

A Feasibility Analysis For

Vista View

39 Haigler Blvd
Bluffton, SC
Beaufort County
Census Tract 21.06

Date of Report

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United Housing Associates, Inc

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Section 1: Introduction

Market Analyst Professionals, LLC (MAP) has prepared the following report to determine the market feasibility of an affordable housing project located in Bluffton, South Carolina. The subject proposal is described in detail in Section 3. The study assumes Low Income Housing Tax Credits will be utilized in financing the subject property. The market study was prepared in accordance with South Carolina State Housing Finance and Development Authority (SCSHFDA) guidelines and industry accepted practices. Information contained within the report is assumed to be trustworthy and reliable. Recommendations and conclusions in the report are based on professional opinion. MAP does not guarantee the data nor assume any liability for any errors in fact, analysis or judgment resulting from the use of the report.

Section 2: Executive Summary

2013 EXHIBIT S – 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY: (APPENDIX C)		
Development Name:	Vista View	Total # Units: 72
Location:	39 Haigler Blvd, Bluffton SC	# LIHTC Units: 72
PMA Boundary:	The PMA is roughly constrained by US 278 to the north and the Cooper River to the west, south and east.	
Development Type: Family	(Miles):	9.00

RENTAL HOUSING STOCK (found on page 54)				
Type	# Properties	Total Units	Vacant Units	Average Occupancy*
All Rental Housing	8	1399	34	97.6%
Market-Rate Housing	3	859	32	96.3%
Assisted/Subsidized Housing not to include LIHTC	0	0	0	NA
LIHTC (All that are stabilized)**	5	540	2	99.6% Current Rate
Stabilized Comps***	5	540	2	99.6% Current Rate
Non-stabilized Comps	0	0	0	

* Average Occupancy percentages will be determined by using the second and fourth quarter rates reported for 2012.
 ** Stabilized occupancy of at least 93%.
 *** Comps are those comparable to the subject and those that compete at nearly the same rent levels and tenant profile, such as age, family and income.

Subject Development				Adjusted Market Rent				Highest Unadjusted Comp Rent	
# Units	# Bedrooms	Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
18	3 BR-Apt	2	1,205	\$620	\$1,200	\$1.00	48%	\$1,116	\$1.02
54	3 BR-Apt	2	1,205	\$740	\$1,200	\$1.00	38%	\$1,116	\$1.02
****Gross Potential Rent Monthly				\$51,120	\$86,429		41%		

****Gross Potential Rent Monthly is calculated by multiplying the number of units for each bedroom type by the proposed tenant rent by bedroom. Sum of those is the Gross Potential Rent

DEMOGRAPHIC DATA (found on page 50)						
	2010		2012		2015	
Renter Households	4,011	23.5%	4,152	23.4%	4,364	23.2%
Income-Qualified Renter HHs (LIHTC)	743	18.5%	769	18.5%	808	18.5%
Income-Qualified Renter HHs (MR)						

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 50)						
Type of Demand	50%	60%	Market-rate	Other: __	Other: __	Overall
Renter Household Growth	14	28				39
Existing Households (Overburden + Substand)	123	240				341
Homeowner conversion (Seniors)	0	0				0
Other:						
Less Comparable/Competitive Supply	17	51				68
Net Income-qualified Renter HHs	120	217				312

CAPTURE RATES (found on page 50)						
Targeted Population	50%	60%	Market-rate	Other: __	Other: __	Overall
Capture Rate	15.0%	24.9%				23.1%

ABSORPTION RATE (found on page 49)	
Absorption Rate	1 to 2 months

# Units	Bedroom Type	Proposed Tenant Rent	Gross Potential Tenant Rent	Adjusted Market Rent	Gross Potential Market Rent	Tax Credit Gross Rent Advantage
18	3 BR-Apt	\$620	\$11,160	\$1,200	\$21,607	
54	3 BR-Apt	\$740	\$39,960	\$1,200	\$64,822	
72			\$51,120		\$86,429	40.85%

- Based on the analysis within this report, the proposal will be successful as is; no changes are deemed necessary. The proposal is the rehabilitation of a project offering 72 units operating under LIHTC guidelines and current occupancy of 94 percent. The current success of the proposal offers strong support for the rehabilitation and continued success of the project since the quality of unit offered will only increase post-rehabilitation. The site is located near excellent condition single-family homes demonstrating the site’s viability for similar housing. Amenities and employment opportunities are located in close proximity. Household growth in the area has increased at a very robust rate in the past 10 years and is forecasted continue through 2018. Derived demand statistics for the subject suggest sufficient demand to absorb the proposal. Since the proposal is the rehabilitation of an occupied project, it would have little to no impact on other projects entering the market area. Furthermore, supply side data indicates rents for the subject will be competitively positioned in the area and the subject will be well positioned in the market and competitive with comparable projects. As a result, the rehabilitation of the proposal to more adequately serve the PMA’s population is appropriate.

- The subject is located in an area undergoing tremendous growth with a rapid increase in both population and households evident between 2000 and 2010 in the PMA. Nielsen forecasts a continuation of these trends through 2018 with growth within the PMA exceeding both the state and county.

- The site is an existing project located on the west side of Haigler Boulevard, just north of May River Road. To the immediate north is White Oak Apartments, a LIHTC project in good condition and reporting 97 percent occupancy. To the immediate east is a single-family residential neighborhood with homes in good to excellent condition. South of the subject is light residential development along Haigler Boulevard. West of the subject is vacant land. Farther removed from the site the area is predominately residential in all directions with commercial concentrated along

Fording Island Road, north of the site.

- A capture rate of 23.1 percent for the total LIHTC units was determined based on the demand calculations outlined in the preceding pages (including renter household growth, substandard units, over-burdened rental housing potential), the developer's rent and assuming complete displacement of the existing tenancy (which should be considered very conservative assumptions). This rate is below the threshold of 20 percent, and is supportive for the development of the proposal, particularly given the conservative assumptions utilized.
- Only May River Village, a newly constructed LIHTC project offering 68 units and entering the market in early 2012, was able to cite absorption information. This project opened in mid-January of 2012 and reached stabilized occupancy within 7 months or 10 units per month. Since the proposal has an established tenancy base with current 94 percent occupancy and no displacement of tenants will occur during the rehabilitation, absorption estimates are less relevant and will likely be dictated by the rehabilitation schedule and the availability of units. Based on an estimated 20 percent of units (16 units) needing to be refilled after rehabilitation, an absorption rate of 1 to 2 months would be anticipated.
- The overall occupancy rate for the most comparable projects is 99.6 percent. The project has an established tenancy base (with current occupancy of 94 percent) and the quality of unit offered will only increase after rehabilitation of the proposal. The proposal offers comparable amenities, construction type and unit sizes to similar facilities. An examination of the rent roll indicates that the vast majority of current tenants are paying more than the proposed rent with contracts rents at or in excess of proposed rents offering support for units targeted at 60 percent AMI. Fourteen tenants currently pay less than \$600, which is less than the 18 units which will be targeted at 50 percent AMI. Rents for these units will represent a small increase for current tenants, ignoring any increases in rent from now till market entry. New rents for these tenants may represent an increase, but are still appropriately positioned within the area and are deemed feasible. Post rehab the quality of units will have increased with rents decreasing for the bulk of tenants, this combined with the high demand evident for affordable housing in the area, offer support for the success of the proposal.

- Since the proposal has an established tenancy base, it will have no impact on existing housing within the area. Strong demand is evident among affordable housing within the area. Strong continuing household growth will fuel the demand for housing in the area.

Section 3: Project Description

Name: Vista View

Address: 39 Haigler Blvd
Bluffton, SC 29910

Target Population: Family

Total Units: 72
Subsidized Units: 0
LIHTC Units: 72
Unrestricted Units: 0

Utilities Included in Rent

Heat: No
Electric: No
Water: No
Sewer: No
Trash: Yes
Heat Type: Ele

Construction Detail:

Construction: Rehab
Building Type: Apartments
Total Buildings: 9
Stories: 2
Site Acreage: 6.7092

Construction Schedule:

Beginning: Oct-13
Ending: Oct-14

Total Parking Spaces:

Surface: 144

Plans: Existing project

Unit Configuration

	AMI Target	# of Units	# of Baths	Type	Average Sq. Footage	Contract Rent	Utility Allowance	Gross Rent	Max Gross Rent	Maximum Income
Total		72								\$41,820
Summary 3 BR		72								\$41,820
3 BR-Apt	50%	18	2.0	Apt	1,205	\$620	\$251	\$871	\$871	\$34,850
3 BR-Apt	60%	54	2.0	Apt	1,205	\$740	\$251	\$991	\$1,045	\$41,820

Proposed and Recommended Amenities										
Unit Amenities										
Yes	A/C - Central			Yes	Microwave			Yes	Patio/Balcony	
	A/C - Wall Unit				Ceiling Fan				Basement	
	A/C - Sleeve Only			Yes	Walk-In Closet				Fireplace	
Yes	Garbage Disposal			Yes	Window - Mini-Blinds				High Speed Internet	
Yes	Dishwasher				Window - Draperies			Yes	Individual Entry	
Development Amenities										
Yes	Clubhouse (separate building)				Swimming Pool				Sports Courts (b-ball, tennis, v-ball, etc.)	
Yes	Community Room			Yes	Playground/Tot Lot			Yes	On-Site Management	
Yes	Computer Center			Yes	Gazebo				Secured Entry - Access Gate	
	Exercise/Fitness Room				Elevator				Secured Entry - Intercom or Camera	
Yes	Community Kitchen(ette)			Yes	Exterior Storage Units					
Laundry Type										
Yes	Coin-Operated Laundry				Surface Lot	144			Number of Spots Total	
Yes	In-Unit Hook-up Only				Carport					
	In-Unit Washer/Dryer				Garage (attached)					
	None				Garage (detached)					

Additional Information:

- The subject is the rehabilitation of an existing 94 percent occupied project (per the developer’s rent roll) with 91 percent occupancy reported in 2012.
- The subject currently operates under LIHTC guidelines and will continue to do so post rehab. No displacement is anticipated to occur through the imposition of income restrictions or through the rehabilitation process.
- The rent roll was provided and reviewed (discussed in more detail in the supply analysis section of this report and included as an addendum).

Rehab Efforts (per the developer):

- The subject is an occupied project and will undergo an extensive rehabilitation (MAP has included these efforts in the addendum). It is projected that the rehab will enhance the appeal of the subject.

Section 4: Site Profile

Date of Inspection:	3/10/2012	By Chris Vance
Acreage:	6.7092	
Total Residential Buildings:	9	
Density: (Acres/Building)	0.7	
Topography:	Existing project	
Adjacent Land Uses:		Impact:
North:	Multi-family residential	Favorable
East:	Single-family homes	Favorable
South:	Light residential	Favorable
West:	Vacant	Favorable

City and Neighborhood Characteristics

The subject is located in the city of Bluffton within Beaufort County, South Carolina. Bluffton has linkages to the city of Hilton Head Island, to the east, and has experienced very rapid growth over the past decade.

The site is an existing project located on the west side of Haigler Boulevard, just north of May River Road. To the immediate north is White Oak Apartments, a LIHTC project in good condition and reporting 100 percent occupancy. To the immediate east is a single-family residential neighborhood with homes in good to excellent condition. South of the subject is light residential development along Haigler Boulevard. West of the subject is vacant land. Farther removed from the site the area is predominately residential in all directions with commercial concentrated along Fording Island Road, north of the site.

No negative attributes were apparent. The location of nearby successful LIHTC developments as well as the current high occupancy (94 percent per the developer) of the subject demonstrates the area's viability for similar housing. Access to the site will be via Haigler Boulevard. The site has limited visibility from major thoroughfares, however, the success of nearby developments (as well as existing

tenancy at the subject) indicates success in the same location and offers strong support for the subject. It is assumed an experienced management company, familiar with LIHTC guidelines and initial project lease ups, will manage the project.

Road or Infrastructure Improvements

US 278 was observed under construction through Bluffton during the site visit (this encompasses all three US 278 projects referenced below). Planned or underway projects within Beaufort County according to the South Carolina Department of Transportation include the following:

In Design/Development

Beaufort - US 21 Bridge over Albergotti Creek

Beaufort - S-79 Bridge over Jarvis Creek

In Construction

Beaufort - US 278 & SC 46 (ARRA)

Beaufort - US 278 & Simmonsville Rd (S-474) (ARRA)

Beaufort - US 278 Widening

Neighborhood Amenities/Retail/Services

Major commercial concentration is located along Fording Island Road, less than 2.5 miles from the subject. Anchor stores along this roadway within close proximity to the subject include: Target, Lowes, Big Lots, Sears, Tanger Outlet Center and several commercial and professional offices as well as several dining options.

Health Care

The nearest major health care service is the Beaufort Memorial Hospital's Bluffton Medical Services. Per their web site: patients "can access a full range of health care services from Primary Care to Pediatric Rehabilitation and Digital Mammography. Through our Med Share program, patients can see a variety of specialists and subspecialists without traveling from their home community."

Crime

A crime index for the area is illustrated below. Total crime risk for the 29910 zip code is consistent with the state as a whole and perception of crime is not deemed problematic for the site. The Crime Index score represents the combined risks of crime compared to the national average of 100. A score of 200 indicates twice the national average total crime risk, while 50 indicates half the national risk. The different types of crime are given equal weight in this score. Scores are based on demographic and geographic analyses of crime over seven years.

Area	Bluffton 29910	SC	National
Total Crime Risk	135	130	100

Personal Crime Index

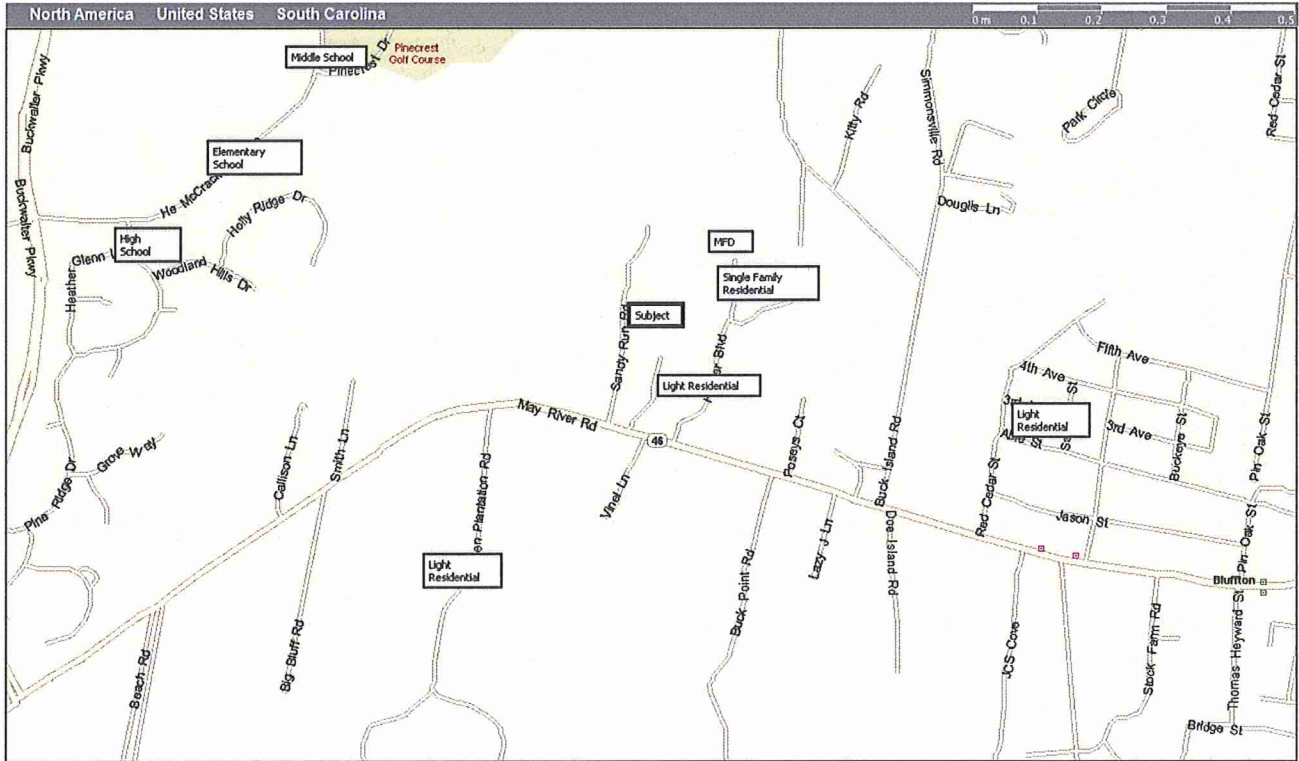
	29910	0	0
Personal Crime Risk	29910	0	0
Murder Risk	142	165	100
Rape Risk	67	138	100
Robbery Risk	120	138	100
Assault Risk	99	95	100

Property Crime Index

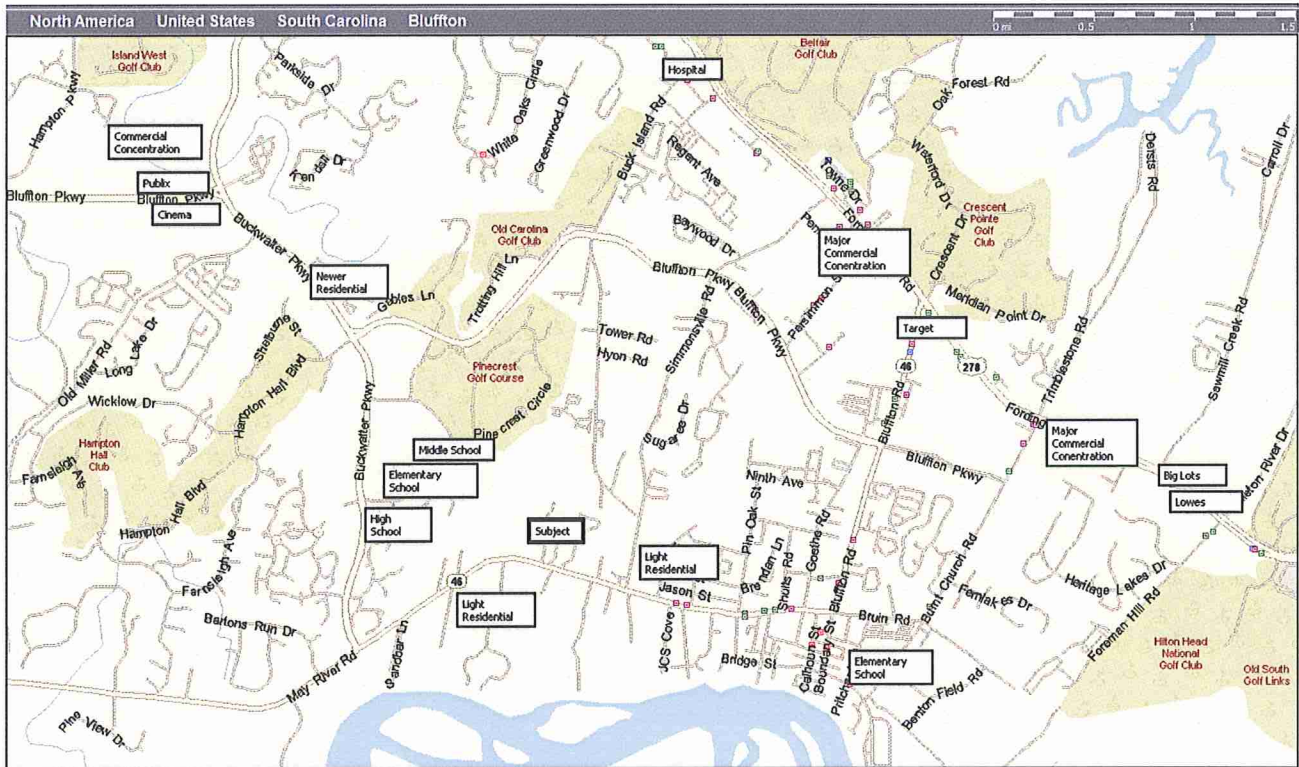
	Bluffton 29910	South Carolina	National
Property Crime Risk	Bluffton 29910	0	0
Burglary Risk	158	124	100
Larceny Risk	130	137	100
Motor Vehicle Theft Risk			

