TAB 19

MARKET STUDY

Market Study
Exhibit S-2 – Primary Market Area Analysis
Exhibit S-2 – Rent Calculation Worksheet

5 2019 Exhibit S-2

2019 EXHIBIT S – 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY:		
Development Name:	Chestnut Place	Total # Units: 40
Location:	Honea Path, South Carolina	# LIHTC Units: **40**
PMA Boundary:	See map on page 30	
Development Type:	X Family ____ Older Persons	Farthest Boundary Distance to Subject: 12 miles

RENTAL HOUSING STOCK (found on page 60)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	4	126	0	100%
Market-Rate Housing	1	20	0	100%
Assisted/Subsidized Housing not to include LIHTC	0	0	N/A	N/A
LIHTC (All that are stabilized)*	3	106	0	100%
Stabilized Comps**	2	76	0	100%
Non-stabilized Comps	0	0	N/A	N/A

* Stabilized occupancy of at least 93% (Excludes projects still in initial lease up).
** Comps are those comparable to the subject and those that compete at nearly the same rent levels and tenant profile, such as age, family and income.

Subject Development					Adjusted Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
2	1	1	900	$400	$875	$0.97	54.3%	$987	$1.16
3	2	2	1,125	$460	$1,036	$0.92	55.6%	$1,189	$0.99
3	3	2	1,275	$485	$1,128	$0.88	57.0%	$1,256	$0.91
6	1	1	900	$425	$875	$0.97	51.4%	$987	$1.16
13	2	2	1,125	$495	$1,036	$0.92	52.2%	$1,189	$0.99
13	3	2	1,275	$515	$1,128	$0.88	54.4%	$1,256	$0.91
Gross Potential Rent Monthly*				$19,315	$41,624		53.6%		

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

DEMOGRAPHIC DATA (found on page 36, 53)

	2011		2018		2021	
Renter Households			1,194	22.2%	1158	22.2%
Income-Qualified Renter HHs (LIHTC)			368	30.8%	357	30.8%
Income-Qualified Renter HHs (MR)			N/A	N/A	N/A	N/A

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 9, 56)

Type of Demand	50%	60%	Market-rate	Other:__	Other:__	Overall
Renter Household Growth	0	0				0
Existing Households (Overburd)	103	117				132
Existing Households (Substand)	12	13				14
Less Comparable/Competitive Supply	0	0				0
Net Income-qualified Renter HHs	115	130				146

CAPTURE RATES (found on page 10)

Targeted Population	50%	60%	Market-rate	Other:__	Other:__	Overall
Capture Rate	7.0%	24.6%				27.4%

ABSORPTION RATE (found on page 10)

Absorption Period three months

5.1   2019 S-2 Rent Calculation Worksheet

# Units	Bedroom Type	Proposed Tenant Paid Rent	Gross Proposed Tenant Rent	Adjusted Market Rent	Gross Adjusted Market Rent	Tax Credit Gross Rent Advantage
	0 BR		$0		$0	
	0 BR		$0		$0	
	0 BR		$0		$0	
2	1 BR	$400	$800	$875	$1,750	
6	1 BR	$425	$2,550	$875	$5,250	
	1 BR		$0		$0	
3	2 BR	$460	$1,380	$1,036	$3,108	
13	2 BR	$495	$6,435	$1,036	$13,468	
	2 BR		$0		$0	
3	3 BR	$485	$1,455	$1,128	$3,384	
13	3 BR	$515	$6,695	$1,128	$14,664	
	3 BR		$0		$0	
	4 BR		$0		$0	
	4 BR		$0		$0	
	4 BR		$0		$0	
Totals	40		$19,315		$41,624	53.60%

Updated 12/16/2018

John Wall and Associates

Market Analysis

Chestnut Place
Family
Tax Credit (Sec. 42) Apartments

Honea Path, South Carolina
Anderson County

Prepared For:
Tri-State Development, Inc.

February 2019

PCN: 18-075

National Council of Housing Market Analysts

AN AFFILIATE OF NATIONAL HOUSING & REHABILITATION ASSOCIATION

MEMBER ®

Formerly known as
National Council of Affordable
Housing Market Analysts

1   Foreword

1.1   Qualifications Statement

John Wall and Associates specializes in market analysis, data mapping, and analysis of troubled properties. The firm began in 1983 concentrating on work in the Southeastern United States. In 1990, the office expanded its work to the entire United States.

John Wall and Associates has done over 2,600 market analyses, the majority of these being for apartment projects (both conventional and affordable). However, the firm is equipped for, and has done many other types of real estate market analyses, data mapping, troubled property analysis, shopping center master plans, industrial park master plans, housing and demographic studies, land planning projects, site analysis, location analysis and GIS projects. Clients include private developers, government officials, syndicators and lending institutions.

John Wall and Associates is a charter member of the National Council of Housing Market Analysts (NCHMA). All market analysts in our office have successfully passed the NCHMA peer review process and possess their HUD MAP certificates.

Bob Rogers has a BS in Business from Penn State University, and an MBA from the University of Tennessee. He has been a market analyst with John Wall and Associates since 1992. He has served as Vice Chair and Co-Chair of the NCHMA Standards Committee (from 2004 to 2010). As Co-Chair, he led the revision of the NCHMA market study model content and

market study terms. He was lead author for NCHMA's "Selecting Comparable Properties" best practices paper and also NCHMA's "Field Work" white paper. In 2007, he wrote "Ten Things Developers Should Know About Market Studies" for *Affordable Housing Finance Magazine*. In 2014 Mr. Rogers authored the draft NCHMA paper "Senior Housing Options".

Joe Burriss has a Bachelor of Science degree in Marketing from Clemson University, and has been a market analyst with John Wall and Associates since 1999. He has successfully completed the National Council of Housing Market Analysts (NCHMA) peer review process, and has served as a member of the council's membership committee. In addition to performing market analysis, Mr. Burriss maintains many of the firm's client relationships and is responsible for business development.

1.2   Release of Information

This report shall not be released by John Wall and Associates to persons other than the client and his/her designates for a period of at least sixty (60) days. Other arrangements can be made upon the client's request.

1.3   Truth and Accuracy

It is hereby attested to that the information contained in this report is true and accurate. The report can be relied upon as a true assessment of the low income housing rental market. However, no assumption of liability is being made or implied.

1.4 Identity of Interest

The market analyst will receive no fees contingent upon approval of the project by any agency or lending institution, before or after the fact, and the market analyst will have no interest in the housing project.

1.5 Certifications

1.5.1 Certification of Physical Inspection

I affirm that I, or an individual employed by my company, have made a physical inspection of the market area and that information has been used in the full assessment of the need and demand for new rental units.

1.5.2 Required Statement

The statement below is required precisely as worded by some clients. It is, in part, repetitious of some of the other statements in this section, which are required by other clients *exactly* as *they* are worded.

I affirm that I, or an individual employed by my company, have made a physical inspection of the market area, and the information derived from that inspection has been used in the full study of the need and demand for new rental units.

To the best of my knowledge: the market can support the project to the extent shown in the study; the study was written according to The Client's *Market Study Guide*; the information is accurate; and the report can be relied upon by The Client to present a true assessment of the low-income rental housing market.

I understand that any misrepresentation of this statement may result in the denial of further participation in The Client's rental housing programs. I affirm that I have no interest in the project. I have no relationship with the ownership entity that has not been disclosed to The Client in accordance with the certifications in the *Proposal for Market Studies*. My compensation is not contingent on this project being funded.

1.5.3 NCHMA Member Certification

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

John Wall and Associates is duly qualified and experienced in providing market analysis for Affordable Housing. The company's principals participate in the National Council of Housing Market Analysts (NCHMA) educational and information sharing programs to maintain the highest professional standards and state-of-the-art knowledge. John Wall and Associates is an independent market analyst.

No principal or employee of John Wall and Associates has any financial interest whatsoever in the development for which this analysis has been undertaken.

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

Submitted and attested to by:

_____

Joe Burriss, Principal

2-28-19

Date

_____
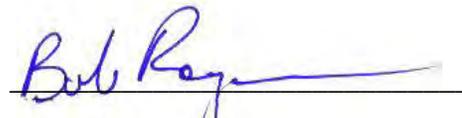
Bob Rogers, Principal

2-28-19

Date

_____
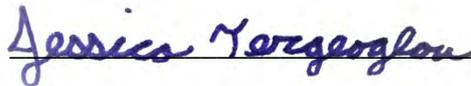
Jessica Tergeoglou, Assistant Market Analyst

2-28-19

Date

2 Table of Contents

2.1   Table of Tables

2.2   Table of Maps

3 Introduction

3.1 Purpose

The purpose of this report is to analyze the apartment market for a specific site in Honea Path , South Carolina.

3.2 Scope

Considered in this report are market depth, bedroom mix, rental rates, unit size, and amenities. These items are investigated principally through a field survey conducted by John Wall and Associates. Unless otherwise noted, all charts and statistics are the result of this survey.

In general, only complexes of 30 units or more built since 1980 are considered in the field survey. Older or smaller projects are sometimes surveyed when it helps the analysis. Projects with rent subsidized units are included, if relevant, and noted.

3.3 Methodology

Three separate approaches to the analysis are used in this report; each is a check on the other. By using three generally accepted approaches, reasonable conclusions can be drawn. The three approaches used are:

(1) Statistical
(2) Like-Kind Comparison
(3) Interviews

The Statistical approach uses Census data and local statistics; 2010 is used as a base year. The population that would qualify for the proposed units is obtained from these figures. The Like-Kind Comparison approach collects data on projects similar in nature to that which is being proposed and analyzes how they are doing. This approach assesses their strong points, as well as weak points, and compares them with the subject.

The last section, Interviews, assesses key individuals' special knowledge about the market area. While certainly subjective and limited in perspective, their collective knowledge, gathered and assessed, can offer valuable information.

Taken individually, these three approaches give a somewhat restricted view of the market. However, by examining them together, knowledge sufficient to draw reasonable conclusions can be achieved.

3.4 Limitations

This market study was written according to the Client's *Market Study Guide*. To the extent this guide differs from the NCHMA *Standard Definitions of Key Terms* or *Model Content Standards*, the client's guide has prevailed.

Regional Locator Map

Area Locator Map
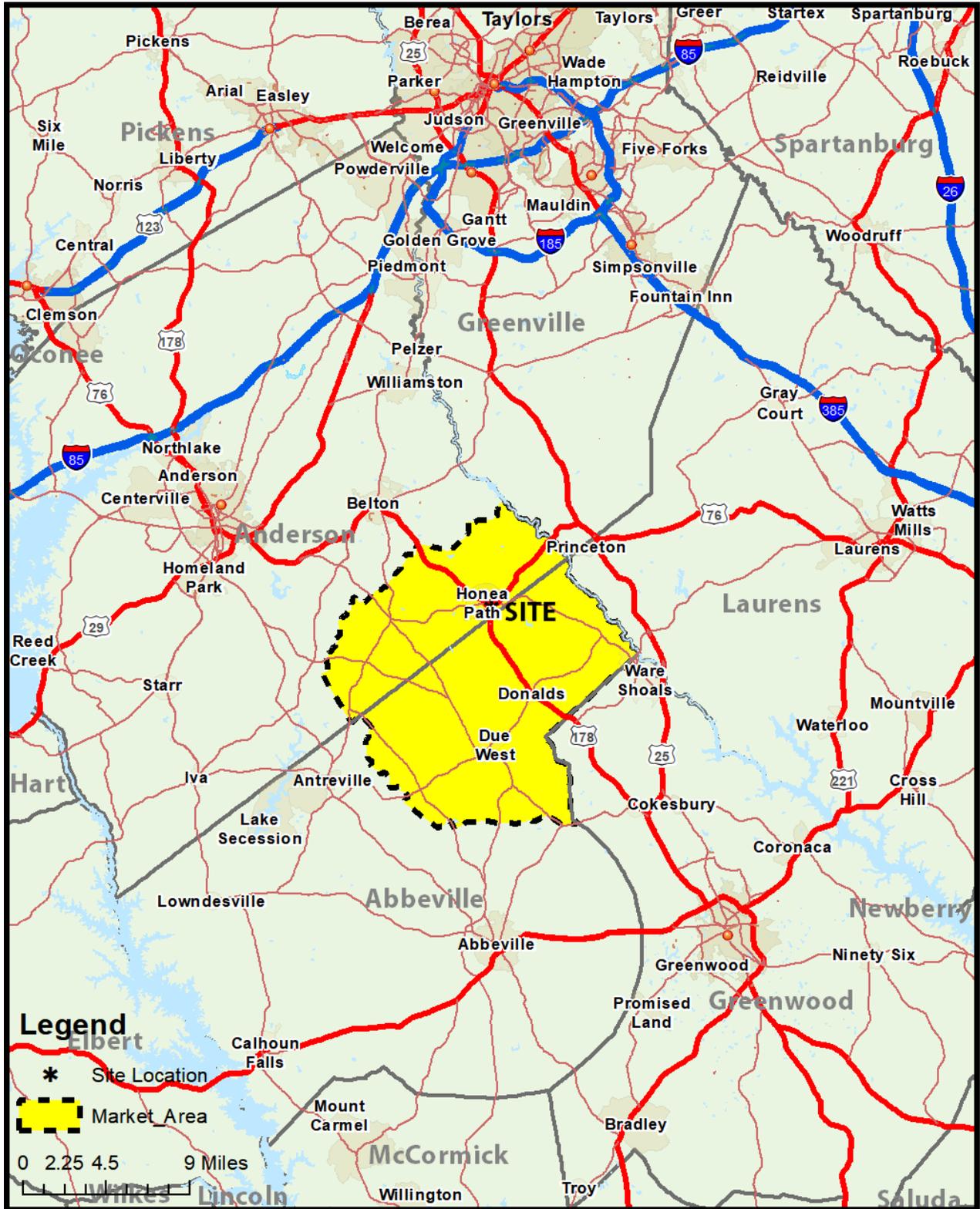
4   Executive Summary

The projected completion date of the proposed project is on or before 12/31/2021.

The market area consists of Census tracts 9501 and 9502 (90%) in Abbeville County, as well as tracts 115 and 116 (80%) in Anderson County.

The proposed project consists of 40 units of new construction.

The proposed project is for family households with incomes at 50% and 60% of AMI. Rents range from $400 to $515.

4.1   Demand

Table 1—Demand

	50% AMI: $17,690 to $30,750	60% AMI: $18,550 to $36,900	Overall Tax Credit: $17,690 to $36,900
New Housing Units Required	0	0	0
Rent Overburden Households	103	117	132
Substandard Units	12	13	14
Demand	115	130	146
Less New Supply	0	0	0
Net Demand	115	130	146

4.1.1   *Market Bedroom Mix*

The following bedroom mix will keep the market in balance over the long term. Diversity among projects is necessary for a healthy market.

Table 2—Market Bedroom Mix

Bedrooms	Mix
1	20%
2	50%
3	30%
4	0%
Total	100%

4.1.2   Absorption

Given reasonable marketing and management, the project should be able to rent up to 93% occupancy within three months – a few months longer if the project is completed in November, December, or January. The absorption rate determination considers such factors as the overall estimate of new household growth, the available supply of competitive units, observed trends in absorption of comparable units, and the availability of subsidies and rent specials. The absorption period is considered to start as soon as the first units are released for occupancy. With advance marketing and preleasing, the absorption period could be less.

4.2   Capture Rate

Table 3—Capture Rate by Unit Size (Bedrooms) and Targeting

50% AMI: $17,690 to $30,750				Capture
	Demand	%	Proposal	Rate
1-Bedroom	23	20%	2	8.7%
2-Bedrooms	58	50%	3	5.2%
3-Bedrooms	35	30%	3	8.6%
4 or More Bedrooms	0	0%	0	—
Total	115	100%	8	7.0%

60% AMI: $18,550 to $36,900				Capture
	Demand	%	Proposal	Rate
1-Bedroom	26	20%	6	23.1%
2-Bedrooms	65	50%	13	20.0%
3-Bedrooms	39	30%	13	33.3%
4 or More Bedrooms	0	0%	0	—
Total	130	100%	32	24.6%

Overall Tax Credit: $17,690 to $36,900				Capture
	Demand	%	Proposal	Rate
1-Bedroom	29	20%	8	27.6%
2-Bedrooms	73	50%	16	21.9%
3-Bedrooms	44	30%	16	36.4%
4 or More Bedrooms	0	0%	0	—
Total	146	100%	40	27.4%

* Numbers may not add due to rounding.

The capture rate is not intended to be used in isolation. A low capture rate does not guarantee a successful project, nor does a high capture rate assure failure; the capture rate should be considered in the context of all the other indicators presented in the study. It is one of many factors considered in reaching a conclusion.

4.3   NCHMA Capture Rate

NCHMA defines capture rate as:

> The percentage of age, size, and income qualified renter households in the primary market area that the property must capture to achieve the stabilized level of occupancy. Funding agencies may require restrictions to the qualified households used in the calculation including age, income, living in substandard housing, mover-ship and other comparable factors. The capture rate is calculated by dividing the total number of units at the

property by the total number of age, size and income qualified renter households in the primary market area. See penetration rate for rate for entire market area.

This definition varies from the capture rate used above.

Table 4—NCHMA Capture Rate

	Income Qualified Renter Households	Proposal	Capture Rate
50% AMI: $17,690 to $30,750	333	8	2.4%
60% AMI: $18,550 to $36,900	364	32	8.8%
Overall Tax Credit: $17,690 to $36,900	386	40	10.4%

4.4 Conclusions

4.4.1 *Summary of Findings*

- The **site** appears suitable for the project. It is mostly flat and wooded.

- The **neighborhood** is compatible with the project. It is a mix of residential and commercial properties.

- The **location** is suitable to the project. The site is adjacent to a grocery store and pharmacy.

- The **population and household growth** in the market area are in decline. The market area will lose 110 households from 2018 to 2021. However, there is demand from other factors.

- The **economy** has been mostly stable.

- The **demand** for the project is acceptable. Overall demand is 146.

- The **capture rates** for the project are acceptable. The overall tax credit capture rate is 27.4%.

- The **most comparable** apartments are Laurel Street Village and Laurel Street Village II.

- Total **vacancy rates** of the most comparable projects are 0.0% and 0.0%.

- The average vacancy rate reported at comparable projects is 0.0%.

- The **average LIHTC vacancy rate** for units surveyed without PBRA is 0.0%.

- The overall **vacancy rate** in the market for units surveyed without PBRA is 0.0%.

- There are no **concessions** in the comparables.

- The **rents**, given prevailing rents, vacancy rates, and concessions in the market area, are reasonable.

- The proposed **bedroom mix** is reasonable for the market.

- The **unit sizes** are appropriate for the project.
- The subject's **amenities** are good and comparable or superior to similarly priced apartments.
- The subject's **value** should be perceived as good.
- The subject's **affordability** is good from a programmatic gross rent standpoint. The smallest difference between proposed gross rent and maximum allowed is 6.9%; the largest is 21.5%.
- The manager of all the LIHTC properties in town was **interviewed** and felt the subject sounds good but had some reservations about 40 more units coming into town.
- The proposal would have no long term **impact** on existing LIHTC projects.

4.4.2   Recommendations

None

4.4.3   Notes

None

4.4.3.1   Strengths

Adjacent to grocery store and pharmacy

Zero vacancies in the market

35 households on LIHTC waiting lists in the market

Gross rents well below maximum allowable levels

4.4.3.2   Weaknesses

Low visibility from the main highway

Negative population and household growth in the market area

4.4.4   Conclusion

In the analyst's professional opinion, the project will be successful as proposed.

5   2019 Exhibit S-2

2019 EXHIBIT S – 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY:		

Development Name:	Chestnut Place	Total # Units: 40
Location:	Honea Path, South Carolina	# LIHTC Units: **40**
PMA Boundary:	See map on page 30	
Development Type: __X__Family ____Older Persons	Farthest Boundary Distance to Subject:	12 miles

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Type	# Properties	Total Units	Vacant Units	Average Occupancy
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TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 9, 56)

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Existing Households (Overburd)	103	117				132
Existing Households (Substand)	12	13				14
Less Comparable/Competitive Supply	0	0				0
Net Income-qualified Renter HHs	115	130				**146**

CAPTURE RATES (found on page 10)

Targeted Population	50%	60%	Market-rate	Other:__	Other:__	Overall
Capture Rate	7.0%	24.6%				27.4%

ABSORPTION RATE (found on page 10)

Absorption Period <u>three</u> months

5.1 **2019 S-2 Rent Calculation Worksheet**

# Units	Bedroom Type	Proposed Tenant Paid Rent	Gross Proposed Tenant Rent	Adjusted Market Rent	Gross Adjusted Market Rent	Tax Credit Gross Rent Advantage
	0 BR		$0		$0	
	0 BR		$0		$0	
	0 BR		$0		$0	
2	1 BR	$400	$800	$875	$1,750	
6	1 BR	$425	$2,550	$875	$5,250	
	1 BR		$0		$0	
3	2 BR	$460	$1,380	$1,036	$3,108	
13	2 BR	$495	$6,435	$1,036	$13,468	
	2 BR		$0		$0	
3	3 BR	$485	$1,455	$1,128	$3,384	
13	3 BR	$515	$6,695	$1,128	$14,664	
	3 BR		$0		$0	
	4 BR		$0		$0	
	4 BR		$0		$0	
	4 BR		$0		$0	
Totals	40		$19,315		$41,624	53.60%

Updated 12/16/2018

6 Project Description

The project description is provided by the developer.

6.1 Development Location

The site is in Honea Path, South Carolina. It is located on the east side of Black Street, just south of US Highway 76.

6.2 Construction Type

New construction.

6.3 Occupancy

The proposal is for occupancy by family households.

