



**BOWEN  
NATIONAL  
RESEARCH**

# Market Feasibility Analysis

Abbott Arms  
2011 Wilkinson Street  
Cayce, Lexington County, South Carolina 29033

*Prepared For*

Mr. Craig Cobb  
DGA Residential, LLC  
3834 Sutherland Avenue  
Knoxville, Tennessee 37919

*Effective Date*

March 25, 2021

*Job Reference Number*

21-146 CR

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## 2021 EXHIBIT S-2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY (WITH SUBSIDY):

Development Name:	Abbott Arms	Total # Units: 98
Location:	2011 Wilkinson Street, Cayce, SC 29033 (Lexington County)	# LIHTC Units: 98
PMA Boundary:	The Saluda River to the north; Congaree River to the east; Interstate 77, Interstate 26, John N Hardee Expressway, Platt Springs Road, and Emanuel Church Road, to the south; and Old Barnwell Road, Sausage Lane, Kittie Wake Drive, Laurel Road, Mineral Springs Road, Jessamine Road, Sunset Boulevard, and Interstate 20 to the west.	
Development Type:	<input checked="" type="checkbox"/> Family <input type="checkbox"/> Older Persons	Farthest Boundary Distance to Subject: 6.3 miles

### RENTAL HOUSING STOCK (found on page H-14 and Add. A-3)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	14	3,035	191	93.7%
Market-Rate Housing	14*	2,938	191	93.5%
Assisted/Subsidized Housing not to include LIHTC	1*	97	0	100.0%
<b>LIHTC (All that are stabilized)**</b>	<b>0</b>	<b>-</b>	<b>-</b>	<b>-</b>
Stabilized Comps***	5	364	7	98.1%
Non-stabilized Comps	0	-	-	-

\*Includes mixed-income properties

\*\*No LIHTC properties surveyed in PMA; Stabilized occupancy of at least 93% (Excludes projects still in initial lease up).

\*\*\*Comparables - comparable to the subject and those that compete at nearly the same rent levels and tenant profile, such as age, family and income. All comparable properties are located outside of PMA due to lack of such product in market.

Subject Development					HUD Area FMR			Highest Unadjusted Comparable Rent	
Units	Bedrooms	Baths	Size (SF)	Tenant Paid Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
19	One-Br.	1.0	600	\$239	\$818	\$1.36	70.78%	\$1,055	\$1.28
59	Two-Br.	1.0	800	\$142	\$931	\$1.16	84.75%	\$1,220	\$1.13
1	Two-Br.	1.0	800	\$804	\$931	\$1.16	13.64%	\$1,220	\$1.13
19	Three-Br.	1.5	1,000	\$93	\$1,204	\$1.20	92.28%	\$1,195	\$1.04
<b>Gross Potential Rent Monthly*</b>				<b>\$15,490</b>	<b>\$94,278</b>		<b>83.57%</b>		

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

### DEMOGRAPHIC DATA (found on page F-3 & G-5)

	2012	2020		2023	
Renter Households		10,187	40.7%	10,771	41.2%
Income-Qualified Renter HHs (LIHTC)		5,590	54.9%	5,573	51.7%
Income-Qualified Renter HHs (MR)		N/A	N/A	N/A	N/A

### TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page G-5)

Type of Demand	50%	60%	Market-rate	Other: Section 8	Other: __	Overall
Renter Household Growth	-	5	-	-17	-	-17
Existing Households (Overburd + Substand)	-	554	-	3,645	-	3,645
Homeowner conversion (Seniors)	-	N/A	-	N/A	-	N/A
Other:	-	0	-	0	-	0
Less Comparable/Competitive Supply	-	0	-	0	-	0
<b>Net Income-qualified Renter HHs</b>	<b>-</b>	<b>559</b>	<b>-</b>	<b>3,628</b>	<b>-</b>	<b>3,628</b>

### CAPTURE RATES (found on page G-5)

Targeted Population	50%	60%	Market-rate	Other: Subsidized	Other: __	Overall
Capture Rate	-	0.2%	-	2.7%	-	2.7%

### ABSORPTION RATE (found on page G-7)

Absorption Period: 5 months

2021 S-2 RENT CALCULATION WORKSHEET (AS PROPOSED WITH SUBSIDY)

# Units	Bedroom Type	Current Tenant Paid Rent	Net Tenant Paid Rent	Gross HUD FMR	Gross HUD FMR Total	Tax Credit Gross Rent Advantage
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
19	1 BR	\$239	\$4,541	\$818	\$15,542	
	1 BR		\$0		\$0	
	1 BR		\$0		\$0	
59	2 BR	\$142	\$8,378	\$931	\$54,929	
1	2 BR	\$804	\$804	\$931	\$931	
	2 BR		\$0		\$0	
19	3 BR	\$93	\$1,767	\$1,204	\$22,876	
	3 BR		\$0		\$0	
	3 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
Totals	98		\$15,490		\$94,278	83.57%



## 2021 EXHIBIT S-2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY (LIHTC ONLY):

Development Name:	Abbott Arms	Total # Units: 98
Location:	2011 Wilkinson Street, Cayce, SC 29033 (Lexington County)	# LIHTC Units: 98
PMA Boundary:	The Saluda River to the north; Congaree River to the east; Interstate 77, Interstate 26, John N Hardee Expressway, Platt Springs Road, and Emanuel Church Road, to the south; and Old Barnwell Road, Sausage Lane, Kitt Wake Drive, Laurel Road, Mineral Springs Road, Jessamine Road, Sunset Boulevard, and Interstate 20 to the west.	
Development Type:	<input checked="" type="checkbox"/> Family <input type="checkbox"/> Older Persons	Farthest Boundary Distance to Subject: 6.3 miles

### RENTAL HOUSING STOCK (found on page H-14 and Add. A-3)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	14	3,035	191	93.7%
Market-Rate Housing	14*	2,938	191	93.5%
Assisted/Subsidized Housing not to include LIHTC	1*	97	0	100.0%
<b>LIHTC (All that are stabilized)**</b>	0	-	-	-
Stabilized Comps***	5	364	7	98.1%
Non-stabilized Comps	0	-	-	-

\*Includes mixed-income properties

\*\*No LIHTC properties surveyed in PMA; Stabilized occupancy of at least 93% (Excludes projects still in initial lease up).

\*\*\*Comparables - comparable to the subject and those that compete at nearly the same rent levels and tenant profile, such as age, family and income. All comparable properties are located outside of PMA due to lack of such product in market.

Subject Development					HUD Area FMR			Highest Unadjusted Comparable Rent	
Units	Bedrooms	Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
19	One-Br.	1.0	600	\$745*	\$818	\$1.36	8.92%	\$1,055	\$1.28
59	Two-Br.	1.0	800	\$893*	\$931	\$1.16	13.64%	\$1,220	\$1.13
1	Two-Br.	1.0	800	\$804	\$931	\$1.16	4.08%	\$1,220	\$1.13
19	Three-Br.	1.5	1,000	\$1,026*	\$1,204	\$1.20	14.78%	\$1,195	\$1.04
<b>Gross Potential Rent Monthly**</b>				<b>\$87,140</b>	<b>\$94,278</b>		<b>7.57%</b>		

\*Reflective of maximum allowable LIHTC rent as proposed contract rent under Section 8 program exceeds this limit

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

### DEMOGRAPHIC DATA (found on page F-3 & G-5)

	2012	2020		2023	
Renter Households		10,187	40.7%	10,771	41.2%
Income-Qualified Renter HHs (LIHTC)		2,822	27.7%	2,824	26.2%
Income-Qualified Renter HHs (MR)		N/A	N/A	N/A	N/A

### TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page G-5)

Type of Demand	50%	60%	Market-rate	Other: __	Other: __	Overall
Renter Household Growth	-	2	-	-	-	2
Existing Households (Overburd + Substand)	-	943	-	-	-	943
Homeowner conversion (Seniors)	-	N/A	-	-	-	N/A
Other:	-	0	-	-	-	0
Less Comparable/Competitive Supply	-	0	-	-	-	0
<b>Net Income-qualified Renter HHs</b>	<b>-</b>	<b>945</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>945</b>

### CAPTURE RATES (found on page G-5)

Targeted Population	50%	60%	Market-rate	Other: __	Other: __	Overall
Capture Rate	-	10.4%	-	-	-	10.4%

### ABSORPTION RATE (found on page G-7)

Absorption Period: 8 months
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2021 S-2 RENT CALCULATION WORKSHEET (LIHTC Only)

# Units	Bedroom Type	Proposed Tenant Paid Rent	Net Proposed Tenant Rent	Gross HUD FMR	Gross HUD FMR Total	Tax Credit Gross Rent Advantage
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
19	1 BR	\$745	\$14,155	\$818	\$15,542	
	1 BR		\$0		\$0	
	1 BR		\$0		\$0	
1	2 BR	\$804	\$804	\$931	\$931	
59	2 BR	\$893	\$52,687	\$931	\$54,929	
	2 BR		\$0		\$0	
19	3 BR	\$1,026	\$19,494	\$1,204	\$22,876	
	3 BR		\$0		\$0	
	3 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
Totals	98		\$87,140		\$94,278	7.57%

## B. Project Description

Project Name:	<b>Abbott Arms</b>
Location:	2011 Wilkinson Street, Cayce, South Carolina 29033 (Lexington County)
Census Tract:	202.02
Target Market:	Family
Construction Type:	Renovation of Existing Development
Funding Source:	4% Tax-Exempt Bond

The proposed project involves the renovation of the 100-unit Abbott Arms apartment property at 2011 Wilkinson Street in Cayce, South Carolina. Built in 1970, the project primarily operates under the HUD Section 8 program, with 97 units receiving a direct subsidy. The subsidy allows tenants to pay up to 30% of their adjusted gross household incomes towards shelter costs (rent and utilities). The three (3) remaining units operate as market-rate. However, two (2) of these three (3) units are non-revenue producing units reserved for management. According to management, the revenue producing units at the project are currently 100.0% occupied and maintain an 81-household waiting list.

The project will be renovated utilizing funding from the 4% Tax-Exempt Bond program, which will involve the extensive rehabilitation of each unit and the community spaces. Once renovations are complete, the project will target households with incomes of up to 60% of Area Median Household Income (AMHI). Notably, 97 units will continue to operate under the HUD Section 8 program. The one (1) non-subsidized revenue producing unit which currently operates as market-rate will operate at 60% of AMHI under the LIHTC program. All renovations are expected to be complete by October 2022. Additional details of the subject project are as follows:

Proposed Unit Configuration										
Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Current Rent	Proposed Rents			Max. Allowable LIHTC Gross Rent
							Collected Rent	Utility Allowance	Gross Rent	
19	One-Br.	1.0	Garden	600	60%/S8	\$542	\$1,673	\$72	\$1,745	\$817
59	Two-Br.	1.0	Garden	800	60%/S8	\$564	\$1,750	\$88	\$1,838	\$981
1	Two-Br.	1.0	Garden	800	60%	\$1,360	\$804	\$88	\$892	\$981
19	Three-Br.	1.5	Garden	1,000	60%/S8	\$642	\$1,963	\$107	\$2,070	\$1,133
98	Total									

Source: DGA Residential, LLC

AMHI – Area Median Household Income (Columbia, SC HUD Metro FMR Area; 2020)

S8 – Section 8

*The maximum allowable LIHTC gross rents ranging from \$817 to \$1,133 are the programmatic limits for units targeting households earning up to 60% of AMHI. However, these limits would only apply to the subsidized units in the unlikely scenario that the property ceased to operate with a project-based subsidy. Nonetheless, as the proposed contract rents under the Section 8 program are above these maximum allowable limits, we have evaluated these unit types assuming maximum allowable LIHTC rent limits throughout this report.*

Building/Site Information	
Residential Buildings:	25 two-story buildings
Building Style:	Walk-up
Community Space:	Stand-alone building
Acres:	8.8

Construction Timeline	
Original Year Built:	1970
Renovation Start:	October 2021
Begin Preleasing:	In-Place Renovation
Renovation End:	October 2022

Unit Amenities		
• Electric Range	• In-Unit Washer/Dryer Machines	• Composite Flooring
• Refrigerator	• Central Air Conditioning	• Window Blinds
• Microwave	• Dishwasher	• Ceiling Fans

Community Amenities		
• Computer Center	• On-Site Management	• Clubhouse
• Community Room with Kitchen	• Playground	• Community Wide Wi-Fi
• Social Service Coordinator	• Surface Parking Lot	

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

Current Occupancy Status			
Total Units	Vacant Units	Occupancy Rate	Waiting List
98*	0	100.0%	81 Households

\*Excludes two non-revenue producing units reserved for management.

### PLANNED RENOVATION & CURRENT OCCUPANCY:

Based on information provided by the developer, the subject property will be substantially renovated, with renovations expected to total \$7,013,587, or \$61,435 per unit. Renovations will include, but not be limited to, the following renovations:

- Replace all flooring
- New kitchen appliances
- Addition of in-unit washer/dryer appliances
- Addition of a microwave in the units
- Paint the interior of all units
- Replacement of all windows
- Install new entry doors
- Repair all sidewalks to remove any trip hazards
- Repair, seal coat and re-stripe the parking lots
- New roofing

Note that the complete scope of renovations proposed at the subject project is included in *Addendum C* of this report.

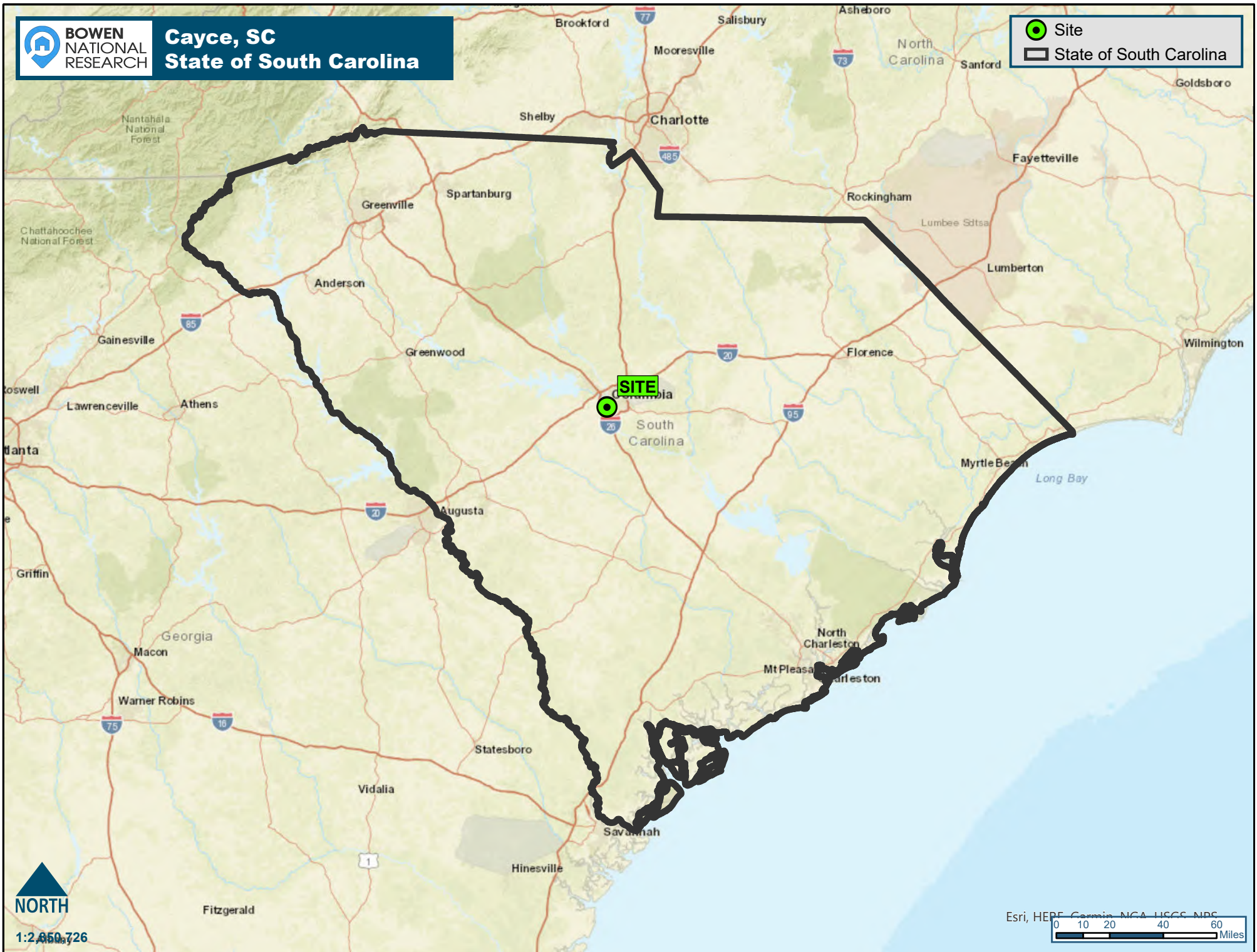
The subject project consists of 98 one-, two-, and three-bedroom revenue-producing units that are 100.0% occupied, with an 81-household waiting list for the next available unit. The project currently charges rents of \$542, \$564, and \$642 for the subsidized one-, two-, and three-bedroom units, respectively. Due to the subsidy that is available, the average tenant-paid rent is \$239, \$142 and \$93 for a one-, two-, and three-bedroom unit, respectively, based on the subject project's current rent roll as illustrated in *Addendum D*. The one (1) unit currently operating as market-rate has a rent of \$1,360. However, following renovations, this unit will have a collected rent of \$804 under the LIHTC program. Following Tax Credit renovations, the subsidy will be retained on 97 of the 98 units. It is anticipated that most, if not all, current tenants are expected to continue to income-qualify to reside at the subject project. Given the significant difference between the current market-rate rent and proposed non-subsidized Tax Credit rent, however, we expect this one (1) unit will need re-rented following renovations.

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



# Cayce, SC State of South Carolina

● Site  
▭ State of South Carolina



1:2,850,726

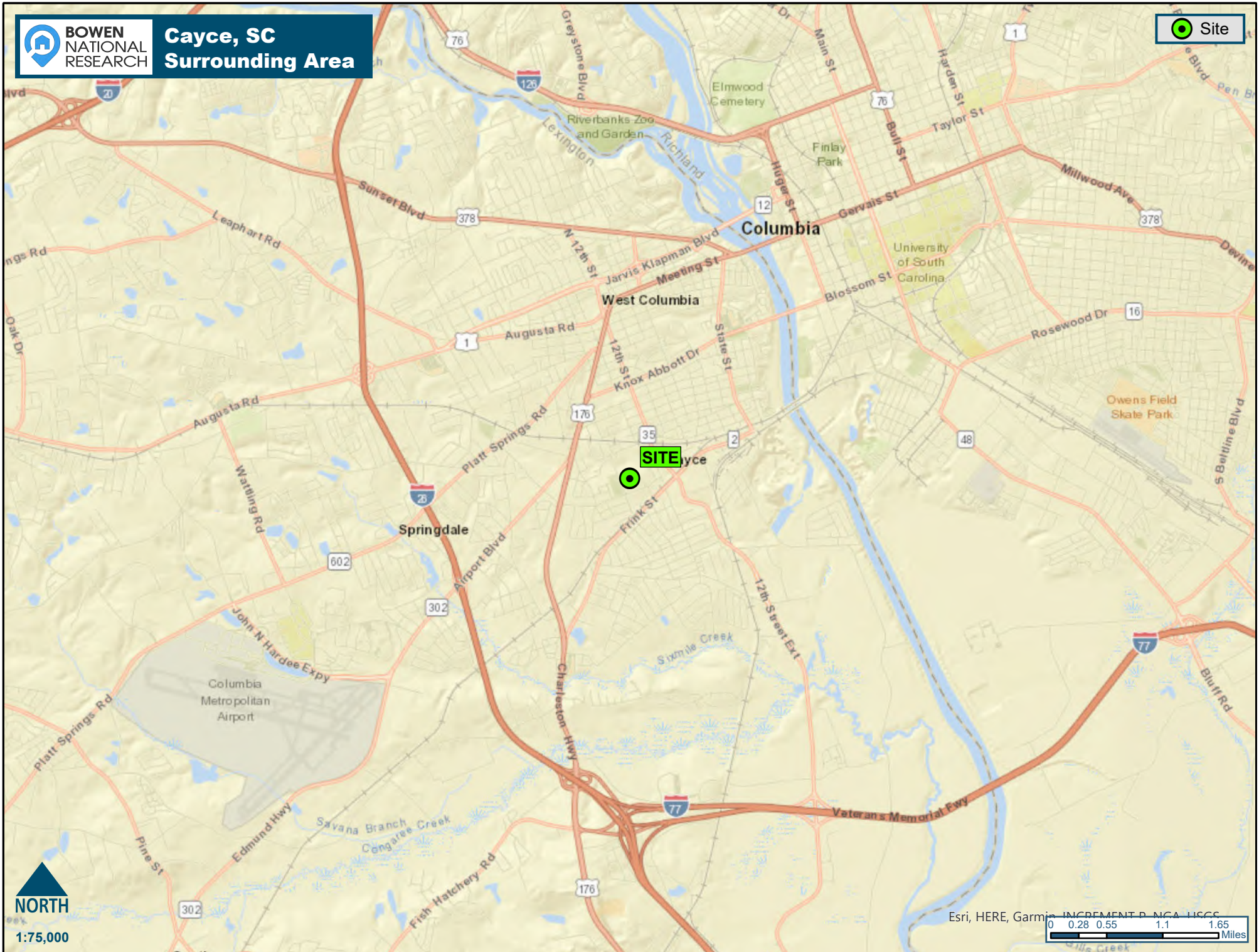
Esri, HERE, Garmin, NGA, USGS, NPS  
0 10 20 40 60 Miles





# Cayce, SC Surrounding Area

Site



**NORTH**  
1:75,000

Esri, HERE, Garmin, INCREMENT P, NOAA, USGS  
0 0.28 0.55 1.1 1.65 Miles

## C. Site Description and Evaluation

### 1. SITE INSPECTION DATE

Bowen National Research personally inspected the subject site during the week of March 8, 2021. The following is a summary of our site evaluation, including an analysis of the site's proximity to community services.

### 2. SITE DESCRIPTION AND SURROUNDING LAND USES

The subject site is the existing Abbot Arms Apartments which consists of 25 two-story buildings located on an approximate 8.8-acre parcel at 2011 Wilkinson Street, in Cayce, South Carolina. Located within Lexington County, Cayce is approximately 4.0 miles southwest of downtown Columbia, South Carolina. Following is a description of surrounding land uses:

<b>North -</b>	The northern boundary is defined by undeveloped wooded land. Continuing north is a range of single-family homes, various businesses, retail shopping, churches, dining options, and grocery stores. Most of the services noted are located along Knox Abbott Drive/U.S. Highway 321, a four-lane arterial road with moderate to heavy traffic patterns.
<b>East -</b>	The eastern boundary is defined by the Cayce City Hall Water and Sewer facility, The Cayce Fire Department, and the Cayce Public Safety Department, which was observed to be in good condition. Continuing east is a thin tree line bordering 12 <sup>th</sup> Street, a four-lane road with light to moderate traffic patterns. Farther east is industrial facilities that extend east towards railroad tracks and the Congaree River.
<b>South -</b>	The southern boundary is defined by Ann Lane, a two-lane residential road with light traffic patterns. A thin tree line borders a range of single-family homes that was observed to be in good condition farther south of the site. Continuing south is Dunbar Road, a two-lane residential road with light traffic patterns. Commercial buildings and single-family homes extend farther south towards railroad tracks and Frink Street.
<b>West -</b>	The western boundary is defined by Wilkinson Street, a two-lane residential road with light traffic patterns. Continuing west is Moore Park with two baseball fields and tennis courts. Adjacent southwest is Spires Recreation Center that was observed to be in good condition. Farther west is undeveloped wooded land, single-family homes, and commercial facilities that extend west towards Charleston Highway/U.S. Highway 321, a commercial corridor with moderate to heavy traffic patterns.



The subject site is within an established, mixed-use portion of Cayce. Single-family homes in fair to good condition, commercial facilities and various businesses primarily comprise the surrounding land uses. These land uses, as well as the site's proximity to arterial roadways and community services, makes the area conducive to affordable multifamily rental housing. Overall, the subject property fits well with the surrounding land uses, which should contribute to the continued marketability of the subject property.

### 3. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

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

Community Services	Name	Driving Distance From Site (Miles)
Major Highways	U.S. Highway 321	1.0 West
	Interstate 26	2.2 Southwest
Public Bus Stop	COMET/ CMRTA Route 96	2.2 Northeast
Major Employers/ Employment Centers	South Carolina Electric & Gas	3.3 Southeast
	Amazon Fulfillment Center	4.9 South
	Nephron Pharmaceuticals	5.7 Southeast
Convenience Store	I Love Store	0.6 Southeast
	Speedway	1.8 Northwest
	Pitt Stop	1.8 North
Grocery	Save-A-Lot	1.0 West
	Walmart	1.2 Northwest
	Bi-Lo	2.3 Northeast
Discount Department Store	Dollar General	1.0 West
	K-Mart	1.0 West
Shopping Center/Mall	Town & Country Plaza	1.0 South
	Parkland Plaza	2.2 Northeast
Schools:		
Elementary	R. Earle Davis Elementary School	1.2 South
Middle/Junior High	Busbee Creative Arts Academy	2.2 Southeast
High	Brookland Cayce High School	2.0 Northeast
Hospital	Vocational Rehabilitation Hospital	3.0 West
	Lexington Medical Center	4.4 Northwest
	Prisma Health	4.5 Northeast
Police	Cayce Public Safety	0.6 East
Fire	Cayce Fire Inspection	0.7 East
Post Office	U.S. Post Office	1.2 Northwest
Bank	Synovus Bank	1.3 North
	Crecom Bank	1.3 North
	Wells Fargo bank	1.3 North
Recreational Facilities	Spires Recreation Center	0.2 Southwest
Park	Moore Park	0.2 West
Church	Mt. Zion Baptist Church	0.3 Northwest
	Calvary Holiness Church	0.4 Northwest
	Mt. Pleasant Baptist Church	0.5 Northwest
Gas Station	Sunoco	0.7 West
	Eagle Express	0.9 West
	Walmart Fuel	1.2 Northwest

(Continued)

Community Services	Name	Driving Distance From Site (Miles)
Pharmacy	CVS Pharmacy	1.2 Northwest
	Walmart Pharmacy	1.2 Northwest
	Triangle Pharmacy	1.5 North
Restaurant	Best of China	0.9 West
	Caribbean Soul Grill	1.1 Northeast
	Red Lobster	1.3 North
Day Care	Hartman Hall Child Development Center	0.7 West
	Robin's Nest Daycare	1.3 East
	Browder's Kiddie Kove	1.6 North
Community Center	Tri-City Leisure Center	1.8 West
	Perrin Thomas Community Center	5.4 East
Library	Cayce-West Columbia Library	2.3 Northwest

The subject site is located near several community services within the immediate area. Notable community services within 1.0 mile of the site include various banks, churches, restaurants, and convenience stores, as well as a Save-A-Lot grocery store, and Dollar General and K-Mart stores. Additionally, a Walmart and CVS Pharmacy are less than 1.5 miles from the site.

The nearest commercial corridors are the Charleston Highway/U.S. Highway 321 and Knox Abbott Drive/U.S. Highway 321 corridors which can be accessed 1.0 mile west and 1.2 miles north of the site, respectively. Public transportation in the area is provided by CMRTA in association with COMET, though the nearest bus stop is located more than 2.0 miles from the site. Nonetheless, the subject's proximity to various commercial corridors allows for convenient access to most basic area services.

Cayce Public Safety and Cayce Fire Protection are both located within 1.0 mile of the site and provide public safety services within the area. The subject site is also located within proximity of multiple medical centers. In addition, all applicable attendance schools are located within 2.2 miles of the site, with the local elementary school located just 1.2 miles south of the site. This is considered beneficial to the targeted family population at the subject site.

