



**A MARKET FEASIBILITY STUDY OF:
ARRINGTON PLACE**

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ARRINGTON PLACE

Located at:
1720 Van Heise Street
Columbia, Richland County, SC 29902

Effective Date: November 11, 2020
Report Date: December 23, 2020

Prepared for:
Evan Laws
Assistant Development Manager
Vitus Development IV, LLC
1700 Seventh Avenue, Suite 2000
Seattle, WA 98101

Prepared by:
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December 23, 2020

Evan Laws
Assistant Development Manager
Vitus Development IV, LLC
1700 Seventh Avenue, Suite 2000
Seattle, WA 98101

Re: Market Study for Arrington Place, located in Columbia, Richland County, South Carolina

Dear Mr. Laws:

At your request, Novogradac Consulting LLP has performed a study of the multifamily rental market in the Columbia, Richland County, South Carolina area relative to the above-referenced proposed affordable housing acquisition/rehabilitation project.

The purpose of this market study is to assess the viability of the acquisition/rehabilitation of Arrington Place (Subject), an existing 68-unit LIHTC/Section 8 multifamily property located at 1720 Van Heise Street, in Columbia, Richland County, South Carolina. Of the 68 total units at the property, 48 are subject to Section 8 restrictions; thus, tenants pay 30 percent of their income towards rent. The remaining 20 units are strictly LIHTC. Post renovation, all of the units will continue to be LIHTC-restricted to families earning at or below 60 percent of the area median income (AMI). In addition, 48 units will continue to benefit from the Section 8 contract.

We are concurrently preparing an appraisal and rent comparability study (RCS) for the Subject. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions. The scope of this report meets the 2020 requirements of the South Carolina State Housing Finance and Development Authority (SC Housing), including the following:

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

This report contains, to the fullest extent possible and practical, explanations of the data, reasoning, and analyses that were used to develop the opinions contained herein. The depth of discussion contained in the report is specific to the needs of the client and the requirements of SC Housing; both are identified intended users, and the intended use is for tax credit application submission. The report and the conclusions are subject to the *Assumptions and Limiting Conditions* attached.

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

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

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

Respectfully submitted,
Novogradac Consulting LLP



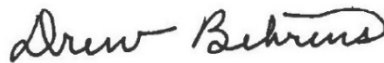
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EXECUTIVE SUMMARY

Property Summary of Subject

Subject Property Overview:

Arrington Place, the Subject, is an existing 68-unit Section 8/LIHTC apartment property. The Subject is located at 1720 Van Heise Street, Columbia, South Carolina 29204 and offers 68 revenue-generating units, targeted toward the general population, which consist of two, three, and four-bedroom units in six two-story, garden-style residential buildings originally constructed in 1974 and renovated in 2002 with LIHTCs. Currently, 48 of the 68 units operate with HUD Section 8 rental assistance, and all units are restricted at the 60 percent AMI level. According to the rent roll dated October 6, 2020, the Subject is currently 94.1 percent occupied and maintains a waiting list that is approximately six months long. Post-renovation, all of the units will continue to be LIHTC-restricted to families earning at or below 60 percent of the area median income (AMI). In addition, 48 units will continue to benefit from the Section 8 contract, with tenants paying just 30 percent of their income toward rent.

Targeted Tenancy:

For SC Housing purposes, the tenancy is considered general population. The targeted tenancy is not age-restricted and will consist of primarily two to six-person households.

Proposed Rents, Unit Mix and Utility Allowance:

The following table details the Subject’s proposed rents, utility allowances, unit mix, and unit sizes. It should be noted that 48 units will continue to benefit from Section 8 subsidies, and tenants will continue to contribute 30 percent of income as rent, not to exceed the lesser of the LIHTC rents and contract rents.

PROPOSED RENTS

Unit Type	Unit Size (SF)	# of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2020 LIHTC Maximum Allowable Gross Rents	Current Contract Rents
@60% AMI/Section 8							
2BR/1BA	934	8	\$737	\$96	\$833	\$981	\$938
3BR/1BA	1,127	30	\$777	\$102	\$879	\$1,133	\$982
4BR/1BA	1,150	10	\$840	\$127	\$967	\$1,264	\$1,036
60% AMI							
2BR/1BA	934	8	\$737	\$96	\$833	\$981	-
3BR/1BA	1,127	10	\$777	\$102	\$879	\$1,133	-
4BR/1BA	1,150	2	\$840	\$127	\$967	\$1,264	-
Total		68					

Notes (1) Source of Utility Allowance provided by the Developer, and based on the HUD rent schedule dated 10/7/2020

Scope of Renovations:

According to information provided by the developer, the total renovation hard costs are estimated to be approximately \$50,000 per unit. Based on the information from the developer, renovations will occur with limited tenant displacement. The scope of renovations includes, but is not limited to:

- Parking and drives: full mill, overlay, and striping
- Jet all existing sanitary sewer lines from buildings to street
- Concrete repair and replace all steps, sidewalks, & curbs
- Make all accessible routes, ramps & handrails throughout compliant
- Add dumpster enclosures
- Site lighting
- Security cameras
- New signage package
- Landscape upgrades
- Replace playground
- Replace mailboxes & add overhead cover
- Upgrade leasing office
- ADA compliant community spaces
- Repair damaged railings in breezeways
- Replace and add additional exterior lighting
- Repair fence
- Paint exterior
- Repair masonry
- Replace vinyl siding
- Replace all exterior doors
- Upgrade kitchens to include flooring, painting, cabinets, and countertops
- New energy star appliance package refrigerator, microwave/rangehood combo, range
- Upgrade bathrooms to include flooring, painting, cabinets, & sinks
- Upgrade all fixtures and toilets to be low flow
- Upgrade to energy efficient lighting package
- Replace bathtub and shower surround
- Replace outdated ceiling fans and light fixtures
- Install new blinds
- Replace outlets and covers as needed
- Install new split systems.

Market Vacancy

The following table summarizes overall weighted vacancy trends at the surveyed properties.

OVERALL VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Arcadia Park	LIHTC	Family	60	0	0.0%
Bayberry Mews	LIHTC	Family	100	0	0.0%
Celia Saxon I And II	LIHTC	Family	71	0	0.0%
Jackson Creek Station	LIHTC	Family	56	0	0.0%
Landings At Forest Acres	Market	Family	176	0	0.0%
Mauldin Village	Market	Family	48	0	0.0%
Ravenwood Hills Apartments	Market	Family	112	6	5.4%
The Square @ Forest Acres	Market	Family	165	10	6.1%
The Towers At Forest Acres	Market	Family	186	12	6.5%
Total LIHTC			287	0	0.0%
Total Market Rate			687	28	4.1%
Overall Total			974	28	2.9%

The vacancy rates among the comparables range from zero to 6.5 percent, with an average of 2.9 percent. The Subject was 94.1 percent occupied according to the rent roll dated October 6, 2020. Historic vacancy was not available in 2018, 2019, or 2020, but the property has operated with a vacancy and collection loss factor of 5.3 percent in 2017. Further, we have researched other Section 8 properties in Columbia to obtain supplemental vacancy information, which is detailed following.

SECTION 8 VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Gable Oaks	LIHTC/Section 8	Family	200	8	4.0%
Palmetto Terrace	Section 8	Family	112	2	1.8%
Willow Run Apartments	Section 8	Family	200	0	0.0%
Pinehaven Villas	Section 8	Family	80	2	2.5%
Overall Total			592	12	2.0%

The vacancy rates among the Section 8 properties range from zero to 4.0 percent, with an average of 2.0 percent. Taking all of this data into consideration, we believe that the Subject will operate with a total vacancy rate of three percent or less, taking into account the improved condition, continuation of the project-based subsidy, and current market activity.

Capture Rates

The following table illustrates the capture rates for the Subject.

CAPTURE RATE ANALYSIS CHART

Bedrooms/AMI Level	Total Demand	Supply	Net Demand	Units Proposed	Capture Rate
As Proposed					
2BR @60%/Section 8	1,089	40	1,049	16	1.5%
3BR @60%/Section 8	759	44	715	40	5.6%
4BR @60%/Section 8	373	6	367	12	3.3%
Overall	3,222	90	3,132	68	2.2%
Absent Subsidy					
2BR @60%	357	30	327	16	4.9%
3BR @60%	249	36	213	40	18.8%
4BR @60%	122	4	118	12	10.1%
Overall	728	70	658	68	10.3%

As the analysis illustrates, the Subject’s capture rates with subsidy at the 60 percent AMI level range from 1.5 to 5.6 percent. Absent subsidy, the Subject’s capture rates at the 60 percent AMI level range from 4.9 to 18.8 percent. The overall capture rates for the Subjects units as proposed and absent subsidy are 2.2 and 10.3 percent, respectively, and we believe there is adequate continued demand for the Subject. Further, capture rates for all units, as well as the overall property, are below the 30 percent capture rate threshold as determined by SC Housing.

Projected Absorption Period

None of the comparables reported absorption information. As such, we included absorption information from six properties located within 10 miles of the Subject in Columbia, although we realize some of this information is dated. The following table details our findings.

ABSORPTION

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Sola Station	Market	Family	2019	339	15
Abernathy Place	LIHTC	Family	2017	64	26
Mountain View	LIHTC	Family	2016	48	47
Revere At Lake Wylie	Market	Family	2015	444	24
Regent Park Apartments	LIHTC	Family	2011	72	36
Madison Station II	LIHTC	Family	2011	48	8
LIHTC Average				58	29
Market Rate Average				392	19
Overall Average				169	26

If the Subject was completely vacant, we would expect the property should experience a brief lease-up period due to the sustained demand for good quality affordable housing in the PMA. Assuming the Subject was completely vacant, we believe that the Subject would experience an absorption rate of approximately 24 to 26 units per month. This equates to an absorption period of approximately three months. This is considered largely hypothetical as the Subject’s current tenants are expected to remain income-eligible to remain at the

property post-renovation. As such, we believe the Subject will stabilize within one to two months of rehabilitation completion.

Market Conclusions

Overall in the local multifamily market is performing well with a 2.9 percent vacancy rate among all of the surveyed comparable projects. All four LIHTC properties are fully occupied and three of these properties maintain waiting lists, suggesting latent demand for affordable housing.

When compared to the current 60 percent rents at the LIHTC properties, the Subject's proposed 60 percent AMI rents appear achievable. None of the LIHTC comparables reported achieving maximum allowable rents at any AMI level. Therefore, we have concluded to achievable LIHTC rents (below the 2020 maximum allowable levels) of **\$740, \$800, and \$840**, for the Subject's two, three, and four-bedroom units, respectively, for units without subsidy, which offer rent advantages ranging from 14.0 to 18.0 percent compared to our estimated achievable market rents. However, the Subject will continue to benefit from a HAP contract post-renovation for 48 of its 68 units. Overall, we believe that the Subject will be successful in the local market as proposed.

Recommendations

We believe there is ample demand for the Subject in the PMA and the market supports the renovation of the Subject development as proposed. The Subject's overall capture rate is 2.2 percent as proposed and 10.3 percent absent subsidy, both of which are within acceptable demand thresholds and considered excellent. Individual capture rates by bedroom type range from 1.5 to 5.6 percent as proposed and from 4.9 to 18.8 percent absent subsidy, which are all considered reasonable. Between 2020 and market entry, the total number of households is expected to increase at a rate of 1.2 percent annually in the PMA. The Subject is located within 1.8 miles of most community services and facilities that tenants would utilize on a consistent basis.

When compared to the current 60 percent rents at the LIHTC properties, the Subject's proposed 60 percent AMI rents appear achievable. None of the LIHTC comparables reported achieving maximum allowable rents at any AMI level. Therefore, we have concluded to achievable LIHTC rents (below the 2020 maximum allowable levels) of **\$740, \$800, and \$840**, for the Subject's two, three, and four-bedroom units, respectively, for units without subsidy, which offer rent advantages ranging from 14.0 to 18.0 percent compared to our estimated achievable market rents. However, the Subject will continue to benefit from a HAP contract post-renovation for 48 of its 68 units. Overall, we believe that the Subject will be successful in the local market as proposed.

Further, there are several apparent strengths of the Subject's site, development scheme, and market, which include:

- Rehabilitation of the Subject's units will positively impact the surrounding area by improving the Subject's condition and street appeal, and thus representing an improvement to the neighborhood.
- Of the Subject's 68 units, 48 will continue to benefit Section 8 subsidy; thus, these tenants will continue to pay 30 percent of their income towards rent.
- The Subject is an existing property with a wait list, and all tenants are expected to remain income qualified post-renovation.
- The Subject will be in good condition upon completion and will fill a need for good quality/newly renovated affordable housing in Columbia.

As such, we recommend the Subject as proposed, with no suggested modifications.

Long Term Impact on Existing LIHTC Properties in the PMA

Managers at all of the LIHTC properties reported being fully occupied, and all but one reported a waiting list. With a limited supply of affordable housing options for the general population in the market and a stable and growing base of low-income tenants, we believe the Subject’s rehabilitation will have no long-term impact on the existing area LIHTC developments. In addition, no new units will be added to the market. Between 2020 and market entry, the total number of households is expected to increase at a rate of 1.2 percent annually in the PMA. Since the Subject will continue to operate with a subsidy, we do not expect any impact on the existing low-income rental assisted housing in the market.

Rent versus Buy Analysis

We performed a rent/buy analysis. Our inputs assume a four-bedroom single-family home listing on Zillow in the Subject’s neighborhood with a purchase price of \$300,000 and an interest rate of 2.92 percent for a 30-year fixed mortgage with a 10 percent down payment. This was compared to the cost to rent the Subject’s four-bedroom LIHTC unit. This analysis indicates that with a monthly differential of \$1,059, it is more affordable to rent the Subject’s most expensive four-bedroom unit than to purchase a home. The rent buy analysis is illustrated in the following table.

RENT BUY ANALYSIS				
Property Type:		Four-Bedroom Single Family Home		
Sale Price				\$300,000
Down Payment at 10%				\$30,000
Mortgage Amount				\$270,000
Current Interest Rate				2.92%
<i>Homeownership Costs</i>		<i>Monthly</i>	<i>% of Home Value</i>	<i>Annual</i>
Mortgage Payment		\$1,127		\$13,521
Property Taxes		\$313	1.25%	\$3,750
Private Mortgage Insurance ¹		\$113	0.50%	\$1,350
Maintenance		\$500	2.00%	\$6,000
Utility Costs ²		\$88		\$1,056
Tax Savings		-\$241		-\$2,889
Cost Comparison				
		<i>Monthly</i>		<i>Annual</i>
Costs of Homeownership		\$1,899		\$22,787
Cost of Renting At Subject	-	\$840		\$10,080
Differential		\$1,059		\$12,707
Cost of Occupancy				
<i>Homeownership</i>				
Closing Costs			3.0%	\$9,000
Down Payment at 10%			10.0%	\$30,000
Total				\$39,000
<i>Subject Rental</i>				
First Month's Rent		\$840		
Security Deposit		\$840		
Total		\$1,680		

(1) Based upon 0.50 percent of mortgage amount.

(2) Utility Costs Included in Rent at Subject

As illustrated, the “cash due at occupancy” category adds to \$39,000 for the down payment and closing costs. The cash necessary for homeownership is still a barrier to many families. In general, first-time homebuyers have difficulty saving for a down payment. For this reason, we believe that the Subject will face limited competition from homeownership.

2020 EXHIBIT S – 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY:									
Development Name: Arrington Place					Total # Units: 68				
Location: 2400 Southside Boulevard					# LIHTC Units: 68				
PMA Boundary: Interstate 20 to the north, Highway 378 to the south, Interstate 77 to the east, and North Main Street and Bull Street to the west.									
Development Type: <input checked="" type="checkbox"/> Family <input type="checkbox"/> Older Persons					Farthest Boundary Distance to Subject: 5.2 miles				
RENTAL HOUSING STOCK (found on pages 64 & 132)									
Type	# Properties	Total Units	Vacant Units	Average Occupancy					
All Rental Housing	54	6,618	260	96.1%					
Market-Rate Housing	15	3,979	227	94.3%					
Assisted/Subsidized Housing not to include LIHTC	13	1,011	0	100.0%					
LIHTC (All that are stabilized)*	26	1,628	33	98.0%					
Stabilized Comps**	9	974	28	97.1%					
Non-stabilized Comps	0	0	0	-					
* Stabilized occupancy of at least 93% (Excludes projects still in initial lease up).									
** Comps are those comparable to the subject and those that compete at nearly the same rent levels and tenant profile, such as age, family and income.									
Subject Development					HUD Area FMR			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
8	2	1	934	\$737	\$931	\$1.00	20.8	\$1,194	\$1.12
8	2	1	934	\$737	\$931	\$1.00	20.8%	\$1,194	\$1.12
30	3	1	1,127	\$777	\$1,133	\$1.01	31.4%	\$1,258	\$1.10
10	3	1	1,127	\$777	\$1,133	\$1.01	31.4%	\$1,258	\$1.10
10	4	1	1,150	\$840	\$1,264	\$1.10	33.5%	\$860	\$0.56
2	4	1	1,150	\$840	\$1,264	\$1.10	33.5%	\$860	\$0.56
Gross Potential Rent Monthly*				\$60,826	\$75,384		19.3%		
*Market Advantage is calculated using the following formula: (Gross Adjusted Market Rent (minus) Gross Proposed Tenant Rent) (divided by) Gross Adjusted Market Rent. The calculation should be expressed as a percentage and rounded to two decimal points. The Rent Calculation Excel Worksheet must be provided with the Exhibit S-2 form.									
DEMOGRAPHIC DATA (found on page 44)									
	2010		2020		April 2022				
Renter Households	13,137	42.9%	15,182	47.9%	15,461	48.1%			
Income-Qualified Renter HHs (LIHTC)	N/A	N/A	10,966	72.2%	11,006	71.2%			
Income-Qualified Renter HHs (MR)	N/A	N/A	N/A	N/A	N/A	N/A			
TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 61)									
Type of Demand	60%/Section 8	Other:___	Other:___	Other:___	Other:___	Other:___	Overall		
Renter Household Growth	40		-	-	-	-	40		
Existing Households (Overburd + Substand)	5,446		-	-	-	-	5,446		
Homeowner conversion (Seniors)	-		-	-	-	-	-		
Other:	-		-	-	-	-	-		
Less Comparable/Competitive Supply	-		-	-	-	-	-		
Net Income-qualified Renter HHs	5,486		-	-	-	-	5,486		
CAPTURE RATES (found on page 62)									
Targeted Population	60%/Section 8	Other:___	Other:___	Other:___	Other:___	Other:___	Overall		
Capture Rate	2.2%		-	-	-	-	2.2%		
ABSORPTION RATE (found on page 62)									
Absorption Period: three months									

Bedroom Type	# Units	Proposed Tenant Paid Rent	Gross Monthly Proposed Tenant Rent by Bedroom Type	Adjusted Market Rent	Gross Monthly Adjusted Market Rent by Bedroom Type	Tax Credit Gross Rent Advantage
2 BR	16	\$737	\$11,792	\$860	\$13,760	14.3%
3 BR	40	\$777	\$31,080	\$982	\$39,280	20.9%
4 BR	12	\$840	\$10,080	\$1,025	\$12,300	18.0%
Totals	68		\$52,952		\$65,340	19.0%

Source: SC Housing, Novogradac Consulting LLP, December 2020

A. PROJECT DESCRIPTION

PROJECT DESCRIPTION

Development Location:	The Subject is located at 1720 Van Heise Street, Columbia, Richland County, SC 29204.
Construction Type:	The Subject consists of six two-story, garden-style residential buildings. The buildings are wood-frame with brick and vinyl siding exteriors with pitched asphalt roofs.
Year Built:	The Subject was originally constructed as a Section 8 development in 1974, renovated in 2002 with LIHTCs, and is proposed for renovations utilizing LIHTCs.
Occupancy Type:	For SC Housing purposes, the tenancy is considered general population. The targeted tenancy is not age-restricted and will consist of primarily two to six-person households.
Target Income Group:	The Subject will continue to target income-qualified family households with two to six persons. Based on the unit mix, the annual household income levels will range from \$28,560 to \$50,580 for the units at the 60 percent AMI level; however, the Subject will offer 48 subsidized units allowing tenants to pay 30 percent of their income toward rent, which effectively lowers the minimum income to \$0.
Special Population Target:	None.
Number of Units by Unit Type:	The Subject includes 16 two-bedroom units, 40 three-bedroom units, and 12 four-bedroom units.
Number of Buildings and Stories:	The Subject consists of six two-story, garden-style residential buildings.
Unit Mix:	The following table summarizes the Subject’s unit sizes.

UNIT MIX AND SQUARE FOOTAGE

Unit Type	Number of Units	Unit Size (SF)	Net Leasable Area
2BR/1BA	16	934	14,944
3BR/1BA	40	1,127	45,080
4BR/1BA	12	1,150	13,800
Total	68		73,824

Structure Type/Design:	The Subject consists of six two-story, garden-style residential buildings. The buildings are wood-frame with brick and vinyl siding exteriors with pitched asphalt roofs.
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Proposed Rents and Utility Allowance:

The following table details the Subject’s proposed rents, utility allowances, unit mix, and unit sizes. It should be noted that 48 units will continue to benefit from Section 8 subsidies, and tenants will continue to contribute 30 percent of income as rent, not to exceed the lesser of the LIHTC rents and contract rents.

PROPOSED RENTS

Unit Type	Unit Size (SF)	# of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2020 LIHTC Maximum Allowable Gross Rents	Current Contract Rents
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2BR/1BA	934	8	\$737	\$96	\$833	\$981	\$938
3BR/1BA	1,127	30	\$777	\$102	\$879	\$1,133	\$982
4BR/1BA	1,150	10	\$840	\$127	\$967	\$1,264	\$1,036
60% AMI							
2BR/1BA	934	8	\$737	\$96	\$833	\$981	-
3BR/1BA	1,127	10	\$777	\$102	\$879	\$1,133	-
4BR/1BA	1,150	2	\$840	\$127	\$967	\$1,264	-
Total		68					

Notes (1) Source of Utility Allowance provided by the Developer, and based on the HUD rent schedule dated 10/7/2020

Utility Structure/Allowance:

The tenant is responsible for general electric, central air conditioning, gas cooking, gas heating, gas water heating. The landlord is responsible for cold water, sewer, and trash expenses, as well as all common area utilities. Post renovation, the utility structure will remain the same. The utility structure varies among the comparable properties; we have adjusted the comparables’ rents in accordance with the utility schedule obtained from The Housing Authority of the City of Columbia, South Carolina (Columbia Housing), effective December 1, 2018, which is the most recent available.

Existing or Proposed Project-Based Rental Assistance:

Of the Subject’s 68 units, 48 will continue to operate with Section 8 subsidy; thus, tenants in these units will continue to pay 30 percent of their income towards rent.

Community Amenities

The Subject’s community amenities include a central laundry facility, off-street parking, on-site management, and playground. Post-renovation, the community amenities will remain the same. The Subject currently does not offer any security features. Post-renovation, the Subject will offer video surveillance as a security feature.

Unit Amenities

The Subject’s unit amenities include blinds, carpeting, central heating and air conditioning, a coat closet, and

ceiling fans. Kitchen appliances include a range/oven, refrigerator, dishwasher, and garbage disposal. Post-renovation, in-unit amenities will also include a microwave.

Current Occupancy/Rent Levels:

The following table summarizes current tenant-paid rents at the Subject.

CURRENT TENANT-PAID RENTS

Unit Type	Unit Size (SF)	Number of Units	Occupied Units	Current Contract/LIHTC Rents	Minimum Tenant-Paid Rent	Maximum Tenant-Paid Rent	Average Tenant-Paid Rent
Section 8							
2BR/1BA	934	8	8	\$938	\$0	\$256	\$87
3BR/1BA	1,127	30	28	\$982	\$0	\$524	\$48
4BR/1BA	1,150	10	9	\$1,036	\$0	\$549	\$118
60% AMI*							
2BR/1BA	934	8	8	\$656	\$656	\$656	\$656
3BR/1BA	1,127	10	10	\$691	\$691	\$691	\$691
4BR/1BA	1,150	2	1	\$745	-	-	-
Total		68	64				

Source: Rent Roll, dated October 6, 2020

*Nine HCV tenants excluded from rental ranges

Scope of Renovations:

According to information provided by the developer, the total renovation hard costs are estimated to be approximately \$50,000 per unit. Based on the information from the developer, renovations will occur with limited tenant displacement. The scope of renovations includes, but is not limited to:

- Parking and drives: full mill, overlay, and striping
- Jet all existing sanitary sewer lines from buildings to street
- Concrete repair and replace all steps, sidewalks, & curbs
- Make all accessible routes, ramps & handrails throughout compliant
- Add dumpster enclosures
- Site lighting
- Security cameras
- New signage package
- Landscape upgrades
- Replace playground
- Replace mailboxes & add overhead cover
- Upgrade leasing office
- ADA compliant community spaces
- Repair damaged railings in breezeways
- Replace and add additional exterior lighting
- Repair fence

- Paint exterior
- Repair masonry
- Replace vinyl siding
- Replace all exterior doors
- Upgrade kitchens to include flooring, painting, cabinets, and countertops
- New energy star appliance package refrigerator, microwave/rangehood combo, range
- Upgrade bathrooms to include flooring, painting, cabinets, & sinks
- Upgrade all fixtures and toilets to be low flow
- Upgrade to energy efficient lighting package
- Replace bathtub and shower surround
- Replace outdated ceiling fans and light fixtures
- Install new blinds
- Replace outlets and covers as needed
- Install new split systems.

B. SITE DESCRIPTION

SITE DESCRIPTION

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

Date of Site Visit: November 11, 2020.

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



Source: Google Earth, December 2020

Physical Features of Site: The Subject site is rectangular in shape, generally level, and is currently zoned RG-2 (Residential). The Subject improvements include six two-story, garden-style residential buildings situated on 4.5 acres.

Location/Surrounding Uses: The Subject is located in a mixed-use neighborhood in north-central Columbia, characterized by single-family homes, educational uses, places of worship, recreational, and commercial uses. Land use to the north of the Subject, across Carnegie Street, includes single-family homes in average condition, followed by a place of worship in average condition and scattered commercial/industrial uses in fair to average condition including T & T Upholstery Shop, Godwin Motors, and Catoe’s Power Equipment. Land use to the south of the Subject consists of Crescent Hill Cemetery, followed by single-family homes in fair condition. Land use to the southwest of the Subject is WA Perry

Middle School in average condition. Land use to the east of the Subject is wooded land and Jimmy Rivers Body Shop in fair condition, followed by a place of worship and Oak Hill Apartments, both of which are in fair condition. Oak Hill Apartments is a 30-unit Section 8 development, and we have not utilized this property as a rent comparable as it is fully subsidized with furnished studio units. Land use to the west of the Subject is vacant land and TS Martin Park, followed by single-family homes in average to good condition. Overall, land uses in the Subject's neighborhood are in fair to good condition, with the majority in fair condition. There are no observed negative influences or nuisances in the area. Overall, the Subject site is considered a good site for rental housing.

