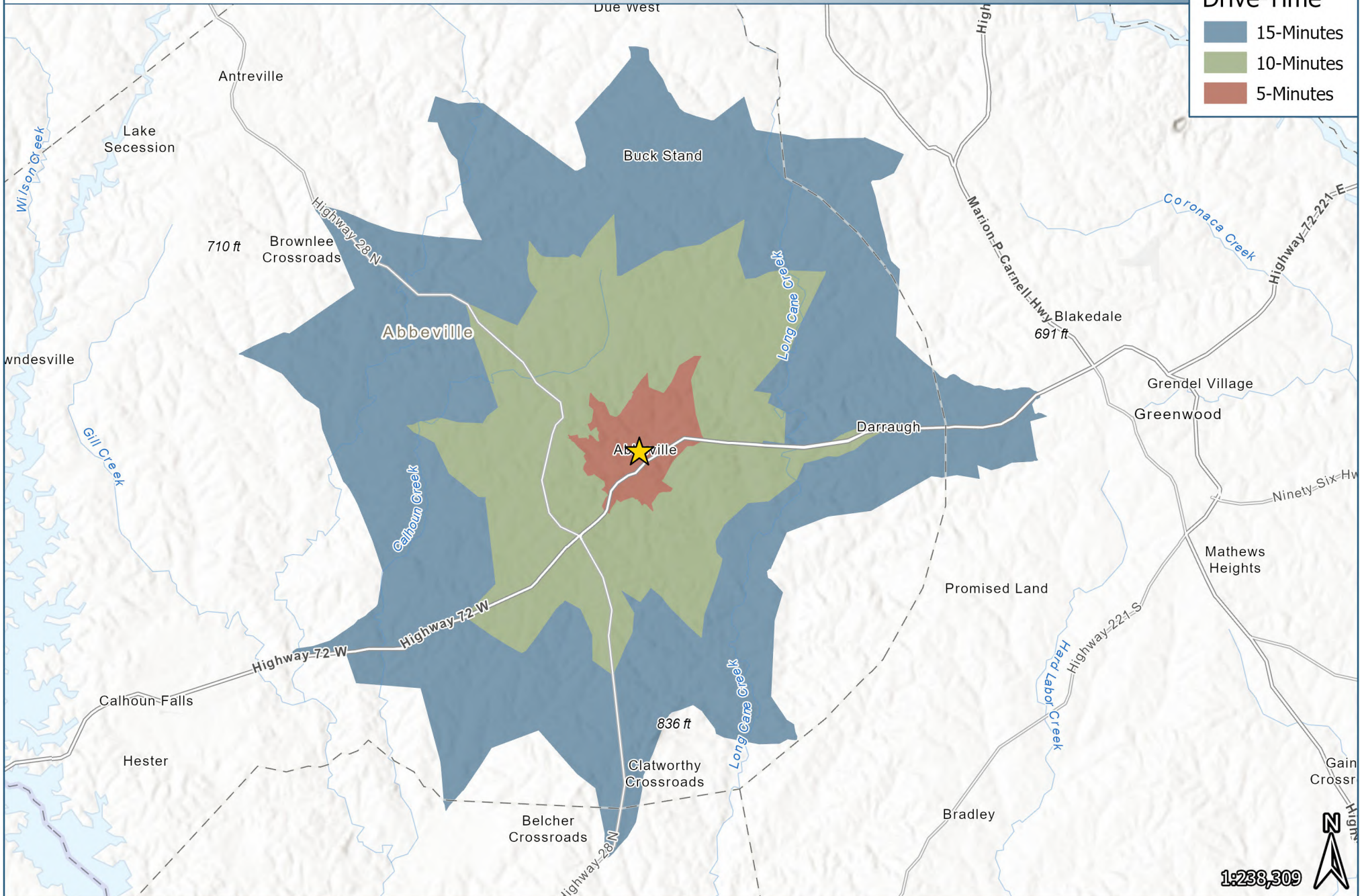
Typical travel times to work for Site PMA residents are illustrated as follows:

Travel Time	Workers Age 16+	
	Number	Percent
Less Than 15 Minutes	2,189	23.1%
15 – 29 Minutes	3,213	33.8%
30 – 44 Minutes	2,063	21.7%
45 – 59 Minutes	1,226	12.9%
60 + Minutes	805	8.5%
<b>Total</b>	<b>9,496</b>	<b>100.0%</b>

Source: Bowen National Research, ESRI

The largest share of area commuters has typical travel times to work ranging from 15 to 29 minutes. The subject site is within a 20-minute drive to most of the area's largest employers, which should contribute to the project's marketability among seniors still in the workforce. A drive-time map for the subject site is on the following page.





## **7. ECONOMIC FORECAST AND HOUSING IMPACT**

Based on data provided by the State of South Carolina Department of Labor, the Abbeville County employment base was relatively stable overall between 2013 and 2019, with the unemployment rate declining by six percentage points during this time. The local economy was negatively impacted by the COVID-19 pandemic in 2020, with the employment base declining by nearly 400 jobs (4.1%) and the annual unemployment rate increasing by more than three percentage points to a rate of 6.5%. The local economy has generally stabilized since, with a base of more than 9,100 jobs having been reported for the county through September 2023. The unemployment rate has also declined by nearly three percentage points to a rate of 3.9% through September 2023. These are good indications that the Abbeville County economy is stabilizing from the pandemic. This, in turn, will continue to create a stable environment for the local housing market.

## F. Community Demographic Data

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

### 1. POPULATION TRENDS

#### a. Total Population

The Site PMA population bases for 2010, 2020, 2023 (estimated), and 2025 (projected) are summarized as follows:

	Year			
	2010 (Census)	2020 (Census)	2023 (Estimated)	2025 (Projected)
Population	25,479	24,295	24,123	24,054
Population Change	-	-1,184	-172	-69
Percent Change	-	-4.6%	-0.7%	-0.3%

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

The Abbeville Site PMA population base declined by 1,184 between 2010 and 2020. This represents a 4.6% decline over the 2010 population, or an annual rate of 0.5%. Between 2020 and 2023, the population declined by 172, or 0.7%. It is projected that the population will decrease by 69, or 0.3%, between 2023 and 2025.

Based on the 2020 Census, persons residing in group quarters represented 3.4% of the Site PMA population, as demonstrated in the following table:

	Number	Percent
Population in Group Quarters	826	3.4%
Population not in Group Quarters	23,469	96.6%
Total Population	24,295	100.0%

Source: 2020 Census; ESRI; Bowen National Research

**b. Population by Age Group**

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

Population by Age	2010 (Census)		2023 (Estimated)		2025 (Projected)		Change 2023-2025	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	6,678	26.2%	5,647	23.4%	5,652	23.5%	5	0.1%
20 to 24	1,558	6.1%	1,358	5.6%	1,332	5.5%	-26	-1.9%
25 to 34	2,508	9.8%	2,658	11.0%	2,492	10.4%	-166	-6.2%
35 to 44	3,109	12.2%	2,724	11.3%	2,735	11.4%	11	0.4%
45 to 54	3,678	14.4%	2,878	11.9%	2,866	11.9%	-12	-0.4%
55 to 64	3,737	14.7%	3,413	14.1%	3,323	13.8%	-90	-2.6%
65 to 74	2,395	9.4%	3,384	14.0%	3,360	14.0%	-24	-0.7%
75 & Older	1,815	7.1%	2,063	8.6%	2,295	9.5%	232	11.2%
<b>Total</b>	<b>25,479</b>	<b>100.0%</b>	<b>24,123</b>	<b>100.0%</b>	<b>24,054</b>	<b>100.0%</b>	<b>-69</b>	<b>-0.3%</b>

Source: Bowen National Research, ESRI, Census

As the preceding table illustrates, nearly 23.0% of the population is expected to be age 65 and older in 2023. This age group is the primary group of potential renters for the subject site and will likely represent a significant number of the tenants.

**c. Elderly and Non-Elderly Population**

The non-elderly and elderly (age 62 and older) populations are distributed as follows:

Population Type	Year					
	2010 (Census)		2023 (Estimated)		2025 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Elderly (62+)	5,331	20.9%	6,471	26.8%	6,652	27.7%
Non-Elderly	20,147	79.1%	17,654	73.2%	17,404	72.4%
<b>Total</b>	<b>25,479</b>	<b>100.0%</b>	<b>24,123</b>	<b>100.0%</b>	<b>24,054</b>	<b>100.0%</b>

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

The elderly population is projected to increase by 181, or 2.8%, between 2023 and 2025. This increase among the targeted age cohort will likely increase the demand for senior-oriented housing.

**d. Special Needs Population**

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

## 2. HOUSEHOLD TRENDS

### a. Total Households

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

	Year			
	2010 (Census)	2020 (Census)	2023 (Estimated)	2025 (Projected)
Households	10,010	9,817	9,812	9,824
Household Change	-	-193	-5	12
Percent Change	-	-1.9%	-0.1%	0.1%
Average Household Size	2.51	2.46	2.37	2.36

Source: Bowen National Research, ESRI, Census

Within the Abbeville Site PMA, households decreased by 193 (1.9%) between 2010 and 2020. Between 2020 and 2023, households decreased by five, or 0.1%. By 2025, there will be 9,824 households, an increase of 12 households, or 0.1%, over 2023 levels. This is an increase of approximately six households annually over the next two years.

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

Households by Age	2010 (Census)		2023 (Estimated)		2025 (Projected)		Change 2023-2025	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	319	3.2%	246	2.5%	246	2.5%	0	-
25 to 34	1,068	10.7%	1,100	11.2%	1,031	10.5%	-69	-6.3%
35 to 44	1,593	15.9%	1,366	13.9%	1,370	13.9%	4	0.3%
45 to 54	2,000	20.0%	1,539	15.7%	1,529	15.6%	-10	-0.6%
55 to 64	2,243	22.4%	2,013	20.5%	1,957	19.9%	-56	-2.8%
65 to 74	1,536	15.3%	2,143	21.8%	2,127	21.6%	-16	-0.8%
75 & Older	1,252	12.5%	1,406	14.3%	1,566	15.9%	160	11.4%
<b>Total</b>	<b>10,010</b>	<b>100.0%</b>	<b>9,812</b>	<b>100.0%</b>	<b>9,824</b>	<b>100.0%</b>	<b>12</b>	<b>0.1%</b>

Source: Bowen National Research, ESRI, Census

Between 2023 and 2025, the greatest growth among household age groups is projected to be among those ages 75 and older. Households ages 65 and older are projected to experience net growth of 144, or 4.1%. This illustrates that there will likely be an increasing need for senior-oriented housing within the Abbeville Site PMA.