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

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



### Abbott Arms Apartments



Typical exterior of building



Entryway Signage



View of site from the north



View of site from the northeast



View of site from the east



View of site from the southeast



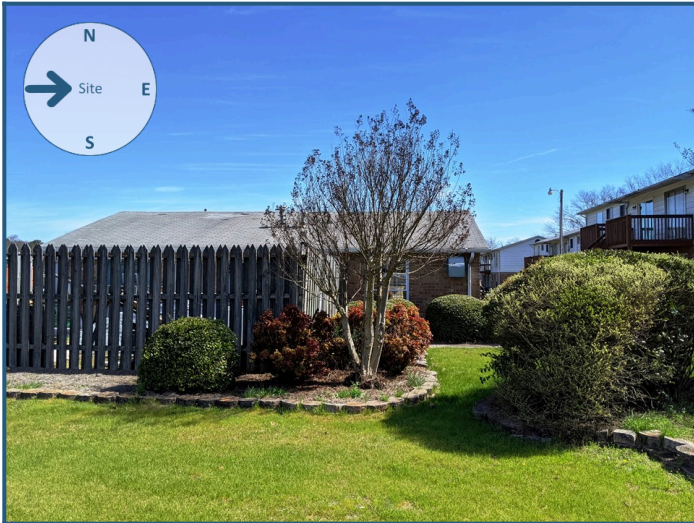
Abbott Arms Apartments



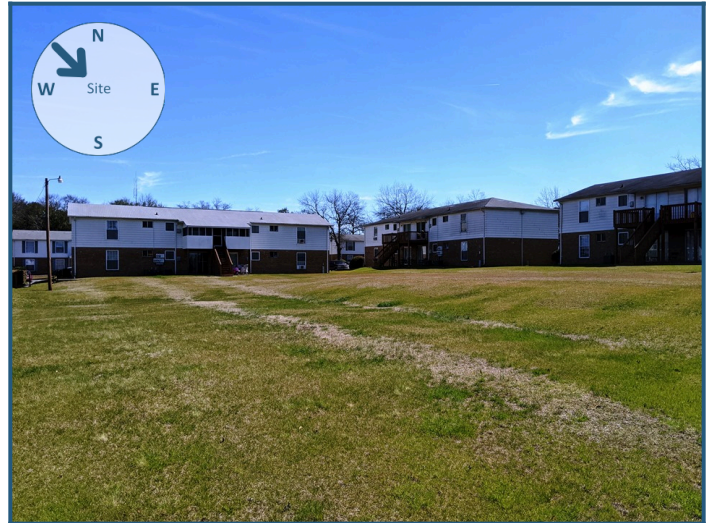
View of site from the south



View of site from the southwest



View of site from the west



View of site from the northwest



North view from site



Northeast view from site



Abbott Arms Apartments



East view from site



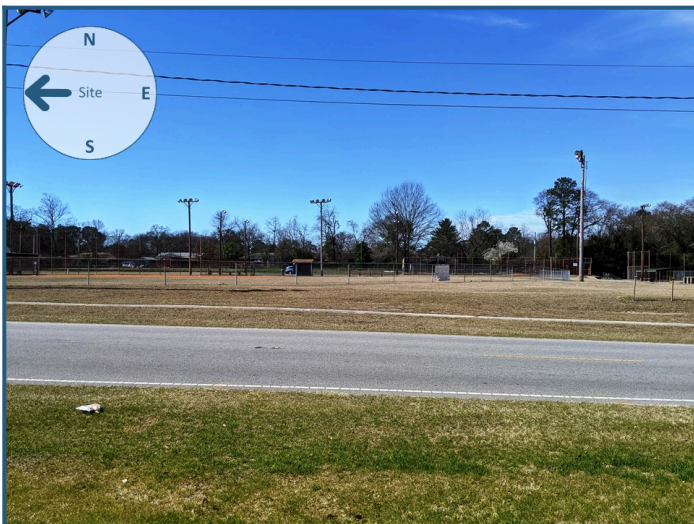
Southeast view from site



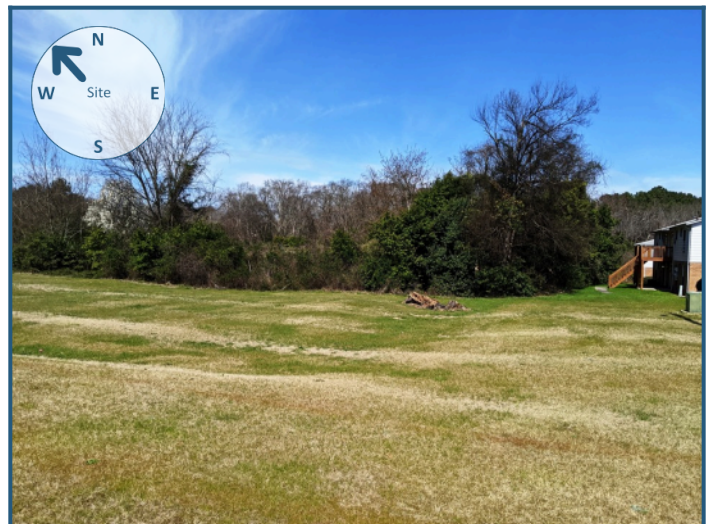
South view from site



Southwest view from site



West view from site



Northwest view from site



Abbott Arms Apartments



Streetscape: North view of Wilkinson Street



Streetscape: South view of Wilkinson Street



Recreation Area: Playground 1



Recreation Area: Playground 2



Laundry Facility



Three-Bedroom (Living Room)



Abbott Arms Apartments



Three-Bedroom (Kitchen)



Three-Bedroom (Master Bedroom - View A)



Three-Bedroom (Second Bedroom - View A)



Three-Bedroom (Third Bedroom - View A)



Three-Bedroom (Full Bathroom)



Three-Bedroom (Walk-in Closet)

**5. SITE AND COMMUNITY SERVICES MAPS**

Maps of the subject site and relevant community services follow.



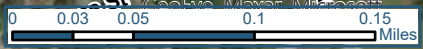


# Cayce, SC Site Neighborhood

Legend  
Site Area



NORTH  
1:5,183

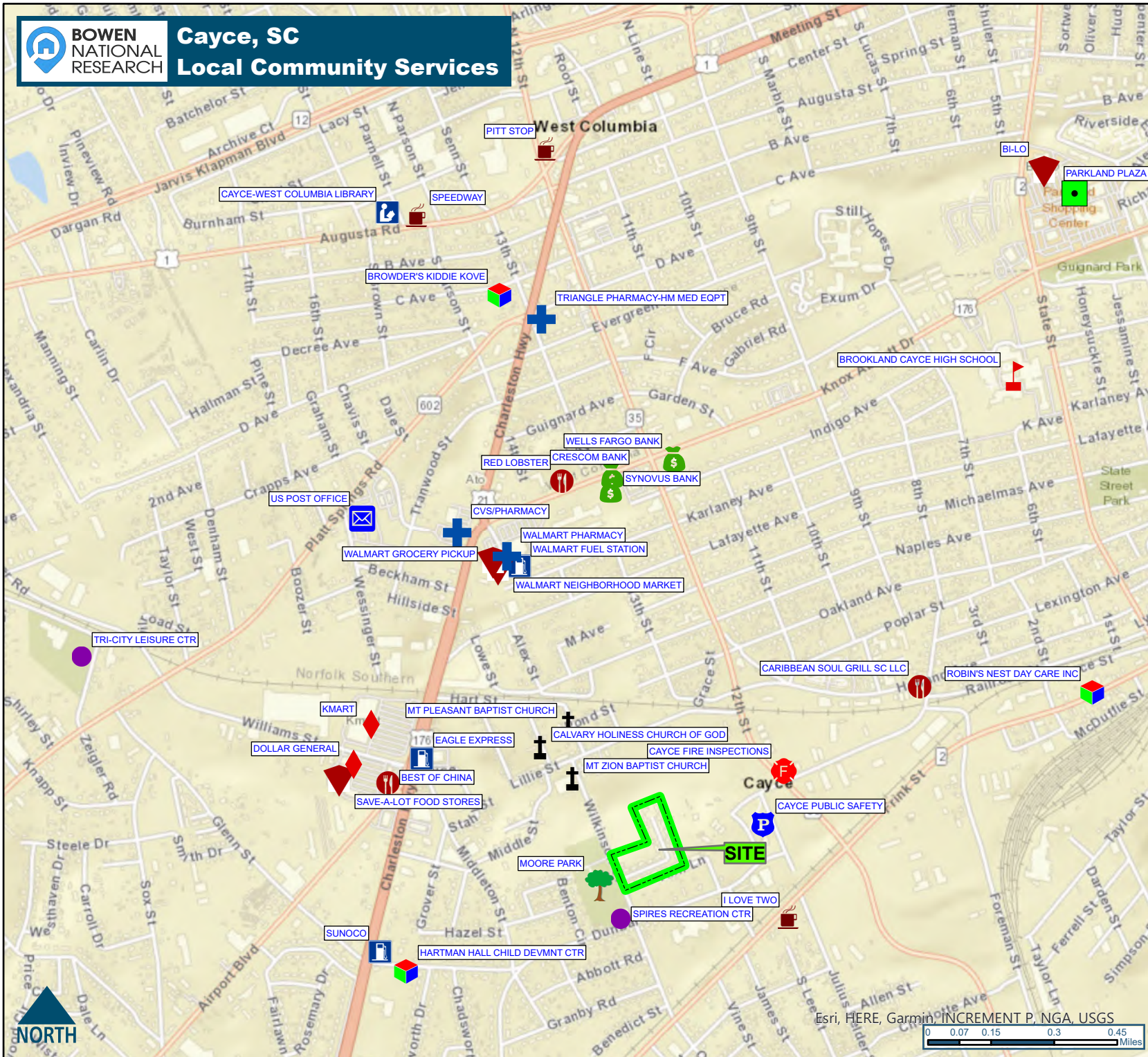






# Cayce, SC

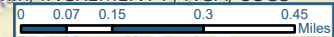
## Local Community Services



- ### Legend
- Site Area
  - Bank
  - Child Care
  - Church
  - Convenience Store
  - Fire
  - Gas
  - Grocery
  - High School
  - Library
  - Park
  - Pharmacy
  - Police
  - Post Office
  - Recreation Center
  - Restaurant
  - Shopping
  - Shopping Center



Esri, HERE, Garmin, INCREMENT P, NGA, USGS

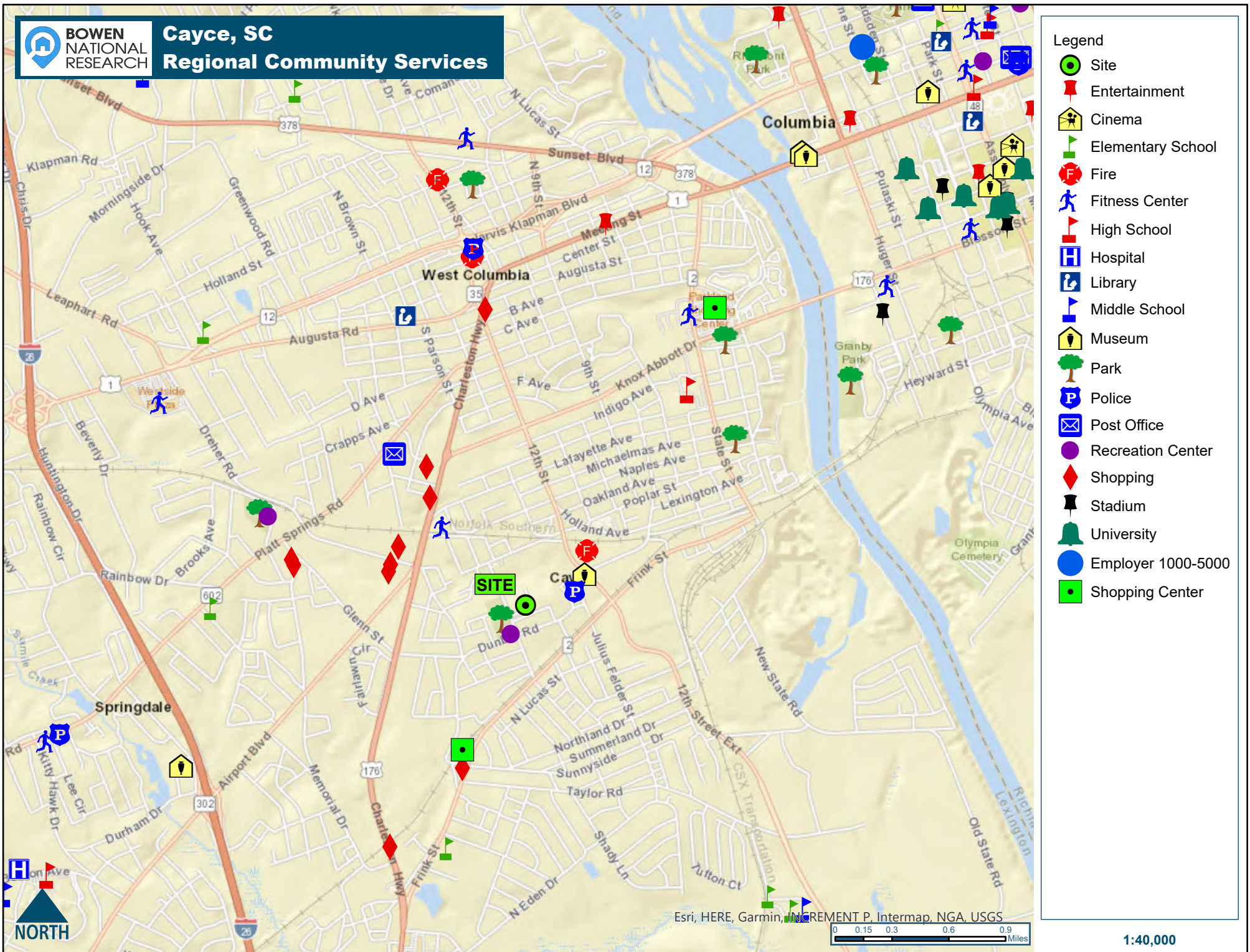


1:20,000



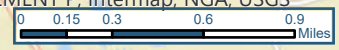


# Cayce, SC Regional Community Services



- Legend**
- Site
  - Entertainment
  - Cinema
  - Elementary School
  - Fire
  - Fitness Center
  - High School
  - Hospital
  - Library
  - Middle School
  - Museum
  - Park
  - Police
  - Post Office
  - Recreation Center
  - Shopping
  - Stadium
  - University
  - Employer 1000-5000
  - Shopping Center

Esri, HERE, Garmin, INCREMENT P, Intermap, NGA, USGS



1:40,000

**6. CRIME ISSUES**

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

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

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

Total crime risk for the Site ZIP Code is 222, with an overall personal crime index of 216 and a property crime index of 223. Total crime risk for Lexington County is 102, with indexes for personal and property crime of 84 and 104, respectively.

	Crime Risk Index	
	Site Zip Code	Lexington County
<b>Total Crime</b>	<b>222</b>	<b>102</b>
<b>Personal Crime</b>	<b>216</b>	<b>84</b>
Murder	82	64
Rape	175	94
Robbery	121	48
Assault	265	98
<b>Property Crime</b>	<b>223</b>	<b>104</b>
Burglary	147	104
Larceny	234	105
Motor Vehicle Theft	289	97

Source: Applied Geographic Solutions

The crime risk index for the Site ZIP Code (222) is higher than that reported for Lexington County (102), as well as the national average of 100. However, a crime index in the 200s is not considered high for a densely populated urban area such as the Cayce market. Further, most area rental properties surveyed report strong occupancy rates, including the existing subject property which is currently 100.0% occupied with a waiting list. These are clear indications that crime is not a factor which adversely impacts occupancy rates within the local rental market.

A map illustrating crime risk is on the following page.





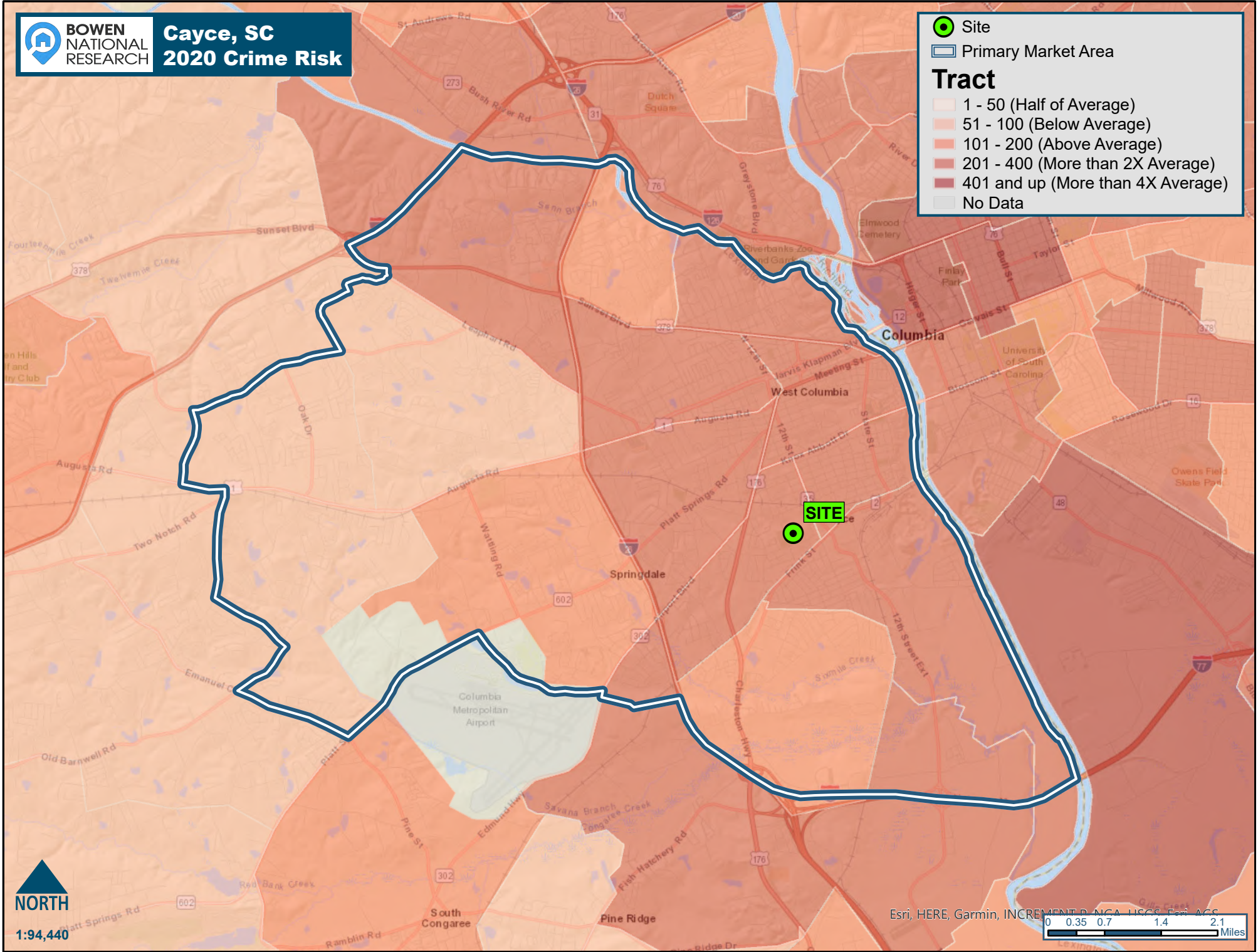
# Cayce, SC 2020 Crime Risk

Site

Primary Market Area

**Tract**

- 1 - 50 (Half of Average)
- 51 - 100 (Below Average)
- 101 - 200 (Above Average)
- 201 - 400 (More than 2X Average)
- 401 and up (More than 4X Average)
- No Data



1:94,440

Esri, HERE, Garmin, INCREMENT P, NCA, USGS, Esri, ACS  
 0 0.35 0.7 1.4 2.1 Miles

## **7. ACCESS AND VISIBILITY**

The existing site is located at 2011 Wilkinson Street in the northern portion of Cayce, South Carolina. Access to the site is considered good from Wilkinson Street, a lightly traveled residential road bordering the site to the west. Wilkinson Street provides direct access to and from various other area roadways, including Frink Street (State Route 2) south of the site. The site is also within 1.0 mile of U.S. Highway 321, a primary highway west of the site. This highway provides convenient access throughout the Cayce area and to the downtown Columbia area northeast of the site. U.S. Highway 321 also connects with Interstate 26 south of the site. Public transportation is provided by the Central Midlands Regional Transit Authority (CMRTA) in association with COMET. A fixed bus route (COMET Route 96) for the Cayce area is located at the intersections of Knox Abbott Drive and State Street, and 12<sup>th</sup> Street and Poplar Street. However, the COMET Route 96 only serves the Cayce area on Mondays at designated times.

Visibility of the subject property is considered good as it is clearly visible from Wilkinson Street. Signage for the subject property is also provided along and visible from this aforementioned roadway.

Overall, access and visibility are considered good and will contribute to the continued marketability of the subject property.

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

No visible or environmental issues were observed at/near the site.

## **9. OVERALL SITE CONCLUSIONS**

The subject site is the existing Abbott Arms rental community located at 2011 Wilkinson Street in Cayce, South Carolina, approximately 4.0 miles southwest of Columbia, South Carolina. Surrounding land uses are comprised of both residential and commercial development, as well as various recreational areas and wooded/undeveloped land. The subject property fits well with the surrounding land uses. The subject site is easily accessible and clearly visible from Wilkinson Street, a lightly travelled roadway bordering the site to the west. Most basic area services are located less than 1.5 miles from the site, including a Save-A-Lot grocery store, Walmart, and various pharmacies and restaurants. Most services are easily accessible from the U.S. Highway 321 corridor north and west of the site. Overall, the subject site location is considered conducive to affordable multifamily rental product and is expected to contribute to the continued marketability of the subject property following renovations. This is evident by the 100.0% occupancy rate currently maintained at the existing subject property.

## D. Primary Market Area Delineation

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

The Cayce Site PMA includes the incorporated places, or portions, of Cayce, West Columbia, Springdale, and Oak Grove, as well as other surrounding portions of Lexington County. The boundaries of the Cayce Site PMA consist of the Saluda River to the north; Congaree River to the east; Interstate 77, Interstate 26, John N Hardee Expressway, Platt Springs Road, and Emanuel Church Road, to the south; and Old Barnwell Road, Sausage Lane, Kitti Wake Drive, Laurel Road, Mineral Springs Road, Jessamine Road, Sunset Boulevard, and Interstate 20 to the west. The subject site is approximately 6.0 miles from the furthest Site PMA boundary, as evidenced by the map included later in this section. The Site PMA includes all or portions of the following Census Tracts:

104.03	205.05	206.02
201.00	205.06	206.04
202.01	205.07	210.19
202.01	205.08	210.20
*202.02	205.09	210.33
203.00	206.01	210.34

\*Subject site location

The following summarizes an interview conducted with management at the existing subject property regarding the Cayce Site PMA:

- Zonzetta Lykes, Property Manager at Abbott Arms Apartments, stated that while she has been the manager, some tenants have moved from outside the Site PMA. This support base is nominal, however, and is primarily due to some tenants wanting to be closer to their place of employment and/or family. According to Ms. Lykes, the majority of her support is from the northern and eastern portions of Cayce, as well as from the Springdale and West Columbia areas. Ms. Lykes confirmed the boundaries of the Cayce Site PMA.

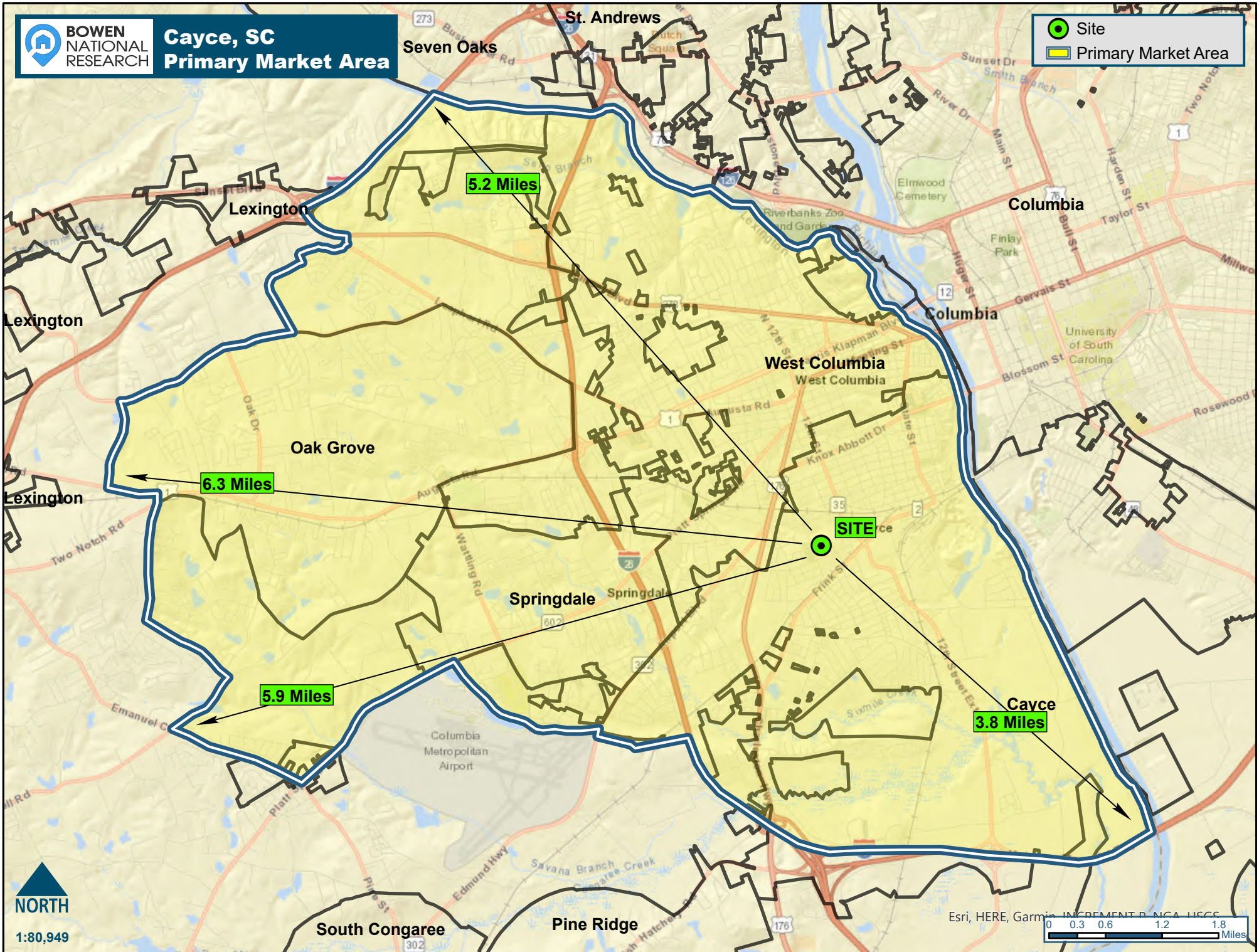
A modest portion of support may originate from some of the outlying areas surrounding the Cayce Site PMA. However, based on our observations and information obtained from management at the subject property, this potential base of support is expected to be minimal and therefore we have not considered any secondary market area in this report. A map delineating the boundaries of the Site PMA is included on the following page.





# Cayce, SC Primary Market Area

- Site
- ▭ Primary Market Area



1:80,949

Esri, HERE, Garmin, INCREMENT P, NOAA, USGS  
0 0.3 0.6 1.2 1.8 Miles



## E. Market Area Economy

### 1. EMPLOYMENT BY INDUSTRY

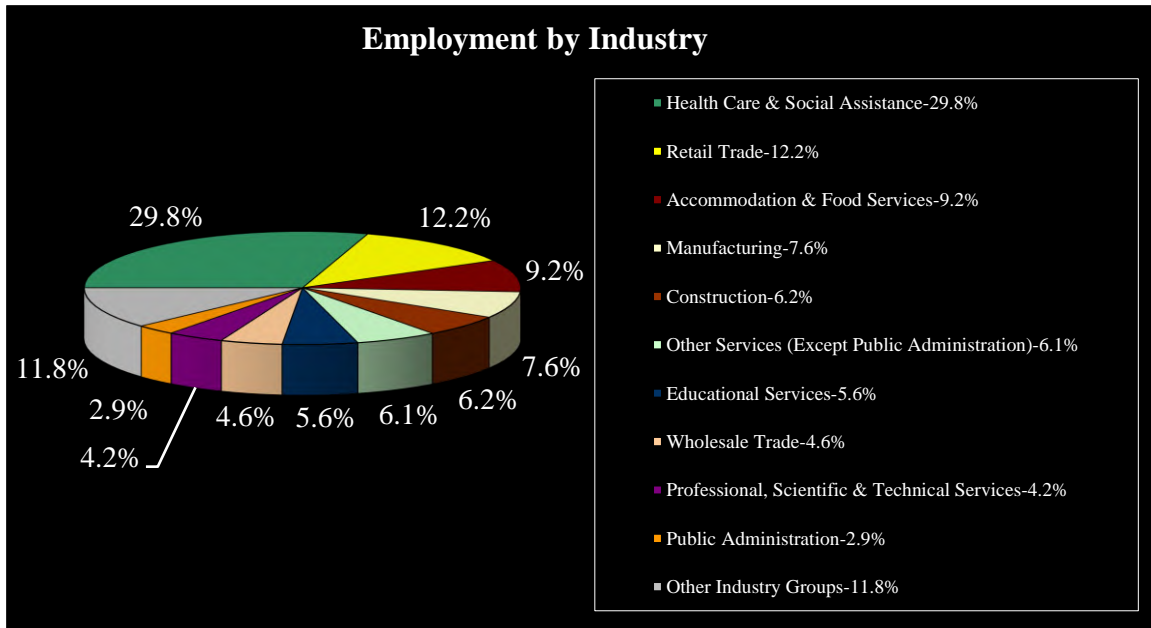
The labor force within the Cayce Site PMA is based primarily in two sectors. Health Care & Social Assistance (which comprises 29.8%) and Retail Trade comprise approximately 42% of the Site PMA labor force. Employment in the Cayce Site PMA, as of 2020, was distributed as follows:

NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	10	0.4%	77	0.2%	7.7
Mining	0	0.0%	0	0.0%	0.0
Utilities	5	0.2%	310	1.0%	62.0
Construction	198	8.5%	2,004	6.2%	10.1
Manufacturing	88	3.8%	2,459	7.6%	27.9
Wholesale Trade	127	5.5%	1,487	4.6%	11.7
Retail Trade	374	16.1%	3,956	12.2%	10.6
Transportation & Warehousing	45	1.9%	774	2.4%	17.2
Information	35	1.5%	167	0.5%	4.8
Finance & Insurance	138	5.9%	932	2.9%	6.8
Real Estate & Rental & Leasing	108	4.6%	574	1.8%	5.3
Professional, Scientific & Technical Services	172	7.4%	1,365	4.2%	7.9
Management of Companies & Enterprises	1	0.0%	23	0.1%	23.0
Administrative, Support, Waste Management & Remediation Services	68	2.9%	517	1.6%	7.6
Educational Services	49	2.1%	1,806	5.6%	36.9
Health Care & Social Assistance	233	10.0%	9,704	29.8%	41.6
Arts, Entertainment & Recreation	35	1.5%	269	0.8%	7.7
Accommodation & Food Services	172	7.4%	2,980	9.2%	17.3
Other Services (Except Public Administration)	315	13.5%	1,968	6.1%	6.2
Public Administration	46	2.0%	956	2.9%	20.8
Nonclassifiable	109	4.7%	199	0.6%	1.8
<b>Total</b>	<b>2,328</b>	<b>100.0%</b>	<b>32,527</b>	<b>100.0%</b>	<b>14.0</b>

\*Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

E.P.E. - Average Employees Per Establishment

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



## 2. LOW-INCOME EMPLOYMENT OPPORTUNITIES

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

Typical Wage by Occupation Type		
Occupation Type	Columbia MSA	South Carolina
Management Occupations	\$109,050	\$105,040
Business and Financial Occupations	\$63,710	\$66,740
Computer and Mathematical Occupations	\$73,360	\$76,040
Architecture and Engineering Occupations	\$75,270	\$80,210
Community and Social Service Occupations	\$43,520	\$43,500
Art, Design, Entertainment and Sports Medicine Occupations	\$51,890	\$50,200
Healthcare Practitioners and Technical Occupations	\$73,510	\$73,000
Healthcare Support Occupations	\$27,620	\$28,060
Protective Service Occupations	\$38,760	\$39,030
Food Preparation and Serving Related Occupations	\$21,910	\$22,610
Building and Grounds Cleaning and Maintenance Occupations	\$26,230	\$26,190
Personal Care and Service Occupations	\$27,260	\$26,760
Sales and Related Occupations	\$38,320	\$36,110
Office and Administrative Support Occupations	\$37,360	\$36,750
Construction and Extraction Occupations	\$44,010	\$43,550
Installation, Maintenance and Repair Occupations	\$47,000	\$45,540
Production Occupations	\$41,040	\$39,570
Transportation and Moving Occupations	\$32,710	\$33,080

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

Most annual blue-collar salaries range from \$21,910 to \$51,890 within the Columbia MSA. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$78,980. It is important to note that most occupational types within the Columbia MSA have typical wages similar to the state of South Carolina's typical wages. The subject project will target households with incomes generally below \$50,000. Thus, the area employment base appears to have a significant number of income-appropriate occupations from which the subject project will be able to draw renter support.