Photographs of Subject Site and Surrounding Uses



Subject's signage



Subject's exterior



Subject's exterior



Subject's exterior and typical surface parking



Subject's community building



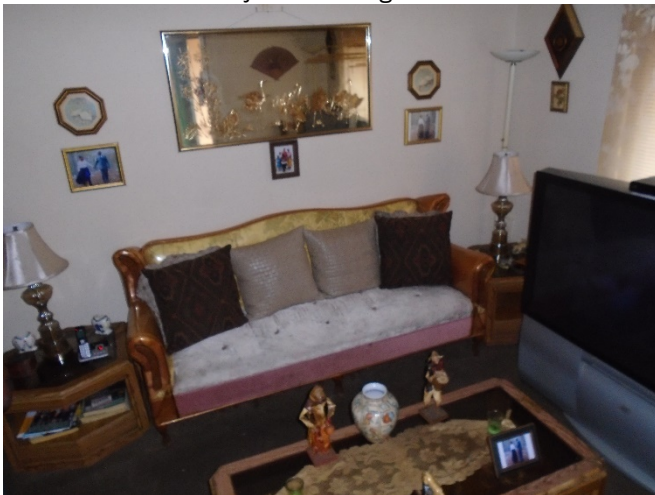
Subject's playground



Subject's leasing office



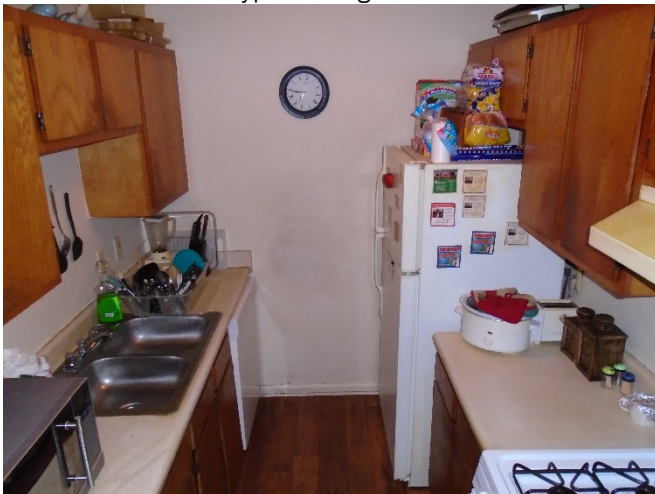
Subject's central laundry facility



Typical living room



Typical dining area



Typical kitchen



Typical bathroom (view one of two)



Typical bathroom (view two of two)



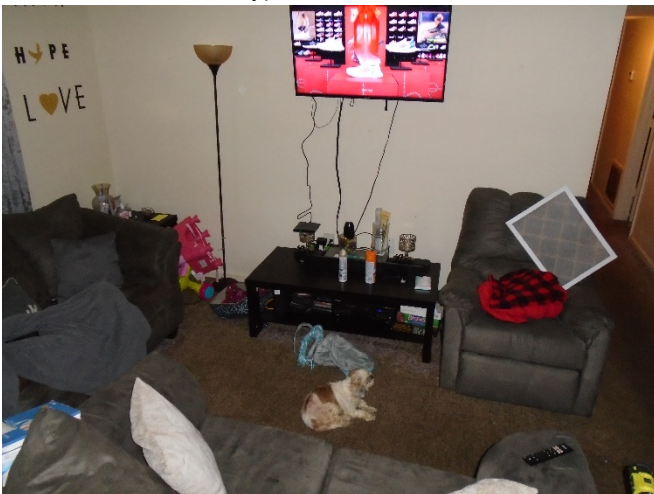
Typical utility closet



Typical bedroom



Typical bedroom



Typical living room



Typical dining area



Typical kitchen



Typical bathroom (view one of two)



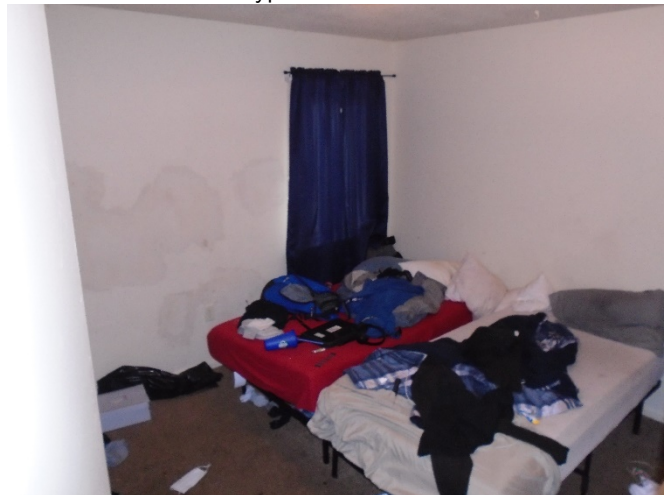
Typical bathroom (view two of two)



Typical bedroom



Typical bedroom



Typical bedroom



Typical living room



Typical dining area



Typical kitchen (view one of two)



Typical kitchen (view two of two)



Typical bathroom



Typical bedroom



Typical bedroom



Typical bedroom closet



Typical bedroom



Typical bedroom



Single-family home north of the Subject



Single-family home north of the Subject



Crescent Hill Cemetery south of the Subject



Commercial/retail use southeast of the Subject



Jimmy Rivers Body Shop east of the Subject



Place of worship east of the Subject along Van Heise Street



TS Martin Park west of the Subject



Vacant land west of the Subject



Typical commercial/retail use northeast of the Subject along Two Notch Road



Typical commercial/retail use northeast of the Subject along Two Notch Road



View east along Van Heise Street



View west along Van Heise Street



View east along Carnegie Street



View west along Carnegie Street

Visibility/Views:

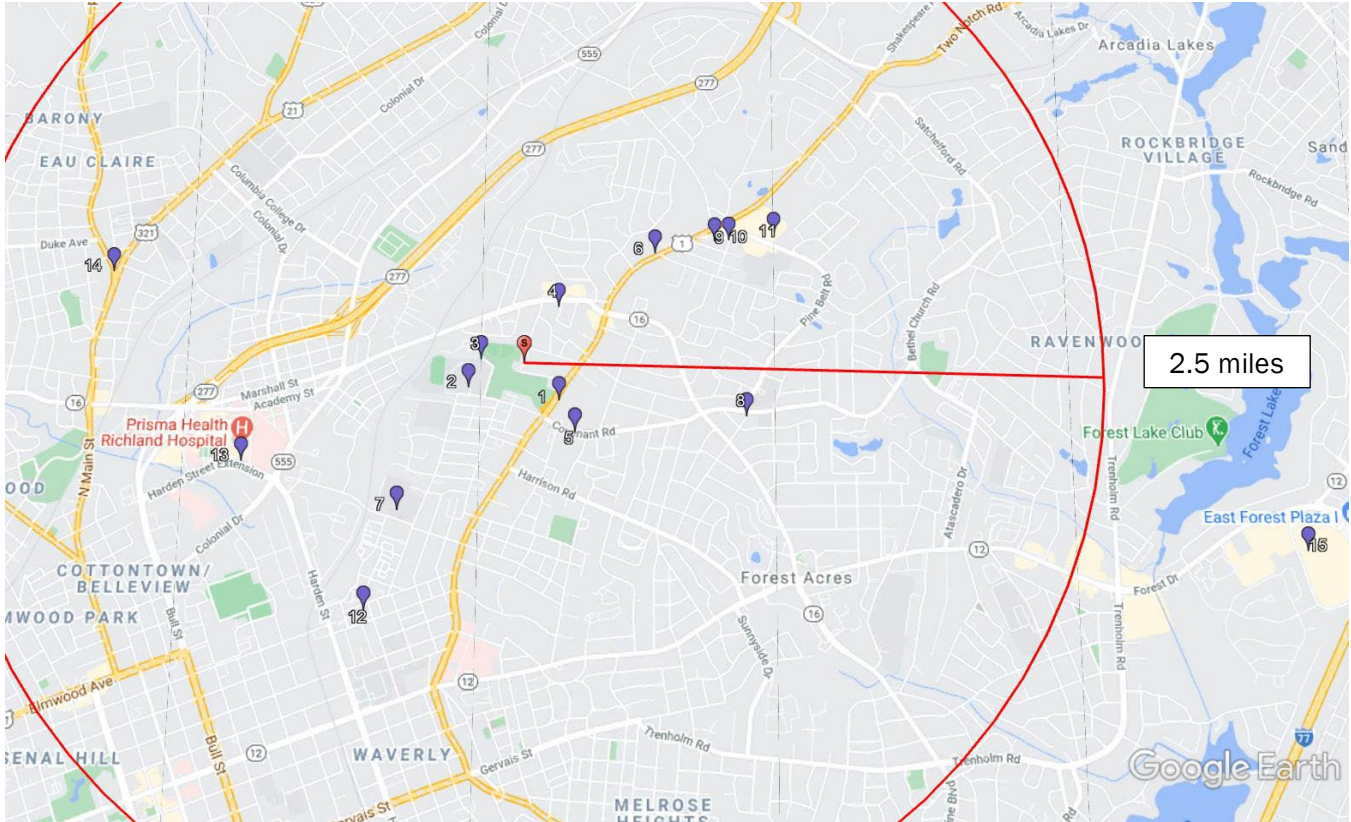
The Subject has average visibility from Carnegie Street and Van Heise Street. Views to the north of the Subject include single-family homes in average condition. Views to the south of the Subject are of Crescent Hill Cemetery, followed by single-family homes in fair condition. Visible to the southwest of the Subject is W.A. Perry Middle School in average condition. Views to the east of the Subject are wooded land and Jimmy Rivers Body Shop in fair condition. Views to the west of the Subject include vacant land and T.S. Martin Park. Overall, visibility and views are considered average/typical.

Detrimental Influence:

We are unaware of any detrimental influences.

Proximity to Local Services:

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



LOCATIONAL AMENITIES

Map #	Service or Amenity	Distance from Subject (Crow)
1	Bus Stop (Route 501)	0.2 miles
2	W.A. Perry Middle School	0.2 miles
3	T.S. Martin Park	0.2 miles
4	South Carolina Community Bank	0.3 miles
5	Post Office	0.3 miles
6	Fire Department	0.8 miles
7	C.A. Johnson High School	0.8 miles
8	Bradley Elementary School	1.0 mile
10	CVS	1.1 miles
11	Food Lion	1.2 miles
12	Richland Library Edgewood	1.2 miles
13	Prisma Health Richland Hospital	1.3 miles
14	Police Department	1.8 miles
15	Walmart	3.4 miles

Availability of Public Transportation:

Central Midlands Regional Transit Authority (The COMET) provides public transportation throughout Richland County and the Columbia region. The COMET operates 39 fixed-routes throughout the region. Fixed route fares are \$2.00, while discounted fares are \$1.00 for seniors ages 65 and older, persons with disabilities, veterans, Medicare card holders, and youth ages 16 to 18. All daily passes are

available for \$4.00, while discounted daily fares are available for \$2.00. Children 15 years and under ride free. The nearest bus stop is located 0.2 miles southeast of the Subject located along Two Notch Road, and is served by Route 501.

Road/Infrastructure Proposed Improvements:

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

Crime Rates:

The following table illustrates crime statistics in the Subject’s PMA compared to the MSA.

2020 CRIME INDICES

	PMA	MSA
Total Crime*	233	134
Personal Crime*	277	163
Murder	245	145
Rape	187	132
Robbery	261	115
Assault	296	190
Property Crime*	227	130
Burglary	200	141
Larceny	238	128
Motor Vehicle Theft	213	125

Source: Esri Demographics 2020, Novogradac Consulting LLP, November 2020

*Unweighted aggregations

Total crime indices in the PMA are above the national average and above the surrounding MSA. The Subject currently does not offer any security features, but post-renovation security features will include video surveillance. According to conversations with the Subject’s property manager, crime has not been an issue at the Subject site in the past despite the data illustrated. Six of the nine comparables reported offering some sort of security feature; as such, the Subject will be similar to slightly inferior to the comparables in terms of security features.

Access and Traffic Flow:

The Subject is accessible via the north side of Van Heise Street and south side of Carnegie Street. Van Heise Street is a two-lane lightly traveled street providing access to Two Notch Road (Highway 1) to the east. Two Notch Road is a four-lane heavily traveled road traversing northeast and southwest, providing access to Downtown Columbia approximately 2.5 miles southwest of the Subject and to Interstate 20 approximately 4.5 miles northeast of the Subject. Interstate 20 provides access throughout the region, as well as to other arterials and interstates such as Interstates 26 and 77, Highway 21, and Route 277. Interstate 77 provides access to Charlotte approximately 80 miles north of the Subject, while Interstate 26 provides access to Charleston 100 miles southeast of

the Subject. Overall, access is considered average/typical, and traffic flow in the Subject's immediate area is considered light.

Positive/Negative Attributes:

The Subject will have overall good access to area retail and community services in Columbia, most of which are within two miles of the Subject site. The Subject is considered to be in an adequate location for an affordable multifamily development.

C. MARKET AREA

PRIMARY MARKET AREA

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

The Subject is located in the north-central portion of Columbia, South Carolina. The Primary Market Area (PMA) for the Subject covers approximately 25 square miles and consists largely of the city of Columbia, as well as portions of the communities of Sandwood, Woodfield, Dentsville, and Arcadia Lakes to the northeast. The boundaries of the PMA are defined as Interstate 20 to the north, Highway 378 to the south, Interstate 77 to the east, and North Main Street and Bull Street to the west. Therefore, we anticipate that the majority of the Subject’s tenants will come from within the boundaries of the PMA. We confirmed the PMA with property managers in the area, including the Subject’s property manager. Approximate distances to the farthest boundaries of the PMA in each direction are as follows:

North: 4.2 miles
 East: 5.2 miles
 South: 5.1 miles
 West: 2.9 miles

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

CENSUS TRACTS		
45079000100	45079002300	45079011101
45079000200	45079002400	45079011102
45079000300	45079002500	45079011201
45079000400	45079002605	45079011202
45079000500	45079003000	45079011303
45079000600	45079003100	45079011304
45079000700	45079010600	45079011305
45079000900	45079010701	45079011306
45079001000	45079010703	45079011307
45079001100	45079010803	45079011501
45079001200	45079010804	45079011603
45079001300	45079010900	45079011604
45079002200	45079011000	45079980100

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

The secondary market area (SMA) for the Subject is considered to be the Columbia, SC Metropolitan Statistical Area (MSA), which consists of Richland, Lexington, Saluda, Kershaw, Fairfield, and Calhoun Counties.

As per South Carolina State Housing Finance and Development Authority (SC Housing) guidelines, we have provided a table that illustrates the racial characteristics of the PMA, as well as data for the MSA and nation.

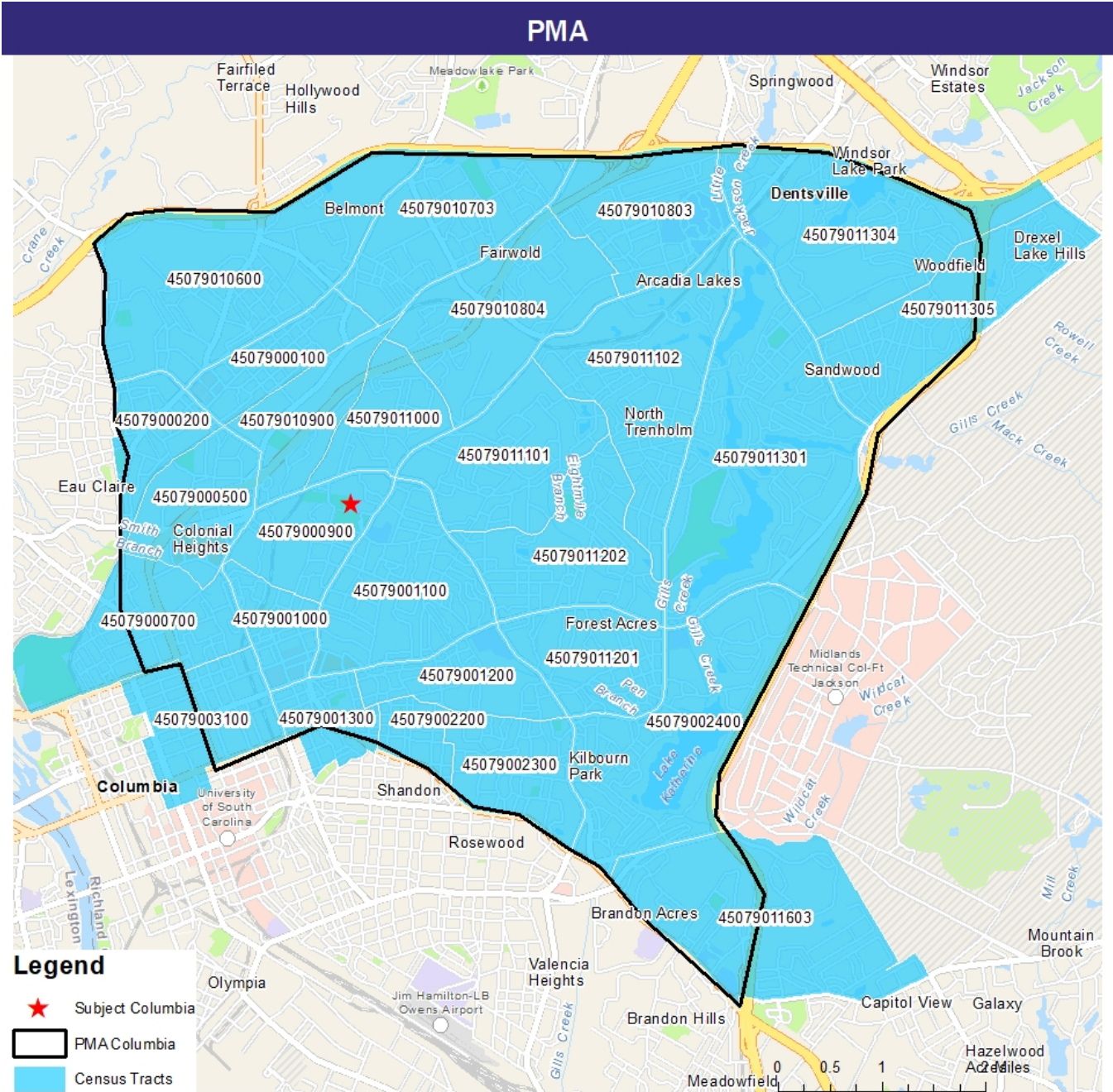
2010 POPULATION BY RACE

	PMA		SMA		USA	
Total	74,816	-	767,593	-	308,745,538	-
White	30,395	40.6%	463,511	60.4%	223,553,265	72.4%
Black	40,468	54.1%	255,104	33.2%	38,929,319	12.6%
American Indian	209	0.3%	2,746	0.4%	2,932,248	0.9%
Asian	798	1.1%	12,704	1.7%	14,674,252	4.8%
Pacific	49	0.1%	658	0.1%	540,013	0.2%
Other	1,610	2.2%	17,873	2.3%	19,107,368	6.2%
Two or More Races	1,286	1.7%	14,997	2.0%	9,009,073	2.9%
Total Hispanic	3,572	-	39,153	-	50,477,594	-
Hispanic: White	1,264	35.4%	15,589	39.8%	26,735,713	53.0%
Hispanic: Black	372	10.4%	2,775	7.1%	1,243,471	2.5%
Hispanic: American Indian	60	1.7%	487	1.2%	685,150	1.4%
Hispanic: Asian	11	0.3%	161	0.4%	209,128	0.4%
Hispanic: Pacific	-	0.0%	135	0.3%	58,437	0.1%
Hispanic: Other	1,540	43.1%	16,878	43.1%	18,503,103	36.7%
Hispanic: Two or More Races	325	9.1%	3,128	8.0%	3,042,592	6.0%

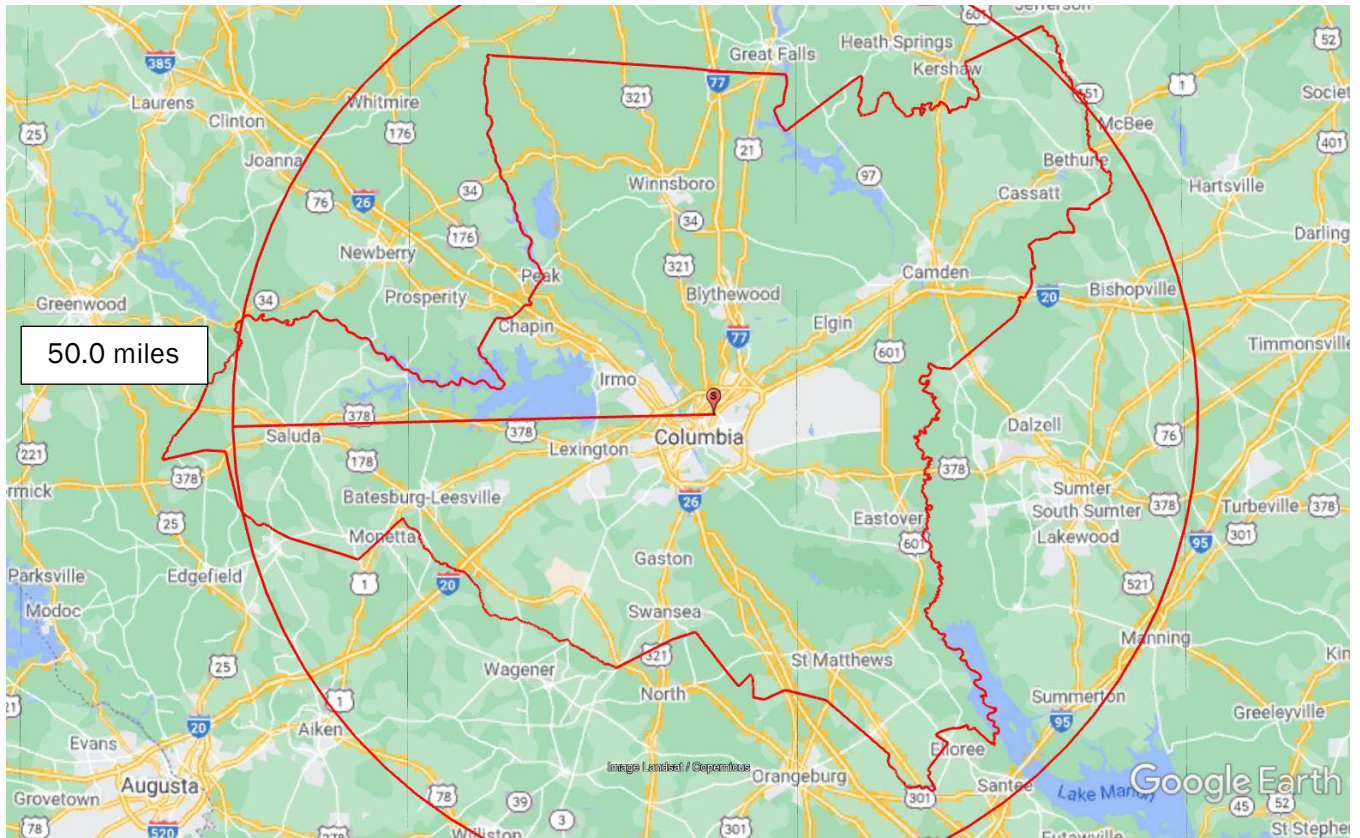
Source: Esri Demographics 2020, Novogradac Consulting LLP, December 2020

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

The following maps outline the PMA and MSA, and identifies the census tracts included within the PMA boundaries.



Secondary Market Area Map



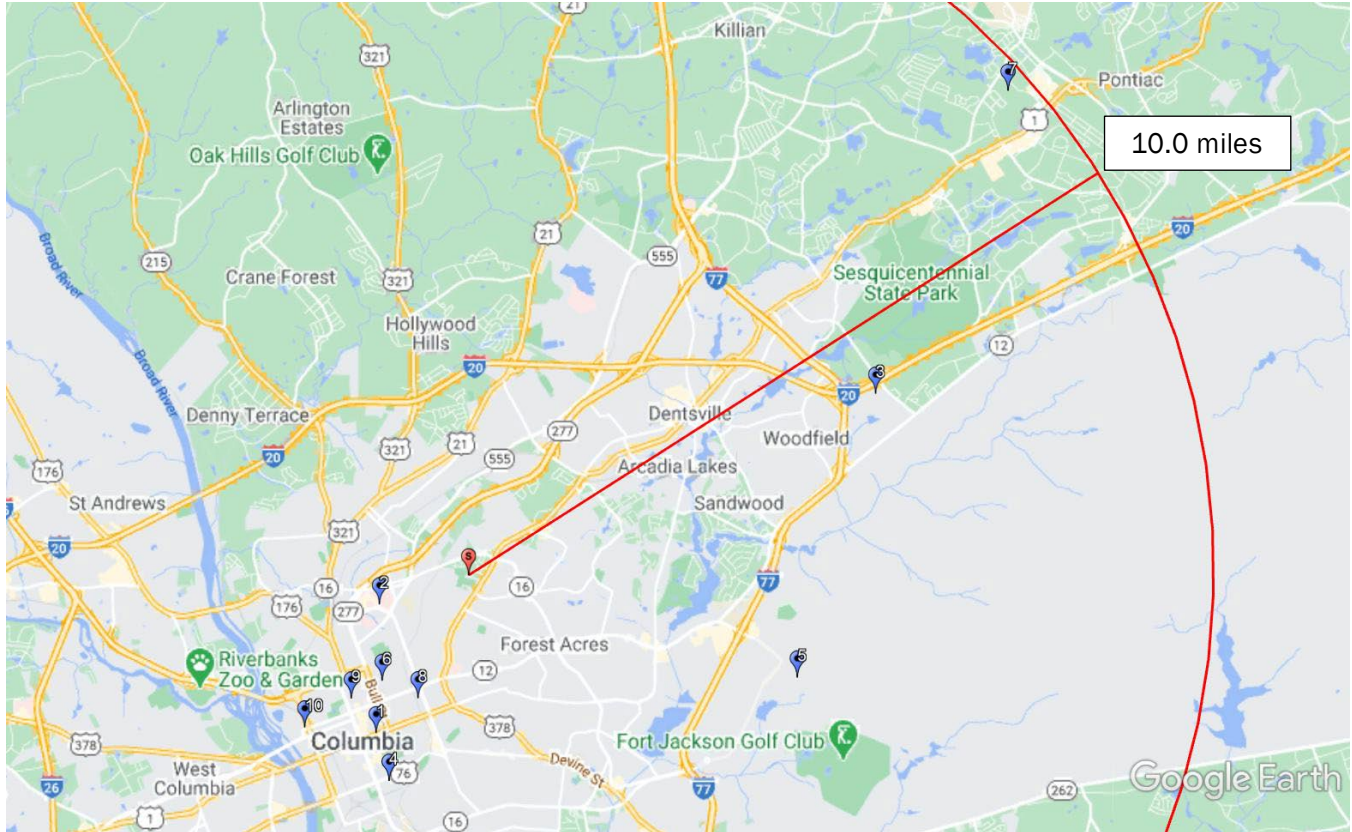
Source: Google Earth, December 2020

D. MARKET AREA ECONOMY

MARKET AREA ECONOMY

Map of Employment Centers

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



Source: Google Earth, December 2020

MAJOR EMPLOYERS – CITY OF COLUMBIA

Map #	Employer	Industry
1	State of South Carolina	Public Administration
2	Prisma Health	Healthcare
3	Bluecross BlueShield of SC	Healthcare
4	University of South Carolina	Educational Services
5	United States Department of the Army	Military/Defense
6	Richland School District 1	Educational Services
7	Richland School District 2	Educational Services
8	Richland County	Public Administration
9	City of Columbia	Public Administration
10	AT&T South Carolina	Communications

Source: COLA Today, November 2020

Employment by Industry

The following table illustrates employment by industry for the PMA as of 2020 (most recent year available).