**b. Households by Tenure**

Households by tenure in 2010 (census), 2023 (estimated), and 2025 (projected) are distributed as follows:

Tenure	2010 (Census)		2023 (Estimated)		2025 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	7,656	76.5%	7,589	77.3%	7,633	77.7%
Renter-Occupied	2,354	23.5%	2,223	22.7%	2,191	22.3%
<b>Total</b>	<b>10,010</b>	<b>100%</b>	<b>9,812</b>	<b>100.0%</b>	<b>9,824</b>	<b>100.0%</b>

Source: Bowen National Research, ESRI, Census

In 2023, homeowners occupied 77.3% of all occupied housing units, while the remaining 22.7% were occupied by renters.

Households by tenure for those age 62 and older in 2023 (estimated) and 2025 (projected) are distributed as follows:

Tenure 62+	2023 (Estimated)		2025 (Projected)	
	Number	Percent	Number	Percent
Owner-Occupied	3,408	85.2%	3,532	85.3%
Renter-Occupied	591	14.8%	606	14.7%
<b>Total</b>	<b>3,999</b>	<b>100.0%</b>	<b>4,139</b>	<b>100.0%</b>

Source: Bowen National Research, ESRI, Census

As the preceding table illustrates, senior renter households ages 62 and older within the market are projected to increase by 15, or 2.5%, between 2023 and 2025. While modest growth, this illustrates the increasing need for age-restricted rental housing within the Abbeville Site PMA.

**c. Households by Income**

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

Household Income	2010 (Census)		2023 (Estimated)		2025 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Less Than \$15,000	2,504	25.0%	1,580	16.1%	1,539	15.7%
\$15,000 - \$24,999	1,756	17.5%	775	7.9%	708	7.2%
\$25,000 - \$34,999	873	8.7%	985	10.0%	932	9.5%
\$35,000 - \$49,999	1,513	15.1%	1,580	16.1%	1,560	15.9%
\$50,000 - \$74,999	1,575	15.7%	1,630	16.6%	1,603	16.3%
\$75,000 - \$99,999	1,208	12.1%	991	10.1%	986	10.0%
\$100,000 - \$149,999	437	4.4%	1,419	14.5%	1,535	15.6%
\$150,000 & Higher	144	1.4%	853	8.7%	961	9.8%
<b>Total</b>	<b>10,010</b>	<b>100.0%</b>	<b>9,812</b>	<b>100.0%</b>	<b>9,824</b>	<b>100.0%</b>
Median Income	\$33,731		\$49,825		\$52,696	

Source: Bowen National Research, ESRI, Census

In 2023, the median household income is estimated to be \$49,825. By 2025, it is projected that the median household income will be \$52,696, an increase of 5.8% over 2023.

The distribution of households for age 62 and older by income within the Abbeville Site PMA is summarized as follows:

Household Income 62+	2023 (Estimated)		2025 (Projected)	
	Number	Percent	Number	Percent
Less Than \$15,000	647	16.2%	649	15.7%
\$15,000 - \$24,999	313	7.8%	293	7.1%
\$25,000 - \$34,999	376	9.4%	366	8.8%
\$35,000 - \$49,999	663	16.6%	675	16.3%
\$50,000 - \$74,999	655	16.4%	666	16.1%
\$75,000 - \$99,999	372	9.3%	382	9.2%
\$100,000 - \$149,999	586	14.7%	657	15.9%
\$150,000 & Higher	389	9.7%	450	10.9%
<b>Total</b>	<b>3,999</b>	<b>100.1%</b>	<b>4,139</b>	<b>100.0%</b>
Median Income	\$50,057		\$53,228	

Source: Bowen National Research, ESRI

In 2023, the median household income for those age 62 and older is estimated to be \$50,057. By 2025, it is projected that the median household income will be \$53,228, an increase of 6.3% over 2023.

**d. Average Household Size**

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

**e. Households by Income by Tenure**

The following tables illustrate renter household income by household size for age 62 and older for 2020, 2023 and 2025 for the Abbeville Site PMA:

Renter Households (62+)	2020 (ACS)			
	1-Person	2-Person	3+Person	Total
Less Than \$15,000	183	31	29	242
\$15,000 - \$24,999	31	15	9	54
\$25,000 - \$34,999	36	41	9	86
\$35,000 - \$49,999	34	41	17	93
\$50,000 - \$74,999	21	39	10	70
\$75,000 - \$99,999	1	7	1	9
\$100,000 - \$149,999	4	5	3	12
\$150,000 & Higher	0	0	1	1
<b>Total</b>	<b>311</b>	<b>180</b>	<b>78</b>	<b>568</b>

Source: 2020 Census, ESRI, Bowen National Research

Renter Households (62+)	2023 (Estimated)			
	1-Person	2-Person	3+Person	Total
Less Than \$15,000	188	31	29	249
\$15,000 - \$24,999	29	14	8	52
\$25,000 - \$34,999	37	41	8	86
\$35,000 - \$49,999	36	43	18	98
\$50,000 - \$74,999	23	42	10	75
\$75,000 - \$99,999	1	8	1	11
\$100,000 - \$149,999	6	7	4	18
\$150,000 & Higher	1	1	2	3
<b>Total</b>	<b>322</b>	<b>188</b>	<b>81</b>	<b>591</b>

Source: 2020 Census, ESRI, Bowen National Research

Renter Households (62+)	2025 (Projected)			
	1-Person	2-Person	3+Person	Total
Less Than \$15,000	192	32	29	253
\$15,000 - \$24,999	28	14	8	50
\$25,000 - \$34,999	37	41	8	86
\$35,000 - \$49,999	38	45	19	101
\$50,000 - \$74,999	24	44	11	78
\$75,000 - \$99,999	2	9	1	12
\$100,000 - \$149,999	8	9	5	21
\$150,000 & Higher	1	1	2	4
<b>Total</b>	<b>330</b>	<b>194</b>	<b>83</b>	<b>606</b>

Source: 2020 Census, ESRI, Bowen National Research

The following tables illustrate owner household income by household size for age 62 and older for 2020, 2023 and 2025 for the Abbeville Site PMA:

Owner Households (62+)	2020 (ACS)			
	1-Person	2-Person	3+Person	Total
Less Than \$15,000	350	97	28	475
\$15,000 - \$24,999	166	133	42	340
\$25,000 - \$34,999	97	201	62	361
\$35,000 - \$49,999	158	364	133	655
\$50,000 - \$74,999	79	362	235	676
\$75,000 - \$99,999	9	178	225	413
\$100,000 - \$149,999	82	236	237	556
\$150,000 & Higher	47	152	151	350
<b>Total</b>	<b>988</b>	<b>1,724</b>	<b>1,114</b>	<b>3,826</b>

Source: 2020 Census, ESRI, Bowen National Research

Owner Households (62+)	2023 (Estimated)			
	1-Person	2-Person	3+Person	Total
Less Than \$15,000	295	81	22	398
\$15,000 - \$24,999	129	102	29	261
\$25,000 - \$34,999	80	164	46	290
\$35,000 - \$49,999	141	321	102	565
\$50,000 - \$74,999	71	323	186	580
\$75,000 - \$99,999	9	168	184	361
\$100,000 - \$149,999	93	260	215	568
\$150,000 & Higher	58	182	145	386
<b>Total</b>	<b>877</b>	<b>1,601</b>	<b>930</b>	<b>3,408</b>

Source: 2020 Census, ESRI, Bowen National Research

Owner Households (62+)	2025 (Projected)			
	1-Person	2-Person	3+Person	Total
Less Than \$15,000	296	80	20	396
\$15,000 - \$24,999	122	96	26	243
\$25,000 - \$34,999	79	160	41	280
\$35,000 - \$49,999	147	331	96	574
\$50,000 - \$74,999	74	335	178	588
\$75,000 - \$99,999	10	179	181	370
\$100,000 - \$149,999	108	301	226	636
\$150,000 & Higher	71	219	157	446
<b>Total</b>	<b>907</b>	<b>1,702</b>	<b>924</b>	<b>3,532</b>

Source: 2020 Census, ESRI, Bowen National Research

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

### Demographic Summary

The market's population and household bases have been relatively stable overall since 2010, which is projected to continue through 2025. However, senior renter households age 62 and older are projected to increase by 15, or 2.5%, between 2023 and 2025, illustrating that there will likely be an increasing need for age-restricted rental housing within the Abbeville Site PMA. Further, approximately half (50.0%) of senior renters are projected to earn less than \$25,000 in 2025. As discussed later in Section H of this report, all affordable rental communities surveyed in the market are 100.0% occupied with waiting lists maintained for their next available units. This indicates that pent-up demand exists for such housing and illustrates the continuing need for additional affordable housing options within the Site PMA, particularly when factoring in rent overburdened households or those living in substandard housing.



## G. Project-Specific Demand Analysis

### 1. INCOME RESTRICTIONS

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

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

The subject site is within Abbeville County, South Carolina, which has a four-person median household income of \$76,800 for 2023. The subject property will be restricted to senior (age 62+) households with incomes of up to 50% of AMHI. The following table summarizes the maximum allowable income by household size at the targeted income level:

Household Size	Maximum Allowable Income
	50%
One-Person	\$21,800
Two-Person	\$24,900

The subject site will be entirely comprised of one-bedroom units, which are expected to house up to two-person senior households. As such, the maximum allowable income at the subject site is **\$24,900**.

### 2. AFFORDABILITY

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

The proposed LIHTC units will have a gross programmatic rent of \$583 (2023 maximum allowable gross one-bedroom rent at 50% of AMHI). Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$6,996. Applying a 40% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement for the Tax Credit units of **\$17,490**.

Considering that the subject project will offer a subsidy on all 40 units, it will be able to serve senior households with little or no income. As such, we have also conducted a capture rate analysis that considers the project to operate with a subsidy. In this scenario, the subject project will be able to accommodate households with incomes as low as **\$0**.

Based on the preceding analyses, the income-appropriate ranges required to live at the proposed project, as proposed with the subsidy and in the unlikely event it did not offer a subsidy and operated exclusively under the LIHTC program, are as follows:

Unit Type	Income Range	
	Minimum	Maximum
Tax Credit (Limited to 50% of AMHI)	\$17,490	\$24,900
Tax Credit w/Subsidy	\$0	\$24,900

### 3. DEMAND COMPONENTS

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

- a. **Demand from New Renter Households.** *New rental units required in the market area due to projected renter household growth. Determinations must be made using the current base year of 2023 and projecting forward to the anticipated placed-in-service date (2025). The household projections must be limited to the age and income cohort and the demand for each income group targeted (i.e. 50% of median income) must be shown separately.*

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

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

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

Based on Table B25074 of the American Community Survey (ACS) 2021 5-year estimates, approximately 52.2% of renter households earning less than \$20,000 annually within the Site PMA (Abbeville County) were rent overburdened. Further, approximately 50.1% of renter households earning between \$10,000 and \$20,000 within the county were rent overburdened. These shares of cost burdened renter households have been considered in our demand analysis.