Source: Homefair.com

Map: Local Area and Amenities



Map: Local Area and Amenities



Site Photos



-Looking southwest at subject from site entrance



-Existing subject



-Looking north from site entrance



-Looking northeast from site entrance



-Looking south from site entrance

Section 5: Market Area Delineation

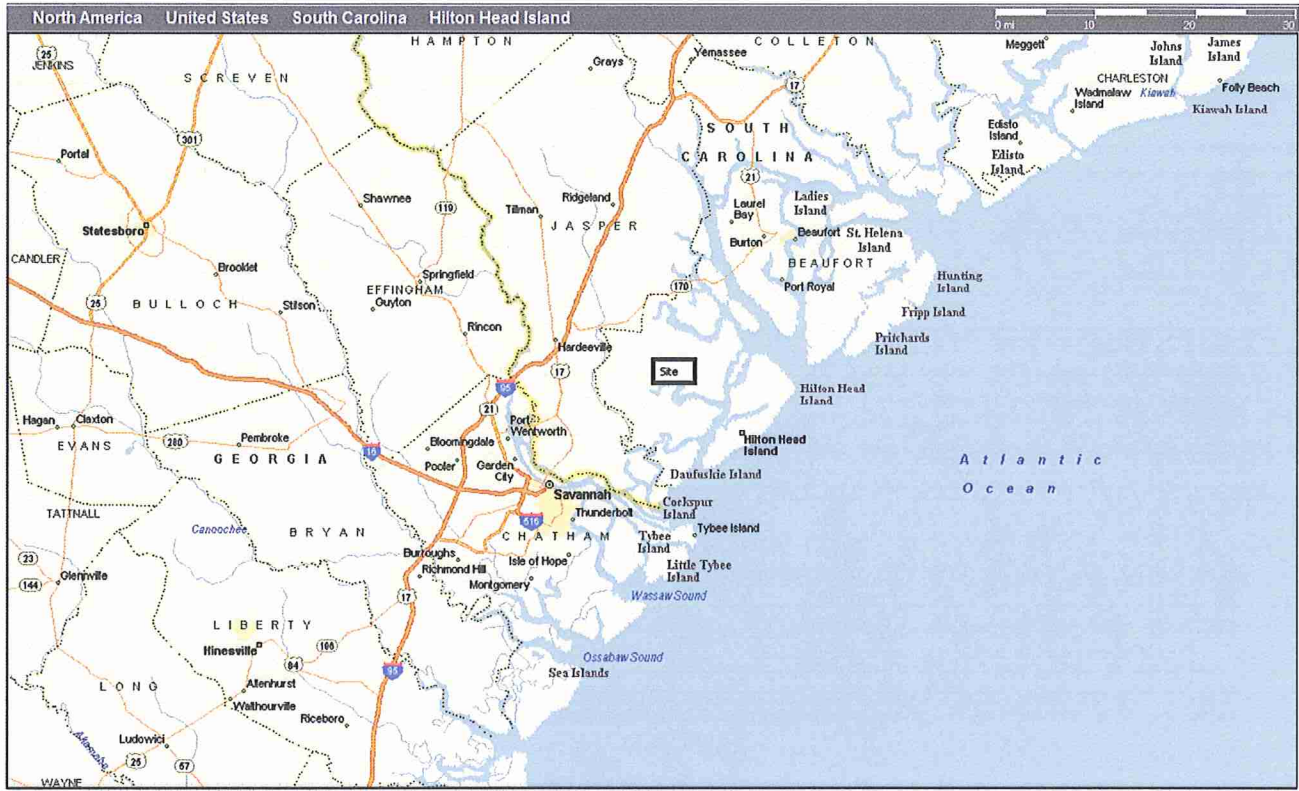
The following demographic information, comparables, and demand analysis are based on the Primary Market Area (PMA) as defined below and outlined in the following maps. The proposal is located in Bluffton, South Carolina, in Census Tract 21.06 of Beaufort County. For comparison purposes, data pertaining to the city of Bluffton, Beaufort County and the state of South Carolina where appropriate have also been included throughout the analysis.

The PMA is defined by Census Tracts which form the boundaries of the PMA. The PMA is roughly constrained by US 278 to the north and the Cooper River to the west, south and east. The farthest boundary of the PMA is approximately 9 miles to the south. From the site, the PMA extends approximately 3 miles to the north, 8 miles to the west, 7 miles to the east and 9 miles to the south. Census Tracts defining the market area include:

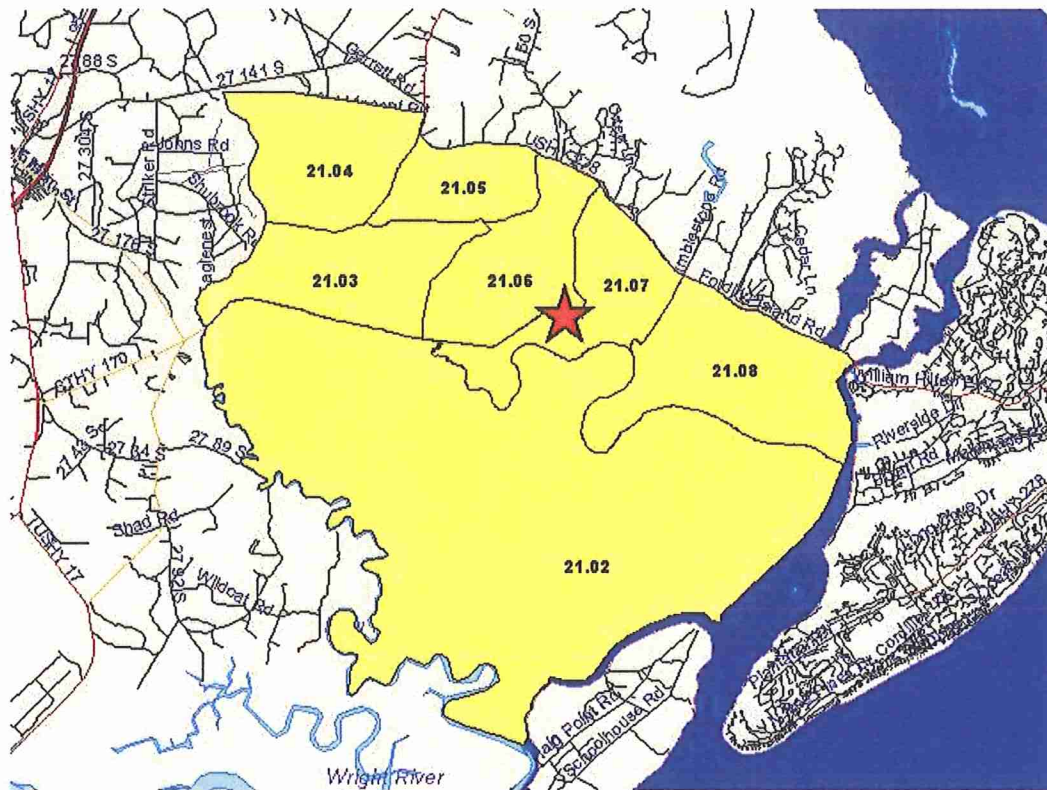
Census Tract 21.02	Census Tract 21.06
Census Tract 21.03	Census Tract 21.07
Census Tract 21.04	Census Tract 21.08
Census Tract 21.05	

Major factors in defining the PMA were natural boundaries, proximity to the site, competition with surrounding areas and socioeconomic conditions. The proposal is a family project, located in Bluffton. Rivers create limited linkages to the west, south and east. Additionally, Census Tracts located further south, north and west would dramatically increase the reach of the PMA. To the east, Hilton Head limits farther extension of the PMA.

Map: Local Area



Map: Primary Market Area
Micro View

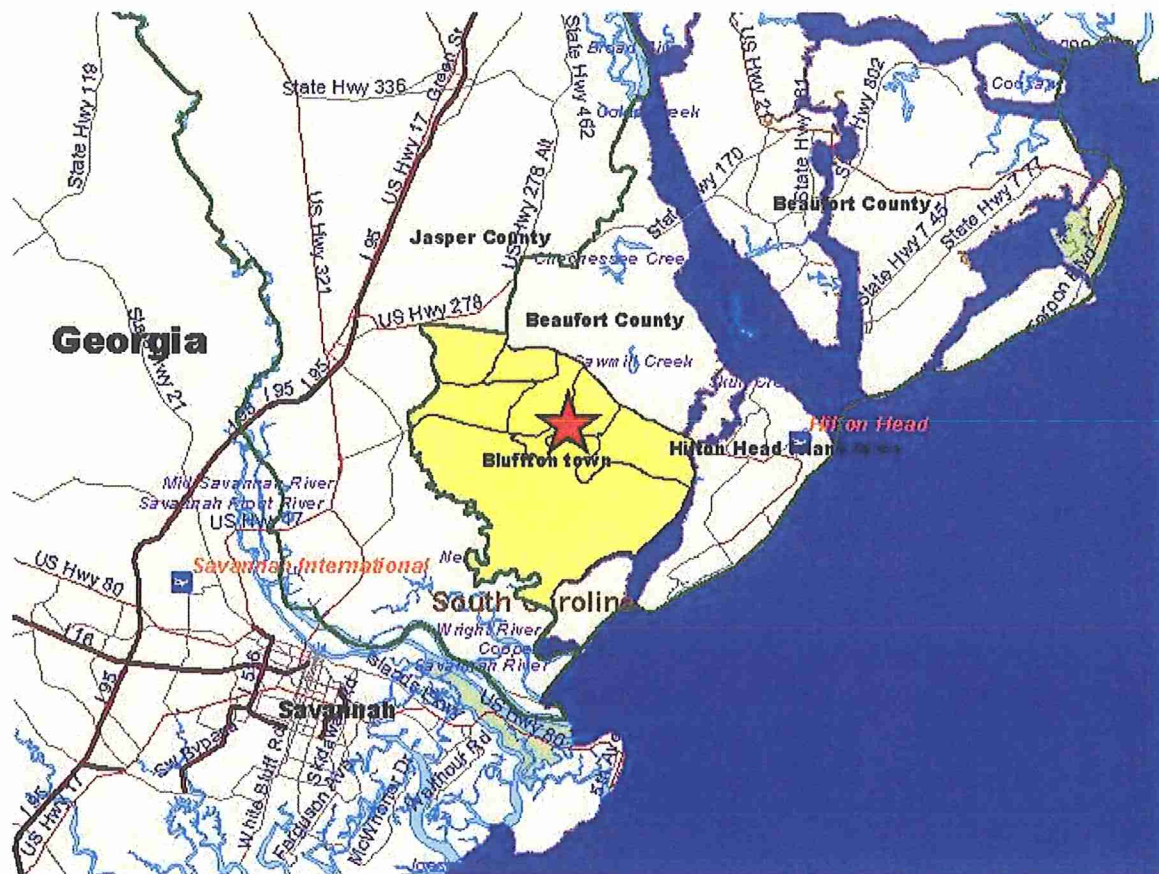


-  **Primary Market Area**
-  **County Boundary**
-  **Airport**
-  **Highway**
-  **Primary road**
-  **Secondary and connecting road**
-  **Water body**
-  **Park**



Map: Primary Market Area

Macro View



0 8 16 24 32 40 Miles

-  Primary Market Area
-  County Boundary
-  Airport
-  Highway
-  Primary road
-  Secondary and connecting road
-  Water body
-  Park



Section 6: Economic Analysis

Economic Overview

The proposal will offer units targeted at low and moderate income households within the Bluffton area. Economic analysis is provided for Beaufort County and the city of Bluffton, which are deemed the most important for the site's economic viability. In addition, information for the State of South Carolina and United States are illustrated to put these trends into greater context.

Local economics are largely driven by the national economy, particularly for larger, more urban areas with greater economic diversification. This is visually evident in the unemployment rate comparison presented in the following pages (i.e., movements in the unemployment rate for the United States coincide with state and local movements). While generally moving in tandem with national levels, the unemployment rate in South Carolina has been higher in comparison to national levels in recent years with a dramatic surge evident in 2008--this can be attributed to a continual rise in the labor force combined with a decline in employment. In recent months the unemployment rate within the city has stabilized or reversed owing to an increase in employment combined with a decline in the labor force.

The national economy suffered a credit crisis in 2008, which led to worsening economic conditions including declining consumer confidence, continued pressure on an already fragile housing sector, declining consumer spending and a dramatic decline in automotive purchases all contributing to a worsening in economic conditions throughout the nation. While the credit crisis has largely passed and there are nascent signs of recovery, unemployment throughout the nation remains high with renewed optimism among some economists to expect a recovery in jobs in the near term. Analysis throughout this report is based on current economic conditions remaining stable with a more robust recovery beginning in 2014. The effects of a deceleration or stagnation in the economy generally serve to increase demand for affordable housing among those experiencing wage cuts while eliminating from consideration those who become unemployed.

Economic Characteristics and Trends

Bluffton is located within Beaufort County, with the bulk of employment concentrations within the county located within Bluffton and Hilton Head to the east. Within the PMA, approximately 57 percent of workers find employment within a less than 30 minute travel time, a similar rate to that within the city and lower rate within the county, which is suggestive of some workers within the PMA commuting to employment opportunities within Hilton Head.

Employee Commute Times

	City of Bluffton	PMA	County of Beaufort	State of SC
2000 Total Workers via Census	684	6,104	53,180	1,784,734
Travel Time: < 15 Minutes	212	1,401	20,913	532,163
Percent of Workers	31.0%	23.0%	39.3%	29.8%
Travel Time: 15 - 29 Minutes	195	2,048	18,925	693,942
Percent of Workers	28.5%	33.6%	35.6%	38.9%
Travel Time: 30 - 44 Minutes	169	1,867	6,939	338,473
Percent of Workers	24.7%	30.6%	13.0%	19.0%
Travel Time: 45 - 59 Minutes	72	500	2,723	114,459
Percent of Workers	10.5%	8.2%	5.1%	6.4%
Travel Time: 60+ Minutes	36	288	3,680	105,697
Percent of Workers	5.3%	4.7%	6.9%	5.9%
Avg Travel Time in Minutes for Commuters	27	28	24	26

Source: Census of Population and Housing, U.S. Census Bureau; Nielsen

Forecasted industry employment concentrations in all areas are illustrated below. The local area has experienced tremendous growth over the past decade and is known as a tourist destination. As a result local employment concentrations are atypical and differ in significant ways from the state as a whole. In particular, employment in the construction, leisure and hospitality sectors is markedly higher within all submarkets relative to the state as whole. Higher concentrations in these sectors is largely offset by lower concentrations in the manufacturing sector.

Industry Employment Concentrations-Five Year Forecast

	City of Bluffton	PMA	County of Beaufort	State of SC
Construction	1,115	3,022	7,777	160,481
Percent of Total	12.9%	13.8%	10.8%	7.2%
Education and Health Services	1,291	3,368	12,794	491,469
Percent of Total	14.9%	15.4%	17.8%	22.0%
Financial Activities	647	1,607	5,589	132,680
Percent of Total	7.5%	7.3%	7.8%	5.9%
Information	237	696	1,513	39,470
Percent of Total	2.7%	3.2%	2.1%	1.8%
Leisure and Hospitality	1,210	2,961	9,935	221,380
Percent of Total	13.9%	13.5%	13.8%	9.9%
Manufacturing	457	1,101	3,604	296,686
Percent of Total	5.3%	5.0%	5.0%	13.3%
Resources and Mining	87	271	813	23,153
Percent of Total	1.0%	1.2%	1.1%	1.0%
Other Svcs, Not Pub Admin	371	919	3,621	107,489
Percent of Total	4.3%	4.2%	5.0%	4.8%
Professional and Business Services	1,133	2,922	9,077	207,340
Percent of Total	13.1%	13.4%	12.6%	9.3%
Trade/Transport/Warehouse/Utils	1,612	4,003	12,891	439,052
Percent of Total	18.6%	18.3%	17.9%	19.7%
Public Administration	517	1,007	4,330	114,057
Percent of Total	6.0%	4.6%	6.0%	5.1%

Source: Census of Population and Housing, U.S. Census Bureau; Nielsen

The major employers within Beaufort County are detailed below. Data was gathered from South Carolina Work Force in February 2013. Top employers in the area are largely engaged in the provision of health care or government services, including defense, as well as the leisure and hospitality sector. Government sector positions and health care are to some extent insulated from the turmoil in the economy. However, generally no sector of the economy evaded the recent decline in economic activity. Net job flows in 2010 and 2011 are detailed on the following pages showing net minor negative job flow in the fourth quarter of 2011, but positive job flows over the previous four quarters. The subject is slated for market entry in late 2014 at which point it is anticipated the economy will have entered a recovery phase and growth will resume with resumption of job creation to more normal levels.