6.4 Target Income Group

Low income

6.5 Special Population

5% of units designed for mobility impaired and 2% designed for sensory impaired.

6.6 Structure Type

Garden; two or three story walkup

Floor plans and elevations were not available at the time the study was conducted.

6.7 Unit Sizes, Rents and Targeting

Table 5—Unit Sizes, Rents, and Targeting

AMI	Bedrooms	Baths	Number of Units	Square Feet	Net Rent	Utility Allow.	Gross Rent	Target Population
50%	1	1	2	900	400	116	516	Tax Credit
50%	2	2	3	1,125	460	156	616	Tax Credit
50%	3	2	3	1,275	485	209	694	Tax Credit
60%	1	1	6	900	425	116	541	Tax Credit
60%	2	2	13	1,125	495	156	651	Tax Credit
60%	3	2	13	1,275	515	209	724	Tax Credit
	Total Units		40					
	Tax Credit Units		40					
	PBRA Units		0					
	Mkt. Rate Units		0					

These *pro forma* rents will be evaluated in terms of the market in the Supply section of the study.

6.8 Development Amenities

Underground utilities, clubhouse with laundry room, fitness/exercise room and computer lab, gazebo with bench seating, video security system, and perimeter fencing.

6.9   Unit Amenities

Energy Star ceiling fans in living room and bedrooms, Energy Star refrigerator w/icemaker, dishwashers, high speed internet hook-ups, range, mounted microwave ovens, electric HVAC, mini blinds, washer/dryer connections, patio/balcony, exterior storage, and luxury vinyl flooring.

6.10   Utilities Included

Trash

6.11   Projected Certificate of Occupancy Date

It is anticipated that the subject will have its final certificates of occupancy on or before 12/31/2021.

7 Site Evaluation

Site Location Map

Neighborhood Map

Neighborhood Map

John Wall and Associates
Seneca, South Carolina — 864/261-3147
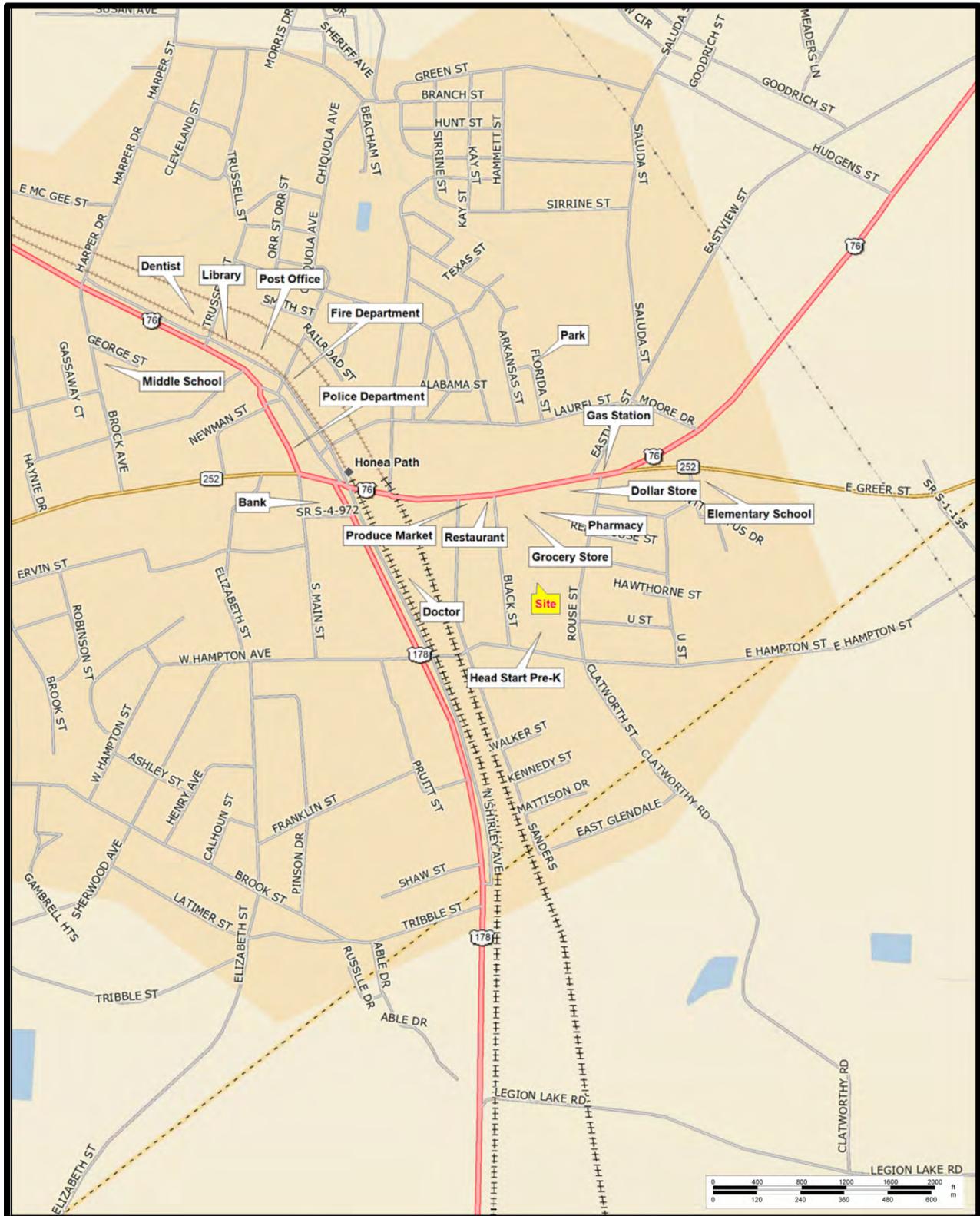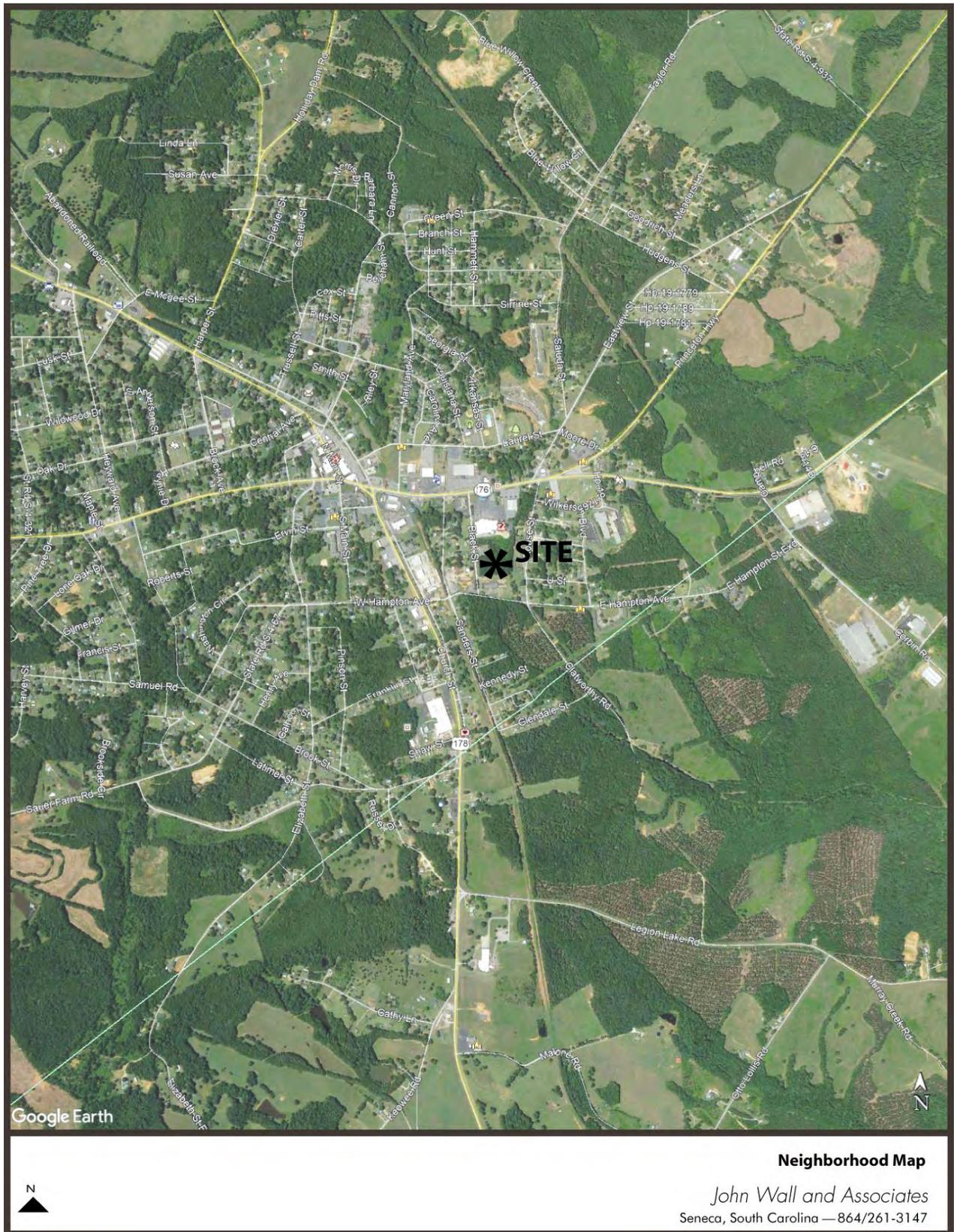
7.1   Date of Site Visit

Jessica Tergeoglou visited the site on February 24, 2019.

7.2   Description of Site and Adjacent Parcels

In addition to the following narrative, a visual description of the site and the adjacent parcels is provided in the maps on the preceding pages and the photographs on the following pages.

7.3   Visibility and Curb Appeal

The site is visible from Black Street, however, visibility from the main highway is low. Curb appeal will be good.

7.4   Ingress and Egress

Access to the site is from Black Street. There are no problems with ingress and egress.

7.5   Physical Conditions

The site is mostly flat and wooded.

7.6   Adjacent Land Uses and Conditions

N: Grocery store, dollar store, and pharmacy

E: Housing Authority apartments

S: Head Start preschool

W: A single family home and woods, then more homes and town storage/maintenance

7.7   Views

There are no views out from the site that would be detrimental to marketing the property. The nearby town maintenance facility is enclosed with a privacy fence (see photo 5).

7.8   Neighborhood

The neighborhood is a mix of residential and commercial properties.

N: Commercial buildings, Highway 76, a church

E: Residential and some commercial

S: Head Start preschool, woods, and residential

W: Residential and commercial, Highway 178

7.9   Shopping, Goods, Services and Amenities

The site is adjacent to a Bi-Lo grocery store and is located along the main shopping corridor of the town. Additional shops and restaurants are located in the nearby downtown area, about ½ mile from the site.

7.10   Employment Opportunities

There are ample employment opportunities in the immediate and surrounding areas.

7.11   Transportation

The site is located on a residential street off of US Highway 76, a major highway in the town.

Electric City Transit provides public transportation in Honea Path. Buses are permitted to leave regular route (up to 3/4 of a mile) to pick up or drop off riders who live outside the regular routes. A bus may be requested by calling (864) 231-7625 at least one hour before travel. Passengers should indicate if they require a wheelchair lift or other assistance. The site is on the Purple Route. A route map is in the transportation appendix.

7.12   Observed Visible Environmental or Other Concerns

There were no environmental or other concerns observed.

7.13   Crime

According to the FBI, in 2017 the following crimes were reported to police:

Table 6—Crimes Reported to Police

	City	County
Population:	3,779	—
Violent Crime	17	738
Murder	0	8
Rape	6	53
Robbery	2	100
Assault	9	577
Property Crime	242	5,257
Burglary	50	1,055
Larceny	172	3,564
Motor Vehicle Theft	20	638
Arson	3	27

Source: 2017 Crime in the United States
https://ucr.fbi.gov/crime-in-the-u.s/2017/crime-in-the-u.s.-2017/tables/table-8/table-8.xls/view
https://ucr.fbi.gov/crime-in-the-u.s/2017/crime-in-the-u.s.-2017/tables/table-10/table-10.xls/view

A crime map is in the appendix. The site does not appear to be in a problematic area.

7.14   Conclusion

The site is well suited for the proposed development.

Site and Neighborhood Photos and Adjacent Land Uses Map

Site Photos & Adjacent Land Uses

John Wall and Associates
Seneca, South Carolina — 864/261-3147

Chestnut Place   Honea Path, South Carolina   PCN: 18-075
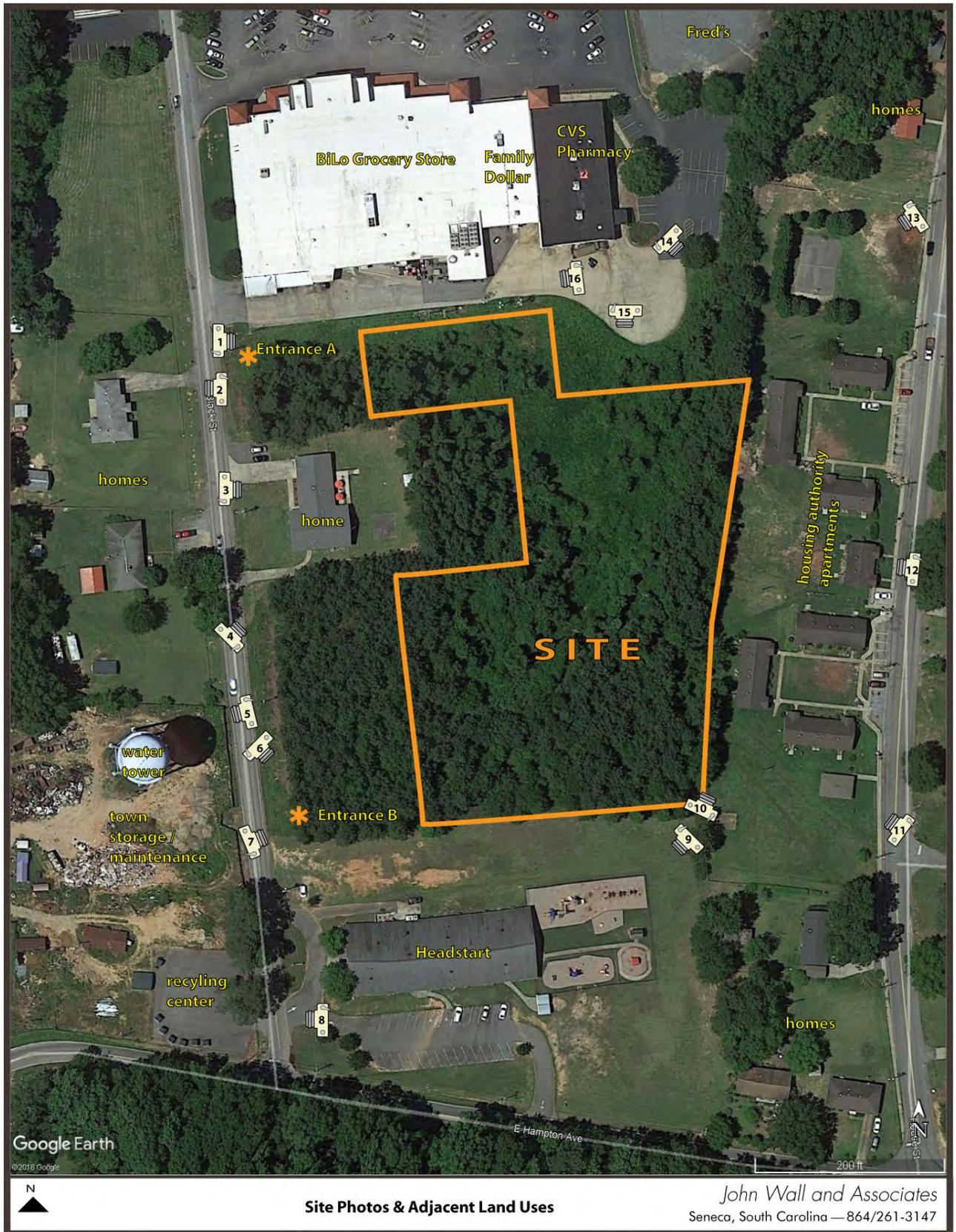
7.15 **Site and Neighborhood Photos**

Photo 1—The site Entrance A and the rear of the Bi-Lo

Photo 2—A home near the site

Photo 3—The home adjacent to the site

Photo 4—The road near the site and the adjacent home

Photo 5—Nearby town storage and maintenance grounds
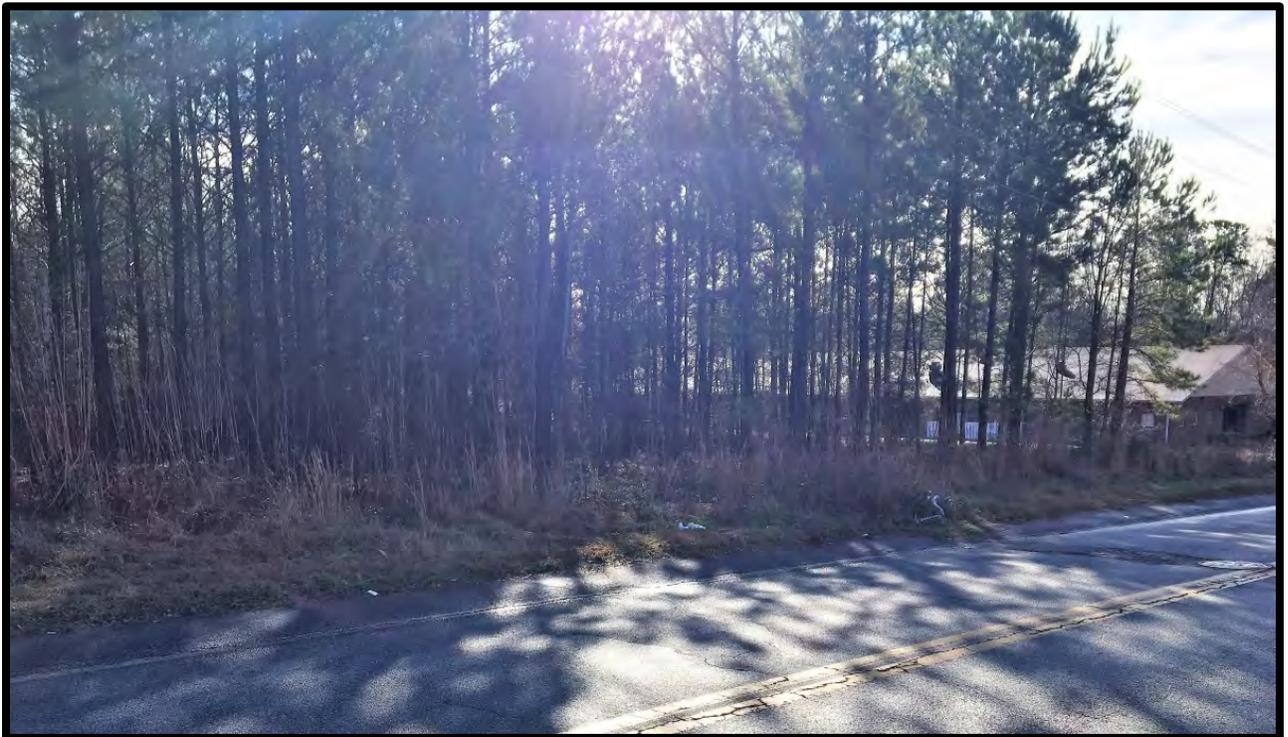
Photo 6—The site Entrance B and the adjacent Head Start preschool

Photo 7—Site Entrance B

Photo 8—The nearby recycling center

Photo 9—The Head Start preschool

Photo 10—The southeast corner of the site

Photo 11—The adjacent Housing Authority apartments; the site is in the background

Photo 12—Housing Authority units

Photo 13—The Housing Authority property's basketball court.