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

Based on the 2021 ACS 5-Year Estimates Table B25016, 5.1% of renter households within the market were living in substandard housing (lacking complete indoor plumbing and overcrowded households/1+ persons per room).

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

The subject project is located in a rural area of South Carolina. As a result, we anticipate that 5.0% of senior homeowners will consider the subject project as a housing alternative. Therefore, we used a 5.0% homeowner conversion rate in our capture rate estimates.

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

#### 4. **METHODOLOGY**

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

- a. **Demand:** The two overall demand components (3a and 3b) added together represent total demand for the project.
- b. **Supply:** Comparable/competitive units funded, under construction, or placed in service since 2022 must be subtracted to calculate net demand. Vacancies in comparable/competitive projects placed in service prior to 2022 which have not reach stabilized occupancy must also be considered as part of the supply.
- c. **Capture Rates:** Capture rates must be calculated for each targeted income group and each bedroom size proposed as well as for the project overall.
- d. **Absorption Rates:** The absorption rate determination should consider such factors as the overall estimate of new renter household growth, the available supply of comparable/competitive units, observed trends in absorption of comparable/competitive units, and the availability of subsidies and rent specials.



## 5. DEMAND/CAPTURE RATE CALCULATIONS

Within the Site PMA, there are no directly competitive affordable housing projects that were funded and/or built during the projection period (2022 to current). While the nearby Refinery apartment community offers non-subsidized Tax Credit units and recently opened in 2023, this property targets family households and is not considered *directly competitive* with the age-restricted subject site. In addition, all existing affordable rental units surveyed within the market are occupied. Therefore, we did not utilize any existing units in the demand analysis illustrated in the table below.

*Note that under the Section 202 program, the subject project will be restricted to seniors age 62 and older. In the unlikely event the subsidy was not offered and the project was to operate exclusively under the LIHTC guidelines, it would then be open to seniors age 55 and older. The following demand estimates consider these aforementioned age restrictions for each of these scenarios.*

Demand Component	Percent of Median Household Income	
	As Proposed w/Subsidy Age 62+ (\$0-\$24,900)	Tax Credit Only Age 55+ (\$17,490-\$24,900)
Demand from New Renter Households (Age- & Income-Appropriate)	303 - 300 = 3	55 - 58 = -3
+		
Demand from Existing Households (Rent Overburdened)	300 x 52.2% = 157	58 x 50.1% = 29
+		
Demand from Existing Households (Renters in Substandard Housing)	300 x 5.1% = 15	58 x 5.1% = 3
+		
Demand from Existing Households (Senior Homeowner Conversion)	656 x 5.0% = 33	263 x 5.0% = 7*
=		
Total Demand	208	36
-		
Supply (Directly Comparable Units Built and/or Funded Since 2022)	0	0
=		
Net Demand		
Subject Units	40	40
Subject Units / Net Demand	40 / 208	40 / 36
<b>Capture Rate</b>	<b>= 19.2%</b>	<b>= 111.1%</b>

\*Reduced to account for no more than 20.0% of total demand, per SC Housing guidelines

Typically, under this methodology, capture rates below 30.0% are acceptable, while capture rates under 20.0% are ideal. As such, the subject’s overall capture rate of 19.2% as proposed with a subsidy on all units is considered achievable and demonstrates a good base of age- and income-appropriate support in the market for the subject project. However, the subject’s *Tax Credit Only* capture rate is over 100.0%, illustrating that a very limited base of demographic support will exist for the project if it did not offer a subsidy.

Therefore, in the unlikely event the project did not offer a subsidy, the developer would likely need to reduce the project’s total unit mix, reduce rents and/or offer additional targeted income (AMHI) levels to more accurately accommodate the base of income-qualified support that exists within the market.

Regardless, the subject property will operate with a subsidy as proposed and, therefore, is considered feasible.

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

Estimated Senior Demand by Bedroom	
Bedroom Type	Percent
One-Bedroom	70.0%
Two-Bedroom	30.0%
Total	100.0%

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

As Proposed with Subsidy

Units Targeting 50% Of AMHI w/ Subsidy (208 Units of Demand)					
Bedroom Size (Share of Demand)	Total Demand	Supply*	Net Demand by Bedroom Type	Subject Units	Capture Rate by Bedroom Type
One-Bedroom (70%)	146	0	146	40	27.4%
Two-Bedroom (30%)	62	0	62	-	-

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

LIHTC-Only

Units Targeting 50% Of AMHI Tax Credit Only (36 Units of Demand)					
Bedroom Size (Share of Demand)	Total Demand	Supply*	Net Demand by Bedroom Type	Subject Units	Capture Rate by Bedroom Type
One-Bedroom (70%)	25	0	25	40	160.0%
Two-Bedroom (30%)	11	0	11	-	-

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

As proposed with the subsidy on all units, the subject's capture rate by bedroom type is 27.4%, which is considered achievable. This is especially true, considering that all age-restricted government-subsidized rental communities surveyed are fully occupied and maintain a waiting list.

In the unlikely event the subject project did not offer a subsidy, its capture rate by bedroom type is above 100.0%. This further illustrates that a very limited base of demographic support will exist for the site if it does not offer a subsidy. Therefore, the subject developer will likely need to reduce the project's rents, total unit mix and/or offer additional targeted AMHI levels to absorb within a reasonable timeframe in this scenario.

## **6. ABSORPTION PROJECTIONS**

For the purpose of this analysis, we assume the absorption period at the proposed subject site begins as soon as the first units are available for occupancy in December 2025. Further, these absorption projections assume the project will be developed as outlined in this report. Changes to the project's amenities, floor plans or other features may invalidate our findings. Finally, we assume the developer and/or management will aggressively market the project a few months in advance of its opening and will continue to monitor market conditions during the project's initial lease-up period.

It is our opinion that the proposed 40 units at the subject site will experience an average absorption rate of approximately 10 to 11 units per month and reach a stabilized occupancy of at least 93.0% in less than four months. This assumes the subject project operates as proposed with the subsidy available to all units.

However, if the subsidy was not offered, it is anticipated that the 40-unit subject development will experience challenges in reaching and/or maintaining a stabilized occupancy level, based on the base of income-qualified renter support in the market. In this scenario, the subject developer will likely need to reduce the project's rents, reduce its total unit mix and/or offer additional targeted income (AMHI) levels to appropriately accommodate the base of income-qualified support in the market.

Regardless, the subject project will operate with a subsidy available to all units and will have a good base of income-qualified support, based on our demand estimates in this report. In this scenario, the 40 units proposed for the site are considered supportable in this market.



## H. Rental Housing Analysis (Supply)

### 1. COMPETITIVE DEVELOPMENTS

While the subject development will operate with a Section 202 subsidy on all units, we have selected non-subsidized Low-Income Housing Tax Credit (LIHTC) developments for this comparable analysis. This was done to evaluate the competitiveness of the subject development in the unlikely event it did not offer a subsidy and had to exclusively operate under the LIHTC program.

Note that there are no non-subsidized age-restricted LIHTC developments within the Abbeville Site PMA. Therefore, we identified and surveyed two age-restricted LIHTC properties and one family (general occupancy) LIHTC project outside of the Site PMA, but within the region in Elberton (Georgia), Anderson and Honea Path. While Elberton, Anderson and Honea Path are generally similar to Abbeville socioeconomically (incomes and rents), these three properties outside of the market will not compete with the subject development, as they derive support from a different geographical region and/or target a different primary age cohort. These properties were selected for comparability purposes only and are summarized in the following table, along with the proposed development:

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
<b>Site</b>	<b>A.C.T.S. Community Apartments</b>	<b>2025*</b>	<b>40</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>Seniors 62+; 50% AMHI &amp; Section 202</b>
903	Havenwood Elberton Senior	2020	50	100.0%	34.7 Miles	7 HH	Seniors 55+; 50% & 60% AMHI
906	Kingston Pointe II	2009	44	100.0%	32.2 Miles	38 HH	Seniors 55+; 50% & 60% AMHI
907	Laurel Street Village I & II	2016	76	100.0%	22.1 Miles	10 HH	Families; 50% & 60% AMHI

OCC. – Occupancy

HH – Households

900 series Map IDs are located outside Site PMA

\*Adaptive reuse

The three LIHTC projects have a combined occupancy rate of 100.0%, all of which maintain a waiting list, illustrating that pent-up demand exists for additional affordable rental housing within the region. Notably, given that there are no non-subsidized age-restricted LIHTC projects within the market, the subject project will provide an affordable rental housing alternative to low-income seniors who are severely underserved within the Site PMA.

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

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)				Rent Special
		One-Br.	Two-Br.	Three-Br.	Four-Br.	
Site	A.C.T.S. Community Apartments	\$583*/50% (40)	-	-	-	-
903	Havenwood Elberton Senior	\$598/50% (1/0) \$728/60% (4/0)	\$729/50% (9/0) \$789/60% (36/0)	-	-	None
906	Kingston Pointe II	\$714/50% (3/0) \$714/60% (6/0)	\$861/50% (9/0) \$861/60% (26/0)	-	-	None
907	Laurel Street Village I & II	\$701/50% (4/0) \$761/60% (4/0)	\$718/50% (10/0) \$783/50% (5/0) \$723/60% (11/0) \$833/60% (4/0)	\$800/50% (10/0) \$910/50% (5/0) \$845/60% (11/0) \$945/60% (4/0)	\$1,000/50% (4/0) \$1,060/60% (4/0)	None

900 series Map IDs are located outside Site PMA  
 \*2023 maximum allowable LIHTC gross rent

The programmatic one-bedroom gross rent set aside at 50% of AMHI of \$583 will be the lowest LIHTC one-bedroom rent relative to those offered at the comparable LIHTC projects surveyed within the region. While the selected properties are outside the Site PMA, this indicates that the programmatic rent could be marketable in the PMA, assuming an appropriate base of support exists for the site project. However, as illustrated in Section G, the subject project has a high capture rate above 100.0% in this unlikely non-subsidized scenario, assuming the programmatic rent. Therefore, in the unlikely event the project did not offer a subsidy, the developer would likely need to reduce the project's total unit mix, reduce rents and/or offer additional targeted income (AMHI) levels to accommodate the base of income-qualified support that exists within the market.

Regardless, all subject units will operate with a subsidy, requiring residents to pay up to 30% of their gross adjusted income towards housing costs. Therefore, the subject project will represent a substantial value to low-income seniors within the Site PMA.