### 3. AREA'S LARGEST EMPLOYERS

The ten largest employers within the Lexington County area are summarized in the following table. Note the number employed for each employer was not available at the time of this report.

Employer Name	Business Type
Amazon Services Inc.	Logistics
Babcock Center Inc.	Services for those with disabilities
Charter Communications, LLC	Telecommunications
General Information Solutions, LLC	Background Screening
House of Raeford Farms Inc.	Food Services
Lexington County	Government
Lexington County Health Service District	Healthcare
Lexington County School District 1	Education
Local County School District 2	Education
Local County School District 5	Education

Source: S.C. Department of Employment & Workforce; 4/16/2020

Due to the COVID-19 pandemic, several small and/or non-essential businesses were ordered to close. According to our economic development contact, however, the pandemic has not had a notable negative impact in the county as of March 2021. In some ways, it has even benefited the area. For example, manufacturing and tech industries, Lexington County's largest workforce, saw an increase in jobs during COVID-19. The county also came together to support local small businesses, which has kept local restaurants and retail afloat during this past year according to this representative.

Notable economic developments within Lexington County include Nephron Pharmaceuticals Corporation's \$215.8 million expansion into Lexington County in June 2020, which was planned to create 380 jobs within the area over the next five years. The expansion was planned to be complete in the first quarter of 2021, but no further information was available at the time of our research. Other notable economic development in the area includes Domino's new processing center that opened in 2020 and created 75 jobs, and according to our economic contact, is still creating jobs in Lexington County. One negative impact on Lexington's economy has been the closure/abandonment of a Midlands region nuclear power plant, resulting in thousands of lost jobs.

WARN (layoff notices):

WARN Notices of large-scale layoffs/closures were reviewed on March 8, 2021 and according to South Carolina Works there have been three WARN notices reported for Lexington County over the past 12 months. These notices are summarized in the following table:

Company	Location	Jobs	Effective Date
Sodexo – Lexington Two District Education Center	West Columbia	89	9/21/2020
Flex	West Columbia	188	8/31/2020
Akebono Brake Corporation	West Columbia	351	8/1/2020

**4. EMPLOYMENT TRENDS**

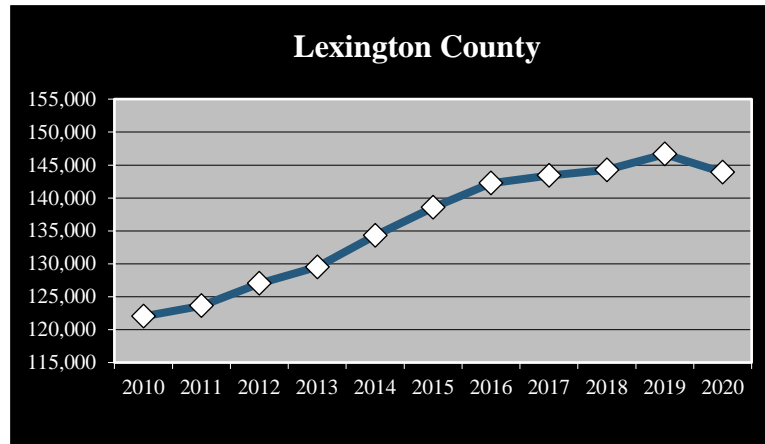
The following tables were generated from the U.S. Department of Labor, Bureau of Labor Statistics and reflect employment trends of the county in which the site is located.

Excluding 2020, the employment base has increased by 5.8% over the past five years in Lexington County, less than the South Carolina state increase of 7.9%. Total employment reflects the number of employed persons who live within the county.

The following illustrates the total employment base for Lexington County, the state of South Carolina and the United States.

Year	Total Employment					
	Lexington County		South Carolina		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2010	122,033	-	1,928,442	-	140,469,139	-
2011	123,621	1.3%	1,957,493	1.5%	141,791,255	0.9%
2012	127,020	2.7%	1,992,957	1.8%	143,621,634	1.3%
2013	129,529	2.0%	2,034,404	2.1%	145,017,562	1.0%
2014	134,295	3.7%	2,082,941	2.4%	147,313,048	1.6%
2015	138,552	3.2%	2,134,087	2.5%	149,500,941	1.5%
2016	142,252	2.7%	2,174,301	1.9%	151,887,366	1.6%
2017	143,404	0.8%	2,200,602	1.2%	154,160,937	1.5%
2018	144,255	0.6%	2,242,438	1.9%	156,081,212	1.2%
2019	146,650	1.7%	2,302,573	2.7%	158,102,439	1.3%
2020	143,907	-1.9%	2,237,407	-2.8%	148,739,082	-5.9%

Source: Department of Labor; Bureau of Labor Statistics

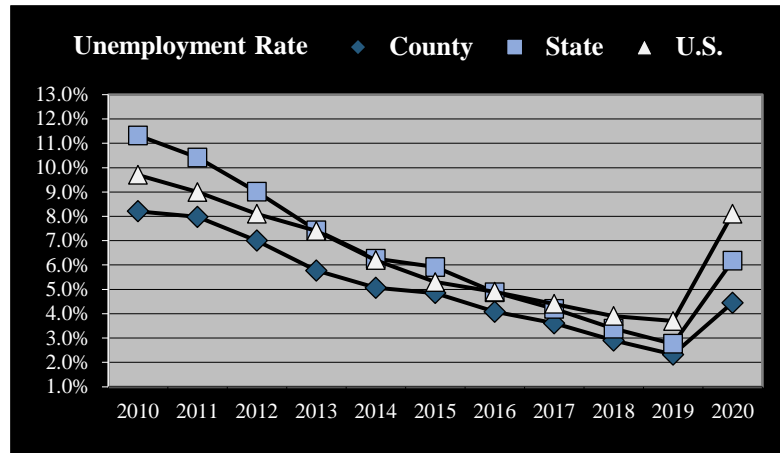


As the preceding illustrates, the Lexington County employment base increased each year between 2010 and 2019 and by a total of nearly 25,000 jobs, or 20.2%, during this time period. In 2020, however, the employment base declined by 2,743, or 1.9%, as a result of the COVID-19 pandemic which resulted in the closure of many non-essential businesses throughout the country beginning in March/April of 2020. It is of note that while the employment base declined within the county in 2020, the rate of decline (1.9%) was lower than that reported for both the state (2.8%) and the country as a whole (5.9%) during this time period.

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

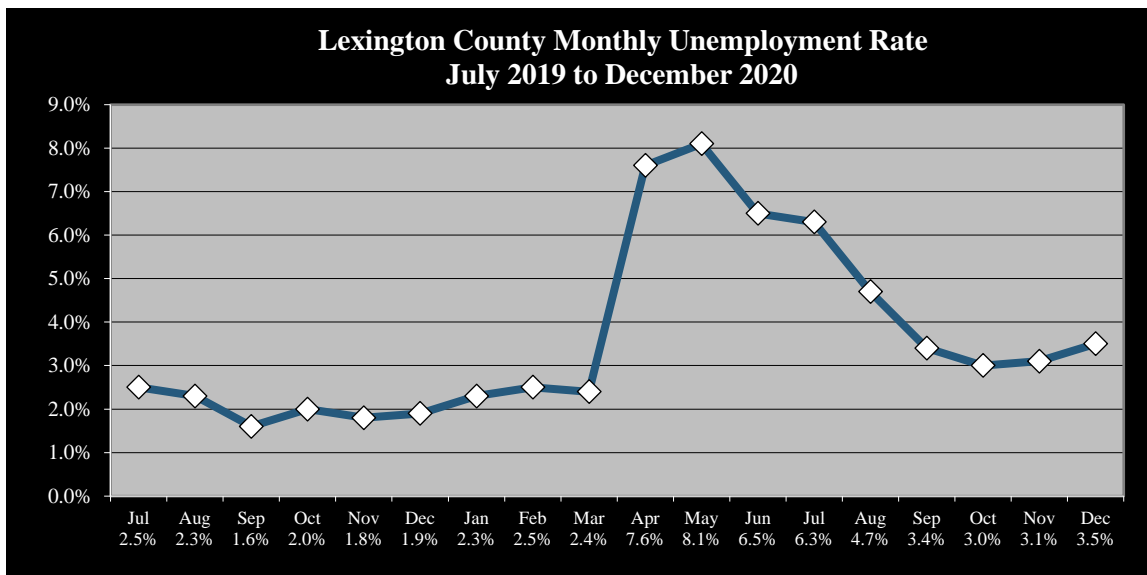
Year	Unemployment					
	Lexington County		South Carolina		United States	
	Total Number	Percent	Total Number	Percent	Total Number	Percent
2010	10,904	8.2%	246,093	11.3%	15,070,017	9.7%
2011	10,723	8.0%	227,678	10.4%	14,035,049	9.0%
2012	9,566	7.0%	197,246	9.0%	12,691,553	8.1%
2013	7,953	5.8%	163,472	7.4%	11,634,201	7.4%
2014	7,179	5.1%	139,485	6.3%	9,776,089	6.2%
2015	7,063	4.9%	133,750	5.9%	8,417,793	5.3%
2016	6,061	4.1%	111,753	4.9%	7,854,801	4.9%
2017	5,358	3.6%	96,477	4.2%	7,093,912	4.4%
2018	4,297	2.9%	78,442	3.4%	6,385,787	3.9%
2019	3,510	2.3%	65,112	2.8%	6,073,924	3.7%
2020	6,700	4.5%	147,183	6.2%	13,039,335	8.1%

Source: Department of Labor; Bureau of Labor Statistics



The unemployment rate in Lexington County declined by nearly six full percentage points between 2010 and 2019, reaching a low of 2.3% during this time period. While the annual unemployment rate within the county increased by approximately two full percentage points in 2020 as a result of the impact of the COVID-19 pandemic, it remains relatively low at 4.5%. This is nearly two full percentage points lower than that reported for the state (6.2%) and more than three full percentage points lower than the national average (8.1%).

The following table illustrates the monthly unemployment rate in Lexington County for the most recent 18-month period for which data is currently available.



The monthly unemployment rate reported for the county was consistently below 3.0% for at least nine months prior to the impact of the COVID-19 pandemic. In May of 2020, however, the monthly unemployment rate spiked to a rate of 8.1%. While this is a high unemployment rate, it is important to understand that many markets throughout the country have experienced double digit unemployment rates, some of which exceeded 20.0%, during the initial impact of the COVID-19 pandemic. Thus, the Lexington County area appears to have been less impacted by the pandemic than other parts of the country, at least in terms of the monthly unemployment rate.

It should further be noted that the monthly unemployment rate within the county has declined by nearly five full percentage points since May of 2020, to a rate of 3.5% for the month of December 2020. This is a good indication that many workers which may have been laid off/terminated due to COVID-19 have gone back to work or found new employment opportunities.

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

<b>In-Place Employment Lexington County</b>			
<b>Year</b>	<b>Employment</b>	<b>Change</b>	<b>Percent Change</b>
2010	92,978	-	-
2011	94,523	1,545	1.7%
2012	98,859	4,336	4.6%
2013	102,544	3,685	3.7%
2014	108,309	5,765	5.6%
2015	113,091	4,782	4.4%
2016	116,084	2,993	2.6%
2017	117,790	1,706	1.5%
2018	119,766	1,976	1.7%
2019	122,192	2,426	2.0%
2020*	118,230	-3,962	-3.2%

Source: Department of Labor, Bureau of Labor Statistics  
 \*Through September

Data for 2019, the most recent year that year-end figures are available, indicates in-place employment in Lexington County to be 83.3% of the total Lexington County employment. This means that Lexington County has more employed persons leaving the county for daytime employment than those who work in the county. This is not uncommon, however, of areas within proximity of a large metro area, such as Lexington County’s proximity to the Columbia metro area in neighboring Richland County.

**5. EMPLOYMENT CENTERS MAP**

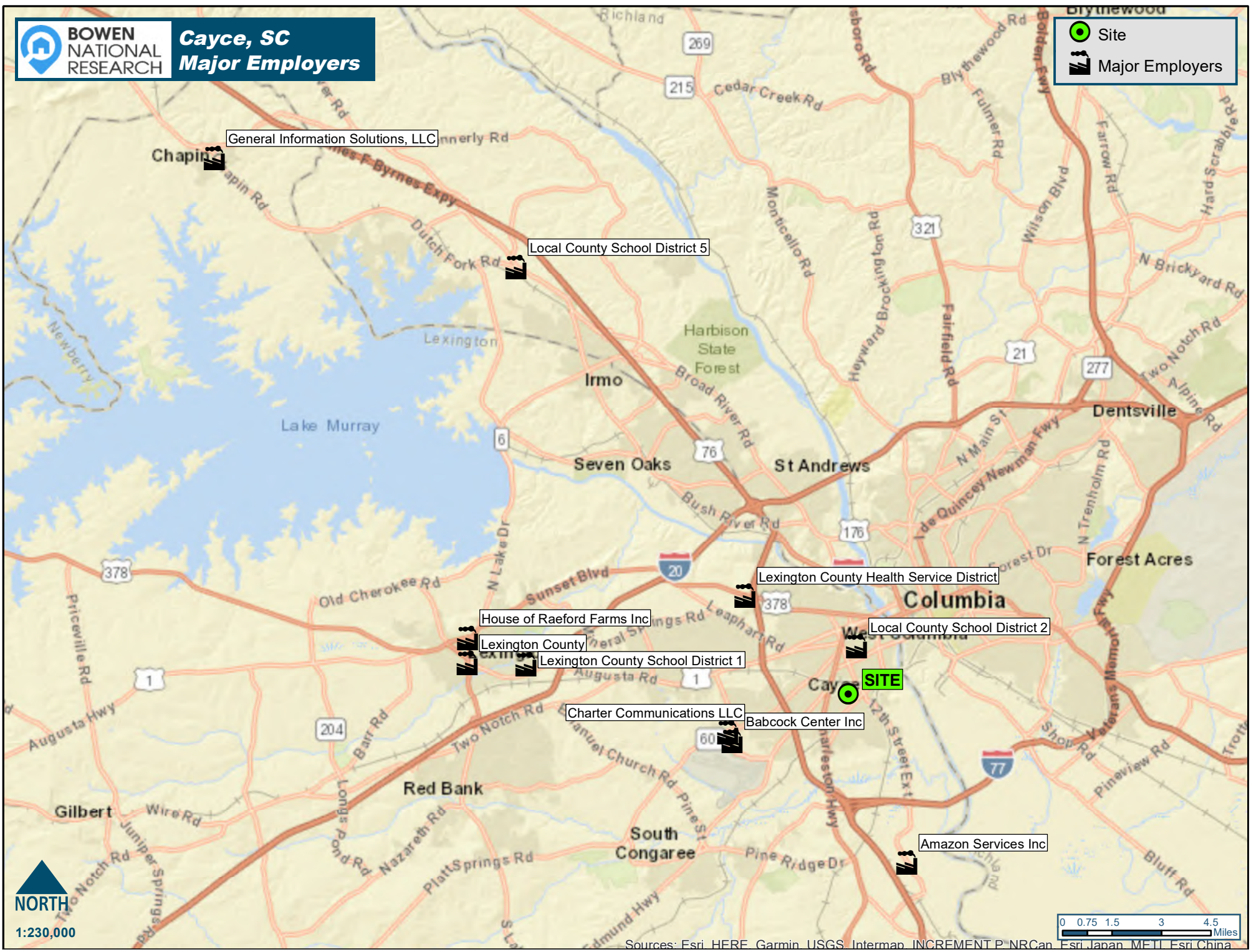
A map illustrating the location of the area’s largest employers is included on the following page.





# Cayce, SC Major Employers

- Site
- Major Employers



General Information Solutions, LLC

Local County School District 5

House of Raeford Farms Inc

Lexington County

Lexington County School District 1

Charter Communications LLC

Babcock Center Inc

Lexington County Health Service District

Local County School District 2

**SITE**

Amazon Services Inc

**NORTH**  
1:230,000



Sources: Esri, HERE, Garmin, USGS, Intermap, INCREMENT P, NRCan, Esri Japan, METI, Esri China



## 6. COMMUTING PATTERNS

Based on the American Community Survey (2015-2019), the following is a distribution of commuting patterns for Site PMA workers age 16 and over:

Mode of Transportation	Workers Age 16+	
	Number	Percent
Drove Alone	23,864	85.9%
Carpooled	2,195	7.9%
Public Transit	56	0.2%
Walked	293	1.1%
Other Means	402	1.4%
Worked at Home	970	3.5%
Total	27,780	100.0%

Source: American Community Survey (2015-2019); ESRI; Urban Decision Group; Bowen National Research

Nearly 86% of all workers drove alone, 7.9% carpooled and only 0.2% used public transportation.

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

Travel Time	Workers Age 16+	
	Number	Percent
Less Than 15 Minutes	7,780	28.0%
15 to 29 Minutes	14,117	50.8%
30 to 44 Minutes	3,642	13.1%
45 to 59 Minutes	496	1.8%
60 or More Minutes	775	2.8%
Worked at Home	970	3.5%
Total	27,780	100.0%

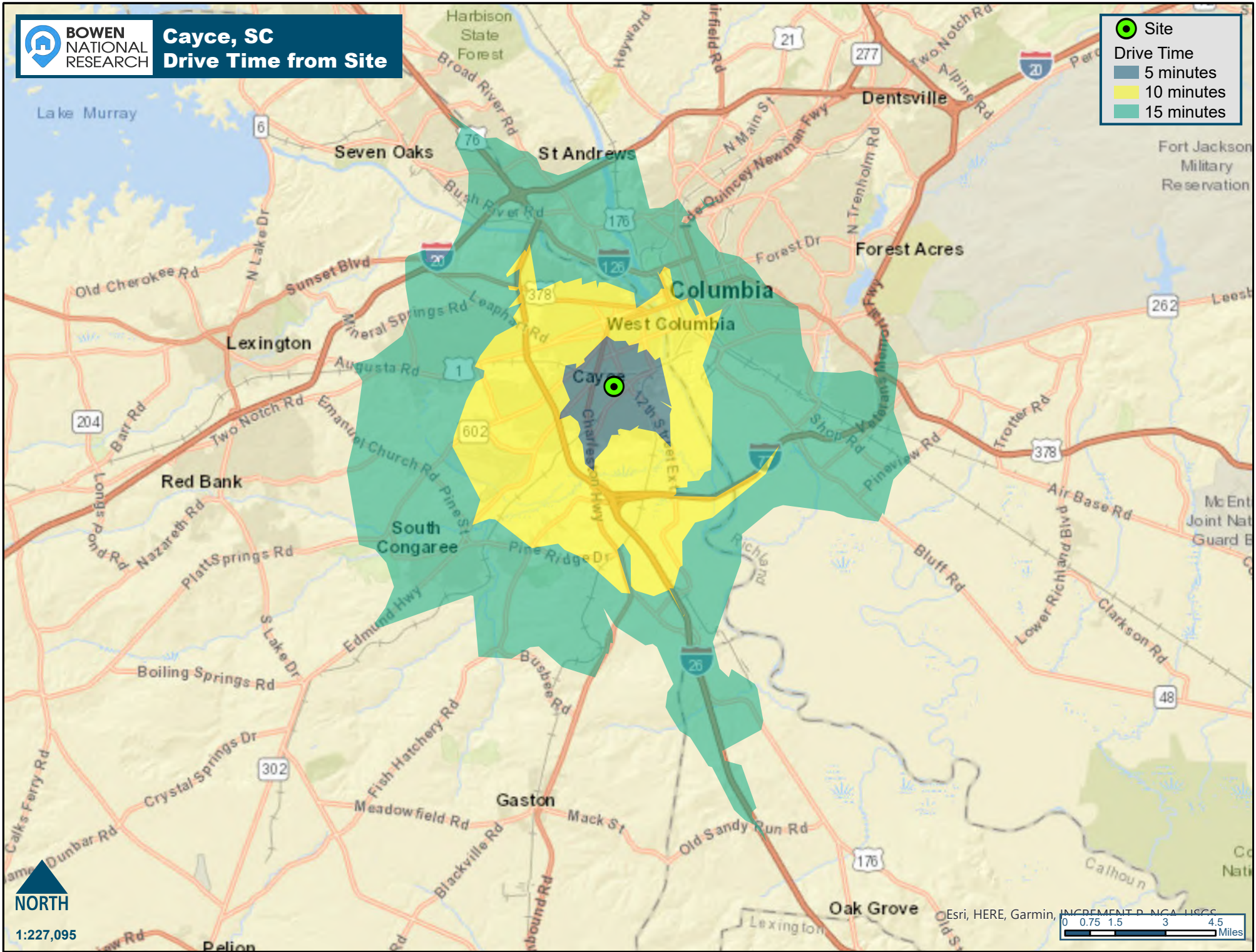
Source: American Community Survey (2015-2019); ESRI; Urban Decision Group; Bowen National Research

The largest share of area commuters has typical travel times to work ranging from 15 to 29 minutes. The subject site is within a 30-minute drive to most of the area's largest employers, which should contribute to the project's marketability. A drive-time map for the subject site is on the following page.



# Cayce, SC Drive Time from Site

● Site  
■ Drive Time  
■ 5 minutes  
■ 10 minutes  
■ 15 minutes



1:227,095



Esri, HERE, Garmin, INCREMENT P, NCA, USGS

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

Prior to the impact of COVID-19, Lexington County experienced a steadily expanding overall employment base, as well as a declining annual unemployment rate. Specifically, the employment base added nearly 25,000 jobs between 2010 and 2019, while the unemployment rate declined by nearly six full percentage points during this same time period, to a rate of 2.3% in 2019. While the impact of COVID-19 has resulted in a decline in total employment and elevated unemployment rates within the county, the impact of the pandemic within the county appears to have been limited as compared to other parts of the state and country. This is evident by the lower rate of employment decline within the county and the fact that the monthly unemployment rate within the county remained below 9.0% during the initial impact of the pandemic. It should further be noted that the monthly unemployment rate within the county has declined by nearly five full percentage points since May of 2020, to a rate of 3.5% for the month of December 2020. This is a good indication that many workers which may have been laid off/terminated due to COVID-19 have gone back to work or found new employment opportunities.

## F. Community Demographic Data

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

### 1. POPULATION TRENDS

#### a. Total Population

The Site PMA population bases for 2000, 2010, 2020 (estimated) and 2023 (projected) are summarized as follows:

	Year			
	2000 (Census)	2010 (Census)	2020 (Estimated)	2023 (Projected)
Population	48,020	51,130	58,637	61,263
Population Change	-	3,110	7,507	2,626
Percent Change	-	6.5%	14.7%	4.5%

Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National Research

The Cayce Site PMA population base increased by 3,110 between 2000 and 2010. This represents a 6.5% increase over the 2000 population, or an annual rate of 0.6%. Between 2010 and 2020, the population increased by 7,507, or 14.7%. It is projected that the population will increase by 2,626, or 4.5%, between 2020 and 2023.

Based on the 2010 Census, the population residing in group-quarters is represented by 1.3% of the Site PMA population, as demonstrated in the following table:

	Number	Percent
Population in Group Quarters	652	1.3%
Population not in Group Quarters	50,478	98.7%
Total Population	51,130	100.0%

Source: 2010 Census

**b. Population by Age Group**

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

Population by Age	2010 (Census)		2020 (Estimated)		2023 (Projected)		Change 2020-2023	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	11,515	22.5%	12,832	21.9%	13,548	22.1%	716	5.6%
20 to 24	4,661	9.1%	4,549	7.8%	4,851	7.9%	302	6.6%
25 to 34	7,733	15.1%	8,482	14.5%	8,291	13.5%	-191	-2.3%
35 to 44	6,242	12.2%	7,560	12.9%	8,040	13.1%	480	6.3%
45 to 54	7,009	13.7%	6,865	11.7%	7,034	11.5%	169	2.5%
55 to 64	6,018	11.8%	7,340	12.5%	7,340	12.0%	0	0.0%
65 to 74	3,822	7.5%	5,820	9.9%	6,314	10.3%	494	8.5%
75 & Over	4,130	8.1%	5,189	8.8%	5,844	9.5%	655	12.6%
Total	51,130	100.0%	58,637	100.0%	61,263	100.0%	2,626	4.5%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

As the preceding table illustrates, nearly 52% of the population is expected to be between 25 and 64 years old in 2020. This age group is the primary group of potential renters for the subject site and will likely represent a significant number of the tenants.

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

The subject project is not age-restricted; therefore, all persons with appropriate incomes will be eligible to live at the subject development. As a result, we have not included an analysis of the PMA’s senior and non-senior population.

**d. Special Needs Population**

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

**e. Minority Concentrations**

The following table compares the concentration of minorities in the state of South Carolina to the site Census Tract.

Minority Group	Statewide Share	Equal To or Greater Than	Site Census Tract Share
Total Minority Population	33.8%	33.8% + 20.0% = 53.8%	33.3%
Black or African American	27.9%	27.9% + 20.0% = 47.9%	23.2%
American Indian and Alaska Native	0.4%	0.4% + 20.0% = 20.4%	0.2%
Asian	1.3%	1.3% + 20.0% = 21.3%	3.7%
Native Hawaiian and Other Pacific Islander	0.1%	0.1% + 20.0% = 20.1%	0.0%
Hispanic or Latino	5.1%	5.1% + 20.0% = 25.1%	3.6%

Source: U.S. Census Bureau, 2010 Census



Based on the data in the preceding table, the site Census Tract is not primarily comprised of minorities.

**2. HOUSEHOLD TRENDS**

**a. Total Households**

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

	Year			
	2000 (Census)	2010 (Census)	2020 (Estimated)	2023 (Projected)
Households	20,543	22,016	25,010	26,122
Household Change	-	1,473	2,994	1,112
Percent Change	-	7.2%	13.6%	4.4%
Household Size	2.34	2.32	2.32	2.32

Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Within the Cayce Site PMA, households increased by 1,473 (7.2%) between 2000 and 2010. Between 2010 and 2020, households increased by 2,994 or 13.6%. By 2023, there will be 26,122 households, an increase of 1,112 households, or 4.4% over 2020 levels. This is an increase of approximately 371 households annually over the next three years.

**b. Households by Tenure**

Households by tenure are distributed as follows:

Tenure	2010 (Census)		2020 (Estimated)		2023 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	13,571	61.6%	14,822	59.3%	15,349	58.8%
Renter-Occupied	8,445	38.4%	10,187	40.7%	10,771	41.2%
Total	22,016	100.0%	25,009	100.0%	26,121	100.0%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

In 2020, homeowners occupied 59.3% of all occupied housing units, while the remaining 40.7% were occupied by renters. This is a good share of renters and represents a good base of potential renter support in the market for the subject development. Also note that the number of renter households is projected to increase by 584, or 5.7%, between 2020 and 2023.

**c. Households by Income**

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

Household Income	2010 (Census)		2020 (Estimated)		2023 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	2,098	9.5%	1,531	6.1%	1,493	5.7%
\$10,000 to \$19,999	3,067	13.9%	2,654	10.6%	2,654	10.2%
\$20,000 to \$29,999	2,813	12.8%	2,712	10.8%	2,665	10.2%
\$30,000 to \$39,999	2,910	13.2%	3,338	13.3%	3,337	12.8%
\$40,000 to \$49,999	2,331	10.6%	2,575	10.3%	2,646	10.1%
\$50,000 to \$59,999	1,739	7.9%	2,043	8.2%	2,249	8.6%
\$60,000 to \$74,999	2,395	10.9%	2,420	9.7%	2,553	9.8%
\$75,000 to \$99,999	2,177	9.9%	3,713	14.8%	4,089	15.7%
\$100,000 to \$124,999	1,322	6.0%	1,806	7.2%	1,958	7.5%
\$125,000 to \$149,999	605	2.7%	1,059	4.2%	1,212	4.6%
\$150,000 to \$199,999	339	1.5%	632	2.5%	703	2.7%
\$200,000 & Over	220	1.0%	526	2.1%	564	2.2%
Total	22,016	100.0%	25,009	100.0%	26,124	100.0%
Median Income	\$40,515		\$48,814		\$51,184	

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

In 2010, the median household income was \$40,515. This increased by 20.5% to \$48,814 in 2020. By 2023, it is projected that the median household income will be \$51,184, an increase of 4.9% over 2020.