Photo 14—The corner of the site from behind CVS

Photo 15—The site from behind CVS

Photo 16—The northern boundary of the site; the back of Family Dollar and Bi-Lo

8 Market Area

Market Area Map
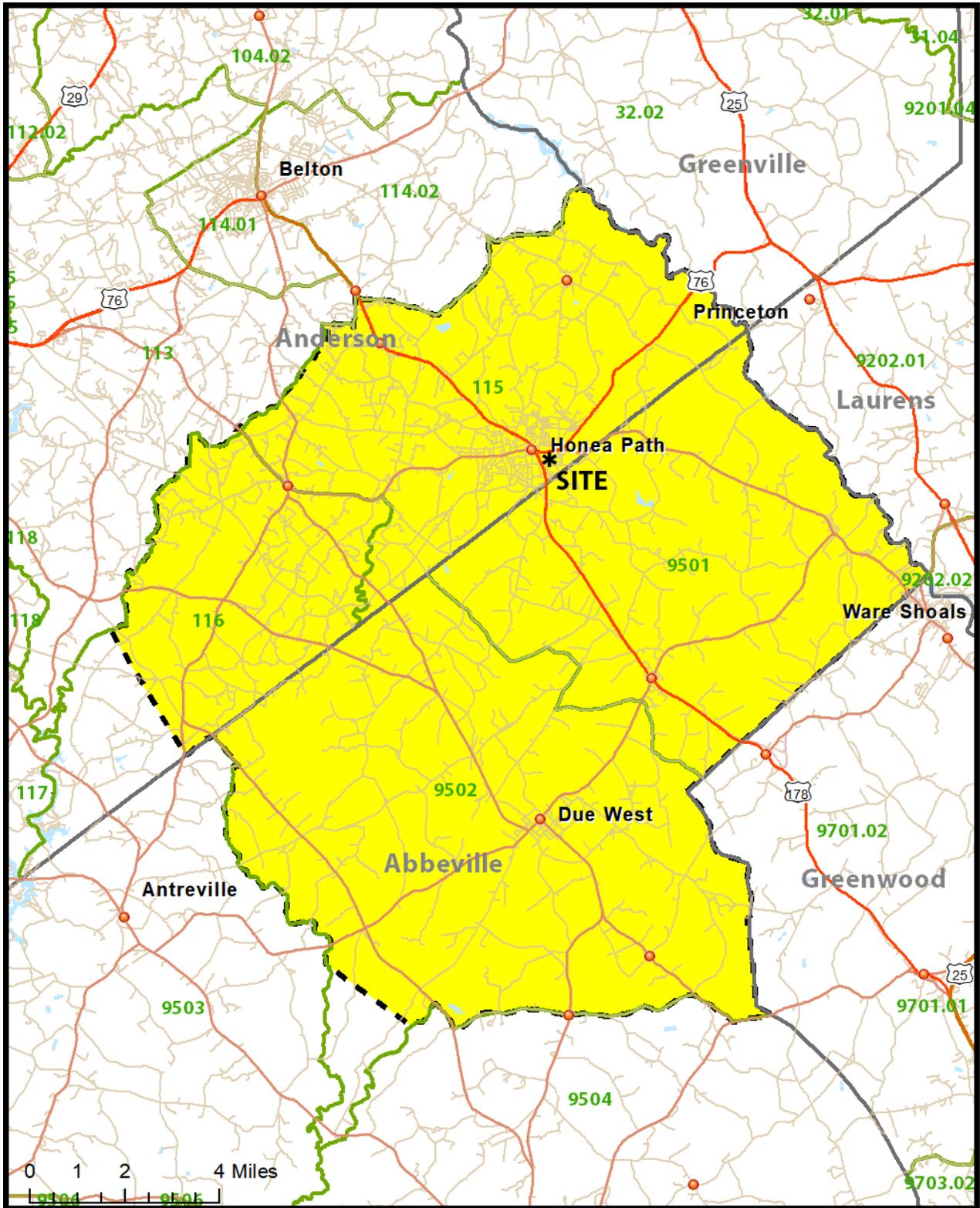
8.1 Market Area Determination

The market area is the community where the project will be located and only those outlying rural areas that will be significantly impacted by the project, generally excluding other significant established communities. The market area is considered to be the area from which most of the prospective tenants will be drawn. Some people will move into the market area from nearby towns, while others will move away. These households are accounted for in the "Household Trends" section. The border of the market area is based on travel time, commuting patterns, the gravity model, physical boundaries, and the distribution of renters in the area. The analyst visits the area before the market area definition is finalized.

Housing alternatives and local perspective will be presented in the Development Comparisons section of this report.

8.2 Driving Times and Place of Work

Commuter time to work is shown below:

Table 7—Workers' Travel Time to Work for the Market Area (Time in Minutes)

	State	%	County	%	Market Area	%	City	%
Total:	2,040,101		79,366		5,733		1,418	
Less than 5 minutes	65,338	3.2%	2,419	3.0%	337	5.9%	108	7.6%
5 to 9 minutes	196,115	9.6%	6,860	8.6%	595	10.4%	136	9.6%
10 to 14 minutes	296,461	14.5%	13,093	16.5%	566	9.9%	274	19.3%
15 to 19 minutes	343,162	16.8%	13,935	17.6%	633	11.0%	163	11.5%
20 to 24 minutes	325,748	16.0%	13,822	17.4%	447	7.8%	119	8.4%
25 to 29 minutes	137,095	6.7%	5,229	6.6%	413	7.2%	112	7.9%
30 to 34 minutes	289,751	14.2%	10,362	13.1%	1,042	18.2%	208	14.7%
35 to 39 minutes	63,029	3.1%	2,709	3.4%	226	3.9%	18	1.3%
40 to 44 minutes	64,126	3.1%	2,385	3.0%	260	4.5%	26	1.8%
45 to 59 minutes	144,149	7.1%	5,773	7.3%	789	13.8%	200	14.1%
60 to 89 minutes	77,759	3.8%	1,771	2.2%	294	5.1%	54	3.8%
90 or more minutes	37,368	1.8%	1,008	1.3%	132	2.3%	0	0.0%

Source: 2016-5yr ACS (Census)

8.3 Market Area Definition

The market area for this report has been defined as Census tracts 9501 and 9502 (90%) in Abbeville County, as well as tracts 115 and 116 (80%) in Anderson County (2010 Census). The market area is defined in terms of standard US Census geography so it will be possible to obtain accurate, verifiable information about it. The Market Area Map highlights this area.

8.3.1 Market Area Boundaries

N: Hen Coop Creek—5 miles
E: Saluda River—5 miles
S: Census tract boundary—12 miles
W: Johnson Creek—7 miles

8.3.2   *Secondary Market Area*

The secondary market area for this report has been defined as portions of
Anderson and Abbeville Counties. Demand will neither be calculated for, nor
derived from, the secondary market area.

9 Demographic Analysis

9.1 Population

9.1.1 Population Trends

The following table shows the population in the state, county, market area, and city for five years that the Census Bureau provides data.

Table 8—Population Trends

Year	State	County	Market Area	City
2008	4,511,428	183,691	15,292	3,777
2009	4,575,864	185,675	15,310	3,727
2010	4,630,351	187,228	14,997	3,662
2011	4,679,602	188,480	15,161	3,673
2012	4,727,273	189,763	14,972	3,610
2013	4,777,576	191,215	14,983	3,649
2014	4,834,605	192,709	14,714	3,683

Sources: 2010, 2011, 2012, 2013, 2014, 2015, and 2016 5yr ACS (Census)

9.1.2 Age

Population is shown below for several age categories. The percent figures are presented in such a way as to easily compare the market area to the state, which is a "norm." This will point out any peculiarities in the market area.

Table 9—Persons by Age

	State	%	County	%	Market Area	%	City	%
Total	4,625,364		187,126		14,946		3,597	
Under 20	1,224,425	26.5%	49,815	26.6%	3,977	26.6%	943	26.2%
20 to 34	924,550	20.0%	32,210	17.2%	2,523	16.9%	646	18.0%
35 to 54	1,260,720	27.3%	52,609	28.1%	3,936	26.3%	861	23.9%
55 to 61	418,651	9.1%	17,116	9.1%	1,436	9.6%	331	9.2%
62 to 64	165,144	3.6%	7,047	3.8%	573	3.8%	122	3.4%
65 plus	631,874	13.7%	28,329	15.1%	2,502	16.7%	694	19.3%
55 plus	1,215,669	26.3%	52,492	28.1%	4,511	30.2%	1,147	31.9%
62 plus	797,018	17.2%	35,376	18.9%	3,075	20.6%	816	22.7%

Source: 2010 Census

9.1.3   Race and Hispanic Origin

The racial composition of the market area does not factor into the demand for units; the information below is provided for reference.

Note that "Hispanic" is not a racial category. "White," "Black," and "Other" represent 100% of the population. Some people in each of those categories also consider themselves "Hispanic." The percent figures allow for a comparison between the state ("norm") and the market area.

Table 10—Race and Hispanic Origin

	State	%	County	%	Market Area	%	City	%
Total	4,625,364		187,126		14,945		3,597	
Not Hispanic or Latino	4,389,682	*94.9%*	181,679	*97.1%*	14,782	*98.9%*	3,547	*98.6%*
White	2,962,740	64.1%	147,362	78.8%	12,600	84.3%	2,748	76.4%
Black or African American	1,279,998	27.7%	29,810	15.9%	1,917	12.8%	702	19.5%
American Indian	16,614	0.4%	420	0.2%	32	0.2%	7	0.2%
Asian	58,307	1.3%	1,384	0.7%	49	0.3%	11	0.3%
Native Hawaiian	2,113	0.0%	29	0.0%	0	0.0%	0	0.0%
Some Other Race	5,714	0.1%	183	0.1%	9	0.1%	1	0.0%
Two or More Races	64,196	1.4%	2,491	1.3%	175	1.2%	78	2.2%
Hispanic or Latino	235,682	*5.1%*	5,447	*2.9%*	164	*1.1%*	50	*1.4%*
White	97,260	2.1%	2,456	1.3%	99	0.7%	22	0.6%
Black or African American	10,686	0.2%	210	0.1%	10	0.1%	3	0.1%
American Indian	2,910	0.1%	58	0.0%	2	0.0%	1	0.0%
Asian	744	0.0%	21	0.0%	0	0.0%	0	0.0%
Native Hawaiian	593	0.0%	14	0.0%	0	0.0%	0	0.0%
Some Other Race	107,750	2.3%	2,317	1.2%	37	0.2%	14	0.4%
Two or More Races	15,739	0.3%	371	0.2%	16	0.1%	10	0.3%

Source: 2010 Census

Note that the "Native Hawaiian" category above also includes "Other Pacific Islander" and the "American Indian" category also includes "Alaska Native."

9.2   Households

Renter Households by Age of Householder
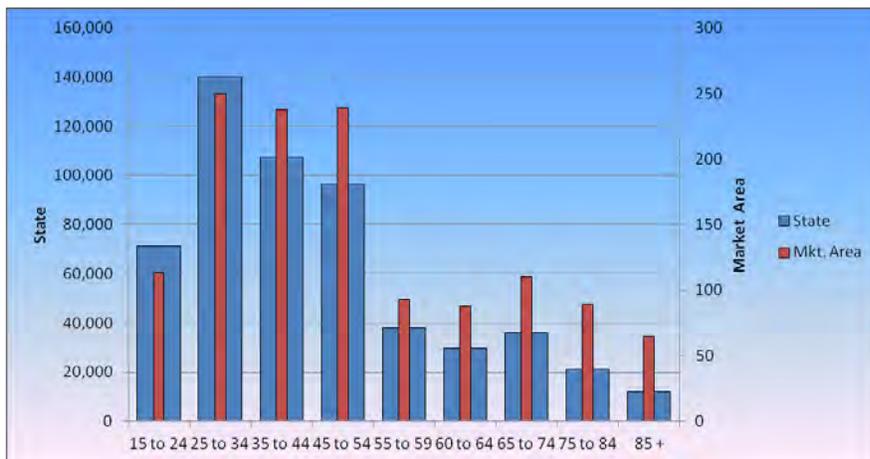
Source: 2010 Census

The graph above shows the relative distribution of households by age in the market area as compared to the state.

9.2.1 Household Trends

The following table shows the number of households in the state, county, market area, and city for several years that the Census Bureau provides data.

Table 11—Household Trends

Year	State	County	Market Area	City
2008	1,741,994	71,973	5,793	1,737
2009	1,758,732	72,519	5,726	1,536
2010	1,768,255	73,010	5,606	1,509
2011	1,780,251	73,296	5,724	1,541
2012	1,795,715	73,669	5,716	1,562
2013	1,815,094	74,023	5,678	1,549
2014	1,839,041	74,814	5,448	1,543

Sources: 2010, 2011, 2012, 2013, 2014, 2015 and 2016 5yr ACS (Census)

9.2.2 Household Tenure

The table below shows how many units are occupied by owners and by renters. The percent of the households in the market area that are occupied by renters will be used later in determining the demand for new rental housing.

Table 12—Occupied Housing Units by Tenure

	State	%	County	%	Market Area	%	City	%
Households	1,801,181	—	73,829	—	5,789	—	1,557	—
Owner	1,248,805	69.3%	53,015	71.8%	4,504	77.8%	1,011	64.9%
Renter	552,376	30.7%	20,814	28.2%	1,285	22.2%	546	35.1%

Source: 2010 Census

From the table above, it can be seen that 22.2% of the households in the market area rent. This percentage will be used later in the report to calculate the number of general occupancy units necessary to accommodate household growth.

9.2.3   Projections

Population projections are based on the average trend from the most recent Census data. First the percent change in population is calculated for each pair of years.

Table 13—Population

ACS Year	Market Area	Change	Percent Change
2010	15,292	—	—
2011	15,310	18	0.1%
2012	14,997	-313	-2.0%
2013	15,161	164	1.1%
2014	14,972	-189	-1.2%
2015	14,983	11	0.1%
2016	14,714	-269	-1.8%

Sources: 2010, 2011, 2012, 2013, 2014, 2015 and 2016 5yr ACS (Census)

As seen in the table above, the percent change ranges from -2.0% to 1.1%. Excluding the highest and lowest observed values, the average is -0.7%. This value will be used to project future changes.

Household projections are based on the average trend from the most recent Census data. First the percent change in population is calculated for each pair of years.

Table 14—Households

ACS Year	Market Area	Change	Percent Change
2010	5,793	—	—
2011	5,726	-67	-1.2%
2012	5,606	-120	-2.1%
2013	5,724	118	2.1%
2014	5,716	-8	-0.1%
2015	5,678	-38	-0.7%
2016	5,448	-230	-4.1%

Sources: 2010, 2011, 2012, 2013, 2014, 2015 and 2016 5yr ACS (Census)

As seen in the table above, the percent change ranges from -4.1% to 2.1%. Excluding the highest and lowest observed values, the average is -1.0%. This value will be used to project future changes.

The average percent change figures calculated above are used to generate the projections that follow.

Table 15—Population and Household Projections

Projections	Population	Annual Change	Households	Annual Change
2016	14,550	-141	5,488	-76
2017	14,446	-104	5,432	-56
2018	14,343	-103	5,377	-55
2019	14,241	-102	5,322	-55
2020	14,140	-101	5,268	-54
2021	14,039	-101	5,215	-53
2018 to 2021	-205	-68	-110	-37

Source: John Wall and Associates from figures above

Tenure Map

Legend

* Site Location

marketArea

State

County

Household Tenure

1 Dot = 3

· Owners

· Renters

Source: 2010 5 year ACS, US Census Bureau
©John Wall and Associates

0   1.5   3   6 Miles
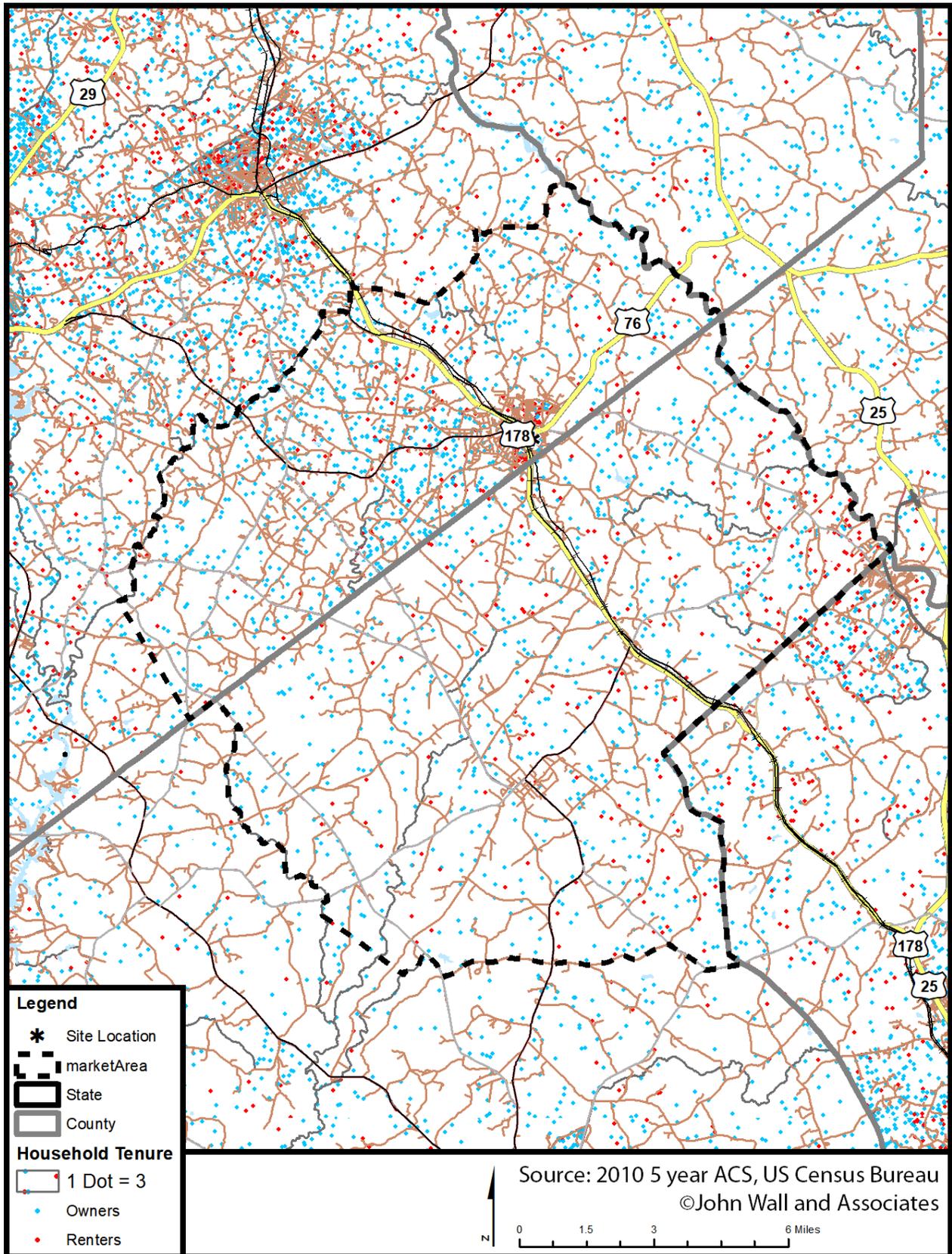
9.2.4 *Household Size*

Household size is another characteristic that needs to be examined. The household size of those presently renting can be used as a strong indicator of the bedroom mix required. Renters and owners have been shown separately in the tables below because the make-up of owner-occupied units is significantly different from that of renters. A comparison of the percent figures for the market area and the state ("norm") is often of interest.

Table 16—Housing Units by Persons in Unit

	State		County		Market Area		City	
Owner occupied:	1,248,805	—	53,015	—	4,504	—	1,011	—
1-person	289,689	23.2%	11,749	22.2%	1,049	23.3%	284	28.1%
2-person	477,169	38.2%	20,552	38.8%	1,755	39.0%	386	38.2%
3-person	210,222	16.8%	8,957	16.9%	717	15.9%	168	16.6%
4-person	164,774	13.2%	7,348	13.9%	605	13.4%	114	11.3%
5-person	69,110	5.5%	2,981	5.6%	248	5.5%	43	4.3%
6-person	24,016	1.9%	968	1.8%	82	1.8%	9	0.9%
7-or-more	13,825	1.1%	460	0.9%	48	1.1%	7	0.7%
Renter occupied:	552,376	—	20,814	—	1,285	—	546	—
1-person	188,205	34.1%	6,977	33.5%	456	35.5%	201	36.8%
2-person	146,250	26.5%	5,626	27.0%	345	26.8%	149	27.3%
3-person	93,876	17.0%	3,537	17.0%	201	15.6%	94	17.2%
4-person	67,129	12.2%	2,580	12.4%	152	11.8%	56	10.3%
5-person	33,904	6.1%	1,279	6.1%	90	7.0%	34	6.2%
6-person	13,817	2.5%	497	2.4%	19	1.5%	2	0.4%
7-or-more	9,195	1.7%	318	1.5%	22	1.7%	10	1.8%

Source: 2010 Census

The percent and number of large (5 or more persons) households in the market is an important fact to consider in projects with a significant number of 3 or 4 bedroom units. In such cases, this fact has been taken into account and is used to refine the analysis. It also helps to determine the upper income limit for the purpose of calculating demand. In the market area, 10.2% of the renter households are large, compared to 10.3% in the state.

Renter Persons Per Unit For The Market Area
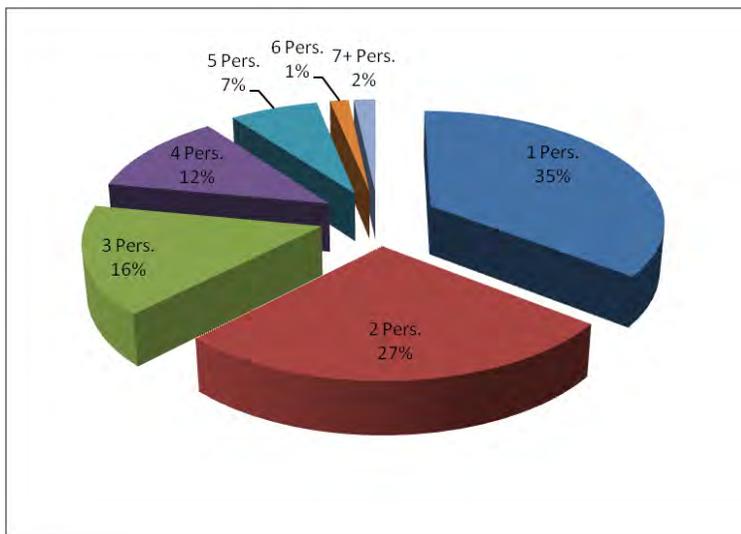
9.2.5 Household Incomes

The table below shows the number of households (both renter and owner) that fall within various income ranges for the market area.