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

Map I.D.	Project Name	Total Units	Number of Vouchers	Share of Vouchers
903	Havenwood Elberton Senior	50	5	10.0%
906	Kingston Pointe II	44	N/A	-
907	Laurel Street Village I & II	76	7	9.2%
Total		126	12	9.5%

900 series Map IDs are located outside Site PMA  
 N/A – Not Available (units not included in total)

As the preceding table illustrates, there are a total of approximately 12 voucher holders residing at the two comparable LIHTC properties within the region that provided such information. This comprises only 9.5% of the 126 total non-subsidized LIHTC units offered at these properties. As such, it can be concluded that these projects are relying on some voucher support, but that a majority of the units are occupied by households paying the quoted rents.

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

**903 Havenwood Elberton Senior** 34.7 miles to site



Address: 335 S Oliver St, Elberton, GA 30635  
 Phone: (762) 585-9955 Contact: Sheleanda  
 Property Type: Tax Credit  
 Target Population: Senior 55+  
 Total Units: 50 Year Built: 2020  
 Vacant Units: 0 \*AR Year:  
 Occupancy: 100.0% Yr Renovated:  
 Turnover: Stories: 2,3 (w/Elev)  
 Waitlist: 7 HH  
 Rent Special: None

Ratings  
 Quality: B+  
 Neighborhood: B-  
 Access/Visibility: B/B+

Notes: Tax Credit; HOME Funds (10 units); Preleasing 10/2021, Opened 12/2021, stabilized occupancy 2/2022



**Features And Utilities**

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

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

Property Amenities: Business Center (Computer/Business Center); Common Patio; Community Gardens; Multipurpose Room, Community Kitchen, Clubhouse/Community Room; Cafe / Coffee Bar; Elevator; On-Site Management; Recreation Areas (Fitness Center, Library, Media Room / Theater); CCTV; Social Services (Health Screenings, Wellness Center); WiFi

Parking Type: Surface Lot

**Unit Configuration**

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	1	0	690	\$0.70	\$485	50%
1	1	G	4	0	690	\$0.89	\$615	60%
2	1	G	9	0	880	\$0.67	\$590	50%
2	1	G	36	0	880	\$0.74	\$650	60%

\*Adaptive Reuse

\*DTS is based on drive time



**906** Kingston Pointe II 32.2 miles to site



Address: 101 Fyffe Dr., Anderson, SC 29625  
 Phone: (864) 224-6501      Contact: Crystal (By Phone)  
 Property Type: Tax Credit  
 Target Population: Senior 55+  
 Total Units: 44      Year Built: 2009  
 Vacant Units: 0      \*AR Year:  
 Occupancy: 100.0%      Yr Renovated:  
 Turnover:      Stories: 1  
 Waitlist: 38 HH  
 Rent Special: None

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

Notes: Tax Credit

**Features And Utilities**

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

Unit Amenities: Dishwasher; Range; Refrigerator; Central AC; E-Call System; W/D Hookup; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate)

Property Amenities: Business Center (Computer); Multipurpose Room, Clubhouse/Community Room; Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Grilling Area, Library, Media Room / Theater); Social Services (Parties / Picnics); Extra Storage

Parking Type: Surface Lot

**Unit Configuration**

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	3	0	780	\$0.77	\$601	50%
1	1	G	6	0	780	\$0.77	\$601	60%
2	2	G	9	0	980	\$0.74	\$722	50%
2	2	G	26	0	980	\$0.74	\$722	60%

\*Adaptive Reuse

\*DTS is based on drive time

**907** Laurel Street Village I & II 22.1 miles to site



Address: 90 Peachtree St, Honea Path, SC 29654  
 Phone: (864) 368-9121 Contact: Brittany  
 Property Type: Tax Credit  
 Target Population: Family  
 Total Units: 76 Year Built: 2016  
 Vacant Units: 0 \*AR Year:  
 Occupancy: 100.0% Yr Renovated:  
 Turnover: Stories: 1,2  
 Waitlist: 10 HH  
 Rent Special: None

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

Notes: Tax Credit; HOME Funds (20 units)



**Features And Utilities**

Utility Schedule Provided by: South Carolina Housing Authority  
 Utility Type & Responsibility: Landlord pays Trash

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

Property Amenities: Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Grilling Area, Playground); Extra Storage

Parking Type: Surface Lot

**Unit Configuration**

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	4	0	800	\$0.66	\$530	50%
1	1	G	4	0	800	\$0.74	\$590	60%
2	1	G	5	0	900	\$0.64	\$575	50%
2	1	G	4	0	900	\$0.69	\$625	60%
2	1	T	10	0	900	\$0.57	\$510	50%
2	1	T	11	0	900	\$0.57	\$515	60%
3	2	G	5	0	1,000	\$0.67	\$670	50%
3	2	G	4	0	1,000	\$0.71	\$705	60%
3	2	T	10	0	1,000	\$0.56	\$560	50%
3	2	T	11	0	1,000	\$0.61	\$605	60%
4	2	G	4	0	1,150	\$0.62	\$715	50%

\*Adaptive Reuse

\*DTS is based on drive time

Continued on Next Page

907 Unit Configuration- cont.								
Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
4	2	G	4	0	1,150	\$0.67	\$775	60%

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

Map I.D.	Project Name	Square Footage			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
<b>Site</b>	<b>A.C.T.S. Community Apartments</b>	<b>638 - 780</b>	-	-	-
903	Havenwood Elberton Senior	690	880	-	-
906	Kingston Pointe II	780	980	-	-
907	Laurel Street Village I & II	800	900	1,000	1,150

900 series Map IDs are located outside Site PMA

Map I.D.	Project Name	Number of Baths			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
<b>Site</b>	<b>A.C.T.S. Community Apartments</b>	<b>1.0</b>	-	-	-
903	Havenwood Elberton Senior	1.0	1.0	-	-
906	Kingston Pointe II	1.0	2.0	-	-
907	Laurel Street Village I & II	1.0	1.0	2.0	2.0

900 series Map IDs are located outside Site PMA

The proposed development's one-bedroom unit sizes are generally within the range of those offered at the comparable LIHTC projects surveyed within the region and, as such, are considered appropriately positioned.

The following tables compare the amenities of the subject development with the other LIHTC projects in the region.



Tax Credit Unit Amenities by Map ID

	Site* ♦	903 ♦	906 ♦	907
Appliances	Dishwasher	X	X	X
	Disposal		X	X
	Microwave	X	X	X
	Range	X	X	X
	Refrigerator	X	X	X
	W/D Hookup	X	X	X
	W/D		X	
	No Appliances			
Unit Amenities	AC-Central	X	X	X
	AC-Other			
	Balcony/ Patio/ Sunroom			X
	Basement			
	Ceiling Fan	X	X	X
	Controlled Access	X	X	
	E-Call System		X	X
	Furnished			
	Walk-In Closet	X	X	
	Window Treatments	X	X	X
Flooring	Carpet		X	X
	Ceramic Tile			
	Hardwood	X		
	Finished Concrete			
	Composite/Vinyl/Laminate	X	X	X
Upgraded	Premium Appliances			
	Premium Countertops			
	Premium Cabinetry			
	Premium Fixtures			
	High/Vaulted Ceilings	X		
	Oversized Windows	X		
Parking	Attached Garage			
	Detached Garage			
	Street Parking			
	Surface Lot	X	X	X
	Carport			
	Property Parking Garage			
	No Provided Parking			

♦ - Senior Property

\* Proposed Site(s): A.C.T.S. Community Apts.

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

\*\* Details in Comparable Property Profile Report

Continued on Next Page

Tax Credit Property Amenities by Map ID

	Site*◆	903◆	906◆	907
Bike Racks / Storage				
Computer/Business Center	X	X	X	
Car Care **				
Community Garden	X	X		
Community Multipurpose Room	X	X	X	
Chapel				
Community Kitchen		X		
Dining Room - Private				
Dining Room - Public				
Rooftop Terrace				
Concierge Service **				
Convenience Amenities **		X		
Covered Outdoor Area **				
Elevator	X	X		
Laundry Room	X		X	X
On-Site Management	X	X	X	X
Pet Care **	X			
Basketball				
Bocce Ball				
Firepit				
Fitness Center	X	X	X	X
Grilling Area			X	X
Game Room - Billiards				
Walking Path				
Hot Tub				
Library		X	X	
Media Room / Theater		X	X	
Playground				X
Putting Green				
Racquetball				
Shuffleboard	X			
Swimming Pool - Indoor				
Swimming Pool - Outdoor				
Tennis				
Volleyball				
Security CCTV		X		
Courtesy Officer				
Security Gate				
Social Services **	X	X	X	
Storage - Extra			X	X
Common Space WiFi	X	X		

◆ - Senior Property

\* Proposed Site(s): A.C.T.S. Community Apts.

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

\*\* Details in Comparable Property Profile Report

As the preceding tables illustrate, the subject's amenities package is very similar to those offered at the comparable LIHTC projects surveyed within the region. The subject project does not appear to lack any amenity that will hinder its ability to successfully operate as a LIHTC community.