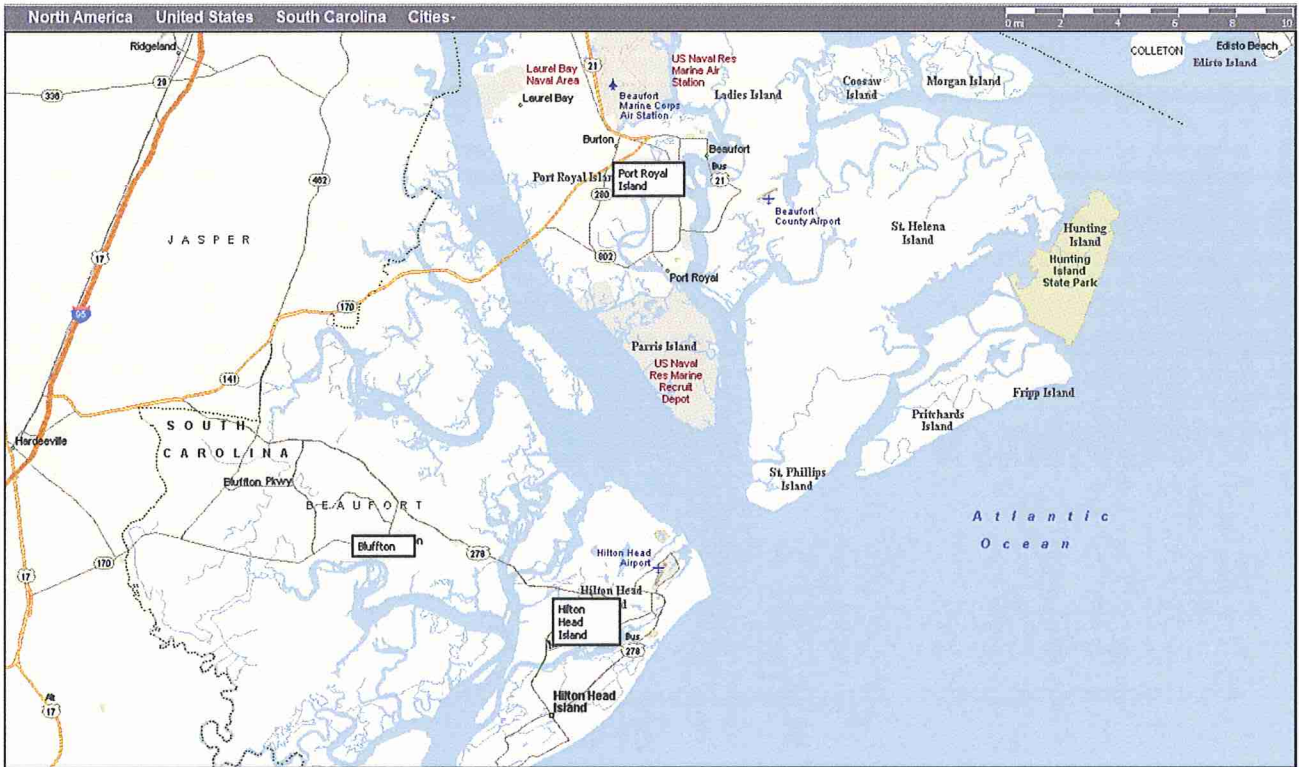
Employment concentrations are illustrated in the map on the following pages, employment within the county is concentrated within Bluffton, Hilton Head Island, and Port Royal Island, the major population centers within the county. Bluffton is situated to provide relatively easy access to both major employers in the northern portion of the county as well as the eastern portion in addition to the local employment opportunities.

Top Employers within Beaufort County

Name	City	State	Zip	Estimated Employees
Beaufort Memorial Hospital	Beaufort	SC	29902	1,000-4,999
Naval Hospital	Beaufort	SC	29902	1,000-4,999
Hilton Head Regional Med Ctr	Hilton Head Island	SC	29926	500-999
Mals 31 Headquarters	Beaufort	SC	29902	500-999
Westin Hilton Head Island Rsrt	Hilton Head Island	SC	29928	500-999
Robbers Row Grill	Hilton Head Island	SC	29928	500-999
Walmart Supercenter	Beaufort	SC	29906	500-999
Beaufort County Sheriff	Beaufort	SC	29902	250-499
Fripp Island	Saint Helena Island	SC	29920	250-499
Marriott Vacation Club Intl	Hilton Head Island	SC	29928	250-499
Marriott-Hilton Head Beach	Hilton Head Island	SC	29928	250-499
Marine Corp Community Svc	Beaufort	SC	29902	250-499
Sea Pines Real Estate Co	Hilton Head Island	SC	29928	250-499
Sea Pines Resort	Hilton Head Island	SC	29928	250-499
Cypress of Hilton Head	Hilton Head Island	SC	29926	250-499
Beaufort County Food Svc				250-499
Bluewater Resort	Hilton Head Island	SC	29926	250-499
Crowne Plaza	Hilton Head Island	SC	29928	250-499
Egret Point	Hilton Head Island	SC	29928	250-499
Preston Health Ctr	Hilton Head Island	SC	29926	250-499
Southwind Management Corp	Hilton Head Island	SC	29928	250-499
Bluffton Medical Svc	Bluffton	SC	29910	250-499
Resort Services Inc	Bluffton	SC	29910	250-499
Oyster Reef Golf Club	Hilton Head Island	SC	29928	250-499
Hilton-Oceanfront Resort	Hilton Head Island	SC	29928	250-499

Source: South Carolina Workforceinfo.com

Map: Employment Concentrations - Bluffton Area



Beaufort County Labor Market Dynamics-Changes in Employment

	Q4 2011	Average Last 4 Quarters	Q4 2010
Total Employment	58,744	57,698	57,388
Net Job Flows	-107	586	23
Job Creation	2,555	2,774	2,353
New Hires	7,679	8,326	7,619
Seperations	8,963	9,022	9,069
Turnover	8%	8%	8%
Avg Monthly Earnings	\$3,215	\$3,067	\$3,183
Avg New Hire Earnings	\$2,135	\$1,995	\$2,012

Source: US Census Bureau

Beaufort County—Announced Employment Changes (previous 6 months)

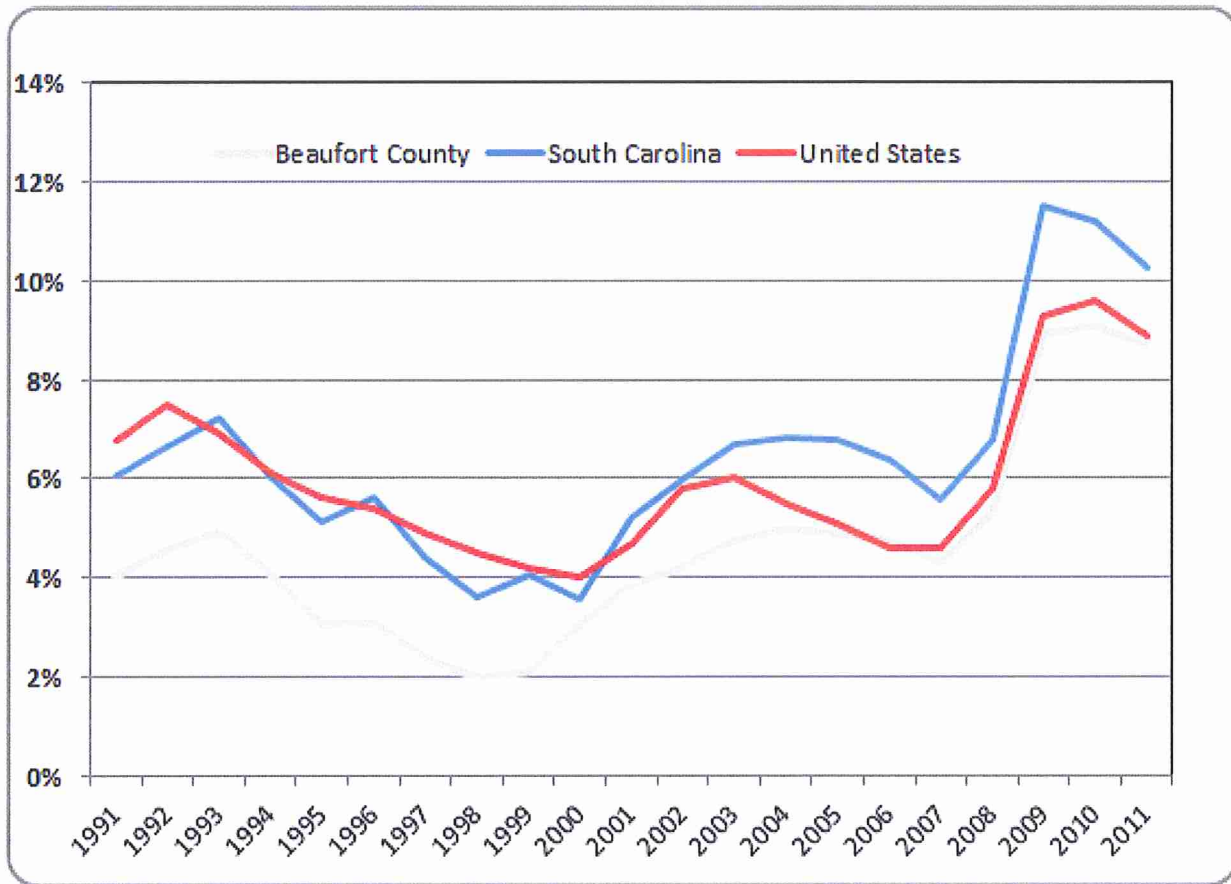
Company	Location	Effective Date	Positions	Type
Parker Hannifin	Beaufort	10/5/2012	55	Layoff
Bank of America	Beaufort	6/1/2012	20	Closure

Source: South Carolina Works

Company	Location	New Jobs	\$ Investment (Millions)
None			

Source: South Carolina Commerce

Graph: Unemployment Rate Comparison



Annual Labor Force and Employment Statistics

Year	Beaufort County				South Carolina				U.S.																																																																													
	Number Employed	Labor Force	Annual Change	Unemp. Rate	Number Employed	Labor Force	Annual Change	Unemp. Rate	Unemp. Rate	Unemp. Rate																																																																												
1991	35,335	36,818	NA	4.0%	1,653,770	1,760,801	NA	6.1%	6.8%	6.8%																																																																												
1992	36,378	38,114	1,043	4.6%	1,673,620	1,792,344	19,850	6.6%	7.5%	7.5%																																																																												
1993	38,118	40,088	1,740	4.9%	1,696,068	1,827,755	22,448	7.2%	6.9%	6.9%																																																																												
1994	39,812	41,509	1,694	4.1%	1,729,363	1,840,416	33,295	6.0%	6.1%	6.1%																																																																												
1995	42,215	43,538	2,403	3.0%	1,754,633	1,849,866	25,270	5.1%	5.6%	5.6%																																																																												
1996	44,602	46,023	2,387	3.1%	1,783,646	1,892,377	31,013	5.6%	5.4%	5.4%																																																																												
1997	46,569	47,705	1,967	2.4%	1,819,508	1,903,857	33,862	4.4%	4.9%	4.9%																																																																												
1998	48,208	49,194	1,639	2.0%	1,849,075	1,918,305	29,567	3.6%	4.5%	4.5%																																																																												
1999	50,242	51,322	2,034	2.1%	1,876,995	1,956,674	27,820	4.1%	4.2%	4.2%																																																																												
2000	49,939	51,513	(303)	3.1%	1,917,365	1,988,159	40,470	3.6%	4.0%	4.0%																																																																												
2001	48,937	50,903	(1,002)	3.9%	1,834,871	1,935,614	(82,494)	5.2%	4.7%	4.7%																																																																												
2002	51,130	53,372	2,193	4.2%	1,826,240	1,942,147	(8,631)	6.0%	5.8%	5.8%																																																																												
2003	53,259	55,921	2,129	4.8%	1,854,419	1,987,676	28,179	6.7%	6.0%	6.0%																																																																												
2004	55,914	58,830	2,655	5.0%	1,888,050	2,026,480	33,631	6.8%	5.5%	5.5%																																																																												
2005	58,372	61,381	2,458	4.9%	1,922,367	2,062,350	34,317	6.8%	5.1%	5.1%																																																																												
2006	59,786	62,759	1,414	4.7%	1,970,912	2,105,035	48,545	6.4%	4.6%	4.6%																																																																												
2007	61,256	64,019	1,470	4.3%	2,010,252	2,129,320	39,340	5.6%	4.6%	4.6%																																																																												
2008	60,488	63,835	(768)	5.3%	2,000,582	2,145,863	(9,670)	6.3%	5.8%	5.8%																																																																												
2009	57,173	62,784	(3,315)	8.9%	1,903,146	2,150,757	(97,436)	11.5%	9.3%	9.3%																																																																												
2010	57,397	63,125	224	9.1%	1,909,414	2,150,376	6,268	11.2%	9.6%	9.6%																																																																												
2011	58,091	63,623	694	8.7%	1,933,885	2,157,267	26,471	10.3%	8.9%	8.9%																																																																												
2012	59,394	64,510	1,504	7.6%	1,954,238	2,148,497	18,352	9.0%	8.1%	8.1%																																																																												
<table border="1"> <thead> <tr> <th rowspan="2">Change in Employment:</th> <th colspan="4">Beaufort County</th> <th colspan="4">South Carolina</th> <th colspan="2">U.S.</th> </tr> <tr> <th>Number</th> <th>Percent</th> <th>Annualized Rate</th> <th>Annualized Rate</th> <th>Number</th> <th>Percent</th> <th>Annualized Rate</th> <th>Annualized Rate</th> <th>Number</th> <th>Percent</th> </tr> </thead> <tbody> <tr> <td>(2005-2010):</td> <td>864</td> <td>1.4%</td> <td>0.3%</td> <td>0.3%</td> <td>52,232</td> <td>2.5%</td> <td>0.5%</td> <td>0.5%</td> <td></td> <td></td> </tr> <tr> <td>(2007-2010):</td> <td>(233)</td> <td>-0.4%</td> <td>-0.1%</td> <td>-0.1%</td> <td>11,404</td> <td>0.5%</td> <td>0.2%</td> <td>0.2%</td> <td></td> <td></td> </tr> <tr> <td>Change in Labor Force:</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>(2005-2010):</td> <td>(1,695)</td> <td>-2.8%</td> <td>-0.6%</td> <td>-0.6%</td> <td>(35,027)</td> <td>-1.8%</td> <td>-0.4%</td> <td>-0.4%</td> <td></td> <td></td> </tr> <tr> <td>(2007-2010):</td> <td>(2,397)</td> <td>-4.3%</td> <td>-1.8%</td> <td>-1.8%</td> <td>(64,697)</td> <td>-3.4%</td> <td>-1.2%</td> <td>-1.2%</td> <td></td> <td></td> </tr> </tbody> </table>											Change in Employment:	Beaufort County				South Carolina				U.S.		Number	Percent	Annualized Rate	Annualized Rate	Number	Percent	Annualized Rate	Annualized Rate	Number	Percent	(2005-2010):	864	1.4%	0.3%	0.3%	52,232	2.5%	0.5%	0.5%			(2007-2010):	(233)	-0.4%	-0.1%	-0.1%	11,404	0.5%	0.2%	0.2%			Change in Labor Force:											(2005-2010):	(1,695)	-2.8%	-0.6%	-0.6%	(35,027)	-1.8%	-0.4%	-0.4%			(2007-2010):	(2,397)	-4.3%	-1.8%	-1.8%	(64,697)	-3.4%	-1.2%	-1.2%		
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Sources: Bureau of Labor and Statistics

Monthly Labor Force and Employment Statistics (NSA)

Date	Beaufort County				South Carolina			
	Number Employed	Labor Force	Yr/Yr Employed	Yr/Yr Labor Force	Number Employed	Labor Force	Yr/Yr Employed	Yr/Yr Labor Force
Jan-10	54,559	60,752			1,855,594	2,123,087		
Feb-10	54,940	61,149			1,861,972	2,124,507		
Mar-10	56,047	61,825			1,883,675	2,130,429		
Apr-10	58,273	63,393			1,923,364	2,156,937		
May-10	59,116	64,474			1,933,813	2,166,765		
Jun-10	58,491	64,103			1,939,463	2,182,937		
Jul-10	60,446	66,327			1,938,341	2,180,864		
Aug-10	59,874	65,833			1,931,864	2,177,736		
Sep-10	58,025	63,498			1,918,399	2,149,196		
Oct-10	56,874	62,575			1,917,260	2,143,149		
Nov-10	56,332	62,128			1,905,474	2,138,149		
Dec-10	55,787	61,442			1,903,743	2,133,148		
Jan-11	54,734	60,152	0.3%	-1.0%	1,892,493	2,128,374	2.0%	0.2%
Feb-11	54,859	60,537	-0.1%	-1.0%	1,899,851	2,131,529	2.0%	0.3%
Mar-11	56,179	61,462	0.2%	-0.6%	1,924,468	2,140,382	2.2%	0.5%
Apr-11	57,755	62,887	-0.9%	-0.8%	1,946,288	2,157,622	1.2%	0.0%
May-11	58,327	63,886	-1.3%	-0.9%	1,951,747	2,170,915	0.9%	0.2%
Jun-11	60,152	66,460	2.8%	3.7%	1,954,479	2,191,324	0.8%	0.4%
Jul-11	60,043	66,186	-0.7%	-0.2%	1,956,795	2,188,303	1.0%	0.3%
Aug-11	59,140	65,200	-1.2%	-1.0%	1,947,676	2,179,071	0.8%	0.1%
Sep-11	58,910	64,440	1.5%	1.5%	1,936,432	2,158,359	0.9%	0.4%
Oct-11	59,147	64,527	4.0%	3.1%	1,945,406	2,160,314	1.5%	0.8%
Nov-11	58,975	64,001	4.7%	3.0%	1,941,084	2,144,669	1.9%	0.3%
Jan-12	58,866	63,732	5.5%	3.7%	1,933,903	2,136,337	1.6%	0.1%
Feb-12	57,611	62,466	5.3%	3.8%	1,917,332	2,121,013	1.3%	-0.3%
Mar-12	59,293	64,398	8.1%	6.4%	1,947,306	2,153,204	2.5%	1.0%
Apr-12	59,506	63,998	5.9%	4.1%	1,954,458	2,140,077	1.6%	0.0%
May-12	59,561	64,028	3.1%	1.8%	1,955,578	2,138,035	0.5%	-0.9%
Jun-12	60,272	65,635	3.3%	2.7%	1,966,155	2,167,814	0.7%	-0.1%
Jul-12	60,113	65,915	-0.1%	-0.8%	1,966,462	2,183,156	0.6%	-0.4%
Aug-12	59,302	64,825	-1.2%	-2.1%	1,959,894	2,169,905	0.2%	-0.8%
Sep-12	58,678	63,893	-0.8%	-2.0%	1,941,203	2,142,412	-0.3%	-1.7%
Oct-12	60,518	64,846	2.7%	0.6%	1,961,224	2,137,687	1.3%	-1.0%
Nov-12	60,372	64,750	2.1%	0.3%	1,969,725	2,146,119	1.3%	-0.7%
Nov-12	60,311	64,851	2.3%	1.3%	1,957,277	2,134,045	0.8%	-0.5%

Source: Bureau of Labor and Statistics

Section 7: Demographic Trends and Characteristics

Demographic Overview

The subject is located in an area undergoing tremendous growth with a rapid increase in both population and households evident between 2000 and 2010 in the PMA. Nielsen forecasts a continuation of these trends through 2018 with growth within the PMA exceeding both the state and county.

Population Characteristics and Trends

Population information for the PMA, Beaufort County and the city of Bluffton is illustrated below. In addition, information for the state of South Carolina is provided to put demographic trends in greater context. Population increased at a tremendous rate within the PMA between 1990 and 2000 and continuing through 2010. Growth within the PMA far exceeded growth in the state and county as a whole. Growth also surged within the city, however, land annexations obscure the true growth rate within Bluffton over this period although it was certainly high given such strong growth in the PMA. Nielsen forecasts a moderation of growth in all areas but with growth in all submarkets outpacing the state as a whole through 2018.