**d. Average Household Size**

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

**e. Households by Income by Tenure**

The following tables illustrate renter household income by household size for 2010, 2020 and 2023 for the Cayce Site PMA:

Renter Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	510	325	206	172	89	1,301
\$10,000 to \$19,999	791	404	257	214	111	1,777
\$20,000 to \$29,999	563	370	235	195	101	1,465
\$30,000 to \$39,999	484	334	212	176	91	1,297
\$40,000 to \$49,999	349	237	150	125	65	926
\$50,000 to \$59,999	166	118	75	63	32	455
\$60,000 to \$74,999	220	165	105	87	45	622
\$75,000 to \$99,999	138	98	62	52	27	378
\$100,000 to \$124,999	48	33	21	18	9	129
\$125,000 to \$149,999	23	15	10	8	4	60
\$150,000 to \$199,999	8	5	3	3	1	21
\$200,000 & Over	6	3	2	2	1	14
Total	3,307	2,108	1,339	1,114	578	8,445

Source: ESRI; Urban Decision Group

Renter Households	2020 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	350	286	162	116	62	975
\$10,000 to \$19,999	609	424	240	172	92	1,537
\$20,000 to \$29,999	671	372	210	151	81	1,485
\$30,000 to \$39,999	656	487	275	198	106	1,722
\$40,000 to \$49,999	410	331	187	134	72	1,134
\$50,000 to \$59,999	243	214	121	87	46	712
\$60,000 to \$74,999	300	247	139	100	53	840
\$75,000 to \$99,999	362	321	182	130	70	1,066
\$100,000 to \$124,999	117	109	62	44	24	356
\$125,000 to \$149,999	72	63	36	26	14	210
\$150,000 to \$199,999	28	24	14	10	5	81
\$200,000 & Over	25	20	11	8	4	69
Total	3,845	2,898	1,639	1,177	629	10,187

Source: ESRI; Urban Decision Group

Renter Households	2023 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	342	273	156	110	56	937
\$10,000 to \$19,999	598	418	238	168	86	1,508
\$20,000 to \$29,999	690	360	205	145	74	1,475
\$30,000 to \$39,999	672	491	279	197	101	1,740
\$40,000 to \$49,999	405	330	188	132	68	1,123
\$50,000 to \$59,999	275	250	142	100	51	818
\$60,000 to \$74,999	329	274	156	110	56	926
\$75,000 to \$99,999	449	413	235	165	84	1,346
\$100,000 to \$124,999	140	139	79	56	28	442
\$125,000 to \$149,999	90	85	48	34	17	275
\$150,000 to \$199,999	32	31	18	13	6	101
\$200,000 & Over	27	25	14	10	5	81
Total	4,051	3,089	1,759	1,239	633	10,771

Source: ESRI; Urban Decision Group

The following tables illustrate owner household income by household size for 2010, 2020 and 2023 for the Cayce Site PMA:

Owner Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	237	311	109	93	47	797
\$10,000 to \$19,999	437	475	166	142	71	1,290
\$20,000 to \$29,999	405	524	183	157	79	1,348
\$30,000 to \$39,999	440	652	228	195	98	1,613
\$40,000 to \$49,999	372	574	201	172	86	1,405
\$50,000 to \$59,999	308	543	190	162	82	1,284
\$60,000 to \$74,999	411	757	265	226	114	1,773
\$75,000 to \$99,999	421	766	268	229	115	1,799
\$100,000 to \$124,999	262	518	181	155	78	1,193
\$125,000 to \$149,999	122	235	82	70	35	545
\$150,000 to \$199,999	69	138	48	41	21	318
\$200,000 & Over	46	89	31	27	13	206
Total	3,528	5,582	1,952	1,671	839	13,571

Source: ESRI; Urban Decision Group



Owner Households	2020 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	156	225	80	62	34	556
\$10,000 to \$19,999	364	423	149	116	64	1,117
\$20,000 to \$29,999	416	455	161	125	69	1,227
\$30,000 to \$39,999	499	628	222	173	95	1,616
\$40,000 to \$49,999	406	582	206	160	88	1,441
\$50,000 to \$59,999	347	553	195	152	83	1,331
\$60,000 to \$74,999	413	656	232	181	99	1,580
\$75,000 to \$99,999	656	1,119	395	308	169	2,647
\$100,000 to \$124,999	333	628	222	173	95	1,450
\$125,000 to \$149,999	202	363	128	100	55	849
\$150,000 to \$199,999	125	239	85	66	36	551
\$200,000 & Over	112	194	68	53	29	457
Total	4,029	6,065	2,143	1,670	915	14,822

Source: ESRI; Urban Decision Group

Owner Households	2023 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	157	226	78	61	33	556
\$10,000 to \$19,999	374	437	151	119	65	1,146
\$20,000 to \$29,999	409	443	153	120	65	1,191
\$30,000 to \$39,999	493	626	217	170	93	1,598
\$40,000 to \$49,999	434	617	214	167	91	1,523
\$50,000 to \$59,999	378	597	206	162	88	1,431
\$60,000 to \$74,999	430	678	235	184	100	1,627
\$75,000 to \$99,999	689	1,163	403	316	172	2,743
\$100,000 to \$124,999	351	660	228	179	98	1,516
\$125,000 to \$149,999	226	403	139	109	60	937
\$150,000 to \$199,999	139	263	91	71	39	602
\$200,000 & Over	119	206	71	56	30	483
Total	4,199	6,318	2,187	1,715	934	15,352

Source: ESRI; Urban Decision Group

The following tables illustrate all household income by household size for 2010, 2020 and 2023 for the Cayce Site PMA:

All Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	747	636	315	265	136	2,098
\$10,000 to \$19,999	1,227	879	423	356	182	3,067
\$20,000 to \$29,999	968	894	418	352	180	2,813
\$30,000 to \$39,999	924	986	440	371	189	2,910
\$40,000 to \$49,999	721	811	351	297	151	2,331
\$50,000 to \$59,999	474	661	265	225	114	1,739
\$60,000 to \$74,999	632	922	369	314	159	2,395
\$75,000 to \$99,999	559	865	330	281	142	2,177
\$100,000 to \$124,999	310	551	202	172	87	1,322
\$125,000 to \$149,999	144	251	92	79	40	605
\$150,000 to \$199,999	78	143	52	44	22	339
\$200,000 & Over	52	92	33	28	14	220
Total	6,836	7,690	3,290	2,784	1,416	22,016

Source: ESRI; Urban Decision Group

All Households	2020 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	505	511	241	178	96	1,531
\$10,000 to \$19,999	974	847	389	289	156	2,654
\$20,000 to \$29,999	1,088	827	371	276	149	2,712
\$30,000 to \$39,999	1,155	1,115	497	371	200	3,338
\$40,000 to \$49,999	816	913	393	295	159	2,575
\$50,000 to \$59,999	590	767	317	239	130	2,043
\$60,000 to \$74,999	713	903	371	281	152	2,420
\$75,000 to \$99,999	1,018	1,440	577	439	238	3,713
\$100,000 to \$124,999	450	737	284	217	118	1,806
\$125,000 to \$149,999	274	427	164	126	68	1,059
\$150,000 to \$199,999	153	263	98	76	41	632
\$200,000 & Over	137	214	80	61	34	526
Total	7,873	8,963	3,782	2,847	1,543	25,009

Source: ESRI; Urban Decision Group

All Households	2023 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	499	499	234	171	90	1,493
\$10,000 to \$19,999	972	855	389	287	151	2,654
\$20,000 to \$29,999	1,099	803	358	265	140	2,665
\$30,000 to \$39,999	1,165	1,116	496	367	193	3,337
\$40,000 to \$49,999	839	947	401	300	159	2,646
\$50,000 to \$59,999	653	846	349	262	139	2,249
\$60,000 to \$74,999	759	952	391	294	156	2,553
\$75,000 to \$99,999	1,138	1,576	638	481	256	4,089
\$100,000 to \$124,999	491	799	308	235	126	1,958
\$125,000 to \$149,999	316	488	188	143	77	1,212
\$150,000 to \$199,999	171	294	109	84	45	703
\$200,000 & Over	147	231	85	66	35	564
Total	8,249	9,407	3,946	2,954	1,567	26,124

Source: ESRI; Urban Decision Group

### Demographic Summary

The demographic base within the Cayce Site PMA is projected to experience both population and household growth between 2020 and 2023, a trend which has been ongoing since 2000. Household growth is projected to occur among both owner- and renter-occupied households, with renter growth projected to account for more than half (52.5%) of all household growth between 2020 and 2023. Further, renter households are projected to comprise more than 41.0% of all households within the Cayce Site PMA in 2023. Nearly two-thirds (63.0%) of all renter households in the market are projected to earn less than \$50,000 in 2023. Based on the preceding factors, a large base of potential support will continue to exist for affordable rental product within the Cayce Site PMA, such as that offered at the subject project.

## G. Project-Specific Demand Analysis

### 1. INCOME RESTRICTIONS

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

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

The subject site is within the Columbia, South Carolina HUD Metro FMR Area, which has a four-person median household income of \$72,600 for 2020. The subject property will be restricted to households with incomes of up to 60% of AMHI under the LIHTC program. Under the HUD Section 8 program, however, the property will be restricted to households earning up to 50% of AMHI. The following table summarizes the maximum allowable income by household size at various levels of AMHI.

Household Size	Maximum Allowable Income	
	50%	60%
One-Person	\$25,450	\$30,540
Two-Person	\$29,050	\$34,860
Three-Person	\$32,700	\$39,240
Four-Person	\$36,300	\$43,560
Five-Person	\$39,250	\$47,100

The largest units (three-bedroom) offered at the subject site are expected to house up to five-person households. As such, the maximum allowable income at the subject site is **\$47,100**.

### 2. AFFORDABILITY

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

Since the majority of the subject units operate with a project-based Section 8 subsidy that allows tenants to pay 30% of their adjusted gross income towards rent, some households could have little or no income and still reside at the subject project. Therefore, we have evaluated support for the subject's subsidized units using **\$0** as the minimum income.



The one (1) non-subsidized two-bedroom LIHTC unit offered at the subject project will have a gross rent of \$892. Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$10,704. Applying a 35% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement for the non-subsidized Tax Credit unit of **\$30,583**.

In the unlikely event the subject property was to operate without the project-based subsidy and *exclusively* under the LIHTC guidelines, it would have a lowest gross rent of \$817, if not lower. This assumes maximum allowable LIHTC rent levels for units with Section 8 contract rents exceeding maximum allowable LIHTC rent limits. Utilizing the methodology detailed earlier in this section, the subject property would have a minimum annual household income requirement of \$28,011 under this unlikely scenario.

Based on the preceding analyses, the income-appropriate ranges required to live at the renovated subject project are illustrated in the following table. Note that income ranges have been provided for the subject project to operate with a project-based subsidy as proposed, as well as in the unlikely event the subject project lost its subsidy and operated exclusively under the Tax Credit program.

Unit Type	Income Range	
	Minimum	Maximum
Tax Credit w/Subsidy (Limited to 50% AMHI)	\$0	\$39,250
Tax Credit Only (Limited to 60% AMHI)*	\$30,583	\$39,240
Tax Credit Only Overall (Limited to 60% AMHI)	\$28,011	\$47,100

\*Reflective of income band for the one (1) non-subsidized unit to be offered.

### 3. **DEMAND COMPONENTS**

The following are the demand components as outlined by the South Carolina State Housing Finance and Development Authority:

- a. **Demand for New Households.** *New units required in the market area due to projected household growth should be determined using 2020 Census data estimates and projecting forward to the anticipated placed-in-service date of the project (2022) using a growth rate established from a reputable source such as ESRI. The population projected must be limited to the age and income cohort and the demand for each income group targeted (i.e. 50% of median income) must be shown separately.*

*In instances where a significant number (more than 20%) of proposed rental units are comprised of three- and/or four-bedroom units, analysts must conduct the required capture rate analysis, followed by an additional refined overall capture rate analysis for the proposed three- and/or four-bedroom units by considering only the number of large households (generally three- or four+-persons). A demand analysis which does not consider both the overall capture rate and the additional refined larger-households analysis may not accurately illustrate the demographic support base.*

b. **Demand from Existing Households:** *The second source of demand should be determined using 2000 and 2010 Census data (as available), ACS 5-year estimates or demographic estimates provided by reputable companies. All data in tables should be projected from the same source:*

- 1) **Rent overburdened households, if any, within the age group, income cohorts and tenure (renters) targeted for the subject development.** *In order to achieve consistency in methodology, all analysts should assume that the rent-overburdened analysis includes households paying greater than 35%, or in the case of elderly 40%, of their gross income toward gross rent rather than some greater percentage. If an analyst feels strongly that the rent-overburdened analysis should focus on a greater percentage, they must give an in-depth explanation why this assumption should be included. Any such additional indicators should be calculated separately and be easily added or subtracted from the required demand analysis.*
- 2) **Households living in substandard housing (units that lack complete plumbing or those that are overcrowded).** *Households in substandard housing should be adjusted for age, income bands and tenure that apply. The analyst should use their own knowledge of the market area and project to determine if households from substandard housing would be a realistic source of demand. The market analyst is encouraged to be conservative in their estimate of demand from both households that are rent-overburdened and/or living in substandard housing.*
- 3) **Elderly Homeowners likely to convert to rentership:** *The Authority recognizes that this type of turnover is increasingly becoming a factor in the demand for elderly Tax Credit housing. A narrative of the steps taken to arrive at this demand figure should be included. The elderly homeowner conversion demand component shall not account for more than 20% of the total demand.*

Not applicable; subject site is not age-restricted.

- 4) **Other:** *Please note, the Authority does not, in general, consider household turnover rates other than those of elderly to be an accurate determination of market demand. However, if an analyst firmly believes that demand exists which is not being captured by the above methods, she/he may be allowed to consider this information in their analysis. The analyst may also use other indicators to estimate demand if they can be fully justified (e.g. an analysis of an under-built or over-built market in the base year). Any such additional indicators should be calculated separately and be easily added or subtracted from the demand analysis described above.*

#### 4. METHODOLOGY

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

- a. **Demand:** The two overall demand components (3a and 3b) added together represent total demand for the project.
- b. **Supply:** Comparable/competitive units funded, under construction, or placed in service since 2020 must be subtracted to calculate net demand. Vacancies in projects placed in service prior to 2020 which have not reached stabilized occupancy must also be considered as part of the supply.
- c. **Capture Rates:** Capture rates must be calculated for each targeted income group and each bedroom size proposed as well as for the project overall.
- d. **Absorption Rates:** The absorption rate determination should consider such factors as the overall estimate of new renter household growth, the available supply of comparable/competitive units, observed trends in absorption of comparable/competitive units, and the availability of subsidies and rent specials.

#### 5. DEMAND/CAPTURE RATE CALCULATIONS

As detailed by our Field Survey of Conventional Rentals and in Section H, we did not identify or survey any existing directly comparable/competitive LIHTC properties within the Cayce Site PMA. Additionally, there are no LIHTC projects which were recently allocated or that are planned for the Cayce market. Based on the preceding factors, we have not considered any directly comparable/competitive supply units in our demand estimates for the subject project.

The following are summaries of our demand calculations. Note that scenario one assumes the retention of a project-based Section 8 subsidy available to most units while scenario two assumes the unlikely scenario the subject project lost its subsidy and had to operate exclusively under the LIHTC program at the rent levels evaluated throughout this report.



Demand Component	Capture Rates by Percent of Median Household Income			
	Scenario One – LIHTC w/Subsidy			Scenario Two – LIHTC Only (\$28,011-\$47,100)
	Subsidized Units (\$0-\$39,250)	Non-Subsidized Units (\$30,583-\$39,240)	Overall (\$0-\$39,250)	
Demand from New Renter Households (Income-Appropriate)	5,573 - 5,590 = -17	1,495 - 1,490 = 5	5,573 - 5,590 = -17	2,824 - 2,822 = 2
+				
Demand from Existing Households (Rent Overburdened)	5,590 X 61.7% = 3,449	1,490 X 33.7% = 502	5,590 X 61.7% = 3,449	2,822 X 29.9% = 844
+				
Demand from Existing Households (Renters in Substandard Housing)	5,590 X 3.5% = 196	1,490 X 3.5% = 52	5,590 X 3.5% = 196	2,822 X 3.5% = 99
+				
Demand from Existing Households (Senior Homeowner Conversion)	N/A	N/A	N/A	N/A
=				
Total Demand	3,628	559	3,628	945
-				
Supply (Directly Comparable Units Built and/or Funded Since 2020)	0	0	0	0
=				
Net Demand	3,628	559	3,628	945
Proposed Units	97	1	98	98
Proposed Units / Net Demand	97 / 3,628	1 / 559	98 / 3,628	98 / 945
Capture Rate	= 2.7%	= 0.2%	= 2.7%	= 10.4%

N/A - Not Applicable

Typically, utilizing this methodology, capture rates below 30.0% are acceptable, while capture rates under 20.0% are ideal. As such, the subject’s overall capture rate of 2.7% assuming the retention of the subsidy is considered low. It is also of note that the one non-subsidized LIHTC unit has a capture rate of just 0.2%, well below the ideal threshold of 20.0%. These capture rates are good indications of a sufficient base of support for the property within the Cayce Site PMA, assuming the property continues to provide a subsidy to the majority of its units.

In the unlikely event that the subsidy was lost, and all units had to operate exclusively under the LIHTC program at the proposed rent levels evaluated throughout this report, the subject’s capture rate increases to 10.4%. This is also well below the typically acceptable capture rate level of 30.0% and demonstrates a deep base of potential support for the subject project under this scenario as well.

Nonetheless, the subject property will retain its subsidy and most, if not all, current tenants are expected to continue to income-qualify and remain at the property post renovations. Thus, the subject’s effective capture rate is expected to be 0.0%. This is particularly true when considering that any units which may become vacant due to typical turnover during the renovation process will likely be quickly filled from the 81-household waiting list maintained at the subject project.

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

Estimated Demand by Bedroom	
Bedroom Type	Percent
One-Bedroom	40.0%
Two-Bedroom	40.0%
Three-Bedroom+	20.0%
Total	100.0%

Applying the preceding shares to the income-qualified households yields demand and capture rates of the proposed units by bedroom type as illustrated in the following table. Similar to the preceding analysis, scenario one illustrates capture rates for the subject project as proposed with the retention of the subsidy, while scenario two illustrates the subject project’s capture rates in the unlikely event the subsidy was lost, and the property had to operate *exclusively* under the LIHTC program at the proposed rent levels evaluated throughout this report.

Scenario One – LIHTC w/Subsidy- Units Limited to 50% Of AMHI (3,628 Units of Demand)					
Bedroom Size (Share of Demand)	Total Demand	Supply*	Net Demand by Bedroom Type	Proposed Subject Units	Capture Rate by Bedroom Type
One-Bedroom (40%)	1,451	0	1,451	19	1.3%
Two-Bedroom (40%)	1,451	0	1,451	60	4.1%
Three-Bedroom (20%)	726	0	726	19	2.6%
Scenario Two – LIHTC Only- Units Limited to 60% Of AMHI (945 Units of Demand)					
Bedroom Size (Share of Demand)	Total Demand	Supply*	Net Demand by Bedroom Type	Proposed Subject Units	Capture Rate by Bedroom Type
One-Bedroom (40%)	378	0	378	19	5.0%
Two-Bedroom (40%)	378	0	378	60	15.9%
Three-Bedroom (20%)	189	0	189	19	10.1%

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

The subject’s capture rates by bedroom type do not exceed 4.1% when assuming the retention of the subsidy. In the unlikely event that the subsidy is lost, the capture rates by bedroom type range from 5.0% to 15.9%. These capture rates are further indication of sufficient support for the subject property within the Cayce Site PMA, under either of the scenarios evaluated.

## **6. ABSORPTION PROJECTIONS**

The subject project is currently 100.0% occupied and maintains an 81-household waiting list. It is important to note that the renovations at the subject site will not necessitate the displacement of current residents. As a result, it is anticipated that none or very few of the current tenants will move from the project during or following renovations. However, for the purposes of this analysis, we assume that all 98 revenue-producing subject units will be vacated and that all units will have to be re-rented, assuming the project-based subsidy is still offered to the majority of the units. We also assume the absorption period at the site begins as soon as the first renovated units are available for occupancy sometime in October of 2022, though the actual completion time may be earlier.

It is our opinion that the 98 revenue-producing units at the subject site will reach a stabilized occupancy of 93.0% within approximately five months following renovations, assuming total displacement of existing tenants. This absorption period is based on an average absorption rate of approximately 18 to 19 units per month. Our absorption projections assume that the renovations at the subject project will be completed as outlined in this report. These absorption projections also assume that the subsidy will be maintained.

Should the Section 8 subsidy not be secured and all units at the project had to operate exclusively under the LIHTC program, the 98 subject units would likely have an extended absorption period due to the fact the property could no longer target households earning below \$28,011. In this unlikely scenario, we expect the subject property would reach a stabilized occupancy rate of 93.0% within approximately eight months following renovations. This is based on an average monthly absorption rate of approximately 11 to 12 units per month.

In reality, the absorption period for this project will be less than one month, as most tenants are expected to remain at the project and continue to pay up to 30% of their adjusted gross income towards housing costs. Any units which may become vacant due to typical tenant turnover during the renovation process are expected to be quickly filled from the 81-household waiting list maintained.



## H. Rental Housing Analysis (Supply)

### 1. COMPETITIVE DEVELOPMENTS

Following renovations, the subject project will offer one- through three-bedroom units targeting general-occupancy (family) households earning up to 60% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. The subject project will also continue to operate with a project-based Section 8 subsidy available to nearly all units following renovations. For the purpose of this analysis, however, we only select comparable non-subsidized LIHTC properties in order to establish a good base of comparison for the subject project in the unlikely event the subsidy was lost, and the property had to operate exclusively under the LIHTC program.

We did not identify any comparable non-subsidized LIHTC properties within the Cayce Site PMA. As such, it was necessary to identify and survey such product outside the Cayce Site PMA but within the nearby surrounding areas. In total, we surveyed five non-subsidized general-occupancy LIHTC properties which we consider comparable to the subject project in terms of unit types offered and income (AMHI) levels targeted. Due to the location of these properties, they are not considered competitive with the subject project but will offer a good base of comparison for the subject property.

The five comparable LIHTC properties surveyed in the region, along with the subject property, are summarized in the following table.

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
<b>Site</b>	<b>Abbott Arms</b>	<b>1970 / 2022</b>	<b>98</b>	<b>100.0%</b>	<b>-</b>	<b>81 HH</b>	<b>Families; 60% AMHI &amp; Section 8</b>
901	Columbia Garden Apts.	1995 / 2017	24	100.0%	9.4 Miles	50 HH	Families; 60% AMHI
902	Fern Hall	2004	40	95.0%	11.4 Miles	None	Families; 50% & 60% AMHI
903	Fern Hall Crossing	2008	48	97.9%	11.4 Miles	None	Families; 50% & 60% AMHI
904	Harbison Garden	1995 / 2013	180	100.0%	12.7 Miles	None	Families; 60% AMHI
906	Regent Park Apts.	2011	72	94.4%	20.0 Miles	None	Families; 50% & 60% AMHI

OCC. – Occupancy

HH – Households

900 Map ID series are located outside the Site PMA

The five LIHTC projects have a combined occupancy rate of 98.1%, with two properties reporting at 100.0% occupancy and one maintaining a waiting list of 50-households. None of the comparable properties report individual occupancy rates below 94.4%. These are good indications of strong and pent-up demand for general-occupancy LIHTC product in the region.

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

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)				Rent Special
		One-Br.	Two-Br.	Three-Br.	Four-Br.	
<b>Site</b>	<b>Abbott Arms</b>	<b>\$817/60% (19)*</b>	<b>\$892/60% (1)</b> <b>\$981/60% (59)*</b>	<b>\$1,133/60% (19)*</b>	-	-
901	Columbia Garden Apts.	\$491/60% (2/0)	\$821/60% (22/0)	-	-	None
902	Fern Hall	-	\$836/50% (5/1) \$1,003/60% (11/0)	\$966/50% (5/1) \$1,159/60% (19/0)	-	None
903	Fern Hall Crossing	\$659/50% (4/0)	\$797/50% (10/1) \$1,003/60% (10/0)	\$917/50% (12/0) \$1,159/60% (12/0)	-	None
904	Harbison Garden	-	\$955/60% (20/0)	\$1,061/60% (63/0)	\$1,239/60% (97/0)	None
906	Regent Park Apts.	\$686/50% (4/0) \$821/60% (8/0)	\$831/50% (10/0) \$996/60% (20/3)	\$966/50% (10/0) \$1,160/60% (20/1)	-	None

\*Subsidized; tenants to pay 30% of income towards rent. Proposed rent reflective of current maximum allowable LIHTC rent limit as proposed contract rent under Section 8 program exceeds this limit.

900 Map ID series are located outside the Site PMA

As detailed earlier in this report and indicated in the preceding table, the majority of the subject units will operate with a project-based subsidy. The contract rents for these units under the Section 8 program exceed maximum allowable LIHTC rent limits and therefore, these units have been evaluated at maximum allowable LIHTC rent limits in the preceding table, as indicated.

Even when assuming maximum allowable LIHTC rent levels, the subject rents would be competitive with other non-subsidized LIHTC properties in the surrounding region. However, it must also be pointed out that the comparable properties included in this analysis are all considerably newer than the subject project. The comparable properties are also superior to the subject property in terms of unit size (square feet) and number of bathrooms (two- and three-bedroom units) as detailed later in this section. These characteristics are typical of older subsidized rental product such as the subject project and are not expected to have any adverse impact on the continued marketability of the property following renovations. They would, however, limit the subject's rent potential within the Cayce market in the unlikely event the property lost its subsidy and had to operate exclusively under the LIHTC guidelines.

Regardless, the subject project will operate with a project-based Section 8 subsidy available to almost all units. This will allow most tenants of the property to pay up to only 30% of their income towards rent, rather than the non-subsidized rents evaluated throughout this report. The availability of the project-based subsidy will ensure the subject project remains a significant value within the Cayce market.

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

Map I.D.	Project Name	Total Units	Number of Vouchers	Share of Vouchers
901	Columbia Garden Apts.	24	15	62.5%
902	Fern Hall	40	21	52.5%
903	Fern Hall Crossing	48	20	41.7%
904	Harbison Garden	180	N/A	-
906	Regent Park Apts.	72	30	41.7%
Total		184	86	46.7%

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

900 Map ID series are located outside the Site PMA.

As the preceding table illustrates, there are a total of approximately 86 voucher holders residing at the comparable properties for which this information was available. This comprises 46.7% of the 184 total non-subsidized LIHTC units offered among these properties. This is considered a relatively high share of voucher support. However, as more than half of the units offered among these properties are occupied by non-voucher holders, it can also be concluded that the gross rents at these properties are achievable within the region and serve as accurate benchmarks with which to compare the subject project.