#### Comparable Tax Credit Summary

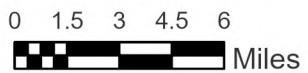
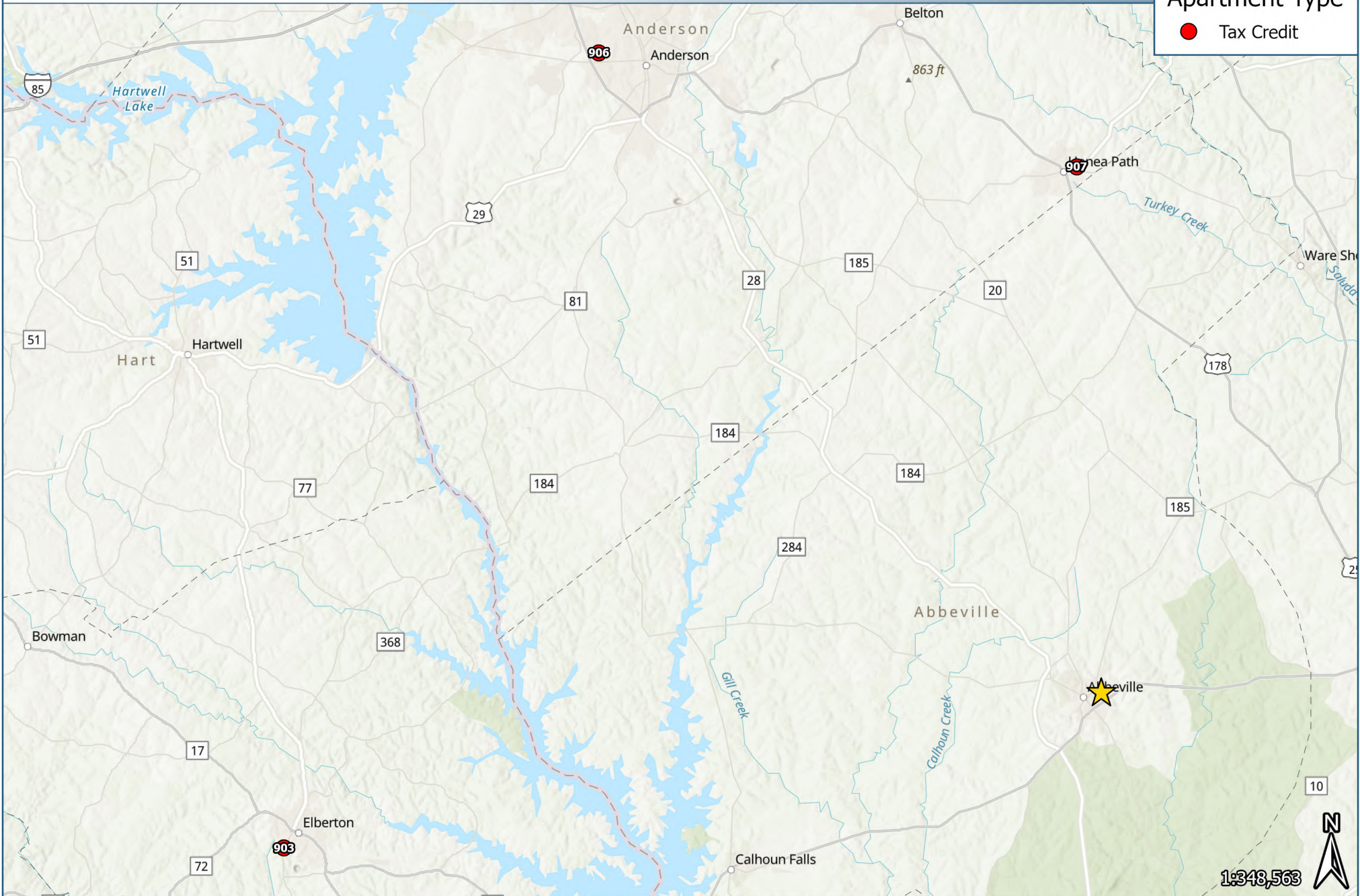
Based on our analysis of the rents, unit sizes (square footage), amenities, location, quality and occupancy rates of the existing low-income properties within the region, it is our opinion that the subject development will be very marketable. The subject project will be the newest LIHTC project in the market, offering a rent below the LIHTC projects in the region with generally similar unit sizes and amenities, which will have a positive impact on marketability.

However, as illustrated in Section G, the subject project has a high capture rate of over 100.0% if the project did not offer a subsidy, indicating that a limited base of demographic support exists for the project in this scenario. Therefore, in the unlikely event the project did not offer a subsidy, the developer would likely need to reduce the project's total unit mix, reduce rents and/or offer additional targeted income (AMHI) levels to more accurately accommodate the base of income-qualified support that exists within the market.

Regardless, as the subject project will offer a subsidy on all units, it will represent a significant value to low-income seniors who are underserved within the Abbeville Site PMA. These factors have been considered in our absorption estimates.

## **2. COMPARABLE TAX CREDIT PROPERTIES MAP**

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





### 3. RENTAL HOUSING OVERVIEW

The distributions of the area housing stock within the Abbeville Site PMA in 2010 and 2023, are summarized in the following table:

Housing Status	2010 (Census)		2023 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	10,010	82.7%	9,812	85.0%
Owner-Occupied	7,656	76.5%	7,589	77.3%
Renter-Occupied	2,354	23.5%	2,223	22.7%
Vacant	2,090	17.3%	1,726	15.0%
Total	12,100	100.0%	11,538	100.0%

Source: 2010 Census, ESRI, Bowen National Research

Based on a 2023 update of the 2010 Census, of the 11,538 total housing units in the market, 15.0% are estimated to be vacant. This is a decline from the 17.3% vacancy rate reported in 2010, which is likely an indication of a strengthening housing market.

#### Conventional Apartments

Due to the rural nature of the market, we identified and personally surveyed only four conventional housing projects, all of which are government-subsidized, containing a total of 208 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 100.0%, a very strong rate for rental housing. The following table summarizes the surveyed rental projects within the market, broken out by project type:

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Tax Credit/Government-Subsidized	3	168	0	100.0%
Government-Subsidized	1	40	0	100.0%
Total	4	208	0	100.0%

To reiterate, all affordable rental communities surveyed are fully occupied (and maintain a waiting list). This illustrates that pent-up demand exists for additional affordable rental housing within the Abbeville Site PMA. The subject project will be able to accommodate a portion of this unmet demand.

#### Government-Subsidized

The table on the following page summarizes the unit breakdown of the government-subsidized units surveyed (both with and without Tax Credits) within the Site PMA.

Subsidized Tax Credit					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
One-Bedroom	1.0	70	41.7%	0	0.0%
Two-Bedroom	1.0	79	47.0%	0	0.0%
Three-Bedroom	1.0	15	8.9%	0	0.0%
Three-Bedroom	1.5	4	2.4%	0	0.0%
<b>Total Subsidized Tax Credit</b>		<b>168</b>	<b>100.0%</b>	<b>0</b>	<b>0.0%</b>
Government-Subsidized					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
One-Bedroom	1.0	40	100.0%	0	0.0%
<b>Total Subsidized</b>		<b>40</b>	<b>100.0%</b>	<b>0</b>	<b>0.0%</b>

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

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

Name	Location	Year Built/ Renovated	Total Units	Target Population
Cedar Ridge Manor	2 Holloway Dr., Ware Shoals	1994 / 2014	28	Senior; Subsidized Tax Credit
Coleman Street Apts.	200 Coleman St., Abbeville	1996 / 2015	48	Family; Subsidized Tax Credit
Ferguson Williams Apts.	200 Ellis Ave., Abbeville	1995*	20	Family; Tax Credit
Pecan Grove	71 Carwellyn Rd., Abbeville	1983 / 2017	40	Family; Subsidized Tax Credit
Refinery	313 Washington St., Abbeville	2022	60	Family; Tax Credit & Market-Rate
Wildwood Apts.	360 E. Hampton Ave., Honea Path	1982 / 2010	30	Family; Subsidized Tax Credit

\*Adaptive reuse

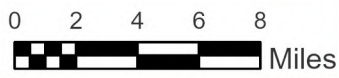
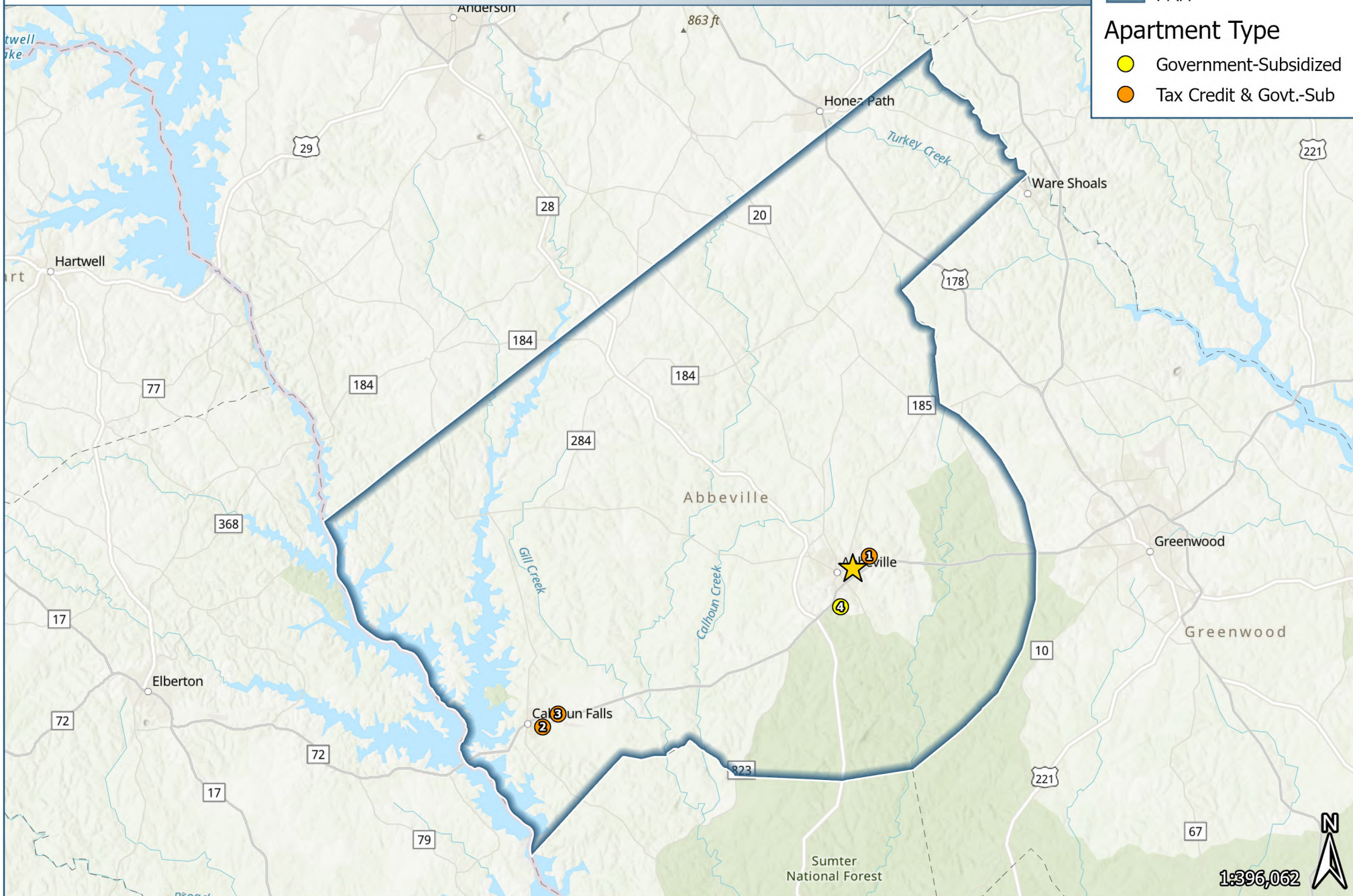
While the Refinery property was recently built in 2022, this project offers family (general occupancy) units that are not considered directly competitive with the age-restricted subject project. Therefore, we have excluded this project from our demand estimates in this report.