Population Trends and Forecast

	City of Bluffton	PMA	County of Beaufort	State of SC
1990 Population	981	5,108	86,425	3,486,703
2000 Population	1,275	14,246	120,937	4,012,012
Percent Change (1990 to 2000)	30.0%	178.9%	39.9%	15.1%
Total Change (1990 to 2000)	294	9,138	34,512	525,309
Annual Change (1990 to 2000)	29	914	3,451	52,531
Annualized Change (1990 to 2000)	2.7%	10.8%	3.4%	1.4%
2010 Population	12,530	42,928	162,233	4,625,364
Percent Change (2000 to 2010)	882.7%	201.3%	34.1%	15.3%
Total Change (2000 to 2010)	11,255	28,682	41,296	613,352
Annual Change (2000 to 2010)	1,126	2,868	4,130	61,335
Annualized Change (2000 to 2010)	25.7%	11.7%	3.0%	1.4%
2012 Population Estimate	13,666	44,995	165,320	4,694,823
Percent Change (2010 to 2012)	9.1%	4.8%	1.9%	1.5%
Total Change (2010 to 2012)	1,136	2,067	3,087	69,459
Annual Change (2010 to 2012)	568	1,034	1,543	34,730
Annualized Change (2010 to 2012)	4.4%	2.4%	0.9%	0.7%
2015 Population Forecast	15,370	48,096	169,950	4,799,013
Percent Change (2010 to 2015)	22.7%	12.0%	4.8%	3.8%
Total Change (2010 to 2015)	2,840	5,168	7,717	173,649
Annual Change (2010 to 2015)	568	1,034	1,543	34,730
Annualized Change (2010 to 2015)	4.2%	2.3%	0.9%	0.7%
2018 Population Forecast	17,074	51,197	174,580	4,903,202
Percent Change (2010 to 2018)	36.3%	19.3%	7.6%	6.0%
Total Change (2010 to 2018)	4,544	8,269	12,347	277,838
Annual Change (2010 to 2018)	568	1,034	1,543	34,730
Annualized Change (2010 to 2018)	3.9%	2.2%	0.9%	0.7%

Source: Census of Population and Housing, U.S. Census Bureau; Nielsen

All three submarkets share similar age distribution characteristics with the majority of the population concentrated in the 44 and under age cohorts. The aging of the Baby Boom generation has and will continue to shift the national age distribution toward the 44 and over population segments. This national trend is evident within all areas here as well with the majority of growth between 2000 and 2010 concentrated in the 45 and over age segments.

Population by Age Group

	City of Bluffton	PMA	County of Beaufort	State of SC
Age 24 and Under - 2000	457	4,134	42,614	1,417,492
Percent of total 2000 population	35.8%	29.0%	35.2%	35.3%
Age Between 25 and 44 - 2000	449	4,196	32,867	1,185,955
Percent of total 2000 population	35.2%	29.5%	27.2%	29.6%
Age Between 45 and 64 - 2000	255	3,290	26,702	923,232
Percent of total 2000 population	20.0%	23.1%	22.1%	23.0%
Age 65 and Over - 2000	114	2,626	18,754	485,333
Percent of total 2000 population	8.9%	18.4%	15.5%	12.1%
Age 24 and Under - 2010	4,468	12,325	50,791	1,556,919
Percent of total 2010 population	35.7%	28.7%	31.3%	33.7%
Percent change (2000 to 2010)	877.7%	198.1%	19.2%	9.8%
Age Between 25 and 44 - 2010	4,443	11,323	37,671	1,193,348
Percent of total 2010 population	35.5%	26.4%	23.2%	25.8%
Percent change (2000 to 2010)	889.5%	169.9%	14.6%	0.6%
Age Between 45 and 64 - 2010	2,699	9,576	40,739	1,243,223
Percent of total 2010 population	21.5%	22.3%	25.1%	26.9%
Percent change (2000 to 2010)	958.4%	191.1%	52.6%	34.7%
Age 65 and Over - 2010	920	9,704	33,032	631,874
Percent of total 2010 population	7.3%	22.6%	20.4%	13.7%
Percent change (2000 to 2010)	707.0%	269.5%	76.1%	30.2%
Age 24 and Under - 2018	5,376	12,350	42,313	1,197,717
Percent of total 2018 population	31.5%	24.1%	24.2%	24.4%
Percent change (2010 to 2018)	20.3%	0.2%	-16.7%	-23.1%
Age Between 25 and 44 - 2018	6,482	15,106	53,783	1,639,665
Percent of total 2018 population	38.0%	29.5%	30.8%	33.4%
Percent change (2010 to 2018)	45.9%	33.4%	42.8%	37.4%
Age Between 45 and 64 - 2018	3,729	10,308	38,383	1,259,925
Percent of total 2018 population	21.8%	20.1%	22.0%	25.7%
Percent change (2010 to 2018)	38.2%	7.6%	-5.8%	1.3%
Age 65 and Over - 2018	1,487	13,434	40,101	805,895
Percent of total 2018 population	8.7%	26.2%	23.0%	16.4%
Percent change (2010 to 2018)	61.6%	38.4%	21.4%	27.5%

Source: Census of Population and Housing, U.S. Census Bureau; Nielsen

Household Characteristics and Trends

Household growth trends follow similar patterns to those observed in the overall population within all areas. Between 1990 and 2000, households showed robust growth in the PMA and continuing through 2010. Nielsen forecasts households to remain robust within the PMA through 2018 with more moderate growth in the county, but still exceeding the state as a whole.

Household Trends and Forecast

	City of Bluffton	PMA	County of Beaufort	State of SC
1990 Household	376	1,946	30,712	1,258,044
2000 Household	465	5,846	45,532	1,533,854
Percent Change (1990 to 2000)	23.7%	200.4%	48.3%	21.9%
Total Change (1990 to 2000)	89	3,900	14,820	275,810
Annual Change (1990 to 2000)	9	390	1,482	27,581
Annualized Change (1990 to 2000)	2.1%	11.6%	4.0%	2.0%
2010 Household	4,417	17,080	64,945	1,801,181
Percent Change (2000 to 2010)	849.9%	192.2%	42.6%	17.4%
Total Change (2000 to 2010)	3,952	11,234	19,413	267,327
Annual Change (2000 to 2010)	395	1,123	1,941	26,733
Annualized Change (2000 to 2010)	25.2%	11.3%	3.6%	1.6%
2012 Household Estimate	4,762	17,782	66,393	1,831,163
Percent Change (2010 to 2012)	7.8%	4.1%	2.2%	1.7%
Total Change (2010 to 2012)	345	702	1,448	29,982
Annual Change (2010 to 2012)	172	351	724	14,991
Annualized Change (2010 to 2012)	3.8%	2.0%	1.1%	0.8%
2015 Household Forecast	5,279	18,834	68,566	1,876,136
Percent Change (2010 to 2015)	19.5%	10.3%	5.6%	4.2%
Total Change (2010 to 2015)	862	1,754	3,621	74,955
Annual Change (2010 to 2015)	172	351	724	14,991
Annualized Change (2010 to 2015)	3.6%	2.0%	1.1%	0.8%
2018 Household Forecast	5,796	19,886	70,738	1,921,109
Percent Change (2010 to 2018)	31.2%	16.4%	8.9%	6.7%
Total Change (2010 to 2018)	1,379	2,806	5,793	119,928
Annual Change (2010 to 2018)	172	351	724	14,991
Annualized Change (2010 to 2018)	3.5%	1.9%	1.1%	0.8%

Source: Census of Population and Housing, U.S. Census Bureau; Nielsen

Average household size can reflect economic conditions (with household size increasing during periods of recession) or indicative of the construction of larger units within the area. Consistent with national trends, average household size decreased in the county between 2000 and 2010 falling from 2.51 to 2.42 over this period and from 2.53 to 2.49 in the state. In contrast, within Bluffton and the PMA household size increased – from 2.74 to 2.84 in Bluffton and 2.44 to 2.50 in the PMA. This can probably be attributed to the construction of larger bedroom units (particularly single-family homes). Nielsen projections indicate a continuation of these trends within all areas through 2018.

Average Household Size and Group Quarters

	City of Bluffton	PMA	County of Beaufort	State of SC
2000 Average Household Size	2.74	2.44	2.51	2.53
2010 Average Household Size	2.84	2.50	2.42	2.49
Percent Change (2000 to 2010)	3.5%	2.5%	-3.7%	-1.5%
2012 Average Household Size Estimate	2.87	2.52	2.41	2.49
Percent Change (2010 to 2012)	1.2%	0.7%	-0.3%	-0.1%
2015 Average Household Size Forecast	2.91	2.54	2.40	2.48
Percent Change (2010 to 2015)	2.6%	1.7%	-0.6%	-0.3%
2018 Average Household Size Forecast	2.94	2.56	2.39	2.48
Percent Change (2010 to 2018)	3.8%	2.5%	-1.0%	-0.4%
2000 Group Quarters	0	0	6,609	135,037
2010 Group Quarters	0	263	5,265	139,154
Percent Change (2000 to 2010)	NA	NA	-20.3%	3.0%
2012 Group Quarters Estimate	2	266	5,265	139,198
Percent Change (2010 to 2012)	NA	1.2%	0.0%	0.0%
2015 Group Quarters Forecast	5	271	5,266	139,263
Percent Change (2010 to 2015)	NA	2.9%	0.0%	0.1%
2018 Group Quarters Forecast	8	275	5,267	139,328
Percent Change (2010 to 2018)	NA	4.7%	0.0%	0.1%

Source: Census of Population and Housing, U.S. Census Bureau; Nielsen

Renter penetration rates increased within the city and county between 2000 and 2010 consistent with the financial crisis of 2008 and lasting impacts on home ownership. The increase is consistent with an overall increase in the state as a whole. Renter penetration decreased in the PMA over this period, again this can probably be attributed to the construction of single-family home units for ownership. Renter penetration is the highest within the county at 29.4 percent, and lowest within the PMA at 23.5 percent. The higher renter penetration rate within the county relative to the PMA can probably be attributed to higher renter penetration in Hilton Head located in the eastern most extreme of the PMA and excluded from the PMA. Nielsen forecasts declining renter penetration rates in all areas through 2018. When combined with increasing household growth the decline in renter penetration leads to a more modest increase in renter households relative to total households over this period.

Renter Households

	City of Bluffton	PMA	County of Beaufort	State of SC
2000 Renter Households	90	1,448	12,194	426,237
Percent of Total HHs	19.4%	24.8%	26.8%	27.8%
2010 Renter Households	1,123	4,011	19,077	552,376
Percent of Total HHs	25.4%	23.5%	29.4%	30.7%
Percent Change (2000 to 2010)	1147.8%	177.0%	56.4%	29.6%
Total Change (2000 to 2010)	1,033	2,563	6,883	126,139
Annual Change (2000 to 2010)	103	256	688	12,614
Annualized Change (2000 to 2010)	28.7%	10.7%	4.6%	2.6%
2012 Renter Households Estimate	1,265	4,152	19,445	561,672
Percent of Total HHs	26.6%	23.4%	29.3%	30.7%
Percent Change (2010 to 2012)	12.6%	3.5%	1.9%	1.7%
Total Change (2010 to 2012)	142	141	368	9,296
Annual Change (2010 to 2012)	71	71	184	4,648
Annualized Change (2010 to 2012)	6.1%	1.7%	1.0%	0.8%
2015 Renter Households Forecast	1,477	4,364	19,997	575,617
Percent of Total HHs	28.0%	23.2%	29.2%	30.7%
Percent Change (2010 to 2015)	31.5%	8.8%	4.8%	4.2%
Total Change (2010 to 2015)	354	353	920	23,241
Annual Change (2010 to 2015)	71	71	184	4,648
Annualized Change (2010 to 2015)	5.6%	1.7%	0.9%	0.8%
2018 Renter Households Forecast	1,689	4,575	20,549	589,562
Percent of Total HHs	29.1%	23.0%	29.0%	30.7%
Percent Change (2010 to 2018)	50.4%	14.1%	7.7%	6.7%
Total Change (2010 to 2018)	566	564	1,472	37,186
Annual Change (2010 to 2018)	71	71	184	4,648
Annualized Change (2010 to 2018)	5.2%	1.7%	0.9%	0.8%

Source: Census of Population and Housing, U.S. Census Bureau; Nielsen

All three submarkets have similar renter persons per household distribution, with the highest concentration in one- to three-person households. The subject will offer three-bedroom units appealing to primarily younger persons and larger household sizes.

Households by Tenure by Number of Persons in Household

	City of Bluffton	PMA	County of Beaufort	State of SC
Total 2010 Owner Occupied HUs	3,294	13,069	45,868	1,248,805
1-person HH	517	2,628	10,388	289,689
2-person HH	1,265	6,817	22,782	477,169
3-person HH	586	1,502	5,489	210,222
4-person HH	550	1,234	4,161	164,774
5-person HH	251	585	1,959	69,110
6-person HH	83	198	708	24,016
7-person or more HH	42	105	381	13,825
Imputed Avg. Owner HH Size*	2.7	2.3	2.3	2.5
Total 2010 Renter Occupied HUs	1,123	4,011	19,077	552,376
1-person HH	245	890	5,421	188,205
2-person HH	280	1,041	5,108	146,250
3-person HH	195	693	3,417	93,876
4-person HH	168	640	2,656	67,129
5-person HH	112	388	1,407	33,904
6-person HH	79	198	618	13,817
7-person or more HH	44	161	450	9,195
Imputed Avg. Renter HH Size*	3.0	3.0	2.6	2.4
Percent 2010 Owner Occupied HUs	3,294	13,069	45,868	1,248,805
1-person HH	15.7%	20.1%	22.6%	23.2%
2-person HH	38.4%	52.2%	49.7%	38.2%
3-person HH	17.8%	11.5%	12.0%	16.8%
4-person HH	16.7%	9.4%	9.1%	13.2%
5-person HH	7.6%	4.5%	4.3%	5.5%
6-person HH	2.5%	1.5%	1.5%	1.9%
7-person or more HH	1.3%	0.8%	0.8%	1.1%
Percent 2010 Renter Occupied HUs	1,123	4,011	19,077	552,376
1-person HH	21.8%	22.2%	28.4%	34.1%
2-person HH	24.9%	26.0%	26.8%	26.5%
3-person HH	17.4%	17.3%	17.9%	17.0%
4-person HH	15.0%	16.0%	13.9%	12.2%
5-person HH	10.0%	9.7%	7.4%	6.1%
6-person HH	7.0%	4.9%	3.2%	2.5%
7-person or more HH	3.9%	4.0%	2.4%	1.7%

Source: Census of Population and Housing, U.S. Census Bureau; Nielsen

*-MAP estimated based on 7 persons per 7 or more HH size

Tenure by Age by Household

	City of Bluffton	PMA	County of Beaufort	State of SC
Total 2010 Owner Occupied HUs	3,294	13,069	45,868	1,248,805
15 to 24 years	56	116	462	17,132
25 to 34 years	731	1,365	3,456	127,978
35 to 44 years	796	1,830	5,498	208,648
45 to 54 years	609	1,701	7,488	271,475
55 to 64 years	643	2,485	10,399	277,550
Total Non-senior (64 years and under)	2,835	7,497	27,303	902,783
65 years and over	459	5,572	18,565	346,022
Total 2010 Renter Occupied HUs	1,123	4,011	19,077	552,376
15 to 24 years	71	436	2,642	71,339
25 to 34 years	357	1,269	5,660	139,948
35 to 44 years	320	985	3,752	107,375
45 to 54 years	188	602	2,882	96,611
55 to 64 years	82	338	1,937	67,712
Total Non-senior (64 years and under)	1,018	3,630	16,873	482,985
65 years and over	105	381	2,204	69,391
Percent 2010 Owner Occupied HUs	3,294	13,069	45,868	1,248,805
15 to 24 years	1.7%	0.9%	1.0%	1.4%
25 to 34 years	22.2%	10.4%	7.5%	10.2%
35 to 44 years	24.2%	14.0%	12.0%	16.7%
45 to 54 years	18.5%	13.0%	16.3%	21.7%
55 to 64 years	19.5%	19.0%	22.7%	22.2%
Total Non-senior (64 years and under)	86.1%	57.4%	59.5%	72.3%
65 years and over	13.9%	42.6%	40.5%	27.7%
Percent 2010 Renter Occupied HUs	1,123	4,011	19,077	552,376
15 to 24 years	6.3%	10.9%	13.8%	12.9%
25 to 34 years	31.8%	31.6%	29.7%	25.3%
35 to 44 years	28.5%	24.6%	19.7%	19.4%
45 to 54 years	16.7%	15.0%	15.1%	17.5%
55 to 64 years	7.3%	8.4%	10.2%	12.3%
Total Non-senior (64 years and under)	90.7%	90.5%	88.4%	87.4%
65 years and over	9.3%	9.5%	11.6%	12.6%

Source: Census of Population and Housing, U.S. Census Bureau; Nielsen

Household Income

Median household income within all areas increased at a robust annual rate between 1989 and 1999, increasing at or in excess of the rate of inflation, indicating a real increase in purchasing power. Income levels within the PMA are highest among the three submarkets. Nielsen forecasts a decrease in the rate of growth for all areas through 2018, with income expected to increase at a 0.0 percent annual rate within the PMA over this period.

Median Household Income

	City of Bluffton	PMA	County of Beaufort	State of SC
1989 Median Household Income	\$19,811	\$25,660	\$30,902	\$26,431
1999 Median Household Income	\$42,397	\$51,151	\$47,423	\$37,511
Percent Change (1989 to 1999)	114.0%	99.3%	53.5%	41.9%
Annualized Change (1989 to 1999)	7.9%	7.1%	4.4%	3.6%
2012 Median Household Income Estimate	\$49,047	\$51,205	\$49,685	\$39,519
Percent Change (1999 to 2012)	15.7%	0.1%	4.8%	5.4%
Annualized Change (1999 to 2012)	1.1%	0.0%	0.4%	0.4%
2015 Median Household Income Forecast	\$50,581	\$51,217	\$50,206	\$39,983
Percent Change (1999 to 2015)	19.3%	0.1%	5.9%	6.6%
Annualized Change (1999 to 2015)	1.1%	0.0%	0.4%	0.4%
2018 Median Household Income Forecast	\$52,116	\$51,230	\$50,728	\$40,446
Percent Change (1999 to 2018)	22.9%	0.2%	7.0%	7.8%
Annualized Change (1999 to 2018)	1.1%	0.0%	0.4%	0.4%

Source: Census of Population and Housing, U.S. Census Bureau; Nielsen

The income range for the proposed facility is approximately \$29,900 to \$41,820 (in current dollars). Current year data for household income distribution by tenure is not available; consequently results below are based on extrapolations considering household growth and inflation rates. In particular household income distribution based on 2010 Census data is applied to forecasted households for 2015. Additionally these income distributions are inflated to current year dollars based on the Consumer Price Index. Based on these calculations approximately 13 percent of total households within the PMA will be income qualified for the proposal.