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



**901** Columbia Garden Apts. 9.4 miles to site



Address: 4000 Plowden Rd, Columbia, SC 29205

Phone: (803) 782-2437 Contact: Tonya

Property Type: Tax Credit

Target Population: Family

Total Units: 24

Year Built: 1995

Vacant Units: 0

\*AR Year:

Occupancy: 100.0%

Yr Renovated: 2017

Turnover:

Stories: 2

Waitlist: 50 HH

Rent Special: None

Ratings

Quality: B

Neighborhood: B

Access/Visibility: B/B

Notes: Tax Credit



**Features And Utilities**

Utility Schedule Provided by: SC State Housing Finance and Development Authority

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

Unit Amenities: Range; Refrigerator; Central AC; Balcony; Deck / Patio; W/D Hookup; Walk-In Closet; Window Treatments; Flooring (Carpet)

Property Amenities: Extra Storage

Parking Type: Surface Lot

**Unit Configuration**

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	2	0	504	\$0.79	\$400	60%
2	1	T	22	0	840	\$0.83	\$695	60%

\*Adaptive Reuse

\*DTS is based on drive time

**902 Fern Hall** 11.4 miles to site



Address: 600 Fern Hall Dr, Lexington, SC 29073  
 Phone: (803) 951-1874      Contact: Teresa  
 Property Type: Tax Credit  
 Target Population: Family  
 Total Units: 40      Year Built: 2004  
 Vacant Units: 2      \*AR Year:  
 Occupancy: 95.0%      Yr Renovated:  
 Turnover:      Stories: 2  
 Waitlist: None  
 Rent Special: None

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

Notes: Tax Credit



**Features And Utilities**

Utility Schedule Provided by: SC State Housing Finance and Development Authority  
 Utility Type & Responsibility: Landlord pays Trash

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

Property Amenities: Business Center (Computer, Copy, Fax); Clubhouse, Community Room; Gazebo; Laundry Room; On-Site Management; Recreation Areas (Playground); Police Substation; Extra Storage

Parking Type: Surface Lot

**Unit Configuration**

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	2	G	5	1	1,100	\$0.60	\$664	50%
2	2	G	11	0	1,100	\$0.76	\$831	60%
3	2	G	5	1	1,300	\$0.58	\$749	50%
3	2	G	19	0	1,300	\$0.72	\$942	60%

\*Adaptive Reuse

\*DTS is based on drive time

**903 Fern Hall Crossing** 11.4 miles to site



Address: 123 Brevard Pkwy, Lexington, SC 29073  
 Phone: (803) 951-1874 Contact: Teresa  
 Property Type: Tax Credit  
 Target Population: Family  
 Total Units: 48 Year Built: 2008  
 Vacant Units: 1 \*AR Year:  
 Occupancy: 97.9% Yr Renovated:  
 Turnover: Stories: 3  
 Waitlist: None  
 Rent Special: None

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

Notes: Tax Credit



**Features And Utilities**

Utility Schedule Provided by: SC State Housing Finance and Development Authority  
 Utility Type & Responsibility: Landlord pays Trash

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

Property Amenities: Business Center (Computer, Copy, Fax); Clubhouse, Community Room; Gazebo; Laundry Room; On-Site Management; Recreation Areas (Playground); Police Substation

Parking Type: Surface Lot

**Unit Configuration**

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	4	0	879	\$0.60	\$530	50%
2	2	G	10	1	1,157	\$0.54	\$625	50%
2	2	G	10	0	1,157	\$0.72	\$831	60%
3	2	G	12	0	1,315	\$0.53	\$700	50%
3	2	G	12	0	1,315	\$0.72	\$942	60%

\*Adaptive Reuse

\*DTS is based on drive time



**904 Harbison Garden** 12.7 miles to site



Address: 401 Columbiana Dr., Columbia, SC 29212  
 Phone: (803) 749-1255      Contact: Adriene  
 Property Type: Tax Credit  
 Target Population: Family  
 Total Units: 180      Year Built: 1995  
 Vacant Units: 0      \*AR Year:  
 Occupancy: 100.0%      Yr Renovated: 2013  
 Turnover:      Stories: 2.5  
 Waitlist: None  
 Rent Special: None

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

Notes: Tax Credit



### Features And Utilities

Utility Schedule Provided by: SC State Housing Finance and Development Authority

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

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

Property Amenities: Business Center (Computer, Copy); Clubhouse; Laundry Room; On-Site Management; Recreation Areas (Picnic Table / Area, Playground, Outdoor Swimming Pool); CCTV, Courtesy Officer; Extra Storage

Parking Type: Surface Lot

### Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	1.5	G	20	0	1,028	\$0.81	\$829	60%
3	2	G	63	0	1,224	\$0.74	\$900	60%
4	2	G	97	0	1,386	\$0.76	\$1,050	60%

\*Adaptive Reuse

\*DTS is based on drive time

**906** Regent Park Apts. 20.0 miles to site



Address: 680 Windsor Lake Way, Columbia, SC 29223  
 Phone: (803) 708-4700 Contact: Litish  
 Property Type: Tax Credit  
 Target Population: Family  
 Total Units: 72 Year Built: 2011  
 Vacant Units: 4 \*AR Year:  
 Occupancy: 94.4% Yr Renovated:  
 Turnover: Stories: 3  
 Waitlist: None  
 Rent Special: None

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

Notes: Tax Credit



### Features And Utilities

Utility Schedule Provided by: SC State Housing Finance and Development Authority  
 Utility Type & Responsibility: Landlord pays Water, Sewer, Trash

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

Property Amenities: Clubhouse; Gazebo; Laundry Room; On-Site Management; Recreation Areas (Playground); CCTV

Parking Type: Surface Lot

### Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	4	0	750	\$0.79	\$595	50%
1	1	G	8	0	750	\$0.97	\$730	60%
2	2	G	10	0	950	\$0.74	\$705	50%
2	2	G	20	3	950	\$0.92	\$870	60%
3	2	G	10	0	1,150	\$0.70	\$805	50%
3	2	G	20	1	1,150	\$0.87	\$999	60%

\*Adaptive Reuse

\*DTS is based on drive time

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

Map I.D.	Project Name	Square Footage			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
<b>Site</b>	<b>Abbott Arms</b>	<b>600</b>	<b>800</b>	<b>1,000</b>	<b>-</b>
901	Columbia Garden Apts.	504	840	-	-
902	Fern Hall	-	1,100	1,300	-
903	Fern Hall Crossing	879	1,157	1,315	-
904	Harbison Garden	-	1,028	1,224	1,386
906	Regent Park Apts.	750	950	1,150	-

900 Map ID series are located outside the Site PMA

Map I.D.	Project Name	Number of Baths			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
<b>Site</b>	<b>Abbott Arms</b>	<b>1.0</b>	<b>1.0</b>	<b>1.5</b>	<b>-</b>
901	Columbia Garden Apts.	1.0	1.0	-	-
902	Fern Hall	-	2.0	2.0	-
903	Fern Hall Crossing	1.0	2.0	2.0	-
904	Harbison Garden	-	1.5	2.0	2.0
906	Regent Park Apts.	1.0	2.0	2.0	-

900 Map ID series are located outside the Site PMA

The subject property offers the smallest unit sizes (square feet) and generally an inferior number of bathrooms within its two- and three-bedroom units as compared to similar units offered among the comparable properties. Smaller unit sizes and a limited number of bathrooms is typical, however, of older subsidized rental product such as the subject property. These characteristics clearly have not had any adverse impact on the overall marketability of the subject project given the 100.0% occupancy rate and waiting list maintained at the existing subject property. They could, however, limit the subject’s rent potential within the Cayce market in the unlikely event the subsidy was lost, and the property had to operate exclusively under the LIHTC guidelines.

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



Tax Credit Unit Amenities by Map ID						
	Site*	901	902	903	904	906
Appliances	Dishwasher	X	X	X	X	X
	Disposal		X	X	X	X
	Icemaker		X	X		
	Microwave	X		X		X
	Range	X	X	X	X	X
	Refrigerator	X	X	X	X	X
	No Appliances					
Unit Amenities	AC-Central	X	X	X	X	X
	AC-Other					
	Balcony		X	X		X
	Deck / Patio		X	X		X
	Basement					
	Ceiling Fan	X		X	X	X
	Controlled Access					
	E-Call System					
	Fireplace					
	Furnished					
	Security System					
	Sunroom				X	
	W/D Hookup		X	X	X	X
	W/D	X				
	Walk-In Closet		X			X
	Window Treatments	X	X	X	X	X
	Flooring	Carpet		X	X	X
Ceramic Tile						
Composite (VCT)(LVT)		X				
Hardwood						
Finished Concrete						
Vinyl				X		X
Upgraded	Wood Laminate / Plank			X	X	
	Premium Appliances					
	Premium Countertops					
	Premium Cabinetry					
	Premium Fixtures					
	High Ceilings					
	Vaulted Ceilings					
	Crown Molding					
Parking	Oversized Windows					
	Attached Garage					
	Detached Garage					
	Street Parking					
	Surface Lot	X	X	X	X	X
	Carport					
	Property Parking Garage					
Podium Parking						
No Provided Parking						

◆ - Senior Property

\* Proposed Site(s): Abbott Arms

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

\*\* Details in Comparable Property Profile Report

Continued on Next Page

Tax Credit Property Amenities by Map ID

	Site*	901	902	903	904	906	
Bike Racks / Storage							
Business Center **	X		X	X	X		
Car Care **							
Common Patio							
Community Garden							
Community Space	Activity / Craft Room						
	Chapel						
	Clubhouse	X		X	X	X	
	Conference Room						
	Community Kitchen	X					
	Community Room	X		X	X		
	Dining Room - Private						
	Dining Room - Public						
	Rooftop Lounge						
	Study Lounge						
	TV Lounge						
	Concierge Service **						
	Convenience Amenities **						
Courtyard							
Covered Outdoor Area **			X	X		X	
Elevator							
Laundry Room			X	X	X	X	
Meals							
On-Site Management	X		X	X	X	X	
Pet Care **							
Recreation	Basketball						
	Bocce Ball						
	Firepit						
	Fitness Center						
	Grill						
	Game Room - Billiards						
	Hiking - Walking Trail						
	Hot Tub						
	Library						
	Media Room / Theater						
	Picnic Table / Area					X	
	Playground	X		X	X	X	X
	Putting Green						
	Racquetball						
	Shuffleboard						
	Sports Court						
	Swimming Pool - Indoor						
	Swimming Pool - Outdoor					X	
	Tennis						
Volleyball							
Security	CCTV				X	X	
	Courtesy Officer				X		
	Gated Community						
	Gated Parking						
	Police Substation			X	X		
	Social Services **	X					
	Storage - Extra		X	X		X	
	Water Feature						
	WiFi	X					

◆ - Senior Property

\* Proposed Site(s): Abbott Arms

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

\*\* Details in Comparable Property Profile Report

The subject's amenity package is relatively competitive with those offered among the comparable LIHTC properties surveyed in the region. Most notably, the subject property will feature a relatively full kitchen appliance package (excluding a garbage disposal), central air conditioning, and in-unit washer/dryer appliances with all units. In terms of community amenities, the property will feature a business/computer center, clubhouse/community space, on-site management, and a playground. The subject property does not appear to lack any key amenities that would adversely impact its marketability as a LIHTC property within the Cayce market.

#### Comparable Tax Credit Summary

A total of five comparable non-subsidized Tax Credit properties were identified and surveyed within the surrounding region, as no such properties were identified/surveyed within the Cayce Site PMA. These five properties report an overall occupancy rate of 98.1%, with two of the five reporting at 100.0% occupancy and one maintaining a waiting list of 50-households. These are clear indications of strong demand for LIHTC product similar to that proposed for the subject project.

Maximum allowable LIHTC rents appear to be marketable/achievable within the region, based on the rents reported among the comparable non-subsidized LIHTC properties in the region. However, when considering the age, inferior unit sizes (square feet), and inferior number of bathrooms offered, it is our opinion the subject property would need to offer rents which represent a value compared to the rents reported among the comparable LIHTC properties surveyed in the region. This would apply, however, only in the unlikely event the project-based subsidy was lost, and the property had to operate exclusively under the LIHTC program. In reality, a project-based Section 8 subsidy will continue to be available to nearly all units at the subject property following renovations. This will ensure the property remains a significant value and mitigates any potential adverse impact the smaller unit sizes and/or lesser number of bathrooms offered may have on the subject's marketability. The subject's 100.0% occupancy rate and waiting list is further indication that the property is marketable within the Cayce market, assuming the subsidy is retained.

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

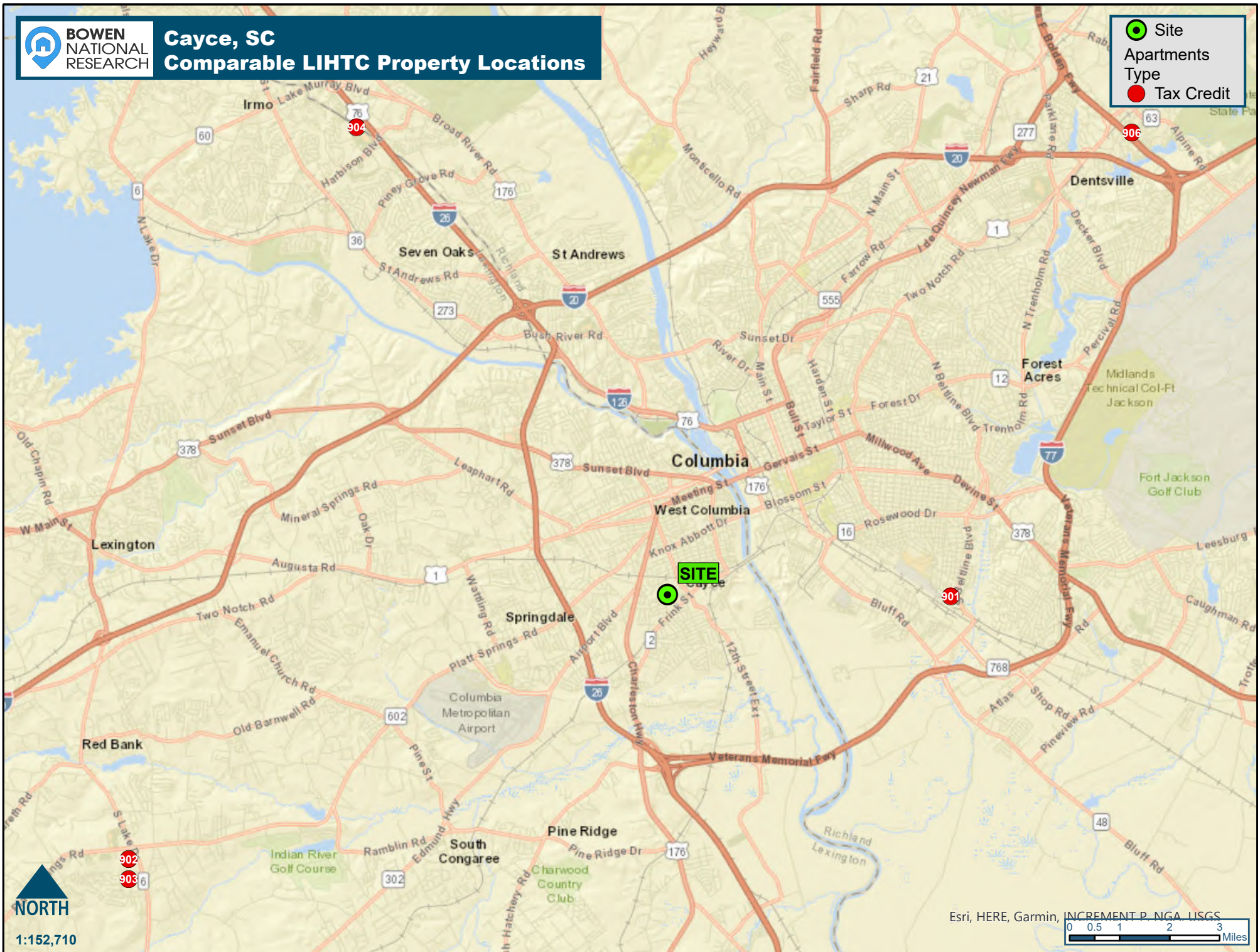
A map illustrating the location of the comparable Tax Credit properties we surveyed is on the following page.





# Cayce, SC Comparable LIHTC Property Locations

- Site
- Apartments
- Type
- Tax Credit



**NORTH**  
1:152,710

Esri, HERE, Garmin, INCREMENT P, NGA, USGS  
0 0.5 1 2 3 Miles

### 3. RENTAL HOUSING OVERVIEW

The distributions of the area housing stock within the Cayce Site PMA in 2010 and 2020 (estimated) are summarized in the following table:

Housing Status	2010 (Census)		2020 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	22,016	89.8%	25,010	90.2%
Owner-Occupied	13,571	61.6%	14,822	59.3%
Renter-Occupied	8,445	38.4%	10,187	40.7%
Vacant	2,509	10.2%	2,727	9.8%
Total	24,525	100.0%	27,737	100.0%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Based on a 2020 update of the 2010 Census, of the 27,737 total housing units in the market, 9.8% were vacant. In 2020, it was estimated that homeowners occupied 59.3% of all occupied housing units, while the remaining 40.7% were occupied by renters.

#### Conventional Apartments

We identified and personally surveyed 14 conventional rental housing projects containing a total of 3,035 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 93.7%, a stable rate for rental housing. Each rental housing segment surveyed is summarized as follows.

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-Rate	13	2,937	191	93.5%
Market-Rate/Government-Subsidized	1	98	0	100.0%
Total	14	3,035	191	93.7%

As detailed in the preceding table, the conventional rental market within the Cayce Site PMA is primarily comprised of market-rate rental product as all 14 properties surveyed offer at least some market-rate units. In fact, the subject project was the only property surveyed in the market to offer some affordable (government-subsidized) units. This property is 100.0% occupied and maintains a waiting list for their next available units. It is also of note that there were no Tax Credit (subsidized or non-subsidized) properties identified within the Cayce Site PMA. This is expected to create a competitive advantage for the subject project as it will effectively introduce a new rental alternative to the market, helping to fill a void within the overall Cayce rental housing market.



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

Year Built	Projects	Units	Vacancy Rate
Before 1970	1	418	28.0%
1970 to 1979	7	1,239	2.6%
1980 to 1989	0	0	0.0%
1990 to 1999	1	168	0.0%
2000 to 2009	0	0	0.0%
2010 to 2014	1	304	0.7%
2015	1	299	3.0%
2016	1	224	9.8%
2017	0	0	0.0%
2018	1	100	0.0%
2019	1	186	4.8%
2020	0	0	0.0%
2021*	0	0	0.0%

\*As of March

Over 56% of all apartments surveyed were built prior to 1980. These older apartments have a vacancy rate of 9.0%, higher than the overall market. Approximately 286 conventional apartment units have been added to the market during the past five years. Vacancy rates do not exceed 4.8% among properties built in the past five years, a good indication of strong demand for modern non-subsidized rental product in this market.

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

Market-rate			
Quality Rating	Projects	Total Units	Vacancy Rate
A	6	1,340	3.2%
B+	2	328	2.4%
B	3	587	19.9%
B-	3	683	3.4%

Most non-subsidized properties surveyed are in good to excellent condition, which has likely contributed to the relatively low vacancy rates reported among most properties surveyed. The proposed renovations for the subject site are expected to enhance the overall condition/quality of the property which in turn will enhance marketability of the property within the Cayce Site PMA.



### Government-subsidized

The one government-subsidized project surveyed within the Cayce Site PMA (subject site) operates under the HUD Section 8 program. The unit distribution for this property is summarized as follows.

Government-Subsidized					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
One-Bedroom	1.0	19	19.6%	0	0.0%
Two-Bedroom	1.0	59	60.8%	0	0.0%
Three-Bedroom	1.0	19	19.6%	0	0.0%
<b>Total Subsidized</b>		<b>97</b>	<b>100.0%</b>	<b>0</b>	<b>0.0%</b>

The government-subsidized units offered at the subject property are comprised of one- to three-bedroom units and are 100.0% occupied. This is a good indication that rental product which is affordable to very low-income households is in high demand among renter households of all sizes. As the subject project will retain its project-based Section 8 subsidy post renovation, it will continue to provide a quality rental alternative which will be affordable to very low-income renters within the Cayce area.

A complete field survey of all conventional apartments we surveyed, as well as an apartment location map, is included in *Addendum A, Field Survey of Conventional Rentals*.

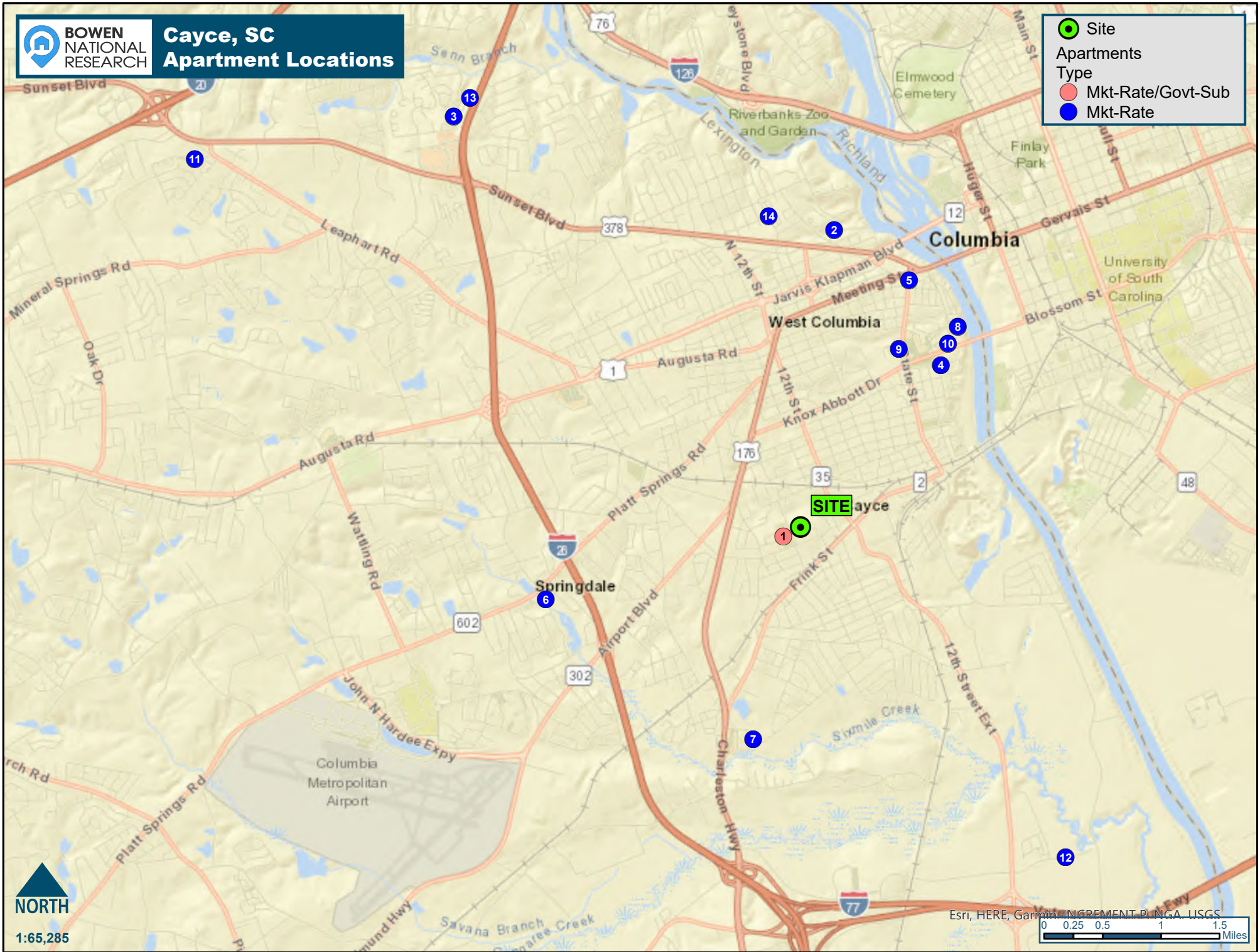
#### **4. RENTAL HOUSING INVENTORY MAP**

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



# Cayce, SC Apartment Locations

● Site  
● Apartments Type  
● Mkt-Rate/Govt-Sub  
● Mkt-Rate



1:65,285

Esri, HERE, Garmin, INCREMENT P, NOAA, USGS  
0 0.25 0.5 1 1.5 Miles

## 5. & 6. PLANNED AND PROPOSED DEVELOPMENTS

From interviews with planning representatives that responded to our inquiries, extensive online research, and the observations of our analyst while in the field it was determined there is one rental housing project in the development pipeline within the Cayce Site PMA. The known details of this project are summarized as follows:

- Construction is to begin in late 2021 on a \$65 million mixed-use project being developed by The Simpson Organization along 12th Street in Cayce. Originally, this project was to be an outlet mall, but now will include apartments, condominiums, retail, and office space. The project has yet to be named, as it is in the early stages of planning, but is expected to take about five years to complete once construction begins. This property is not listed on the state Tax Credit allocation list. Therefore, any rental units planned for this project are likely to operate as unrestricted market-rate units. Thus, this property would not be directly competitive with the subject project.

## 7. MARKET ADVANTAGE

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

The current HUD FMRs within the Columbia, South Carolina HUD Metro FMR Area are \$818 for a one-bedroom unit, \$931 for a two-bedroom unit and \$1,204 for a three-bedroom unit. Note that we have provided two market advantage analyses for the purposes of this report. The first analysis compares the FMRs with the *current average tenant-paid rent* for each subsidized bedroom type offered at the property, assuming that the subsidy is retained on the majority of units as proposed and all current tenants continue to reside at the project post LIHTC renovations. The second analysis compares the FMRS with the proposed/programmatic Tax Credit rents in the unlikely event the subject project lost its subsidy and solely operated as a LIHTC development.

### Market Advantage – Current Rents

Per SCSHFDA methodology, for existing projects that offer a project-based subsidy, the subject's market advantage should be calculated utilizing current tenant-paid rents to represent the "true" value the availability of the subsidy represents to low-income households, relative to FMRs. Based on the project's current rent roll, as illustrated in *Addendum D* of this report, the average tenant rent paid within the subsidized units are \$239 for a one-, \$142 for a two- and \$93 for a three-bedroom unit. The following table illustrates the subject project's market advantages with the retention of the subsidy on the majority of the units:



Bedroom Type	Current Collected Rent (AMHI)	Fair Market Rent	Market Advantage
One-Bedroom	\$239 (SUB)	\$818	70.78%
Two-Bedroom	\$142 (SUB) \$804 (60%)*	\$931	84.75% 13.64%
Three-Bedroom	\$93 (SUB)	\$1,204	92.28%
<b>Weighted Average</b>			<b>83.57%</b>

SUB – Subsidized (Average tenant-paid rent as indicated by current rent roll)

\*Property currently operates as market-rate but will target 60% AMHI households under the LIHTC program following renovations. Rent is reflective of proposed Tax Credit rent following renovations.

As the preceding illustrates, the subject’s market advantages range between 13.64% and 92.28% as proposed with the subsidy retained on the majority of the units. The weighted average market advantage is 83.57%, which demonstrates that the subject project represents a significant value within the Cayce market.

#### Market Advantage - Proposed/Programmatic Tax Credit Rents

As previously discussed, the majority of the proposed LIHTC rents evaluated throughout this report are only effective in the unlikely event the project-based subsidy was lost. Regardless, the market advantages for the proposed LIHTC rents evaluated throughout this report are illustrated in the following table:

Bedroom Type	Proposed Collected Rent (AMHI)	Fair Market Rent	Market Advantage
One-Bedroom	\$745* (60%)	\$818	8.92%
Two-Bedroom	\$804 (60%) \$893* (60%)	\$931	13.64% 4.08%
Three-Bedroom	\$1,026* (60%)	\$1,204	14.78%
<b>Weighted Average</b>			<b>7.57%</b>

\*Maximum allowable rent less the value of tenant-paid utilities as proposed contract rent under Section 8 program exceeds this limit.

The proposed/programmatic collected Tax Credit rents represent market advantages between 4.08% and 14.78%. Note that the weighted average market advantage is 7.57%. Typically, Tax Credit rents should represent market advantages around 10.0% in order to be considered a value in most markets. Therefore, it is likely that the subject's Tax Credit units will be viewed as moderate to good values within the Site PMA, as compared to current FMR levels. Regardless, the subject project will continue to operate with a subsidy on the majority of units, requiring tenants to pay up to 30% of their gross adjusted income towards housing costs. As such, the subject project will continue to represent a substantial value to low-income households.

## 8. AFFORDABLE HOUSING IMPACT

As detailed throughout this section and by our Field Survey of Conventional Rentals, the Cayce Site PMA lacks affordable rental product, particularly Tax Credit product. In fact, the subject property was the only affordable property surveyed within the Cayce Site PMA. Further, the subject property is currently 100.0% occupied and maintains a waiting list for their next available unit. Considering the preceding factors and the fact that the subject renovations will not include the addition of any new units to the Cayce market, we do not expect the proposed renovations to have any adverse impact on existing affordable housing in the area.

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

According to ESRI, the median home value within the Site PMA was \$140,760. At an estimated interest rate of 4.5% and a 30-year term (and 95% LTV), the monthly mortgage for a \$140,760 home is \$847, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price - ESRI	\$140,760
Mortgaged Value = 95% of Median Home Price	\$133,722
Interest Rate - Bankrate.com	4.5%
Term	30
Monthly Principal & Interest	\$678
Estimated Taxes and Insurance*	\$169
Estimated Monthly Mortgage Payment	\$847

\*Estimated at 25% of principal and interest

In comparison, the collected programmatic Tax Credit rents for the subject property range from \$745 to \$1,026 per month. While some potential tenants of the property could likely afford the cost of a typical mortgage in this area, this would apply only in the case the project-based subsidy was lost and the property was to operate exclusively under the LIHTC program. In reality, nearly all units at the subject property will continue to operate with a project-based Section 8 subsidy. Thus, most tenants of the property will effectively pay rents lower than the programmatic non-subsidized Tax Credit rents evaluated throughout this report. Based on the preceding factors and considering that many potential tenants of the subject property likely could not afford the down payment, routine maintenance costs, and/or utility expenses associated with owning/purchasing a typical home in this market, we do not anticipate any competitive impact on or from the homebuyer market.

## **10. HOUSING VOIDS**

As detailed throughout this section of the report and by our Field Survey of Conventional Rentals, the Cayce Site PMA lacks affordable (Tax Credit and/or government-subsidized) rental product. The subject property (Abbott Arms) was the only affordable rental property surveyed within the PMA at the time of our analysis. This property is currently 100.0% occupied and maintains a waiting list of 81-households. This is a clear indication of strong and pent-up demand for affordable general-occupancy rental product within this market.

Although unable to be surveyed, we did identify three additional government-subsidized properties within the Cayce Site PMA. These properties include Asbury Arms, Gault Grove Apartments, and Williams Place. Note, however, that these properties target seniors or special needs households. Thus, the subject property is effectively the only known affordable general-occupancy property within the Cayce Site PMA. Further, following renovations, the subject property will also be the only property within the Cayce Site PMA to operate under the LIHTC program.

Based on the preceding factors, the subject property will continue to provide an affordable housing alternative to a population segment which is underserved within the Cayce Site PMA.



## I. Interviews

The following are summaries of interviews conducted with various government and private sector individuals regarding the need for affordable housing within the Cayce Site PMA.

- Rebecca Conway, Development Manager for Lexington County, stated that there is a need for affordable housing in Lexington County. Ms. Conway stated that she believes this is due to the demographic growth within the county. *Phone Number: (803) 785-8121.*
- Zonzetta Lykes is the Property Manager of the subject project Abbott Arms rental community. Ms. Lykes stated that there is a need for more affordable housing in Cayce. Ms. Lykes also indicated that incomes in the area do not keep pace with the increased cost of living. According to Ms. Lykes, rents are increasing every year and many residents in the area cannot afford to pay rent and maintain their household. Ms. Lykes further stated that her property maintains a waiting list of 81-households for their next available units, further demonstrating pent-up demand for affordable rental product in this market. *Phone Number: (803) 796-3456.*
- Yolonda Dennison with the South Carolina State Housing Finance & Development Authority stated that there is a need for affordable housing for families in the Lexington County area. According to Ms. Dennison, The South Carolina State Housing Finance & Development Authority has received an influx of inquiries into affordable housing in Lexington County due to the ongoing COVID-19 pandemic. Ms. Dennison also indicated that the waiting list for additional Housing Choice Vouchers within the Lexington County area currently contains approximately 140 people/households. This further demonstrates the need for affordable housing in the area. *Phone Number: (803) 896-8671.*

## J. Recommendations

Based on the findings reported in our market study, it is our opinion that a market will continue to exist for the 98 revenue-producing units offered at the subject project, assuming it is renovated and operated as detailed in this report. Changes in the project's rents, subsidy availability, scope of renovations, or renovation completion date may alter these findings.

The subject site location allows for convenient access to both the subject property and various area services throughout the Cayce and surrounding areas. The subject property is also clearly visible and provided proper signage along Wilkinson Street which borders the site to the west and provides access to the subject property.