#### 4. RENTAL HOUSING INVENTORY MAP

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

- ★ Site
- ▬ PMA

- Apartment Type**
- Government-Subsidized
  - Tax Credit & Govt.-Sub





## 5. & 6. PLANNED AND PROPOSED DEVELOPMENTS

Based on interviews with local planning/building representatives who responded to our inquiries, extensive online research and the observations of our analyst while in the field, it was determined that there are no rental projects currently in the development pipeline within the Site PMA.

## 7. MARKET ADVANTAGE

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

Based on the current one-bedroom HUD FMR for Abbeville County, the following table illustrates the subject project's market advantage:

Bedroom Type	Programmatic Collected Rent	Fair Market Rent	Market Advantage
One-Bedroom	\$521*	\$626	16.77%

\*Maximum allowable rent less the value of tenant-paid utilities

As the preceding illustrates, the subject's market advantage is 16.77% when compared to the area's one-bedroom HUD FMR. Regardless, we have provided an *achievable market rent* analysis for the proposed subject units to determine the true value the programmatic LIHTC rent will represent to low-income seniors within the area, which is illustrated later in Addendum C of this report.

## 8. AFFORDABLE HOUSING IMPACT

All affordable rental communities surveyed (all of which are subsidized) are fully occupied with a waiting list, illustrating that pent-up demand exists for additional affordable rental housing within the Abbeville Site PMA. As such, we expect all affordable rental communities within the market to operate at or above 95.0% if the subject project is developed.

## 9. OTHER HOUSING OPTIONS (BUY VERSUS RENT)

According to ESRI, the median home value in the Site PMA was \$120,854. At an estimated interest rate of 7.32% and a 30-year term (and 95% LTV), the monthly mortgage for a \$120,854 home is \$986, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price – ESRI	\$120,854
Mortgaged Value = 95% Of Median Home Price	\$114,811
Interest Rate – MortgageNewsDaily.Com	7.32%
Term	30
Monthly Principal & Interest	\$789
Estimated Taxes & Insurance*	\$197
<b>Estimated Monthly Mortgage Payment:</b>	<b>\$986</b>

\*Estimated at 25% of principal and interest.



In comparison, the proposed collected rents for the subject property are subsidized, requiring residents to pay up to 30% of their adjusted gross income toward housing costs. As such, site residents are unlikely to be able to afford the monthly payments required to own a home. In fact, as the subject project will target senior households, we expect some support from elderly homeowners downsizing from their homes and seeking a maintenance free housing alternative. Therefore, we do not anticipate any competitive impact on or from the homebuyer market.

#### **10. HOUSING VOIDS**

As previously noted, there are no non-subsidized age-restricted LIHTC projects within the Site PMA. Additionally, all government-subsidized senior rental communities surveyed are fully occupied with waiting lists, indicating that significant pent-up demand exists for additional low-income senior housing. Therefore, the subject development will help fill a rental housing void within the Site PMA. Additionally, it is our opinion that the development of the subject site will add much needed modern affordable rental units to a market that is generally aging and in need of updating. The subject site will accommodate a portion of the housing void that exists in the market.

## I. Interviews

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

- Jane Hannah, Office Manager with the Abbeville County Economic Development Board, stated that there is a need for more affordable housing in the Abbeville area for both families and seniors. *(864) 366-2181*
- Shanta Morgan, Property Manager of Hunters Blind Apartments, a government-subsidized Tax Credit community within the Site PMA in Calhoun Falls, indicated that there is a need for additional affordable housing in the Abbeville area, especially considering that there are few options to choose from when looking for housing in the area. Morgan noted that tenants typically prefer to stay close to family, leading to low turnover and a shortage of supply in the immediate area. Morgan further mentioned there is especially a need for more senior housing, as she has no knowledge of a single property in the vicinity dedicated to seniors. *(704) 357-6000*
- Timothy Workman, Occupancy Specialist Case Worker with the South Carolina Regional Housing Authority #1, stated that there is a strong need for more affordable housing in Abbeville County, including affordable housing for seniors. Mr. Workman noted that the largest issue in that county is the lack of available units, as all affordable properties are full.

Additionally, there are approximately 45 Housing Choice Vouchers issued within the housing authority's jurisdiction. However, it was also revealed that approximately 35 issued vouchers are currently going unused, likely due to holders of these vouchers being unable to locate/obtain a quality affordable rental housing unit that will accept the voucher. There is an approximately one- to three-year wait for additional vouchers. The waiting list is closed, and it is unknown when the waiting list will reopen. This further reflects the continuing need for affordable housing alternatives and/or Housing Choice Voucher assistance. *(864) 984-0578*

## J. Recommendations

Based on the findings reported in our market study, it is our opinion that a market exists for the 40 units proposed at the subject site, assuming it is developed as detailed in this report with a subsidy available to all units.

The project will be similar to the comparable LIHTC projects in the region in terms of unit amenities and unit sizes, and the programmatic rent will be positioned below the rents for similar units at these projects. The subject project will also be one of the only age-restricted LIHTC projects in the market, allowing it to accommodate an age and income cohort that is underserved in the Site PMA.

Assuming the subject project operates with a subsidy available to all 40 units, the subject project has a low and achievable capture rate of 19.2%. However, if the subsidy was not offered, it is anticipated that the 40-unit subject development will experience challenges in reaching and/or maintaining a stabilized occupancy level, based on the base of income-qualified renter support in the market. This is reflected in the project's capture rate of over 100.0% in this scenario, which assumes the maximum allowable rent.

Therefore, if the subject project were to operate without a subsidy, it is likely that the subject project will need to reduce its rent, reduce the total number of proposed units and/or offer units targeting additional income (AMHI) levels. Depending on the ultimate design of the subject project following these considerations, this will enable the property to more appropriately accommodate the base of low-income senior renters who are clearly underserved in this market.

However, in reality, the subject project will operate with a Section 202 subsidy available to all units. In this scenario, the project is considered marketable as proposed and we have no recommendations. Changes in the project's location, rents, amenities, subsidy availability or opening date may alter these findings.

## K. Signed Statement Requirement

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

Certified:

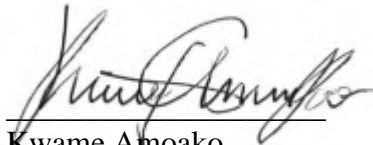


Nathan Stelts (Primary Contact)

Market Analyst

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Date: December 7, 2023



Kwame Amoako

Market Analyst

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Date: December 7, 2023



Patrick M. Bowen

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[patrickb@bowennational.com](mailto:patrickb@bowennational.com)

Date: December 7, 2023



## L. Qualifications

### The Company

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

### Company Leadership

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

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

### Market Analysts

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

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

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

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

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

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

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

**Jonathan Kabat**, Market Analyst, has surveyed both urban and rural markets throughout the country. He is trained to understand the nuances of various rental housing programs and their construction and is experienced in the collection of rental housing data from leasing agents, property managers, and other housing experts within the market. Mr. Kabat graduated from The Ohio State University with a Bachelor of Art in History and a minor in Geography.

**Sidney McCrary**, Market Analyst, is experienced in the on-site analysis of residential and commercial properties. He has the ability to analyze a site's location in relation to community services, competitive properties and the ease of access and visibility. Mr. McCrary has a Bachelor of Science in Business Administration from Ohio Dominican University.

### **Research Staff**

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

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

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

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

## M. Methodologies, Disclaimers & Sources

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

### 1. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

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

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

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



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

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

## **2. REPORT LIMITATIONS**

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

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

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

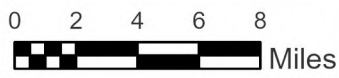
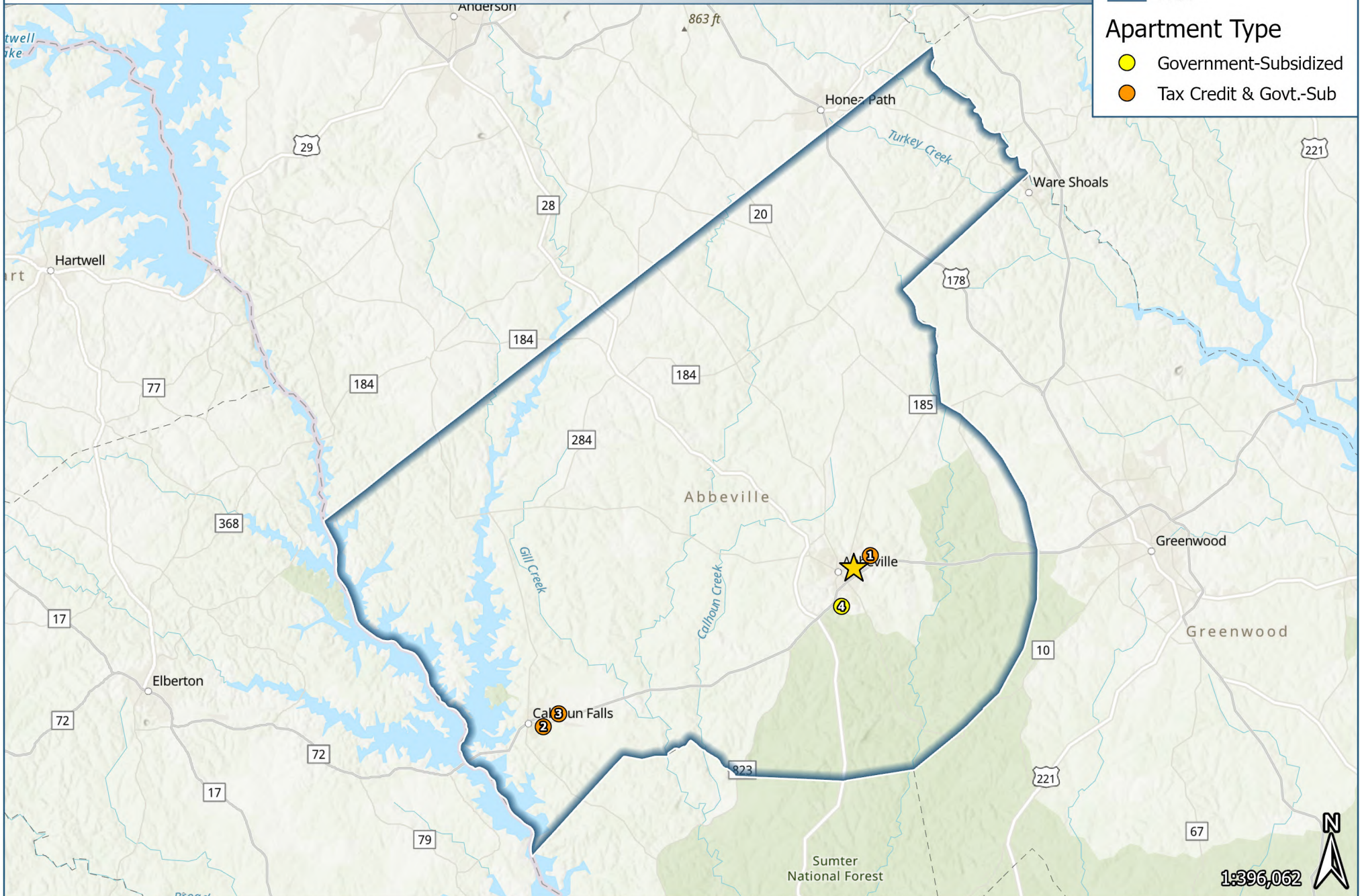
## **3. SOURCES**