2020 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Healthcare/Social Assistance	5,398	16.2%	22,313,586	15.1%
Educational Services	4,125	12.4%	14,320,448	9.7%
Retail Trade	3,273	9.8%	14,356,334	9.7%
Prof/Scientific/Tech Services	2,869	8.6%	12,049,828	8.2%
Accommodation/Food Services	2,752	8.3%	8,202,612	5.6%
Manufacturing	2,065	6.2%	15,550,554	10.6%
Other Services	2,030	6.1%	6,772,309	4.6%
Finance/Insurance	1,901	5.7%	7,169,665	4.9%
Public Administration	1,895	5.7%	7,071,492	4.8%
Admin/Support/Waste Mgmt Srvcs	1,680	5.0%	5,786,624	3.9%
Construction	1,362	4.1%	10,829,187	7.4%
Real Estate/Rental/Leasing	1,034	3.1%	3,082,197	2.1%
Transportation/Warehousing	915	2.7%	6,959,787	4.7%
Wholesale Trade	751	2.3%	3,744,789	2.5%
Information	507	1.5%	2,723,217	1.8%
Arts/Entertainment/Recreation	414	1.2%	2,329,497	1.6%
Utilities	204	0.6%	1,274,383	0.9%
Agric/Forestry/Fishing/Hunting	80	0.2%	1,852,333	1.3%
Mgmt of Companies/Enterprises	31	0.1%	210,175	0.1%
Mining	0	0.0%	729,605	0.5%
Total Employment	33,286	100.0%	147,328,622	100.0%

Source: Esri Demographics 2020, Novogradac Consulting LLP, November 2020

Employment in the PMA is concentrated in the healthcare/social assistance, educational services, and retail trade industries, which collectively comprise 38.4 percent of local employment. The large share of PMA employment in retail trade is notable as this industry is historically volatile, and prone to contraction during economic downturns. However, the PMA also has a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. Relative to the overall nation, the PMA features comparatively greater employment in the accommodation/food services, educational services, and other services industries. Conversely, the PMA is underrepresented in the manufacturing, construction, and transportation/warehousing industries.

The following table illustrates the changes in employment by industry from 2000 to 2020, in the Subject's PMA.

2000-2020 CHANGE IN EMPLOYMENT - PMA

Industry	2000		2020		2000-2020	
	Number Employed	Percent Employed	Number Employed	Percent Employed	Growth	Annualized Percent Change
Healthcare/Social Assistance	4,403	12.6%	5,398	16.2%	995	1.1%
Educational Services	4,309	12.3%	4,125	12.4%	-184	-0.2%
Retail Trade	3,712	10.6%	3,273	9.8%	-439	-0.6%
Prof/Scientific/Tech Services	2,408	6.9%	2,869	8.6%	461	1.0%
Accommodation/Food Services	2,669	7.6%	2,752	8.3%	83	0.2%
Manufacturing	2,378	6.8%	2,065	6.2%	-313	-0.7%
Other Services	1,743	5.0%	2,030	6.1%	287	0.8%
Finance/Insurance	2,399	6.9%	1,901	5.7%	-498	-1.0%
Public Administration	3,377	9.7%	1,895	5.7%	-1,482	-2.2%
Admin/Support/Waste Mgmt Svcs	1,044	3.0%	1,680	5.0%	636	3.0%
Construction	1,651	4.7%	1,362	4.1%	-289	-0.9%
Real Estate/Rental/Leasing	872	2.5%	1,034	3.1%	162	0.9%
Transportation/Warehousing	943	2.7%	915	2.7%	-28	-0.1%
Wholesale Trade	929	2.7%	751	2.3%	-178	-1.0%
Information	1,223	3.5%	507	1.5%	-716	-2.9%
Arts/Entertainment/Recreation	418	1.2%	414	1.2%	-4	0.0%
Utilities	319	0.9%	204	0.6%	-115	-1.8%
Agric/Forestry/Fishing/Hunting	102	0.3%	80	0.2%	-22	-1.1%
Mgmt of Companies/Enterprises	5	0.0%	31	0.1%	26	26.0%
Mining	37	0.1%	0	0.0%	-37	-5.0%
Total Employment	34,941	100.0%	33,286	100.0%	-1,655	-0.2%

Source: Esri Demographics 2020, Novogradac Consulting LLP, December 2020

*Industry data current as of 2010. Other projections current as of 2020.

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

Total employment in the PMA declined slightly at an annualized rate of 0.2 percent between 2000 and 2020. The industries which expanded most substantially during this period in terms of number of jobs include healthcare/social assistance, administration/support/waste management services, and professional/scientific/technology services. Conversely, the public administration, information, and finance/insurance sectors experienced the largest contractions. Overall, we view the rise in healthcare-related employment as a positive aspect of the local economy.

Major Employers

The table below shows the largest employers in the city of Columbia.

MAJOR EMPLOYERS – CITY OF COLUMBIA

Employer	Industry	# of Employees
State of South Carolina	Public Administration	25,570
Prisma Health	Healthcare	15,000
Bluecross BlueShield of SC	Healthcare	6,585
University of South Carolina	Educational Services	5,678
United States Department of the Army	Military/Defense	5,286
Richland School District 1	Educational Services	4,265
Richland School District 2	Educational Services	3,654
Richland County	Public Administration	2,393
City of Columbia	Public Administration	2,300
AT&T South Carolina	Communications	2,100

Source: COLA Today, November 2020

The largest employer in Columbia is the State of South Carolina, employing over 25,000. The largest employers in Columbia are concentrated in the public administration, healthcare, educational services, military/defense, and communication sectors. The concentration of employment in the healthcare/social assistance and public administration sectors is notable, as these sectors are historically known to exhibit greater stability during recessionary periods. Further, the large share of employment in public administration is due to Columbia being the state's capital and county seat of Richland County. We believe that the diverse industries represented by major employers provide stability to the local economy.

Expansions/Contractions

We made several attempts to reach the Richland County Economic Development Department regarding business expansions and relocations. However, we were unable to reach anyone for an interview. Based on our internet research, the following business expansions and relocations are planned for the county.

- A News19 article published on November 11, 2020, highlights a new facility that produces a popular drink is coming to the Midlands. Mark Anthony Brewing, the maker of White Claw Seltzer, is investing \$400 million to build a brewery and production company in Richland County. According to the company the new facility will create 300 new jobs.
- A WACH FOX 57 article published on October 19, 2020, states The Roberts Group, a national live entertainment promotion company, has partnered with Innovation Arts & Entertainment to launch Cola Concerts. The organization will build a new venue from the ground up at the Columbia Speedway, and will employ 100.
- A WACH FOX 57 article published on March 12th, 2020, highlights the expansion of Call 4 Health in Richland County. Call 4 Health is a company that provides call-center services for healthcare facilities. The company announced to expand the company's business lines and nurse triage division. This expansion is expected to add 291 jobs to the area.
- Kemira, a paper and packaging manufacturing company, announced plans to invest \$20 million into an expansion in Richland County, according to an article by sc.gov dated December 12, 2019. The investment will go towards expanding the company's Eastover facility and is expected to be completed by the end of 2020.
- According to an article published by Soda City Bizwire on October 24, 2019, REI Automation is investing \$3 million in Richland County to grow its existing 8.5-acre campus by building a new

headquarters and adding onto the existing assembly hall. The expansion is expected to add 35 new jobs to the area. REI Automation is a Columbia, South Carolina-based company specializing in designing and building custom industrial robotic equipment for automotive, medical, nuclear, and electronics industries.

- MILLY, a mattress manufacturer, will open a new production facility in Winnsboro, approximately 30 miles north of Columbia. This investment is estimated at \$50 million.
- According to an October 2019 article from the website *The State*, five new restaurants opened in Columbia, including Philly Pretzel Factory, Cocos and Beer, Bubba’s Biscuits, El Jimador Restaurante, and Burger IM. No details regarding jobs added or timeline for opening were provided.
- Alimex, an aluminum cast plate producer, is opening a facility in Columbia. The expansion is estimated to be a \$2 million investment and add 27 new jobs to the area over the next five years.
- Trane, a global provider of indoor comfort systems and services, is expanding its operations in Columbia. The investment is \$96 million and will add 700 new jobs to the local economy by the end of 2020.
- TCube Solutions, a software services provider and innovation firm, recently expanded its operations in Columbia. The investment was \$1.7 million and added 100 jobs to the local economy.
- Carolina’s Rigging and Crane will be moving into an existing manufacturing complex in Columbia. The expansion will add 17 new jobs to the local economy.
- Capgemini, a global consulting and technology firm, expanded its operations in Richland County. The new center projected to add 200 jobs to the local economy. Further information was not available.
- McEntire Produce is expected to invest \$8 million in its Richland County operations, in a move that is expected to add 21 jobs to the local economy. No additional information was available.

WARN Notices

The following table illustrates the contractions to the economy of Columbia provided by the South Carolina Department of Employment and Workforce between 2018 and 2020 year-to-date (YTD). Jobs affected represent job losses.

**WARN NOTICES
COLUMBIA, SC: 2018-2020 YTD**

Company	Location	Industry	Employees Affected	Type	Effective Date
Tyson Prepared Foods, Inc.	Columbia	Manufacturing	146	Layoff	8/14/2020
The State Media Company	Columbia	Telecommunications/Information	135	Layoff	7/26/2020
Enterprise	Columbia	Accommodations	359	Layoff	4/30/2020
Advanced Mechanical Services	Columbia	Construction	53	Layoff	3/27/2020
Take 5 Change/Driven Brands	Columbia	Retail Trade	12	Layoff	3/22/2020
ALSCO	Columbia	Retail Trade	3	Layoff	3/20/2020
Halls Chophouse Columbia	Columbia	Retail Trade	150	Layoff	3/18/2020
Collegiate Hotel Group	Columbia	Accommodations	59	Layoff	3/16/2020
SCHULTE Companies	Columbia	Accommodations	27	Layoff	3/16/2020
Embassy Suites by Hilton	Columbia	Accommodations	117	Layoff	3/12/2020
Hire Right	Columbia	Professional Services	38	Closure	12/6/2019
Hire Right	Columbia	Professional Services	30	Closure	5/31/2019
Family Medicine Centers of SC	Columbia	Healthcare	114	Closure	5/31/2018
Total			1,243		

Source: SC Works, 11/2020

As the table depicts, there were 1,243 layoffs/closures in Columbia that took effect between January 2018 and 2020 YTD. It should be noted that 1,061 of these layoffs occurred since March 2020 and are likely a result of the ongoing COVID-19 pandemic.

Employment and Unemployment Trends

The following table details employment and unemployment trends for the MSA from 2004 to September 2020.

EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Year	Columbia, SC Metropolitan Statistical Area				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2004	327,761	-	5.8%	-	139,252,000	-	5.5%	-
2005	335,004	2.2%	5.7%	0.0%	141,730,000	1.8%	5.1%	-0.5%
2006	343,592	2.6%	5.6%	-0.1%	144,427,000	1.9%	4.6%	-0.5%
2007	349,536	1.7%	5.0%	-0.6%	146,047,000	1.1%	4.6%	0.0%
2008	348,019	-0.4%	5.9%	0.9%	145,363,000	-0.5%	5.8%	1.2%
2009	335,665	-3.5%	9.1%	3.3%	139,878,000	-3.8%	9.3%	3.5%
2010	337,592	0.6%	9.4%	0.2%	139,064,000	-0.6%	9.6%	0.3%
2011	341,036	1.0%	9.1%	-0.2%	139,869,000	0.6%	9.0%	-0.7%
2012	349,406	2.5%	8.1%	-1.1%	142,469,000	1.9%	8.1%	-0.9%
2013	356,037	1.9%	6.7%	-1.4%	143,929,000	1.0%	7.4%	-0.7%
2014	366,828	3.0%	5.8%	-0.9%	146,305,000	1.7%	6.2%	-1.2%
2015	377,557	2.9%	5.5%	-0.3%	148,833,000	1.7%	5.3%	-0.9%
2016	385,332	2.1%	4.7%	-0.8%	151,436,000	1.7%	4.9%	-0.4%
2017	386,162	0.2%	4.1%	-0.5%	153,337,000	1.3%	4.4%	-0.5%
2018	386,291	0.0%	3.3%	-0.8%	155,761,000	1.6%	3.9%	-0.4%
2019	392,693	1.7%	2.7%	-0.6%	157,538,000	1.1%	3.7%	-0.2%
2020 YTD Average*	385,817	-1.8%	5.8%	3.1%	147,032,000	-6.7%	8.6%	5.0%
Sep-2019	395,696	-	1.9%	-	158,478,000	-	3.3%	-
Sep-2020	388,962	-1.7%	4.2%	2.3%	147,796,000	-6.7%	7.7%	4.4%

Source: U.S. Bureau of Labor Statistics, November 2020

*2020 data is through September

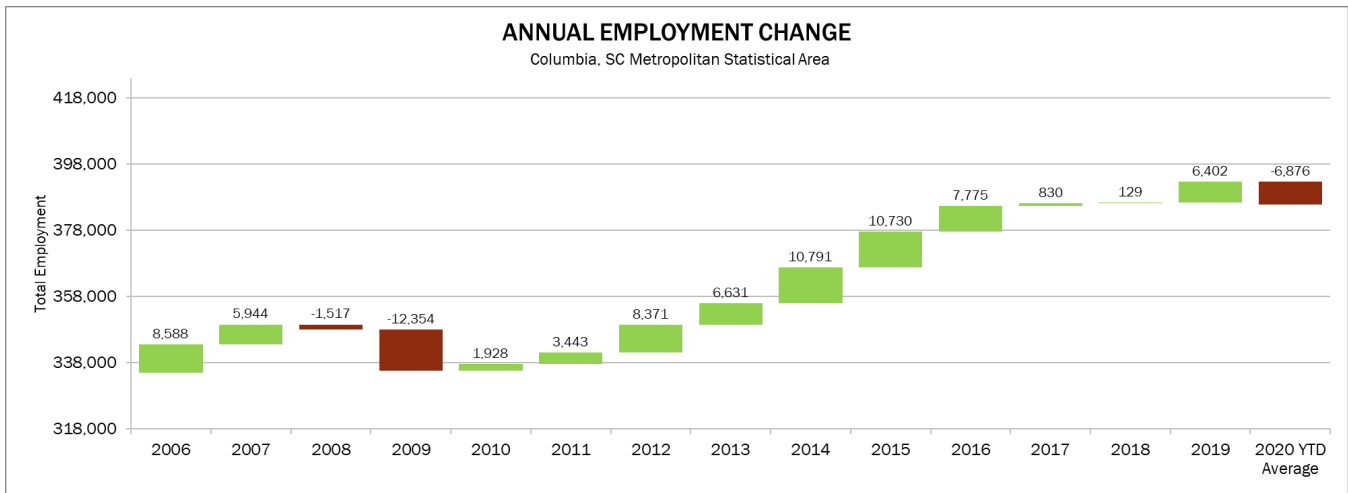
Prior to the Great Recession, average employment growth in the MSA generally exceeded the nation. Total MSA employment contracted by 3.9 percent (2008-2009), below the 4.9 percent contraction reported by the nation as a whole (2008-2010). Employment in the MSA recovered and surpassed pre-recessionary levels in 2013, one year prior to the overall nation. From 2012 to 2019, job growth in the MSA exceeded the nation (with the exception of 2017 and 2018 when growth stagnated), most notably in 2014 when the MSA experienced \ annual job growth of 3.0 percent, compared to 1.7 percent in the nation. In 2019, employment in the MSA was increasing at an annual rate of 1.7 percent, slightly above the national rate of 1.1 percent. As of September 2020, total employment in the MSA is decreasing at an annualized rate of 1.7 percent, compared to a 6.7 percent decrease across the overall nation.

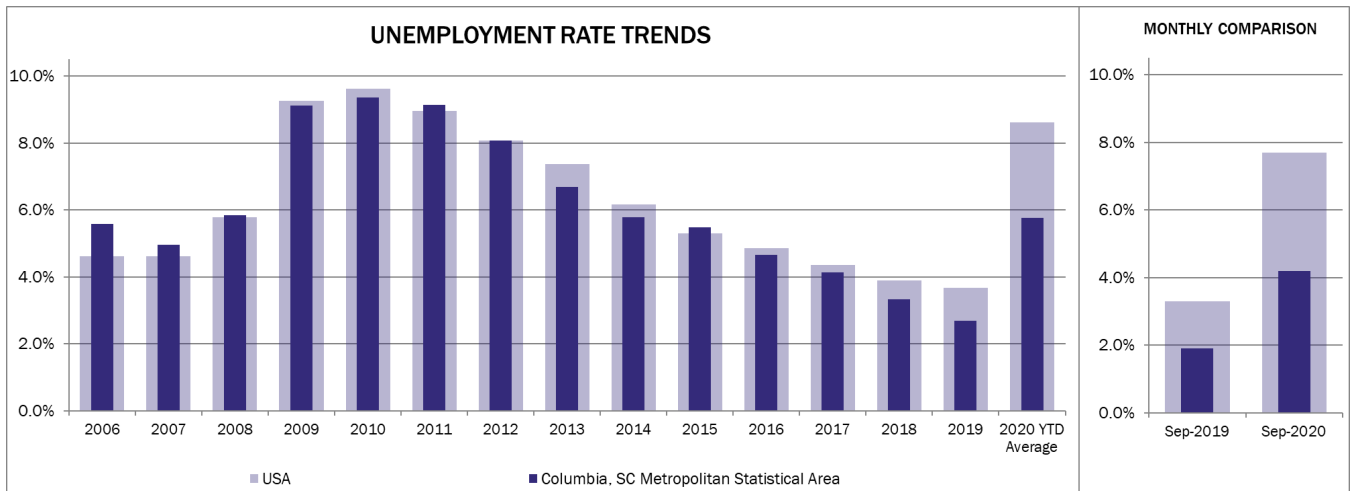
The MSA generally experienced a slightly higher average unemployment rate relative to the overall nation during the years preceding the Great Recession. Unemployment peaked in the MSA in 2010 at 9.4 percent, and has been steadily decreasing every year since. As of 2019, the unemployment rate in the MSA was 2.7 percent, which was below with the national rate of 3.7 percent. According to the most recent labor statistics, as of September 2020, the unemployment rate in the MSA is 4.2 percent, which is lower than the current national unemployment rate of 7.7 percent. The sudden and sharp contraction as of late is due to the economic fallout from the COVID-19 pandemic; however, thus far, performance in Columbia is faring better than national trends. However, given the underlying cause of the current recession, the varying response and approach by the state and municipal governments nationwide, and the uncertainty regarding treatment and vaccine timeframes, it is unclear if that pattern will hold true. It is assumed that tourism will certainly decline by some amount compared to years prior. The economic impact will become more evident in the coming months as restrictions continue to be lifted and stimulus funds work their way through the economy.

This report was developed as the COVID-19 crisis continues to significantly impact the national and global economies. Unemployment has decreased from the record high of 14.7 percent nationally in May 2020 to 7.7 percent as of September 2020. It is clear the impact on the economy will continue in the coming months, although the duration of the pandemic-induced recession is unknown. Stimulus plans have been implemented, and the hope is that the economic fallout will be mitigated, to some extent, by these measures. Further, President-Elect Biden has proposed additional stimulus plans upon his inauguration including additional direct stimulus payments, a boost in unemployment benefits, an additional \$200 added to monthly Social Security payments, federal student loan forgiveness, additional funds for small businesses, emergency sick leave for employees, fiscal relief for states, and no out-of-pocket money for COVID-19 testing, treatment, and eventual vaccine.

Many states have implemented various types of restrictions and regulations on businesses in light of the pandemic. The initial South Carolina stay at home order that was put in place during the spring 2020 surge expired on May 4, 2020. As of October 2, 2020, Governor McMaster lifted occupancy restrictions for restaurants in the state, however the following guidelines remain in place: employees and patrons must wear masks or face coverings, tables must be placed at least six feet apart, no more than eight people are allowed per table (unless from the same family), standing or congregating in bar areas is prohibited, and alcohol is not to be served after 11 pm. As of the date of this report, there is no state-wide mask mandate, however several local governments have enacted ordinances, including Richland County. As of December 8, approximately 2,115 new COVID-19 cases were reported in South Carolina, bringing the total cases for the state to 220,961 with total deaths at 4,253. As of December 6, approximately 1,746 new COVID-19 cases were reported in Richland County over a two-week period (November 23 to December 6), bringing the total cases for the county to 21,805 with total deaths at 310.

The following tables provide more illustration of the changes in employment and unemployment rate trends in the MSA.





Housing and Economy

There are 26 LIHTC and 13 subsidized properties in the Subject’s PMA, in addition to the Subject. Given the very low vacancy rates and presence of waiting lists among the LIHTC comparables, the availability of housing for low income renters is considered limited.

As noted prior, as of September 2020, the unemployment rate in the MSA is 4.2 percent, which is lower than the current national unemployment rate of 7.7 percent. The current recession caused by COVID-19 could lead residents in Columbia to consider more affordable housing options, such as the Subject.

According to Zillow, the median home value in Columbia is \$156,494, up 7.2 percent from last year, and is projected to increase 7.9 percent within the next year. Further, the single-family home market is still a buyer’s market, however this may change due to the current economic uncertainty due to COVID-19.

According to RealtyTrac’s October 2020 estimates, the city of Columbia experienced a relatively low foreclosure rate of one in every 4,054 housing units. Richland County experienced a slightly higher foreclosure rate compared to the city of Columbia, and experienced a foreclosure rate of one in every 3,820 housing units in October 2020. The state of South Carolina had a foreclosure rate of one in every 6,057 housing units.

COMMUTING PATTERNS

The following table details travel time to work for residents within the PMA. The average travel time is approximately 21 minutes. Approximately 77.4 percent of households within the PMA have commute times of less than 25 minutes.

COMMUTING PATTERNS		
ACS Commuting Time to Work	Number of Commuters	Percentage
Travel Time < 5 min	726	2.4%
Travel Time 5-9 min	3,930	12.8%
Travel Time 10-14 min	6,398	20.8%
Travel Time 15-19 min	7,512	24.4%
Travel Time 20-24 min	5,240	17.0%
Travel Time 25-29 min	1,607	5.2%
Travel Time 30-34 min	2,944	9.6%
Travel Time 35-39 min	432	1.4%
Travel Time 40-44 min	240	0.8%
Travel Time 45-59 min	563	1.8%
Travel Time 60-89 min	477	1.6%
Travel Time 90+ min	684	2.2%

Source: US Census 2020, Novogradac Consulting LLP, December 2020

CONCLUSION

Employment in the PMA is concentrated in the healthcare/social assistance, educational services, and retail trade industries, which collectively comprise 38.4 percent of local employment. The large share of PMA employment in retail trade is notable as this industry is historically volatile, and prone to contraction during economic downturns. However, the PMA also has a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. The largest employer in Columbia is the State of South Carolina, employing over 25,000. The largest employers in Columbia are concentrated in the public administration, healthcare, educational services, military/defense, and communication sectors.

In 2019, employment in the MSA was increasing at an annual rate of 1.7 percent, slightly above the national rate of 1.1 percent. As of September 2020, total employment in the MSA is decreasing at an annualized rate of 1.7 percent, compared to a 6.7 percent decrease across the overall nation. As of 2019, the unemployment rate in the MSA was 2.7 percent, which was below with the national rate of 3.7 percent. According to the most recent labor statistics, as of September 2020, the unemployment rate in the MSA is 4.2 percent, which is lower than the current national unemployment rate of 7.7 percent. The sudden and sharp contraction as of late is due to the economic fallout from the COVID-19 pandemic; thus far, performance in Columbia is faring better than national trends. The area has a heavy reliance on the tourism sector; typically this industry contracts during recessionary periods. However, given the underlying cause of the current recession, the varying response and approach by the state and municipal governments nationwide, and the uncertainty regarding treatment and vaccine timeframes, it is unclear if that pattern will hold true. It is assumed that tourism will certainly decline by some amount compared to years prior. The economic impact will become more evident in the coming months as restrictions continue to be lifted and stimulus funds work their way through the economy.

E. COMMUNITY DEMOGRAPHIC DATA

COMMUNITY DEMOGRAPHIC DATA

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

Population Trends

The following tables illustrate (a) Total Population/Growth Rate and (b) Population by Age Group.

POPULATION

Year	PMA		MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	73,591	-	651,106	-	280,304,282	-
2010	74,815	0.2%	767,598	1.8%	308,745,538	1.0%
2020	77,781	0.4%	859,743	1.2%	333,793,107	0.8%
Projected Mkt Entry	78,805	0.8%	877,506	1.2%	338,072,968	0.7%
2025	80,707	0.8%	910,493	1.2%	346,021,282	0.7%

Source: Esri Demographics 2020, Novogradac Consulting LLP, December 2020

POPULATION BY AGE GROUP

Age Cohort	PMA				
	2000	2010	2020	Projected Mkt Entry	2025
0-4	4,498	5,252	4,890	4,959	5,087
5-9	4,645	4,566	4,483	4,521	4,591
10-14	4,645	4,378	4,520	4,530	4,549
15-19	4,424	5,713	5,568	5,648	5,796
20-24	5,699	5,914	5,963	5,948	5,920
25-29	6,395	5,148	5,083	5,071	5,048
30-34	5,404	4,565	4,657	4,718	4,832
35-39	5,659	4,128	4,598	4,592	4,582
40-44	5,656	4,103	4,276	4,438	4,740
45-49	5,281	4,865	4,281	4,384	4,574
50-54	4,651	5,549	4,459	4,512	4,609
55-59	3,306	5,165	5,294	5,075	4,667
60-64	2,688	4,225	5,248	5,198	5,106
65-69	2,727	3,040	4,540	4,681	4,943
70-74	2,709	2,455	3,529	3,784	4,257
75-79	2,514	2,229	2,453	2,707	3,180
80-84	1,546	1,777	1,745	1,837	2,008
85+	1,133	1,743	2,194	2,202	2,216
Total	73,580	74,815	77,781	78,804	80,705

Source: Esri Demographics 2020, Novogradac Consulting LLP, December 2020

Population increased from 2000 to 2010 in the PMA, at a slower rate than the MSA and the overall nation. From 2010 to 2020, population growth in the PMA increased at a slower rate than the MSA and nation. Population growth in the PMA is anticipated to continue increasing through market entry and 2025 at an annual rate of 0.8 percent, slightly slower than the MSA and similar to the nation.

The population in the PMA in 2020 was concentrated in the age groups of 15 to 19, 20 to 24, 55 to 59, and 60 to 64, and combined these age groups represent 28.4 percent of the total population in the PMA. Through

market entry and 2025, the age groups of zero to four, 15 to 19, 20 to 24, and 55 to 59 will have the highest representation in the PMA.