Household Income Distribution by Tenure PMA

	Total Households	Owner Households	Renter Households
Less than \$10,599	508	398	110
Percent of 2015 Households	2.7%	2.8%	2.5%
\$10,599-\$15,899	567	398	169
Percent of 2015 Households	3.0%	2.7%	3.9%
\$15,899-\$21,199	648	445	204
Percent of 2015 Households	3.4%	3.1%	4.7%
\$21,199-\$26,499	888	587	301
Percent of 2015 Households	4.7%	4.0%	6.9%
\$26,499-\$37,099	1,967	1,350	617
Percent of 2015 Households	10.4%	9.3%	14.2%
\$37,099-\$52,999	3,748	2,445	1,302
Percent of 2015 Households	19.9%	16.8%	29.8%
\$52,999-\$79,499	4,012	3,176	836
Percent of 2015 Households	21.3%	22.0%	19.2%
\$79,500 or More	6,496	5,672	824
Percent of 2015 Households	34.5%	39.3%	18.9%

Source: Census of Population and Housing, U.S. Census Bureau; Bureau of Labor and Statistics

Section 8: Demand Analysis

Demand for Rental Units

Utilizing methodology provided by SCSHFDA, demand estimates for the proposal are outlined in the following pages based on qualified income ranges for the proposal. Income ranges are based on an affordability ratio of 35 and 40 percent of income to gross rent for family and senior projects respectively, and maximum LIHTC rents and income limits for Beaufort County. Based on South Carolina requirements, demand estimates are measured from two key sources: new renter household growth and demand from existing households and elderly owner households converting to rentership for senior projects. For senior households, a 2.0 percent rate of conversion is used for senior owner households converting to rentals. Little data was available to further define the conversion rate, so a conservative estimate of 2.0 percent is utilized. The resulting calculations are illustrated in the following tables and discussed below.

Demand by bedroom is derived from the individual income ranges by bedroom by income targeting. Specifically, the income range is based on beginning gross rents by bedroom size and maximum income by income target. For three-bedroom and larger units the analysis is further refined taking into account only large size households.

Capture Rates

From the LIHTC demand calculations, capture rates provide an indication of the percentage of annual income-qualified demand necessary for the subject property. Lower capture rates indicate generally deeper markets, thus reducing risk and hastening potential absorption periods.

A capture rate of 23.1 percent for the total LIHTC units was determined based on the demand calculations outlined in the preceding pages (including renter household growth, substandard units, overburdened rental housing potential), the developer's rent and assuming complete displacement of the existing tenancy (which should be considered very conservative assumptions). This rate is below the threshold of 30 percent, and is supportive for the development of the proposal, particularly given the conservative assumptions utilized. Demand based on estimated displacement of existing tenants, assumed

to be 20 percent, is also presented and is supportive of the proposal.

Absorption Rate

Only May River Village, a newly constructed LIHTC project offering 68 units and entering the market in early 2012, was able to cite absorption information. This project opened in mid-January of 2012 and reached stabilized occupancy within 7 months or 10 units per month. Since the proposal has an established tenancy base with current 94 percent occupancy and no displacement of tenants will occur during the rehabilitation, absorption estimates are less relevant and will likely be dictated by the rehabilitation schedule and the availability of units. Based on an estimated 20 percent of units (16 units) needing to be refilled after rehabilitation, an absorption rate of 1 to 2 months would be anticipated.

Demand Estimates

Area Median Income Targeting	50%	60%	Total LIHTC
Minimum Income (based on lowest rent)	\$29,863	\$33,977	\$29,863
Maximum Income (based on LIHTC County Limits)	\$34,850	\$41,820	\$41,820
2000 Households	17,080	17,080	17,080
2000 Renter Households	4,011	4,011	4,011
2012 Households	17,782	17,782	17,782
2012 Renter Households	4,152	4,152	4,152
2015 Households	18,834	18,834	18,834
2015 Renter Households	4,364	4,364	4,364
DEMAND FROM NEW HOUSEHOLD GROWTH			
Renter Household Growth 2012 to 2015	212	212	212
Percent Income Qualified Renter Households	6.7%	13.0%	18.5%
Demand From New Households	14	28	39
DEMAND FROM EXISTING HOUSEHOLDS			
Percent of Renters in Substandard Housing	9.8%	9.8%	9.8%
Percent Income Qualified Renter Households	6.7%	13.0%	18.5%
Demand From Substandard Renter Households	27	53	75
Percent of Renters Rent-Overburdened	34.5%	34.5%	34.5%
Percent Income Qualified Renter Households	6.7%	13.0%	18.5%
Demand From Overburdened Renter Households	95	187	266
Demand From Existing Households	123	240	341
TOTAL DEMAND	137	268	380
LESS: Total Comparable Units Constructed Since 2010	17	51	68
LESS: Comparable Units Proposed/Under Construction	0	0	0
LESS: Vacancies in Existing Projects (<90%)	0	0	0
TOTAL NET DEMAND	120	217	312
PROPOSED NUMBER OF UNITS	18	54	72
TOTAL UNITS CAPTURE RATE	15.0%	24.9%	23.1%
DISPLACEMENT CAPTURE RATE	3.0%	5.0%	4.6%
<i>Source: Census of Population and Housing, U.S. Census Bureau; Claritas</i>			

Demand by Bedroom

BR	AMI	Total Demand	Adjusted by Large HH Size	Adjusted Total Demand	Less Supply of:	Net Demand	Units Proposed	Capture Rate	Displacement Capture Rate
3 BR	50%	137	34.6%	47	4	43	18	41.6%	8.3%
3 BR	60%	268	34.6%	93	14	79	54	68.8%	13.8%
3 BR	LIHTC	380	34.6%	131	18	113	72	63.4%	12.7%

Section 9: Supply Analysis and Characteristics

Local Rental Market Analysis

MAP completed a survey of existing rental projects within the market area in January 2013. Leasing specialists of developments were contacted to identify rental housing trends as well as the most competitive projects within the area. Senior projects were excluded from the analysis. Additionally, the area was surveyed regarding current developments under construction; pipeline projects are detailed below. The overall occupancy rate for the surveyed projects was 97.6 up from a 92.7 percent rate in a March 2012 survey, with LIHTC projects reporting 99.6 percent occupancy—the overall rate is indicative of a strong rental market, while the occupancy rate for LIHTC projects is indicative of strong demand for affordable rental housing.

For those facilities providing information, the rental stock surveyed was weighted toward two- and three-bedroom units, which represent approximately 22 and 19 percent, respectively, of the reported surveyed rental stock. In terms of number of projects, the surveyed rental market is fairly evenly weighted between market rate and affordable projects but with market rate units representing approximately two-thirds of total units. The average build year for the surveyed facilities was 2005. The young housing stock can probably be attributed to the tremendous growth the area has seen over the past decade and subsequent new construction of housing.

Comparable Project Analysis

The proposal is an existing project with an established tenancy base (and is currently 94 percent occupied per the developer). The most relevant projects for assessing demand for the proposal include units operating under income restriction guidelines in close proximity to the subject. Five LIHTC projects were located within the PMA and can be considered to provide the most insight into market dynamics for the subject. Additionally, two market rate projects were included in the rent derivation grid to help gauge hypothetical market rents for the proposal. The overall occupancy rate for the most comparable projects is 99.6 percent.

The project has an established tenancy base (with current occupancy of 94 percent) and the quality of unit offered will only increase after rehabilitation of the proposal. The proposal offers comparable

amenities, construction type and unit sizes to similar facilities. An examination of the rent roll indicates that the vast majority of current tenants are paying more than the proposed rent with contracts rents at or in excess of proposed rents offering support for units targeted at 60 percent AMI. Fourteen tenants currently pay less than \$600, which is less than the 18 units which will be targeted at 50 percent AMI. Rents for these units will represent a small increase for current tenants, ignoring any increases in rent from now till market entry. New rents for these tenants may represent an increase, but are still appropriately positioned within the area and are deemed feasible. Post rehab the quality of units will have increased with rents decreasing for the bulk of tenants, this combined with the high demand evident for affordable housing in the area, offer support for the success of the proposal.

Impact on Existing LIHTC Housing

Since the proposal has an established tenancy base, it will have no impact on existing housing within the area. Strong demand is evident among affordable housing within the area. Strong continuing household growth will fuel the demand for housing in the area. The market study supports that the subject will fill a housing void for affordable housing within the market. High demand for comparable housing as well as demand statistics offer support for the proposal.

Competitive Environment

The housing market throughout most of the nation has deteriorated considerably over the past several years. While this has created buying opportunities in many markets, credit restrictions, particularly for lower income buyers, have made purchasing a home outside the reach of potential buyers. Thus competition between rental and ownership options are limited, making rental housing the most viable option for low- to moderate-income families.

Pipeline Considerations

No comparable units in the planning stages were located within the area. May River Village entered the market in 2012. These units are deducted from the demand analysis.

Rental Housing Survey-Competitive Set

Project Name	Program	Year Built (I)	Last Rehab (I)	Tenancy	Occ. Rate	Total Units	0BR	1BR	2BR	3BR	4BR	Heat Inc.	Ele. Inc.	Trash Inc.	Water Inc.	Sewer Inc.	Heat Type
Bluffton House Apartment Homes	LIHTC	2000		Open	100%	280	0	0	104	176	0	No	No	Yes	Yes	Yes	ELE
Hallmark At Maplirus Road Apt	LIHTC	2007		Open	100%	32	0	0	16	16	0	No	No	Yes	Yes	Yes	ELE
Simmons Cay Apartments	LIHTC	2001		Open	100%	88	0	0	0	NA	0	No	No	Yes	Yes	Yes	ELE
White Oak Apartments	LIHTC	2007		Open	97%	72	0	0	52	20	0	No	No	Yes	Yes	Yes	ELE
May River Village	LIHTC	2012		Open	100%	68	0	22	28	18	0	No	No	Yes	Yes	Yes	ELE
Totals and Averages:		2005			99.6%	540	0	22	200	230	0	0%	0%	100%	100%	100%	
Subject Project:	LIHTC	Rehab		Family		72	0	0	0	72	0	No	No	Yes	No	No	Ele
LIHTC Averages:		2005			99.6%	540	0	22	200	230	0	0%	0%	100%	100%	100%	

Project Name	Program	Low		High		Low		High		Low		High		Rent per Square Foot	
		Rent 1BR	Rent 1BR	Rent 1BR	Rent 1BR	SQFT 1BR	SQFT 1BR	Rent 2BR	Rent 2BR	Rent 2BR	SQFT 2BR	Rent 2BR	SQFT 2BR		
Bluffton House Apartment Homes	LIHTC													\$0.77	\$1.02
Hallmark At Maplhrus Road Apt	LIHTC													\$0.66	\$0.80
Simmons Cay Apartments	LIHTC														
White Oak Apartments	LIHTC													\$0.66	\$0.82
May River Village	LIHTC	\$528	\$640	714	726	\$0.74	\$0.88	\$637	\$794	983	1,069	\$0.65	\$0.74		
Totals and Averages:		\$528	\$640	714	726	\$0.74	\$0.88	\$673	\$849	986	1,069	\$0.68	\$0.79		
Subject Project: LIHTC															
LIHTC Averages:		\$528	\$640	714	726	\$0.74	\$0.88	\$673	\$849	986	1,069	\$0.68	\$0.79		

Project Name	Program	Low Rent 3BR	High Rent 3BR	Low SQFT 3BR	High SQFT 3BR	Rent per Square Foot	Low Rent 4BR	High Rent 4BR	Low SQFT 4BR	High SQFT 4BR	Rent per Square Foot
Bluffton House Apartment Homes	LIHTC	\$1,101	\$1,116	1,081	1,104	\$1.02					\$1.01
Hallmark At Maplinus Road Apt	LIHTC	\$757		1,204		\$0.63					
Simmons Cay Apartments	LIHTC	\$759	\$815	1,283		\$0.59					\$0.64
White Oak Apartments	LIHTC	\$758		1,204		\$0.63					
May River Village	LIHTC	\$725	\$845	1,207	1,284	\$0.60					\$0.66
Totals and Averages:		\$820	\$925	1,196	1,194	\$0.69					\$0.77
Subject Project:	LIHTC	\$620	\$740	1,205		\$0.51					\$0.61
LIHTC Averages:		\$820	\$925	1,196	1,194	\$0.69					\$0.77

Vista View, Bluffton, South Carolina

Project Name	Disposal	Dishwasher	Microwave	Central Air	Wall Air	Main Blinds	Patio / Balcony	Coin Op. Laundry	Hook Up Laundry	In-Unit W/D	Chubbone	Entry Security	Exercise/Fitness Room	Pool	On-Site Management	Carpport	Garage (attached)	Garage (detached)
Bluffton House Apartment F	Yes	Yes	No	Yes	No	Yes	Yes	Yes	Yes	No	Yes	Yes	No	Yes	Yes	No	No	No
Hallmark At Maplirus Road	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	No	No	No	No	No	Yes	No	No	No
Simmons Cay Apartments	Yes	Yes	No	Yes	No	Yes	Yes	Yes	Yes	No	Yes	No	Yes	Yes	Yes	No	No	No
White Oak Apartments	Yes	Yes	Yes	Yes	No	Yes	No	Yes	Yes	No	No	No	No	Yes	Yes	No	No	No
May River Village	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	No	Yes	Yes	No	No	Yes	No	No	No
Totals and Averages:	100%	100%	60%	100%	0%	100%	60%	100%	100%	0%	60%	40%	20%	60%	100%	0%	0%	0%
Subject Project:	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	No	Yes	No	No	No	Yes	No	No	No
LHHC Averages:	100%	100%	60%	100%	0%	100%	60%	100%	100%	0%	60%	40%	20%	60%	100%	0%	0%	0%

Rental Housing Survey-Total Survey

Project Name	Program	Year Built (Y)	Last Rehab (L)	Tenancy	Occupancy Rate	Total Units	OBR	IBR	2BR	3BR	4BR	Heat Inc.	Ele. Inc.	Trash Inc.	Water Inc.	Sewer Inc.	Heat Type
Bluffton House Apartment Homes	LIHIC	2000		Open	100%	280	0	0	104	176	0	No	No	Yes	Yes	Yes	ELE
Hallmark At Mapthrus Road Apt	LIHIC	2007		Open	100%	32	0	0	16	16	0	No	No	Yes	Yes	Yes	ELE
Simmons Cay Apartments	LIHIC	2001		Open	100%	88	0	0	0	NA	0	No	No	Yes	Yes	Yes	ELE
White Oak Apartments	LIHIC	2007		Open	97%	72	0	0	52	20	0	No	No	Yes	Yes	Yes	ELE
May River Village	LIHIC	2012		Open	100%	68	0	22	28	18	0	No	No	Yes	Yes	Yes	ELE
Crowne At Old Carolina	MARKET	2010		Open	100%	199	0	56	111	32	0	No	No	No	No	No	ELE
Old South Apartments	MARKET	1997		Open	93%	300	0	NA	NA	NA	0	No	No	No	No	No	ELE
The Lakes At Myrtle Park	MARKET	2003		Open	97%	360	0	NA	NA	NA	0	No	No	No	No	No	ELE
Totals and Averages:		2005			97.6%	1399	0	78	311	262	0	0%	0%	63%	63%	63%	63%
Subject Project:	LIHIC	Rehab		Family		72	0	0	0	72	0	No	No	Yes	No	No	Ele
LIHIC Averages:		2005			99.6%	540	0	22	200	230	0	0%	0%	100%	100%	100%	100%
Market Averages:		2003			96.3%	859	0	56	111	32	0	0%	0%	0%	0%	0%	0%

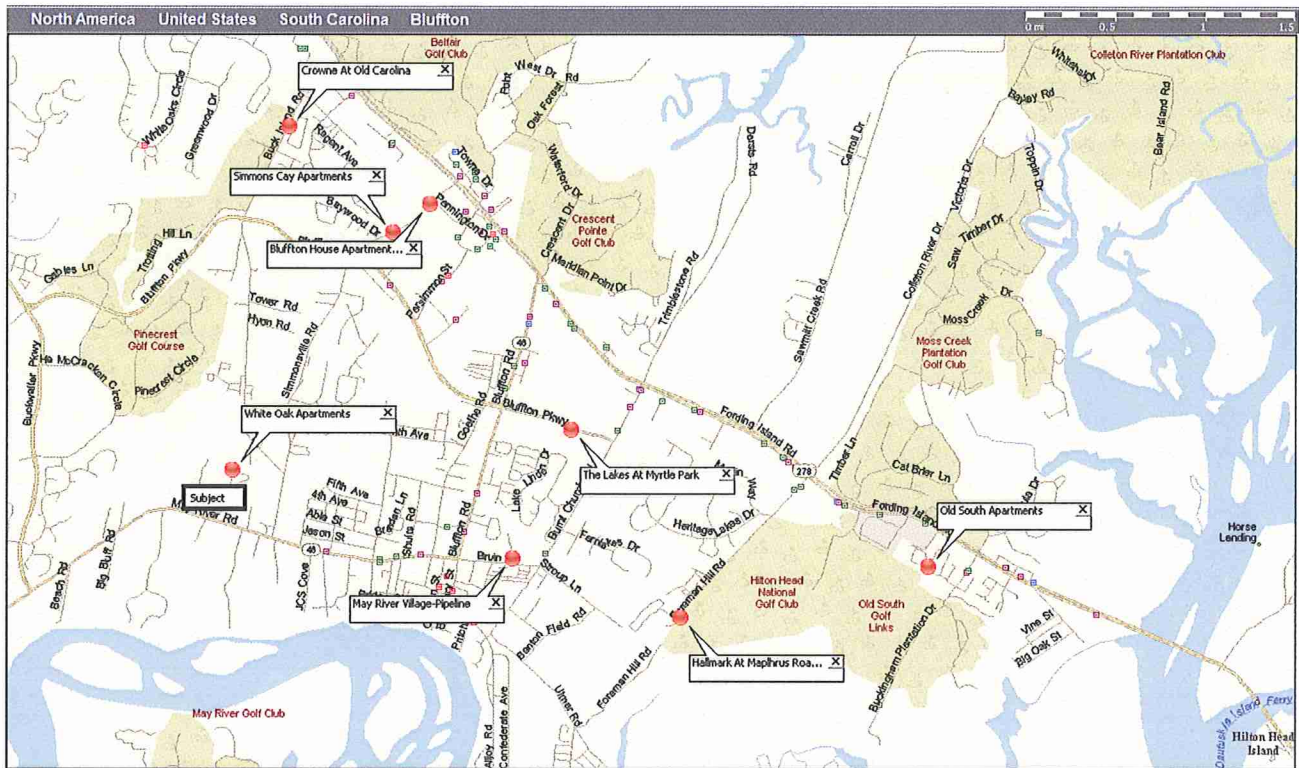
Project Name	Program	Low Rent		High Rent		Low Rent per Square Foot		High Rent per Square Foot		
		IBR	IBR	IBR	IBR	2BR	2BR	2BR	2BR	
Bluffton House Apartment Homes	LIHC					\$724	\$966	943	\$0.77	\$1.02
Hallmark At Maplirus Road Apt	LIHC					\$666	\$808	1,008	\$0.66	\$0.80
Simmons Cay Apartments	LIHC									
White Oak Apartments	LIHC					\$666	\$827	1,008	\$0.66	\$0.82
May River Village	LIHC	\$528	\$640	714	726	\$637	\$794	983	\$0.65	\$0.74
Crowne At Old Carolina	MARKET	\$830	\$865	838	928	\$1,025	\$1,155	1,134	\$0.90	\$0.91
Old South Apartments	MARKET	\$865		750		\$1,029		1,000	\$1.03	
The Lakes At Myrtle Park	MARKET	\$835		779		\$965		1,225	\$0.79	
Totals and Averages:		\$765	\$753	770	827	\$816	\$910	1,043	\$0.78	\$0.78
Subject Project: LIHC										
LIHC Averages:		\$528	\$640	714	726	\$673	\$849	986	\$0.68	\$0.79
Market Averages:		\$843	\$865	789	928	\$1,006	\$1,155	1,120	\$0.90	\$0.96