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

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

# ADDENDUM A:


















## FIELD SURVEY OF CONVENTIONAL RENTALS










Map ID	Property	Prop Type	Quality Rating	Year Built	Total Units	Vacant	Occ. Rate	Distance To Site*
1	Hickory Heights & Oakland Apts	TGS	B	1974	112	0	100.0%	1.1
2	Hunters Blind Apts.	TGS	B	1970	24	0	100.0%	15.3
3	Waterford Place	TGS	B	1994	32	0	100.0%	14.8
4	Woodview Apts.	GSS	B	1980	40	0	100.0%	2.5
902	Cardinal Glen	MRR	B	2003	64	0	100.0%	15.6
903	Havenwood Elberton Senior	TAX	B+	2020	50	0	100.0%	34.7
906	Kingston Pointe II	TAX	B+	2009	44	0	100.0%	32.2
907	Laurel Street Village I & II	TAX	B+	2016	76	0	100.0%	22.1
908	Regency Park	MRR	B+	2001	132	0	100.0%	11.7
910	Winter Ridge	MRR	B	2007	252	0	100.0%	14.2


\*Drive distance in miles

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

<b>1</b>	<b>Hickory Heights &amp; Oakland Apts</b> 1108 Cambridge Street, Abbeville, SC 29620	Contact: Lori Phone: (864) 366-2986
	Total Units: 112    UC: 0    Occupancy: 100.0%    Stories: 2    Year Built: 1974 BR: 1, 2, 3    Vacant Units: 0    Waitlist: 39 HH    AR Year: Target Population: Family    Yr Renovated: 2021 Rent Special: None Notes: Tax Credit; HUD Section 8	
<b>2</b>	<b>Hunters Blind Apts.</b> 101 Eastgate St., Calhoun Falls, SC 29628	Contact: Anna Phone: (864) 447-8198
	Total Units: 24    UC: 0    Occupancy: 100.0%    Stories: 2    Year Built: 1970 BR: 1, 2, 3    Vacant Units: 0    Waitlist: 7 HH    AR Year: Target Population: Family    Yr Renovated: 2001 Rent Special: None Notes: Tax Credit; RD 515, RA (23 units)	
<b>3</b>	<b>Waterford Place</b> 100 Waterford Ln., Calhoun Falls, SC 29628	Contact: Wendy Phone: (864) 418-9025
	Total Units: 32    UC: 0    Occupancy: 100.0%    Stories: 1    Year Built: 1994 BR: 1    Vacant Units: 0    Waitlist: 2 HH    AR Year: Target Population: Senior 55+    Yr Renovated: Rent Special: None Notes: Tax Credit; RD 515, has RA (29 units)	
<b>4</b>	<b>Woodview Apts.</b> 1 Woodview Ln., Abbeville, SC 29620	Contact: April Phone: (864) 459-4409
	Total Units: 40    UC: 0    Occupancy: 100.0%    Stories: 1    Year Built: 1980 BR: 1    Vacant Units: 0    Waitlist: 24 HH    AR Year: Target Population: Senior 62+    Yr Renovated: Rent Special: None Notes: HUD Section 8 & 202	
<b>902</b>	<b>Cardinal Glen</b> 1524 Parkway, Greenwood, SC 29646	Contact: Tom Phone: (864) 943-8883
	Total Units: 64    UC: 0    Occupancy: 100.0%    Stories: 2    Year Built: 2003 BR: 1, 2, 3    Vacant Units: 0    Waitlist: 4 HH    AR Year: Target Population: Family    Yr Renovated: Rent Special: None Notes:	


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

**903** Havenwood Elberton Senior Contact: Sheleanda  
 335 S Oliver St, Elberton, GA 30635 Phone: (762) 585-9955




Total Units: 50 UC: 0 Occupancy: 100.0% Stories: 2,3 w/Elevator Year Built: 2020  
 BR: 1, 2 Vacant Units: 0 Waitlist: 7 HH AR Year:  
 Target Population: Senior 55+ Yr Renovated:  
 Rent Special: None  
 Notes: Tax Credit; HOME Funds (10 units); Preleasing 10/2021, Opened 12/2021, stabilized occupancy 2/2022

**906** Kingston Pointe II Contact: Crystal  
 101 Fyffe Dr., Anderson, SC 29625 Phone: (864) 224-6501




Total Units: 44 UC: 0 Occupancy: 100.0% Stories: 1 Year Built: 2009  
 BR: 1, 2 Vacant Units: 0 Waitlist: 38 HH AR Year:  
 Target Population: Senior 55+ Yr Renovated:  
 Rent Special: None  
 Notes: Tax Credit

**907** Laurel Street Village I & II Contact: Brittany  
 90 Peachtree St, Honea Path, SC 29654 Phone: (864) 368-9121




Total Units: 76 UC: 0 Occupancy: 100.0% Stories: 1,2 Year Built: 2016  
 BR: 1, 2, 3, 4 Vacant Units: 0 Waitlist: 10 HH AR Year:  
 Target Population: Family Yr Renovated:  
 Rent Special: None  
 Notes: Tax Credit; HOME Funds (20 units)

**908** Regency Park Contact: Doug  
 120 Edinborough Cir, Greenwood, SC 29649 Phone: (864) 943-1333




















Total Units: 132 UC: 0 Occupancy: 100.0% Stories: 3 Year Built: 2001  
 BR: 1, 2, 3 Vacant Units: 0 Waitlist: None AR Year:  
 Target Population: Family Yr Renovated:  
 Rent Special: None  
 Notes:

**910** Winter Ridge Contact: Ashley  
 102 Winter Way, Greenwood, SC 29649 Phone: (864) 943-9191



Total Units: 252 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 2007  
 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 5 HH AR Year:  
 Target Population: Family Yr Renovated:  
 Rent Special: None  
 Notes:

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

Source: South Carolina Housing Authority  
Effective: 01/2024

Monthly Dollar Allowances

		Garden						Townhome					
		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR	0 BR	1 BR	2 BR	3 BR	4 BR	5 BR
Heating	Natural Gas	27	34	40	47	56	56	27	34	40	47	56	56
	+Base Charge	0	0	0	0	0	0	0	0	0	0	0	0
	Bottled Gas	38	46	55	65	77	77	38	46	55	65	77	77
	Electric	29	35	42	49	59	59	29	35	42	49	59	59
	Heat Pump	14	17	0	24	29	29	14	17	0	24	29	29
	Oil	17	20	23	26	29	29	17	20	23	26	29	29
Cooking	Natural Gas	8	9	10	11	12	12	8	9	10	11	12	12
	Bottled Gas	18	21	25	28	31	31	18	21	25	28	31	31
	Electric	6	7	8	9	10	10	6	7	8	9	10	10
Other Electric	35	40	43	49	53	53	35	40	43	49	53	53	
+Base Charge	0	0	0	0	0	0	0	0	0	0	0	0	
Air Conditioning	8	9	13	16	19	19	8	9	13	16	19	19	
Water Heating	Natural Gas	10	13	18	19	24	24	10	13	18	19	24	24
	Bottled Gas	21	32	48	51	68	68	21	32	48	51	68	68
	Electric	15	22	33	35	47	47	15	22	33	35	47	47
	Oil	15	23	35	37	49	49	15	23	35	37	49	49
Water	25	28	33	39	46	46	25	28	33	39	46	46	
Sewer	26	30	36	43	51	51	26	30	36	43	51	51	
Trash Collection	19	19	19	19	19	19	19	19	19	19	19	19	
Internet*	20	20	20	20	20	20	20	20	20	20	20	20	
Cable*	20	20	20	20	20	20	20	20	20	20	20	20	
Alarm Monitoring*	0	0	0	0	0	0	0	0	0	0	0	0	

\* Estimated- not from source



## Addendum B – Member Certification & Checklist

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

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

Certified:



Patrick M. Bowen  
President

[patrickb@bowennational.com](mailto:patrickb@bowennational.com)

Date: December 7, 2023



Nathan Stelts (Primary Contact)  
Market Analyst

[nathans@bowennational.com](mailto:nathans@bowennational.com)