HOUSEHOLD TRENDS

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

Year	PMA		MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	31,394	-	245,965	-	105,081,032	-
2010	30,648	-0.2%	294,847	2.0%	116,716,293	1.1%
2020	31,677	0.3%	329,369	1.1%	126,083,847	0.8%
Projected Mkt Entry	32,117	0.8%	336,176	1.2%	127,684,972	0.7%
2025	32,933	0.8%	348,818	1.2%	130,658,491	0.7%

Source: Esri Demographics 2020, Novogradac Consulting LLP, December 2020

Year	PMA		MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.24	-	2.50	-	2.59	-
2010	2.32	0.4%	2.47	-0.1%	2.57	-0.1%
2020	2.34	0.1%	2.50	0.2%	2.58	0.1%
Projected Mkt Entry	2.34	0.0%	2.51	0.1%	2.58	0.0%
2025	2.34	0.0%	2.51	0.0%	2.59	0.0%

Source: Esri Demographics 2020, Novogradac Consulting LLP, December 2020

Year	PMA		MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	3,219	-	36,177	-	7,651,876	-
2010	3,671	1.4%	40,347	1.2%	8,273,003	0.8%
2020	3,613	-0.2%	34,773	-1.3%	8,091,273	-0.2%
Projected Mkt Entry	-	-	-	-	-	-
2025	-	-	-	-	-	-

Source: Esri Demographics 2020, Novogradac Consulting LLP, December 2020

The PMA experienced an annual household decline of 0.2 percent between 2000 and 2010, opposite of the MSA and nation. Household growth in the PMA increased at an annual growth rate of 0.3 percent between 2010 and 2020, slower than the MSA and nation. Annualized PMA growth is projected to be 0.8 percent through market entry and 2025, slightly below the MSA and similar to the overall nation. The average household size is expected to remain stable in the PMA from 2020 through market entry and 2025, similar to the MSA and nation. The number of persons in group quarters increased in the PMA between 2000 and 2020, similar to the nation but opposite of the MSA. Note that forecasted data for the population in group quarters is not available as growth in this population is more often a result of changes to local facilities than macro demographic trends.

Households by Tenure

The table below depicts household growth by tenure from 2000 through 2024.

TENURE PATTERNS PMA				
Year	Owner-Occupied Units		Renter-Occupied Units	
	Number	Percentage	Number	Percentage
2000	16,733	53.3%	14,661	46.7%
2010	17,511	57.1%	13,137	42.9%
2020	16,495	52.1%	15,182	47.9%
Projected Mkt Entry	16,655	51.9%	15,461	48.1%
2025	16,953	51.5%	15,980	48.5%

Source: Esri Demographics 2020, Novogradac Consulting LLP, December 2020

The preceding table details household tenure patterns in the PMA since 2000. The percentage and number of renter households in the PMA decreased between 2000 and 2010, but then increased between 2010 and 2020. As of 2020 the percentage of renter households is estimated to be 47.9 percent. This is above the estimated 32.2 percent of renter households across the overall nation (not shown). The percentage and number of renter households in the PMA are expected to increase through market entry and 2025.

Household Income Distribution

The following table depicts household income in the PMA from 2020 to 2025.

Income Cohort	HOUSEHOLD INCOME PMA					
	2020		2025		Annual Change 2020 to 2025	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	3,902	12.3%	3,795	11.5%	-21	-0.5%
\$10,000-19,999	3,873	12.2%	3,786	11.5%	-17	-0.4%
\$20,000-29,999	3,770	11.9%	3,645	11.1%	-25	-0.7%
\$30,000-39,999	3,556	11.2%	3,525	10.7%	-6	-0.2%
\$40,000-49,999	2,449	7.7%	2,653	8.1%	41	1.7%
\$50,000-59,999	1,975	6.2%	2,012	6.1%	7	0.4%
\$60,000-74,999	2,424	7.7%	2,465	7.5%	8	0.3%
\$75,000-99,999	2,866	9.0%	2,997	9.1%	26	0.9%
\$100,000-124,999	1,902	6.0%	2,107	6.4%	41	2.2%
\$125,000-149,999	1,265	4.0%	1,473	4.5%	42	3.3%
\$150,000-199,999	1,267	4.0%	1,533	4.7%	53	4.2%
\$200,000+	2,428	7.7%	2,942	8.9%	103	4.2%
Total	31,677	100.0%	32,933	100.0%		

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

As proposed, the Subject will target households earning between zero and \$50,580 as proposed, and between \$28,560 and \$50,580 absent subsidy. As the table above depicts, approximately 55.3 percent of households in the PMA earned less than \$50,000 in 2020.

Renter Household Income Distribution

The following tables depict renter household incomes in the PMA in 2020, market entry, and 2025.

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA						
Income Cohort	2020		Projected Mkt Entry		2025	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	3,058	20.1%	3,045	19.7%	3,020	18.9%
\$10,000-19,999	2,442	16.1%	2,438	15.8%	2,430	15.2%
\$20,000-29,999	2,334	15.4%	2,312	15.0%	2,270	14.2%
\$30,000-39,999	1,938	12.8%	1,949	12.6%	1,970	12.3%
\$40,000-49,999	1,145	7.5%	1,212	7.8%	1,337	8.4%
\$50,000-59,999	851	5.6%	870	5.6%	904	5.7%
\$60,000-74,999	839	5.5%	857	5.5%	891	5.6%
\$75,000-99,999	999	6.6%	1,039	6.7%	1,114	7.0%
\$100,000-124,999	476	3.1%	517	3.3%	593	3.7%
\$125,000-149,999	319	2.1%	348	2.3%	402	2.5%
\$150,000-199,999	375	2.5%	415	2.7%	489	3.1%
\$200,000+	406	2.7%	460	3.0%	560	3.5%
Total	15,182	100.0%	15,461	100.0%	15,980	100.0%

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

Renter households with incomes less than \$50,000 represent 71.9 percent of the renter households in the PMA in 2020, and this share is expected to decrease slightly through market entry and 2025.

Renter Households by Number of Persons in the Household

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

RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA						
Household Size	2020		Projected Mkt Entry		2025	
	Number	Percentage	Number	Percentage	Number	Percentage
1 Person	6,240	41.1%	6,379	41.3%	6,638	41.5%
2 Persons	3,975	26.2%	4,032	26.1%	4,137	25.9%
3 Persons	2,304	15.2%	2,341	15.1%	2,411	15.1%
4 Persons	1,484	9.8%	1,513	9.8%	1,566	9.8%
5+ Persons	1,179	7.8%	1,196	7.7%	1,228	7.7%
Total Households	15,182	100%	15,461	100%	15,980	100%

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

The Subject offers two, three, and four-bedroom units and will generally be catered to households consisting of two to six people. Thus, as indicated in the previous table, the Subject will support the majority of renter household sizes within the PMA.

Conclusion

The PMA experienced an annual household decline of 0.2 percent between 2000 and 2010, opposite of the MSA and nation. Household growth in the PMA increased at an annual growth rate of 0.3 percent between 2010 and 2020, slower than the MSA and nation. Annualized PMA growth is projected to be 0.8 percent through market entry and 2025, slightly below the MSA and similar to the overall nation. The average household size is expected to remain stable in the PMA from 2020 through market entry and 2025, similar to the MSA and nation. Renter households with incomes less than \$50,000 represent 71.9 percent of the renter households in the PMA in 2020, and this share is expected to decrease slightly through market entry and 2025. This bodes well for affordable housing such as the Subject development.

F. PROJECT-SPECIFIC DEMAND ANALYSIS

PROJECT SPECIFIC DEMAND ANALYSIS

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

1. Income Restrictions

LIHTC rents are based upon a percentage of the Area Median Gross Income (AMI), adjusted for household size and utilities. South Carolina State Housing Finance and Development Authority (SC Housing) will estimate the relevant income levels, with annual updates. The rents are calculated assuming that the maximum net rent a household will pay is 30 percent of its household income at the appropriate AMI level.

Household size is assumed to be 1.5 persons per bedroom for general population projects. For example, for one-bedroom units we assume the average income limits of a one and two-person household and for three-bedroom units we assume the average income limits for a four- and five-person household. This applies to family projects. For elderly projects, we have used a maximum income based on two-person households. Additionally, HUD assumes that one-person households are accommodated in one-bedroom units. For LIHTC income purposes, the actual size of the household is used.

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

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

2. Affordability

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

3. Minimum and Maximum Income Levels

The following tables illustrate the minimum and maximum allowable income levels for the Subject’s units, as proposed with rental assistance and as proposed absent subsidy.

FAMILY INCOME LIMITS - AS PROPOSED

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@60%		@60% (Section 8)	
2BR	\$28,560	\$39,240	\$0	\$39,240
3BR*	\$30,137	\$45,330	\$0	\$45,330
4BR	\$33,154	\$50,580	\$0	\$50,580

*Maximum income is calculated based on average income limits for a four- and five-person household

FAMILY INCOME LIMITS - ABSENT SUBSIDY

Unit Type	Minimum Allowable Income	Maximum Allowable Income
		@60%
2BR	\$28,560	\$39,240
3BR*	\$30,137	\$47,100
4BR	\$33,154	\$50,580

*Maximum income is calculated based on average income limits for a four- and five-person household

4. Demand

The demand for the Subject will be derived from two sources: existing households and new households. These calculations are illustrated in the following tables.

4a. Demand from New Renter Households

The number of new households entering the market is the first level of demand calculated. South Carolina State Housing Finance and Development Authority (SC Housing) has requested that we utilize 2020 as the base year for the analysis, with demographic projections to 2022 (Subject’s market entry/anticipated completion date). This is considered the gross potential demand for the Subject property. This number is adjusted for income eligibility and renter tenure.

4b. Demand from Existing Households

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

4c. Additions to Supply

South Carolina State Housing Finance and Development Authority (SC Housing) guidelines indicate that units in all competing projects that were allocated, under construction, placed in service, or funded in 2020 as well as those units at properties that have not reached a stabilized occupancy of 93 percent should be removed from the demand analysis.

According to the South Carolina State Housing Finance and Development Authority (SC Housing) LIHTC allocation lists from 2018 to 2020 year-to-date, two properties have been allocated tax credits within the PMA within the last two years, which are detailed below.

- The Pointe at Elmwood was allocated LIHTCs in 2018 for the new construction of 58 one, two, and three-bedroom units restricted to families earning 50 and 60 percent of the AMI or less. Of the 58 units, 12 will be restricted to households earning 50 percent of the AMI or less and 46 will be restricted to households earning 60 percent of the AMI or less. Construction is expected to be completed in December 2020, and the two and three-bedroom units at the 50 and 60 percent AMI levels will directly compete with the Subject.
- Arcadia Pointe was allocated LIHTCs in 2018 for the new construction of 42 two, three, and four-bedroom units restricted to families earning 50 and 60 percent of the AMI or less. Of the 42 units, 10

will be restricted to households earning 50 percent of the AMI or less and 32 will be restricted to households earning 60 percent of the AMI or less. Construction is expected to be completed in early 2021, and the two, three, and four-bedroom units the 50 and 60 percent AMI levels will directly compete with the Subject.

As such, we have deducted the 20 two, three and four-bedroom units at 50 percent AMI, as well as the 70 two, three, and four-bedroom units at 60 percent AMI units from our demand analysis, assuming no subsidy.

5. Method – Capture Rates

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

60% AMI/Section 8

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60%/Section 8

Minimum Income Limit		\$0		Maximum Income Limit		\$50,580	
Income Category	New Renter Households - Total Change in Households PMA 2020 to Prj Mrkt Entry April 2022		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	-13	-4.8%	9,999	100.0%	-13		
\$10,000-19,999	-4	-1.5%	9,999	100.0%	-4		
\$20,000-29,999	-22	-8.0%	9,999	100.0%	-22		
\$30,000-39,999	11	4.0%	9,999	100.0%	11		
\$40,000-49,999	67	24.1%	9,999	100.0%	67		
\$50,000-59,999	19	6.6%	580	5.8%	1		
\$60,000-74,999	18	6.5%	0	0.0%	0		
\$75,000-99,999	40	14.4%	0	0.0%	0		
\$100,000-124,999	41	14.7%	0	0.0%	0		
\$125,000-149,999	29	10.4%	0	0.0%	0		
\$150,000-199,999	40	14.3%	0	0.0%	0		
\$200,000+	54	19.3%	0	0.0%	0		
Total	279	100.0%		14.2%	40		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60%/Section 8

Minimum Income Limit		\$0		Maximum Income Limit		\$50,580	
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	3,058	20.1%	9,999	100.0%	3,058		
\$10,000-19,999	2,442	16.1%	9,999	100.0%	2,442		
\$20,000-29,999	2,334	15.4%	9,999	100.0%	2,334		
\$30,000-39,999	1,938	12.8%	9,999	100.0%	1,938		
\$40,000-49,999	1,145	7.5%	9,999	100.0%	1,145		
\$50,000-59,999	851	5.6%	580	5.8%	49		
\$60,000-74,999	839	5.5%	0	0.0%	0		
\$75,000-99,999	999	6.6%	0	0.0%	0		
\$100,000-124,999	476	3.1%	0	0.0%	0		
\$125,000-149,999	319	2.1%	0	0.0%	0		
\$150,000-199,999	375	2.5%	0	0.0%	0		
\$200,000+	406	2.7%	0	0.0%	0		
Total	15,182	100.0%		72.2%	10,966		

ASSUMPTIONS - @60%/Section 8

Tenancy	Family	% of Income towards Housing				35%
Rural/Urban	Urban	Maximum # of Occupants				6
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	0%	100%	0%	0%	0%	
2	0%	70%	30%	0%	0%	
3	0%	0%	60%	40%	0%	
4	0%	0%	30%	40%	30%	
5+	0%	0%	0%	50%	50%	

Demand from New Renter Households 2020 to April 2022

Income Target Population	@60%/Section 8
New Renter Households PMA	279
Percent Income Qualified	14.2%
New Renter Income Qualified Households	40

Demand from Existing Households 2020

Demand from Rent Overburdened Households

Income Target Population	@60%/Section 8
Total Existing Demand	15,182
Income Qualified	72.2%
Income Qualified Renter Households	10,966
Percent Rent Overburdened Prj Mrkt Entry April 2022	48.4%
Rent Overburdened Households	5,307

Demand from Living in Substandard Housing

Income Qualified Renter Households	10,966
Percent Living in Substandard Housing	1.3%
Households Living in Substandard Housing	139

By Bedroom Demand

One Person	41.3%	2,263
Two Persons	26.1%	1,430
Three Persons	15.1%	831
Four Persons	9.8%	537
Five Persons	7.7%	424
Total	100.0%	5,486

To place Person Demand into Bedroom Type Units

Of two-person households in 2BR units	30%	429
Of three-person households in 2BR units	60%	498
Of four-person households in 2BR units	30%	161
Of three-person households in 3BR units	40%	332
Of four-person households in 3BR units	40%	215
Of five-person households in 3BR units	50%	212
Of four-person households in 4BR units	30%	161
Of five-person households in 4BR units	50%	212
Total Demand		5,486

Total Demand (Subject Unit Types)			Additions to Supply			Net Demand		
2 BR	1,089	-	40	=	1,049			
3 BR	759	-	44	=	715			
4 BR	373	-	6	=	367			
Total	2,221		90		2,131			

Developer's Unit Mix			Net Demand			Capture Rate		
2 BR	16	/	1,049	=	1.5%			
3 BR	40	/	715	=	5.6%			
4 BR	12	/	367	=	3.3%			
Total	68		2,131		3.2%			

60% AMI – Absent Subsidy

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$28,560		Maximum Income Limit		\$50,580	
Income Category	New Renter Households - Total Change in Households PMA 2020 to Prj Mrkt Entry April 2022		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	\$0-9,999	-13			-4.8%	0	0.0%
\$10,000-19,999	-4	-1.5%	0	0.0%	0		
\$20,000-29,999	-22	-8.0%	1,438	14.4%	-3		
\$30,000-39,999	11	4.0%	9,999	100.0%	11		
\$40,000-49,999	67	24.1%	9,999	100.0%	67		
\$50,000-59,999	19	6.6%	580	5.8%	1		
\$60,000-74,999	18	6.5%	0	0.0%	0		
\$75,000-99,999	40	14.4%	0	0.0%	0		
\$100,000-124,999	41	14.7%	0	0.0%	0		
\$125,000-149,999	29	10.4%	0	0.0%	0		
\$150,000-199,999	40	14.3%	0	0.0%	0		
\$200,000+	54	19.3%	0	0.0%	0		
Total	279	100.0%		27.3%	76		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$28,560		Maximum Income Limit		\$50,580	
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households within Bracket		
	\$0-9,999	3,058			20.1%	0	0.0%
\$10,000-19,999	2,442	16.1%	0	0.0%	0		
\$20,000-29,999	2,334	15.4%	1,438	14.4%	336		
\$30,000-39,999	1,938	12.8%	9,999	100.0%	1,938		
\$40,000-49,999	1,145	7.5%	9,999	100.0%	1,145		
\$50,000-59,999	851	5.6%	580	5.8%	49		
\$60,000-74,999	839	5.5%	0	0.0%	0		
\$75,000-99,999	999	6.6%	0	0.0%	0		
\$100,000-124,999	476	3.1%	0	0.0%	0		
\$125,000-149,999	319	2.1%	0	0.0%	0		
\$150,000-199,999	375	2.5%	0	0.0%	0		
\$200,000+	406	2.7%	0	0.0%	0		
Total	15,182	100.0%		22.8%	3,468		

ASSUMPTIONS - @60%

ASSUMPTIONS - @60%						
Tenancy		Family		% of Income towards Housing		35%
Rural/Urban		Urban		Maximum # of Occupants		6
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	0%	100%	0%	0%	0%	
2	0%	70%	30%	0%	0%	
3	0%	0%	60%	40%	0%	
4	0%	0%	30%	40%	30%	
5+	0%	0%	0%	50%	50%	

Demand from New Renter Households 2020 to April 2022

Income Target Population	@60%
New Renter Households PMA	279
Percent Income Qualified	27.3%
New Renter Income Qualified Households	76

Demand from Existing Households 2020

Demand from Rent Overburdened Households

Income Target Population	@60%
Total Existing Demand	15,182
Income Qualified	22.8%
Income Qualified Renter Households	3,468
Percent Rent Overburdened Prj Mrkt Entry April 2022	48.4%
Rent Overburdened Households	1,678

Demand from Living in Substandard Housing

Income Qualified Renter Households	3,468
Percent Living in Substandard Housing	1.3%
Households Living in Substandard Housing	44

By Bedroom Demand

One Person	41.3%	742
Two Persons	26.1%	469
Three Persons	15.1%	272
Four Persons	9.8%	176
Five Persons	7.7%	139
Total	100.0%	1,799

To place Person Demand into Bedroom Type Units

Of two-person households in 2BR units	30%	141
Of three-person households in 2BR units	60%	163
Of four-person households in 2BR units	30%	53
Of three-person households in 3BR units	40%	109
Of four-person households in 3BR units	40%	70
Of five-person households in 3BR units	50%	70
Of four-person households in 4BR units	30%	53
Of five-person households in 4BR units	50%	70
Total Demand		1,799

Total Demand (Subject Unit Types)			Additions to Supply			Net Demand		
2 BR	357	-	30	=	327			
3 BR	249	-	36	=	213			
4 BR	122	-	4	=	118			
Total	728		70		658			

Developer's Unit Mix			Net Demand			Capture Rate		
2 BR	16	/	327	=	4.9%			
3 BR	40	/	213	=	18.8%			
4 BR	12	/	118	=	10.1%			
Total	68		658		10.3%			

60% AMI/Section 8 – Large Households

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60%/Section 8

Minimum Income Limit		\$0		Maximum Income Limit		\$50,580	
Income Category	New Renter Households - Total Change in Households PMA 2020 to Prj Mrkt Entry April 2022		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	-13	-4.8%	9,999	100.0%	-13		
\$10,000-19,999	-4	-1.5%	9,999	100.0%	-4		
\$20,000-29,999	-22	-8.0%	9,999	100.0%	-22		
\$30,000-39,999	11	4.0%	9,999	100.0%	11		
\$40,000-49,999	67	24.1%	9,999	100.0%	67		
\$50,000-59,999	19	6.6%	580	5.8%	1		
\$60,000-74,999	18	6.5%	0	0.0%	0		
\$75,000-99,999	40	14.4%	0	0.0%	0		
\$100,000-124,999	41	14.7%	0	0.0%	0		
\$125,000-149,999	29	10.4%	0	0.0%	0		
\$150,000-199,999	40	14.3%	0	0.0%	0		
\$200,000+	54	19.3%	0	0.0%	0		
Total	279	100.0%		14.2%	40		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60%/Section 8

Minimum Income Limit		\$0		Maximum Income Limit		\$50,580	
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	3,058	20.1%	9,999	100.0%	3,058		
\$10,000-19,999	2,442	16.1%	9,999	100.0%	2,442		
\$20,000-29,999	2,334	15.4%	9,999	100.0%	2,334		
\$30,000-39,999	1,938	12.8%	9,999	100.0%	1,938		
\$40,000-49,999	1,145	7.5%	9,999	100.0%	1,145		
\$50,000-59,999	851	5.6%	580	5.8%	49		
\$60,000-74,999	839	5.5%	0	0.0%	0		
\$75,000-99,999	999	6.6%	0	0.0%	0		
\$100,000-124,999	476	3.1%	0	0.0%	0		
\$125,000-149,999	319	2.1%	0	0.0%	0		
\$150,000-199,999	375	2.5%	0	0.0%	0		
\$200,000+	406	2.7%	0	0.0%	0		
Total	15,182	100.0%		72.2%	10,966		

ASSUMPTIONS - @60%/Section 8

Tenancy	Family	% of Income towards Housing				35%
Rural/Urban	Urban	Maximum # of Occupants				6
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	0%	0%	0%	0%	0%	
2	0%	0%	0%	0%	0%	
3	0%	0%	0%	100%	0%	
4	0%	0%	0%	50%	50%	
5+	0%	0%	0%	50%	50%	

Demand from New Renter Households 2020 to April 2022

Income Target Population	@60%/Section 8
New Renter Households PMA	279
Percent Income Qualified	14.2%
New Renter Income Qualified Households	40

Demand from Existing Households 2020

Demand from Rent Overburdened Households

Income Target Population	@60%/Section 8
Total Existing Demand	15,182
Income Qualified	72.2%
Income Qualified Renter Households	10,966
Percent Rent Overburdened Prj Mrkt Entry April 2022	48.4%
Rent Overburdened Households	5,307

Demand from Living in Substandard Housing

Income Qualified Renter Households	10,966
Percent Living in Substandard Housing	1.3%
Households Living in Substandard Housing	139

By Bedroom Demand

One Person	41.3%	2,263
Two Persons	26.1%	1,430
Three Persons	15.1%	831
Four Persons	9.8%	537
Five Persons	7.7%	424
Total	100.0%	5,486

To place Person Demand into Bedroom Type Units

Of three-person households in 3BR units	100%	831
Of four-person households in 3BR units	50%	268
Of five-person households in 3BR units	50%	212
Of four-person households in 4BR units	50%	268
Of five-person households in 4BR units	50%	212
Total Demand		1,792

Total Demand (Subject Unit Types)			Additions to Supply		Net Demand
3 BR	1,311	-	44	=	1,267
4 BR	481	-	6	=	475
Total	1,792		50		1,742
Developer's Unit Mix			Net Demand		Capture Rate
3 BR	40	/	1,267	=	3.2%
4 BR	12	/	475	=	2.5%
Total	52		1,742		3.0%

60% AMI – Large Households Absent Subsidy

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$30,137		Maximum Income Limit		\$50,580	
Income Category	New Renter Households - Total Change in Households PMA 2020 to Prj Mrkt Entry April 2022		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	\$0-9,999	-13			-4.8%	0	0.0%
\$10,000-19,999	-4	-1.5%	0	0.0%	0		
\$20,000-29,999	-22	-8.0%	0	0.0%	0		
\$30,000-39,999	11	4.0%	137	1.4%	0		
\$40,000-49,999	67	24.1%	9,999	100.0%	67		
\$50,000-59,999	19	6.6%	580	5.8%	1		
\$60,000-74,999	18	6.5%	0	0.0%	0		
\$75,000-99,999	40	14.4%	0	0.0%	0		
\$100,000-124,999	41	14.7%	0	0.0%	0		
\$125,000-149,999	29	10.4%	0	0.0%	0		
\$150,000-199,999	40	14.3%	0	0.0%	0		
\$200,000+	54	19.3%	0	0.0%	0		
Total	279	100.0%		24.5%	68		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$30,137		Maximum Income Limit		\$50,580	
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households within Bracket		
	\$0-9,999	3,058			20.1%	0	0.0%
\$10,000-19,999	2,442	16.1%	0	0.0%	0		
\$20,000-29,999	2,334	15.4%	0	0.0%	0		
\$30,000-39,999	1,938	12.8%	137	1.4%	27		
\$40,000-49,999	1,145	7.5%	9,999	100.0%	1,145		
\$50,000-59,999	851	5.6%	580	5.8%	49		
\$60,000-74,999	839	5.5%	0	0.0%	0		
\$75,000-99,999	999	6.6%	0	0.0%	0		
\$100,000-124,999	476	3.1%	0	0.0%	0		
\$125,000-149,999	319	2.1%	0	0.0%	0		
\$150,000-199,999	375	2.5%	0	0.0%	0		
\$200,000+	406	2.7%	0	0.0%	0		
Total	15,182	100.0%		8.0%	1,221		

ASSUMPTIONS - @60%

Tenancy	Family	% of Income towards Housing				35%
Rural/Urban	Urban	Maximum # of Occupants				0
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	0%	0%	0%	0%	0%	
2	0%	0%	0%	0%	0%	
3	0%	0%	0%	100%	0%	
4	0%	0%	0%	50%	50%	
5+	0%	0%	0%	50%	50%	

Demand from New Renter Households 2020 to April 2022

Income Target Population	@60%
New Renter Households PMA	279
Percent Income Qualified	24.5%
New Renter Income Qualified Households	68

Demand from Existing Households 2020

Demand from Rent Overburdened Households

Income Target Population	@60%
Total Existing Demand	15,182
Income Qualified	8.0%
Income Qualified Renter Households	1,221
Percent Rent Overburdened Prj Mrkt Entry April 2022	48.4%
Rent Overburdened Households	591

Demand from Living in Substandard Housing

Income Qualified Renter Households	1,221
Percent Living in Substandard Housing	1.3%
Households Living in Substandard Housing	16

By Bedroom Demand

One Person	41.3%	278
Two Persons	26.1%	176
Three Persons	15.1%	102
Four Persons	9.8%	66
Five Persons	7.7%	52
Total	100.0%	675

To place Person Demand into Bedroom Type Units

Of three-person households in 3BR units	100%	102
Of four-person households in 3BR units	50%	33
Of five-person households in 3BR units	50%	26
Of four-person households in 4BR units	50%	33
Of five-person households in 4BR units	50%	26
Total Demand		622

Total Demand (Subject Unit Types)			Additions to Supply		Net Demand
3 BR	161	-	36	=	125
4 BR	59	-	4	=	55
Total	220		40		180
Developer's Unit Mix			Net Demand		Capture Rate
3 BR	40	/	125	=	31.9%
4 BR	12	/	55	=	21.8%
Total	52		180		28.8%

Conclusions

Several factors affect the indicated capture rates and are discussed following.