The Cayce Site PMA is projected to experience household growth among both owner- and renter-occupied households between 2020 and 2023, a trend which has been ongoing since 2010 and is expected to increase demand for rental housing within the Cayce area. Further, nearly two-thirds (63.0%) of all renter households in the market are projected to earn less than \$50,000 in 2023. This large base of lower-income renter households is further evident by the subject's low overall capture rate of 2.7%.

Additionally, the Cayce Site PMA lacks affordable rental product, particularly affordable general-occupancy product, as the subject property is the only such property surveyed/identified within this market. While three other government-subsidized properties were identified in the Cayce Site PMA, these properties target seniors and special needs populations. Following renovations, the subject property will also be the only Tax Credit property in the Cayce Site PMA. Thus, the subject property will continue to serve a population that is considered underserved within the Cayce Site PMA.

Considering the preceding factors and additional information within this report, the subject property is expected to continue to represent a value and be marketable within the Cayce Site PMA. We have no recommendations for or modifications to the subject project at this time.

## K. Signed Statement Requirement

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

Certified:



Craig Rupert (Primary Contact)  
Market Analyst  
[craig@bowennational.com](mailto:craig@bowennational.com)  
Date: March 25, 2021



Sidney McCrary  
Market Analyst  
[sidneym@bowennational.com](mailto:sidneym@bowennational.com)  
Date: March 25, 2021



Patrick M. Bowen  
President/Market Analyst  
Bowen National Research  
155 E. Columbus St., Suite 220  
Pickerington, OH 43147  
(614) 833-9300  
[patrickb@bowennational.com](mailto:patrickb@bowennational.com)  
Date: March 25, 2021



## L. Qualifications

### The Company

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

### Company Leadership

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

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

### Market Analysts

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

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

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

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

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

**Ambrose Lester**, Market Analyst, has conducted detailed research and analysis on a variety of residential alternatives, including rental and for-sale housing. She has conducted on-site research of buildable sites, surveyed existing rental and for-sale housing and conducted numerous stakeholder interviews. She has also conducted research on unique housing issues such as accessory dwelling units, government policy and programs and numerous special needs populations. Ms. Lester has a degree in Economics from Franciscan University of Steubenville.

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

**Gregory Piduch**, Market Analyst, has conducted site-specific analyses in both metro and rural areas throughout the country. He is familiar with multiple types of rental housing programs, the day-to-day interaction with property managers and leasing agents and the collection of pertinent property details. Mr. Piduch holds a Bachelor of Arts in Communication and Rhetoric from the University of Albany, State University of New York and a Master of Professional Studies in Sports Industry Management from Georgetown University.

**Ron Pompey**, Market Analyst, has surveyed both urban and rural markets throughout the country. He is trained to understand the nuances of various rental housing programs and their construction and is experienced in the collection of rental housing data from leasing agents, property managers, and other housing experts within the market. Mr. Pompey has a Bachelor of Science in Electrical Engineering from the University of Florida.

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

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

### **Research Staff**

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

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

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

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



## M. Methodologies, Disclaimers & Sources

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

### 1. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

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

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

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

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

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

## **2. REPORT LIMITATIONS**

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

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

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

## **3. SOURCES**

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

- The 2000 and 2010 Census on Housing
- American Community Survey
- ESRI
- Urban Decision Group (UDG)
- Applied Geographic Solutions
- Area Chamber of Commerce
- U.S. Department of Labor
- U.S. Department of Commerce
- Management for each property included in the survey
- Local planning and building officials
- Local housing authority representatives
- SC Housing

# ADDENDUM A:

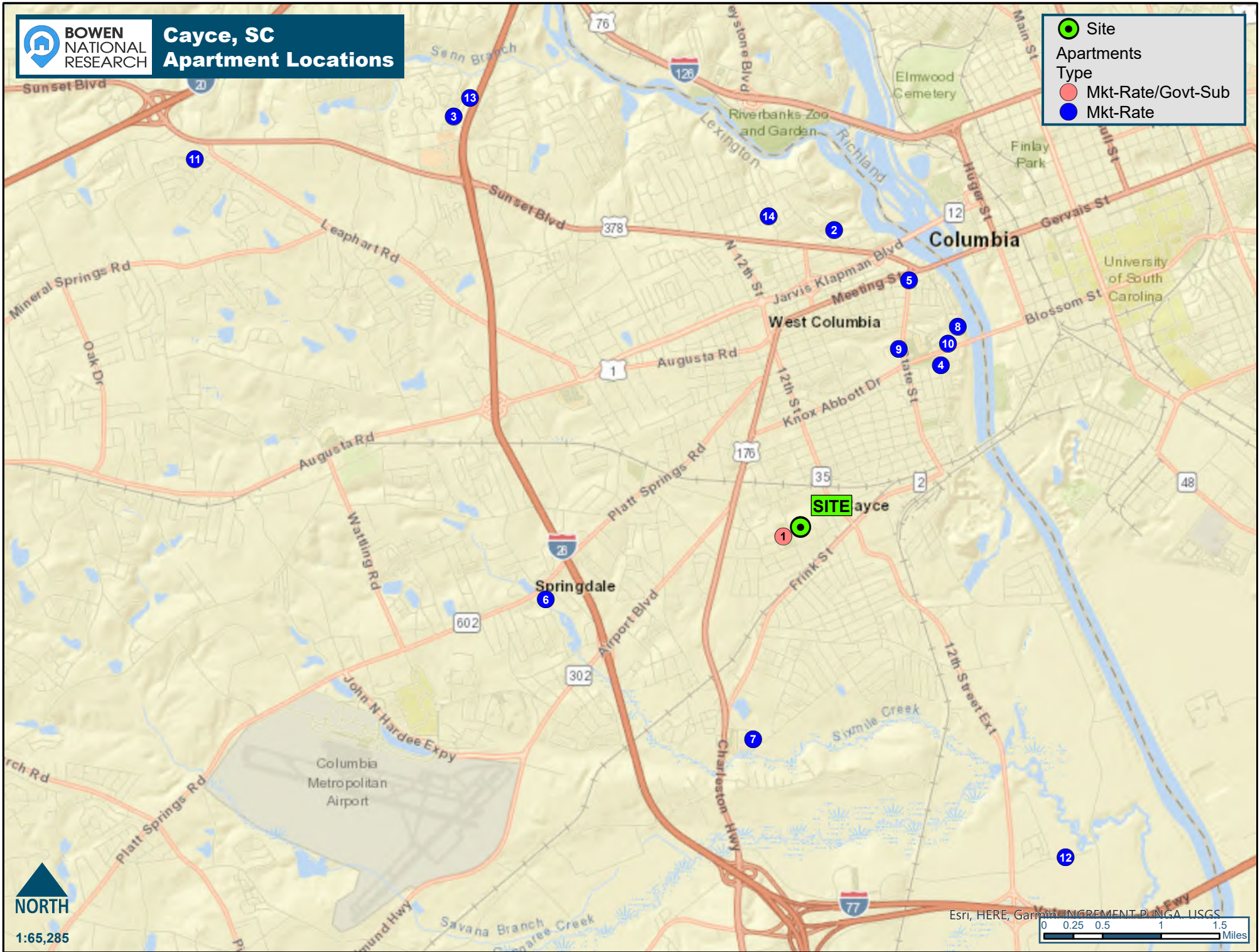
## FIELD SURVEY OF CONVENTIONAL RENTALS





# Cayce, SC Apartment Locations

● Site  
● Apartments Type  
● Mkt-Rate/Govt-Sub  
● Mkt-Rate



1:65,285


Esri, HERE, Garmin, INCREMENT P, NOAA, USGS  
0 0.25 0.5 1 1.5 Miles


Map ID	Property	Prop Type	Quality Rating	Year Built	Total Units	Vacant	Occ. Rate	Distance To Site*
1	Abbott Arms Apts.	MRG	B	1970	98	0	100.0%	-
2	100 Riverbend	MRR	B	1968	418	117	72.0%	3.2
3	Abberly Village	MRR	A	2010	304	2	99.3%	6.3
4	Advenir at One Eleven	MRR	A	2016	224	22	90.2%	2.4
5	Brookland	MRR	A	2018	100	0	100.0%	2.7
✓ 6	Forestbrook	MRR	B+	1972	180	8	95.6%	2.5
✓ 7	Fountains of Edenwood	MRR	B-	1971	168	2	98.8%	1.9
✓ 8	Granby Crossing	MRR	B	1990	168	0	100.0%	2.7
✓ 9	Granby Oaks	MRR	B+	1973	148	0	100.0%	2.4
10	Indigo at Brickworks	MRR	A	2019	186	9	95.2%	2.4
✓ 11	Lexington Place	MRR	A	1974	227	1	99.6%	5.6
12	Otarre Pointe	MRR	A	2015	299	9	97.0%	3.8
✓ 13	Quail Hollow Apts.	MRR	B-	1977	215	1	99.5%	7.5
14	Riverbanks Retreat	MRR	B-	1970	300	20	93.3%	3.1
✓ 901	Columbia Garden Apts.	TAX	B	1995	24	0	100.0%	9.4
✓ 902	Fern Hall	TAX	B	2004	40	2	95.0%	11.4
✓ 903	Fern Hall Crossing	TAX	B+	2008	48	1	97.9%	11.4
✓ 904	Harbison Garden	TAX	B	1995	180	0	100.0%	12.7
✓ 906	Regent Park Apts.	TAX	A	2011	72	4	94.4%	20.0


\*Drive distance in miles


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




<b>1</b>	<b>Abbott Arms Apts.</b> 2011 Wilkinson St, Cayce, SC 29033	Contact: Zonzetta Phone: (803) 796-3456
	Total Units: <b>98</b> UC: <b>0</b> Occupancy: <b>100.0%</b> Stories: <b>2</b> Year Built: <b>1970</b> BR: <b>1, 2, 3</b> Vacant Units: <b>0</b> Waitlist: <b>81 HH</b> AR Year: Target Population: <b>Family</b> Yr Renovated: Rent Special: <b>None</b> Notes: <b>Market-rate (3 units); HUD Section 8 (96 units)</b>	

<b>2</b>	<b>100 Riverbend</b> 100 Riverbend Dr., West Columbia, SC 29169	Contact: Christy Phone: (803) 794-2948
	Total Units: <b>418</b> UC: <b>0</b> Occupancy: <b>72.0%</b> Stories: <b>2,3</b> Year Built: <b>1968</b> BR: <b>1, 2, 3</b> Vacant Units: <b>117</b> Waitlist: <b>None</b> AR Year: Target Population: <b>Family</b> Yr Renovated: Rent Special: <b>None</b> Notes:	


<b>3</b>	<b>Abberly Village</b> 1000 Abberly Village Cir., West Columbia, SC 29169	Contact: Haley Phone: (803) 619-5463
	Total Units: <b>304</b> UC: <b>0</b> Occupancy: <b>99.3%</b> Stories: <b>3,4</b> w/Elevator    Year Built: <b>2010</b> BR: <b>1, 2, 3</b> Vacant Units: <b>2</b> Waitlist: <b>None</b> AR Year: Target Population: <b>Family</b> Yr Renovated: Rent Special: <b>None</b> Notes: <b>Rents change daily</b>	

<b>4</b>	<b>Advenir at One Eleven</b> 111 Knox Abbott Dr, Cayce, SC 29033	Contact: Allison Phone: (833) 683-0824
	Total Units: <b>224</b> UC: <b>0</b> Occupancy: <b>90.2%</b> Stories: <b>3,4</b> Year Built: <b>2016</b> BR: <b>0, 1, 2</b> Vacant Units: <b>22</b> Waitlist: <b>None</b> AR Year: Target Population: <b>Family</b> Yr Renovated: Rent Special: <b>M/I by 3/15 get one month rent free</b> Notes:	


<b>5</b>	<b>Brookland</b> 127 State St, West Columbia, SC 29169	Contact: Brandy Phone: (855) 891-5820
	Total Units: <b>100</b> UC: <b>0</b> Occupancy: <b>100.0%</b> Stories: <b>4</b> w/Elevator    Year Built: <b>2018</b> BR: <b>1, 2</b> Vacant Units: <b>0</b> Waitlist: <b>None</b> AR Year: Target Population: <b>Family</b> Yr Renovated: Rent Special: <b>None</b> Notes:	

<ul style="list-style-type: none"> <li><span style="color: green;">✔</span> Comparable Property</li> <li><span style="color: blue;">◆</span> Senior Restricted</li> <li><span style="background-color: blue; color: white; padding: 2px;">(MRR)</span> Market-Rate</li> <li><span style="background-color: cyan; color: white; padding: 2px;">(MRT)</span> Market-Rate &amp; Tax Credit</li> <li><span style="background-color: pink; color: white; padding: 2px;">(MRG)</span> Market-Rate &amp; Government-Subsidized</li> <li><span style="background-color: darkblue; color: white; padding: 2px;">(MIN)</span> Market-Rate &amp; Income-Restricted (not LIHTC)</li> </ul>	<ul style="list-style-type: none"> <li><span style="background-color: olive; color: white; padding: 2px;">(MIG)</span> Market-Rate, Income-Restricted (not LIHTC) &amp; Govt-Subsidized</li> <li><span style="background-color: red; color: white; padding: 2px;">(TAX)</span> Tax Credit</li> <li><span style="background-color: orange; color: white; padding: 2px;">(TGS)</span> Tax Credit &amp; Government-Subsidized</li> <li><span style="background-color: green; color: white; padding: 2px;">(TMI)</span> Tax Credit, Market-Rate, Income-Restricted (not LIHTC)</li> <li><span style="background-color: darkred; color: white; padding: 2px;">(TIN)</span> Tax Credit &amp; Income-Restricted (not LIHTC)</li> <li><span style="background-color: purple; color: white; padding: 2px;">(TMG)</span> Tax Credit, Market-Rate &amp; Government-Subsidized</li> </ul>	<ul style="list-style-type: none"> <li><span style="background-color: magenta; color: white; padding: 2px;">(TIG)</span> Tax Credit, Income-Restricted (not LIHTC) &amp; Govt-Subsidized</li> <li><span style="background-color: lightgreen; color: white; padding: 2px;">(INR)</span> Income-Restricted (not LIHTC)</li> <li><span style="background-color: lightblue; color: white; padding: 2px;">(ING)</span> Income-Restricted (not LIHTC) &amp; Government-Subsidized</li> <li><span style="background-color: yellow; color: black; padding: 2px;">(GSS)</span> Government-Subsidized</li> <li><span style="background-color: lightpurple; color: white; padding: 2px;">(ALL)</span> Tax Credit, Market-Rate, Govt-Subsidized &amp; Income-Restricted</li> </ul>
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<b>6</b>	<b>Forestbrook</b> 2805 Shadblow Ln, West Columbia, SC 29170	Contact: Mark Phone: (803) 796-8670			
		Total Units: 180 UC: 0 BR: 1, 2, 3 Target Population: Family Rent Special: None Notes: Rents change daily	Occupancy: 95.6% Vacant Units: 8	Stories: 2 Waitlist: None	Year Built: 1972 AR Year: Yr Renovated:





<b>7</b>	<b>Fountains of Edenwood</b> 1200 N. Eden Dr., Cayce, SC 29033	Contact: Rhonda Phone: (803) 796-8765			
		Total Units: 168 UC: 0 BR: 1, 2, 3 Target Population: Family Rent Special: None Notes: Rents change daily	Occupancy: 98.8% Vacant Units: 2	Stories: 2 Waitlist: None	Year Built: 1971 AR Year: Yr Renovated: 2007



<b>8</b>	<b>Granby Crossing</b> 100 Granby Crossing, Cayce, SC 29033	Contact: Janice Phone: (803) 739-4857			
		Total Units: 168 UC: 0 BR: 1, 2 Target Population: Family Rent Special: None Notes: Rents change daily	Occupancy: 100.0% Vacant Units: 0	Stories: 3 Waitlist: None	Year Built: 1990 AR Year: Yr Renovated: 2016




<b>9</b>	<b>Granby Oaks</b> 800 State St., West Columbia, SC 29169	Contact: Julila Phone: (803) 796-6520			
		Total Units: 148 UC: 0 BR: 1, 2, 3 Target Population: Family Rent Special: None Notes:	Occupancy: 100.0% Vacant Units: 0	Stories: 2 Waitlist: 1-br; 1 HH	Year Built: 1973 AR Year: Yr Renovated:

<b>10</b>	<b>Indigo at Brickworks</b> 111 Brickworks Dr, Cayce, SC 29033	Contact: Angel Phone: (803) 939-8555			
		Total Units: 186 UC: 0 BR: 0, 1, 2 Target Population: Family Rent Special: M/I in March get 50% off the pro-rated rent Notes:	Occupancy: 95.2% Vacant Units: 9	Stories: 3,4 Waitlist: None	w/Elevator Year Built: 2019 AR Year: Yr Renovated:


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







<b>11</b>	<b>Lexington Place</b> 901 Rob Roy Ct., West Columbia, SC 29169	Contact: Dana Phone: (803) 957-4792
		Total Units: 227 UC: 0 Occupancy: 99.6% Stories: 2 Year Built: 1974 BR: 1, 2, 3 Vacant Units: 1 Waitlist: Townhomes; 2 HH AR Year: Target Population: Family Yr Renovated: 1994 Rent Special: None Notes:




<b>12</b>	<b>Otarre Pointe</b> 1137 Fort Congaree Trail, Cayce, SC 29033	Contact: Keita Phone: (844) 817-7877
		Total Units: 299 UC: 0 Occupancy: 97.0% Stories: 2,3 Year Built: 2015 BR: 1, 2, 3 Vacant Units: 9 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:




<b>13</b>	<b>Quail Hollow Apts.</b> 2700 Feather Run Trl., West Columbia, SC 29169	Contact: Raye Phone: (803) 888-6305
		Total Units: 215 UC: 0 Occupancy: 99.5% Stories: 2 Year Built: 1977 BR: 1, 2, 3 Vacant Units: 1 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:

<b>14</b>	<b>Riverbanks Retreat</b> 737 Park Place Ln, West Columbia, SC 29169	Contact: Katilyn Phone: (803) 796-5079
		Total Units: 300 UC: 0 Occupancy: 93.3% Stories: 2 Year Built: 1970 BR: 1, 2, 3 Vacant Units: 20 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:


<b>901</b>	<b>Columbia Garden Apts.</b> 4000 Plowden Rd, Columbia, SC 29205	Contact: Tonya Phone: (803) 782-2437
		Total Units: 24 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1995 BR: 1, 2 Vacant Units: 0 Waitlist: 50 HH AR Year: Target Population: Family Yr Renovated: 2017 Rent Special: None Notes: Tax Credit

<ul style="list-style-type: none"> <li> Comparable Property</li> <li> Senior Restricted</li> <li> (MRR) Market-Rate</li> <li> (MRT) Market-Rate &amp; Tax Credit</li> <li> (MRG) Market-Rate &amp; Government-Subsidized</li> <li> (MIN) Market-Rate &amp; Income-Restricted (not LIHTC)</li> </ul>	<ul style="list-style-type: none"> <li> (MIG) Market-Rate, Income-Restricted (not LIHTC) &amp; Govt-Subsidized</li> <li> (TAX) Tax Credit</li> <li> (TGS) Tax Credit &amp; Government-Subsidized</li> <li> (TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)</li> <li> (TIN) Tax Credit &amp; Income-Restricted (not LIHTC)</li> <li> (TMG) Tax Credit, Market-Rate &amp; Government-Subsidized</li> </ul>	<ul style="list-style-type: none"> <li> (TIG) Tax Credit, Income-Restricted (not LIHTC) &amp; Govt-Subsidized</li> <li> (INR) Income-Restricted (not LIHTC)</li> <li> (ING) Income-Restricted (not LIHTC) &amp; Government-Subsidized</li> <li> (GSS) Government-Subsidized</li> <li> (ALL) Tax Credit, Market-Rate, Govt-Subsidized &amp; Income-Restricted</li> </ul>
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<b>902</b>	<b>Fern Hall</b> 600 Fern Hall Dr, Lexington, SC 29073	Contact: Teresa Phone: (803) 951-1874			
		Total Units: 40 UC: 0 BR: 2, 3 Target Population: Family Rent Special: None Notes: Tax Credit	Occupancy: 95.0% Vacant Units: 2	Stories: 2 Waitlist: None	Year Built: 2004 AR Year: Yr Renovated:




<b>903</b>	<b>Fern Hall Crossing</b> 123 Brevard Pkwy, Lexington, SC 29073	Contact: Teresa Phone: (803) 951-1874			
		Total Units: 48 UC: 0 BR: 1, 2, 3 Target Population: Family Rent Special: None Notes: Tax Credit	Occupancy: 97.9% Vacant Units: 1	Stories: 3 Waitlist: None	Year Built: 2008 AR Year: Yr Renovated:



<b>904</b>	<b>Harbison Garden</b> 401 Columbiana Dr., Columbia, SC 29212	Contact: Adriene Phone: (803) 749-1255			
		Total Units: 180 UC: 0 BR: 2, 3, 4 Target Population: Family Rent Special: None Notes: Tax Credit	Occupancy: 100.0% Vacant Units: 0	Stories: 2.5 Waitlist: None	Year Built: 1995 AR Year: Yr Renovated: 2013



<b>906</b>	<b>Regent Park Apts.</b> 680 Windsor Lake Way, Columbia, SC 29223	Contact: Litish Phone: (803) 708-4700			
		Total Units: 72 UC: 0 BR: 1, 2, 3 Target Population: Family Rent Special: None Notes: Tax Credit	Occupancy: 94.4% Vacant Units: 4	Stories: 3 Waitlist: None	Year Built: 2011 AR Year: Yr Renovated:

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

Source: SC State Housing Finance and Development Authority  
Effective: 01/2021

## Monthly Dollar Allowances

		Garden						Townhome					
		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR	0 BR	1 BR	2 BR	3 BR	4 BR	5 BR
Heating	Natural Gas	30	30	36	52	61	61	30	30	36	52	61	61
	+Base Charge	0	0	0	0	0	0	0	0	0	0	0	0
	Bottled Gas	32	32	39	57	66	66	32	32	39	57	66	66
	Electric	29	29	34	46	55	55	29	29	34	46	55	55
	Heat Pump	0	0	0	0	0	0	0	0	0	0	0	0
	Oil	0	0	0	0	0	0	0	0	0	0	0	0
Cooking	Natural Gas	6	6	7	10	14	14	6	6	7	10	14	14
	Bottled Gas	10	10	12	15	19	19	10	10	12	15	19	19
	Electric	2	2	3	6	8	8	2	2	3	6	8	8
Other Electric	29	29	44	55	64	64	29	29	44	55	64	64	
+Base Charge	0	0	0	0	0	0	0	0	0	0	0	0	
Air Conditioning	13	13	20	24	29	29	13	13	20	24	29	29	
Water Heating	Natural Gas	15	15	23	25	30	30	15	15	23	25	30	30
	Bottled Gas	20	20	28	32	37	37	20	20	28	32	37	37
	Electric	18	18	25	30	33	33	18	18	25	30	33	33
	Oil	0	0	0	0	0	0	0	0	0	0	0	0
Water	18	18	21	25	32	32	18	18	21	25	32	32	
Sewer	20	20	25	31	41	41	20	20	25	31	41	41	
Trash Collection	11	11	11	11	11	11	11	11	11	11	11	11	
Internet*	20	20	20	20	20	20	20	20	20	20	20	20	
Cable*	20	20	20	20	20	20	20	20	20	20	20	20	
Alarm Monitoring*	0	0	0	0	0	0	0	0	0	0	0	0	

\* Estimated- not from source

## Addendum B – Member Certification & Checklist

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

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

Certified:

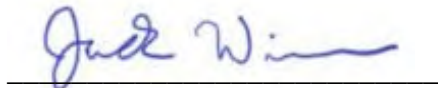


Patrick M. Bowen

President

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

Date: March 25, 2021



Jack Wiseman

Market Analyst

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

Date: March 25, 2021

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



## ADDENDUM-MARKET STUDY INDEX

### A. INTRODUCTION

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

### B. DESCRIPTION AND PROCEDURE FOR COMPLETING

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

### C. CHECKLIST

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

**CHECKLIST (Continued)**

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

**CHECKLIST (Continued)**

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

**ADDENDUM C:  
SCOPE OF RENOVATIONS**



SCOPE OF WORK DESCRIPTION		QUANTITY	UNIT	PRICE/UNIT	PRICE
<b>MASONRY</b>					<b>\$ 26,625</b>
	MASONRY CLEANING - PRESSURE WASH	25	BLDG	\$ 750.00	\$ 18,750
ALLOWANCE	BRICK VENEER MASONRY - TUCKPOINTING ALLOWANCE	25	BLDG	\$ 315.00	\$ 7,875
<b>ROUGH CARPENTRY</b>					<b>\$ 562,179</b>
ALLOWANCE	WOOD DECKS (8'X20'); REPAIR EXISTING WOOD DECKS, RAILING	25	BLDG	\$ 400.00	\$ 10,000
	BLOCKING - FILL IN WINDOW IN TUB SURROUND	100	EA	\$ 150.00	\$ 15,000
ALLOWANCE	SHEATHING - REPLACE ROTTEN ROOF SHEATHING (7/16" OSB)	500	SF	\$ 2.21	\$ 1,105
	VINYL SHUTTERS - PAIR (220 PAIRS = 440 INDIVIDUAL SHUTTERS)	220	EA	\$ 132.57	\$ 29,165
	VINYL SIDING - GABLE VENTS	50	EA	\$ 650.00	\$ 32,500
	FIBER CEMENT LAP SIDING - OVER EXISTING SUBSTRATE, INC. NEW HOUSE WRAP	67,750	SF	\$ 6.72	\$ 455,280
ALLOWANCE	FIBER CEMENT SIDING - SOFFIT & FASCIA (REPAIR MISC. DAMAGED ONLY)	1	LS	\$ 10,000.00	\$ 10,000
ALLOWANCE	FIBER CEMENT SIDING - ENTRY OVERHANG CEILING (REPAIR DAMAGED AREAS ONLY)	1	LS	\$ 2,500.00	\$ 2,500
	FIBER CEMENT SIDING - SIDING AT IN-FILLED WINDOW AT TUB (1ST FLOOR)	50	EA	\$ 132.57	\$ 6,629
<b>FINISH CARPENTRY</b>					<b>\$ 61,700</b>
	COMPOSITE TRIM AROUND BRZWAY ENTRY DOOR	25	EA	\$ 500.00	\$ 12,500
	BASEBOARD - KITCHEN & BATH ONLY	100	APT	\$ 300.00	\$ 30,000
	BASEBOARD - 4-1/4", BREEZEWAYS	1,400	LF	\$ 3.00	\$ 4,200
	STRUCTURAL PLASTICS - FIBERGLASS/COMPOSITE BRZWY ENTRY COLUMNS	50	EA	\$ 300.00	\$ 15,000
<b>INSULATION</b>					<b>\$ 62,160</b>
	INSULATION - R-38 BLOWN INSULATION IN ATTIC	56,000	SF	\$ 1.11	\$ 62,160
<b>ROOFING</b>					<b>\$ 197,131</b>
	COMPOSITION SHINGLES (30 YEAR)	755	SQ	\$ 261.10	\$ 197,131
<b>SHEET METAL</b>					<b>\$ 118,707</b>
	GUTTERS (6") & DOWNSPOUTS (3"X4")	12,200	LF	\$ 7.18	\$ 87,596
	GUTTER GUARD, PERFORATED METAL, NOT WIRE MESH (SC QAP)	5,300	LF	\$ 5.87	\$ 31,111
<b>DOORS</b>					<b>\$ 280,472</b>
	HLW METAL DOORS W/WOOD FRAMES - ENTRY	100	EA	\$ 489.56	\$ 48,956
	HLW METAL DOORS W/WOOD FRAMES - 1/2 LITE-BREEZEWAY ENTRY	25	EA	\$ 543.08	\$ 13,577
	SLIDING GLASS DOORS/VINYL - W/ BLINDS BETWEEN THE GLASS	100	EA	\$ 1,142.30	\$ 114,230
	INTERIOR PREHUNG DOORS - 10% REPLACEMENT, HOLLOW CORE (INCL. NEW CASING)	96	EA	\$ 189.30	\$ 18,173
	INTERIOR PREHUNG DOORS - FULL LOUVERED; MECH CLOSET (QAP REQ FOR RETURN ABOVE 12")	100	EA	\$ 373.12	\$ 37,312
	DOOR FINISH HARDWARE; APARTMENT ENTRY - LEVER, GRADE 3	100	EA	\$ 84.86	\$ 8,486
	DOOR FINISH HARDWARE; INTERIOR LEVER, GRADE 3	960	EA	\$ 32.64	\$ 31,334
	DOOR FINISH HARDWARE; HARDWARE & DOOR CLOSER (FOR BREEZEWAY DOOR)	25	EA	\$ 336.16	\$ 8,404
<b>WINDOWS</b>					<b>\$ 226,992</b>
	VINYL WINDOWS - BREEZEWAY; FIXED WINDOW FOR BREEZEWAY	25	EA	\$ 359.01	\$ 8,975
	VINYL WINDOWS - APT WINDOW; STANDARD SIZE, NO TEMPERING	100	EA	\$ 326.37	\$ 32,637
	VINYL WINDOWS - APT WINDOW; BOTTOM SASH TEMPERED, LARGE WINDOW	400	EA	\$ 463.45	\$ 185,380
<b>DRYWALL</b>					<b>\$ 134,375</b>
	DRYWALL - NEW; SOFFITS FOR NEW DUCTWORK IN REMAINING UNITS	30	APT	\$ 1,500.00	\$ 45,000
	DRYWALL - REPAIR/TRADE CUTS	100	APT	\$ 450.00	\$ 45,000
	DRYWALL - MISC WALL PREP	100	APT	\$ 275.00	\$ 27,500
	DRYWALL - NEW @ TUB; IN-FILL A TUB AT FORMER WINDOW	100	EA	\$ 100.00	\$ 10,000
	DRYWALL - MISC WALL PREP; BREEZEWAYS	25	EA	\$ 275.00	\$ 6,875
<b>ACOUSTICAL</b>					<b>\$ 26,100</b>
	ACOUSTICAL TILE CEILINGS - SQUARE EDGE (FOR BATHS)	5,000	SF	\$ 5.22	\$ 26,100
<b>RESILIENT FLOORING</b>					<b>\$ 613,909</b>