Date: December 7, 2023

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

## ADDENDUM-MARKET STUDY INDEX

### A. INTRODUCTION

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

### B. DESCRIPTION AND PROCEDURE FOR COMPLETING

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

### C. CHECKLIST

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

**CHECKLIST (Continued)**

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

**CHECKLIST (Continued)**

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



## Addendum C – Achievable Market Rent Analysis

### A. INTRODUCTION

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

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

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

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

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

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

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

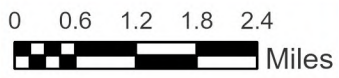
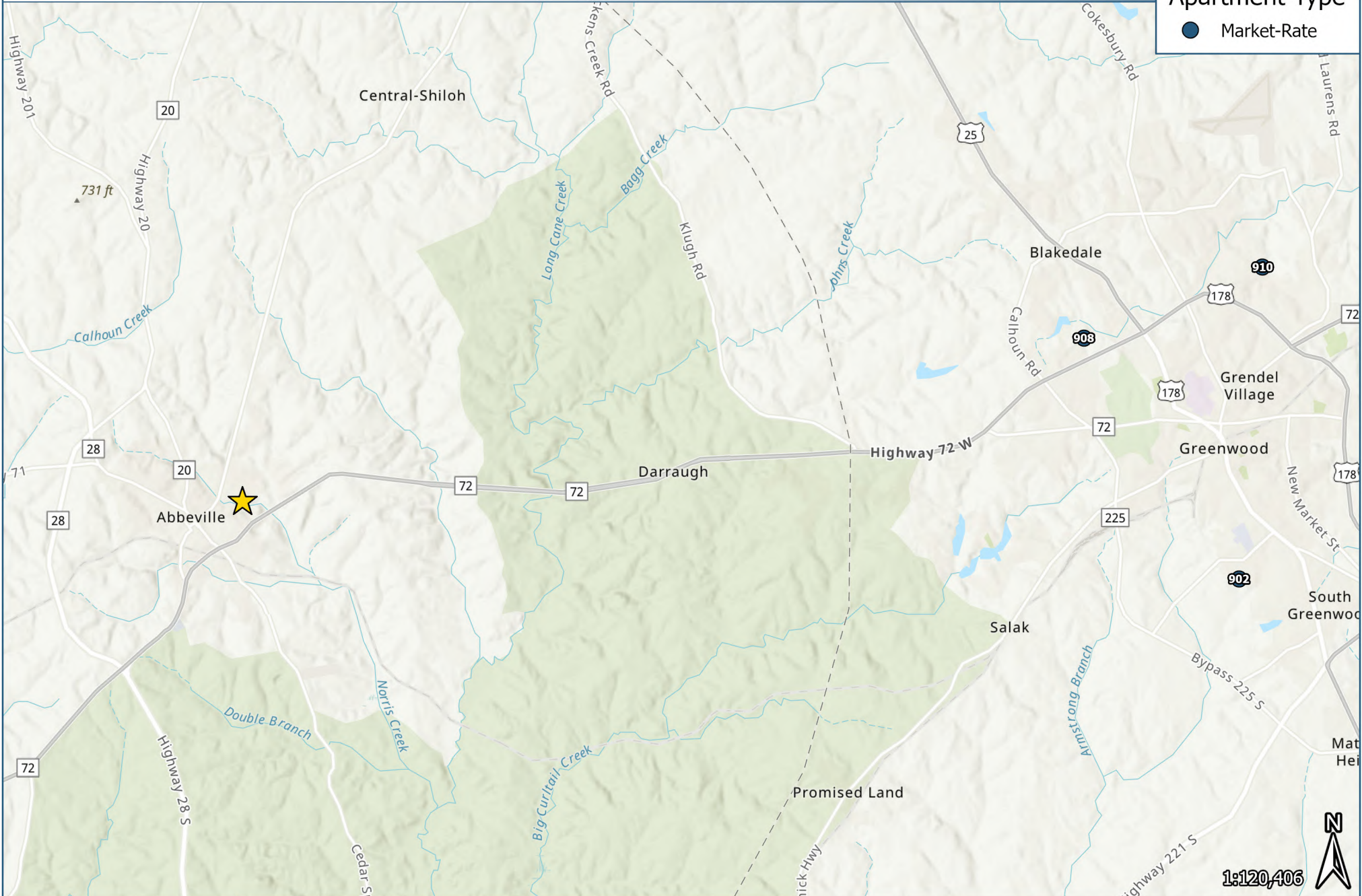
Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)		
					One-Br.	Two-Br.	Three-Br.
<b>Site</b>	<b>A.C.T.S. Community Apartments</b>	<b>2025*</b>	<b>40</b>	<b>-</b>	<b>40 (-)</b>	<b>-</b>	<b>-</b>
902	Cardinal Glen	2003	64	100.0%	16 (100.0%)	32 (100.0%)	16 (100.0%)
908	Regency Park	2001	132	100.0%	18 (100.0%)	66 (100.0%)	48 (100.0%)
910	Winter Ridge	2007	252	100.0%	64 (100.0%)	132 (100.0%)	56 (100.0%)

Occ. – Occupancy

900 series Map IDs are located outside Site PMA

The three selected market-rate projects have a combined total of 448 units with an overall occupancy rate of 100.0%, a very strong rate for rental housing. This illustrates that these projects have been very well received within the region and will serve as accurate benchmarks with which to compare the subject development.

The Rent Comparability Grid on the following page shows the collected rents for each of the selected properties and illustrates the adjustments made (as needed) for various features and location or neighborhood characteristics, as well as quality differences that exist between the selected properties and the subject development. Preceding the Rent Comparability Grid is a map of the location of the comparable market-rate developments in relation to the location of the subject site.



**Rent Comparability Grid**

Unit Type → **ONE-BEDROOM**

<b>Subject</b>		<b>Comp #1</b>		<b>Comp #2</b>		<b>Comp #3</b>			
A.C.T.S. Community Apartments		Cardinal Glen		Regency Park		Winter Ridge			
410 Branch Street		1524 Parkway		120 Edinborough Cir		102 Winter Way			
Abbeville, SC		Greenwood, SC		Greenwood, SC		Greenwood, SC			
<b>A.</b>	<b>Rents Charged</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>		
1	\$ Last Rent / Restricted?	\$999		\$1,000		\$865			
2	Date Surveyed	Oct-23		Nov-23		Nov-23			
3	Rent Concessions	None		None		None			
4	Occupancy for Unit Type	100%		100%		100%			
5	Effective Rent & Rent/ sq. ft	\$999	1.37	\$1,000	1.18	\$865	1.30		
<b>B.</b>	<b>Design, Location, Condition</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>		
6	Structure / Stories	EE/2		WU/3		WU/2			
7	Yr. Built/Yr. Renovated	2025	\$22	2001	\$24	2007	\$18		
8	Condition/Street Appeal	E	\$15	G	\$15	G	\$15		
9	Neighborhood	G		G		G			
10	Same Market?	No	(\$150)	No	(\$150)	No	(\$130)		
<b>C.</b>	<b>Unit Equipment/ Amenities</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>		
11	# Bedrooms	1		1		1			
12	# Baths	1		1		1			
13	Unit Interior Sq. Ft.	638	(\$29)	850	(\$68)	665	(\$9)		
14	Patio/Balcony/Sunroom	N	(\$5)	Y	(\$5)	Y	(\$5)		
15	AC: Central/Wall	C		C		C			
16	Range/Refrigerator	R/F		R/F		R/F			
17	Microwave/Dishwasher	Y/Y	\$5	Y/Y		Y/Y			
18	Washer/Dryer	HU/L		HU/L		HU	\$5		
19	Floor Coverings	V/W		V/W		C/V			
20	Window Treatments	Y		Y		Y			
21	Secured Entry	Y	\$3	N	\$3	N	\$3		
22	Garbage Disposal	N	(\$5)	Y	(\$5)	Y	(\$5)		
23	Ceiling Fan/E-Call System	Y/N		Y/N		N/N	\$5		
<b>D.</b>	<b>Site Equipment/ Amenities</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>		
24	Parking ( \$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0			
25	On-Site Management	Y		Y		Y			
26	Security Features	N	(\$5)	Y	(\$5)	Y	(\$5)		
27	Community Space	Y		Y		Y			
28	Pool/Recreation Areas	F/S/G	\$11	P/F/S	(\$7)	N	\$11		
29	Business/Computer Center	Y	\$3	Y		N	\$3		
30	Grilling Area/Storage	N/N		Y/N	(\$3)	N/N			
31	Library	N		N		N			
32	Social Services	Y	\$10	N	\$10	N	\$10		
<b>E.</b>	<b>Utilities</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>		
33	Heat (in rent?/ type)	N/E		N/E		N/E			
34	Cooling (in rent?/ type)	N/E		N/E		N/E			
35	Cooking (in rent?/ type)	N/E		N/E		N/E			
36	Hot Water (in rent?/ type)	N/E		N/E		N/E			
37	Other Electric	N		N		N			
38	Cold Water/Sewer	Y/Y		N/N	\$58	N/N	\$58		
39	Trash/Recycling	Y/N		Y/N		N/N	\$19		
<b>F.</b>	<b>Adjustments Recap</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>		
40	# Adjustments B to D	7	5	4	7	8	5		
41	Sum Adjustments B to D	\$69	(\$194)	\$52	(\$243)	\$70	(\$154)		
42	Sum Utility Adjustments			\$58		\$77			
		<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>		
43	Net/ Gross Adjmts B to E	(\$125)	\$263	(\$133)	\$353	(\$7)	\$301		
<b>G.</b>	<b>Adjusted &amp; Market Rents</b>	<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>			
44	Adjusted Rent (5+ 43)	\$874		\$867		\$858			
45	Adj Rent/Last rent		87%		87%		99%		
46	Estimated Market Rent	\$865	\$1.36 ←	Estimated Market Rent/ Sq. Ft					



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

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

Bedroom Type	Programmatic Collected Rent	Achievable Market Rent	Market Rent Advantage
One-Bedroom	\$521*	\$865	39.77%

\*Maximum allowable rent minus tenant-paid utilities

Typically, Tax Credit rents targeting households earning up to 50% of AMHI are set at least 20% below market rent to ensure the property represents a value and has a sufficient flow of prospective tenants within most markets. As such, the programmatic subject LIHTC rent should represent an excellent value to low-income seniors, as it represents a market rent advantage of 39.77% if a subsidy was not offered.

However, as illustrated earlier in this report, the subject project has a high capture rate of more than 100.0% in this unlikely non-subsidized scenario. Therefore, in the unlikely event the project did not offer a subsidy, the developer would likely need to reduce the project's total unit mix, reduce rents and/or offer additional targeted income (AMHI) levels to accommodate the base of income-qualified support that exists (and is underserved) within the market.

Regardless, the subject will operate with a subsidy available to all units and will represent a significant value, as few (if any) tenants will pay the programmatic rent evaluated in the preceding analysis.

**B. RENT ADJUSTMENT EXPLANATIONS (RENT COMPARABILITY GRID)**

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

1. Rents for each property are reported as collected rents. These are the actual rents paid by tenants and do not consider utilities paid by tenants. The rents reported are typical and do not consider rent concessions or special promotions.
  
7. Upon completion of construction, the subject project will be the newest property in the market. The selected properties were built between 2001 and 2007. As such, we have adjusted the rents at the selected properties by \$1 per year of age difference to reflect the age of these properties.

8. It is anticipated that the proposed subject project will have an excellent appearance once construction is complete. We have made adjustments for those properties that we consider to be of inferior quality compared to the subject development.
  
10. All of the selected properties are located outside of the Abbeville Site PMA in Greenwood. The Greenwood market is significantly larger than Abbeville in terms of population, community services and apartment selections. Given the differences in markets, the rents that are achievable in Greenwood will not directly translate to the Abbeville market. Therefore, we have adjusted each collected rent at the comparable projects located in Greenwood by approximately 15.0% to account for these market differences.
  
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar-for-dollar basis, we have used 25% of the average for this adjustment. While the subject will offer a range of unit sizes, we have conservatively considered the smallest units (638 square feet) proposed for the site.
  
- 14.-23. The proposed subject project will offer a unit amenity package slightly inferior to those offered at the selected properties. We have made adjustments for features lacking at the subject property and, in some cases, for features the subject project does offer.
  
- 24.-32. The proposed project will offer a comprehensive project amenities package. We have made monetary adjustments to reflect the difference between the proposed project's and the selected properties' project amenities.
  
- 33.-39. We have made adjustments to reflect the differences in utility responsibility at each selected property. The utility adjustments were based on the local housing authority's utility cost estimates.