Project Name	Program	Low Rent 3BR	High Rent 3BR	Low SQFT 3BR	High SQFT 3BR	Rent per Square Foot	Low Rent 4BR	High Rent 4BR	Low SQFT 4BR	High SQFT 4BR	Rent per Square Foot
Bluffton House Apartment Homes	LIHTC	\$1,101	\$1,116	1,081	1,104	\$1.02					\$1.01
Hallmark At Maplirus Road Apt	LIHTC	\$757		1,204		\$0.63					
Simmons Cay Apartments	LIHTC	\$759	\$815	1,283		\$0.59					\$0.64
White Oak Apartments	LIHTC	\$758		1,204		\$0.63					
May River Village	LIHTC	\$725	\$845	1,207	1,284	\$0.60					\$0.66
Crowne At Old Carolina	MARKET	\$1,225	\$1,250	1,417	1,441	\$0.86					\$0.87
Old South Apartments	MARKET	\$1,250		1,428		\$0.88					
The Lakes At Myrtle Park	MARKET	\$1,100		1,562		\$0.70					
Totals and Averages:		\$959	\$1,007	1,298	1,276	\$0.74					\$0.79
Subject Project:	LIHTC	\$620	\$740	1,205		\$0.51					\$0.61
LIHTC Averages:		\$820	\$925	1,196	1,194	\$0.69					\$0.77
Market Averages:		\$1,192	\$1,250	1,469	1,441	\$0.81					\$0.87

Vista View, Bluffton, South Carolina

Project Name	Disposal	Dishwasher	Microwave	Central Air	Wall Air	Mini-Blinds	Patio/Balcony	Cab Op. Laundry	Hook Up Laundry	In-Unit W/D	Chubbies	Entry Security	Exercise/Fitness Room	Pool	On-Site Management	Carport	Car-ops (attached)	Car-ops (detached)
Bluffton House Apartment Homes	Yes	Yes	No	Yes	No	Yes	Yes	Yes	Yes	No	Yes	Yes	No	Yes	Yes	No	No	No
Hallmark At Mapthrus Road Apt	Yes	Yes	Yes	Yes	No	Yes	No	Yes	Yes	No	No	No	No	No	Yes	No	No	No
Summons Cay Apartments	Yes	Yes	No	Yes	No	Yes	Yes	Yes	Yes	No	Yes	No	Yes	Yes	Yes	No	No	No
White Oak Apartments	Yes	Yes	Yes	Yes	No	Yes	No	Yes	Yes	No	No	No	No	Yes	Yes	No	No	No
May River Village	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	No	Yes	Yes	No	No	Yes	No	No	No
Crowne At Old Carolina	Yes	Yes	No	Yes	No	Yes	Yes	No	No	Yes	Yes	No	Yes	Yes	Yes	No	No	Yes
Old South Apartments	Yes	Yes	No	Yes	No	Yes	No	No	No	Yes	Yes	No	Yes	Yes	Yes	No	No	Yes
The Lakes At Myrtle Park	Yes	Yes	No	Yes	No	Yes	Yes	No	No	Yes	Yes	No	Yes	Yes	Yes	No	No	Yes
Totals and Averages:	100%	100%	38%	100%	0%	100%	75%	63%	63%	38%	75%	25%	50%	75%	100%	0%	0%	38%
Subject Project:	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	No	Yes	No	No	No	Yes	No	No	No
LHHC Averages:	100%	100%	60%	100%	0%	100%	60%	100%	100%	0%	60%	40%	20%	60%	100%	0%	0%	0%
Market Averages:	100%	100%	0%	100%	0%	100%	100%	0%	0%	100%	100%	0%	100%	100%	100%	0%	0%	100%

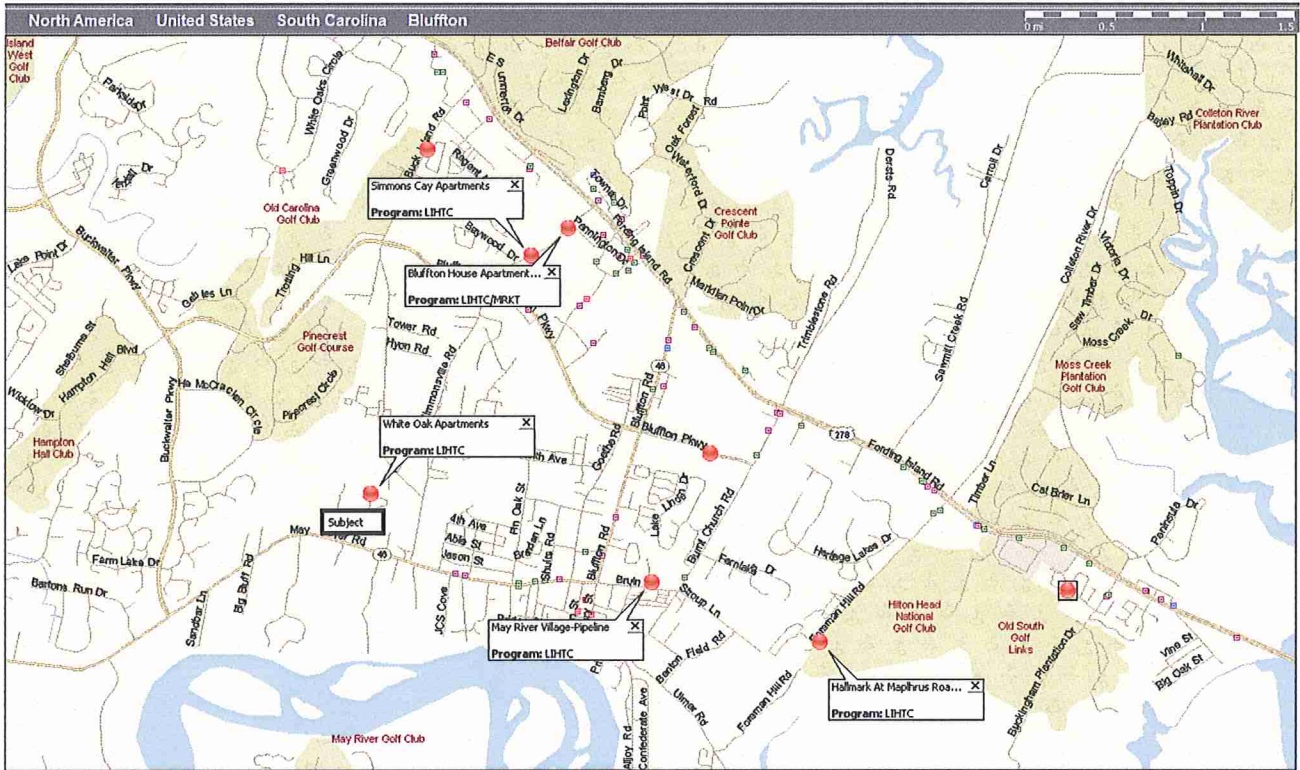
Map: Total Survey



Comp ID	Project Name	Program	Address	City	State	Phone	S-2 Summary ID
1	Bluffton House Apartment Home:	LIHTC	20 Simmonsville Road	Bluffton	SC	(843) 815-5900	AII-LIHTC
2	Hallmark At Maphrus Road Apt	LIHTC	120 Malphrus Rd	Bluffton	SC	(843) 836-2505	AII-LIHTC
3	Simmons Cay Apartments	LIHTC	57 Simmonsville Rd	Bluffton	SC	(843) 815-3437	AII-LIHTC
4	White Oak Apartments	LIHTC	102 Haigler Blvd	Bluffton	SC	(843) 757-6350	AII-LIHTC
5	May River Village	LIHTC	22 Hawkes Road	Bluffton	SC	(843) 415-5568	AII-LIHTC
6	Crown At Old Carolina	MARKET	66 Buck Island Rd	Bluffton	SC	(866) 912-1378	AII-MR
7	Old South Apartments	MARKET	29 Edgewater Cir	Bluffton	SC	(866) 762-4326	AII-MR
8	The Lakes At Myrtle Park	MARKET	4921 Bluffton Pky	Bluffton	SC	(877) 251-6305	AII-MR

Comparable Project Information

Map: Comparable Projects



Comp ID	Project Name	Program	Address	City	State	Phone	S-2 Summary ID
1	Bluffton House Apartment Homes	LIHTC	20 Simmonsville Road	Bluffton	SC	(843) 815-5900	Stabilized Comp
2	Hallmark At Maphrus Road Apt	LIHTC	120 Malphrus Rd	Bluffton	SC	(843) 836-2505	Stabilized Comp
3	Simmons Cay Apartments	LIHTC	57 Simmonsville Rd	Bluffton	SC	(843) 815-3437	Stabilized Comp
4	White Oak Apartments	LIHTC	102 Haiger Blvd	Bluffton	SC	(843) 757-6350	Stabilized Comp
5	May River Village	LIHTC	22 Hawkes Road	Bluffton	SC	(843) 415-5568	Stabilized Comp

Comparable Project Summary Sheets

Project Name: Bluffton House Apartment Homes

Address: 20 Simmonsville Road
 City: Bluffton
 State: SC
 Zip: 29910
 Phone: (843) 815-5900
 Contact Name: Christina
 Contact Date: 12/27/12
 Current Occupancy: 100%
 Historical Occ.: 95%
 as of Date: 02/28/12

Program: LIHTC
 Primary Tenancy: Open
 Year Built: 2000
 PBRA: 0
 Accept Vouchers: Yes
 # of Vouchers: NA

Included Utilities:
 Heat: No
 Electric: No
 Trash: Yes
 Sewer: Yes
 Water: Yes
 Heat Type: ELE



Unit	Type	Target	# of Units	Rental Rate	Sq. Feet	# Vacant	Occ. Rate	Wait List	# Wait List
				Low	High	Low	High		
Total			280			0	100%	No	
2BR Summary			104			0	100%	No	
2BR 2Bth	Apt	60	62	\$966		943		100%	No
2BR 2Bth	Apt	49.5	24	\$797		943		100%	No
2BR 2Bth	Apt	45	18	\$724		943		100%	No
3BR Summary			176			0	100%	No	
3BR 2Bth	Apt	60	176	\$1,101	\$1,116	1,081	1,104	100%	No

Unit Amenities

Yes	A/C - Central		Microwave	Yes	Patio/Balcony
	A/C - Wall Unit		Ceiling Fan		Basement
	A/C - Sleeve Only	Yes	Walk-In Closet		Fireplace
Yes	Garbage Disposal	Yes	Mini-blinds	Yes	Internet
Yes	Dishwasher		Draperies	Yes	Individual Entry

Development Amenities

Yes	Clubhouse (separate building)	Yes	Swimming Pool	Yes	Sports Courts
Yes	Community Room	Yes	Playground/Tot Lot	Yes	On-Site Mngt.
	Computer Center		Gazebo		Security-Access Gate
	Exercise/Fitness Room		Elevator	Yes	Security-Intercom or Camera
Yes	Community Kitchen(ette)		Storage Units		

Laundry Type

Yes	Coin-Op. Laundry	Yes	Surface Lot Only (not covered)
Yes	In-Unit Hook-up		Carport
	In-Unit Washer/Dryer		Garage (att.)
	None		Garage (det.)

Project Name: Hallmark At Maplhrus Road Apt

Address: 120 Malphrus Rd
 City: Bluffton
 State: SC
 Zip: 29910
 Phone: (843) 836-2505
 Contact Name: Ann Marie
 Contact Date: 01/03/13
 Current Occupancy: 100%
 Historical Occ.: 100%
 as of Date: 02/29/12



Program: LIHTC
 Primary Tenancy: Open
 Year Built: 2007
 PBRA: 0
 Accept Vouchers: Yes
 # of Vouchers: NA

Included Utilities:
 Heat: No
 Electric: No
 Trash: Yes
 Sewer: Yes
 Water: Yes
 Heat Type: ELE

Unit	Type	Target	# of Units	Rental Rate		Sq. Feet		# Vacant	Occ. Rate	Wait List	# Wait List
				Low	High	Low	High				
Total			32					0	100%	Yes	
2BR Summary			16					0	100%	Yes	
2BR 2Bth	Apt	60	7	\$808		1,008		0	100%	Yes	2 HHs
2BR 2Bth	Apt	50	9	\$666		1,008		0	100%	Yes	1 HHs
3BR Summary			16					0	100%	No	
3BR 2Bth	Apt	50	16	\$757		1,204		0	100%	No	

Unit Amenities

Yes	A/C - Central	Yes	Microwave	Patio/Balcony
	A/C - Wall Unit	Yes	Ceiling Fan	Basement
	A/C - Sleeve Only	Yes	Walk-In Closet	Fireplace
Yes	Garbage Disposal	Yes	Mini-blinds	Yes Internet
Yes	Dishwasher		Draperies	Yes Individual Entry

Development Amenities

	Clubhouse (separate building)		Swimming Pool	Yes Sports Courts
Yes	Community Room	Yes	Playground/Tot Lot	Yes On-Site Management
Yes	Computer Center	Yes	Gazebo	Security-Access Gate
	Exercise/Fitness Room		Elevator	Security-Intercom or Camera
Yes	Community Kitchen(ette)		Storage Units	

Laundry Type

Yes	Coin-Op. Laundry	Yes	Surface Lot Only (not covered)
Yes	In-Unit Hook-up		Carport
	In-Unit Washer/Dryer		Garage (att.)
	None		Garage (det.)

Project Name: Simmons Cay Apartments

Address: 57 Simmonsville Rd
 City: Bluffton
 State: SC
 Zip: 29910
 Phone: (843) 815-3437
 Contact Name: Erica
 Contact Date: 12/27/12
Current Occupancy: 100%
 Historical Occ.: 97%
 as of Date: 03/01/12



Program: LIHTC
Primary Tenancy: Open
Year Built: 2001
 PBRA: 0
 Accept Vouchers: Yes
 # of Vouchers: 6

Included Utilities:
 Heat: No
 Electric: No
 Trash: Yes
 Sewer: Yes
 Water: Yes
 Heat Type: ELE

Unit	Type	Target	# of Units	Rental Rate		Sq. Feet		# Vacant	Occ. Rate	Wait List	# Wait List
				Low	High	Low	High				
Total			88					0	100%	Yes	
3BR Summary			<i>NA</i>					0	100%	Yes	16 HHs
3BR 2Bth	Apt	60	U/K	\$815		1,283		0	100%	Yes	
3BR 2Bth	Apt	50	U/K	\$759		1,283		0	100%	Yes	

Unit Amenities

Yes	A/C - Central			Microwave	Yes	Patio/Balcony
	A/C - Wall Unit			Ceiling Fan		Basement
	A/C - Sleeve Only	Yes		Walk-In Closet		Fireplace
Yes	Garbage Disposal	Yes		Mini-blinds	Yes	Internet
Yes	Dishwasher			Draperies	Yes	Individual Entry

Development Amenities

Yes	Clubhouse (separate building)	Yes	Swimming Pool		Sports Courts
	Community Room	Yes	Playground/Tot Lot	Yes	On-Site Management
	Computer Center		Gazebo		Security-Access Gate
Yes	Exercise/Fitness Room		Elevator		Security-Intercom or Camera
	Community Kitchen(ette)	Yes	Storage Units		

Laundry Type

Laundry Type			Parking Type		
Yes	Coin-Op. Laundry	Yes	Surface Lot Only (not covered)		
Yes	In-Unit Hook-up		Carport		
	In-Unit Washer/Dryer		Garage (att.)		
	None		Garage (det.)		

Project Name: White Oak Apartments

Address: 102 Haigler Blvd
 City: Bluffton
 State: SC
 Zip: 29910
 Phone: (843) 757-6350
 Contact Name: Ann Marie
 Contact Date: 01/03/13
 Current Occupancy: 97%
 Historical Occ.: 100%
 as of Date: 02/29/12

Program: LIHTC
 Primary Tenancy: Open
 Year Built: 2007
 PBRA: 0
 Accept Vouchers: Yes
 # of Vouchers: NA

Included Utilities:
 Heat: No
 Electric: No
 Trash: Yes
 Sewer: Yes
 Water: Yes
 Heat Type: ELE



Unit	Type	Target	# of		Rental Rate		Sq. Feet		#	Occ.	Wait	# Wait
			Units	Units	Low	High	Low	High				
Total			72						2	97%	No	
2BR Summary			52						2	96%	No	
2BR	2Bth	Apt	60	28	\$827		1,008		2	93%	No	
2BR	2Bth	Apt	50	24	\$666		1,008		0	100%	No	
3BR Summary			20						0	100%	No	
3BR	2Bth	Apt	50	20	\$758		1,204		0	100%	No	

Unit Amenities

Yes	A/C - Central	Yes	Microwave	Patio/Balcony
	A/C - Wall Unit	Yes	Ceiling Fan	Basement
	A/C - Sleeve Only	Yes	Walk-In Closet	Fireplace
Yes	Garbage Disposal	Yes	Mini-blinds	Yes Internet
Yes	Dishwasher		Draperies	Yes Individual Entry

Development Amenities

	Clubhouse (separate building)	Yes	Swimming Pool	Yes	Sports Courts
Yes	Community Room	Yes	Playground/Tot Lot	Yes	On-Site Management
Yes	Computer Center	Yes	Gazebo		Security-Access Gate
	Exercise/Fitness Room		Elevator		Security-Intercom or Camera
Yes	Community Kitchen(ette)		Storage Units		

Laundry Type

Yes	Coin-Op. Laundry
Yes	In-Unit Hook-up
	In-Unit Washer/Dryer
	None

Parking Type

Yes	Surface Lot Only (not covered)
	Carport
	Garage (att.)
	Garage (det.)

Project Name: May River Village

Address: 22 Hawkes Road
 City: Bluffton
 State: SC
 Zip: 29910
 Phone: (843) 415-5568
 Contact Name: Damaris
 Contact Date: 12/28/12
 Current Occupancy: 100%
 Historical Occ.: 100%
 as of Date: 03/01/12

Program: LIHTC
 Primary Tenancy: Open
 Year Built: 2012
 PBRA: 0
 Accept Vouchers: Yes
 # of Vouchers: NA

Included Utilities:
 Heat: No
 Electric: No
 Trash: Yes
 Sewer: Yes
 Water: Yes
 Heat Type: ELE



Unit	Type	Target	# of Units	Rental Rate		Sq. Feet		# Vacant	Occ. Rate	Wait List	# Wait List
				Low	High	Low	High				
Total			68					0	100%	No	
1BR Summary			22					0	100%	No	
1BR 1Bth	Apt	60	16	\$640		714	726	0	100%	NA	
1BR 1Bth	Apt	50	6	\$528		714	726	0	100%	NA	
2BR Summary			28					0	100%	No	
2BR 2Bth	Apt	60	21	\$794		983	1,069	0	100%	NA	
2BR 2Bth	Apt	50	7	\$637		983	1,069	0	100%	NA	
3BR Summary			18					0	100%	No	
3BR 2Bth	Apt	60	14	\$845		1,207	1,284	0	100%	NA	
3BR 2Bth	Apt	50	4	\$725		1,207	1,284	0	100%	NA	

Unit Amenities

Yes	A/C - Central	Yes	Microwave	Yes	Patio/Balcony
	A/C - Wall Unit	Yes	Ceiling Fan		Basement
	A/C - Sleeve Only	Yes	Walk-In Closet		Fireplace
Yes	Garbage Disposal	Yes	Mini-blinds	Yes	Internet
Yes	Dishwasher		Draperies	Yes	Individual Entry

Development Amenities

Yes	Clubhouse (separate building)		Swimming Pool		Sports Courts
Yes	Community Room	Yes	Playground/Tot Lot	Yes	On-Site Management
Yes	Computer Center	Yes	Gazebo		Security-Access Gate
	Exercise/Fitness Room		Elevator	Yes	Security-Intercom or Camera
Yes	Community Kitchen(ette)	Yes	Storage Units		

Laundry Type

Laundry Type		Parking Type	
Yes	Coin-Op. Laundry	Yes	Surface Lot Only (not covered)
Yes	In-Unit Hook-up		Carport
	In-Unit Washer/Dryer		Garage (att.)
	None		Garage (det.)