- The number of general population renter households in the PMA is expected to increase 0.2 percent between 2020 and projected market entry of April 2022.
- This demand analysis does not measure the PMA’s or Subject’s ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

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

DEMAND AND NET DEMAND

	HH at @60% AMI/Section 8 (\$0 to \$50,580)	HH at @60% AMI Absent Subsidy (\$28,560 to \$50,580)	HH at @60% AMI/Section 8 (\$0 to \$50,580)	HH at @60% AMI Absent Subsidy (\$30,137 to \$50,580)	Overall Demand
Demand from New Households (age and income appropriate)	40	76	40	68	40
PLUS	+	+	+	+	+
Demand from Existing Renter Households - Rent Overburdened Households	5,307	1,678	5,307	591	5,307
PLUS	+	+	+	+	+
Demand from Existing Renter Households - Substandard Housing	139	44	139	16	139
=	=	=	=	=	=
Sub Total	5,486	1,799	5,486	675	5,486
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 20% where applicable)	0	0	0	0	0
Equals Total Demand	5,486	1,799	5,486	675	5,486
Less	-	-	-	-	-
New Supply	90	70	50	40	90
Equals Net Demand	5,396	1,729	5,436	635	5,396

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

CAPTURE RATE ANALYSIS CHART

Bedrooms/AMI Level	Total Demand	Supply	Net Demand	Units Proposed	Capture Rate
As Proposed					
2BR @60%/Section 8	1,089	40	1,049	16	1.5%
3BR @60%/Section 8	759	44	715	40	5.6%
4BR @60%/Section 8	373	6	367	12	3.3%
Overall	3,222	90	3,132	68	2.2%
Absent Subsidy					
2BR @60%	357	30	327	16	4.9%
3BR @60%	249	36	213	40	18.8%
4BR @60%	122	4	118	12	10.1%
Overall	728	70	658	68	10.3%

As the analysis illustrates, the Subject’s capture rates with subsidy at the 60 percent AMI level range from 1.5 to 5.6 percent. Absent subsidy, the Subject’s capture rates at the 60 percent AMI level range from 4.9 to 18.8 percent. The overall capture rates for the Subjects units as proposed and absent subsidy are 2.2 and 10.3 percent, respectively, and we believe there is adequate continued demand for the Subject. Further, capture rates for all units, as well as the overall property, are below the 30 percent capture rate threshold as determined by SC Housing.

Absorption Rate Projected Absorption Period

None of the comparables reported absorption information. As such, we included absorption information from six properties located within 10 miles of the Subject in Columbia, although we realize some of this information is dated. The following table details our findings.

ABSORPTION

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Sola Station	Market	Family	2019	339	15
Abernathy Place	LIHTC	Family	2017	64	26
Mountain View	LIHTC	Family	2016	48	47
Revere At Lake Wylie	Market	Family	2015	444	24
Regent Park Apartments	LIHTC	Family	2011	72	36
Madison Station II	LIHTC	Family	2011	48	8
LIHTC Average				58	29
Market Rate Average				392	19
Overall Average				169	26

If the Subject was completely vacant, we would expect the property should experience a brief lease-up period due to the sustained demand for good quality affordable housing in the PMA. Assuming the Subject was completely vacant, we believe that the Subject would experience an absorption rate of approximately 24 to 26 units per month. This equates to an absorption period of approximately three months. This is considered

largely hypothetical as the Subject's current tenants are expected to remain income-eligible to remain at the property post-renovation. As such, we believe the Subject will stabilize within one to two months of rehabilitation completion.

G. SUPPLY ANALYSIS

SURVEY OF COMPARABLE PROJECTS

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

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

We interviewed numerous properties to determine which ones were considered “true” competition for the Subject. Several properties in the market area were interviewed and not included because of their dissimilarity or other factors. Fully subsidized properties were excluded due to differing rent structures from the Subject; however, it should be noted that subsidized properties in the market area were found to have stable occupancies. The following table illustrates the excluded properties.

EXCLUDED PROPERTIES IN PMA

Property name	Rent Structure	Reason For Exclusion
1006-1006 1/2 Tree Street	LIHTC	More Comparable Properties Available
2431 Richland Street	LIHTC	More Comparable Properties Available
42 Magnolia	Market	More Comparable Properties Available
Ames 1-13 Associates	LIHTC	More Comparable Properties Available
Ames Manor Apartments	LIHTC	More Comparable Properties Available
Arcadia's Edge	Market	More Comparable Properties Available
Bethel Bishop Chappelle Memorial Apts	Section 8	Subsidized
Capital Heights	LIHTC	Other Comparables Utilized
Cherry Street Apartments	LIHTC	Unable to Contact
Chimneys At Brookfield	Market	Unable to Contact
Colony Apartments	Section 8	Subsidized
Crescent Manor, A Partnership	Section 8	Subsidized
Deer Park Apartments	LIHTC	Unable to Contact
Ensor Forest	Section 8	Subsidized
Gable Oaks Apartments	LIHTC/Section 8	Subsidized
Grand Street	LIHTC	Unable to Contact
Hillandale Apartments	LIHTC/Section 8	Subsidized
Hunter's Green Apartments	Market	Unable to Contact
Huntington Place	Market	Unable to Contact
Land Bank Lofts	Market	Historic, More Comparable Properties Available
Lexington West, Inc.	Section 8	Subsidized
Maybelle Court	LIHTC	Unable to Contact
Mccalister Development	LIHTC	Unable to Contact
Medical Drive Apartments	LIHTC	Unable to Contact
Meredith Square	Market	Unable to Contact
Oak Hill Apartments	Market	Unable to Contact
Ogden Development	LIHTC	Unable to Contact
Page Development	LIHTC	Unable to Contact

EXCLUDED PROPERTIES IN PMA CONT.

Property name	Rent Structure	Reason For Exclusion
Palmetto Garden Apartments	Market	Unable to Contact
Palmetto Terrace	LIHTC/Section 8	Subsidized
Prescott Manor, Alp	Section 8	Subsidized
Quad Development	LIHTC	Unable to Contact
Shaw & Water Street Apartments	LIHTC	Unable to Contact
St Lawrence Place	LIHTC	Unable to Contact
The Arbors At Windsor Lake	Market	Closer Comparables Available
The Biltmore	Market	Unable to Contact
The Carolina Apartments	Section 8	Subsidized
Veranda North Main	LIHTC/Market	Unable to Contact
Villa Hermosa Apartments	Market	Unit Mix (Only Studio & One-Bedrooms)
Waites/Mcfadden Apartments	LIHTC	Unable to Contact
Waters At Fairfield	LIHTC	Unable to Contact
Waverly (1-5) Development	LIHTC	Unable to Contact
Willow Lakes	LIHTC	Unable to Contact
Willow Run Apartments	LIHTC/Section 8	Subsidized

Pipeline Construction/LIHTC Competition

We were unable to reach a contact with the City of Columbia Planning Department regarding planned, proposed, or under construction developments in the PMA. Therefore, we conducted online research and utilized a CoStar new construction report. The results of our findings are detailed below.

- 1505 Garden Plaza is an under construction 126-unit market rate development to be located at 1505 Garden Plaza in Columbia. Construction is expected to be completed in early 2021. As 1505 Garden Plaza is a market rate development, it will not directly compete with the Subject.

According to the South Carolina State Housing Finance and Development Authority (SC Housing) LIHTC allocation lists from 2017 to 2020 year-to-date, three properties have been allocated tax credits within the PMA within the last three years, which are detailed below.

- The Pointe at Elmwood was allocated LIHTCs in 2018 for the new construction of 58 one, two, and three-bedroom units restricted to families earning 50 and 60 percent of the AMI or less. Construction is expected to be completed in December 2020, and will directly compete with the Subject.
- Arcadia Pointe was allocated LIHTCs in 2018 for the new construction of 42 two, three, and four-bedroom units restricted to families earning 50 and 60 percent of the AMI or less. Construction is expected to be completed in early 2021, and will directly compete with the Subject.
- Veranda at North Main was allocated LIHTCs in 2017 for the new construction of 58 one and two-bedroom units restricted to seniors aged 55 and older. Construction was completed in late 2019. Due to the tenancy at this property, no units will directly compete with the Subject.

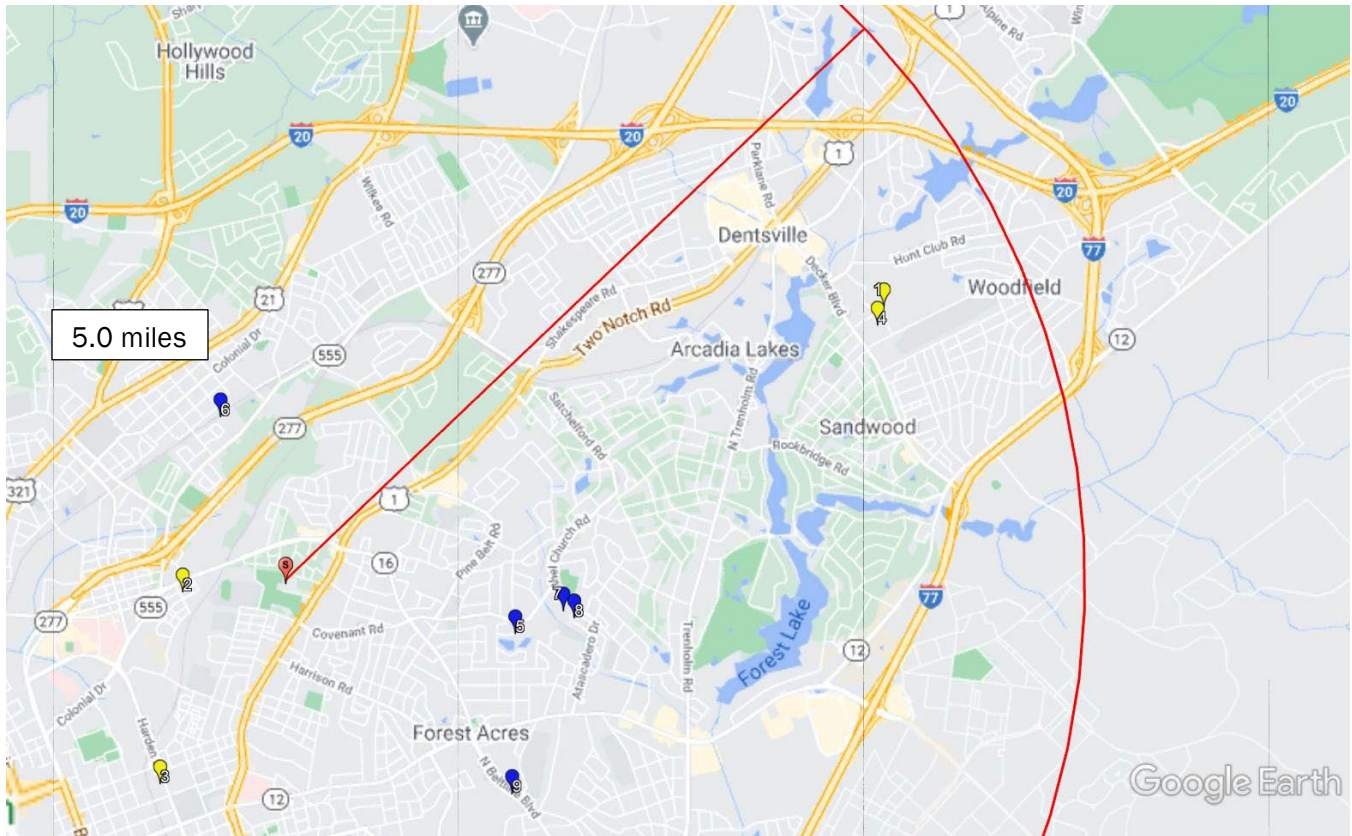
Comparable Properties

Property managers and realtors were interviewed for information on unit mix, size, absorption, unit features and project amenities, tenant profiles, and market trends in general. Our competitive survey includes nine “true” comparable properties containing 974 units.

The availability of LIHTC data is considered good. We included four affordable developments located between 0.6 and 4.1 miles from the Subject, all of which are located within the PMA. The market rate data is also considered good. However, it should be noted that there is a lack of four-bedroom market rate comparables within the PMA. We included five market rate properties located between 1.2 and 1.9 miles from the Subject, all of which are located within the PMA. Overall, we believe the availability of data is adequate to support our conclusions. Overall, we believe the market rate properties we used in our analysis are the most comparable. Other market rate properties were excluded based on unit types and inability to contact the properties.

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

COMPARABLE RENTAL PROPERTY MAP



Source: Google Earth, November 2020

COMPARABLE PROPERTIES

#	Comparable Property	City	Rent Structure	Tenancy	Distance to Subject
1	Arcadia Park	Columbia	LIHTC	Family	4.1 miles
2	Bayberry Mews	Columbia	LIHTC	Family	0.7 miles
3	Celia Saxon I And II	Columbia	LIHTC	Family	1.4 miles
4	Jackson Creek Station	Columbia	LIHTC	Family	4.0 miles
5	Landings At Forest Acres	Columbia	Market	Family	1.4 miles
6	Mauldin Village	Columbia	Market	Family	1.3 miles
7	Ravenwood Hills Apartments	Columbia	Market	Family	1.7 miles
8	The Square @ Forest Acres	Columbia	Market	Family	1.7 miles
9	The Towers At Forest Acres	Columbia	Market	Family	1.8 miles

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

ARRINGTON PLACE – COLUMBIA, SC – APPLICATION MARKET STUDY

SUMMARY MATRIX

Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate
Subject	Arrington Place (as Proposed) 1720 Van Heise Street Columbia, SC 29204 Richland County	-	Garden 2-stories 1974 / 2002 / 2022 Family	@60%, @60% (Section 8)	2BR / 1BA	8	11.8%	934	@60%	\$737	No	Yes	0	0.0%
					2BR / 1BA	8	11.8%	934	@60% (Section 8)	\$860	N/A	Yes	0	0.0%
					3BR / 1BA	10	14.7%	1,127	@60%	\$777	N/A	Yes	0	0.0%
					3BR / 1BA	30	44.1%	1,127	@60% (Section 8)	\$945	N/A	Yes	2	6.7%
					4BR / 1BA	2	2.9%	1,150	@60%	\$840	No	Yes	1	50.0%
					4BR / 1BA	10	14.7%	1,150	@60% (Section 8)	\$1,025	N/A	Yes	1	10.0%
68													4	5.9%
1	Arcadia Park 2400 Kneese Rd Columbia, SC 29223 Richland County	4.1 miles	Garden 3-stories 2013 / n/a Family	@50%, @60%	1BR / 1BA	3	5.0%	850	@50%	\$537	No	No	0	0.0%
					1BR / 1BA	9	15.0%	850	@60%	\$709	No	No	0	0.0%
					2BR / 2BA	6	10.0%	1,050	@50%	\$628	No	No	0	0.0%
					2BR / 2BA	18	30.0%	1,050	@60%	\$776	No	No	0	0.0%
					3BR / 2BA	6	10.0%	1,200	@50%	\$711	No	No	0	0.0%
					3BR / 2BA	18	30.0%	1,200	@60%	\$913	No	No	0	0.0%
60													0	0.0%
2	Bayberry Mews 3545 West Beltline Boulevard Columbia, SC 29203 Richland County	0.6 miles	Single Family 1-stories 1996 / n/a Family	@60%	3BR / 2BA	50	50.0%	1,549	@60%	\$675	No	Yes	0	0.0%
					4BR / 2BA	50	50.0%	1,746	@60%	\$750	No	No	0	0.0%
100													0	0.0%
3	Celia Saxon I And II 1917 Harden Street, Oak And Ithica Streets Columbia, SC 29204 Richland County	1.4 miles	Garden 2-stories 2006 / n/a Family	@50%, @60%	1BR / 1BA	5	7.0%	700	@50%	\$495	No	Yes	0	0.0%
					1BR / 1BA	11	15.5%	700	@60%	\$495	No	Yes	0	0.0%
					2BR / 1.5BA	6	8.5%	900	@50%	\$540	No	Yes	0	0.0%
					2BR / 1.5BA	9	12.7%	900	@60%	\$560	No	Yes	0	0.0%
					2BR / 1.5BA	13	18.3%	900	@60%	\$560	No	Yes	0	0.0%
					3BR / 2.5BA	3	4.2%	1,325	@50%	\$600	No	Yes	0	0.0%
					3BR / 2.5BA	9	12.7%	1,325	@50%	\$600	No	Yes	0	0.0%
					3BR / 2.5BA	2	2.8%	1,325	@60%	\$680	No	Yes	0	0.0%
					3BR / 2.5BA	13	18.3%	1,325	@60%	\$680	No	Yes	0	0.0%
71													0	0.0%
4	Jackson Creek Station 2301 Kneese Road Columbia, SC 29206 Richland County	4.0 miles	Garden 2-stories 2016 / n/a Family	@50%, @60%	2BR / 2BA	7	12.5%	1,075	@50%	\$637	No	Yes	0	0.0%
					2BR / 2BA	21	37.5%	1,075	@60%	\$776	No	Yes	0	0.0%
					3BR / 2BA	7	12.5%	1,225	@50%	\$725	No	Yes	0	0.0%
					3BR / 2BA	21	37.5%	1,225	@60%	\$879	No	Yes	0	0.0%
56													0	0.0%
5	Landings At Forest Acres 3431 Covenant Road Columbia, SC 29204 Richland County	1.4 miles	Garden 2-stories 1969 / 2011 Family	Market	1BR / 1BA	32	18.2%	900	Market	\$710	N/A	No	0	0.0%
					2BR / 1BA	56	31.8%	1,000	Market	\$815	N/A	No	0	0.0%
					2BR / 1BA	56	31.8%	1,000	Market	\$865	N/A	No	0	0.0%
					3BR / 1.5BA	16	9.1%	1,158	Market	\$900	N/A	No	0	0.0%
					3BR / 1.5BA	16	9.1%	1,158	Market	\$950	N/A	No	0	0.0%
176													0	0.0%
6	Mauldin Village 5418 Mauldin Avenue Columbia, SC 29203 Richland County	1.2 miles	Garden 2-stories 1973 / n/a Family	Market	1BR / 1BA	8	16.7%	600	Market	\$650	N/A	No	0	0.0%
					2BR / 1BA	12	25.0%	820	Market	\$700	N/A	No	0	0.0%
					3BR / 1BA	28	58.3%	1,000	Market	\$800	N/A	No	0	0.0%
48													0	0.0%
7	Ravenwood Hills Apartments 4215 Bethel Church Road Columbia, SC 29206 Richland County	1.7 miles	Garden 2-stories 1969 / 2016 Family	Market	1BR / 1BA	16	14.3%	825	Market	\$650	N/A	No	1	6.3%
					2BR / 1BA	80	71.4%	960	Market	\$800	N/A	No	4	5.0%
					3BR / 2BA	16	14.3%	1,125	Market	\$900	N/A	No	1	6.3%
112													6	5.4%
8	The Square @ Forest Acres 4214 Bethel Church Road Columbia, SC 29206 Richland County	1.8 miles	Garden 2-stories 1970 / n/a Family	Market	2BR / 1BA	72	43.6%	1,031	Market	\$762	N/A	No	N/A	N/A
					2BR / 2BA	33	20.0%	1,059	Market	\$772	N/A	No	N/A	N/A
					3BR / 2BA	30	18.2%	1,053	Market	\$855	N/A	No	N/A	N/A
					3BR / 2BA	24	14.6%	1,157	Market	\$855	N/A	No	N/A	N/A
6													0	0.0%
165													10	6.1%
9	The Towers At Forest Acres 2050 North Beltline Boulevard Columbia, SC 29204 Richland County	1.9 miles	Midrise 6-stories 1969 / 2014 Family	Market	0BR / 1BA	N/A	N/A	400	Market	\$786	N/A	No	N/A	N/A
					0BR / 1BA	N/A	N/A	420	Market	\$783	N/A	No	N/A	N/A
					0BR / 1BA	N/A	N/A	450	Market	\$779	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	475	Market	\$851	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	612	Market	\$891	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	795	Market	\$955	N/A	No	N/A	N/A
					2BR / 1BA	N/A	N/A	850	Market	\$941	N/A	No	N/A	N/A
					2BR / 1BA	N/A	N/A	900	Market	\$985	N/A	No	N/A	N/A
					2BR / 1BA	N/A	N/A	1,008	Market	\$1,030	N/A	No	N/A	N/A
					2BR / 1BA	N/A	N/A	1,050	Market	\$1,126	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,070	Market	\$1,155	N/A	No	N/A	N/A
					3BR / 1.5BA	N/A	N/A	1,140	Market	\$1,217	N/A	No	N/A	N/A
186													12	6.5%

ARRINGTON PLACE – COLUMBIA, SC – APPLICATION MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.						
	Units Surveyed:	974	Weighted Occupancy:	97.1%		
	Market Rate	687	Market Rate	95.9%		
	Tax Credit	287	Tax Credit	100.0%		
Two Bedroom One Bath		Three Bedroom One Bath		Four Bedroom One Bath		
Property	Average	Property	Average	Property	Average	
RENT	The Towers At Forest Acres (Market)(2BA)	\$1,155	The Towers At Forest Acres (Market)(1.5BA)	\$1,217	Arrington Place (as Proposed) (@60%)	\$1,025
	The Towers At Forest Acres (Market)	\$1,126	Landings At Forest Acres (Market)(1.5BA)	\$950	The Square @ Forest Acres (Market)(3BA)	\$948
	The Towers At Forest Acres (Market)	\$1,030	Arrington Place (as Proposed) (@60%)	\$945	Arrington Place (as Proposed) (@60%)	\$840
	The Towers At Forest Acres (Market)	\$985	Arcadia Park (@60%)(2BA)	\$913	Bayberry Mews (@60%)(2BA)	\$750
	The Towers At Forest Acres (Market)	\$941	Ravenwood Hills Apartments (Market)(2BA)	\$900		
	Landings At Forest Acres (Market)	\$865	Landings At Forest Acres (Market)(1.5BA)	\$900		
	Arrington Place (as Proposed) (@60%)	\$860	Jackson Creek Station (@60%)(2BA)	\$879		
	Landings At Forest Acres (Market)	\$815	The Square @ Forest Acres (Market)(2BA)	\$855		
	Ravenwood Hills Apartments (Market)	\$800	The Square @ Forest Acres (Market)(2BA)	\$855		
	Jackson Creek Station (@60%)(2BA)	\$776	Mauldin Village (Market)	\$800		
	Arcadia Park (@60%)(2BA)	\$776	Arrington Place (as Proposed) (@60%)	\$777		
	The Square @ Forest Acres (Market)(2BA)	\$772	Jackson Creek Station (@50%)(2BA)	\$725		
	The Square @ Forest Acres (Market)	\$762	Arcadia Park (@50%)(2BA)	\$711		
	Arrington Place (as Proposed) (@60%)	\$737	Celia Saxon I And II (@60%)(2.5BA)	\$680		
	Mauldin Village (Market)	\$700	Celia Saxon I And II (@60%)(2.5BA)	\$680		
	Jackson Creek Station (@50%)(2BA)	\$637	Bayberry Mews (@60%)(2BA)	\$675		
	Arcadia Park (@50%)(2BA)	\$628	Celia Saxon I And II (@50%)(2.5BA)	\$600		
	Celia Saxon I And II (@60%)(1.5BA)	\$560	Celia Saxon I And II (@50%)(2.5BA)	\$600		
	Celia Saxon I And II (@60%)(1.5BA)	\$560				
	Celia Saxon I And II (@50%)(1.5BA)	\$540				
SQUARE FOOTAGE	Jackson Creek Station (@50%)(2BA)	1,075	Bayberry Mews (@60%)(2BA)	1,549	Bayberry Mews (@60%)(2BA)	1,746
	Jackson Creek Station (@60%)(2BA)	1,075	Celia Saxon I And II (@50%)(2.5BA)	1,325	The Square @ Forest Acres (Market)(3BA)	1,548
	The Towers At Forest Acres (Market)(2BA)	1,070	Celia Saxon I And II (@60%)(2.5BA)	1,325	Arrington Place (as Proposed) (@60%)	1,150
	The Square @ Forest Acres (Market)(2BA)	1,059	Celia Saxon I And II (@50%)(2.5BA)	1,325	Arrington Place (as Proposed) (@60%)	1,150
	The Towers At Forest Acres (Market)	1,050	Celia Saxon I And II (@60%)(2.5BA)	1,325		
	Arcadia Park (@60%)(2BA)	1,050	Jackson Creek Station (@50%)(2BA)	1,225		
	Arcadia Park (@50%)(2BA)	1,050	Jackson Creek Station (@60%)(2BA)	1,225		
	The Square @ Forest Acres (Market)	1,031	Arcadia Park (@50%)(2BA)	1,200		
	The Towers At Forest Acres (Market)	1,008	Arcadia Park (@60%)(2BA)	1,200		
	Landings At Forest Acres (Market)	1,000	Landings At Forest Acres (Market)(1.5BA)	1,158		
	Landings At Forest Acres (Market)	1,000	Landings At Forest Acres (Market)(1.5BA)	1,158		
	Ravenwood Hills Apartments (Market)	960	The Square @ Forest Acres (Market)(2BA)	1,157		
	Arrington Place (as Proposed) (@60%)	934	The Towers At Forest Acres (Market)(1.5BA)	1,140		
	Arrington Place (as Proposed) (@60%)	934	Arrington Place (as Proposed) (@60%)	1,127		
	Celia Saxon I And II (@60%)(1.5BA)	900	Arrington Place (as Proposed) (@60%)	1,127		
	Celia Saxon I And II (@50%)(1.5BA)	900	Ravenwood Hills Apartments (Market)(2BA)	1,125		
	The Towers At Forest Acres (Market)	900	The Square @ Forest Acres (Market)(2BA)	1,053		
	Celia Saxon I And II (@60%)(1.5BA)	900	Mauldin Village (Market)	1,000		
	The Towers At Forest Acres (Market)	850				
	Mauldin Village (Market)	820				
RENT PER SQUARE FOOT	The Towers At Forest Acres (Market)	\$1.11	The Towers At Forest Acres (Market)(1.5BA)	\$1.07	Arrington Place (as Proposed) (@60%)	\$0.89
	The Towers At Forest Acres (Market)	\$1.09	Arrington Place (as Proposed) (@60%)	\$0.84	Arrington Place (as Proposed) (@60%)	\$0.73
	The Towers At Forest Acres (Market)(2BA)	\$1.08	Landings At Forest Acres (Market)(1.5BA)	\$0.82	The Square @ Forest Acres (Market)(3BA)	\$0.61
	The Towers At Forest Acres (Market)	\$1.07	The Square @ Forest Acres (Market)(2BA)	\$0.81	Bayberry Mews (@60%)(2BA)	\$0.43
	The Towers At Forest Acres (Market)	\$1.02	Ravenwood Hills Apartments (Market)(2BA)	\$0.80		
	Arrington Place (as Proposed) (@60%)	\$0.92	Mauldin Village (Market)	\$0.80		
	Landings At Forest Acres (Market)	\$0.87	Landings At Forest Acres (Market)(1.5BA)	\$0.78		
	Mauldin Village (Market)	\$0.85	Arcadia Park (@60%)(2BA)	\$0.76		
	Ravenwood Hills Apartments (Market)	\$0.83	The Square @ Forest Acres (Market)(2BA)	\$0.74		
	Landings At Forest Acres (Market)	\$0.82	Jackson Creek Station (@60%)(2BA)	\$0.72		
	Arrington Place (as Proposed) (@60%)	\$0.79	Arrington Place (as Proposed) (@60%)	\$0.69		
	The Square @ Forest Acres (Market)	\$0.74	Arcadia Park (@50%)(2BA)	\$0.59		
	Arcadia Park (@60%)(2BA)	\$0.74	Jackson Creek Station (@50%)(2BA)	\$0.59		
	The Square @ Forest Acres (Market)(2BA)	\$0.73	Celia Saxon I And II (@60%)(2.5BA)	\$0.51		
	Jackson Creek Station (@60%)(2BA)	\$0.72	Celia Saxon I And II (@60%)(2.5BA)	\$0.51		
	Celia Saxon I And II (@60%)(1.5BA)	\$0.62	Celia Saxon I And II (@50%)(2.5BA)	\$0.45		
	Celia Saxon I And II (@60%)(1.5BA)	\$0.62	Celia Saxon I And II (@50%)(2.5BA)	\$0.45		
	Celia Saxon I And II (@50%)(1.5BA)	\$0.60	Bayberry Mews (@60%)(2BA)	\$0.44		
	Arcadia Park (@50%)(2BA)	\$0.60				
	Jackson Creek Station (@50%)(2BA)	\$0.59				