Table 17—Number of Households in Various Income Ranges

	State	%	County	%	Market Area	%	City	%
Total:	1,839,041		74,814		5,448		1,543	
Less than $10,000	156,655	8.5%	5,962	8.0%	444	8.1%	195	12.6%
$10,000 to $14,999	113,279	6.2%	4,997	6.7%	435	8.0%	187	12.1%
$15,000 to $19,999	107,731	5.9%	5,449	7.3%	485	8.9%	218	14.1%
$20,000 to $24,999	111,305	6.1%	4,733	6.3%	480	8.8%	200	13.0%
$25,000 to $29,999	106,338	5.8%	4,653	6.2%	367	6.7%	92	6.0%
$30,000 to $34,999	103,689	5.6%	4,532	6.1%	334	6.1%	96	6.2%
$35,000 to $39,999	95,238	5.2%	3,790	5.1%	285	5.2%	28	1.8%
$40,000 to $44,999	93,414	5.1%	4,351	5.8%	236	4.3%	82	5.3%
$45,000 to $49,999	81,068	4.4%	3,620	4.8%	245	4.5%	36	2.3%
$50,000 to $59,999	150,124	8.2%	5,876	7.9%	467	8.6%	78	5.1%
$60,000 to $74,999	183,676	10.0%	6,994	9.3%	564	10.4%	136	8.8%
$75,000 to $99,999	211,341	11.5%	8,534	11.4%	675	12.4%	96	6.2%
$100,000 to $124,999	129,784	7.1%	5,041	6.7%	249	4.6%	99	6.4%
$125,000 to $149,999	71,386	3.9%	2,505	3.3%	97	1.8%	0	0.0%
$150,000 to $199,999	65,792	3.6%	2,174	2.9%	40	0.7%	0	0.0%
$200,000 or more	58,221	3.2%	1,603	2.1%	47	0.9%	0	0.0%

Source: 2016-5yr ACS (Census)

10   Market Area Economy

The economy of the market area will have an impact on the need for apartment units.

Table 18—Occupation of Employed Persons Age 16 Years And Over

	State	%	County	%	Market Area	%	City	%
Total	2,129,323		83,276		6,152		1,499	
Management, business, science, and arts occupations:	713,327	34%	26,213	31%	1,847	30%	410	27%
Management, business, and financial occupations:	279,599	13%	9,723	12%	576	9%	141	9%
Management occupations	194,200	9%	7,204	9%	440	7%	96	6%
Business and financial operations occupations	85,399	4%	2,519	3%	136	2%	45	3%
Computer, engineering, and science occupations:	92,669	4%	3,023	4%	170	3%	14	1%
Computer and mathematical occupations	39,905	2%	870	1%	21	0%	0	0%
Architecture and engineering occupations	38,622	2%	1,827	2%	127	2%	14	1%
Life, physical, and social science occupations	14,142	1%	326	0%	23	0%	0	0%
Education, legal, community service, arts, and media occupations:	212,279	10%	7,746	9%	642	10%	113	8%
Community and social service occupations	36,950	2%	1,297	2%	77	1%	0	0%
Legal occupations	18,057	1%	371	0%	41	1%	0	0%
Education, training, and library occupations	126,853	6%	5,134	6%	397	6%	68	5%
Arts, design, entertainment, sports, and media occupations	30,419	1%	944	1%	127	2%	45	3%
Healthcare practitioners and technical occupations:	128,780	6%	5,721	7%	458	7%	142	9%
Health diagnosing and treating practitioners and other technical occupations	83,259	4%	3,556	4%	236	4%	62	4%
Health technologists and technicians	45,521	2%	2,165	3%	222	4%	80	5%
Service occupations:	385,345	18%	13,635	16%	1,019	17%	123	8%
Healthcare support occupations	44,426	2%	2,162	3%	102	2%	15	1%
Protective service occupations:	47,967	2%	1,771	2%	104	2%	42	3%
Fire fighting and prevention, and other protective service workers including supervisors	25,628	1%	941	1%	32	1%	0	0%
Law enforcement workers including supervisors	22,339	1%	830	1%	72	1%	42	3%
Food preparation and serving related occupations	132,137	6%	4,007	5%	412	7%	40	3%
Building and grounds cleaning and maintenance occupations	92,520	4%	3,080	4%	131	2%	12	1%
Personal care and service occupations	68,295	3%	2,615	3%	272	4%	14	1%
Sales and office occupations:	524,669	25%	20,510	25%	1,373	22%	524	35%
Sales and related occupations	248,107	12%	10,532	13%	589	10%	249	17%
Office and administrative support occupations	276,562	13%	9,978	12%	784	13%	275	18%
Natural resources, construction, and maintenance occupations:	192,123	9%	7,911	9%	637	10%	129	9%
Farming, fishing, and forestry occupations	9,913	0%	236	0%	36	1%	0	0%
Construction and extraction occupations	103,277	5%	3,709	4%	338	5%	58	4%
Installation, maintenance, and repair occupations	78,933	4%	3,966	5%	263	4%	71	5%
Production, transportation, and material moving occupations:	313,859	15%	15,007	18%	1,276	21%	313	21%
Production occupations	180,361	8%	9,922	12%	809	13%	190	13%
Transportation occupations	74,421	3%	2,456	3%	242	4%	48	3%
Material moving occupations	59,077	3%	2,629	3%	225	4%	75	5%

Source: 2016-5yr ACS (Census)

Occupation for the State and Market Area
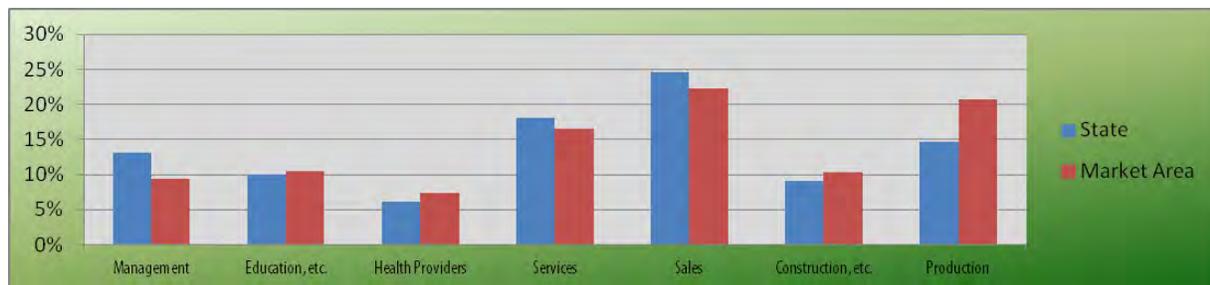
Table 19—Industry of Employed Persons Age 16 Years And Over

	State	%	County	%	Market Area	%	City	%
Total:	2,129,323		83,276		6,152		1,499	
Agriculture, forestry, fishing and hunting, and mining:	21,712	**1%**	588	**1%**	55	**1%**	0	**0%**
Agriculture, forestry, fishing and hunting	20,112	1%	554	1%	55	1%	0	0%
Mining, quarrying, and oil and gas extraction	1,600	0%	34	0%	0	0%	0	0%
Construction	134,999	**6%**	4,635	**6%**	371	**6%**	41	**3%**
Manufacturing	293,796	**14%**	17,682	**21%**	1,225	**20%**	273	**18%**
Wholesale trade	56,511	**3%**	2,389	**3%**	127	**2%**	34	**2%**
Retail trade	259,654	**12%**	10,718	**13%**	851	**14%**	294	**20%**
Transportation and warehousing, and utilities:	100,177	**5%**	3,059	**4%**	341	**6%**	119	**8%**
Transportation and warehousing	73,879	3%	2,285	3%	296	5%	84	6%
Utilities	26,298	1%	774	1%	45	1%	35	2%
Information	38,274	**2%**	1,221	**1%**	53	**1%**	14	**1%**
Finance and insurance, and real estate and rental and leasing:	123,152	**6%**	3,338	**4%**	201	**3%**	72	**5%**
Finance and insurance	86,156	4%	2,358	3%	182	3%	72	5%
Real estate and rental and leasing	36,996	2%	980	1%	19	0%	0	0%
Professional, scientific, and management, and administrative and waste management services:	209,139	**10%**	6,516	**8%**	528	**9%**	147	**10%**
Professional, scientific, and technical services	105,839	5%	3,008	4%	231	4%	125	8%
Management of companies and enterprises	1,154	0%	56	0%	0	0%	0	0%
Administrative and support and waste management services	102,146	5%	3,452	4%	296	5%	22	1%
Educational services, and health care and social assistance:	460,646	**22%**	19,851	**24%**	1,510	**25%**	343	**23%**
Educational services	193,386	9%	7,290	9%	659	11%	68	5%
Health care and social assistance	267,260	13%	12,561	15%	853	14%	275	18%
Arts, entertainment, and recreation, and accommodation and food services:	222,765	**10%**	6,662	**8%**	439	**7%**	82	**5%**
Arts, entertainment, and recreation	36,395	2%	735	1%	22	0%	0	0%
Accommodation and food services	186,370	9%	5,927	7%	417	7%	82	5%
Other services, except public administration	108,028	**5%**	3,961	**5%**	290	**5%**	38	**3%**
Public administration	100,470	**5%**	2,656	**3%**	161	**3%**	42	**3%**

Source: 2016-5yr ACS (Census)

Note: Bold numbers represent category totals and add to 100%

Employment Concentrations Map
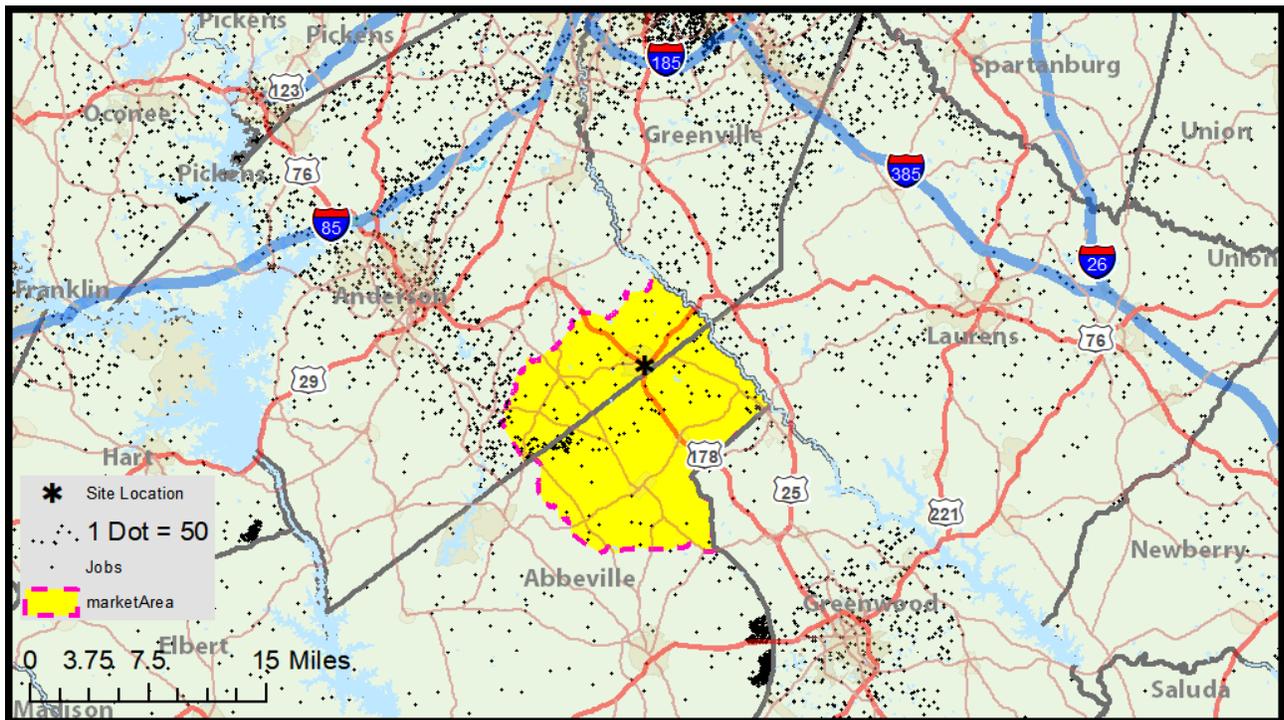
Industry for the State and Market Area
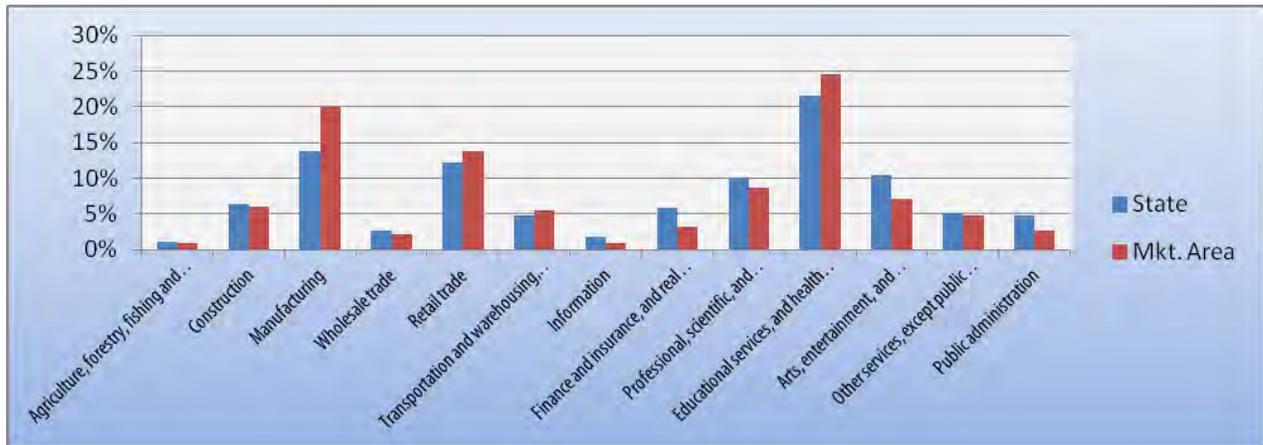
Source: 2016-5yr ACS (Census)

Table 20—Median Wages by Industry

	State	County	City
Overall	$30,864	$31,097	$18,194
Agriculture, forestry, fishing and hunting, and mining:	$24,040	$23,542	—
Agriculture, forestry, fishing and hunting	$22,252	$17,411	—
Mining, quarrying, and oil and gas extraction	$51,154	—	—
Construction	$30,927	$34,767	—
Manufacturing	$40,233	$40,361	$19,174
Wholesale trade	$40,769	$36,989	$20,469
Retail trade	$20,327	$18,263	$7,347
Transportation and warehousing, and utilities:	$42,106	$44,789	$50,344
Transportation and warehousing	$38,031	$35,150	$50,978
Utilities	$55,436	$52,139	—
Information	$39,311	$30,030	—
Finance and insurance, and real estate and rental and leasing:	$39,301	$32,327	—
Finance and insurance	$40,937	$36,167	—
Real estate and rental and leasing	$35,000	$30,335	—
Professional, scientific, and management, and administrative and waste management services:	$33,197	$32,039	$40,757
Professional, scientific, and technical services	$49,473	$42,333	$41,144
Management of companies and enterprises	$73,897	$102,115	—
Administrative and support and waste management services	$22,231	$26,867	—
Educational services, and health care and social assistance:	$32,412	$33,111	$18,516
Educational services	$34,997	$36,831	—
Health care and social assistance	$31,514	$30,925	$19,453
Arts, entertainment, and recreation, and accommodations and food services	$14,017	$12,853	$13,651
Arts, entertainment, and recreation	$18,038	$23,677	—
Accommodation and food services	$13,444	$12,249	$13,651
Other services except public administration	$22,367	$23,482	—
Public administration	$39,135	$35,056	—

Source: 2016-5yr ACS (Census)

Note: Dashes indicate data suppressed by Census Bureau; no data is available for the market area.

Wages by Industry for the County
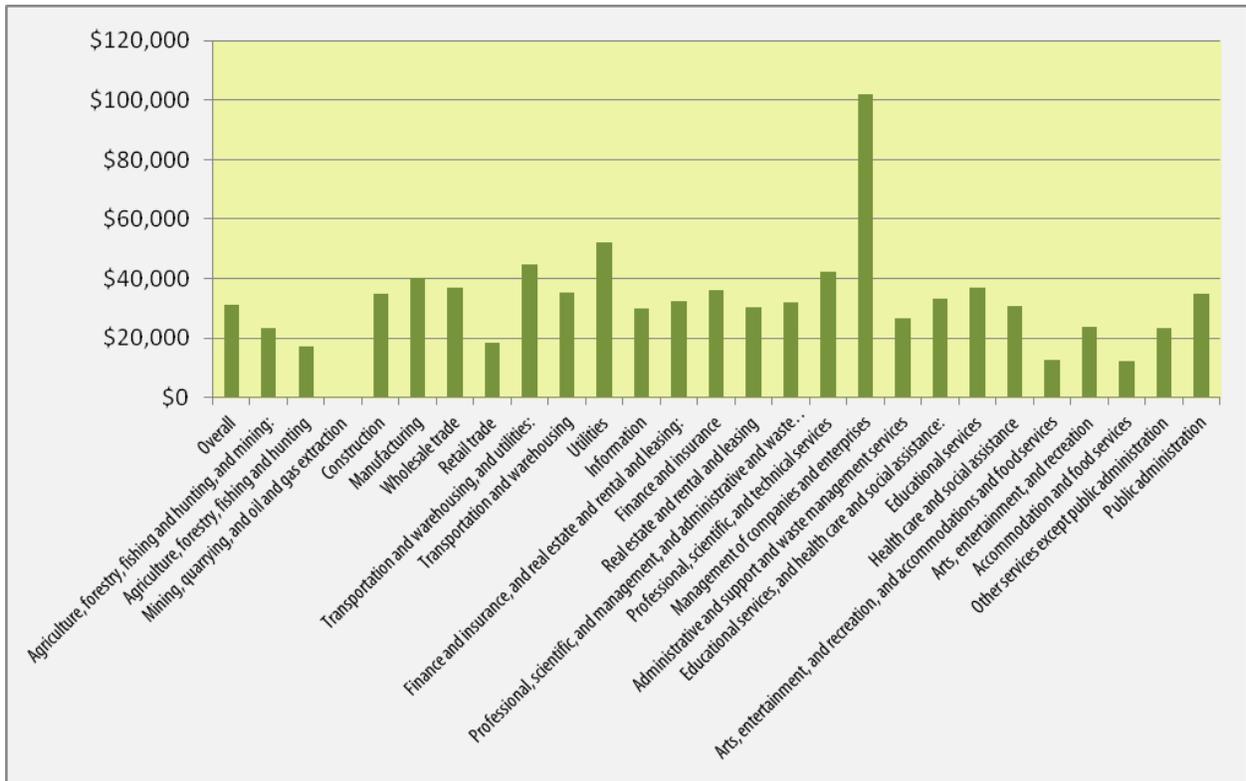
2016-5yr ACS (Census)

10.1   Major Employers

Table 21—Major Employers in the County

Company
Anderson Area Medical Center
Anderson County
Anderson County School District #2
Anderson County School District #5
Anderson County School District #1
Anderson County School District #4
Anderson University
City of Anderson
Electrolux Home Products, Inc.
First Quality Tissue SE, LLC
Glen Raven Custom Fabrics, LLC
Ingles Market, Inc.
Michelin North America, Inc.
One World Technologies, Inc.
Plastic Omnium Auto Exteriors, LLC
Robert Bosch Corporation
Staff One Plus, Inc.
Tri County Technical Education Center
Wal-Mart Associates, Inc.
Walgreens Co.

Source: S.C. Department of Employment & Workforce - 2018 Q2

10.2   New or Planned Changes in Workforce

If there are any, they will be discussed in the Interviews section of the report.

10.3   Employment (Civilian Labor Force)

In order to determine how employment affects the market area and whether the local economy is expanding, declining, or stable, it is necessary to inspect employment statistics for several years. The table below shows the increase or decrease in employment and the percentage of unemployed at the county level. This table also shows the change in the size of the labor force, an indicator of change in housing requirements for the county.

Table 23—Employment Trends

Year	Civilian Labor Force	Unemployment	Rate (%)	Employment	Employment Change Number	Pct.	Annual Change Number	Pct.
2000	84,478	2,619	3.2	81,859	—	—	—	—
2015	88,220	4,520	5.4	83,700	1,841	2.2%	123	0.1%
2016	88,771	3,904	4.6	84,867	1,167	1.4%	1,167	1.4%
2017	89,401	3,356	3.9	86,045	1,178	1.4%	1,178	1.4%
J-18	89,922	4,037	4.7	85,885	-160	-0.2%		
F-18	90,115	3,715	4.3	86,400	515	0.6%		
M-18	90,349	3,308	3.8	87,041	641	0.7%		
A-18	89,134	2,259	2.6	86,875	-166	-0.2%		
M-18	89,197	2,345	2.7	86,852	-23	0.0%		
J-18	90,229	3,051	3.5	87,178	326	0.4%		
J-18	89,422	2,940	3.4	86,482	-696	-0.8%		
A-18	89,000	3,010	3.5	85,990	-492	-0.6%		
S-18	88,886	2,673	3.1	86,213	223	0.3%		
O-18	89,632	2,695	3.1	86,937	724	0.8%		
N-18	89,415	2,604	3.0	86,811	-126	-0.1%		
D-18	90,178	2,627	3.0	87,551	740	0.9%		

Source: State Employment Security Commission

County Employment Trends
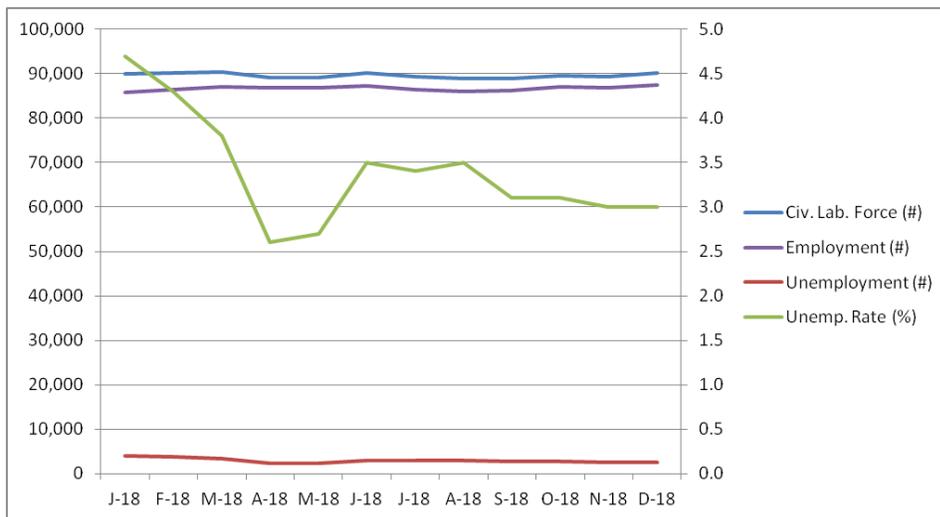
Source: State Employment Security Commission

10.4   Workforce Housing

The subject is not located in an area that is drawn from for some other area (e.g., a resort area) so this topic is not relevant.