Market and Achievable Rent

Market and achievable rents for the subject are illustrated below. These rents were estimated based on competitive positioning of the project in the area. An analysis utilizing both LIHTC and market rents is presented on the following page to help illustrate the competitive positioning of the subject and its positioning as a hypothetical market rate project and in comparison to similar LIHTC projects. Rents are adjusted based on appeal (including location, amenities and unit design), included utilities, unit size and where applicable by maximum allowable gross and a minimum 10 percent market advantage. Site location, condition and appeal scores are relative to the subject (i.e., the subject is always rated as 5). Based on these analyses, the subject’s rents as proposed would be discounted more than 10 percent from market rents and are consistent with estimated achievable LIHTC rents.

Estimated achievable LIHTC and hypothetical market rent represent an assessment of what a comparable unit is receiving within the market. It is not an endorsement of rent at that level as the project was analyzed considering contract rent. Changes in contract rent will impact absorption, demand statistics and competitive positioning of the proposal and would necessitate additional analysis.

	AMI Target	Contract Rent	Est. Achievable LIHTC Rent	Est. Market Rent	Market Advantage
Summary 3 BR					
3 BR-Apt	50%	\$620	\$620	\$1,200	48%
3 BR-Apt	60%	\$740	\$794	\$1,200	38%

Rent Derivation

Rent Derivation	Subject	Average Estimates	Bluffton House Apartment Homes		Hallmark At Maplhus Road Apt		Simmons Cay Apartments		White Oak Apartments	
			Data	Adjustments	Data	Adjustments	Data	Adjustments	Data	Adjustments
			LIHTC Open 2000		LIHTC Open 2007		LIHTC Open 2001		LIHTC Open 2007	
Program Type	LIHTC									
Tenancy	Family									
Year Built or Last Rehab	Rehab									
Qualitative Adjustments	Rankings		Rankings		Rankings		Rankings		Rankings	
Appeal	5		5		6	-10	5		5	
Location	5		5		5		5		5	
Condition	5		5		6	-10	5		6	-10
Amenities and Features	Included		Included		Included		Included		Included	
A/C - Central	Yes		Yes		Yes		Yes		Yes	
Garbage Disposal	Yes		Yes		Yes		Yes		Yes	
Dishwasher	Yes		Yes		Yes		Yes		Yes	
Microwave	Yes		No	\$1	Yes		No	\$1	Yes	
Ceiling Fan	No		No		Yes	-\$2	No		Yes	-\$2
Patio/Balcony	Yes		Yes		No	\$5	Yes		No	\$5
Fireplace	No		No		No		No		No	
Clubhouse	Yes		Yes		No	\$5	Yes		No	\$5
Community Room	Yes		Yes		Yes		No	\$3	Yes	
Computer Center	Yes		No	\$2	Yes		No	\$2	Yes	
Exercise/Fitness Room	No		No		No		Yes	-\$8	No	
Swimming Pool	No		Yes	-\$5	No		Yes	-\$5	Yes	-\$5
Exterior Storage Units	Yes		No	\$5	No	\$5	Yes		No	\$5
Sports Courts	No		Yes	-\$5	Yes	-\$5	No		Yes	-\$5
On-Site Management	Yes		Yes		Yes		Yes		Yes	
Entry Security	No		Yes	-\$3	No		No		No	
Coin-Operated Laundry	Yes		Yes		Yes		Yes		Yes	
In-Unit Hook-up Only	Yes		Yes		Yes		Yes		Yes	
In-Unit Washer/Dryer	No		No		No		No		No	
Garage (detached)	No		No		No		No		No	
Sum of Amenity Adjustments:				-\$5		\$8		-\$7		\$3
Avg. Square Feet										
Three-Bedroom	1,205		1,093	\$11	1,204	\$0	1,283	-\$8	1,204	\$0
Number of Bathrooms										
Three-Bedroom	2.0		2.0		2.0		2.0		2.0	
Included Utilities										
Heat:	No		No		No		No		No	
Electric:	No		No		No		No		No	
Trash:	Yes		Yes		Yes		Yes		Yes	
Sewer:	No		Yes		Yes		Yes		Yes	
Water:	No		Yes		Yes		Yes		Yes	
Heat Type:	Ele		ELE		ELE		ELE		ELE	
Net Utility Adjustments										
Three-Bedroom				-\$55		-\$55		-\$55		-\$55
Total Adjustments										
Three-Bedroom				-\$49		-\$67		-\$70		-\$62
Rent Summary			Unadjusted Rent	Adjusted Rent	Unadjusted Rent	Adjusted Rent	Unadjusted Rent	Adjusted Rent	Unadjusted Rent	Adjusted Rent
Market Rent										
Three-Bedroom		\$1,200								
60% AMI Rent										
Three-Bedroom		\$855	\$1,109	\$1,060			\$815	\$745		
50% AMI Rent										
Three-Bedroom		\$679			\$757	\$690	\$759	\$689	\$758	\$696

Rent Derivation

Rent Derivation	May River Village		Crowne At Old Carolina		Old South Apartments	
	Data	Adjustments	Data	Adjustments	Data	Adjustments
Program Type	LIHTC		MARKET		MARKET	
Tenancy	Open		Open		Open	
Year Built or Last Rehab	2012		2010		1997	
Qualitative Adjustments	Rankings		Rankings		Rankings	
Appeal	6	-\$10	5		6	-\$10
Location	5		5		5	
Condition	6	-\$10	5		6	-\$10
Amenities and Features	Included		Included		Included	
A/C - Central	Yes		Yes		Yes	
Garbage Disposal	Yes		Yes		Yes	
Dishwasher	Yes		Yes		Yes	
Microwave	Yes		No	\$1	No	\$1
Ceiling Fan	Yes	-\$2	Yes	-\$2	Yes	-\$2
Patio/Balcony	Yes		Yes		Yes	
Fireplace	No		Yes	-\$5	No	
Clubhouse	Yes		Yes		Yes	
Community Room	Yes		No	\$3	No	\$3
Computer Center	Yes		Yes		No	\$2
Exercise/Fitness Room	No		Yes	-\$8	Yes	-\$8
Swimming Pool	No		Yes	-\$5	Yes	-\$5
Exterior Storage Units	Yes		No	\$5	Yes	
Sports Courts	No		No		No	
On-Site Management	Yes		Yes		Yes	
Entry Security	Yes	-\$3	No		No	
Coin-Operated Laundry	Yes		No	\$5	No	\$5
In-Unit Hook-up Only	Yes		No	\$8	No	\$8
In-Unit Washer/Dryer	No		Yes	-\$15	Yes	-\$15
Garage (detached)	No		Yes	-\$5	Yes	-\$5
Sum of Amenity Adjustments:		-\$5		-\$18		-\$16
Avg. Square Feet						
Three-Bedroom	1,246	-\$4	1,429	-\$22	1,428	-\$22
Number of Bathrooms						
Three-Bedroom	2.0		2.0		2.5	-\$8
Included Utilities						
Heat:	No		No		No	
Electric:	No		No		No	
Trash:	Yes		No		No	
Sewer:	Yes		No		No	
Water:	Yes		No		No	
Heat Type:	ELE		ELE		ELE	
Net Utility Adjustments						
Three-Bedroom		-\$55		\$10		\$10
Total Adjustments						
Three-Bedroom		-\$84		-\$30		-\$56
Rent Summary	Unadjusted Rent	Adjusted Rent	Unadjusted Rent	Adjusted Rent	Unadjusted Rent	Adjusted Rent
Market Rent						
Three-Bedroom			\$1,238	\$1,207	\$1,250	\$1,194
60% AMI Rent						
Three-Bedroom	\$845	\$761				
50% AMI Rent						
Three-Bedroom	\$725	\$641				

Section 10: Interviews

Contact: Shawn Leininger (contacted 1/10/13)

Title: Principal Planner

Phone #: 843-706-4500

Location: Bluffton, NC

There is nothing under construction currently or in the pipeline.

Contact said there is a definite need for affordable rental housing in the county.

Contact: Janet Bible (contacted 1/9/13)

Title: Section 8 Administrator

Agency: Beaufort Housing Authority

Phone #: 843-525-7059

Area

Covered: all of Beaufort County

Number of Vouchers Issued: 572
Number of Vouchers in Use: 572
Waiting List: Closed
Number on Waiting List: 742 plus 65 from a lottery

Ms. Bible says the demand is very high for affordable housing, especially for the elderly and there is a great need for one-bedroom apartments.

Section 11: Recommendations and Conclusions

Based on the analysis within this report, the proposal will be successful as is; no changes are deemed necessary. The proposal is the rehabilitation of a project offering 72 units operating under LIHTC guidelines and current occupancy of 94 percent. The current success of the proposal offers strong support for the rehabilitation and continued success of the project since the quality of unit offered will only increase post-rehabilitation. The site is located near excellent condition single-family homes demonstrating the site's viability for similar housing. Amenities and employment opportunities are located in close proximity. Household growth in the area has increased at a very robust rate in the past 10 years and is forecasted to continue through 2018. Derived demand statistics for the subject suggest sufficient demand to absorb the proposal. Since the proposal is the rehabilitation of an occupied project, it would have little to no impact on other projects entering the market area. Furthermore, supply side data indicates rents for the subject will be competitively positioned in the area and the subject will be well positioned in the market and competitive with comparable projects. As a result, the rehabilitation of the proposal to more adequately serve the PMA's population is appropriate.

Section 12: Qualifications of the Market Analyst

CHRIS VANCE

EDUCATION:

Michigan State University

Master of Arts, Economics

- Concentration in Industrial Organization
- Doctorate level curriculum

Oakland University

Bachelor of Science, Economics

- Concentrations in Finance and Computer Science
- Graduated with Honors

EMPLOYMENT HISTORY:

MARKET ANALYST PROFESSIONALS, LLC, a real estate market research company

Founder (12/03 to Present)

- Founder
- Custom report development.

COMMUNITY RESEARCH GROUP, LLC, a real estate market research company.

Market Analyst/Consultant (2/00 to 12/03)

- Prepared real estate market feasibility studies considering site characteristics, economic and demographic trends, market forecasts and project guidelines.
- Developed analytical tools and improved methodologies.
- Provided project recommendations based on analysis of market area.
- Gathered information utilizing secondary market research and through personal interviews.

J.D. POWER AND ASSOCIATES, an automotive marketing information firm.

Analyst-Economic Analysis in Forecasting Group (6/98 to 9/99)

Senior Analyst-Economic Analysis in Forecasting Group (9/99 to 2/00)

- Wrote detailed analysis of economic, political and automotive market conditions of global economies for monthly, quarterly and annual reports.
- Developed forecasting models and analytical tools to enhance forecasting capabilities using computer, data collection and analysis skills.
- Analyzed the impact of automotive market dynamics on automotive sales and competition, including pricing and profitability analysis.
- Forecasted economic growth and automotive sales for North and South America and Asia.
- Traveled to Asia and Europe as needed to participate in the company's strategic growth and product positioning decisions.

Section 13: Signed Statement Requirements

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



Chris Vance

Market Analyst Professionals, LLC

Date: March 8, 2013

2013 Approved Market Study Provider

Acknowledgment, Release and Waiver of Liability

In consideration for being an approved market study provider, I acknowledge and agree to the following:

1. I, Chris Vance, am a duly authorized representative of Market Analyst Professionals. As an approved Market Study Provider for the Low Income Housing Tax Credit Program as administered by the South Carolina State Housing Finance and Development Authority (the "Authority"), my organization may prepare market studies on behalf of developers to be submitted as part of their application for Low Income Housing Tax Credits.
2. I understand and agree that any market study and applicable attachments submitted to the Authority are subject to a request for disclosure and I expressly consent to such disclosure on behalf of my organization.
3. I understand and agree that the Authority may upload any market study and applicable attachments to its website and I expressly consent to such disclosure on behalf of my organization.
4. On behalf of my organization, I agree to release, waive, discharge and covenant not to sue the Authority and its officers, agents, or employees from any and all liability, claims, demands and causes of action whatsoever arising out of or related to the Authority's use or disclosure of any market study and applicable attachments.



Signature: _____

Date: 3/8/13 _____

Bibliography

1990/2000/2010 U.S. Census of Population and Housing, U.S. Census Bureau

2018 Demographic Forecasts, Nielsen

American Housing Survey, U.S. Census Bureau and U.S. Department of Housing and Urban Development

Economic information – Bureau of Labor and Statistics

Local roadway maps—Microsoft Streets and Trips 2010

Interviews with local officials, managers and leasing specialists of local rental developments

Addendum: Rent Roll and Rehab Efforts

2/7/2013

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Rent Roll
 Vista View Apartments
 39 Hanger Blvd
 Bluffton, SC 29910
 843-708-3560
 Accounting Month: February, 2013
PRELIMINARY

Unit #	Name	Code	Lease And Potential Information				Charges And Collections												
			Potential	Lease Rent	Loss to Lease	Vacancy Loss	Rent Forward	Rent Receipts	Rent Credits	Ending Rent Bal	Other Forward	Other Debits	Other Credits	Ending Other Bal					
Bldg#																			
A-101	Ana Javier de Garcia		859.00	829.00	---	---	12.00	---	---	---	---	---	---	---	---	---	---	---	---
A-102	Jeffrey Vainz		585.00	585.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
A-103	Jose M Santos		839.00	809.00	50.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---
A-104	Rafael Danka	RND301*	839.00	859.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
A-105	Clara Marc		857.00	724.89	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
A-106	Shovella Roberts		529.00	607.30	(271.00)	---	---	---	---	---	---	---	---	---	---	---	---	---	---
A-107	Victoriano Masoa		839.00	829.00	20.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---
A-108	Osabel O Flores		859.00	859.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
B-101	Emily Castillo		859.00	859.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
B-102	Artelmario Frazer		859.00	870.00	59.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---
B-103	Maria Melendez		859.00	508.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
B-104	*VACANT*		859.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
B-105	*VACANT*		859.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
B-106	Tawanda Brown		859.00	859.00	150.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---
B-107	Adam Rutkai	RND201	859.00	724.00	135.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---
B-108	Yavorica Lopez		859.00	859.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
C-101	Jose Vazquez-Melician		859.00	874.00	45.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---
C-102	Delfino Hernandez		859.00	859.00	25.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---
C-103	*VACANT*		675.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
C-103	Jill Dreppel	MOO206	154.00	175.00	0.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---
C-104	Maria Ferra		859.00	793.00	100.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---
C-105	Samuel Lopez		859.00	859.00	9.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---
C-106	Maurice Nalzan		859.00	814.00	45.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---
C-107	Michael Ostium		859.00	724.00	135.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---
C-108	Maria Melendez Santos		589.00	589.00	4.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---
D-101	Orlando D Heredia		589.00	589.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
D-102	Luis E Ruiz		589.00	589.00	(13.00)	---	---	---	---	---	---	---	---	---	---	---	---	---	---
D-103	Gabriel V Hernandez		589.00	814.00	45.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---
D-104	Eira Adams		859.00	859.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
D-105	Christophe Bow		859.00	859.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
D-106	Luis A Brown		859.00	859.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
D-107	Theresa V Polite		859.00	829.00	30.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---
D-108	Maria Smith		859.00	724.00	135.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---
E-101	Juan Gerardo Sarmak		859.00	859.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
E-102	Darmond Byem		859.00	859.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
E-103	Randy Albaca		859.00	859.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
E-104	Georg Brown		859.00	859.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
E-105	Jose Zaldy Rivera		859.00	859.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
E-106	Jacinta Kinlaw		859.00	859.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
E-107	Tracy Edwards		859.00	859.00	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---

NO. Mowse-Qd. M1-Mowse-10 - Transfer-Qd. T1 - Transfer-FN - Renewal -RV - Document Revision * - Prior Period Adjust

2/17/2013

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Rent Roll
 Vista View Apartments
 39 Hagler Blvd
 Bluffton, SC 29910
 843-702-3380
 Accounting Month: February, 2013
PRELIMINARY

Unit #	Name	Code	Lease And Potential Information			Rent	Rent Debit	Admin	Receipts	Charges And Collections			Ending Rent Bal.	Other Debits	Other Credits	Ending Other Bal.
			Potential	Lease	Vacancy					Forward	Ending Rent Bal.	Forward				
E-105	Jani L. Strongius		859.00	759.00	100.00	724.00		(759.00)		724.00		147.00	(187.00)		75.00	
F-101	Heather McCleskey	RNC207	829.00	724.00	105.00	569.00		(569.00)		298.00		75.00			75.00	
F-102	Francisco J. Barrientos		859.00	859.00		659.00		(659.00)		800.00		75.00			75.00	
F-103	Rafaela Jermene		829.00	800.00	29.00	800.00		(800.00)								
F-104	Hadi Tharsoor		829.00	859.00	(30.00)	859.00		(859.00)								
F-105	Andrew Youngblood		859.00	859.00		859.00		(859.00)								
F-106	"VACANT"															
F-107	Byron Johnson		859.00	800.00	59.00	800.00		(800.00)								
F-108	Billy J. Valadras		859.00	859.00		859.00		(859.00)								
G-101	Guadalupe O. Garza		859.00	842.00	17.00	842.00		(842.00)								
G-102	Manuel Marcelino		859.00	814.00	45.00	814.00		(814.00)								
G-103	Cojilla J. Murray		859.00	800.00	59.00	800.00		(800.00)								
G-104	Arayana Matos		859.00	859.00		859.00		(859.00)								
G-105	Ernesto Tijala		859.00	859.00		859.00		(859.00)								
G-106	Candis Luzano Trujillo		859.00	814.00	45.00	814.00		(814.00)								
G-107	Alroya Ramirez		859.00	724.00	135.00	724.00		(724.00)								
G-108	Kevin C. Bethel		859.00	859.00		859.00		(859.00)								
H-101	Konju Kennedy		859.00	800.00	59.00	800.00		(800.00)								
H-102	Patrick Larkel		859.00	800.00	59.00	800.00		(800.00)								
H-103	Jamie W. Allen		859.00	800.00	59.00	800.00		(800.00)								
H-104	Loukanna Berry	RNC201	859.00	800.00	59.00	800.00		(800.00)								
H-105	Angela Rosebret		859.00	859.00		859.00		(859.00)								
H-106	Arturo Alexander		859.00	859.00		859.00		(859.00)								
H-107	Alberto Hernandez		859.00	859.00		859.00		(859.00)								
H-108	Grynn Jenkins		859.00	859.00		859.00		(859.00)								
H-109	Rita Robinson		859.00	859.00		859.00		(859.00)								
H-110	Sorenia Ponce		859.00	859.00		859.00		(859.00)								
H-111	Christine Fabius	RNC201	859.00	859.00		859.00		(859.00)								
H-112	Derek Mobley		859.00	814.00	45.00	814.00		(814.00)								
H-113	Felisa Estay		859.00	815.00	44.00	815.00		(815.00)								
H-114	Simon Estrada		859.00	859.00		859.00		(859.00)								
H-115	Samira DeCruz		859.00	800.00	59.00	800.00		(800.00)								
H-116	Aracely Brunes		859.00	800.00	59.00	800.00		(800.00)								
H-117																
H-118																
Budget Sub Total			57,751.00	51,501.00	6,250.00	51,501.00		(51,501.00)		22,098.43		3,055.27	(2,872.40)	(3,055.27)	2,440.20	
			57,751.00	51,501.00	6,250.00	51,501.00		(51,501.00)		22,098.43		3,055.27	(2,872.40)	(3,055.27)	2,440.20	

NO. Above-Our-Mt. Mansie. TO. Transfer-Our. II. Transfer-In. RN. Renewal. RV. Document Revision. * Prior Period Activity.
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SECTION 00010-SCOPE OF WORK DESCRIPTION

Existing Conditions: Property was completed and first occupied in 1996.
If completed after 1991, all improvements are to meet or exceed 504 Fair Housing Act.