ARRINGTON PLACE – COLUMBIA, SC – APPLICATION MARKET STUDY

AMENITY MATRIX

	Subject	Arcadia Park	Bayberry Mews	Celia Saxon I And II	Jackson Creek Station	Landings At Forest Acres	Mauldin Village	Ravenwood Hills Apartments	The Square @ Forest Acres	The Towers At Forest Acres
Rent Structure	LIHTC/ Section 8	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Building										
Property Type	Garden	Garden	Single Family	Garden	Garden	Garden	Garden	Garden	Garden	Midrise
# of Stories	2–stories	3–stories	1–stories	2–stories	2–stories	2–stories	2–stories	2–stories	2–stories	6–stories
Year Built	1974	2013	1996	2006	2016	1969	1973	1969	1970	1969
Year Renovated	2002/2022	n/a	n/a	n/a	n/a	2011	n/a	2016	n/a	2014
Elevators	no	no	no	no	no	no	no	no	yes	yes
Utility Structure										
Cooking	no	no	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no	no
Water	yes	yes	yes	yes	no	yes	yes	yes	no	no
Sewer	yes	yes	yes	yes	yes	yes	yes	yes	no	no
Trash	yes	yes	yes	yes	yes	yes	yes	yes	no	yes
Unit Amenities										
Balcony/Patio	no	no	no	no	no	yes	no	yes	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpeting	yes	yes	yes	yes	yes	no	yes	yes	yes	yes
Hardwood	no	no	no	no	no	yes	no	no	no	no
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Ceiling Fan	yes	yes	no	yes	yes	yes	yes	yes	no	yes
Coat Closet	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	no	no	no	no	no	yes	no	yes	yes	yes
Vaulted Ceilings	no	no	yes	no	no	no	no	no	no	no
Walk-In Closet	no	no	no	no	yes	yes	yes	yes	no	yes
Washer/Dryer	no	no	yes	yes	no	no	no	no	no	no
W/D Hookup	no	yes	yes	yes	yes	no	no	no	no	no
Kitchen										
Dishwasher	yes	yes	yes	no	yes	yes	no	yes	yes	yes
Disposal	yes	yes	yes	no	yes	yes	no	yes	yes	yes
Microwave	yes	no	no	no	yes	no	no	no	no	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Community										
Business Center	no	yes	no	no	yes	no	no	no	no	yes
Community Room	no	yes	no	yes	no	no	no	yes	no	yes
Central Laundry	yes	yes	no	no	yes	yes	yes	yes	yes	yes
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Recreation										
Basketball Court	no	no	no	no	no	yes	no	no	no	no
Exercise Facility	no	yes	no	no	no	yes	yes	no	no	yes
Playground	yes	yes	yes	yes	yes	yes	no	no	no	yes
Swimming Pool	no	no	no	no	no	yes	yes	yes	yes	yes
Picnic Area	no	no	no	no	no	yes	no	no	no	yes
Tennis Court	no	no	no	no	no	yes	no	no	no	no
Recreational Area	no	no	no	yes	no	no	no	no	no	no
Volleyball Court	no	no	no	no	no	no	no	no	no	yes
Service Coordination	no	no	no	yes	no	no	no	no	no	no
Security										
Intercom (Buzzer)	no	no	no	no	no	no	no	no	no	yes
Limited Access	no	no	no	no	no	no	no	no	no	yes
Patrol	no	no	no	yes	no	yes	no	no	no	no
Perimeter Fencing	no	yes	no	no	no	no	no	no	yes	no
Video Surveillance	yes	yes	no	yes	yes	no	no	no	no	no
Parking										
Garage	no	no	yes	no	no	no	no	no	no	no
Garage Fee	n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	n/a
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Off-Street Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

PROPERTY PROFILE REPORT

Arcadia Park

Effective Rent Date	11/09/2020
Location	2400 Kneece Rd Columbia, SC 29223 Richland County
Distance	4.1 miles
Units	60
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	2013 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Primarily young professionals and elderly
Contact Name	Kathereda
Phone	803-462-3301



Market Information

Program	@50%, @60%
Annual Turnover Rate	20%
Units/Month Absorbed	N/A
HCV Tenants	10%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased 2% annually
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	3	850	\$537	\$0	@50%	No	0	0.0%	no	None
1	1	Garden (3 stories)	9	850	\$709	\$0	@60%	No	0	0.0%	no	None
2	2	Garden (3 stories)	6	1,050	\$628	\$0	@50%	No	0	0.0%	no	None
2	2	Garden (3 stories)	18	1,050	\$776	\$0	@60%	No	0	0.0%	no	None
3	2	Garden (3 stories)	6	1,200	\$711	\$0	@50%	No	0	0.0%	no	None
3	2	Garden (3 stories)	18	1,200	\$913	\$0	@60%	No	0	0.0%	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$537	\$0	\$537	\$0	\$537	1BR / 1BA	\$709	\$0	\$709	\$0	\$709
2BR / 2BA	\$628	\$0	\$628	\$0	\$628	2BR / 2BA	\$776	\$0	\$776	\$0	\$776
3BR / 2BA	\$711	\$0	\$711	\$0	\$711	3BR / 2BA	\$913	\$0	\$913	\$0	\$913

Arcadia Park, continued

Amenities

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

Comments

The contact had no comments regarding the effects of COVID-19 at the property.

Arcadia Park, continued

Trend Report

Vacancy Rates

1Q19	2Q19	1Q20	4Q20
0.0%	0.0%	0.0%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	0.0%	\$527	\$0	\$527	\$527
2019	2	0.0%	\$527	\$0	\$527	\$527
2020	1	0.0%	\$537	\$0	\$537	\$537
2020	4	0.0%	\$537	\$0	\$537	\$537

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	0.0%	\$617	\$0	\$617	\$617
2019	2	0.0%	\$617	\$0	\$617	\$617
2020	1	0.0%	\$628	\$0	\$628	\$628
2020	4	0.0%	\$628	\$0	\$628	\$628

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	0.0%	\$699	\$0	\$699	\$699
2019	2	0.0%	\$699	\$0	\$699	\$699
2020	1	0.0%	\$711	\$0	\$711	\$711
2020	4	0.0%	\$711	\$0	\$711	\$711

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	0.0%	\$698	\$0	\$698	\$698
2019	2	0.0%	\$698	\$0	\$698	\$698
2020	1	0.0%	\$709	\$0	\$709	\$709
2020	4	0.0%	\$709	\$0	\$709	\$709

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	0.0%	\$762	\$0	\$762	\$762
2019	2	0.0%	\$762	\$0	\$762	\$762
2020	1	0.0%	\$776	\$0	\$776	\$776
2020	4	0.0%	\$776	\$0	\$776	\$776

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	0.0%	\$898	\$0	\$898	\$898
2019	2	0.0%	\$898	\$0	\$898	\$898
2020	1	0.0%	\$913	\$0	\$913	\$913
2020	4	0.0%	\$913	\$0	\$913	\$913

Trend: Comments

1Q19	The manager indicated that they have not had any recent vacancies in the two-bedroom units, and one and three-bedroom units at 50 percent. As such, updated rents for these units were not available. The indicated rents for the one and three-bedroom unit at 60 percent are the last leased rent due to recent vacancies that were filled. The indicated rents for the remaining units reflect those obtained during our previous interview in 2017. The manager indicated that there has not been a rent increase over the last year as the rents are at the maximum allowable rents. The property does not keep a waiting list due to strong demand in the market for affordable housing units resulting in limited vacancies at the property.
2Q19	The contact stated the property operates on a first come, first served basis and does not maintain a waiting list at this time.
1Q20	The contact stated the property operates on a first come, first served basis and does not maintain a waiting list at this time. However, management maintained that demand was sufficient to fill units.
4Q20	The contact had no comments regarding the effects of COVID-19 at the property.

Photos



Comments

The contact stated rents have remained below the maximum allowable levels for a few years now in order to keep rents affordable for a wider range of households. The contact had no comments regarding the effects of COVID-19 at the property.

Bayberry Mews, continued

Trend Report

Vacancy Rates

4Q06	2Q19	4Q20
4.0%	0.0%	0.0%

Trend: @60%

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	4	2.0%	\$675	\$25	\$650	\$650
2019	2	0.0%	\$660	\$0	\$660	\$660
2020	4	0.0%	\$675	\$0	\$675	\$675

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	4	6.0%	\$725	\$25	\$700	\$700
2019	2	0.0%	\$740	\$0	\$740	\$740
2020	4	0.0%	\$750	\$0	\$750	\$750

Trend: Comments

4Q06	Bayberry Mews is a LIHTC rate-property offering 100 three and, four bedroom units. They have a concession right know on all units, all three-bedroom units are going for \$650, regular price \$675. All four-bedroom units are goin for \$700, regular price \$725.
2Q19	Bayberry Mews is a LIHTC rate-property offering 100 three and, four bedroom units. The property shares management with Capital Heights and Celia Saxon Apartments. The contact stated rents have remained below the maximum allowable for a few years now in order to keep rents affordable for a wider range of households.
4Q20	The contact stated rents have remained below the maximum allowable levels for a few years now in order to keep rents affordable for a wider range of households. The contact had no comments regarding the effects of COVID-19 at the property.

Photos



PROPERTY PROFILE REPORT

Celia Saxon I And II

Effective Rent Date	11/18/2020
Location	1917 Harden Street, Oak And Ithica Streets Columbia, SC 29204 Richland County
Distance	1.4 miles
Units	71
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	2006 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Primarily families from Columbia
Contact Name	Ashley
Phone	803-691-9455



Market Information

Program	@50%, @60%
Annual Turnover Rate	5%
Units/Month Absorbed	10
HCV Tenants	70%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Remained Stable
Concession	None
Waiting List	Yes; one year

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	5	700	\$495	\$0	@50%	Yes	0	0.0%	no	None
1	1	Garden (2 stories)	11	700	\$495	\$0	@60%	Yes	0	0.0%	no	None
2	1.5	Garden (2 stories)	6	900	\$540	\$0	@50%	Yes	0	0.0%	no	None
2	1.5	Garden (2 stories)	9	900	\$560	\$0	@60%	Yes	0	0.0%	no	None
2	1.5	Garden (2 stories)	13	900	\$560	\$0	@60%	Yes	0	0.0%	no	None
3	2.5	Garden (2 stories)	3	1,325	\$600	\$0	@50%	Yes	0	0.0%	no	None
3	2.5	Garden (2 stories)	9	1,325	\$600	\$0	@50%	Yes	0	0.0%	no	None
3	2.5	Garden (2 stories)	2	1,325	\$680	\$0	@60%	Yes	0	0.0%	no	None
3	2.5	Garden (2 stories)	13	1,325	\$680	\$0	@60%	Yes	0	0.0%	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$495	\$0	\$495	\$0	\$495	1BR / 1BA	\$495	\$0	\$495	\$0	\$495
2BR / 1.5BA	\$540	\$0	\$540	\$0	\$540	2BR / 1.5BA	\$560	\$0	\$560	\$0	\$560
3BR / 2.5BA	\$600	\$0	\$600	\$0	\$600	3BR / 2.5BA	\$680	\$0	\$680	\$0	\$680

Amenities

In-Unit		Security	Services
Blinds	Carpeting	Patrol	None
Central A/C	Coat Closet	Video Surveillance	
Ceiling Fan	Oven		
Refrigerator	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Clubhouse/Meeting Room/Community	Off-Street Parking	Medical Professional	None
On-Site Management	Playground		
Recreation Areas	Service Coordination		

Comments

The contact stated high Housing Choice Voucher usage has kept rent collection generally high at the property during the COVID-19 pandemic. Annual memberships at the Celia Saxon Health Center, which provides preventive medical services and education, are included in the rent. Units at Phase II include in-unit washers and dryers. All of the property amenities listed for this development are located at Phase I but shared by both phases.

Trend Report

Vacancy Rates

1Q20	2Q20	3Q20	4Q20
0.0%	0.0%	0.0%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	0.0%	\$495	\$0	\$495	\$495
2020	2	0.0%	\$495	\$0	\$495	\$495
2020	3	0.0%	\$495	\$0	\$495	\$495
2020	4	0.0%	\$495	\$0	\$495	\$495

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	0.0%	\$540	\$0	\$540	\$540
2020	2	0.0%	\$540	\$0	\$540	\$540
2020	3	0.0%	\$540	\$0	\$540	\$540
2020	4	0.0%	\$540	\$0	\$540	\$540

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	0.0%	\$600	\$0	\$600	\$600
2020	2	0.0%	\$600	\$0	\$600	\$600
2020	3	0.0%	\$600	\$0	\$600	\$600
2020	4	0.0%	\$600	\$0	\$600	\$600

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	0.0%	\$495	\$0	\$495	\$495
2020	2	0.0%	\$495	\$0	\$495	\$495
2020	3	0.0%	\$495	\$0	\$495	\$495
2020	4	0.0%	\$495	\$0	\$495	\$495

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	0.0%	\$560	\$0	\$560	\$560
2020	2	0.0%	\$560	\$0	\$560	\$560
2020	3	0.0%	\$560	\$0	\$560	\$560
2020	4	0.0%	\$560	\$0	\$560	\$560

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	0.0%	\$680	\$0	\$680	\$680
2020	2	0.0%	\$680	\$0	\$680	\$680
2020	3	0.0%	\$680	\$0	\$680	\$680
2020	4	0.0%	\$680	\$0	\$680	\$680

Trend: Comments

1Q20	One year membership at the Celia Saxon Health Center, which provides preventive medical services and education, is included in the rent. Units at Phase II include in-unit washers and dryers. All of the property amenities listed for this development are located at Phase I but shared by both phases. The contact could not opine as to whether maximum allowable rents are achievable.
2Q20	No additional comments were provided.
3Q20	The contact stated high Housing Choice Voucher usage has kept rent collection generally high at the property during the COVID-19 pandemic. She offered no further insight.
4Q20	The contact stated high Housing Choice Voucher usage has kept rent collection generally high at the property during the COVID-19 pandemic. Annual memberships at the Celia Saxon Health Center, which provides preventive medical services and education, are included in the rent. Units at Phase II include in-unit washers and dryers. All of the property amenities listed for this development are located at Phase I but shared by both phases.

Photos



PROPERTY PROFILE REPORT

Jackson Creek Station

Effective Rent Date	11/18/2020
Location	2301 Kneece Road Columbia, SC 29206 Richland County
Distance	4 miles
Units	56
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	2016 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None Identified
Tenant Characteristics	Mixed Tenancy
Contact Name	Property Manager
Phone	803-764-2994



Market Information

Program	@50%, @60%
Annual Turnover Rate	25%
Units/Month Absorbed	N/A
HCV Tenants	32%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased 9% since 2019
Concession	None
Waiting List	Yes; one year

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (2 stories)	7	1,075	\$611	\$0	@50%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	21	1,075	\$750	\$0	@60%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	7	1,225	\$696	\$0	@50%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	21	1,225	\$850	\$0	@60%	Yes	0	0.0%	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$611	\$0	\$611	\$26	\$637	2BR / 2BA	\$750	\$0	\$750	\$26	\$776
3BR / 2BA	\$696	\$0	\$696	\$29	\$725	3BR / 2BA	\$850	\$0	\$850	\$29	\$879

Jackson Creek Station, continued

Amenities

In-Unit		Security	Services
Blinds	Carpeting	Video Surveillance	None
Central A/C	Coat Closet		
Dishwasher	Ceiling Fan		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Central Laundry	None	None
Off-Street Parking	On-Site Management		
Playground			

Comments

The contact had no comment regarding the effects of COVID-19 at the property.

Jackson Creek Station, continued

Trend Report

Vacancy Rates

1Q19	4Q20
0.0%	0.0%

Trend: @50%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	0.0%	\$563	\$0	\$563	\$589
2020	4	0.0%	\$611	\$0	\$611	\$637

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	0.0%	\$641	\$0	\$641	\$670
2020	4	0.0%	\$696	\$0	\$696	\$725

Trend: @60%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	0.0%	\$691	\$0	\$691	\$717
2020	4	0.0%	\$750	\$0	\$750	\$776

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	0.0%	\$783	\$0	\$783	\$812
2020	4	0.0%	\$850	\$0	\$850	\$879

Trend: Comments

1Q19	The manager indicated that the rents are below the maximum allowable LIHTC rents but did not know why rents were kept low. The manager indicated that higher rents are achievable in the market and the property rarely has vacancies. The manager could provide absorption data as she was not employed at the property during leaseup.
4Q20	The contact had no comment regarding the effects of COVID-19 at the property.

Photos



PROPERTY PROFILE REPORT

Landings At Forest Acres

Effective Rent Date	11/06/2020
Location	3431 Covenant Road Columbia, SC 29204 Richland County
Distance	1.4 miles
Units	176
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	1969 / 2011
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Jamestown Apartments, Ravenwood Apartments
Tenant Characteristics	Mixed Tenancy
Contact Name	Tina
Phone	803-787-8401



Market Information

Program	Market
Annual Turnover Rate	10%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased 2% annually
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	32	900	\$710	\$0	Market	No	0	0.0%	N/A	None
2	1	Garden (2 stories)	56	1,000	\$815	\$0	Market	No	0	0.0%	N/A	None
2	1	Garden (2 stories)	56	1,000	\$865	\$0	Market	No	0	0.0%	N/A	None
3	1.5	Garden (2 stories)	16	1,158	\$900	\$0	Market	No	0	0.0%	N/A	None
3	1.5	Garden (2 stories)	16	1,158	\$950	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$710	\$0	\$710	\$0	\$710
2BR / 1BA	\$815 - \$865	\$0	\$815 - \$865	\$0	\$815 - \$865
3BR / 1.5BA	\$900 - \$950	\$0	\$900 - \$950	\$0	\$900 - \$950

Landings At Forest Acres, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Patrol	None
Carpet/Hardwood	Central A/C		
Coat Closet	Dishwasher		
Exterior Storage	Ceiling Fan		
Garbage Disposal	Oven		
Refrigerator	Walk-In Closet		
Property		Premium	Other
Basketball Court	Exercise Facility	None	None
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Swimming Pool		
Tennis Court			

Comments

The higher asking rents for two and three-bedroom units are for renovated units, and renovations include new flooring, cabinets, countertops, stainless steel appliances, and fixtures. Further, renovated three-bedroom units with washer/dryer hookups rent for a premium of \$124; however, this floor plan is not reflected in the profile. None of the one-bedroom units have received renovations. The property does accept Housing Choice Vouchers. The contact indicated that COVID-19 has not impacted the property's operation, as it is fully occupied.

Landings At Forest Acres, continued

Trend Report

Vacancy Rates

3Q15	4Q16	1Q20	4Q20
4.0%	1.1%	0.0%	0.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	3	0.0%	\$565	\$0	\$565	\$565
2016	4	0.0%	\$565	\$0	\$565	\$565
2020	1	0.0%	\$650	\$0	\$650	\$650
2020	4	0.0%	\$710	\$0	\$710	\$710

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	3	4.5%	\$605 - \$705	\$0	\$605 - \$705	\$605 - \$705
2016	4	1.8%	\$655 - \$705	\$0	\$655 - \$705	\$655 - \$705
2020	1	0.0%	\$750 - \$800	\$0	\$750 - \$800	\$750 - \$800
2020	4	0.0%	\$815 - \$865	\$0	\$815 - \$865	\$815 - \$865

3BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	3	6.2%	\$730	\$0	\$730	\$730
2016	4	0.0%	\$730	\$0	\$730	\$730
2020	1	0.0%	\$825 - \$875	\$0	\$825 - \$875	\$825 - \$875
2020	4	0.0%	\$900 - \$950	\$0	\$900 - \$950	\$900 - \$950

Trend: Comments

3Q15	The 10 two-bedroom units at the higher rental rate have been updated. The contact was unable to provide details of the updates. The contact noted that although the property no longer accepts Housing Choice Vouchers, households that were utilizing the vouchers before the change are still permitted to utilize them.
4Q16	The 10 two-bedroom units at the higher rental rate have been updated. The contact was unable to provide details of the updates.
1Q20	The higher asking rents for two and three-bedroom units are for renovated units. Renovations include new flooring, cabinets, countertops, stainless steel appliances, and fixtures. Further, renovated three-bedroom units with washer/dryer hookups rent for a premium of \$124; this floor plan is not reflected. None of the one-bedroom units have received renovations.
4Q20	The higher asking rents for two and three-bedroom units are for renovated units, and renovations include new flooring, cabinets, countertops, stainless steel appliances, and fixtures. Further, renovated three-bedroom units with washer/dryer hookups rent for a premium of \$124; however, this floor plan is not reflected in the profile. None of the one-bedroom units have received renovations. The property does accept Housing Choice Vouchers. The contact indicated that COVID-19 has not impacted the property's operation, as it is fully occupied.

Photos



PROPERTY PROFILE REPORT

Mauldin Village

Effective Rent Date	11/09/2020
Location	5418 Mauldin Avenue Columbia, SC 29203 Richland County
Distance	1.3 miles
Units	48
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	1973 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy
Contact Name	Andre
Phone	844-853-2546



Market Information

Program	Market
Annual Turnover Rate	50%
Units/Month Absorbed	N/A
HCV Tenants	20%
Leasing Pace	Within one month
Annual Chg. in Rent	Decreased 1-5% annually
Concession	None
Waiting List	No

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	8	600	\$650	\$0	Market	No	0	0.0%	N/A	None
2	1	Garden (2 stories)	12	820	\$700	\$0	Market	No	0	0.0%	N/A	None
3	1	Garden (2 stories)	28	1,000	\$800	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$650	\$0	\$650	\$0	\$650
2BR / 1BA	\$700	\$0	\$700	\$0	\$700
3BR / 1BA	\$800	\$0	\$800	\$0	\$800

Mauldin Village, continued

Amenities

In-Unit		Security	Services
Blinds	Carpeting	None	None
Central A/C	Coat Closet		
Ceiling Fan	Oven		
Refrigerator	Walk-In Closet		
Property		Premium	Other
Exercise Facility	Central Laundry	None	None
Off-Street Parking	On-Site Management		
Swimming Pool			

Comments

The contact noted that rent decreases were effective years prior to COVID-19 and noted that COVID-19 has not negatively impacted the property, as it is fully occupied.

Mauldin Village, continued

Trend Report

Vacancy Rates

4Q16	3Q17	3Q18	4Q20
4.2%	4.2%	2.1%	0.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	4	0.0%	\$650	\$0	\$650	\$650
2017	3	0.0%	\$650	\$0	\$650	\$650
2018	3	0.0%	\$660	\$0	\$660	\$660
2020	4	0.0%	\$650	\$0	\$650	\$650

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	4	8.3%	\$750	\$0	\$750	\$750
2017	3	8.3%	\$750	\$0	\$750	\$750
2018	3	8.3%	\$780	\$0	\$780	\$780
2020	4	0.0%	\$700	\$0	\$700	\$700

3BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	4	3.6%	\$850	\$0	\$850	\$850
2017	3	3.6%	\$850	\$0	\$850	\$850
2018	3	0.0%	\$865	\$0	\$865	\$865
2020	4	0.0%	\$800	\$0	\$800	\$800

Trend: Comments

4Q16	Contact provided no additional information.
3Q17	Contact provided limited information including rents and availability and noted one of the vacant units is preleased for August.
3Q18	Contact provided limited information including rents and availability.
4Q20	The contact noted that rent decreases were effective years prior to COVID-19 and noted that COVID-19 has not negatively impacted the property, as it is fully occupied.

Photos



PROPERTY PROFILE REPORT

Ravenwood Hills Apartments

Effective Rent Date	11/06/2020
Location	4215 Bethel Church Road Columbia, SC 29206 Richland County
Distance	1.7 miles
Units	112
Vacant Units	6
Vacancy Rate	5.4%
Type	Garden (2 stories)
Year Built/Renovated	1969 / 2016
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Jamestowne Garden Apartments, The Landings
Tenant Characteristics	Mixed Tenancy
Contact Name	Carley
Phone	803-787-4014



Market Information

Program	Market
Annual Turnover Rate	21%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased 1-3% annually
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	16	825	\$650	\$0	Market	No	1	6.2%	N/A	None
2	1	Garden (2 stories)	80	960	\$800	\$0	Market	No	4	5.0%	N/A	None
3	2	Garden (2 stories)	16	1,125	\$900	\$0	Market	No	1	6.2%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$650	\$0	\$650	\$0	\$650
2BR / 1BA	\$800	\$0	\$800	\$0	\$800
3BR / 2BA	\$900	\$0	\$900	\$0	\$900

Ravenwood Hills Apartments, continued

Amenities

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

Comments

The property does not accept Housing Choice Vouchers. The contact provided no additional comments, including any comments relating to any impact from COVID-19. The contact indicated the property did a minor renovation in 2016 including new appliances as needed, flooring, countertops, and paint.

Ravenwood Hills Apartments, continued

Trend Report

Vacancy Rates

3Q15	4Q16	1Q20	4Q20
13.4%	10.7%	0.9%	5.4%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	3	N/A	\$569	\$0	\$569	\$569
2016	4	N/A	\$619	\$25	\$594	\$594
2020	1	N/A	\$650	\$0	N/A	N/A
2020	4	6.2%	\$650	\$0	\$650	\$650

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	3	N/A	\$589	\$0	\$589	\$589
2016	4	N/A	\$659	\$25	\$634	\$634
2020	1	1.3%	\$750	\$0	N/A	N/A
2020	4	5.0%	\$800	\$0	\$800	\$800

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	3	N/A	\$719	\$0	\$719	\$719
2016	4	N/A	\$759	\$25	\$734	\$734
2020	1	N/A	\$850	\$0	N/A	N/A
2020	4	6.2%	\$900	\$0	\$900	\$900

Trend: Comments

3Q15	Management could not comment on the elevated vacancy rate, but did mention the rate was higher than normal.
4Q16	The contact indicated the property is currently undergoing renovations including: new appliances, flooring, counter-tops, and paint. Further, of the 12 vacant units, all are currently undergoing renovations are offline at this time. As the new units become available the property is offering a concession of \$300 off the first full months rent.
1Q20	Currently no wait list but only 1 vacant unit. Contact said they were not offering any move-in specials at the moment.
4Q20	The property does not accept Housing Choice Vouchers. The contact provided no additional comments, including any comments relating to any impact from COVID-19. The contact indicated the property did a minor renovation in 2016 including new appliances as needed, flooring, countertops, and paint.

Photos



PROPERTY PROFILE REPORT

The Square @ Forest Acres

Effective Rent Date	11/09/2020
Location	4214 Bethel Church Road Columbia, SC 29206 Richland County
Distance	1.7 miles
Units	165
Vacant Units	10
Vacancy Rate	6.1%
Type	Garden (2 stories)
Year Built/Renovated	1970 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None Identified
Tenant Characteristics	Mixed tenancy
Contact Name	Christy
Phone	803-851-1900



Market Information

Program	Market
Annual Turnover Rate	7%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased 4-5% annually
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	1	Garden (2 stories)	72	1,031	\$680	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (2 stories)	33	1,059	\$690	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (2 stories)	30	1,053	\$770	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (2 stories)	24	1,157	\$770	\$0	Market	No	N/A	N/A	N/A	None
4	3	Garden (2 stories)	6	1,548	\$860	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 1BA	\$680	\$0	\$680	\$82	\$762
2BR / 2BA	\$690	\$0	\$690	\$82	\$772
3BR / 2BA	\$770	\$0	\$770	\$85	\$855
4BR / 3BA	\$860	\$0	\$860	\$88	\$948

The Square @ Forest Acres, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Perimeter Fencing	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Exterior Storage	Garbage Disposal		
Oven	Refrigerator		
Property		Premium	Other
Elevators	Central Laundry	None	None
Off-Street Parking	On-Site Management		
Swimming Pool			

Comments

The property does not accept Housing Choice Vouchers. The contact provided no additional comments, including any comments relating to any impact from COVID-19.