10.5   Economic Summary

The largest number of persons in the market area is employed in the "Management, professional, and related occupations" occupation category and in the "Educational services, and health care and social assistance" industry category.

A change in the size of labor force frequently indicates a corresponding change in the need for housing. The size of the labor force has been increasing over the past several years.

Employment has been increasing over the past several years. For the past 12 months the unemployment rate has varied from 2.6% to 4.7%; in the last month reported it was 3.0%.

A downturn in the economy and thus a corresponding increase in unemployment will impact LIHTC properties without rental assistance. LIHTC properties without rental assistance require tenants who either earn enough money to afford the rent or have a rent subsidy voucher. When there is an increase in unemployment, there will be households where one or more employed persons become unemployed. Some households that could afford to live in the proposed units will no longer have enough income. By the same token, there will be other households that previously had incomes that were too high to live in the proposed units that will now be income qualified.

Percent of Workers by Industry for the Market Area
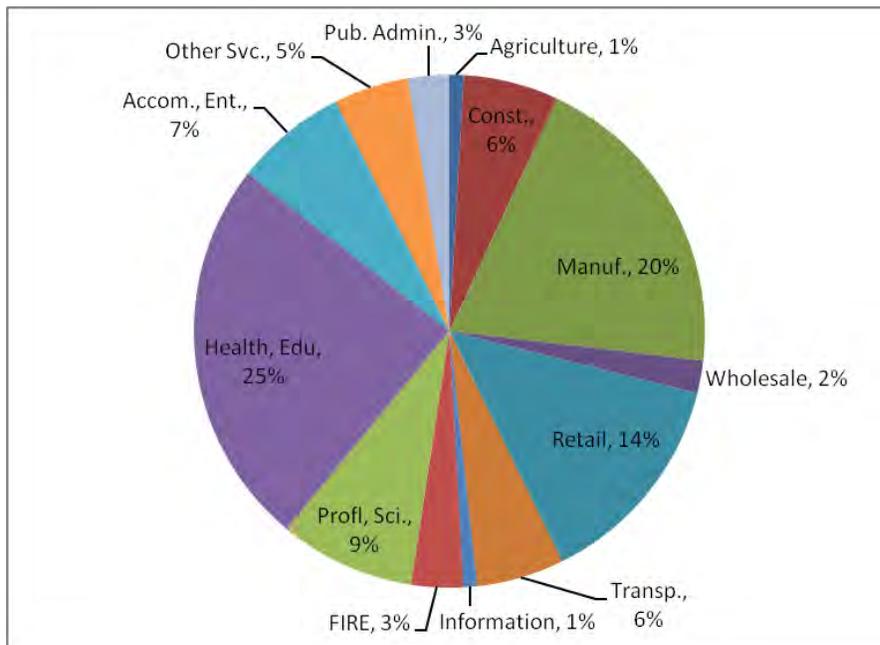
Source: 2016-5yr ACS (Census)

11   Income Restrictions and Affordability

Several economic factors need to be examined in a housing market study. Most important is the number of households that would qualify for apartments on the basis of their incomes. A variety of circumstances regarding restrictions and affordability are outlined below.

These minimum and maximum incomes are used to establish the income *range* for households entering the project. Only households whose incomes fall within the range are considered as a source of demand.

Income data have been shown separately for owner and renter households. Only the renter household income data are used for determining demand for rental units.

Gross rent includes utilities, but it excludes payments of rental assistance by federal, state, and local entities. In this study, gross rent is always monthly.

11.1   Households Not Receiving Rental Assistance

Most households do not receive rental assistance. With respect to estimating which households may consider the subject a possible housing choice, we will evaluate the gross rent as a percent of their income according to the following formula:

gross rent ÷ X% x 12 months = annual income

X% in the formula will vary, depending on the circumstance, as outlined in the next two sections.

11.2   Households Qualifying for Tax Credit Units

Households who earn less than a defined percentage (usually 50% or 60%) of the county or MSA median income as adjusted by HUD (AMI) qualify for low income housing tax credit (LIHTC) units. Therefore, feasibility for projects expecting to receive tax credits will be based in part on the incomes required to support the tax credit rents.

For those tax credit units occupied by low income households, the monthly gross rent should not realistically exceed 35% of the household income.

11.3   Establishing Tax Credit Qualifying Income Ranges

It is critical to establish the number of households that qualify for apartments under the tax credit program based on their incomes. The income ranges are established in two stages. First, the maximum incomes allowable are calculated by applying the tax credit guidelines. Then, minimum incomes required are calculated. According to United States Code, either 20% of the units must be

occupied by households who earn under 50% of the area median gross income (AMI), OR 40% of the units must be occupied by households who earn under 60% of the AMI. Sometimes units are restricted for even lower income households. In many cases, the developer has chosen to restrict the rents for 100% of the units to be for low income households.

Table 24—Maximum Income Limit (HUD FY 2018)

Pers.	VLIL	50%	60%
1	20,700	20,700	24,840
2	23,650	23,650	28,380
3	26,600	26,600	31,920
4	29,550	29,550	35,460
5	31,950	31,950	38,340
6	34,300	34,300	41,160
7	36,650	36,650	43,980
8	39,050	39,050	46,860

Source: Very Low Income (50%) Limit and 60% limit: HUD, Low and Very-Low Income Limits by Family Size; Others: John Wall and Associates, derived from HUD figures

The previous table shows the maximum tax credit allowable incomes for households moving into the subject based on household size and the percent of area median gross income (AMI).

After establishing the maximum income, the lower income limit will be determined. The lower limit is the income a household must have in order to be able to afford the rent and utilities. The realistic lower limit of the income range is determined by the following formula:

> Gross rent ÷ 35% [or 30% or 40%, as described in the subsections above] x 12 months = annual income

This provides for up to 35% *[or 30% or 40%]* of adjusted annual income (AAI) to be used for rent plus utilities.

The proposed gross rents, as supplied by the client, and the minimum incomes required to maintain 35% *[or 30% or 40%]* or less of income spent on gross rent are:

Table 25—Minimum Incomes Required and Gross Rents

	Bedrooms	Number of Units	Net Rent	Gross Rent	Minimum Income Required	Target Population
50%	1	2	400	516	$17,691	Tax Credit
50%	2	3	460	616	$21,120	Tax Credit
50%	3	3	485	694	$23,794	Tax Credit
60%	1	6	425	541	$18,549	Tax Credit
60%	2	13	495	651	$22,320	Tax Credit
60%	3	13	515	724	$24,823	Tax Credit

Source: John Wall and Associates from data provided by client

From the tables above, the practical lower income limits for units *without* rental assistance can be established. Units *with* rental assistance will use $0 as their lower income limit.

When the minimum incomes required are combined with the maximum tax credit limits, the income *ranges* for households entering the project can be established. Only households whose incomes fall within the ranges can be considered as a source of demand. Note that *both* the income limits *and* the amount of spread in the ranges are important.

11.4 Qualifying Income Ranges

The most important information from the tables above is summarized in the table below. Income requirements for any PBRA units will be calculated for the contract rent.

Table 26—Qualifying Income Ranges by Bedrooms and Persons Per Household

AMI	Bedrooms	Persons	Gross Rent	Income Based Lower Limit	Spread Between Limits	Upper Limit
50%	1	1	516	17,690	3,010	20,700
50%	1	2	516	17,690	5,960	23,650
50%	2	2	616	21,120	2,530	23,650
50%	2	3	616	21,120	5,480	26,600
50%	2	4	616	21,120	8,430	29,550
50%	3	3	694	23,790	2,810	26,600
50%	3	4	694	23,790	5,760	29,550
50%	3	5	694	23,790	8,160	31,950
50%	3	6	694	23,790	10,510	34,300
60%	1	1	541	18,550	6,290	24,840
60%	1	2	541	18,550	9,830	28,380
60%	2	2	651	22,320	6,060	28,380
60%	2	3	651	22,320	9,600	31,920
60%	2	4	651	22,320	13,140	35,460
60%	3	3	724	24,820	7,100	31,920
60%	3	4	724	24,820	10,640	35,460
60%	3	5	724	24,820	13,520	38,340
60%	3	6	724	24,820	16,340	41,160

Sources: Gross rents: client; Limits: tables on prior pages; Spread: calculated from data in table

11.5   Programmatic and Pro Forma Rent Analysis

The table below shows a comparison of programmatic rent and *pro forma* rent.

Table 27—Qualifying and Proposed and Programmatic Rent Summary

	1-BR	2-BR	3-BR
50% Units			
Number of Units	2	3	3
Max Allowable Gross Rent	$554	$665	$768
Pro Forma Gross Rent	$516	$616	$694
Difference ($)	**$38**	**$49**	**$74**
Difference (%)	**6.9%**	**7.4%**	**9.6%**
60% Units			
Number of Units	6	13	13
Max Allowable Gross Rent	$665	$798	$922
Pro Forma Gross Rent	$541	$651	$724
Difference ($)	**$124**	**$147**	**$198**
Difference (%)	**18.6%**	**18.4%**	**21.5%**

Targeted Income Ranges
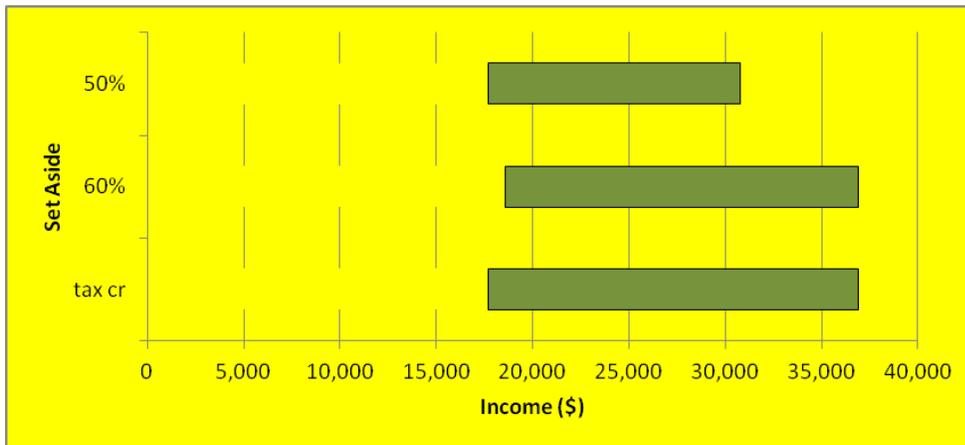
An income range of $17,690 to $30,750 is reasonable for the 50% AMI units.

An income range of $18,550 to $36,900 is reasonable for the 60% AMI units.

An income range of $17,690 to $36,900 is reasonable for the project overall.

11.6 Households with Qualified Incomes

The table below shows income levels for renters and owners separately. The number and percent of income qualified *renter* households is calculated from this table.

Table 28—Number of Specified Households in Various Income Ranges by Tenure

	State	%	County	%	Market Area	%	City	%
Owner occupied:	1,258,661		52,969		4,195		883	
Less than $5,000	33,213	2.6%	1,265	2.4%	70	1.7%	14	1.6%
$5,000 to $9,999	31,018	2.5%	970	1.8%	75	1.8%	6	0.7%
$10,000 to $14,999	55,486	4.4%	2,426	4.6%	271	6.5%	62	7.0%
$15,000 to $19,999	56,610	4.5%	2,859	5.4%	355	8.5%	138	15.6%
$20,000 to $24,999	61,789	4.9%	2,700	5.1%	254	6.1%	65	7.4%
$25,000 to $34,999	126,742	10.1%	6,167	11.6%	639	15.2%	151	17.1%
$35,000 to $49,999	180,304	14.3%	8,746	16.5%	625	14.9%	111	12.6%
$50,000 to $74,999	248,128	19.7%	9,883	18.7%	826	19.7%	141	16.0%
$75,000 to $99,999	175,380	13.9%	7,394	14.0%	670	16.0%	96	10.9%
$100,000 to $149,999	176,471	14.0%	6,969	13.2%	330	7.9%	99	11.2%
$150,000 or more	113,520	9.0%	3,590	6.8%	82	2.0%	0	0.0%
Renter occupied:	580,380		21,845		1,253		660	
Less than $5,000	45,492	7.8%	1,827	8.4%	71	5.7%	27	4.1%
$5,000 to $9,999	46,932	8.1%	1,900	8.7%	227	18.1%	148	22.4%
$10,000 to $14,999	57,793	10.0%	2,571	11.8%	164	13.1%	125	18.9%
$15,000 to $19,999	51,121	8.8%	2,590	11.9%	130	10.4%	80	12.1%
$20,000 to $24,999	49,516	8.5%	2,033	9.3%	226	18.0%	135	20.5%
$25,000 to $34,999	83,285	14.4%	3,018	13.8%	82	6.5%	37	5.6%
$35,000 to $49,999	89,416	15.4%	3,015	13.8%	141	11.3%	35	5.3%
$50,000 to $74,999	85,672	14.8%	2,987	13.7%	185	14.8%	73	11.1%
$75,000 to $99,999	35,961	6.2%	1,140	5.2%	5	0.4%	0	0.0%
$100,000 to $149,999	24,699	4.3%	577	2.6%	17	1.4%	0	0.0%
$150,000 or more	10,493	1.8%	187	0.9%	5	0.4%	0	0.0%

Source: 2016 5yr ACS (Census)

The percent of renter households in the appropriate income ranges will be applied to the renter household growth figures to determine the number of new renter households that will be income qualified to move into each of the different unit types the subject will offer.

Table 29—Percent of Renter Households in Appropriate Income Ranges for the Market Area

AMI			**50%**		**60%**		**Tx. Cr.**	
Lower Limit			17,690		18,550		17,690	
Upper Limit			30,750		36,900		36,900	
	Mkt. Area							
Renter occupied:	**Households**	%	#	%	#	%	#	
Less than $5,000	71	—	0	—	0	—	0	
$5,000 to $9,999	227	—	0	—	0	—	0	
$10,000 to $14,999	164	—	0	—	0	—	0	
$15,000 to $19,999	130	0.46	60	0.29	38	0.46	60	
$20,000 to $24,999	226	1.00	226	1.00	226	1.00	226	
$25,000 to $34,999	82	0.58	47	1.00	82	1.00	82	
$35,000 to $49,999	141	—	0	0.13	18	0.13	18	
$50,000 to $74,999	185	—	0	—	0	—	0	
$75,000 to $99,999	5	—	0	—	0	—	0	
$100,000 to $149,999	17	—	0	—	0	—	0	
$150,000 or more	5	—	0	—	0	—	0	
Total	1,253		333		364		386	
Percent in Range			26.6%		29.0%		30.8%	

Source: John Wall and Associates from figures above

The previous table shows how many renter households are in each income range. The number and percent are given in the last two rows (e.g., 333, or 26.6% of the renter households in the market area are in the 50% range.)

Change in Renter Household Income
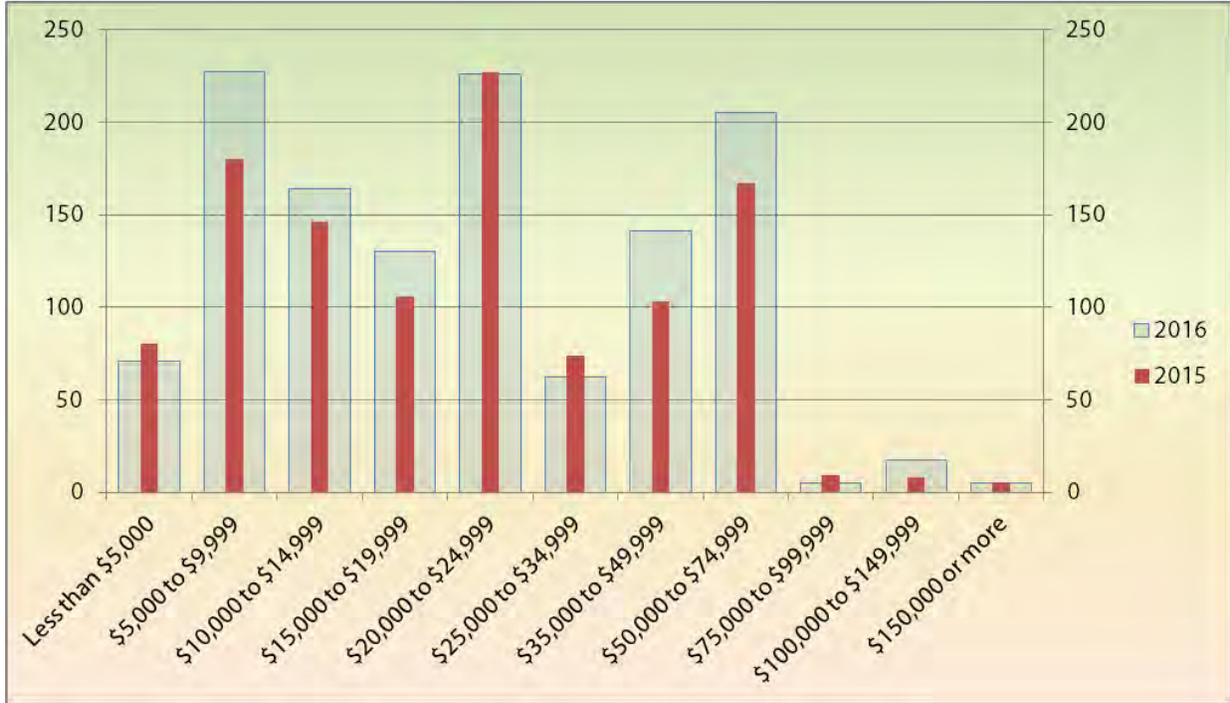
Sources: 2015 and 2016-5yr ACS (Census)

The above table shows the change in renter households in various income ranges. The more current data is reflected on the left axis.

Median Household Income Map

Legend

* Site Location

marketArea

State

County

Median Household Income

Block Groups

	2,499 - 20,583
	20,584 - 29,250
	29,251 - 37,500
	37,501 - 46,075
	46,076 - 55,326
	55,327 - 66,188
	66,189 - 79,318
	79,319 - 96,154
	96,155 - 120,000
	120,001 - 163,750
	163,751 - 250,001

Source: 2010 5 year ACS, US Census Bureau
©John Wall and Associates

0   1.5   3   6 Miles
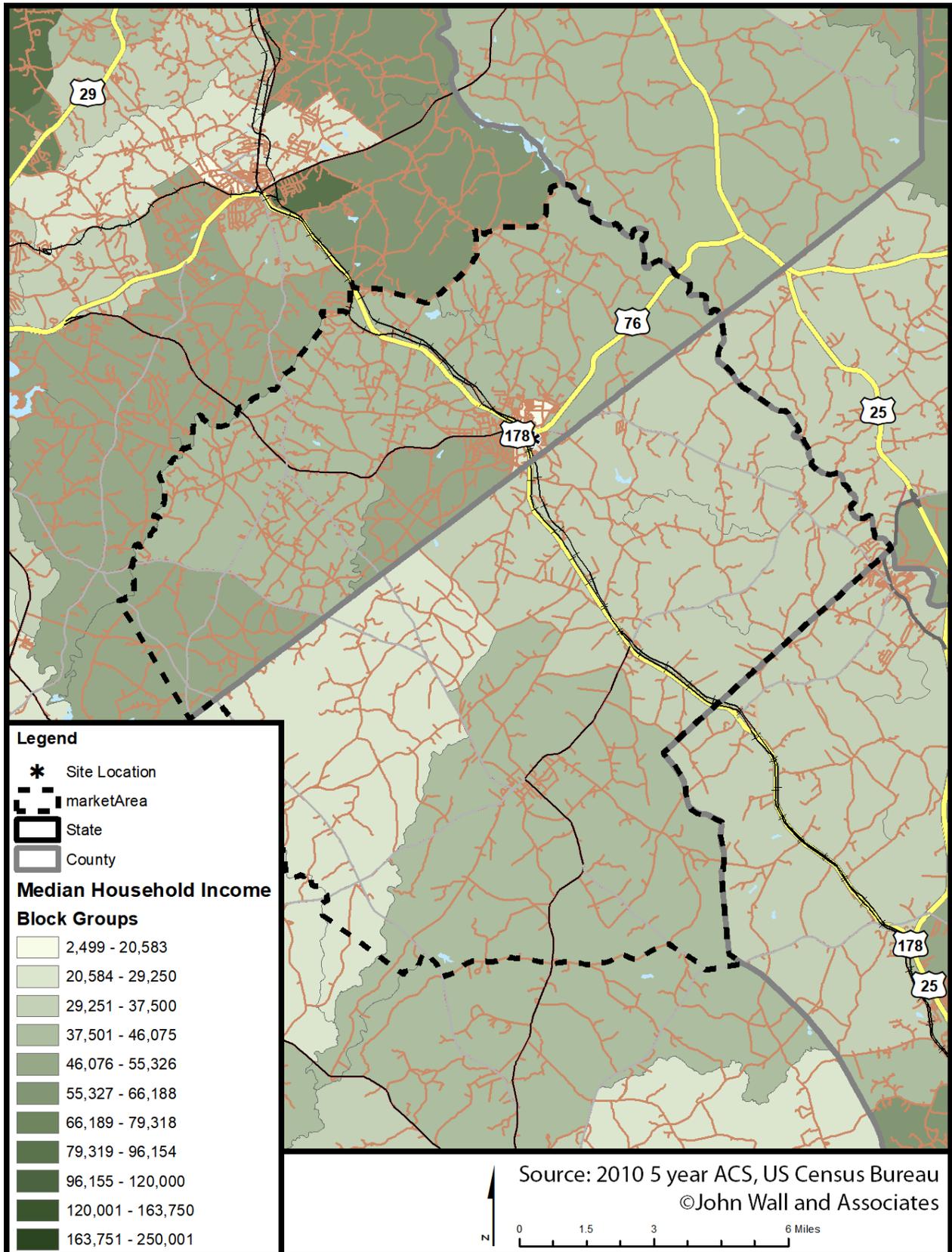
12 Demand

12.1   Demand from New Households

12.1.1   *New Households*

It was shown in the Household Trends section of this study that 0 new housing units will be needed by the year of completion. It was shown in the Tenure section that the area ratio of rental units to total units is 22.2%. Therefore, 0 of these new units will need to be rental.