Project Unit Mix:		one bedroom , including ____ Type "A" accessible units
		two bedroom, including ____ Type "A" accessible units
	72	three bedroom, including (4) Type "A" accessible units
		four bedroom, including ____ Type "A" accessible units
	72	total units
	1	office / community building
	1	laundry / maintenance building

Note:
Key numbers (1, 2...) below are positioned on the drawings to indicate general locations of scope of work items.
See Unit by Unit Scope of Work for scope information for individual dwelling units and quantities required.
See Site Plan for unit locations and key numbers within individual building and unit floor plans.
Consult property condition assessment and environmental reports for existing condition information.

Key Section: Required scope of work (scope includes community building and each unit);
"Provide" means furnish material, equipment, labor, and insurance to complete.

GENERAL

- | | |
|---|--|
| <p>1 General
Conditions:
00 7100
00 7200
00 7300</p> | <p>Compliance with 2012 SC State Housing Finance & Development Authority (SHFDA) documents published under the LIHTC program is required.</p> <p>General Contractor and all subcontractors are responsible for reading, evaluating and applying minimum standards referenced in SCSHFDA manuals for Year 2012.</p> <p>Unless otherwise noted, General Contractor shall request documentation from the owner for all waivers granted for this project.</p> <ul style="list-style-type: none"> a Provide evidence of maintained workman compensation insurance coverage. b Provide evidence of maintained liability Insurance \$500,000/ \$1,000,000. c All work shall meet all applicable codes. d All work shall be professional and guaranteed/warranted for one year. e Meet or exceed all building product manufacturer's recommendations. f Bidder visit and inspect jobsite and must confirm all counts and measurements. g Inspect each unit prior to turn-over with property manager. h Complete punch-list prior to final payment. i Final clean each unit immediately prior to turn-over to property manager. j All testing required by SCSHFDA shall be provided, coordinated and scheduled by the GC. |
| <p>2 Coordination:
01 3100</p> | <ul style="list-style-type: none"> a Prepare sequencing plan (schedule) for relocation and staging of work. b Submit work sequencing plan to Property Manager one week before start. c Limit work duration in each apartment to shortest possible time interval. |
| <p>3 Demolition/
Cleaning:</p> | <p>Remove / dispose of all items to be removed or replaced (per jurisdiction disposal requirements):
Consult environmental studies.</p> <p>General Contractor to be responsible for all costs of disposal/removal.</p> <p>The repair and finish of adjacent material where items have been removed shall be provided in kind by the General Contractor.</p> <ul style="list-style-type: none"> a entry sign, old overgrown or damaged plant material, obsolete playground equipment, b broken concrete, concrete stoops and patios, broken asphalt paving, curb and sidewalks, c damaged dumpster enclosures, d walls shown on drawings to be removed, portion of walls to enlarge window rough openings e doors and frames/trim, hardware, windows and frames/trim, f shingle roofing, gutters, damaged fascias and soffits, siding, trim, ridge vent, g loose vinyl floor tile, carpeting, damaged wall trim and drywall, |

- h cabinets, countertops, sinks, lavatories, water closets, bath tubs, ceramic tile,
- i appliances, light fixtures, electric baseboard heaters
- j Clean mechanical rooms, replace damaged or mildewed wallboard.
- k Clean all exterior wall surfaces to remove clay splash stains and mildew.
- l Demolish and remove former concrete basketball court.

SITE WORK

4a General:

- a Upgrade site access to meet UFAS accessibility requirements per budget estimate and site plan.
- b Clean sanitary sewer laterals to manhole(s) and from manhole to manhole to property boundary.

4b Site

Improvements:

- 10 5500
- 12 9300
- 31 1100

- a Provide new accessible USPS approved mailboxes in existing location at Office/CB.
- b Provide park bench(es) and (1) ADA accessible bench. See site plan for location.
- c Provide an ADA approved accessible playground. See site plan for location.
- d Provide new accessible dumpster with vinyl/PVC solid fence.
- e Provide bollards at dumpster enclosure.
- f Provide perimeter fencing extending around all sides of the development site, except main entrance.

4c Asphalt Paving:

- 32 1216
- 32 1723

- a Repair and patch parking areas and drives.
- b Seal and restripe parking areas and drives.
- c Utilize 2 coats of sealant with line striping. Stripe crosswalks.
- d Restripe parking spaces to meet handicap requirements and provide ADA signage.
- e Provide/repair curbing for paved areas throughout the development site including the parking areas.

5 Sidewalks:

Concrete Pads:

- 03 1000
- 32 1313

Upgrade concrete to meet UFAS, per budget estimate, to include:

- a Replace broken and missing concrete sidewalks.
- b Remove, regrade and replace sidewalks flooded by rain.
- c Grind or replace sections of sidewalks at tripping hazards (1/2").
- d Provide accessible sidewalks to dumpster enclosures and playground. See site plan.
- e All public spaces and amenities shall be connected by 4' wide ADA accessible sidewalks with turnaround areas. Accessible sidewalk slopes shall be limited to less than 1:20 slope. Limited 6' lengths of accessible sidewalk may be sloped up to 1:12 slope without handrails. See site plan for extent of accessible path throughout site.
- f Position curb-cuts and crosswalks for handicap accessibility of site. See site plan for location of handicap parking spaces and crosswalks.
- g Provide new concrete slabs for addition.
- h Provide concrete pad for dumpsters with concrete approach apron.

6 Site Amenities:

- 10 5500
- 12 9300

- a Connect all site amenities with ADA accessible sidewalks.
- b Upgrade existing playground area with ADA mulch within edging.
- c Provide ADA accessible sidewalk or path to and from each playground.
- d Provide fence, gate, (2) benches with backs, and warning sign at each playground.
- e Remove existing swing set and other obsolete play equipment.
- f Provide mulch area clearances around play equipment per mfr's rec. (min. 6').
- g Provide new accessible white vinyl (low maintenance) dumpster enclosures.
- h Provide bollards at dumpster.
- i Provide walking trail, min. 4' wide, paved & continuous a minimum of 2500 lin. ft. with (1) permanently anchored weather resistant bench with back at mid point of the trail.
- j Provide in community building a minimum of (2) current updated computer systems, manufactured within the last 12 months, to include new computers, new printers, and a new scanner. The computers must be equipped with high speed Internet service.

- 7** Landscaping:
31 1100
32 9300
- Landscaping allowance to include:
- a Prune existing trees and shrubs of dead wood and to clear walls and roofs.
 - b Remove tree stumps remaining after tree removal.
 - c Provide landscaping around project entry sign.
 - d Regrade flat site areas to slope away from buildings. Provide swales.
 - e Identify low areas that hold water and fill with topsoil and seed.
 - f Spread topsoil and reseed bare turf areas.
 - g Mulch entire perimeter of buildings average 6' wide as planting bed for plantings.
 - h Clear all storm drains of debris and soil.
- 8** Signage:
- a Provide new permanent project entry sign.
 - b Provide identification signage for each unit.
 - c Provide identification signage for each building under exterior light fixture.
 - d Provide bold signage visible from the entry drive for the office/ community building.
 - e Position new entrance sign to be lit by existing street light.
 - f Provide handicap parking signage.
- 9** Site Lighting: Not applicable.

BUILDINGS

- 10** General Improvements:
06 1000
31 3116
- a Provide new office/addition/community building.
 - b Inspect entire property for termites and provide 5 year warrantee certificate.
 - c Seal all exterior joints and gaps.
 - d Replace damaged or rotten wood.
 - e Provide new flooring, paint and light fixtures for laundry room.
 - f Provide upgrades to Community Building per 504 Plan.
 - g Provide upgrades to handicap units per 504 Plan .
 - h Provide upgrades to UFAS accessibility requirements.
- 11** Masonry:
04 0513
04 0516
- a Replace damaged and missing brick.
 - b Point up all missing and damaged mortar.
 - c Provide air infiltration barrier behind all new brick.
 - d Clean brick exterior walls per recommendations of Brick Institute of America.
- 12** Metals:
05 5000
- a Provide bollards.
- 13** Carpentry:
06 1000
06 4100
06 4600
- a Inspect for and replace damaged wood trim, exterior sheathing.
 - b Provide cane detection under each stair.
 - c Replace damaged sheathing with OSB.
 - d Provide wood trussed and OSB sheathed "gable roof" over new addition.
 - e Frame new walls per plans for community building addition.
 - f Provide new trim at all new walls and doors.
 - g Provide new base board at all carpet areas.
 - h Provide new quarter round at all VCT or sheet vinyl areas.
 - i Inspect for and replace damaged floor sheathing, stair treads and rails.
 - j Provide new chair rail moulding in community room.
 - k Enclose all balconies with wood walls per plans.
- 14** Insulation:
07 2115
- a Inspect attic/roof insulation and upgrade to R38.
 - b Provide exterior wall insulation with a overall R-11 minimum for the entire wall assembly and roof/attic insulation must have an R-30 rating minimum.

15 Roofing:
07 3113

- a Provide new 30-year antifungal 3-tab asphalt fiberglass roof shingle system.
- b Remove all existing roof shingles and damaged roof edges and accessories.
- c Provide new aluminum gutters, downspouts, and splash blocks.
- d Replace damaged fascia boards and sheathing.
- e Provide aluminum roof edge trim and all necessary roof accessories.
- f Provide aluminum valley flashing at all roof valleys.
- g Provide new ridge venting for all roof ridges.
- h Provide new side wall ridge venting where ridges abut walls.
- i Provide new 30-year antifungal 3-tab asphalt fiberglass roof shingle system at Community Building addition.
- j Provide roofing at new gable style roof-over.
- k Provide metal step flashing at all gable sidewall roof conditions.
- l Replace plumbing vent boots and gable wall vents.
- m Provide asphalt roofing paper under all new roofing (15# min).
- n Provide mailbox/picnic shelter roofing.

16 Siding:
08 4633

- a Provide new fiber cement siding with air infiltration moisture barrier at all buildings.
- b Provide new fiber cement siding with air infiltration moisture barrier at Community Building addition.
- c Cover all fascia with white aluminum/fiber cement trim.

17 Doors:
08 1416

- a Replace all front exterior doors/frame/trim with new insulated metal doors units.
- b Replace all exterior storage room doors with new wood doors to match interior.
- c Provide new "colonist" or flush panel style interior doors and frame/trim- to match existing.
- d Replace all bi-fold doors with swinging doors.
- e Caulk all windows and doors inside and outside.
- f Replace Community Building exterior doors.

18 Windows:
08 5300
08 8000

- a Provide new insulated, double pane, vinyl windows with a U-factor of 0.32 or below and a SHGC of 0.40 or below. Install flashing per manufacturer's recommendation. Provide EPA's Energy Star qualified program verification.
- b Windows shall be tilt-in type for easy cleaning and provide insect screens.
- c Bedroom windows must have egress area of 5.7 sf on 2nd floor and 5.0 sf on 1st floor, and a 24" min vertical opening.
- d Caulk all windows and doors inside and outside.
- e Provide (3) new windows per infilled balcony [8 locations].
- f Install weatherstripping at all windows.

19 Hardware:
08 7100

- a Provide passage latchset, dead bolt with thumb turn on interior side, and security viewer at each front entrance door.
- b Provide new door hardware throughout project.
- c Provide lever handles in all "public" rooms. Provide lever handles in ADA units.

20 Gypsum
Wallboard:
09 2900

- a Inspect for and repair/ replace damaged wallboard.
- b Inspect for and repair/ replace damaged wallboard in kitchens and baths after cabinet installation and prior to painting.
- c Patch walls and corners at new windows and doors.
- d Provide complete drywall system at new walls and ceilings.

21 Vinyl Flooring:
09 6519

- a Replace all old or damaged vct with new vinyl composition tile (vct).
- b Provide new vinyl cove base at base of all tubs.

22 Carpet:
09 6816

- a Provide carpet at bedrooms and living rooms.
- b Provide FHA grade carpet and pad in living, hall and bedrooms in all units.
- c Provide ADA compliant carpet throughout Community Building, inclusive of addition.
- d Provide compatible metal edging at all flooring junctions.

23 Painting:
09 9100

- a Paint entire interior of each dwelling unit - satin low lustre finish.
- b Paint interior of the Community Building - satin low lustre finish.
- c Paint kitchen and bath only with satin low luster finish.
- d Paint new exterior doors and trim with semi gloss latex-acrylic enamel paint. Paint top, sides, bottom, and faces of door.
- e Paint new interior doors and trim with satin low lustre finish.
- f Clean, prepare and sand all surfaces prior to painting.
- g Caulk all open joints.
- h Prime all new and repaired surfaces.

FURNISHINGS**24** Bath Fixtures:

- a Replace existing tubs and surrounds with 4-piece tub and surround. All caulking must be replaced.
- b Replace all water closets with elongated style.
- c Replace wall hung lavatories.
- d Replace wall hung lavatory in handicap accessible units.
- e Provide vanity cabinet with drop-in sink.

25 Accessories:
10 2813

- a Replace all bathroom accessories and shower rods.
- b Provide 24"x36" mirror mounted at 72" off.
- c Replace and relocate medicine cabinets with new surface mounted units with mirror.
- d Provide grab bars in accessible bathrooms at tub and watercloset.

26 Casework:
06 4100

- a Provide new kitchen and bath vanity cabinets with oak paneled doors and oak face frames.
- b Provide new kitchen and vanity cabinets to meet SCSHFDA Design Standards.
- c Provide new plastic laminate countertops w/double bowl stainless steel sinks.
- d Provide shallow depth kitchen sinks in ADA units per ADA requirements.
- e Replace casework with ADA compliant casework in accessible units.

27 Appliances:
10 4413
11 3100

- a Provide (72) new full size refrigerators w/ice maker-Energy Star rated having a min. 18 cf.
- b Provide (72) new electric range/ oven.
- c Provide (72) new recirculating range hoods and splatter guard behind range (back splash).
- d Provide 2 Range Queen extinguishers above range at underside of range hood.
- e Provide (72) Energy Star rated new dishwashers.
- f Install new 2.5 pound fire extinguisher in kitchens.
- g Provide over the range mtd. microwave oven, with recirculating fan in all standard units, except ADA units to be placed on the counter

28 Mini-blinds:
12 2113

- a Replace existing blinds with vinyl miniblinds at all windows.

29 Other: a Not applicable.

PLUMBING, MECHANICAL, ELECTRICAL

30 Plumbing:
22 0000

- a Inspect plumbing systems and replace washers, P traps, pipes, valves and hookup for washers and dryers.
- b Provide faucet, fittings and hook-up of stainless steel kitchen sinks.
- c Provide fittings and hook-up for dishwasher.
- d Provide new single lever faucets throughout project.
- e Provide faucet, fittings and hook-up of bathroom vanities or sinks. See unit-by-unit.
- f Provide fittings and hook-up of new water closet. See unit-by-unit, and Comm. Bldg.
- g Provide accessible height watercloset in type A accessible units.
- h Provide faucet, fittings and hook-up for new bathtubs.
- i Replace bath valves and shower heads (low flow).
- j Reposition controls in accessible tub/showers to less than 12" from reach side edge.
- k Replace (72) water heaters and valves to comply with latest adopted edition of International Plumbing Code for new construction.
All electric water heaters must have an Energy Factor of at least 0.93. This can be achieved by using an insulated water heater jacket.
- l Provide pan under water heaters for overflow and blow-off piping per local building code.
- m Pipe pans to exterior or hub drain.
- n Find exterior waste cleanouts, provide removable covers at grade.
- o Secure exterior waste cleanouts in concrete at grade.
- p Inspect and repair or replace damaged existing hose bibbs.

31 HVAC:
23 0000

- a Provide new complete heat pump split systems.
- b Replace existing heat pump system with new Energy Star (15 SEER) or greater HVAC system in each unit and community building. All replaced HVAC systems shall have 410A refrigerant
- c Replace lineset if existing size does not meet manufacturer's recommendation.
- d Replace heat pump exterior units. Replace and level damaged concrete pads.
- e Clean ductwork, replace all supply diffusers and all return air grills.
- f Clean all supply diffusers and return air grills.
- g Provide new dryer vents wall caps.
- h Provide new bath exhaust fan. Exhaust duct shall have a backflow damper and be vented to the exterior.

32 Electrical:
26 0000

- a Inspect electrical system and repair or replace damaged components.
- b Confirm all circuits are properly wired with tester and rewire all that are incorrect.
- c Repair damaged GFI receptacles.
- d Inspect switches and receptacles and repair/ replace as needed.
- e Replace damaged/ missing switches, plates, receptacles, smoke detectors.
- f Provide new bathroom exhaust fans; 75 cfm required. Switch with ceiling light.
- g Add hardwired smoke detectors to meet code (photoelectric and ionization).
- h Replace all interior and exterior lighting fixtures. Use energy efficient units.
- i Kitchen light fixture shall be 2-bulb 4' fluorescent fixture.
- j Replace common area exterior breezeway light fixtures.
- k Provide new undercabinet light at sink.
- l Wire and hook-up dishwasher. See unit-by-unit.
- m Wire and hook-up range hood. See unit-by-unit.
- n Wire and hook-up water heater. Install new disconnect. See unit-by-unit.
- o Wire and hook-up bath exhaust fan. Switch with ceiling light See unit-by-unit.
- p Wire and hook-up new split system heat pump system.
- q Provide cable TV connection for each bedroom and living room.
- r Install cable TV wiring in walls or attic.
- s Provide internet capable wiring in community room and offices.
- t Provide cable TV connection for community room and offices.

- u Provide Energy Star ceiling fan with light fixture in living room and a n Energy Star overhead light fixture in each bedroom. Connect fan & light to wall switches.
- v Provide pre-wired high speed (broadband) internet hookup with at least (1) centrally located connection port and connection ports in all bedrooms or wireless computer network.
- w Provide a minimum (6) camera video security system with (4) cameras monitoring the exterior site and (2) monitoring the manager's office and community building.

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