Trend Report

Vacancy Rates

3Q15	1Q17	1Q20	4Q20
24.2%	24.2%	24.2%	6.1%

Trend: Market

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	3	N/A	\$560	\$0	\$560	\$642
2017	1	N/A	\$560	\$0	\$560	\$642
2020	1	N/A	\$690	\$80	\$610	\$692
2020	4	N/A	\$680	\$0	\$680	\$762

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	3	N/A	\$580	\$0	\$580	\$662
2017	1	N/A	\$580	\$0	\$580	\$662
2020	1	N/A	\$785	\$30	\$755	\$837
2020	4	N/A	\$690	\$0	\$690	\$772

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	3	N/A	\$610 - \$625	\$0	\$610 - \$625	\$695 - \$710
2017	1	N/A	\$610 - \$625	\$0	\$610 - \$625	\$695 - \$710
2020	1	N/A	\$770 - \$785	\$30 - \$80	\$690 - \$755	\$775 - \$840
2020	4	N/A	\$770	\$0	\$770	\$855

4BR / 3BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	3	N/A	\$730	\$0	\$730	\$818
2017	1	N/A	\$730	\$0	\$730	\$818
2020	1	0.0%	\$860	\$0	\$860	\$948
2020	4	0.0%	\$860	\$0	\$860	\$948

Trend: Comments

3Q15	Management stated that the elevated vacancy rate was due to a majority of potential tenants being underqualified for units in terms of income.
1Q17	N/A
1Q20	The contact indicated there are two and three-bedroom units available, but could not confirm how many. There is a fee of \$20 per year for parking.
4Q20	The property does not accept Housing Choice Vouchers. The contact provided no additional comments, including any comments relating to any impact from COVID-19.

Photos



PROPERTY PROFILE REPORT

The Towers At Forest Acres

Effective Rent Date	11/10/2020
Location	2050 North Beltline Boulevard Columbia, SC 29204 Richland County
Distance	1.8 miles
Units	186
Vacant Units	12
Vacancy Rate	6.5%
Type	Midrise (6 stories)
Year Built/Renovated	1969 / 2014
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None Identified
Tenant Characteristics	Mixed Tenancy
Contact Name	Leasing Agent
Phone	855-644-3140



Market Information

Program	Market
Annual Turnover Rate	25%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Changes Daily
Concession	One month free
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Midrise (6 stories)	N/A	400	\$857	\$71	Market	No	N/A	N/A	N/A	None
0	1	Midrise (6 stories)	N/A	420	\$857	\$74	Market	No	N/A	N/A	N/A	None
0	1	Midrise (6 stories)	N/A	450	\$850	\$71	Market	No	N/A	N/A	N/A	None
1	1	Midrise (6 stories)	N/A	475	\$865	\$72	Market	No	N/A	N/A	N/A	None
1	1	Midrise (6 stories)	N/A	612	\$909	\$76	Market	No	N/A	N/A	N/A	None
1	1	Midrise (6 stories)	N/A	795	\$979	\$82	Market	No	N/A	N/A	N/A	None
2	1	Midrise (6 stories)	N/A	850	\$960	\$80	Market	No	N/A	N/A	N/A	None
2	1	Midrise (6 stories)	N/A	900	\$1,008	\$84	Market	No	N/A	N/A	N/A	None
2	1	Midrise (6 stories)	N/A	1,008	\$1,057	\$88	Market	No	N/A	N/A	N/A	None
2	1	Midrise (6 stories)	N/A	1,050	\$1,162	\$97	Market	No	N/A	N/A	N/A	None
2	2	Midrise (6 stories)	N/A	1,070	\$1,194	\$100	Market	No	N/A	N/A	N/A	None
3	1.5	Midrise (6 stories)	N/A	1,140	\$1,258	\$105	Market	No	N/A	N/A	N/A	None

The Towers At Forest Acres, continued

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$850 - \$857	\$71 - \$74	\$779 - \$786	\$55	\$834 - \$841
1BR / 1BA	\$865 - \$979	\$72 - \$82	\$793 - \$897	\$58	\$851 - \$955
2BR / 1BA	\$960 - \$1,162	\$80 - \$97	\$880 - \$1,065	\$61	\$941 - \$1,126
2BR / 2BA	\$1,194	\$100	\$1,094	\$61	\$1,155
3BR / 1.5BA	\$1,258	\$105	\$1,153	\$64	\$1,217

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher		
Exterior Storage	Ceiling Fan		
Garbage Disposal	Oven		
Refrigerator	Walk-In Closet		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Elevators	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Swimming Pool		
Volleyball Court			

Comments

The property does not accept Housing Choice Vouchers. The property utilizes a pricing software, and rents change daily. The contact noted that property operations have been generally unaffected by COVID-19.

COMPARABLE PROPERTY ANALYSIS

Following are relevant characteristics of comparable properties surveyed:

Location

The following table illustrates the Subject and comparable property household incomes, crime indices, walk scores, percentage of vacant housing, and percentage of renter households.

LOCATION COMPARISON SUMMARY

#	Property Name	City	Tenancy	Rent Structure	Distance to Subject	Household Income	Median Home Value	Crime Index	Walk Score	Transit Score	Vacant Housing	% Renter HH
S	Arrington Place (as Proposed)	Columbia	Family	LIHTC/ Section 8	-	\$27,052	\$133,900	213	41	32	10.2%	54.7%
1	Arcadia Park	Columbia	Family	LIHTC	4.1 miles	\$33,714	\$143,200	161	44	0	9.5%	63.3%
2	Bayberry Mews	Columbia	Family	LIHTC	0.6 miles	\$17,901	\$89,900	191	41	33	15.0%	65.9%
3	Celia Saxon I And II	Columbia	Family	LIHTC	1.4 miles	\$13,822	\$133,900	317	57	43	18.8%	67.7%
4	Jackson Creek Station	Columbia	Family	LIHTC	4.0 miles	\$34,728	\$238,300	161	62	0	9.1%	60.1%
5	Landings At Forest Acres	Columbia	Family	Market	1.4 miles	\$52,301	\$133,900	236	25	0	8.7%	36.8%
6	Mauldin Village	Columbia	Family	Market	1.2 miles	\$25,300	\$89,900	167	23	34	15.2%	56.0%
7	Ravenwood Hills Apartments	Columbia	Family	Market	1.7 miles	\$56,177	\$238,300	197	30	0	9.4%	36.2%
8	The Square @ Forest Acres	Columbia	Family	Market	1.8 miles	\$57,843	\$238,300	197	29	0	8.6%	36.1%
9	The Towers At Forest Acres	Columbia	Family	Market	1.9 miles	\$76,672	\$133,900	284	45	0	10.4%	35.1%

The Subject is located in a mixed-use neighborhood in Columbia. All of the comparables are located within 4.1 miles of the Subject. Celia Saxon I and II, Landings at Forest Acres, and The Towers at Forest Acres are located in similar neighborhoods to the Subject, offering similar median income, median rent, and median home value. Bayberry Mews and Mauldin Village are located in slightly inferior neighborhoods compared to the Subject, as these areas offer slightly inferior median income, median home value, and generally lower Walk Scores, but slightly superior median rent. Arcadia Park, Jackson Creek Station, Ravenwood Hills Apartments, and The Square @ Forest Acres are located in slightly superior neighborhoods compared to the Subject, offering superior median income, median rent, and median home value, but lower Walk Scores (with the exception of Jackson Creek Station). Overall, the Subject is located in a similar to slightly inferior location when compared to the majority of comparables.

Unit Size

The following table summarizes unit sizes in the market area, and provides a comparison of the Subject’s unit size and the surveyed average unit sizes in the market.

UNIT SIZE COMPARISON

Bedroom Type	2BR	3BR	4BR
Subject	934	1,127	1,150
Average	983	1,218	1,647
Min	820	1,000	1,548
Max	1,075	1,549	1,746
Advantage/Disadvantage	-5%	-7%	-30%

The Subject’s unit sizes are smaller than the averages among the comparables. The two and three-bedroom units are within the comparable ranges, while four-bedroom units are below the comparable range. The Subject has historically performed well, despite offering smaller than average unit sizes. However, we have considered the Subject’s unit sizes in determining our achievable market rents.

Vacancy

The following table summarizes overall weighted vacancy trends at the surveyed properties.

OVERALL VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Arcadia Park	LIHTC	Family	60	0	0.0%
Bayberry Mews	LIHTC	Family	100	0	0.0%
Celia Saxon I And II	LIHTC	Family	71	0	0.0%
Jackson Creek Station	LIHTC	Family	56	0	0.0%
Landings At Forest Acres	Market	Family	176	0	0.0%
Mauldin Village	Market	Family	48	0	0.0%
Ravenwood Hills Apartments	Market	Family	112	6	5.4%
The Square @ Forest Acres	Market	Family	165	10	6.1%
The Towers At Forest Acres	Market	Family	186	12	6.5%
Total LIHTC			287	0	0.0%
Total Market Rate			687	28	4.1%
Overall Total			974	28	2.9%

The vacancy rates among the comparables range from zero to 6.5 percent, with an average of 2.9 percent. The Subject was 94.1 percent occupied according to the rent roll dated October 6, 2020. Historic vacancy was not available in 2018, 2019, or 2020, but the property operated with a vacancy and collection loss factor of 5.3 percent in 2017. Further, we have researched other Section 8 properties in Columbia to obtain supplemental vacancy information, which is detailed following.

SECTION 8 VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Gable Oaks	LIHTC/Section 8	Family	200	8	4.0%
Palmetto Terrace	Section 8	Family	112	2	1.8%
Willow Run Apartments	Section 8	Family	200	0	0.0%
Pinehaven Villas	Section 8	Family	80	2	2.5%
Overall Total			592	12	2.0%

The vacancy rates among the Section 8 properties range from zero to 4.0 percent, with an average of 2.0 percent. Taking all of this data into consideration, we believe that the Subject will operate with a total vacancy rate of three percent or less, taking into account the improved condition, continuation of the project-based subsidy, and current market activity.

None of the comparables noted any significant effects to operations due to COVID-19 or provided no comment. Celia Saxon I and II reported that high Housing Choice Voucher usage has kept rent collection generally high at the property during the COVID-19 pandemic. As a subsidized and affordable property, we believe the impact on operations due to COVID-19 will be less severe for the Subject. Overall, the market has fared relatively well.

LIHTC Vacancy – All LIHTC Properties in PMA

There are 287 total LIHTC units in the PMA that we included in this comparable analysis. There are zero vacancies among these units and three of the four properties maintain waiting lists. This indicates strong demand for affordable rental housing in the PMA.

REASONABILITY OF RENTS

This report is written to South Carolina State Housing Finance and Development Authority (SC Housing) guidelines. Therefore, the conclusions contained herein may not be replicated by a more stringent analysis. We recommend that the sponsor understand the guidelines of all those underwriting the Subject development to ensure the proposed rents are acceptable to all.

Rents provided by property managers at some properties may include all utilities while others may require tenants to pay all utilities. To make a fair comparison of the Subject rent levels to comparable properties, rents at comparable properties are typically adjusted to be consistent with the Subject. Adjustments are made using the Housing Authority of the City of Columbia, South Carolina (Columbia Housing), effective December 1, 2018, which is the most recent available. The rent analysis is based on net rents at the Subject as well as surveyed properties.

The following table summarizes the Subject’s proposed 60 percent AMI net rents compared to the maximum allowable 60 percent AMI rents in the SMA where comparables are located and the net 60 percent AMI rents at the comparables.

LIHTC RENT COMPARISON @60%

Property Name	County	Tenancy	2BR	3BR	4BR	Rents at Max?
Arrington Place (Proposed)	Richland	Family	\$737	\$777	\$840	No
Arrington Place (Current)	Richland	Family	\$656	\$691	\$745	No
2020 LIHTC Maximum Rent (Net)	Richland		\$885	\$1,031	\$1,137	
Arcadia Park	Richland	Family	\$776	\$913	-	No
Bayberry Mews	Richland	Family	-	\$675	\$750	No
Celia Saxon I And II	Richland	Family	\$560	\$680	-	No
Jackson Creek Station	Richland	Family	\$776	\$879	-	No
Average			\$704	\$787	\$750	
Achievable LIHTC Rent, Absent Subsidy			\$740	\$800	\$840	No

The Subject’s proposed 60 percent AMI rents are set below the 2020 maximum allowable levels. It should be noted that the Subject’s proposed LIHTC rents represent a rent increase ranging from 12 to 13 percent. None of the four affordable comparables reported achieving maximum allowable rents; however, some appear to

not be testing the market as all affordable comparables are fully occupied with some incidence of waiting lists. Therefore, we believe LIHTC rents below the 2020 maximum allowable levels will be achievable at the Subject, similar to the comparables. The Subject will be considered most similar to Celia Saxon I & II and Arcadia Park.

Celia Saxon I & II is a 71-unit, garden-style development located 1.4 miles southwest of the Subject, in a neighborhood considered similar to the Subject's location. The property was built in 2006, and currently exhibits similar condition relative to the Subject post renovation. The manager at Celia Saxon I & II reported the property as fully occupied with a waiting list, indicating the property may not be testing the top of the market. Celia Saxon I & II offers in-unit washer/dryers, a community room, and recreation areas, all of which the Subject lacks. However, the Subject will offer dishwashers, garbage disposals, and microwaves, which are not offered by Celia Saxon I & II. The unit amenities offered by Celia Saxon I & II are considered inferior to the Subject, while the community amenities offered at Celia Saxon I & II are considered superior to the Subject. In overall terms, we believe the Subject to be a generally similar product relative to Celia Saxon I & II. We believe achievable rents above those at this comparable are appropriate and achievable.

Arcadia Park is a 60-unit, garden-style development located 4.1 miles northeast of the Subject, in a neighborhood considered slightly superior relative to the Subject's location. The property was built in 2013, exhibiting slightly superior condition relative to the Subject post renovation. The manager at Arcadia Park reported the property as 100 occupied, indicating the current rents are well accepted in the market. Arcadia Park offers washer/dryer hookups, a business center, community room, and exercise facility, all of which the Subject lacks. However, the Subject will offer microwaves, which are not offered by Arcadia Park. The unit amenities offered by Arcadia Park are considered similar to the Subject, while the community amenities offered at Arcadia Park are considered superior to the Subject. In overall terms, we believe the Subject to be a slightly inferior product relative to Arcadia Park. As such, we have placed achievable rents below those being achieved at this comparable.

Based on the above, we believe the proposed LIHTC rents are achievable, with slight upward potential. None of the LIHTC comparables reported achieving maximum allowable rents at any AMI level. Therefore, we have concluded to achievable LIHTC rents (below the 2020 maximum allowable levels) of **\$740, \$800, and \$840**, for the Subject's two, three, and four-bedroom units, respectively, for units without subsidy.

Achievable Market Rents

Based on the quality of the surveyed comparable properties and the anticipated quality of the proposed Subject, we conclude that the Subject's rental rates are below the achievable market rates for the Subject's area. We have prepared Section 8 rent adjustment grids in the Addenda to this report. The following table shows both adjusted market rent comparisons and achievable market rents.

COMPARABLE PROPERTY RENT SUMMARY - AS RENOVATED AFTER ADJUSTMENT

Unit Type	Size (SF)	Proposed LIHTC Rent	Surveyed Minimum	Surveyed Maximum	Surveyed Adjusted Average	Subject's Achievable Market Rent - As Renovated	Subject Rent Adv	2020 HUD FMR	Subject Rent Adv over FMR
2BR/1BA	934	\$737	\$811	\$893	\$848	\$860	14.3%	\$931	20.8%
3BR/1BA	1127	\$777	\$895	\$1,132	\$962	\$945	17.8%	\$1,204	35.5%
4BR/1BA	1150	\$840	\$933	\$1,210	\$1,029	\$1,025	18.0%	\$1,491	43.7%

*Based off NOVOCO's rent analysis (grids located in Addendum B)

The Subject's achievable LIHTC rents are well below the achievable market rents, and below the range of the market rate comparables. The Subject's proposed LIHTC rents represent a rent advantage of 14.3 to 18.0 percent over the achievable market rents. Further, the Subject's proposed LIHTC rents represent an advantage

of 20.8 percent or more over 2020 HUD Fair Market Rents. We compared the Subject to The Towers at Forest Acres and Ravenwood Hills Apartments, as they are the most similar comparables to the Subject as proposed.

The Towers at Forest Acres is a 186-unit, midrise-style development located 1.9 miles southeast of the Subject, in a neighborhood considered similar relative to the Subject's location. This property was constructed in 1969 and most recently renovated in 2014. We consider the condition of this property similar relative to the Subject post renovation. The manager at The Towers at Forest Acres reported the property was 93.5 percent occupied, indicating the current rents are well accepted in the market. The amenities offered by The Towers at Forest Acres are considered superior relative to the Subject's amenities. In overall terms, we believe the proposed Subject to be a slightly inferior product relative to The Towers at Forest Acres. Our concluded achievable market rents for the Subject's units are below the adjusted rents for The Towers at Forest Acres. The following table compares the Subject with The Towers at Forest Acres.

SUBJECT COMPARISON TO THE TOWERS AT FOREST ACRES

Unit Type	Rent Level	Subject Pro Forma Rent	Square Feet	Subject RPSF	The Towers at Forest Acres*	Square Feet	The Towers at Forest Acres RPSF	Subject Rent Advantage
2BR / 1BA	@60% (Section 8)	\$860	934	\$0.92	\$893	850	\$1.05	3.7%
2BR / 1BA	@60%	\$737	934	\$0.79	\$893	850	\$1.05	17.4%
3BR / 1BA	@60% (Section 8)	\$945	1,127	\$0.84	\$1,132	1,140	\$0.99	16.5%
3BR / 1BA	@60%	\$777	1,127	\$0.69	\$1,132	1,140	\$0.99	31.4%
4BR / 1BA	@60% (Section 8)	\$1,025	1,150	\$0.89	\$1,210	1,140	\$1.06	15.3%
4BR / 1BA	@60%	\$840	1,150	\$0.73	\$1,210	1,140	\$1.06	30.6%

*Adjusted rents from grids

Ravenwood Hills Apartments is a 112-unit, garden-style development located 1.7 miles east of the Subject site, in a neighborhood considered slightly superior relative to the Subject's location. This property was constructed in 1969 and most recently renovated in 2016. We consider the condition of this property slightly inferior relative to the Subject post renovation. The manager at Ravenwood Hills Apartments reported the property was 94.6 percent occupied, indicating the current rents are well accepted in the market. The amenities offered by Ravenwood Hills Apartments are considered superior relative to the Subject's amenities. In overall terms, we believe the proposed Subject to be a generally similar product relative to Maudlin Village. Our concluded achievable market rents for the Subject's units are in line with the adjusted rents reported by Ravenwood Hills Apartments. The following table compares the Subject with Ravenwood Hills Apartments.

SUBJECT COMPARISON TO RAVENWOOD HILLS APARTMENTS

Unit Type	Rent Level	Subject Pro Forma Rent	Square Feet	Subject RPSF	Ravenwood Hills Apts*	Square Feet	Ravenwood Hills Apts RPSF	Subject Rent Advantage
2BR / 1BA	@60% (Section 8)	\$860	934	\$0.92	\$875	820	\$1.07	1.7%
2BR / 1BA	@60%	\$737	934	\$0.79	\$875	820	\$1.07	15.8%
3BR / 1BA	@60% (Section 8)	\$945	1,127	\$0.84	\$945	1,000	\$0.95	0.0%
3BR / 1BA	@60%	\$777	1,127	\$0.69	\$945	1,000	\$0.95	17.8%
4BR / 1BA	@60% (Section 8)	\$1,025	1,150	\$0.89	\$1,020	1,000	\$1.02	-0.5%
4BR / 1BA	@60%	\$840	1,150	\$0.73	\$1,020	1,000	\$1.02	17.6%

*Adjusted rents from grids

In conclusion, we believe that the Subject's achievable market rents are **\$860, \$945, and \$1,025**, for its two, three, and four-bedroom units, respectively. Our concluded market rents result in a rent advantage of 14.3 to 18.0 percent for the Subject's proposed LIHTC rents.

Impact of Subject on Other Affordable Units in Market

Managers at all of the LIHTC properties reported being fully occupied, and all but one reported a waiting list. With a limited supply of affordable housing options for the general population in the market and a stable and growing base of low-income tenants, we believe the Subject's rehabilitation will have no long-term impact on the existing area LIHTC developments. In addition, no new units will be added to the market. Between 2020 and market entry, the total number of households is expected to increase at a rate of 1.2 percent annually in the PMA. Since the Subject will continue to operate with a subsidy, we do not expect any impact on the existing low-income rental assisted housing in the market.

Rent versus Buy Analysis

We performed a rent/buy analysis. Our inputs assume a four-bedroom single-family home listing on Zillow in the Subject's neighborhood with a purchase price of \$300,000 and an interest rate of 2.92 percent for a 30-year fixed mortgage with a 10 percent down payment. This was compared to the cost to rent the Subject's four-bedroom LIHTC unit. This analysis indicates that with a monthly differential of \$1,059, it is more affordable to rent the Subject's most expensive four-bedroom unit than to purchase a home. The rent buy analysis is illustrated in the following table.

RENT BUY ANALYSIS			
Property Type:	Four-Bedroom Single Family Home		
Sale Price	\$300,000		
Down Payment at 10%	\$30,000		
Mortgage Amount	\$270,000		
Current Interest Rate	2.92%		
	<i>Homeownership Costs</i>		
	<i>Monthly</i>	<i>% of Home Value</i>	<i>Annual</i>
Mortgage Payment	\$1,127		\$13,521
Property Taxes	\$313	1.25%	\$3,750
Private Mortgage Insurance ¹	\$113	0.50%	\$1,350
Maintenance	\$500	2.00%	\$6,000
Utility Costs ²	\$88		\$1,056
Tax Savings	-\$241		-\$2,889
Cost Comparison			
	<i>Monthly</i>		<i>Annual</i>
Costs of Homeownership	\$1,899		\$22,787
Cost of Renting At Subject	- \$840		\$10,080
Differential	\$1,059		\$12,707
Cost of Occupancy			
<i>Homeownership</i>			
Closing Costs		3.0%	\$9,000
Down Payment at 10%		10.0%	\$30,000
Total			\$39,000
<i>Subject Rental</i>			
First Month's Rent	\$840		
Security Deposit	<u>\$840</u>		
Total	\$1,680		

(1) Based upon 0.50 percent of mortgage amount.

(2) Utility Costs Included in Rent at Subject

As illustrated, the “cash due at occupancy” category adds to \$39,000 for the down payment and closing costs. The cash necessary for homeownership is still a barrier to many families. In general, first-time homebuyers have difficulty saving for a down payment. For this reason, we believe that the Subject will face limited competition from homeownership.

Availability of Affordable Housing Options

There are zero vacant LIHTC units among the four LIHTC comparables surveyed, and three of the LIHTC comparables maintain waiting lists. Therefore, the availability of LIHTC housing targeting low and moderate incomes is considered constrained given the demographic growth of the PMA. The renovation of the Subject would improve the existing housing stock in the PMA for affordable housing.

Summary Evaluation of the Proposed Project

Overall in the local multifamily market is performing well with a 2.9 percent vacancy rate among all of the surveyed comparable projects. All four LIHTC properties are fully occupied and three of these properties maintain waiting lists, suggesting latent demand for affordable housing.

When compared to the current 60 percent rents at the LIHTC properties, the Subject’s proposed 60 percent AMI rents appear achievable. None of the LIHTC comparables reported achieving maximum allowable rents at any AMI level. Therefore, we have concluded to achievable LIHTC rents (below the 2020 maximum allowable

levels) of **\$740, \$800, and \$840**, for the Subject's two, three, and four-bedroom units, respectively, for units without subsidy, which offer rent advantages ranging from 14.0 to 18.0 percent compared to our estimated achievable market rents. However, the Subject will continue to benefit from a HAP contract post-renovation for 48 of its 68 units. Overall, we believe that the Subject will be successful in the local market as proposed.

H. INTERVIEWS

INTERVIEWS

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

Planning

Pipeline Construction/LIHTC Competition

We were unable to reach a contact with the city of Columbia Planning Department regarding planned, proposed, or under construction developments in the PMA. Therefore, we conducted online research and utilized a CoStar new construction report. The results of our findings are detailed below.

- 1505 Garden Plaza is an under construction 126-unit market rate development to be located at 1505 Garden Plaza in Columbia. Construction is expected to be completed in early 2021. As 1505 Garden Plaza is a market rate development, it will not directly compete with the Subject.

LIHTC Competition / Recent and Proposed Construction

According to the South Carolina State Housing Finance and Development Authority (SC Housing) LIHTC allocation lists from 2017 to 2020 year-to-date, three properties have been allocated tax credits within the PMA within the last three years, which are detailed below.

- The Pointe at Elmwood was allocated LIHTCs in 2018 for the new construction of 58 one, two, and three-bedroom units restricted to families earning 50 and 60 percent of the AMI or less. Construction is expected to be completed in December 2020, and will directly compete with the Subject.
- Arcadia Pointe was allocated LIHTCs in 2018 for the new construction of 42 two, three, and four-bedroom units restricted to families earning 50 and 60 percent of the AMI or less. Construction is expected to be completed in early 2021, and will directly compete with the Subject.
- Veranda at North Main was allocated LIHTCs in 2017 for the new construction of 58 one and two-bedroom units restricted to seniors aged 55 and older. Construction was completed in late 2019. Due to the tenancy at this property, no units will directly compete with the Subject.

Section 8/Public Housing

We attempted to contact the Columbia Housing Authority, but as of the date of this report our calls have not been returned. However, we spoke with Ramonda Pollard, Director of the Housing Choice Voucher (HCV) Program with the Columbia Housing Authority, in February 2020. According to Ms. Pollard, the Section 8 Department is allocated 4,034 vouchers, which are approximately 90 percent utilized. The waiting list for the HCV program is currently closed and was most recently opened in December 2019. The waiting list consists of around 3,000 households. Furthermore, the Housing Authority is moving approximately 600 to 700 households from the waiting list for the Project-Based Voucher program over to the HCV waiting list. The payment standards for one and two-bedroom units are illustrated in the proceeding table.

PAYMENT STANDARDS

Bedroom Type	Standard	Subject Highest Proposed Gross LIHTC Rent
2BR	\$963	\$833
3BR	\$1,236	\$879
4BR	\$1,527	\$967

As indicated in the previous table, payment standards for all units are above the Subject’s highest proposed LIHTC rents, indicating tenants in these units would not have to pay additional money out of pocket. However, as 48 of the Subject’s units will continue to benefit from Section 8 subsidy post-renovation, tenants in these units will continue to pay 30 percent of their income towards rent and portable vouchers will not be necessary.