The table "Percent of Renter Households in Appropriate Income Ranges for the Market Area" shows the percentage of renter households in various income ranges. These percentages are applied to the total number of new rental units needed to arrive at the *number* of new rental units needed in the relevant income categories:

Table 30—New Renter Households in Each Income Range for the Market Area

	New Renter Households	Percent Income Qualified	Demand due to new Households
50% AMI: $17,690 to $30,750	0	26.6%	0
60% AMI: $18,550 to $36,900	0	29.0%	0
Overall Tax Credit: $17,690 to $36,900	0	30.8%	0

Source: John Wall and Associates from figures above

12.2   Demand from Existing Households

12.2.1   *Demand from Rent Overburden Households*

A household is defined as rent overburdened when it pays 30% or more of its income on gross rent (rent plus utilities). Likewise, the household is *severely* rent overburdened if it pays 35% or more of its income on gross rent.

For tax credit units *without* rental assistance, households may pay 35% of their incomes for gross rent. Therefore, up to 35% of income for gross rent is used in establishing affordability in the "Demand from New Households" calculations. Hence, only *severely* (paying in excess of 35%) rent overburdened households are counted as a source of demand for tax credit units without rental assistance.

For units *with* rental assistance (tenants pay only 30% of their income for gross rent), any households paying more than *30%* for gross rent would benefit by moving into the unit so all overburdened households in the relevant income range are counted as a source of demand.

The following table presents data on rent overburdened households in various income ranges.

Table 31—Percentage of Income Paid For Gross Rent (Renter Households in Specified Housing Units)

	State		County		Market Area		City	
Less than $10,000:	92,424		3,727		298		175	
30.0% to 34.9%	1,980	2.1%	26	0.7%	0	0.0%	0	0.0%
35.0% or more	57,419	62.1%	2,304	61.8%	140	47.0%	56	32.0%
$10,000 to $19,999:	108,914		5,161		294		205	
30.0% to 34.9%	6,294	5.8%	377	7.3%	0	0.0%	0	0.0%
35.0% or more	78,703	72.3%	3,586	69.5%	181	61.6%	134	65.4%
$20,000 to $34,999:	132,801		5,051		288		172	
30.0% to 34.9%	21,877	16.5%	1,042	20.6%	19	6.6%	0	0.0%
35.0% or more	60,825	45.8%	1,626	32.2%	86	29.9%	0	0.0%
$35,000 to $49,999:	89,416		3,015		141		35	
30.0% to 34.9%	11,805	13.2%	230	7.6%	9	6.4%	0	0.0%
35.0% or more	12,624	14.1%	196	6.5%	36	25.5%	0	0.0%
$50,000 to $74,999:	85,672		2,987		205		73	
30.0% to 34.9%	4,198	4.9%	40	1.3%	0	0.0%	0	0.0%
35.0% or more	3,500	4.1%	68	2.3%	0	0.0%	0	0.0%
$75,000 to $99,999:	35,961		1,140		5		0	
30.0% to 34.9%	626	1.7%	0	0.0%	0	0.0%	0	0.0%
35.0% or more	577	1.6%	15	1.3%	0	0.0%	0	0.0%
$100,000 or more:	35,192		764		22		0	
30.0% to 34.9%	274	0.8%	0	0.0%	0	0.0%	0	0.0%
35.0% or more	123	0.3%	0	0.0%	0	0.0%	0	0.0%

Source: 2016-5yr ACS (Census)

From the table above, the number of rent overburdened households in each appropriate income range can be estimated in the table below.

Table 32—Rent Overburdened Households in Each Income Range for the Market Area

35%+ Overburden AMI		50%		60%		Tx. Cr.	
Lower Limit		17,690		18,550		17,690	
Upper Limit	Mkt. Area	30,750		36,900		36,900	
	Households	%	#	%	#	%	#
Less than $10,000:	140	—	0	—	0	—	0
$10,000 to $19,999:	181	0.23	42	0.14	26	0.23	42
$20,000 to $34,999:	86	0.72	62	1.00	86	1.00	86
$35,000 to $49,999:	36	—	0	0.13	5	0.13	5
$50,000 to $74,999:	0	—	0	—	0	—	0
$75,000 to $99,999:	0	—	0	—	0	—	0
$100,000 or more:	0	—	0	—	0	—	0
Column Total	443		103		117		132

Source: John Wall and Associates from figures above

12.2.2 *Demand from Substandard Conditions*

The Bureau of the Census defines substandard conditions as 1) lacking plumbing, or 2) 1.01 or more persons per room.

Table 33—Substandard Occupied Units

	State	%	County	%	Market Area	%	City	%
Owner occupied:	1,258,661		52,969		4,195		883	
Complete plumbing:	1,255,303	100%	52,855	100%	4,184	100%	883	100%
1.00 or less	1,242,907	99%	52,392	99%	4,105	98%	851	96%
1.01 to 1.50	9,510	1%	337	1%	41	1%	32	4%
1.51 or more	2,886	0%	126	0%	38	1%	0	0%
Lacking plumbing:	3,358	0%	114	0%	11	0%	0	0%
1.00 or less	3,196	0%	106	0%	11	0%	0	0%
1.01 to 1.50	69	0%	0	0%	0	0%	0	0%
1.51 or more	93	0%	8	0%	0	0%	0	0%
Renter occupied:	580,380		21,845		1,253		660	
Complete plumbing:	577,016	99%	21,778	100%	1,251	100%	660	100%
1.00 or less	556,692	96%	20,918	96%	1,208	96%	623	94%
1.01 to 1.50	14,918	3%	702	3%	**6**	0%	0	0%
1.51 or more	5,406	1%	158	1%	**37**	3%	37	6%
Lacking plumbing:	3,364	1%	67	0%	2	0%	0	0%
1.00 or less	3,150	1%	67	0%	**2**	0%	0	0%
1.01 to 1.50	46	0%	0	0%	**0**	0%	0	0%
1.51 or more	168	0%	0	0%	**0**	0%	0	0%
Total Renter Substandard					**45**			

Source: 2016-5yr ACS (Census)

From these tables, the need from substandard rental units can be drawn. There are 45 substandard rental units in the market area.

From the figures above the number of substandard units in each appropriate income range can be estimated in the table below.

Table 34—Substandard Conditions in Each Income Range for the Market Area

	Total Substandard Units	Percent Income Qualified	Demand due to Substandard
50% AMI: $17,690 to $30,750	45	26.6%	12
60% AMI: $18,550 to $36,900	45	29.0%	13
Overall Tax Credit: $17,690 to $36,900	45	30.8%	14

Source: John Wall and Associates from figures above

13   Demand for New Units

The demand components shown in the previous section are summarized below.

Table 35—Demand Components

	50% AMI: $17,690 to $30,750	60% AMI: $18,550 to $36,900	Overall Tax Credit: $17,690 to $36,900
New Housing Units Required	0	0	0
Rent Overburden Households	103	117	132
Substandard Units	12	13	14
Demand	115	130	146
Less New Supply	0	0	0
Net Demand	115	130	146

* Numbers may not add due to rounding.

14 Supply Analysis (and Comparables)

This section contains a review of statistical data on rental property in the market area and an analysis of the data collected in the field survey of apartments in the area.

14.1 Tenure

Table 36—Tenure by Bedrooms

	State	%	County	%	Market Area	%	City	%
Owner occupied:	1,258,661		52,969		4,195		883	
No bedroom	3,334	0.3%	191	0.4%	25	0.6%	0	0.0%
1 bedroom	13,099	1.0%	647	1.2%	67	1.6%	12	1.4%
2 bedrooms	186,765	14.8%	8,254	15.6%	961	22.9%	230	26.0%
3 bedrooms	728,240	57.9%	32,236	60.9%	2,577	61.4%	585	66.3%
4 bedrooms	265,570	21.1%	9,294	17.5%	493	11.8%	56	6.3%
5 or more bedrooms	61,653	4.9%	2,347	4.4%	72	1.7%	0	0.0%
Renter occupied:	580,380		21,845		1,253		660	
No bedroom	14,732	2.5%	420	1.9%	78	6.2%	76	11.5%
1 bedroom	82,496	14.2%	2,841	13.0%	31	2.5%	11	1.7%
2 bedrooms	237,736	41.0%	9,177	42.0%	574	45.8%	376	57.0%
3 bedrooms	202,286	34.9%	8,139	37.3%	466	37.2%	162	24.5%
4 bedrooms	37,828	6.5%	1,117	5.1%	101	8.1%	35	5.3%
5 or more bedrooms	5,302	0.9%	151	0.7%	3	0.2%	0	0.0%

Source: 2016-5yr ACS (Census)

Tenure by Bedrooms for the State and Market Area

	0-Br.	1-Br.	2-Br.	3-Br.	4-Br.	5+ Br.
State	2.5%	14.2%	41.0%	34.9%	6.5%	0.9%
Mkt. Area	6.2%	2.5%	45.8%	37.2%	8.1%	0.2%

Median Home Value Map

Legend

* Site Location

▪▪▪ marketArea

State

County

Median Home Value
Block Groups

	9,999 - 50,000
	50,001 - 75,000
	75,001 - 100,000
	100,001 - 150,000
	150,001 - 200,000
	200,001 - 300,000
	300,001 - 1,000,001

Source: 2010 5 year ACS, US Census Bureau
©John Wall and Associates

0   1.5   3   6 Miles
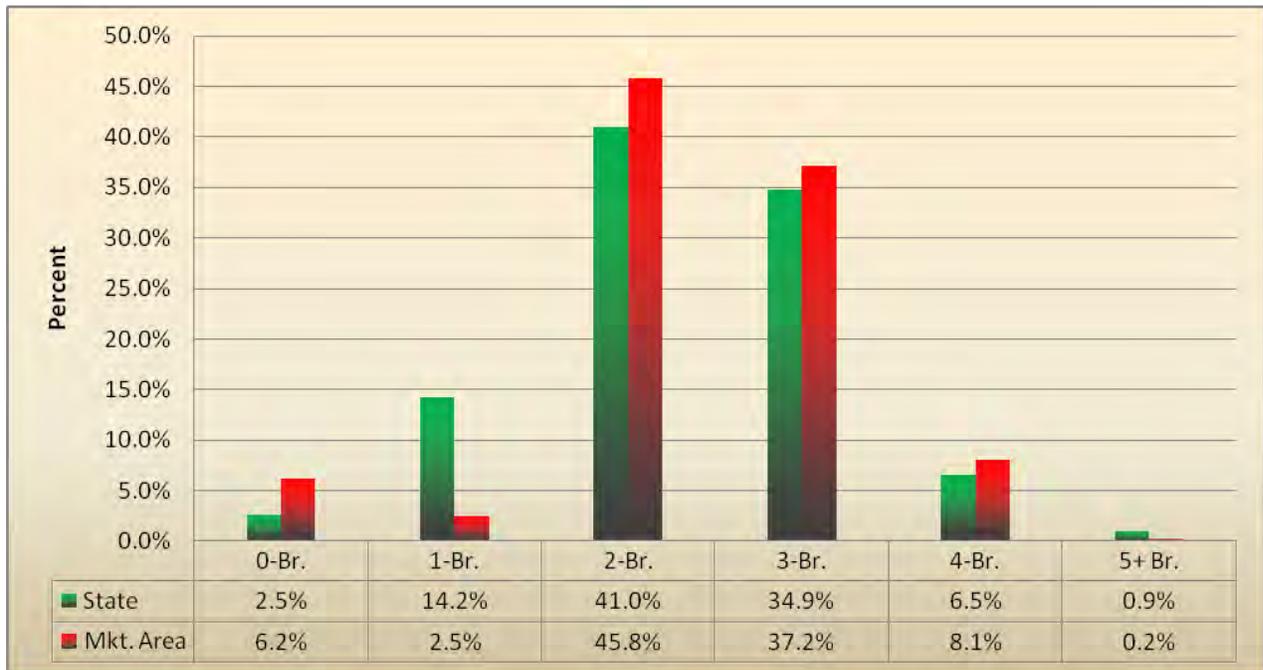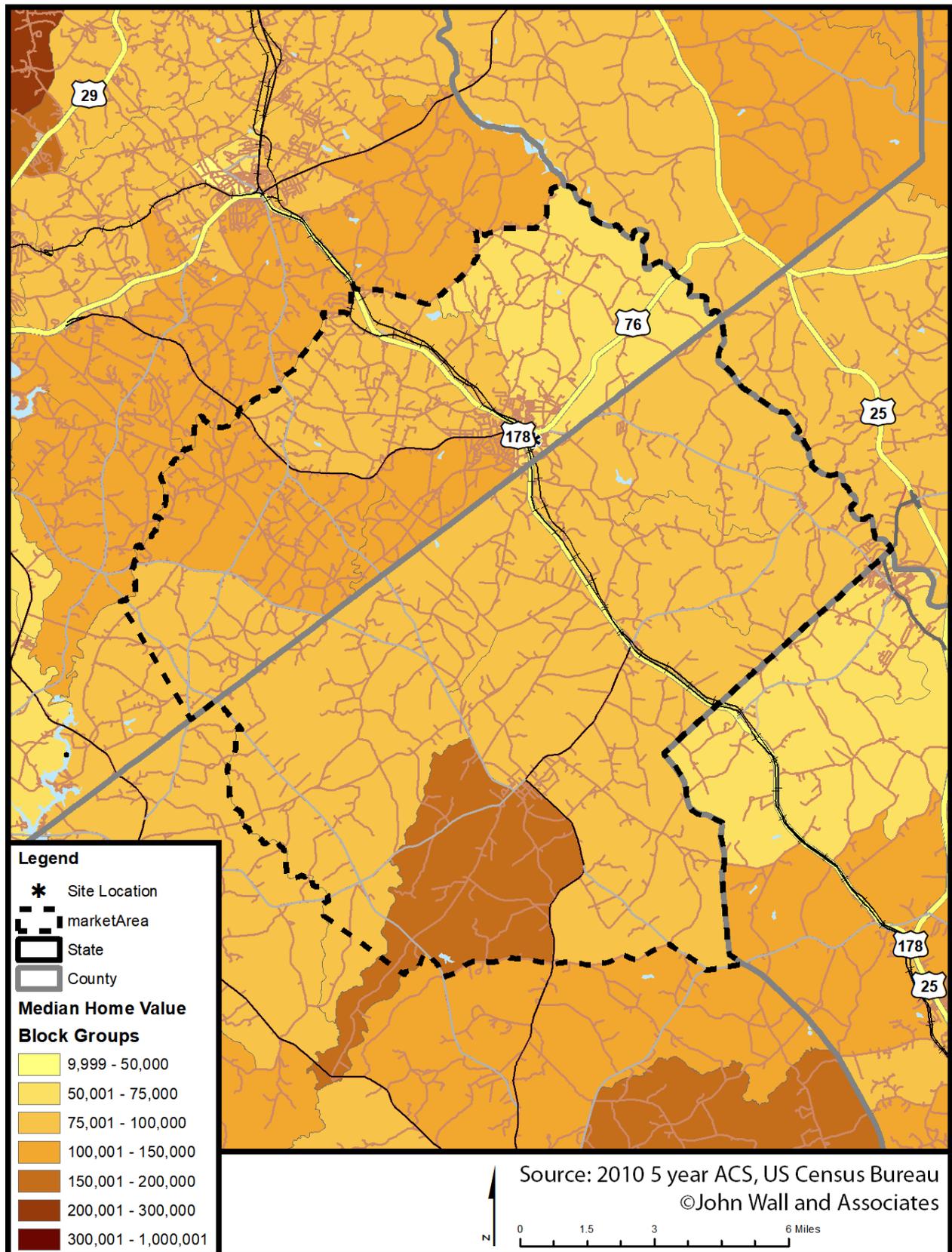
14.2 Building Permits Issued

Building permits are an indicator of the economic strength and activity of a community. While permits are never issued for a market area, the multi-family permits issued for the county and town are an indicator of apartments recently added to the supply:

Table 37—Building Permits Issued

Year	County			City		
	Total	Single Family	Multi-Family	Total	Single Family	Multi-Family
2000	1,110	952	158	X	X	X
2001	1,117	995	122	X	X	X
2002	1,554	1,150	404	X	X	X
2003	1,384	1,092	292	X	X	X
2004	1,248	1,212	36	X	X	X
2005	1,931	1,415	516	X	X	X
2006	5,196	1,219	377	X	X	X
2007	1,226	1,156	70	X	X	X
2008	652	561	91	X	X	X
2009	280	280	0	X	X	X
2010	420	284	136	X	X	X
2011	280	268	12	X	X	X
2012	420	404	16	X	X	X
2013	572	530	42	X	X	X
2014	863	673	190	X	X	X
2015	864	756	108	X	X	X
2016	813	803	10	X	X	X
2017	931	891	40	X	X	X

KEY: *X = Did not issue permits at that time*

Source: *"SOCDS Building Permits" https://socds.huduser.gov/permits/*

14.3 Survey of Apartments

John Wall and Associates conducted a survey of apartments in the area. All of the apartments of interest are surveyed. Some of them are included because they are close to the site, or because they help in understanding the context of the segment where the subject will compete. The full details of the survey are contained in the apartment photo sheets later in this report. A summary of the data focusing on rents is shown in the apartment inventory, also later in this report. A summary of vacancies sorted by rent is presented in the schedule of rents, units, and vacancies.

Table 38—List of Apartments Surveyed

Name	Units	Vacancy Rate	Type	Comments
Laurel Street Village	42	0.0%	LIHTC/HOME	Comparable
Laurel Street Village	34	0.0%	LIHTC (50% & 60%)	Comparable
Triangle Court	20	0.0%	Conventional	
Wildwood	30	0.0%	Bond/Sec. 515	

14.4 Schedule of Present Rents, Units, and Vacancies

The present housing situation is examined in this section. The rents, number of units, and vacancies of the apartments listed in the apartment inventory (shown separately later) are summarized in the tables below. Rents, units, and vacancies are tabulated separately for the various bedroom sizes, a necessary step in making bedroom mix recommendations.

The table below shows surveyed apartment complexes in or near the market area. The *pro forma* rents, as given by the developer, are shown in orange in the table below. These rents will be compared to the other apartments in the area, and especially the comparable apartments to determine if they are reasonable. In addition to seeing how the *pro forma* rents compare in terms of absolute rents in the following table, it will be important to consider the amenities and locations of the other apartments.

Table 39—Schedule of Rents, Number of Units, and Vacancies for Apartment Units

1-Bedroom Units			2-Bedroom Units			3-Bedroom Units			4-Bedroom Units		
Rents	Units	Vacancies	Rents	Units	Vacancies	Rents	Units	Vacancies	Rents	Units	Vacancies
400	2	Subj. 50%	420	6	0	485	2	Subj. 50%	575	2	0
405	2	0	420	17	0	510	5	0	575	6	0
405	6	0	445	2	0	510	14	0			
425	6	Subj. 60%	445	14	0	515	14	Subj. 60%			
438	12	0	460	4	Subj. 50%	520	1	0			
			495	12	Subj. 60%	520	1	0			
			516	18	0						
			550	20	0						

	1-Bedroom	2-Bedrooms	3-Bedrooms	4-Bedrooms	TOTAL
Vacant Units	0	0	0	0	0
Total Units	20	77	21	8	126
Vacancy Rate	0.0%	0.0%	0.0%	0.0%	0.0%
Median Rent	$438	$445	$510	$575	
Vacant Tax Credit Units	0	0	0	0	0
Total Tax Credit Units	20	57	21	8	106
Tax Credit Vacancy Rate	0.0%	0.0%	0.0%	0.0%	0.0%
Tax Credit Median Rent	$438	$445	$510	$575	

Orange = Subject; Green = Tax Credit; Highlight = Tax Credit Median Rent; *Underline=Elderly/Older Persons*; b = *basic rent; italics = average rent;* UR = under rehabilitation; UC = under construction; RU= in rent up; PL = planned; N/A = information unavailable

Source: John Wall and Associates

A vacancy rate of 5.0% is considered normal. The overall vacancy rate in the market is 0.0%. The overall tax credit vacancy rate is 0.0%.

14.5   Other Affordable Housing Alternatives

The market area contains other apartments with comparable rents. These other apartments would be the primary other affordable housing alternatives. There are no reasons to believe the single family home and/or condominium market conditions will adversely impact the project. According to the 2009 American Housing Survey (US Census Bureau), 70.8% of households living in apartments did not consider any other type of housing choice. Similar percentages apply to households who chose to live in single family homes and mobile homes. Based on these statistics, it is reasonable to conclude that for most households, apartments, single family homes, and mobile home are not interchangeable options.