**ABBOTT ARMS**

2011 WILKINSON ST; CAYCE, SC 29033

# OF BLDGS: 25

QAP YEAR

PREPARED FOR:

# OF APTS: 100

**2021****DOMINION**

SOV DATE : 12/31/20

SCOPE OF WORK DESCRIPTION		QUANTITY	UNIT	PRICE/UNIT	PRICE
	FLOORING - PREP FLOOR PRIOR TO INSTALL OF VINYL	101,000	SF	\$ 0.65	\$ 65,650
	FLOORING - DEMO (ASSUMED 25% OF APTS HAVE WOOD/PARQUET FLOORING)	25,250	SF	\$ 0.65	\$ 16,413
	FLOORING (VINYL PLANK) - OVERLAY, FLOATING	106,050	SF	\$ 4.63	\$ 491,012
	FLOORING (VINYL PLANK) - OVERLAY, FLOATING (BREEZEWAYS)	3,750	SF	\$ 4.63	\$ 17,363
	VINYL STAIR TREAD & RISER (BREEZEWAYS)	350	EA	\$ 67.06	\$ 23,471
	<b>PAINTING AND DECORATING</b>				<b>\$ 305,200</b>
	PAINTING - EXTERIOR (FULL UNIT EXT. PNT, STAIRS, SITE RAILING)	1	LS	\$ 107,700.00	\$ 107,700
	DECK SEALING/STAINING - CLEAN, STAIN, & SEAL EXISTING DECKS	25	EA	\$ 1,000.00	\$ 25,000
	PAINTING (INT.) - FULL PAINT (LIVING AREAS/CEILINGS FLAT, KITCHENS/BATHS/TRIM SEMI-GLOSS)	100	APT	\$ 1,725.00	\$ 172,500
	<b>SPECIALTIES</b>				<b>\$ 109,378</b>
	BUILDING SIGNAGE	25	BLDG	\$ 650.00	\$ 16,250
	INTERIOR SIGNAGE - BRAILLE INCLUDED & CONTRASTING COLORS	100	EA	\$ 95.00	\$ 9,500
	BATH ACCESSORIES (CHROME) - FULL BATH (TOWEL BAR, TP HOLDER, SHOWER ROD)	100	EA	\$ 135.00	\$ 13,500
	MIRRORS - TOP OF MIRROR AT 6' ABOVE FINISHED FLOOR (QAP)	100	EA	\$ 78.33	\$ 7,833
	FIRE EXTINGUISHERS - 5.0LB (NOT IN BOX/CABINET)	100	EA	\$ 78.33	\$ 7,833
	POSTAL SPECIALTIES - MAILBOXES (BOXES/PEDESTALS ONLY)	100	APT	\$ 182.77	\$ 18,277
	WIRE SHELVING - REQUIRED PER QAP (VERIFY QTY WITH DRAWINGS)	4,500	LF	\$ 6.53	\$ 29,385
	GREASE SHIELD - BACK OR ADJACENT WALL	100	EA	\$ 68.00	\$ 6,800
	<b>SPECIAL EQUIPMENT</b>				<b>\$ 2,500</b>
ALLOWANCE	VIDEO SURVEILLANCE - ALLOWANCE TO DETACH & RESET FOR SIDING	1	LS	\$ 2,500.00	\$ 2,500
	<b>CABINETS</b>				<b>\$ 380,952</b>
ALLOWANCE	SPECIALTY CASEWORK - WATER HEATER CABINET IN KITCHEN	100	EA	\$ 350.00	\$ 35,000
	KITCHEN CABINETS (SOLID WOOD/PLYWOOD) & COUNTERTOPS (LAMINATE PLYWOOD)	100	APT	\$ 3,002.61	\$ 300,261
	BATHRM VANITY CABINETS - 2BR, 3BR, AND 4BR UNITS - STANDARD SIZE VANITY	80	EA	\$ 391.64	\$ 31,331
	BATHRM VANITY CABINETS - 1BR UNITS - LARGE VANITY	20	EA	\$ 718.02	\$ 14,360
	<b>APPLIANCES</b>				<b>\$ 171,671</b>
	REFRIGERATOR - 14-16 CF - ESTAR, NO ICE MAKER, BLACK/WHITE	100	EA	\$ 757.18	\$ 75,718
	RANGE (30" ELECTRIC) - STANDARD CLEAN, REAR CONTROL, BLACK/WHITE	100	EA	\$ 554.83	\$ 55,483
	RANGE HOOD/MICROWAVE COMBO (30") - NOT E-STAR, NOT VENTED, BLACK/WHITE	100	EA	\$ 404.70	\$ 40,470
	<b>BLINDS AND SHADES, ARTWORK</b>				<b>\$ 19,845</b>
	VINYL BLINDS - 1" VINYL BLINDS AT KITCHEN WINDOWS	100	EA	\$ 31.33	\$ 3,133
	VINYL BLINDS - 1" VINYL BLINDS AT LARGE WINDOWS	400	EA	\$ 41.78	\$ 16,712
	<b>SPECIAL CONSTRUCTION</b>				<b>\$ 447,297</b>
ALLOWANCE	SPECIAL CONSTRUCTION - ADD PIERS/FOUNDAITON REPAIR AT BLDG 23	1	LS	\$ 10,000.00	\$ 10,000
	ACCESSIBLE UNITS - UPGRADES (5% OF UNITS)	5	EA	\$ 15,000.00	\$ 75,000
	SIGHT & HEARING IMPAIRED - UPGRADES (2% OF UNITS)	2	EA	\$ 1,600.00	\$ 3,200
ALLOWANCE	RETURN LEASING OFFICE TO APT UNIT; REMODEL	1	LS	\$ 15,000.00	\$ 15,000
ALLOWANCE	NEW OFFICE/COMMUNITY BUILDING - INC. LAUNDRY, COMMUNITY SPACE, & LEASING OFFICE	2,100	SF	\$ 150.00	\$ 315,000
ALLOWANCE	CONVERT MAINT/LAUNDRY TO MAINT. ONLY - DEMO LAUNDRY, ENLARGE MAINTENANCE	1	LS	\$ 15,000.00	\$ 15,000
	DEMO SCREENED IN PORCH - CONVERT BACK TO DECK	1	LS	\$ 3,000.00	\$ 3,000
	RANGE QUEENS - UNDER RANGE HOOD/MICROWAVE COMBO	100	EA	\$ 110.97	\$ 11,097
	<b>PLUMBING AND HOT WATER</b>				<b>\$ 375,516</b>
ALLOWANCE	DOMESTIC WATER PIPING SPECIALTIES - UNIT WATER SHUT-OFF VALVE (NO RE-PIPE)	100	EA	\$ 150.00	\$ 15,000
	DOMESTIC WATER PIPING SPECIALTIES - NEW ANGLE STOPS	500	EA	\$ 33.00	\$ 16,500
	DOMESTIC WATER HEATERS (ELECTRIC) - .95EF/.92UEF & PAN (TO REMAIN IN KITCHEN)	100	EA	\$ 890.00	\$ 89,000
	KITCHEN SINK - DBL BASIN, 20 GA., UP TO 8" DEEP	100	EA	\$ 232.38	\$ 23,238
	KITCHEN FAUCET, SUPPLIES, TRIM (CHROME) - WATERSENSE	100	EA	\$ 189.30	\$ 18,930

**ABBOTT ARMS**

2011 WILKINSON ST; CAYCE, SC 29033

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**2021****DOMINION**

SOV DATE : 12/31/20

SCOPE OF WORK DESCRIPTION	QUANTITY	UNIT	PRICE/UNIT	PRICE
WATER CLOSET - WATERSENSE, ADA/COMFORT HEIGHT	100	EA	\$ 326.01	\$ 32,601
VANITY TOP - CULTURED MARBLE - 2BR, 3BR, 4BR	80	EA	\$ 189.30	\$ 15,144
VANITY TOP - CULTURED MARBLE - 1BR LARGE VANITY TOP	20	EA	\$ 265.00	\$ 5,300
LAVATORY FAUCET, SUPPLIES, TRIM (CHROME) - WATERSENSE	100	EA	\$ 163.19	\$ 16,319
BATHTUB VALVE & TRIM (CHROME) - DIVERTER	100	EA	\$ 319.84	\$ 31,984
TUB/SHOWER SURROUNDS - TUB & SURROUND COMBO (SPEC: STERLING, ENSEMBLE MEDLEY)	100	EA	\$ 1,115.00	\$ 111,500
<b>HEAT AND VENTILATION</b>				<b>\$ 64,000</b>
CENTRIFUGAL HVAC FANS - BATH FAN W/ LIGHT	100	EA	\$ 275.00	\$ 27,500
DUCTWORK - DUCT BATH EXHUAUST FROM ROOF TO EAVE (QAP)	100	APT	\$ 200.00	\$ 20,000
REGISTERS & GRILLES - ADD 4"X8" TRANSFER GRILLES IN CLOSETS	100	EA	\$ 165.00	\$ 16,500
<b>AIR CONDITIONING</b>				<b>\$ 601,430</b>
SPLIT SYSTEMS (ELEC HEAT PUMPS) - USE EXISTING DUCT, REF. LINES, COND. DRAIN	70	APT	\$ 5,580.00	\$ 390,600
SPLIT SYSTEMS (ELEC HEAT PUMPS) - NEW DUCTWRK & REF. LINES	30	APT	\$ 6,800.00	\$ 204,000
CONDENSATE DRAINS - PIPE TO EXTERIOR	30	EA	\$ 227.65	\$ 6,830
<b>ELECTRICAL</b>				<b>\$ 598,091</b>
ELE. WIRING, BREAKERS, PANELS - DEMO/ABANDON B'BRD HEAT, SEAL HEAT, WDW AC	30	APT	\$ 250.00	\$ 7,500
ALLOWANCE ELE. WIRING, BREAKERS, PANELS - ALUMICON CONNECTORS (50% OF UNITS)	50	APT	\$ 1,000.00	\$ 50,000
ELE. WIRING, BREAKERS, PANELS - RELOCATE VANITY LIGHT FOR SC QAP SIZE MIRROR	100	EA	\$ 97.00	\$ 9,700
ELE. WIRING, BREAKERS, PANELS - RELOCATE WIRING FOR NEW VENTLESS RANGE HOOD	100	EA	\$ 163.19	\$ 16,319
ELE. WIRING, BREAKERS, PANELS - ADD 120V CIRCUIT FOR SEPARATE CEIL'G FAN & LIGHT	300	EA	\$ 195.82	\$ 58,746
ELE. WIRING, BREAKERS, PANELS - ADD FAN BOXES AT NEW CEILING FANS	300	EA	\$ 98.00	\$ 29,400
ELE. WIRING, BREAKERS, PANELS - (2) NEW 240V CIRCUITS FOR NEW SPLIT SYSTEMS	30	EA	\$ 656.66	\$ 19,700
ELE. WIRING, BREAKERS, PANELS - ADD WIRING & GFCI @ CONDERSER	30	EA	\$ 391.64	\$ 11,749
ELE. WIRING, BREAKERS, PANELS - ELE PANEL REPLACEMENT	100	EA	\$ 1,096.61	\$ 109,661
ELE. DEVICES, SWITCHES,RECEPTICLES - NEW SWITCHES, OUTLETS, & CVR PLATES	100	APT	\$ 685.00	\$ 68,500
ELE. DEVICES - NEW GFCI'S IN KITCHEN & BATH(S) (AT EXISTING ELEC BOXES)	100	APT	\$ 175.00	\$ 17,500
INTERIOR LIGHTING - LED	100	APT	\$ 725.00	\$ 72,500
CEILING FANS - USE EXISTING WIRING	300	EA	\$ 210.00	\$ 63,000
INTERIOR LIGHTING - BREEZEWAY (2 LIGHTS PER BREEZEWAY)	50	EA	\$ 176.24	\$ 8,812
EXTERIOR LIGHTING - APT AT BREEZEWAY ENTRY (2 LIGHTS PER ENTRY)	50	EA	\$ 143.60	\$ 7,180
EXTERIOR LIGHTING - APT AT BACK ENTRY (1 PER BACK ENTRY)	100	EA	\$ 143.60	\$ 14,360
FIRE/SMOKE DETECTION - INTERCONNECT & HARDWIRE (APTS W/O HVAC)	30	APT	\$ 587.47	\$ 17,624
FIRE/SMOKE DETECTION - SMOKES ONLY (EXIST'G HRDWRD & INTRCNCTD IN APTS W/ NEW HVAC)	240	EA	\$ 66.00	\$ 15,840
<b>LAND IMPROVEMENT</b>				<b>\$ 757,267</b>
<b>EARTHWORK</b>				<b>\$ 13,000</b>
CLEARING AND GRUBBING - AT FENCE/TREE LINE LOCATED ON EAST SIDE OF PROPERTY	1	LS	\$ 10,000.00	\$ 10,000
SITE DEMOLITION - DEMO PLAYGROUND AT BACK OF PROPERT	1	LS	\$ 3,000.00	\$ 3,000
<b>SITE UTILITIES</b>				<b>\$ 61,997</b>
TV INSPECTION OF SEWER PIPELINES - JET & CAMERA SEWER LINES	1	LS	\$ 15,000.00	\$ 15,000
DOWNSPOUTS - DISCHARGE 6' AWAY	240	EA	\$ 195.82	\$ 46,997
<b>ROADS AND WALKS:</b>				<b>\$ 452,310</b>
CONCRETE FOR VEHICULAR AREA - DUMPSTER PAD & APPROACH, 12" THICK	1,680	SF	\$ 25.00	\$ 42,000
CONCRETE FOR VEHICULAR AREA - RECYCLING PAD & APPROACH, 12" THICK	240	SF	\$ 25.00	\$ 6,000
CONCRETE FOR VEHICULAR AREA - HC SPACES	2,925	SF	\$ 20.00	\$ 58,500
ASPHALT PAVING - DIG OUT & REPAIR	500	SF	\$ 9.00	\$ 4,500
ASPHALT PAVING - MILL, OVERLAY & STRIPE	60,000	SF	\$ 3.26	\$ 195,600
<b>SIDEWALKS, STEPS, HANDRAILS, ETC.</b>				<b>\$ 145,710</b>
CONCRETE SIDEWALKS - NEW SIDEWALK AT NEW LEASING OFFICE	1,000	SF	\$ 13.55	\$ 13,550



**ABBOTT ARMS**

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PREPARED FOR:  
**DOMINION**

SOV DATE : 12/31/20

SCOPE OF WORK DESCRIPTION		QUANTITY	UNIT	PRICE/UNIT	PRICE
	<del>CONCRETE SIDEWALKS - REMOVED FROM SOV ON 12/31/20; DEMO 3' SIDEWALK - ENLARGE TO 4' WIDE</del>	<del>8,800</del>	<del>SF</del>	<del>\$</del>	<del>\$</del>
	CONCRETE SIDEWALKS - ACCESSIBLE ROUTES; REPLACE 20% OF THE TOTAL 14,950 SF.	2,990	SF	\$ 15.50	\$ 46,345
	CONCRETE SIDEWALKS - REPAIR, NON ACCESSIBLE ROUTE; REPLACE 20% OF THE TOTAL 14,950 SF.	2,990	SF	\$ 13.55	\$ 40,515
	CONCRETE SIDEWALKS - CURB CUTS ON ACCESSIBLE ROUTES	8	EA	\$ 1,500.00	\$ 12,000
ALLOWANCE	CONCRETE STEPS	40	EA	\$ 325.00	\$ 13,000
ALLOWANCE	METAL HANDRAILS - SITE; 1-PIPE/2-PIPE HANDRAIL (NO PICKETS), GALVANIZED	200	LF	\$ 101.50	\$ 20,300
<b>SITE IMPROVEMENTS:</b>					<b>\$ 161,210</b>
<b>FENCES, WALLS, ETC.</b>					<b>\$ 103,210</b>
ALLOWANCE	RETAINING WALLS - MODULAR	1	LS	\$ 75,000.00	\$ 75,000
	FENCES & GATES - DUMPSTER ENCLOSURE (3 SIDED, NO GATE)	7	EA	\$ 3,000.00	\$ 21,000
	METAL BOLLARDS	14	EA	\$ 515.00	\$ 7,210
<b>STREET &amp; ENTRANCE SIGNS</b>					<b>\$ 15,500</b>
ALLOWANCE	MONUMENT SIGNAGE - FOAM CORE SIGN (APPROX 5'X10")	1	LS	\$ 13,000.00	\$ 13,000
ALLOWANCE	LIGHTING FOR MONUMENT/PROPERTY SIGN - INCL. ELECTRICAL ROUGH-IN	1	LS	\$ 2,500.00	\$ 2,500
<b>MISCELLANEOUS</b>					<b>\$ 42,500</b>
ALLOWANCE	PLAYGROUND EQUIPMENT - INC. BLACK BORDER & ENG. WOOD MULCH, 1 BENCH	1	LS	\$ 32,500.00	\$ 32,500
	MAIL KIOSK	1	LS	\$ 10,000.00	\$ 10,000
<b>LAWNS AND PLANTINGS:</b>					<b>\$ 68,750</b>
ALLOWANCE	TREE TRIMMING/REMOVAL	1	LS	\$ 15,000.00	\$ 15,000
ALLOWANCE	GRADING/DRAINAGE - POSITIVE DRAINAGE, SEED/STRAW	25	BLDG	\$ 750.00	\$ 18,750
ALLOWANCE	GRADING/DRAINAGE - REGRADE/BURM & SWALE, EAST SIDE OF PROPERTY B/T APTS & FENCE LINE	1	LS	\$ 15,000.00	\$ 15,000
ALLOWANCE	PLANTING/LANDSCAPING	100	APT	\$ 200.00	\$ 20,000
<b>CONSTRUCTION HARD COST:</b>					<b>\$ 6,143,497</b>
	GENERAL CONDITIONS = \$328,546; P&P BOND = \$40,064		6%		\$ 368,610
	OVERHEAD		2%		\$ 122,870
	PROFIT		6%		\$ 368,610
<b>TOTAL WITH CONTRACTOR FEE:</b>					<b>\$ 7,003,587</b>
	BUILDERS RISK		100%		\$ -
	CONTRACTOR'S COST CERTIFICATION		LS		\$ 10,000
	PERMITS (BY OWNER)		LS		\$ -
	CONTINGENCY		0%		\$ -
<b>TOTAL CONTRACT AMOUNT:</b>					<b>\$ 7,013,587</b>

HARD COST PRICE PER APT:	\$ 61,435
TOTAL PRICE PER APT:	\$ 70,136

**NOTES/CLARIFICATIONS:**

- 1 ABOVE PRICING EXCLUDES ENVIRONMENTAL ABATEMENT OF ANY KIND
- 2 ABOVE PRICING ASSUMES THAT THE PROJECT WAS CONSTRUCTED USING LEAD-FREE PIPES, SOLDER, AND FLUX
- 3 EXISTING WOOD PARQUET FLOOR QUANTITY IS UNKNOWN. 8/3/20 SOV ASSUMES 25% OF UNITS HAVE PARQUET FLOOR TO BE REMOVED
- 4 EXISTING METAL RAILING/GUARDRAIL IN STAIRWELL TO REMAIN. CURRENT BALLUSTER OPENING WIDTH IS 5". IT DOES NOT MEET CURRENT CODE.
- 5 EXISTING CONDITION OF ATTIC DRAFTSTOPS ARE UNKNOWN. ABOVE PRICING EXCLUDES REPAIR OR BUILDING NEW ATTIC DRAFTSTOPS.
- 6 ABOVE PRICING ASSUMES THAT THERE ARE 30 APARTMENT UNITS THAT NEED NEW HVAC, DUCTWORK, REFRIGERANT LINES, AND CONDENSATE DRAIN LINES. ABOVE PRICING ASSUMES THAT THERE ARE 70 APARTMENT UNITS WITH EXISTING SPLIT SYSTEMS THAT ARE BEING REPLACED. REPLACEMENT INCLUDES
- 7 AIR HANDLERS, CONDENSERS, THERMOSTATS, AND REGISTERS. THE EXISTING REFRIGERANT LINES, CONDENSATE DRAIN LINES, AND DUCTWORK SHALL BE RE-USED.
- 8 ABOVE PRICING ASSUMES EXISTING 70 APARTMENT UNITS WITH NEW HVAC SPLIT SYSTEM DO NOT NEED TO BE REPLACED. NO WORK TO BE DONE TO THOSE HVAC SPLIT SYSTEMS
- 9 ABOVE PRICING INCLUDES REPLACEMENT OF CLOSET SHELVING.
- 10 ABOVE PRICING EXCLUDES NURSE CALL SYSTEMS IN ALL STANDARD UNITS, SIGHT AND HEARING IMPAIRED UNITS, AND HANDICAP ACCESSIBLE UNITS
- 11 ABOVE PRICING ASSUMES NEW WATER HEATER CAN BE TIED INTO EXISTING OVERFLOW DRAIN. ABOVE PRICING EXCLUDES ADDING NEW OVERFLOW DRAIN FOR WATER HEATER.
- 12 ABOVE PRICING EXCLUDES DISHWASHER AND ICE MAKER.





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SCOPE OF WORK DESCRIPTION	QUANTITY	UNIT	PRICE/UNIT	PRICE
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13 ABOVE PRICING EXCLUDES HVAC DUCTWORK CLEANING.

14 PER SITEWALK, ALL APT UNITS WITH NEW HVAC SPLIT SYSTEMS HAVE SMOKE DETECTORS THAT ARE ALREADY HARDWIRED AND INTERCONNECTED, TOTAL 70 APTS. SCOPE IS DEVIC

15 PER SITEWALK, ALL APT UNITS WITHOUT NEW HVAC SPLIT SYSTEMS DO NOT HAVE SMOKE DETECTORS THAT ARE HARDWIRED AND INTERCONNECTED, TOTAL 30 APTS. SCOPE IS DEVICE REPLACEMENT AND INTERCONNECT AND HARDWIRE.

16 ABOVE PRICING INCLUDES ABANDONING EXISTING KITCHEN EXHAUST AND INSTALLING NEW VENTLESS RANGE HOOD.

17 ABOVE PRICING INCLUDES AN ALLOWANCE FOR A NEW WATER HEATER CABINET. ABOVE PRICING ASSUMES WATER HEATER TO REMAIN IN KITCHEN LOCATION.

PER SITEWALK, EXISTING WOOD DECKS AND WOOD STAIRS TO REMAIN. ABOVE PRICING INCLUDES REPAIR OF EXISTING DECKS. SC QAP SAYS, "EXISTING

18 EXTERIOR WOODEN STAIR SYSTEMS MAY NOT BE REPAIRED. INSTEAD THEY MUST BE REPLACED IN THEIR ENTIRETY WITH NEW POWDER COATED

**ADDENDUM D:  
RENT ROLL**

**Affordable Rent Roll**  
**Property: Abbott Arms (aba)**  
 As of Date: 03/31/2021

Property	Unit	Unit Type	Unit Sq Ft	Bed Rooms	Tenant Name	Contract Program	Contract No.	Tran Type	Effective Date	Market Rent	Gross Rent	Contract Rent	RD Basic Rent	Subsidy	Tenant Rent	Utility Allowance	Other Non-Optional Charges	TTP	Utility Reim.
Abbott Arms (aba)	001B	aba21	0	2		Sec 8	SC16M000150	AR	12/01/20	1,360	1,448	1,360	0	1,193	167	88	0	255	0
	001C	aba21	0	2		Sec 8	SC16M000150	GR	08/01/20	1,360	1,448	1,360	0	1,415	0	88	0	33	55
	001D	aba21	0	2		Sec 8	SC16L000124	IR	01/01/21	1,360	1,448	1,360	0	1,326	34	88	0	122	0
	002A	aba21	0	2		Sec 8	SC16M000150	MI	01/22/21	1,360	1,448	1,360	0	1,214	146	88	0	234	0
	002B	aba21	0	2		Sec 8	SC16M000150	IR	01/01/21	1,360	1,448	1,360	0	1,423	0	88	0	25	63
	002C	aba21	0	2		Sec 8	SC16M000150	MI	01/22/21	1,360	1,448	1,360	0	1,177	183	88	0	271	0
	002D	aba21	0	2		Sec 8	SC16M000150	AR	11/01/20	1,360	1,448	1,360	0	1,166	194	88	0	282	0
	003A	aba21	0	2		Sec 8	SC16M000150	MI	11/13/20	1,360	1,448	1,360	0	1,193	167	88	0	255	0
	003B	aba21	0	2		Sec 8	SC16L000124	AR	11/01/20	1,360	1,448	1,360	0	1,136	224	88	0	312	0
	003C	aba21	0	2		Sec 8	SC16M000150	GR	08/01/20	1,360	1,448	1,360	0	1,204	156	88	0	244	0
	003D	aba21	0	2		Sec 8	SC16M000150	AR	01/01/21	1,360	1,448	1,360	0	1,423	-63	88	0	25	63
	004A	aba21	0	2		Sec 8	SC16L000124	AR	02/01/21	1,360	1,448	1,360	0	1,423	-63	88	0	25	63
	004B	aba21	0	2		Sec 8	SC16M000150	GR	08/01/20	1,360	1,448	1,360	0	1,325	35	88	0	123	0
	004C	aba21	0	2		Sec 8	SC16M000150	IR	12/01/20	1,360	1,448	1,360	0	1,204	156	88	0	244	0
	004D	aba21	0	2		Sec 8	SC16M000150	AR	02/01/21	1,360	1,448	1,360	0	1,362	-2	88	0	86	2
	005A	aba31	0	3		Sec 8	SC16L000124	AR	02/01/21	1,526	1,633	1,526	0	1,257	269	107	0	376	0
	005B	aba31	0	3		Sec 8	SC16M000150	AR	01/01/21	1,526	1,633	1,526	0	1,569	-43	107	0	64	43
	005C	aba31	0	3		Sec 8	SC16M000150	GR	08/01/20	1,526	1,633	1,526	0	1,453	73	107	0	180	0
	005D	aba31	0	3		Sec 8	SC16L000124	AR	12/01/20	1,526	1,633	1,526	0	1,025	501	107	0	608	0
	006A	aba31	0	3		Sec 8	SC16M000150	AR	02/01/21	1,526	1,633	1,526	0	1,539	-13	107	0	94	13
	006B	aba31	0	3		Sec 8	SC16M000150	IR	01/01/21	1,526	1,633	1,526	0	1,555	0	107	0	78	29
	006D	aba31	0	3		Sec 8	SC16M000150	AR	02/01/21	1,526	1,633	1,526	0	1,581	-55	107	0	52	55
	007A	aba11	0	1		Sec 8	SC16L000124	AR	02/01/21	1,300	1,372	1,300	0	1,147	153	72	0	225	0
	007B	aba11	0	1		Sec 8	SC16M000150	AR	01/01/21	1,300	1,372	1,300	0	1,303	-3	72	0	69	3
	007C	aba11	0	1		Sec 8	SC16M000150	GR	08/01/20	1,300	1,372	1,300	0	1,265	35	72	0	107	0
	007D	aba11	0	1						1,300	0	1,300	0	0	0	72	0	0	0
	008A	aba21	0	2						1,360	0	1,360	0	0	0	88	0	0	0
	008B	aba21	0	2		Sec 8	SC16M000150	GR	08/01/20	1,360	1,448	1,360	0	1,169	191	88	0	279	0
	008C	aba21	0	2		Sec 8	SC16L000124	AR	01/01/21	1,360	1,448	1,360	0	1,356	4	88	0	92	0
	008D	aba21	0	2		Sec 8	SC16M000150	GR	08/01/20	1,360	1,448	1,360	0	1,410	0	88	0	38	50
	009A	aba11	0	1		Sec 8	SC16L000124	AR	01/01/21	1,300	1,372	1,300	0	1,068	232	72	0	304	0
	009B	aba11	0	1		Sec 8	SC16M000150	GR	08/01/20	1,300	1,372	1,300	0	1,347	0	72	0	25	47
	009C	aba11	0	1		Sec 8	SC16M000150	MI	10/30/20	1,300	1,372	1,300	0	954	346	72	0	418	0
	009D	aba11	0	1		Sec 8	SC16M000150	AR	02/01/21	1,300	1,372	1,300	0	1,297	3	72	0	75	0
	010A	aba31	0	3		Sec 8	SC16M000150	GR	08/01/20	1,526	1,633	1,526	0	1,234	292	107	0	399	0
	010B	aba31	0	3						1,526	0	1,526	0	0	0	107	0	0	0
	010C	aba31	0	3		Sec 8	SC16M000150	IR	11/01/20	1,526	1,633	1,526	0	1,525	1	107	0	108	0
	010D	aba31	0	3						1,526	0	1,526	0	0	0	107	0	0	0
	011A	aba21	0	2		Sec 8	SC16M000150	IR	11/01/20	1,360	1,448	1,360	0	1,066	294	88	0	382	0
	011B	aba21	0	2		Sec 8	SC16M000150	AR	08/01/20	1,360	1,448	1,360	0	1,383	-23	88	0	65	23
	011C	aba21	0	2		Sec 8	SC16M000150	AR	11/01/20	1,360	1,448	1,360	0	1,423	-63	88	0	25	63
	011D	aba21	0	2		Sec 8	SC16M000150	MI	01/29/21	1,360	1,448	1,360	0	1,265	95	88	0	183	0
	012A	aba31	0	3		Sec 8	SC16M000150	MI	09/18/20	1,526	1,633	1,526	0	1,608	-82	107	0	25	82
	012B	aba31	0	3		Sec 8	SC16M000150	AR	12/01/20	1,526	1,633	1,526	0	1,329	197	107	0	304	0
	012C	aba31	0	3		Sec 8	SC16M000150	IR	02/01/21	1,526	1,633	1,526	0	1,608	0	107	0	25	82
	012D	aba31	0	3		Sec 8	SC16M000150	GR	08/01/20	1,526	1,633	1,526	0	1,422	104	107	0	211	0
	013A	aba11	0	1		Sec 8	SC16M000150	GR	08/01/20	1,300	1,372	1,300	0	1,147	153	72	0	225	0
	013B	aba11	0	1		Sec 8	SC16M000150	IR	08/06/20	1,300	1,372	1,300	0	1,147	153	72	0	225	0
	013C	aba11	0	1		Sec 8	SC16L000124	GR	10/01/20	1,300	1,372	1,300	0	1,141	159	72	0	231	0
	013D	aba11	0	1		Sec 8	SC16M000150	AR	11/01/20	1,300	1,372	1,300	0	1,221	79	72	0	151	0
	014A	aba21	0	2		Sec 8	SC16M000150	GR	08/01/20	1,360	1,448	1,360	0	1,217	143	88	0	231	0
	014B	aba21	0	2		Sec 8	SC16L000124	GR	10/01/20	1,360	1,448	1,360	0	1,186	174	88	0	262	0
	014C	aba21	0	2		Sec 8	SC16M000150	AR	03/01/21	1,360	1,448	1,360	0	972	388	88	0	476	0
	014D	aba21	0	2		Sec 8	SC16M000150	MI	01/08/21	1,360	1,448	1,360	0	1,321	39	88	0	127	0
	015A	aba21	0	2		Sec 8	SC16M000150	GR	08/01/20	1,360	1,448	1,360	0	1,218	142	88	0	230	0
	015B	aba21	0	2		Sec 8	SC16M000150	AR	10/01/20	1,360	1,448	1,360	0	842	518	88	0	606	0
	015C	aba21	0	2		Sec 8	SC16M000150	AR	02/01/21	1,360	1,448	1,360	0	1,135	225	88	0	313	0
	015D	aba21	0	2		Sec 8	SC16M000150	AR	01/01/21	1,360	1,448	1,360	0	1,135	225	88	0	313	0
	016A	aba11	0	1		Sec 8	SC16M000150	AR	10/01/20	1,300	1,372	1,300	0	433	867	72	0	939	0
	016B	aba11	0	1						1,300	0	1,300	0	0	0	72	0	0	0
	016C	aba11	0	1		Sec 8	SC16M000150	GR	08/01/20	1,300	1,372	1,300	0	600	700	72	0	772	0