Median Gross Rent Map

Legend

* Site Location

marketArea

State

County

Median Gross Rent

Block Groups

- 99 - 352
- 353 - 465
- 466 - 554
- 555 - 634
- 635 - 714
- 715 - 802
- 803 - 901
- 902 - 1,019
- 1,020 - 1,147
- 1,148 - 1,284
- 1,285 - 1,449
- 1,450 - 1,633
- 1,634 - 1,856
- 1,857 - 2,001

Source: 2010 5 year ACS, US Census Bureau
©John Wall and Associates

0   1.5   3   6 Miles
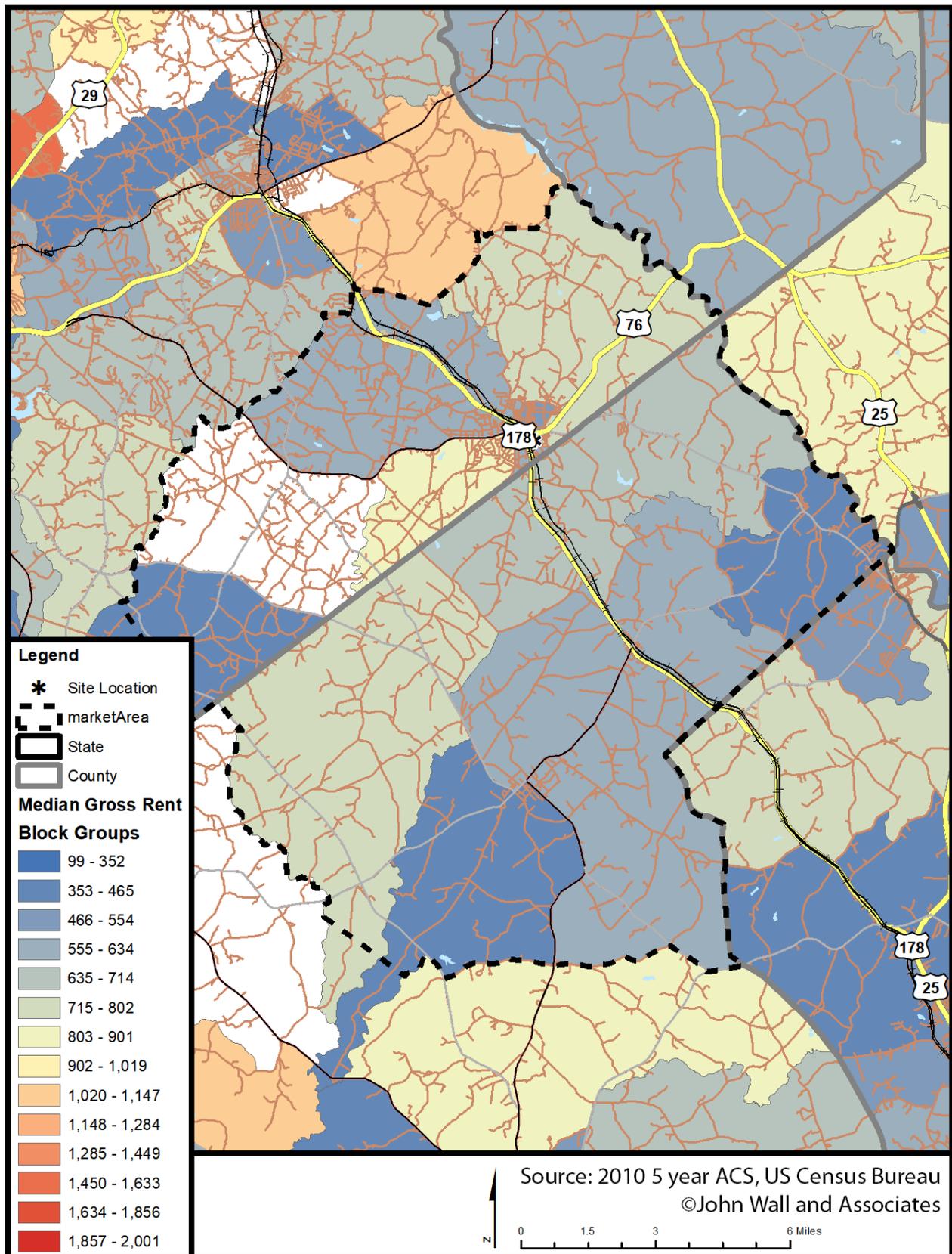
14.6 Comparables

The apartments in the market most comparable to the subject are listed below:

Table 40—Comparison of Comparables to Subject

Project Name	Approximate Distance	Reason for Comparability	Degree of Comparability
Laurel Street Village	0.50 mile	LIHTC, age, size, rents	High
Laurel Street Village II	0.75 mile	LIHTC, age, size, rents	High

Laurel Street Village and Laurel Street Village II are across Highway 76 near the town recreational facilities and park. The subject will be very similar to both of these properties and is well-positioned among them.

14.7 Public Housing

Because the subject does not have PBRA units and because the subject will not require Section 8 voucher support, the Housing Authority was not surveyed regarding the number of available vouchers.

14.8 Long Term Impact

The proposed project will not adversely impact any existing LIHTC projects or comparable housing or create excessive concentration of multifamily units.

14.9 New "Supply"

SCSHFDA requires comparable units built since 2018 and comparable units built in previous years that are not yet stabilized to be deducted from demand. Only comparable units within comparable complexes will be deducted from demand, as indicated by the asterisks.

Table 41—Apartment Units Built or Proposed Since the Base Year

Project Name	Year Built	Units With Rental Assistance	30% AMI, No Rental Assistance	50% AMI, No Rental Assistance	60% AMI, No Rental Assistance	Above Moderate Income	TOTAL
NONE							

* Units that will be deducted from demand; parenthetical numbers indicate partial comparability. I.e., 100(50*) indicates that there are 100 new units of which only half are comparable.

There are no new units of supply to be deducted from demand. No awards have been made since 2018. Laurel Street Village II was awarded credits in 2016. It is 100% occupied.

14.10 Market Advantage

Table 42—Market Advantage

	Bedrooms	Number of Units	Net Rent	Market Rent	Market Advantage
50%	1	2	400	875	54.3%
50%	2	3	460	1036	55.6%
50%	3	3	485	1128	57.0%
60%	1	6	425	875	51.4%
60%	2	13	495	1036	52.2%
60%	3	13	515	1128	54.4%

Since there is only one conventional property in the market area and it only has two bedroom units, the subject was compared to several conventional properties near the market area, about 17 miles away in Anderson. Photo sheets for these properties are in the market rent appendix. The calculations show all of the subject's proposed rents to have market advantages greater than 25%.

UNRESTRICTED MARKET RENT ANALYSIS USING CONVENTIONAL PROJECTS
Project - PCN: 18-075
Honea Path, South Carolina

				FACTOR: 2	2	2	2	2	2	2	1								
Project Name	Year Built	Number Of Units	Vacancy Rate	Location/Neighborhood	Design/Layout	Appearance/Condition	Amenities	Unit Size 1BR	Unit Size 2BR	Unit Size 3BR	Age	Total Points 1BR	Total Points 2BR	Total Points 3BR	Rent 1BR	Rent 2 BR	Rent 3 BR	Comparability Factor	COMMENTS
Triangle Court	N/A	20	0.0	7	6	7	4	—	5.5	—	5	—	64.0	—	—	550	—	1.0	
Ashton Park (Anderson)	2005	216	6.0	9	8	9	9	8.5	10.5 *	12.5	8	95.0	99.0	103.0	912 *	1138 *	1121 *	1.0	
Park Place (Anderson)	1996	165	8.0	8	8	7	5	5.5	8.0	9.0	7	74.0	79.0	81.0	606	735	855	1.0	
Walden Oaks (Anderson)	2007	240	3.0	8	8	9	8	8.1	10.4 *	11.3 *	8	90.2	94.8	96.6	849	1000 *	1256	1.0	
Wexford (Anderson)	1998	127	5.0	9	8	9	6	8.0	10.1 *	10.6	7	87.0	91.2	92.2	850	950	1060	1.0	
												—	—	—				1.0	
												—	—	—				1.0	
												—	—	—				1.0	
												—	—	—				1.0	
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												—	—	—				1.0	
												—	—	—				1.0	
SUBJECT	Proposed	40	N/A	8	8	10	8	9.0	10.3	10.8	10	96.0	98.5	99.5	425	495	515	N/A	60% AMI rents
Weighted average market rents for subject															875	1036	1128		
Market advantage for subject's highest rent															51.4%	52.2%	54.4%		

0 = Poor; 10 = Excellent. Points are relative and pertain to this market only
m = FmHa Market rent; * = Average; a = Approximate; Points for the age of a project represent an average of the original construction and the rehabilitation
Where information is unattainable, points may be awarded based on an estimate: This is also denoted by an "a"

g = garden; t = townhouse															400	460	485		50% AMI rents
b = adjusted age considering proposed renovations								market - subject = % mkt adv											
©2009 John Wall and Associates								market							54.3%	55.6%	57.0%		mkt adv for 50% rents

14.11   **Apartment Inventory**

The apartment inventory follows this page. Summary information is shown for each apartment surveyed and detailed information is provided on individual property photo sheets.

Apartment Locations Map 1—Properties in the Primary Market Area

Apartment Locations Map 2—Properties Used for Market Rent Calculations
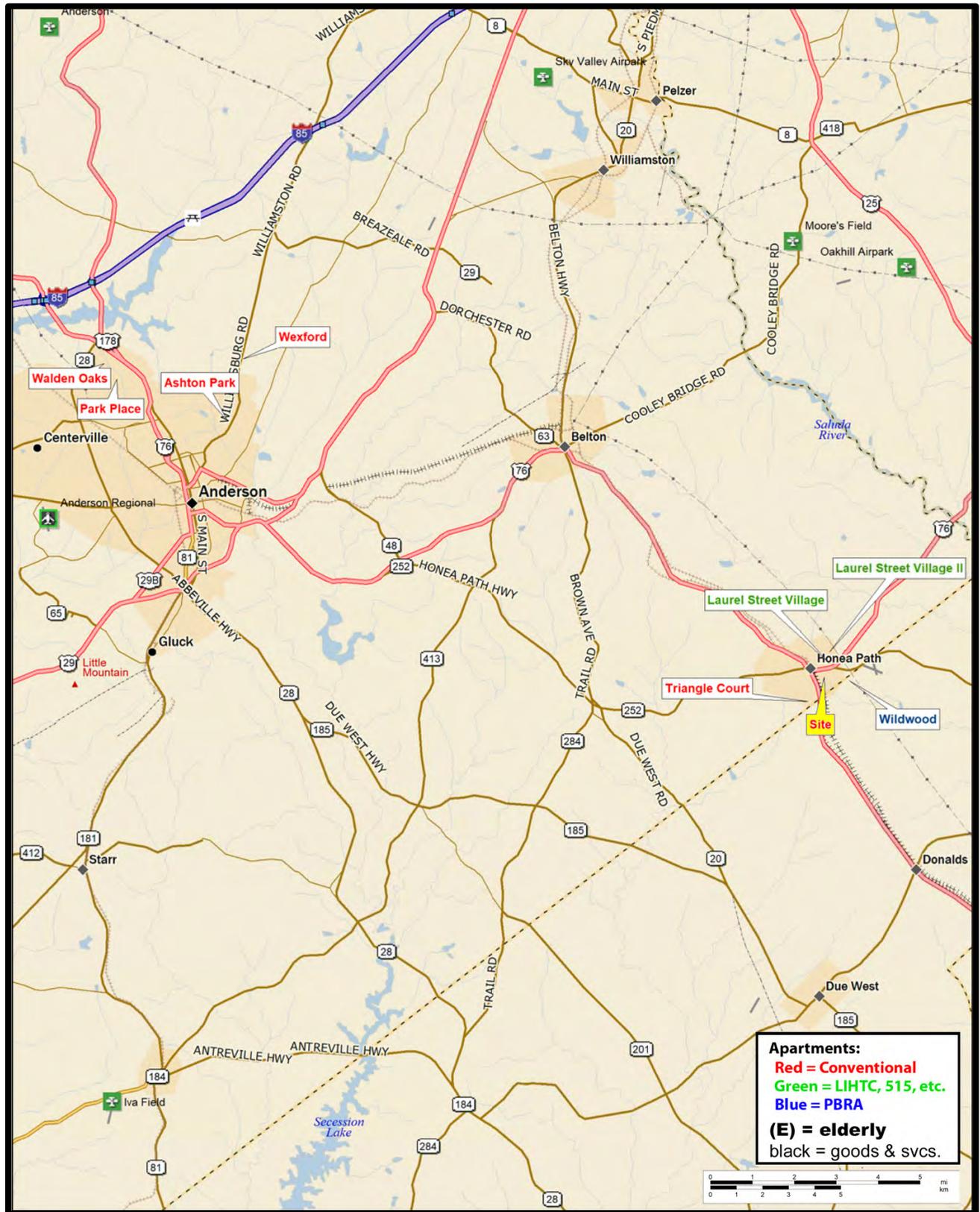
APARTMENT INVENTORY
Honea Path, South Carolina PCN 18-075

KEY: P = proposed; UC= under construction; R = renovated; BOI = based on income

ID#	Apartment Name	Year Built vac%	Efficiency/Studio (e) One Bedroom			Two Bedroom			Three Bedroom			Four Bedroom			COMMENTS
			Units	Vacant	Rent	Units	Vacant	Rent	Units	Vacant	Rent	Units	Vacant	Rent	
	18-075 SUBJECT Chestnut Place Black St. Honea Path	Proposed	2 6	P P	400 425	3 13	P P	460 495	3 13	P P	485 515				HOME/LIHTC (50% & 60%); PBRA=0 *Underground utilities, computer lab, gazebo with bench seating, video security system, and perimeter fencing **Energy Star ceiling fans in LR and all BRs, Energy Star refrigerator w/icemaker, high speed internet hook-ups, patio/balcony, exterior storage, and luxury vinyl flooring.
	Laurel Street Village 90 Peachtree St. Honea Path Donna (2-5-19) 864-368-9121	2016 0%				6 17	0 0	420 420	5 14	0 0	510 510				WL=15 LIHTC/HOME; PBRA=0; Sec 8=4 2014 LIHTC allocation; *Business center/ computer lab, meeting room/community room, off-street parking, on-site management, and picnic area; **Balcony/patio, and carpeting; Managed by Boyd Management; Office hours: MW 8:30-5 & Th 8:30-4
	Laurel Street Village II 220 Laurel Ct. Honea Path Donna (2-5-19) 864-368-9121	2018 0%	2 6	0 0	405 405	2 14	0 0	445 445	1 1	0 0	520 520	2 6	0 0	575 575	WL=17 LIHTC (50% & 60%); PBRA=0; Sec 8=1 2016 LIHTC allocation; *Business center/ computer lab, meeting room/community room, off-street parking, on-site management, and picnic area; **Balcony/patio, and carpeting; Managed by Boyd Management; Property began renting units in March 2018 and was fully occupied in May 2018 (absorption of about 11 units per month); Office hours: M 8:30-12:30, Tu 8:30-4 & F 8:30-5
	Triangle Court 700 Brook St. Honea Path Danny - mgr. (2-5-19) 864-634-4380 - mgr. 844-650-2904	N/A 0%				20	0	550							WL=6 months Conventional; Sec 8=not accpeted The property is trying to begin the process of accepting Section 8 vouchers
	Wildwood 360 E. Hampton Ave. Honea Path Donna (2-5-19) 864-369-2516	1984 2010 Rehab 0%	12	0	405-470	18	0	483-548							WL=3 Bond/Sec 515; PBRA=15; Sec 8=4 2009 Bond allocation; Located in Abbeville County; Managed by Boyd Management; Office hours: TuTh 8:30-5; *Picnic area

Map Number	Complex	Year Built	Laundry Facility	Tennis Court	Swimming Pool	Club House	Garages	Playground	Access/Security Gate	Other	Other	Refrigerator	Range/Oven	Dishwasher	Garbage Disposal	W/D Connection	Washer, Dryer	Microwave Oven	Other	Other	Fireplace	Free Cable	Furnished	Air Conditioning	Drapes/Blinds	Cable Pre-Wired	Utilities Included	Other	Other	Two-Bedroom Size (s.f.)	Rent
	18-075 SUBJECT	Proposed	x		x				x	*		x	x	x		x		x	x					x	x	x	t	**		1100 / 1100	460 / 495
	Laurel Street Village	2016	x		x		x			*		x	x	x		x								x	x	x	t	**		1000 / 1000	420 / 420
	Laurel Street Village II	2018	x		x		x			*		x	x	x	x	x								x	x		t	**		950 / 950	445 / 445
	Triangle Court	N/A										x	x			x								x	x	x	w			650	550
	Wildwood	1984	x			x				*		x	x			x								x	x	x	ws			900	483-548

18-075 SUBJECT — Vacancy Rates: 1 BR | 2 BR | 3 BR | 4 BR | overall. HOME/LIHTC (50% & 60%); PBRA=0

Laurel Street Village — Vacancy Rates: 1 BR | 2 BR 0.0% | 3 BR 0.0% | 4 BR 0.0% | overall 0.0%. LIHTC/HOME; PBRA=0; Sec 8=4

Laurel Street Village II — Vacancy Rates: 1 BR 0.0% | 2 BR 0.0% | 3 BR 0.0% | 4 BR 0.0% | overall 0.0%. LIHTC (50% & 60%); PBRA=0; Sec 8=1

Triangle Court — Vacancy Rates: 1 BR | 2 BR 0.0% | 3 BR | 4 BR | overall 0.0%. Conventional; Sec 8=not accpeted

Wildwood — Vacancy Rates: 1 BR 0.0% | 2 BR 0.0% | 3 BR | 4 BR | overall 0.0%. Bond/Sec 515; PBRA=15; Sec 8=4

	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	2	1	P	850	400
1 BR vacancy rate	6	1	P	850	425
Two-Bedroom	3	2	P	1100	460
2 BR vacancy rate	13	2	P	1100	495
Three-Bedroom	3	2.5	P	1250	485
3 BR vacancy rate	13	2.5	P	1250	515
Four-Bedroom					
4 BR vacancy rate					
TOTALS	**40**		**0**		

Complex:
18-075 SUBJECT
Chestnut Place
Black St.
Honea Path

Map Number:

Year Built:
Proposed

Last Rent Increase

Specials

Waiting List

Subsidies
HOME/LIHTC (50% & 60%);
PBRA=0

Amenities

X	Laundry Facility
	Tennis Court
	Swimming Pool
X	Club House
	Garages
	Playground
	Access/Security Gate
X	Fitness Center
*	Other

Appliances

X	Refrigerator
X	Range/Oven
X	Microwave Oven
X	Dishwasher
	Garbage Disposal
X	W/D Connection
	Washer, Dryer
X	Ceiling Fan
	Other

Unit Features

	Fireplace
t	Utilities Included
	Furnished
X	Air Conditioning
X	Drapes/Blinds
X	Cable Pre-Wired
	Free Cable
	Free Internet
**	Other

Comments: *Underground utilities, computer lab, gazebo with bench seating, video security system, and perimeter fencing
**Energy Star ceiling fans in LR and all BRs, Energy Star refrigerator w/icemaker, high speed internet hook-ups, patio/balcony, exterior storage, and luxury vinyl flooring.

KEY: P = proposed; UC = under construction; R = renovated; BOI = based on income; s = some; a = average; b = basic rent

	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom					
1 BR vacancy rate					
Two-Bedroom	6	2-2.5	0	1000	420
2 BR vacancy rate	0.0% 17	2-2.5	0	1000	420
Three-Bedroom	5	2-2.5	0	1150	510
3 BR vacancy rate	0.0% 14	2-2.5	0	1150	510
Four-Bedroom					
4 BR vacancy rate					
TOTALS	0.0% 42		0		

Complex:
Laurel Street Village
90 Peachtree St.
Honea Path
Donna (2-5-19)
864-368-9121

Map Number:

Year Built:
2016

Last Rent Increase

Specials

Waiting List
WL=15

Subsidies
LIHTC/HOME; PBRA=0; Sec 8=4

Amenities

X	Laundry Facility
	Tennis Court
	Swimming Pool
X	Club House
	Garages
X	Playground
	Access/Security Gate
	Fitness Center
*	Other

Appliances

X	Refrigerator
X	Range/Oven
	Microwave Oven
X	Dishwasher
	Garbage Disposal
X	W/D Connection
	Washer, Dryer
	Ceiling Fan
	Other

Unit Features

	Fireplace
t	Utilities Included
	Furnished
X	Air Conditioning
X	Drapes/Blinds
X	Cable Pre-Wired
	Free Cable
	Free Internet
**	Other

Comments: 2014 LIHTC allocation; *Business center/computer lab, meeting room/community room, off-street parking, on-site management, and picnic area; **Balcony/patio, and carpeting; Managed by Boyd Management; Office hours: MW 8:30-5 & Th 8:30-4

KEY: P = proposed; UC = under construction; R = renovated; BOI = based on income; s = some; a = average; b = basic rent

	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	2	1	0	750	405
1 BR vacancy rate 0.0%	6	1	0	750	405
Two-Bedroom	2	2	0	950	445
2 BR vacancy rate 0.0%	14	2	0	950	445
Three-Bedroom	1	2	0	1100	520
3 BR vacancy rate 0.0%	1	2	0	1100	520
Four-Bedroom	2	2.5	0	1250	575
4 BR vacancy rate 0.0%	6	2.5	0	1250	575
TOTALS 0.0%	**34**		**0**		

Complex:
Laurel Street Village II
220 Laurel Ct.
Honea Path
Donna (2-5-19)
864-368-9121

Map Number:

Year Built:
2018

Last Rent Increase

Specials

Waiting List
WL=17

Subsidies
LIHTC (50% & 60%); PBRA=0;
Sec 8=1

Amenities

x	Laundry Facility	
	Tennis Court	
	Swimming Pool	
x	Club House	
	Garages	
x	Playground	
	Access/Security Gate	
	Fitness Center	
*	Other	

Appliances

x	Refrigerator
x	Range/Oven
	Microwave Oven
x	Dishwasher
x	Garbage Disposal
x	W/D Connection
	Washer, Dryer
	Ceiling Fan
	Other

Unit Features

	Fireplace
t	Utilities Included
	Furnished
x	Air Conditioning
x	Drapes/Blinds
	Cable Pre-Wired
	Free Cable
	Free Internet
**	Other

Comments: 2016 LIHTC allocation; *Business center/computer lab, meeting room/community room, off-street parking, on-site management, and picnic area; **Balcony/patio, and carpeting; Managed by Boyd Management; Property began renting units in March 2018 and was fully occupied in May 2018 (absorption of about 11 units per month); Office hours: M 8:30 -12:30, Tu 8:30-4 & F 8:30-5

KEY: P = proposed; UC = under construction; R = renovated; BOI = based on income; s = some; a = average; b = basic rent

	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom					
1 BR vacancy rate					
Two-Bedroom	20	1	0	650	550
2 BR vacancy rate	0.0%				
Three-Bedroom					
3 BR vacancy rate					
Four-Bedroom					
4 BR vacancy rate					
TOTALS	0.0%	20	0		

Complex:
Triangle Court
700 Brook St.
Honea Path
Danny - mgr. (2-5-19)
864-634-4380 - mgr.
844-650-2904

Map Number:

Year Built:
N/A

Last Rent Increase

Specials

Waiting List
WL=6 months

Subsidies
Conventional; Sec 8=not
accpeted

Amenities

_____ Laundry Facility
_____ Tennis Court
_____ Swimming Pool
_____ Club House
_____ Garages
_____ Playground
_____ Access/Security Gate
_____ Fitness Center
_____ Other

Appliances

___X___ Refrigerator
___X___ Range/Oven
_____ Microwave Oven
_____ Dishwasher
_____ Garbage Disposal
___X___ W/D Connection
_____ Washer, Dryer
_____ Ceiling Fan
_____ Other

Unit Features

_____ Fireplace
___w___ Utilities Included
_____ Furnished
___X___ Air Conditioning
___X___ Drapes/Blinds
___X___ Cable Pre-Wired
_____ Free Cable
_____ Free Internet
_____ Other

Comments: The property is trying to begin the process of accepting Section 8 vouchers

	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	12	1	0	750	405-470
1 BR vacancy rate 0.0%					
Two-Bedroom	18	1.5	0	900	483-548
2 BR vacancy rate 0.0%					
Three-Bedroom					
3 BR vacancy rate					
Four-Bedroom					
4 BR vacancy rate					
TOTALS 0.0%	30		0		

Complex:
Wildwood
360 E. Hampton Ave.
Honea Path
Donna (2-5-19)
864-369-2516

Map Number:

Year Built:
1984
2010 Rehab

Last Rent Increase

Specials

Waiting List
WL=3

Subsidies
Bond/Sec 515; PBRA=15; Sec 8=4

Amenities
x	Laundry Facility
	Tennis Court
	Swimming Pool
	Club House
	Garages
x	Playground
	Access/Security Gate
	Fitness Center
*	Other

Appliances
x	Refrigerator
x	Range/Oven
	Microwave Oven
	Dishwasher
	Garbage Disposal
x	W/D Connection
	Washer, Dryer
	Ceiling Fan
	Other

Unit Features
	Fireplace
wst	Utilities Included
	Furnished
x	Air Conditioning
x	Drapes/Blinds
x	Cable Pre-Wired
	Free Cable
	Free Internet
	Other

Comments: 2009 Bond allocation; Located in Abbeville County; Managed by Boyd Management; Office hours: TuTh 8:30-5; *Picnic area

KEY: P = proposed; UC = under construction; R = renovated; BOI = based on income; s = some; a = average; b = basic rent

15 Interviews

The following interviews were conducted regarding demand for the subject.

15.1 Apartment Managers

Donna, the apartment manager at Laurel Street Village I (LIHTC), Laurel Street Village II (LIHTC) and Wildwood (Bond/Section 515), said the location of the subject's site is good because it is next to the Bi-Lo and CVS. She said the proposed rents sound in line with the market and the proposed bedroom mix is good because it includes one bedroom units, which are very popular in the market. Overall, Donna said the subject sounds good but had some reservations about 40 more units coming into Honea Path.

15.2 Economic Development

According to Anderson County Economic Development and local news sources, eight companies have announced openings or expansions in the past year, creating <u>more than 170 new jobs and investing at least $1.2 billion</u> in Anderson County. This includes Bosch with a $45 million investment and 20 new jobs, Ortec with a $20 million investment and about 18 new jobs, J. Davis Construction with a $2 million investment and 30-40 new jobs, Element Materials Technology with a $3.4 million investment and 31 new jobs, Southern Current with a $30 million investment, NTE Energy with a $1 billion investment, Harbor Freight with a $1.2 million investment, and Oppermann Webbing with a $2.1 million investment and 71 new jobs. Previous announcements are included in the economic development appendix.

According to the 2018 and 2019 South Carolina WARN Notification Reports and local news sources, two companies in Anderson County announced a closure and layoffs in the last year with <u>745 lost jobs</u>. This includes the AFCO closure with 395 lost jobs and Plastic Omnium layoffs of 350 employees.

16 Economic Development Appendix

Anderson County Economic Development Announcements January 2009 - December 2018

Engineered Plastic Components (New 2016) 43 Jobs; $5.3 Million

**Henry Molded Products** (New 2012) 18 Jobs; $5.4 Million

CEL Chemical (New 2012) 15 Jobs; $900,000

Coca-Cola Bottling Company (New 2015) 147 Jobs; $13.5 Million

Duke Sandwich Products (New 2012) 45 Jobs; $5 Million

Element Materials Technology (New 2018) 31 Jobs; $3.4 Million

Tetramer Technologies (New 2014) 26 Jobs; $1 Million

FoxFarm (New 2014) 27 Jobs; $6.9 Million

Sekido (Expansion 2013) 6 Jobs; $3.7 Million

Palmetto Engineering (New 2015) 25 jobs; $1.2 Million

Heritage Propane (New 2010) 24 Jobs; $1.5 Million

Oppermann Webbing (Expansion 2012) 20 Jobs; $2.1 Million (Expansion 2018) 71 Jobs; $10 Million)

Mainstay Fuel Technologies (Expansion 2015) 10 jobs; $300K

Glen Raven (Expansion 2010) $3.3 Million (Expansion 2013) 54 Jobs; $5.1 Million (Sunbrella Expansion 2014) 10 Jobs; $13.5 Million

Ortec (New 2016) 60 Jobs; $20 Million

TTI (Expansion 2015) 216 Jobs; $85 Million (Expansion 2018) 250 Jobs; $75 Million (Expansion 2016)

Chomarat (Expansion 2014) 25 Jobs; $10 Million

Unitex (New 2010) 40 Jobs; $4 Million

Tactical Medical Solutions (Expansion 2014) 14 Jobs; $2.5 Million

packIQ (Expansion 2013) 50 Jobs; $2.1 Million

Watson Engineering (Expansion 2012) 85 Jobs; $6.3 Million

Industrial Coaters (New 2013) 20 Jobs; $2.1 Million

Bosch (Expansion 2017) 130 Jobs; $152 Million (Expansion 2018) 20 Jobs; $45 Million)

EuWe Eugen Wexler (New 2015) 49 Jobs; $11 Million (Expansion 2016) 29 Jobs; $5 Million

Mergon (Expansion 2013) 22 Jobs; $4.45 Million

Arthrex (New 2017) 1,000 Jobs; $69 Million

E & I Engineering (New 2014) 250 Jobs; $16.5 Million

Allegro (New 2011) 45 Jobs; $1.65 Million

Plastic Omnium (Expansion 2013) 75 Jobs; $11.6 Million

Orian Rug (Expansion 2013) 125 Jobs; $13 Million

Fraenkische (Expansion 2013) 54 Jobs; $5.1 Million

Stanco (Expansion 2014) 9 Jobs; $6.7 Million

McLaughlin (New 2013) 250 Jobs; $22.5 Million

Lakeside Steel & Machine (Expansion 2015) 13 Jobs; $2.5 Million

ABB Baldor (Expansion 2013) 45 Jobs; $15 Million

Sargent Metal (Expansion 2013) 20 Jobs; $2.5 Million

SMF (New 2013) 146 Jobs; $5.8 Million

General Machine (Expansion 2013) 20 Jobs; $800,000

Timken (Expansion 2010) 50 Jobs; $2.5 Million

Duke Energy (Expansion 2014) 2 Jobs; $600 Million

Michelin NA Rubber Plant (Expansion 2012) 100 Jobs; $200 Million

First Quality Tissue (New 2010) 1,000 Jobs; $1 Billion (Expansion 2014) $50 Million

Chomarat (Expansion 2009) 15 Jobs; $5 Million

HomTex (New 2015) 49 Jobs; $2 Million

Michelin NA Earthmover Tire (New 2012) 400 Jobs; $500 Million

Cross Country (Expansion 2014) 160 Jobs

Viva Recycling (New 2014) 14 Jobs; $6.9 Million

Medline (Expansion 2009) 3 Jobs; $3.15 Million

Southern Current (New 2018) $30 Million

Electrolux (Expansion 2011) 14 Jobs; $65 Million (Expansion 2014) $30 Million (Expansion 2017) $228 Million

Carbon Resources Recovery (New 2014) 30 Jobs; $20 Million

Milliken (Expansion 2016) $5 Million

Lollis Metals (Expansion 2011) 14 Jobs; $2.5 Million (Expansion 2012) 25 Jobs; $3 Million

New Industries: $1.73 Billion; 3,634 Jobs
Expanded Industries: $1.7 Billion; 1,865 Jobs

TOTAL ANNOUNCED INVESTMENT $3.43 Billion
TOTAL ANNOUNCED JOB CREATION 5,499

Legend
- Project Locations
- Highways
- Lakes
- Municipalities

Source: Anderson County Economic Development

17   Transportation Appendix

18 Crime Appendix

Source: https://www.trulia.com/real_estate/Honea_Path-South_Carolina/crime/

19 Market Rent Appendix

Photo sheets of the market rent comparables follow this page.

	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	54	1	N/A	850	837-987
1 BR vacancy rate					
Two-Bedroom	108	2	N/A	1100-1200	1087-1189
2 BR vacancy rate					
Three-Bedroom	54	2	N/A	1450	1110-1132
3 BR vacancy rate					
Four-Bedroom					
4 BR vacancy rate					
TOTALS	216		0		

Complex:
Ashton Park
50 Braeburn Dr.
Anderson
Tiffany (2-26-19)
864-222-6735

Map Number: 50

Year Built:
2005

Last Rent Increase

Specials

Waiting List
WL=0

Subsidies
Conventional; Sec 8=not accepted

Amenities

x	Laundry Facility
	Tennis Court
x	Swimming Pool
x	Club House
	Garages
x	Playground
	Access/Security Gate
x	Fitness Center
*	Other

Appliances

x	Refrigerator
x	Range/Oven
x	Microwave Oven
x	Dishwasher
x	Garbage Disposal
x	W/D Connection
	Washer, Dryer
	Ceiling Fan
	Other

Unit Features

	Fireplace
tp	Utilities Included
	Furnished
x	Air Conditioning
x	Drapes/Blinds
x	Cable Pre-Wired
x	Free Cable
x	Free Internet
**	Other

Comments: Complex uses daily pricing; *Internet cafe, business center, volleyball court, and picnic area; **Sunroom/patio; This property is currently 94% occupied

KEY: P = proposed; UC = under construction; R = renovated; BOI = based on income; s = some; a = average; b = basic rent

	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	63	1	N/A	550	606
1 BR vacancy rate					
Two-Bedroom	78	1-2	N/A	900	735
2 BR vacancy rate					
Three-Bedroom	24	2	N/A	1100	855
3 BR vacancy rate					
Four-Bedroom					
4 BR vacancy rate					
TOTALS	**165**		**0**		

Complex:
Park Place
153 Civic Center Blvd.
Anderson
Jordan (2-26-19)
864-222-2333

Map Number: 10

Year Built:
1996

Last Rent Increase

Specials

Waiting List
WL=0

Subsidies
Conventional; Sec 8=not accepted

Amenities

X	Laundry Facility
	Tennis Court
X	Swimming Pool
X	Club House
	Garages
X	Playground
	Access/Security Gate
	Fitness Center
*	Other

Appliances

X	Refrigerator
X	Range/Oven
	Microwave Oven
X	Dishwasher
	Garbage Disposal
X	W/D Connection
	Washer, Dryer
	Ceiling Fan
	Other

Unit Features

	Fireplace
	Utilities Included
	Furnished
X	Air Conditioning
X	Drapes/Blinds
X	Cable Pre-Wired
	Free Cable
	Free Internet
	Other

Comments: *Multipurpose court; This property is currently 92% occupied

	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	36	1	N/A	805	849
1 BR vacancy rate					
Two-Bedroom	180	2	N/A	1097-1181	949-1050
2 BR vacancy rate					
Three-Bedroom	24	2	N/A	1277-1386	1256
3 BR vacancy rate					
Four-Bedroom					
4 BR vacancy rate					
TOTALS	**240**		**0**		

Complex:
Walden Oaks
103 Allison Cir.
Anderson
Brittany (2-26-19)
864-225-5400

Map Number: **51**

Year Built:
2007

Last Rent Increase

Specials

Waiting List
WL=0

Subsidies
Conventional; Sec 8=not accepted

Amenities

X	Laundry Facility
	Tennis Court
X	Swimming Pool
X	Club House
	Garages
	Playground
	Access/Security Gate
X	Fitness Center
*	Other

Appliances

X	Refrigerator
X	Range/Oven
	Microwave Oven
X	Dishwasher
X	Garbage Disposal
X	W/D Connection
	Washer, Dryer
	Ceiling Fan
	Other

Unit Features

	Fireplace
	Utilities Included
	Furnished
X	Air Conditioning
X	Drapes/Blinds
X	Cable Pre-Wired
	Free Cable
	Free Internet
	Other

Comments: *Business center, volleyball court, dog park, and car care area; This property is currently 97% occupied

	No. of Units	Baths	Vacant	Size (s.f.)	Rent
Efficiency/Studio					
One-Bedroom	14	1	0	802	850
1 BR vacancy rate 0.0%					
Two-Bedroom	99	2	3	1056-1156	950
2 BR vacancy rate 3.0%					
Three-Bedroom	14	2	2	1255	1060
3 BR vacancy rate 14.3%					
Four-Bedroom					
4 BR vacancy rate					
TOTALS 3.9%	127		5		

Complex:
Wexford
100 Wexford Dr.
Anderson
Lynn (2-26-19)
864-224-8300

Map Number: **4**

Year Built:
1998

Last Rent Increase

Specials

Waiting List
WL=0

Subsidies
Conventional; Sec 8=not accepted

Amenities

_____	Laundry Facility
_____	Tennis Court
X	Swimming Pool
X	Club House
$100	Garages
X	Playground
_____	Access/Security Gate
_____	Fitness Center
*	Other

Appliances

X	Refrigerator
X	Range/Oven
_____	Microwave Oven
X	Dishwasher
X	Garbage Disposal
X	W/D Connection
_____	Washer, Dryer
_____	Ceiling Fan
_____	Other

Unit Features

_____	Fireplace
_____	Utilities Included
_____	Furnished
X	Air Conditioning
_____	Drapes/Blinds
X	Cable Pre-Wired
X	Free Cable
_____	Free Internet
**	Other

Comments: *Business center; **Free monitored security system in each unit; Office hours: MTuTh 8-5 and W 8-1; This property is currently 95% occupied

KEY: P = proposed; UC = under construction; R = renovated; BOI = based on income; s = some; a = average; b = basic rent

20 NCHMA Market Study Index/Checklist

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

21 Business References

Ms. Wendy Hall
Louisiana Housing Corporation
2415 Quail Drive
Baton Rouge, Louisiana 70808
225/763-8647

Mr. Jay Ronca
Vantage Development
1544 S. Main Street
Fyffe, Alabama 35971
256/417-4920 ext. 224

Mr. Scott Farmer
North Carolina Housing Finance Agency
3508 Bush Street
Raleigh, North Carolina 37609
919/877-5700

22 Résumés

Bob Rogers

Experience

Principal and Market Analyst

John Wall and Associates, Seneca, South Carolina (2017 to Present)
Responsibilities include: Development of housing demand methodology; development of computer systems and technologies; analysis of demographic trends; creation and production of analytic maps and graphics; and CRA compliance.

Senior Market Analyst

John Wall and Associates, Anderson, South Carolina (1992 to 2017)
Responsibilities included: Development of housing demand methodology; development of computer systems and technologies; analysis of demographic trends; creation and production of analytic maps and graphics; CRA compliance; courtroom presentation graphics.

Manager

Institute for Electronic Data Analysis, Knoxville, Tennessee (1990 to 1992)
Responsibilities included: Marketing, training new employees and users of US Bureau of the Census data products, and custom research.

Consultant

Sea Ray Boats, Inc., Knoxville, Tennessee (1991)
Project included: Using various statistical techniques to create customer profiles that the senior management team used to create a marketing strategy.

Consultant

Central Transport, High Point, North Carolina (1990)
Project included: Research and analysis in the area of driver retention and how to improve the company's turnover ratio.

Professional Organization

National Council of Housing Market Analysts (NCHMA)
    Executive Committee Member *(2004-2010)*
    Standards Committee Co-Chair *(2006-2010)*
    Standards Committee Vice Chair *(2004-2006)*
    Member delegate *(2002-Present)*

Publications

Senior Housing Options, NCHMA White Paper (draft)
Field Work for Market Studies, NCHMA White Paper, 2011
Ten Things Developers Should Know About Market Studies, Affordable Housing Finance Magazine, 2007
Selecting Comparable Properties (Best Practices), NCHMA publication 2006

Education

Continuing Education, *National Council of Housing Market Analysts (2002 to present)*
Multifamily Accelerated Processing (MAP) Certificate, *HUD (May 2012)*
MBA Transportation and Logistics, *The University of Tennessee, Knoxville, Tennessee (1991)*
BS Business Logistics, Penn State, *University Park, Pennsylvania (1989)*

Joe Burriss

Experience

Principal and Market Analyst

John Wall & Associates, Seneca, South Carolina (2017 to present)
Responsibilities include: Author of numerous apartment market studies; make, review and evaluate recommendations regarding student housing analysis; collect and analyze multifamily rental housing information (both field and census); conduct site and location analysis. Design marketing plans and strategies; client development.

Marketing Director

John Wall & Associates, Anderson, South Carolina (2003 to 2017)
Responsibilities included: Designing marketing plans and strategies; client development.

Senior Market Analyst and Researcher

John Wall & Associates, Anderson, South Carolina (1999 to 2017)
Responsibilities included: Author of numerous apartment market studies; making, reviewing and evaluating recommendations regarding student housing analysis; collecting and analyzing multifamily rental housing information (both field and census); conducting site and location analysis.

Professional Organization

National Council of Housing Market Analysts (NCHMA)
    FHA Lender and Underwriting (MAP) Committee *(2012-Present)*
    Member Delegate *(2002-Present)*

Education

Continuing Education, *National Council of Housing Market Analysts (2002-Present)*
Multifamily Accelerated Processing (MAP) Certificate, *HUD (May 2012)*
BS Marketing, *Clemson University, Clemson, South Carolina (2002)*

Jessica Tergeoglou

Experience

Assistant Market Analyst

John Wall & Associates, Seneca, South Carolina (2017 to present)

Responsibilities include: Compile and analyze information for reports. Analyze demographic and market trends and statistics. Track progress of various projects. Assist with various types of research. Perform duties as needed to assist market analysts.

Assistant Market Analyst

John Wall & Associates, Anderson, South Carolina (2016 to 2017)

Responsibilities include: Compiling and analyzing information for reports. Analyzing demographic and market trends and statistics. Tracking progress of various projects. Performing duties as needed to assist market analysts.

Administrative Support Specialist

John Wall & Associates, Anderson, South Carolina (2010 to 2016)

Responsibilities included: Compiling information for reports, interviewing city and economic development officials and apartment managers. Assisting with various types of research. Performing duties as needed to assist market analysts. Performing assorted clerical tasks.

Manager

Wingo, Inc. (2007-2009)

Responsibilities included: Managing and scheduling, customer service, and vendor payments and receipts. Preparing and submitting payroll to accountant, performing human resources duties. Collecting and verifying cash outs.

Administrative Assistant

Instacom, Inc. (2006)

Responsibilities included: Calling in and updating utility locate requests. Verifying insurance coverage of subcontractors, updating subcontractor and employee files. Purchasing parts, shopping for equipment. Performing assorted clerical duties.

Office Clerk

Connie's Residential Care (2004-2005)

Responsibilities included: Creating a filing system, pulling old files for storage. Updating patient and employee files.

District Secretary

Mastec, Inc. (2001-2003)

Responsibilities included: Calling in and updating utility locate requests. Preparing and submitting payroll to corporate office. Keeping DOT files updated. Performing accounts payable, human resources, complaints, damage and accident reporting tasks. Organizing all employee and job files, and checking billing for accounts receivable.

Education

BLS Human Services, *Anderson University, Anderson, SC (2015)*
AAS Administrative Office Technology, *Tri-County Technical College, Pendleton, SC (2010)*