**Affordable Rent Roll**  
**Property: Abbott Arms (aba)**  
 As of Date: 03/31/2021

Property	Unit	Unit Type	Bed Sq Ft	Rooms	Tenant Name	Program	Contract No.	Tran Type	Effective Date	Market Rent	Gross Rent	Contract Rent	RD Basic Rent	Subsidy	Tenant Rent	Utility Allowance	Other Non-Optional Charges	TTP	Utility Reim.
	016D	aba11	0	1		Sec 8	SC16L000124	GR	10/01/20	1,300	1,372	1,300	0	1,147	153	72	0	225	0
	017A	aba31	0	3		Sec 8	SC16M000150	MI	08/14/20	1,526	1,633	1,526	0	1,571	-45	107	0	62	45
	017B	aba31	0	3		Sec 8	SC16M000150	AR	10/01/20	1,526	1,633	1,526	0	1,329	197	107	0	304	0
	017C	aba31	0	3		Sec 8	SC16M000150	IR	02/01/21	1,526	1,633	1,526	0	1,608	0	107	0	25	82
	017D	aba31	0	3		Sec 8	SC16M000150	MI	11/19/20	1,526	1,633	1,526	0	1,341	185	107	0	292	0
	018A	aba21	0	2		Sec 8	SC16L000124	GR	10/01/20	1,360	1,448	1,360	0	882	478	88	0	566	0
	018B	aba21	0	2		Sec 8	SC16M000150	MI	12/04/20	1,360	1,448	1,360	0	1,088	272	88	0	360	0
	018C	aba21	0	2		Sec 8	SC16M000150	GR	08/01/20	1,360	1,448	1,360	0	802	558	88	0	646	0
	018D	aba21	0	2		Sec 8	SC16M000150	AR	10/01/20	1,360	1,448	1,360	0	1,192	168	88	0	256	0
	019A	aba21	0	2		Sec 8	SC16M000150	AR	01/01/21	1,360	1,448	1,360	0	1,387	-27	88	0	61	27
	019B	aba21	0	2		Sec 8	SC16M000150	AR	01/01/21	1,360	1,448	1,360	0	1,205	155	88	0	243	0
	019C	aba21	0	2		Sec 8	SC16M000150	AR	11/01/20	1,360	1,448	1,360	0	1,383	-23	88	0	65	23
	019D	aba21	0	2		Sec 8	SC16M000150	AR	01/01/21	1,360	1,448	1,360	0	1,135	225	88	0	313	0
	020A	aba11	0	1		Sec 8	SC16M000150	UT	02/14/21	1,300	1,372	1,300	0	1,171	129	72	0	201	0
	020B	aba11	0	1		Sec 8	SC16M000150	AR	08/01/20	1,300	1,372	1,300	0	1,141	159	72	0	231	0
	020D	aba11	0	1		Sec 8	SC16L000124	AR	10/01/20	1,300	1,372	1,300	0	547	753	72	0	825	0
	021A	aba21	0	2		Sec 8	SC16M000150	AR	11/01/20	1,360	1,448	1,360	0	1,388	-28	88	0	60	28
	021B	aba21	0	2		Sec 8	SC16M000150	AR	08/01/20	1,360	1,448	1,360	0	1,060	300	88	0	388	0
	021C	aba21	0	2		Sec 8	SC16L000124	AR	03/01/21	1,360	1,448	1,360	0	1,423	-63	88	0	25	63
	021D	aba21	0	2		Sec 8	SC16M000150	AR	10/01/20	1,360	1,448	1,360	0	1,404	-44	88	0	44	44
	022A	aba21	0	2		Sec 8	SC16L000124	AR	01/01/21	1,360	1,448	1,360	0	1,223	137	88	0	225	0
	022B	aba21	0	2		Sec 8	SC16M000150	GR	08/01/20	1,360	1,448	1,360	0	1,282	78	88	0	166	0
	022C	aba21	0	2		Sec 8	SC16M000150	MI	01/29/21	1,360	1,448	1,360	0	1,240	120	88	0	208	0
	022D	aba21	0	2						1,360	0	1,360	0	0	0	88	0	0	0
	023A	aba21	0	2		Sec 8	SC16L000124	AR	01/01/21	1,360	1,448	1,360	0	1,255	105	88	0	193	0
	023B	aba21	0	2		Sec 8	SC16M000150	AR	01/01/21	1,360	1,448	1,360	0	1,280	80	88	0	168	0
	023C	aba21	0	2		Sec 8	SC16M000150	GR	08/01/20	1,360	1,448	1,360	0	1,173	187	88	0	275	0
	023D	aba21	0	2		Sec 8	SC16M000150	AR	10/01/20	1,360	1,448	1,360	0	1,400	-40	88	0	48	40
	024A	aba21	0	2		Sec 8	SC16M000150	AR	08/01/20	1,360	1,448	1,360	0	1,171	189	88	0	277	0
	024B	aba21	0	2		Sec 8	SC16M000150	GR	08/01/20	1,360	1,448	1,360	0	1,423	0	88	0	25	63
	024C	aba21	0	2		Sec 8	SC16M000150	IR	11/01/20	1,360	1,448	1,360	0	1,181	179	88	0	267	0
	024D	aba21	0	2		Sec 8	SC16M000150	AR	03/01/21	1,360	1,448	1,360	0	951	409	88	0	497	0
	025A	aba21	0	2		Sec 8	SC16L000124	AR	11/01/20	1,360	1,448	1,360	0	1,423	-63	88	0	25	63
	025B	aba21	0	2		Sec 8	SC16M000150	MI	01/08/21	1,360	1,448	1,360	0	789	571	88	0	659	0
	025C	aba21	0	2		Sec 8	SC16M000150	AR	01/01/21	1,360	1,448	1,360	0	1,181	179	88	0	267	0
	025D	aba21	0	2		Sec 8	SC16L000124	GR	10/01/20	1,360	1,448	1,360	0	1,072	288	88	0	376	0
<b>Total</b>			<b>0</b>							<b>133,934</b>	<b>133,621</b>	<b>133,934</b>	<b>0</b>	<b>112,305</b>	<b>13,728</b>	<b>8,593</b>	<b>0</b>	<b>21,316</b>	<b>1,214</b>



## Addendum E – Achievable Market Rent Analysis

### A. INTRODUCTION

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

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

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

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

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

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

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

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)		
					One-Br.	Two-Br.	Three-Br.
<b>Site</b>	<b>Abbott Arms</b>	<b>1970 / 2022</b>	<b>98</b>	<b>100.0%</b>	<b>19</b> <b>(100.0%)</b>	<b>60</b> <b>(100.0%)</b>	<b>19</b> <b>(100.0%)</b>
6	Forestbrook	1972	180	95.6%	15 (100.0%)	80 (95.0%)	85 (95.3%)
7	Fountains of Edenwood	1971 / 2007	168	98.8%	68 (100.0%)	50 (96.0%)	50 (100.0%)
8	Granby Crossing	1990 / 2016	168	100.0%	54 (100.0%)	114 (100.0%)	-
9	Granby Oaks	1973	148	100.0%	40 (100.0%)	68 (100.0%)	40 (100.0%)
11	Lexington Place	1974 / 1994	227	99.6%	24 (95.8%)	185 (100.0%)	18 (100.0%)
13	Quail Hollow Apts.	1977	215	99.5%	30 (96.7%)	142 (100.0%)	43 (100.0%)

Occ. – Occupancy

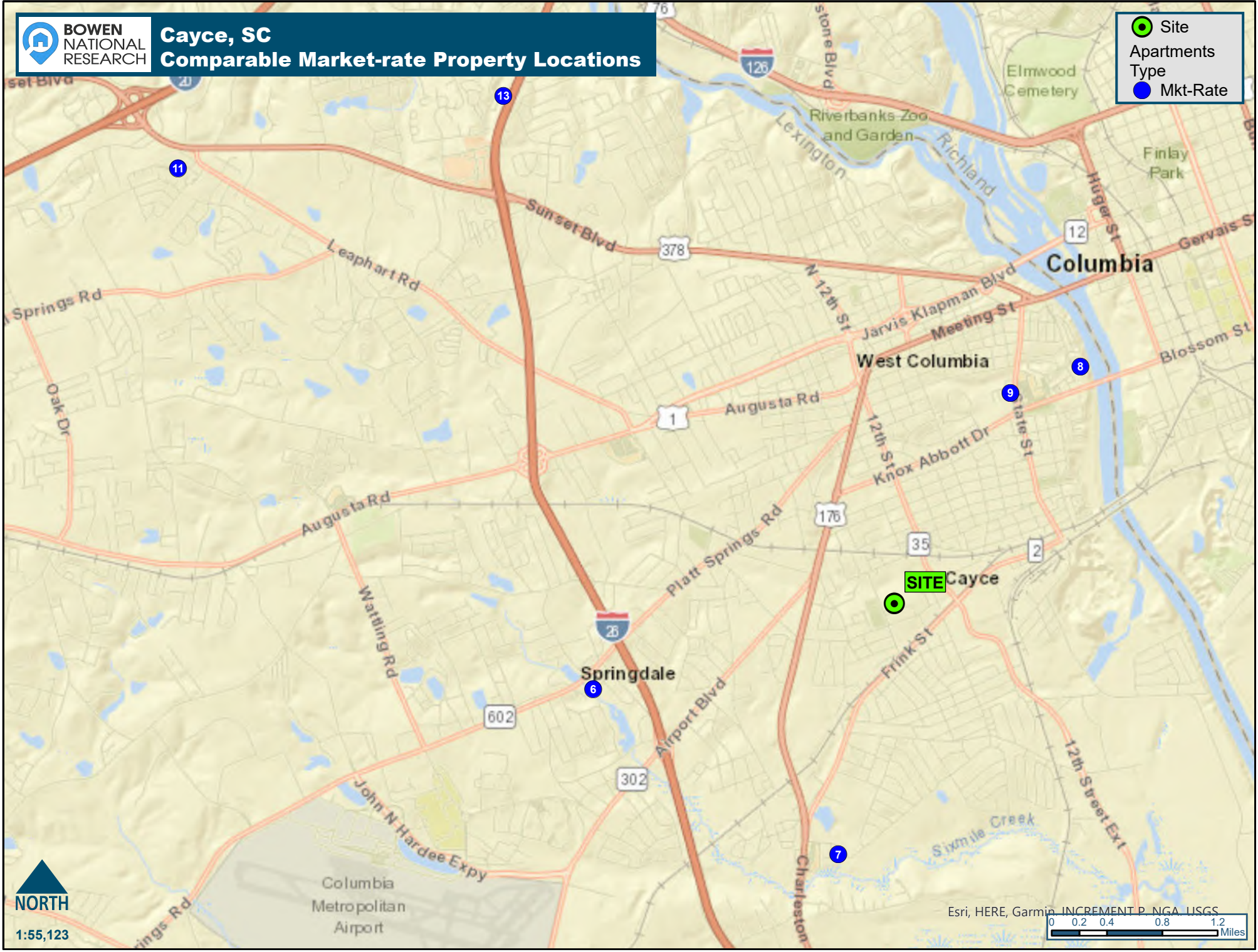
The six selected market-rate projects have a combined total of 1,106 units with an overall occupancy rate of 98.9%. None of the comparable properties has an occupancy rate below 95.6%. These strong occupancy rates indicate that the selected properties are well-received within the market and therefore will serve as accurate benchmarks with which to compare the subject project.

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



# Cayce, SC Comparable Market-rate Property Locations

- Site
- Apartments
- Type
- Mkt-Rate



**NORTH**  
1:55,123

Esri, HERE, Garmin, INCREMENT P, NGA, USGS  
0 0.2 0.4 0.8 1.2 Miles



**Rent Comparability Grid**

Unit Type →

**ONE-BEDROOM**

<b>Subject</b>		<b>Comp #1</b>		<b>Comp #2</b>		<b>Comp #3</b>		<b>Comp #4</b>		<b>Comp #5</b>	
Abbott Arms		Forestbrook		Fountains of Edenwood		Granby Crossing		Granby Oaks		Quail Hollow Apts.	
2011 Wilkinson Street		2805 Shadblow Ln		1200 N. Eden Dr.		100 Granby Crossing		800 State St.		2700 Feather Run Trl.	
Cayce, SC		West Columbia, SC		Cayce, SC		Cayce, SC		West Columbia, SC		West Columbia, SC	
<b>Data</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
<b>A. Rents Charged</b>											
1	\$ Last Rent / Restricted?	\$800		\$920		\$1,055		\$850		\$845	
2	Date Surveyed	Mar-21		Mar-21		Mar-21		Mar-21		Mar-21	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		100%		100%		100%		97%	
5	Effective Rent & Rent/ sq. ft	\$800	1.07	\$920	1.23	\$1,055	1.28	\$850	1.16	\$845	0.98
<b>B. Design, Location, Condition</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
6	Structure / Stories	WU/2		WU/2		WU/3		WU/2		WU/2	
7	Yr. Built/Yr. Renovated	1970/2022	\$24	1971/2007	\$7	1990/2016	(\$7)	1973	\$23	1977	\$19
8	Condition/Street Appeal	G		G		G		G		G	
9	Neighborhood	G		G		G		G		G	
10	Same Market?	Yes		Yes		Yes		Yes		Yes	
<b>C. Unit Equipment/ Amenities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
11	# Bedrooms	1		1		1		1		1	
12	# Baths	1		1		1		1		1	
13	Unit Interior Sq. Ft.	600	(\$43)	750	(\$43)	827	(\$65)	732	(\$38)	858	(\$74)
14	Patio/Balcony	N	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y	\$5	N/Y	\$5	Y/Y		N/Y	\$5	N/Y	\$5
18	Washer/Dryer	W/D	\$35	HU/L	\$25	W/D		L	\$35	HU/L	\$25
19	Floor Coverings	V		C/V		C/L		C/V/L		C/L	
20	Window Treatments	Y		Y		Y		Y		Y	
21	Secured Entry	N		N		N		N		N	
22	Garbage Disposal	N	(\$5)	Y		Y	(\$5)	Y	(\$5)	Y	(\$5)
23	Ceiling Fan/Storage	Y/N		Y/N		Y/N		Y/N		Y/Y	(\$5)
<b>D. Site Equipment/ Amenities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
24	Parking ( \$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Features	N		N		N		N		N	
27	Community Space	Y		Y	\$5	Y		Y		Y	
28	Pool/Recreation Areas	N	(\$10)	P	(\$21)	P/F/L	(\$18)	P	(\$10)	P/F/T/WT	(\$21)
29	Computer/Business Center	Y	\$3	N	\$3	Y	\$3	N	\$3	Y	
30	Picnic Area/Grill	N	(\$3)	Y	(\$3)	Y	(\$3)	Y	(\$3)	Y	(\$3)
31	Playground	Y		Y		N	\$3	N	\$3	Y	
32	Social Services	Y	\$10	N	\$10	N	\$10	N	\$10	N	\$10
<b>E. Utilities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	Y/Y	\$38	N/N	\$38	Y/Y		Y/Y		N/N	\$38
39	Trash/Recycling	Y/N	\$11	N/N	\$11	Y/N		Y/N		N/N	\$11
<b>F. Adjustments Recap</b>		<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>
40	# Adjustments B to D	5	5	5	4	3	6	6	5	4	6
41	Sum Adjustments B to D	\$77	(\$66)	\$52	(\$72)	\$16	(\$103)	\$79	(\$61)	\$59	(\$113)
42	Sum Utility Adjustments	\$49		\$49						\$49	
		<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>
43	Net/ Gross Adjmts B to E	\$60	\$192	\$29	\$173	(\$87)	\$119	\$18	\$140	(\$5)	\$221
<b>G. Adjusted &amp; Market Rents</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>	
44	Adjusted Rent (5+ 43)	\$860		\$949		\$968		\$868		\$840	
45	Adj Rent/Last rent		108%		103%		92%		102%		99%
46	Estimated Market Rent	\$885	\$1.48 ←	Estimated Market Rent/ Sq. Ft							



**Rent Comparability Grid**

Unit Type → **TWO-BEDROOM**

<b>Subject</b>		<b>Comp #1</b>		<b>Comp #2</b>		<b>Comp #3</b>		<b>Comp #4</b>		<b>Comp #5</b>	
Abbott Arms		Forestbrook		Fountains of Edenwood		Granby Crossing		Granby Oaks		Quail Hollow Apts.	
2011 Wilkinson Street		2805 Shadblow Ln		1200 N. Eden Dr.		100 Granby Crossing		800 State St.		2700 Feather Run Trl.	
Cayce, SC		West Columbia, SC		Cayce, SC		Cayce, SC		West Columbia, SC		West Columbia, SC	
<b>A. Rents Charged</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
1	\$ Last Rent / Restricted?	\$847		\$925		\$1,220		\$955		\$955	
2	Date Surveyed	Mar-21		Mar-21		Mar-21		Mar-21		Mar-21	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	90%		96%		100%		100%		100%	
5	Effective Rent & Rent/ sq. ft	\$847	0.86	\$925	0.96	\$1,220	1.13	\$955	0.91	\$955	0.80
<b>B. Design, Location, Condition</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
6	Structure / Stories	WU/2		WU/2		WU/3		WU/2		WU/2	
7	Yr. Built/Yr. Renovated	1970/2022	\$24	1971/2007	\$7	1990/2016	(\$7)	1973	\$23	1977	\$19
8	Condition/Street Appeal	G		G		G		G		G	
9	Neighborhood	G		G		G		G		G	
10	Same Market?	Yes		Yes		Yes		Yes		Yes	
<b>C. Unit Equipment/ Amenities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
11	# Bedrooms	2		2		2		2		2	
12	# Baths	1	(\$15)	1		2	(\$30)	2	(\$30)	2	(\$30)
13	Unit Interior Sq. Ft.	800	(\$42)	960	(\$37)	1075	(\$64)	1048	(\$58)	1200	(\$93)
14	Patio/Balcony	N	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y	\$5	N/Y	\$5	Y/Y		N/Y	\$5	N/Y	\$5
18	Washer/Dryer	W/D	\$25	HU/L	\$25	W/D		L	\$35	HU/L	\$25
19	Floor Coverings	V		C/V		C/L		C/V/L		C/L	
20	Window Treatments	Y		Y		Y		Y		Y	
21	Secured Entry	N		N		N		N		N	
22	Garbage Disposal	N	(\$5)	Y		Y	(\$5)	Y	(\$5)	Y	(\$5)
23	Ceiling Fan/Storage	Y/N		Y/N		Y/N		Y/N		Y/Y	(\$5)
<b>D. Site Equipment/ Amenities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
24	Parking ( \$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Features	N		N		N		N		N	
27	Community Space	Y		Y	\$5	Y		Y		Y	
28	Pool/Recreation Areas	N	(\$10)	P	(\$21)	P/F/L	(\$18)	P	(\$10)	P/F/T/WT	(\$21)
29	Computer/Business Center	Y	\$3	N	\$3	Y	\$3	N	\$3	Y	
30	Picnic Area/Grill	N	(\$3)	Y	(\$3)	Y	(\$3)	Y	(\$3)	Y	(\$3)
31	Playground	Y		Y		N	\$3	N	\$3	Y	
32	Social Services	Y	\$10	N	\$10	N	\$10	N	\$10	N	\$10
<b>E. Utilities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	Y/Y	\$46	N/N	\$46	Y/Y		Y/Y		N/N	\$46
39	Trash/Recycling	Y/N	\$11	N/N	\$11	Y/N		Y/N		N/N	\$11
<b>F. Adjustments Recap</b>		<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>
40	# Adjustments B to D	5	6	5	4	3	7	6	6	4	7
41	Sum Adjustments B to D	\$67	(\$80)	\$52	(\$66)	\$16	(\$132)	\$79	(\$111)	\$59	(\$162)
42	Sum Utility Adjustments	\$57		\$57						\$57	
		<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>
43	Net/ Gross Adjmts B to E	\$44	\$204	\$43	\$175	(\$116)	\$148	(\$32)	\$190	(\$46)	\$278
<b>G. Adjusted &amp; Market Rents</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>	
44	Adjusted Rent (5+ 43)	\$891		\$968		\$1,104		\$923		\$909	
45	Adj Rent/Last rent		105%		105%		90%		97%		95%
46	Estimated Market Rent	\$940	\$1.18 ←	Estimated Market Rent/ Sq. Ft							

**Rent Comparability Grid**

Unit Type → **THREE-BEDROOM**

<b>Subject</b>		<b>Comp #1</b>		<b>Comp #2</b>		<b>Comp #3</b>		<b>Comp #4</b>		<b>Comp #5</b>	
Abbott Arms		Forestbrook		Fountains of Edenwood		Granby Oaks		Lexington Place		Quail Hollow Apts.	
2011 Wilkinson Street		2805 Shadblow Ln		1200 N. Eden Dr.		800 State St.		901 Rob Roy Ct.		2700 Feather Run Trl.	
Cayce, SC		West Columbia, SC		Cayce, SC		West Columbia, SC		West Columbia, SC		West Columbia, SC	
<b>A. Rents Charged</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
1	\$ Last Rent / Restricted?	\$942		\$1,195		\$1,095		\$995		\$1,095	
2	Date Surveyed	Mar-21		Mar-21		Mar-21		Mar-21		Mar-21	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	93%		100%		100%		100%		100%	
5	Effective Rent & Rent/ sq. ft	\$942	0.80	\$1,195	1.04	\$1,095	0.84	\$995	0.77	\$1,095	0.78
<b>B. Design, Location, Condition</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
6	Structure / Stories	WU/2		WU/2		WU/2		TH/2		WU/2	
7	Yr. Built/Yr. Renovated	1970/2022	\$24	1971/2007	\$7	1973	\$23	1974/1994	\$12	1977	\$19
8	Condition/Street Appeal	G		G		G		G		G	
9	Neighborhood	G		G		G		G		G	
10	Same Market?	Yes		Yes		Yes		Yes		Yes	
<b>C. Unit Equipment/ Amenities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
11	# Bedrooms	3		3		3		3		3	
12	# Baths	1.5	(\$15)	2	(\$15)	2	(\$15)	2	(\$15)	2	(\$15)
13	Unit Interior Sq. Ft.	1000	(\$38)	1150	(\$32)	1298	(\$63)	1300	(\$63)	1400	(\$84)
14	Patio/Balcony	N	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y	\$5	N/Y	\$5	N/Y	\$5	N/Y	\$5	N/Y	\$5
18	Washer/Dryer	W/D	\$25	HU/L	\$25	L	\$35	HU/L	\$25	HU/L	\$25
19	Floor Coverings	V		C/V		C/V/L		C/V		C/L	
20	Window Treatments	Y		Y		Y		Y		Y	
21	Secured Entry	N		N		N		N		N	
22	Garbage Disposal	N	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)
23	Ceiling Fan/Storage	Y/N		Y/N		Y/N		Y/Y	(\$5)	Y/Y	(\$5)
<b>D. Site Equipment/ Amenities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
24	Parking ( \$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Features	N		N		N		N		N	
27	Community Space	Y		Y	\$5	Y		Y		Y	
28	Pool/Recreation Areas	N	(\$10)	P	(\$21)	P	(\$10)	P	(\$10)	P/F/T/WT	(\$21)
29	Computer/Business Center	Y	\$3	N	\$3	Y	\$3	N	\$3	Y	
30	Picnic Area/Grill	N	(\$3)	Y	(\$3)	Y	(\$3)	Y	(\$3)	Y	(\$3)
31	Playground	Y		Y		N	\$3	N	\$3	Y	
32	Social Services	Y	\$10	N	\$10	N	\$10	N	\$10	N	\$10
<b>E. Utilities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	Y/Y	\$56	N/N	\$56	Y/Y		Y/Y		N/N	\$56
39	Trash/Recycling	Y/N	\$11	N/N	\$11	Y/N		Y/N		N/N	\$11
<b>F. Adjustments Recap</b>		<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>	<b>Pos</b>	<b>Neg</b>
40	# Adjustments B to D	5	6	5	5	6	6	6	7	4	7
41	Sum Adjustments B to D	\$67	(\$76)	\$52	(\$76)	\$79	(\$101)	\$58	(\$106)	\$59	(\$138)
42	Sum Utility Adjustments	\$67		\$67						\$67	
		<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>	<b>Net</b>	<b>Gross</b>
43	Net/ Gross Adjmts B to E	\$58	\$210	\$43	\$195	(\$22)	\$180	(\$48)	\$164	(\$12)	\$264
<b>G. Adjusted &amp; Market Rents</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>		<b>Adj. Rent</b>	
44	Adjusted Rent (5+ 43)	\$1,000		\$1,238		\$1,073		\$947		\$1,083	
45	Adj Rent/Last rent		106%		104%		98%		95%		99%
46	Estimated Market Rent	\$1,065	\$1.07 ←	Estimated Market Rent/ Sq. Ft							

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

Based on the preceding Rent Comparability Grids, it was determined that the present-day achievable market rents for units similar to the subject development are \$885 for a one-bedroom unit, \$940 for a two-bedroom unit and \$1,065 for a three-bedroom unit, which are illustrated as follows:

Bedroom Type	Proposed Collected Rent (% AMHI)	Achievable Market Rent	Market Rent Advantage
One-Br.	\$745* (60%)	\$885	15.82%
	\$804 (60%)		14.47%
Two-Br.	\$893* (60%)	\$940	5.00%
Three-Br.	\$1,026* (60%)	\$1,065	3.66%
<b>Weighted Average</b>			<b>6.75%</b>

\*Maximum allowable rent less the value of tenant-paid utilities as proposed contract rent under Section 8 program exceeds this limit.

Typically, Tax Credit rents are set 10% or more below achievable market rents to ensure that the project will represent a value and have a sufficient flow of tenants. As such, the subject’s Tax Credit rents will represent moderate to good values as compared to market-rate product in this market, as they have market rent advantages ranging from 3.66% to 15.82%, depending upon unit type.

It is important to understand, however, that the majority of the proposed rents included in the preceding table are reflective of maximum allowable LIHTC rent limits as the subject’s Section 8 contract rents exceed these limits. In reality, it is likely the property would not charge maximum allowable LIHTC rent levels in the unlikely event the subsidy was lost, and the entire property was to operate exclusively under the LIHTC guidelines. This is further evident/suggested by the lower non-subsidized LIHTC rent proposed for the subject’s non-subsidized two-bedroom unit.

Regardless, in reality the property will continue to operate with a project-based subsidy available to nearly all units following renovations. Thus, the subject property will effectively represent a much greater value within the Cayce market as compared to market rent advantages detailed in the preceding table. This is further evident/detailed by the rent advantage analysis included in *Section H*.

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

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

1. Rents for each property are reported as collected rents. These are the actual rents paid by tenants and do not consider utilities paid by tenants. The rents reported are typical and do not consider rent concessions or special promotions. When multiple rent levels were offered, we included an average rent.
7. Upon completion of renovations, the subject project will have an effective age of a project built in 1996, which is a simple average of the original year built and anticipated renovation completion date. The selected properties were built between 1971 and 1990. As such, we have adjusted the rents at the selected properties by \$1 per year of effective age difference to reflect the age of these properties.
12. There is a variety of the number of bathrooms offered among the selected properties. We have made adjustments of \$15 per half bathroom to reflect the difference in the number of bathrooms offered at the site as compared with the comparable properties.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar for dollar basis, we have used 25% of the average for this adjustment.
- 14.-23. The subject project will offer a unit amenity package similar to the selected properties. We have made, however, adjustments for features lacking at the selected properties, and in some cases, we have made adjustments for features the subject property does not offer.
- 24.-32. The subject project offers a community amenities package which is inferior to those offered among the comparable market-rate properties. We have made monetary adjustments to reflect the difference between the subject project's and the selected properties' community amenities.
- 33.-39. We have made adjustments to reflect the differences in utility responsibility at each selected property, as needed. The utility adjustments were based on the local housing authority's utility cost estimates.