Property Managers

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

I. RECOMMENDATIONS

Recommendations

We believe there is ample demand for the Subject in the PMA and the market supports the renovation of the Subject development as proposed. The Subject's overall capture rate is 2.2 percent as proposed and 10.3 percent absent subsidy, both of which are within acceptable demand thresholds and considered excellent. Individual capture rates by bedroom type range from 1.5 to 5.6 percent as proposed and from 4.9 to 18.8 percent absent subsidy, which are all considered reasonable. Between 2020 and market entry, the total number of households is expected to increase at a rate of 1.2 percent annually in the PMA. The Subject is located within 1.8 miles of most community services and facilities that tenants would utilize on a consistent basis.

When compared to the current 60 percent rents at the LIHTC properties, the Subject's proposed 60 percent AMI rents appear achievable. None of the LIHTC comparables reported achieving maximum allowable rents at any AMI level. Therefore, we have concluded to achievable LIHTC rents (below the 2020 maximum allowable levels) of **\$740, \$800, and \$840**, for the Subject's two, three, and four-bedroom units, respectively, for units without subsidy, which offer rent advantages ranging from 14.0 to 18.0 percent compared to our estimated achievable market rents. However, the Subject will continue to benefit from a HAP contract post-renovation for 48 of its 68 units. Overall, we believe that the Subject will be successful in the local market as proposed.

Further, there are several apparent strengths of the Subject's site, development scheme, and market, which include:

- Rehabilitation of the Subject's units will positively impact the surrounding area by improving the Subject's condition and street appeal, and thus representing an improvement to the neighborhood.
- Of the Subject's 68 units, 48 will continue to benefit Section 8 subsidy; thus, these tenants will continue to pay 30 percent of their income towards rent.
- The Subject is an existing property with a wait list, and all tenants are expected to remain income qualified post-renovation.
- The Subject will be in good condition upon completion and will fill a need for good quality/newly renovated affordable housing in Columbia.

As such, we recommend the Subject as proposed, with no suggested modifications.

J. SIGNED STATEMENT REQUIREMENTS

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

Respectfully submitted,
Novogradac Consulting LLP

Date: December 23, 2020



Brian Neukam
Manager

ADDENDUM A
Qualifications of Consultants

STATEMENT OF PROFESSIONAL QUALIFICATIONS
RACHEL BARNES DENTON, MAI

I. EDUCATION

Cornell University, Ithaca, NY
School of Architecture, Art & Planning, Bachelor of Science in City & Regional Planning

II. LICENSING AND PROFESSIONAL AFFILIATION

Designated Member of the Appraisal Institute
Member of National Council of Housing Market Analysts (NCHMA)
Member of Commercial Real Estate Women (CREW) Network
 2011 and 2012 Communications Committee Co-Chair for the Kansas City CREW Chapter
 2013 Director of Communications and Board Member for Kansas City CREW
 2014 Secretary and Board Member for Kansas City CREW
 2015 and 2016 Treasurer and Board Member for Kansas City CREW

State of Arkansas Certified General Real Estate Appraiser No. CG3527
State of California Certified General Real Estate Appraiser No. AG044228
State of Colorado Certified General Real Estate Appraiser No. 100031319
State of Hawaii Certified General Real Estate Appraiser No. CGA1048
State of Illinois Certified General Real Estate Appraiser No. 553.002012
State of Kansas Certified General Real Estate Appraiser No. G-2501
State of Minnesota Certified General Real Estate Appraiser No. 40420897
State of Missouri Certified General Real Estate Appraiser No. 2007035992
State of Nebraska Certified General Real Estate Appraiser No. CG2017030R
State of New Mexico Certified General Real Estate Appraiser No. 03424-G
State of Oklahoma Certified General Real Estate Appraiser No. 13085CGA
State of Oregon Certified General Real Estate Appraiser No. C000951
State of Texas Certified General Real Estate Appraiser No. 1380396

III. PROFESSIONAL EXPERIENCE

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

IV. PROFESSIONAL TRAINING

Educational requirements successfully completed for the Appraisal Institute:
 Appraisal Principals, September 2004
 Basic Income Capitalization, April 2005
 Uniform Standards of Professional Appraisal Practice, various
 Advanced Income Capitalization, August 2006
 General Market Analysis and Highest & Best Use, July 2008
 Advanced Sales Comparison and Cost Approaches, June 2009
 Advanced Applications, June 2010
 General Appraiser Report Writing and Case Studies, July 2014
 Standards and Ethics (USPAP and Business Practices and Ethics)
 MAI Designation General Comprehensive Examination, January 2015
 MAI Demonstration of Knowledge Report, April 2016

Completed HUD MAP Training, Columbus, Ohio, May 2010

Have presented and spoken at both national Novogradac conferences and other industry events, including the National Council of Housing Market Analysts (NCHMA) Annual Meetings and FHA Symposia, National Housing and Rehabilitation Association Conferences, Institute for Professional and Executive Development (IPED) conferences, and state housing conferences, such as Housing Colorado and Missouri Workforce Housing Association.

V. REAL ESTATE ASSIGNMENTS

A representative sample of Due Diligence, Consulting, or Valuation Engagements includes:

In general, have managed and conducted numerous market analyses and appraisals for various types of commercial real estate since 2003, with an emphasis on affordable multifamily housing.

Conducted and managed appraisals of proposed new construction, rehab and existing Low-Income Housing Tax Credit properties, Section 8 Mark-to-Market properties, HUD MAP Section 221(d)(4) and 223(f) properties, USDA Rural Development, and market rate multifamily developments on a national basis. Analysis includes property screenings, economic and demographic analysis, determination of the Highest and Best Use, consideration and application of the three traditional approaches to value, and reconciliation to a final value estimate. Both tangible real estate values and intangible values in terms of tax credit valuation, beneficial financing, and PILOT are considered. Additional appraisal assignments completed include commercial land valuation, industrial properties for estate purposes, office buildings for governmental agencies, and leasehold interest valuation. Typical clients include developers, lenders, investors, and state agencies.

Managed and conducted market studies for proposed Low-Income Housing Tax Credit, HUD MAP, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties, on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis and operating expense analysis. Property types include proposed multifamily, senior independent living, large family, acquisition/rehabilitation, historic rehabilitation, adaptive reuse, and single family developments. Typical clients include developers, state agencies, syndicators, investors, and lenders.

Completed and have overseen numerous Rent Comparability Studies in accordance with HUD's Section 8 Renewal Policy and Chapter 9 for various property owners and local housing authorities. The properties were typically undergoing recertification under HUD's Mark to Market Program.

Performed and managed market studies and appraisals of proposed new construction and existing properties insured and processed under the HUD Multifamily Accelerated Processing (MAP) program. These reports meet the requirements outlined in HUD Handbook 4465.1 and Chapter 7 of the HUD MAP Guide for 221(d)(4) and 223(f) programs.

Performed and have overseen numerous market study/appraisal assignments for USDA RD properties in several states in conjunction with acquisition/rehabilitation redevelopments. Documents are used by states, lenders, USDA, and the developer in the underwriting process. Market studies are compliant to State, lender, and USDA requirements. Appraisals are compliant to lender requirements and USDA HB-1-3560 Chapter 7 and Attachments.

Performed appraisals for estate valuation and/or donation purposes for various types of real estate, including commercial office, industrial, and multifamily assets. These engagements were conducted in accordance with the Internal Revenue Service's Real Property Valuation Guidelines, Section 4.48.6 of the Internal Revenue Manual.

Performed analyses of various real estate asset types subject to USDA 4279-B, Business and Industry Guaranteed Loans, Section 4279.150 guidelines.

Conducted various Highest and Best Use Analyses for proposed development sites nationwide. Completed an analysis of existing and proposed senior supply of all types of real estate, and conducted various

demand and feasibility analyses in order to determine level of need and ultimate highest and best use of the site.

Prepared a three-year Asset Management tracking report for a 16-property portfolio in the southern United States. Data points monitored include economic vacancy, levels of concessions, income and operating expense levels, NOI and status of capital projects. Data used to determine these effects on the project's ability to meet its income-dependent obligations.

Performed various community-wide affordable housing market analyses and needs assessments for communities and counties throughout the Midwest and Western states. Analysis included demographic and demand forecasts, interviews with local stakeholders, surveys of existing and proposed affordable supply, and reconciliation of operations at existing supply versus projected future need for affordable housing. Additional analyses included identification of housing gaps, potential funding sources, and determination of appropriate recommendations. These studies are typically used by local, state, and federal agencies in order to assist with housing development and potential financing.

Managed a large portfolio of Asset Management reports for a national real estate investor. Properties were located throughout the nation, and were diverse in terms of financing, design, tenancy, and size. Information compiled included income and expenses, vacancy, and analysis of property's overall position in the market.

Performed appraisals of LIHTC assets for Year 15 purposes; valuations of both the underlying real estate asset and partnership interests have been completed. These reports were utilized to assist in potential disposition options for the property, including sale of the asset, buyout of one or more partners, or potential conversion to market rate.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

SARA N. NACHBAR

I. EDUCATION

Missouri State University – Springfield, MO
Bachelor of Science – Finance

II. PROFESSIONAL EXPERIENCE

Manager, Novogradac & Company LLP
Executive Assistant, Helzberg Entrepreneurial Mentoring Program
Claims Associate, Farmers Insurance Group

III. REAL ESTATE ASSIGNMENTS

A representative sample of Due Diligence, Consulting, or Valuation Engagements includes:

- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, assisted living, large family, and acquisition with rehabilitation.
- Assisted in the preparation of Rent Comparability Studies for expiring Section 8 contracts and USDA contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low Income Housing Tax Credit properties. Analysis included property screenings, valuation analysis, capitalization rate analysis, expense comparability analysis, determination of market rents, and general market analysis.
- Prepared market studies and assisted in appraisals of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing (MAP) program. These reports meet the requirements outlined in HUD Handbook 4465.1 and Chapter 7/Appendix 7 of the HUD MAP Guide for 221(d)(4) and 223(f) programs.
- Researched and analyzed local and national economy and economic indicators for specific projects throughout the United States. Research included employment industries analysis, employment historical trends and future outlook, and demographic analysis.
- Examined local and national housing market statistical trends and potential outlook in order to determine sufficient demand for specific projects throughout the United States.
- Conducted more than 40 site inspections for market studies and appraisals throughout the United States for various reports including proposed new construction and rehabilitation multifamily projects.

**STATEMENT OF PROFESSIONAL QUALIFICATIONS
BRIAN NEUKAM**

EDUCATION

Georgia Institute of Technology, Bachelor of Industrial Engineering, 1995

State of Georgia Certified General Real Property Appraiser No. 329471

State of South Carolina Certified General Real Property Appraiser No. 7493

PROFESSIONAL TRAINING

National USPAP and USPAP Updates

General Appraiser Market Analysis and Highest & Best Use

General Appraiser Sales Comparison Approach

General Appraiser Site Valuation and Cost Approach

General Appraiser Income Capitalization Approach I and II

General Appraiser Report Writing and Case Studies

EXPERIENCE

Novogradac & Company LLP, Manager, September 2015- Present

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

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

REAL ESTATE ASSIGNMENTS

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

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

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Drew Behrens

I. EDUCATION

Missouri State University
Bachelor of Science – Business, Real Estate; Community & Regional Planning

II. LICENSING AND PROFESSIONAL AFFILIATION

State Certified General Trainee – MO #2018042616

III. PROFESSIONAL EXPERIENCE

Senior Analyst, Novogradac & Company LLP

IV. REAL ESTATE ASSIGNMENTS

A representative sample of Due Diligence, Consulting, or Valuation Engagements includes:

- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low Income Housing Tax Credit properties. Analysis included property screenings, valuation analysis, capitalization rate analysis, expense comparability analysis, determination of market rents, and general market analysis.
- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, assisted living, large family, and acquisition with rehabilitation.
- Assisted in the preparation of Rent Comparability Studies for expiring Section 8 contracts and USDA contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Researched and analyzed local and national economy and economic indicators for specific projects throughout the United States. Research included employment industries analysis, employment historical trends and future outlook, and demographic analysis.
- Examined local and national housing market statistical trends and potential outlook in order to determine sufficient demand for specific projects throughout the United States.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Britt Johansson

I. EDUCATION

Saint Louis University, May 2018
Bachelor of Science – Finance, International Business

III. PROFESSIONAL EXPERIENCE

Analyst, Novogradac & Company LLP
Revenue Cycle Associate, Queen of Peace Center

IV. REAL ESTATE ASSIGNMENTS

A representative sample of Due Diligence, Consulting, or Valuation Engagements includes:

- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low Income Housing Tax Credit properties. Analysis included property screenings, valuation analysis, capitalization rate analysis, expense comparability analysis, determination of market rents, and general market analysis.
- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, assisted living, large family, and acquisition with rehabilitation.
- Assisted in the preparation of Rent Comparability Studies for expiring Section 8 contracts and USDA contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Researched and analyzed local and national economy and economic indicators for specific projects throughout the United States. Research included employment industries analysis, employment historical trends and future outlook, and demographic analysis.
- Examined local and national housing market statistical trends and potential outlook in order to determine sufficient demand for specific projects throughout the United States.

ADDENDUM B
Rent Comparability Grids

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Arrington Place		Landings At Forest Acres		Mauldin Village		Ravenwood Hills Apartments		The Square @ Forest Acres		The Towers At Forest Acres	
1720 Van Heise Street		3431 Covenant Road		5418 Mauldin Avenue		4215 Bethel Church Road		4214 Bethel Church Road		2050 North Bellline Boulevard	
Columbia, Richland		Columbia, Richland		Columbia, Richland		Columbia, Richland		Columbia, Richland		Columbia, Richland	
Data		Data		Data		Data		Data		Data	
Subject		Subject		Subject		Subject		Subject		Subject	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$865	N	\$700	N	\$800	N	\$680	N	\$960	N
2	Date Last Leased (mo/yr)	Nov-20		Nov-20		Nov-20		Nov-20		Nov-20	
3	Rent Concessions	N		N		N		N		Y	(\$80)
4	Occupancy for Unit Type	100%		100%		95%		93%		93%	
5	Effective Rent & Rent / sq. ft	\$865	\$0.87	\$700	\$0.85	\$800	\$0.83	\$680	\$0.66	\$880	\$1.04
<i>In Parts B thru E, adjust only for differences the subject's market values.</i>											
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	G/2		G/2		G/2		G/2		E/6	(\$10)
7	Yr. Built / Yr. Renovated	1974/2002/Proposed		1969/2011		1973/Ongoing		1969/2016		1970	1969/2014
8	Condition / Street Appeal	G		A	\$100	A	\$100	A	\$100	A	
9	Neighborhood	A		A		A		A		A	
10	Same Market? Miles to Subj.	Yes/1.4		Yes/1.3		Yes/1.7		Yes/1.7		Yes/1.8	
C. Unit Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	2		2		2		2		2	
12	# Bathrooms	1		1		1		1		1	
13	Unit Interior Sq. Ft.	934	(\$14)	820	\$24	960		1,031	(\$16)	850	\$22
14	Balcony / Patio	N	(\$10)	N		Y	(\$10)	Y	(\$10)	Y	(\$10)
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	M/D		D	\$10	D		D		D	
18	Washer / Dryer	L		L		L		L		L	
19	Floor Coverings	C		C		C		C		C	
20	Window Coverings	B		B		B		B		B	
21	Cable / Satellite / Internet	N		N		N		N		N	
22	Special Features	Ceiling Fan		Ceiling Fan, Walk-in closet	(\$5)	Ceiling Fan, Walk-in closet	(\$5)	Ceiling Fan, Walk-in closet	(\$5)	Ceiling Fan, Walk-in closet	(\$5)
23											
D. Site Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	L		L		L		L		L	
25	Extra Storage	N	(\$5)	N		Y	(\$5)	Y	(\$5)	Y	(\$5)
26	Security	Y		N	\$10	N	\$10	Y		Y	
27	Clubhouse / Meeting Rooms	N		N		C/	(\$10)	N		C/	(\$10)
28	Pool / Recreation Areas	R	(\$20)	P/E/RR	(\$10)	P	(\$5)	P	(\$5)	P/E/RR	(\$20)
29	Business Ctr / Nbhd Network	N		N		N		N		BC	(\$10)
30	Service Coordination	N		N		N		N		N	
31	Non-shelter Services	N		N		N		N		N	
32	Neighborhood Networks	N		N		N		N		N	
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent? / type)	N/G		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/G		N/E		N/E		N/E		N/E	
36	Hot water (in rent? / type)	N/G		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water / Sewer	Y/Y		Y/Y		Y/Y		N/N	\$61	N/N	\$61
39	Trash / Recycling	Y		Y		Y		N	\$21	Y	
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	(5)	4	(2)	2	(5)	2	(4)	1	(7)	
41	Sum Adjustments B to D	(\$54)	\$144	(\$15)	\$110	(\$35)	\$105	(\$36)	\$22	(\$70)	
42	Sum Utility Adjustments						\$82			\$61	
43	Net / Gross Adjustments B to E	(\$54)	\$54	\$129	\$159	\$75	\$145	\$151	\$223	\$13	\$153
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5 + 43)	\$811		\$829		\$875		\$831		\$893	
45	Adj Rent / Last rent		94%		118%		109%		122%		93%
46	Estimated Market Rent	\$860		\$0.92 Estimated Market Rent / Sq. Ft.							

Appraiser's Signature



11/11/2020

Date **Attached are explanations of:**

- a. why & how each adjustment was made
- b. how market rent was derived from adjusted rents
- c. how this analysis was used for a similar unit type

Grid was prepared: Manually Using HUD's Excel form

form HUD-92273-S8 (04/2002)

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Arrington Place		Landings At Forest Acres		Mauldin Village		Ravenwood Hills Apartments		The Square @ Forest Acres		The Towers At Forest Acres	
1720 Van Heise Street		3431 Covenant Road		5418 Mauldin Avenue		4215 Bethel Church Road		4214 Bethel Church Road		2050 North Bellline Boulevard	
Columbia, Richland		Columbia, Richland		Columbia, Richland		Columbia, Richland		Columbia, Richland		Columbia, Richland	
Data		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
A. Rents Charged											
1	\$ Last Rent / Restricted?	\$950	N	\$800	N	\$900	N	\$770	N	\$1,258	N
2	Date Last Leased (mo/yr)	Nov-20		Nov-20		Nov-20		Nov-20		Nov-20	
3	Rent Concessions	N		N		N		N		Y	(\$105)
4	Occupancy for Unit Type	100%		100%		93%		93%		93%	
5	Effective Rent & Rent / sq. ft	\$950	\$0.82	\$800	\$0.80	\$900	\$0.80	\$770	\$0.67	\$1,153	\$1.01
<i>In Parts B thru E, adjust only for differences the subject's market values.</i>											
B. Design, Location, Condition											
6	Structure / Stories	G/2		G/2		G/2		G/2		E/6	(\$10)
7	Yr. Built / Yr. Renovated	1974/2002/Proposed		1969/2011		1973/Ongoing		1969/2016		1969/2014	
8	Condition / Street Appeal	G		A	\$100	A	\$100	A	\$100	G	
9	Neighborhood	A		A		A		A		A	
10	Same Market? Miles to Subj.	Yes/1.4		Yes/1.3		Yes/1.7		Yes/1.7		Yes/1.8	
C. Unit Equipment / Amenities											
11	# Bedrooms	3		3		3		3		3	
12	# Bathrooms	1	(\$15)	1		2	(\$30)	2	(\$30)	1.5	(\$15)
13	Unit Interior Sq. Ft.	1,127		1,158	\$25	1,125		1,157		1,140	
14	Balcony / Patio	N	(\$10)	N		Y	(\$10)	Y	(\$10)	Y	(\$10)
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	M/D		D	\$10	D		D		D	
18	Washer / Dryer	L		L		L		L		L	
19	Floor Coverings	C		C		C		C		C	
20	Window Coverings	B		B		B		B		B	
21	Cable / Satellite / Internet	N		N		N		N		N	
22	Special Features	Ceiling Fan		Ceiling Fan, Walk-in closet	(\$5)	Ceiling Fan, Walk-in closet	(\$5)	Ceiling Fan, Walk-in closet	(\$5)	Ceiling Fan, Walk-in closet	(\$5)
23											
D. Site Equipment / Amenities											
24	Parking (\$ Fee)	L		L		L		L		L	
25	Extra Storage	N	(\$5)	N		Y	(\$5)	Y	(\$5)	Y	(\$5)
26	Security	Y		N	\$10	N	\$10	Y		Y	
27	Clubhouse / Meeting Rooms	N		N		C/	(\$10)	N		C/	(\$10)
28	Pool / Recreation Areas	R	(\$20)	P/E/RR	(\$10)	P	(\$5)	P	(\$5)	P/E/RR	(\$20)
29	Business Ctr / Nbhd Network	N		N		N		N		BC	(\$10)
30	Service Coordination	N		N		N		N		N	
31	Non-shelter Services	N		N		N		N		N	
32	Neighborhood Networks	N		N		N		N		N	
E. Utilities											
33	Heat (in rent? / type)	N/G		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/G		N/E		N/E		N/E		N/E	
36	Hot water (in rent? / type)	N/G		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water / Sewer	Y/Y		Y/Y		Y/Y	\$64	N/N	\$64	N/N	\$64
39	Trash / Recycling	Y		Y		Y		N	\$21	Y	
F. Adjustments Recap											
40	# Adjustments B to D	(5)		4	(2)	2	(6)	2	(4)		(8)
41	Sum Adjustments B to D	(\$55)		\$145	(\$15)	\$110	(\$65)	\$105	(\$50)		(\$85)
42	Sum Utility Adjustments							\$85			\$64
43	Net / Gross Adjustments B to E	(\$55)	\$55	\$130	\$160	\$45	\$175	\$140	\$240	(\$21)	\$149
G. Adjusted & Market Rents											
44	Adjusted Rent (5 + 43)	\$895		\$930		\$945		\$910		\$1,132	
45	Adj Rent / Last rent		94%		116%		105%		118%		90%
46	Estimated Market Rent	\$945		\$0.84 Estimated Market Rent / Sq. Ft.							

Appraiser's Signature



11/11/2020
Date

Attached are explanations of:

- a. why & how each adjustment was made
- b. how market rent was derived from adjusted rents
- c. how this analysis was used for a similar unit type

Grid was prepared: [] Manually [X] Using HUD's Excel form

form HUD-92273-S8 (04/2002)

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Arrington Place		Landings At Forest Acres		Mauldin Village		Ravenwood Hills Apartments		The Square @ Forest Acres		The Towers At Forest Acres	
1720 Van Heise Street		3431 Covenant Road		5418 Mauldin Avenue		4215 Bethel Church Road		4214 Bethel Church Road		2050 North Beltline Boulevard	
Columbia, Richland		Columbia, Richland		Columbia, Richland		Columbia, Richland		Columbia, Richland		Columbia, Richland	
Data		Data		Data		Data		Data		Data	
Subject		Subject		Subject		Subject		Subject		Subject	
A. Rents Charged											
1 \$ Last Rent / Restricted?		\$950	N	\$800	N	\$900	N	\$860	N	\$1,258	N
2 Date Last Leased (mo/yr)		Nov-20		Nov-20		Nov-20		Nov-20		Nov-20	
3 Rent Concessions		N		N		N		N		Y	(\$105)
4 Occupancy for Unit Type		100%		100%		93%		100%		93%	
5 Effective Rent & Rent / sq. ft		\$950	\$0.82	\$800	\$0.80	\$900	\$0.80	\$860	\$0.56	\$1,153	\$1.01
<i>In Parts B thru E, adjust only for differences the subject's market values.</i>											
B. Design, Location, Condition											
6 Structure / Stories		G/2		G/2		G/2		G/2		E/6	(\$10)
7 Yr. Built / Yr. Renovated		1974/2002/Proposed		1969/2011		1973/Ongoing		1970		1969/2014	
8 Condition / Street Appeal		G		A	\$100	A	\$100	A	\$100	G	
9 Neighborhood		A		A		A		A		A	
10 Same Market? Miles to Subj.		Yes/1.4		Yes/1.3		Yes/1.7		Yes/1.7		Yes/1.8	
C. Unit Equipment / Amenities											
11 # Bedrooms		4		3	\$75	3	\$75	4		3	\$75
12 # Bathrooms		1		1.5	(\$15)	1		2	(\$30)	3	(\$45)
13 Unit Interior Sq. Ft.		1,150		1,158		1,000	\$30	1,125		1,548	(\$55)
14 Balcony / Patio		N		Y	(\$10)	N		Y	(\$10)	Y	(\$10)
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		M/D		D	\$10	N		D		D	
18 Washer / Dryer		L		L		L		L		L	
19 Floor Coverings		C		C		C		C		C	
20 Window Coverings		B		B		B		B		B	
21 Cable / Satellite / Internet		N		N		N		N		N	
22 Special Features		Ceiling Fan		Ceiling Fan, Walk-in closet	(\$5)	Ceiling Fan, Walk-in closet	(\$5)	Ceiling Fan, Walk-in closet	(\$5)	N	\$5
D. Site Equipment / Amenities											
24 Parking (\$ Fee)		L		L		L		L		L	
25 Extra Storage		N		Y	(\$5)	N		Y	(\$5)	Y	(\$5)
26 Security		Y		Y	\$10	N		Y	\$10	Y	
27 Clubhouse / Meeting Rooms		N		N		N		C/	(\$10)	N	
28 Pool / Recreation Areas		R		P/E/RR	(\$20)	P/E	(\$10)	P	(\$5)	P	(\$5)
29 Business Ctr / Nhd Network		N		N		N		N		N	
30 Service Coordination		N		N		N		N		N	
31 Non-shelter Services		N		N		N		N		N	
32 Neighborhood Networks		N		N		N		N		N	
E. Utilities											
33 Heat (in rent? / type)		N/G		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/G		N/E		N/E		N/E		N/E	
36 Hot water (in rent? / type)		N/G		N/E		N/E		N/E		N/E	
37 Other Electric		N		N		N		N		N	
38 Cold Water / Sewer		Y/Y		Y/Y		Y/Y		N/N	\$67	N/N	\$67
39 Trash / Recycling		Y		Y		Y		N	\$21	Y	
F. Adjustments Recap											
40 # Adjustments B to D		1	(5)	5	(2)	3	(6)	2	(5)	1	(8)
41 Sum Adjustments B to D		\$75	(\$55)	\$225	(\$15)	\$185	(\$65)	\$105	(\$120)	\$75	(\$85)
42 Sum Utility Adjustments								\$88		\$67	
43 Net / Gross Adjustments B to E		\$20	\$130	\$210	\$240	\$120	\$250	\$73	\$313	\$57	\$227
G. Adjusted & Market Rents											
44 Adjusted Rent (5 + 43)		\$970		\$1,010		\$1,020		\$933		\$1,210	
45 Adj Rent / Last rent			102%		126%		113%		108%		96%
46 Estimated Market Rent		\$1,025		\$0.89 Estimated Market Rent / Sq. Ft.							

Appraiser's Signature



11/11/2020 **Attached are**
Date **explanations of:**

- a. why & how each adjustment was made
- b. how market rent was derived from adjusted rents
- c. how this analysis was used for a similar unit type

Grid was prepared: Manually Using HUD's Excel form

form HUD-92273-S8 (04/2002)

ADDENDUM C
Utility Allowance Schedule



THE HOUSING AUTHORITY

of the City of Columbia, South Carolina
 1917 HARDEN STREET * COLUMBIA, S.C. 29204-1015
 TELEPHONE (803) 254-3886
 TDD (803) 256-7762
 www.chasc.org

Initial / Annual **AVERAGE UTILILITY CONSUMPTION CHARGES** Effective 12/1/2018

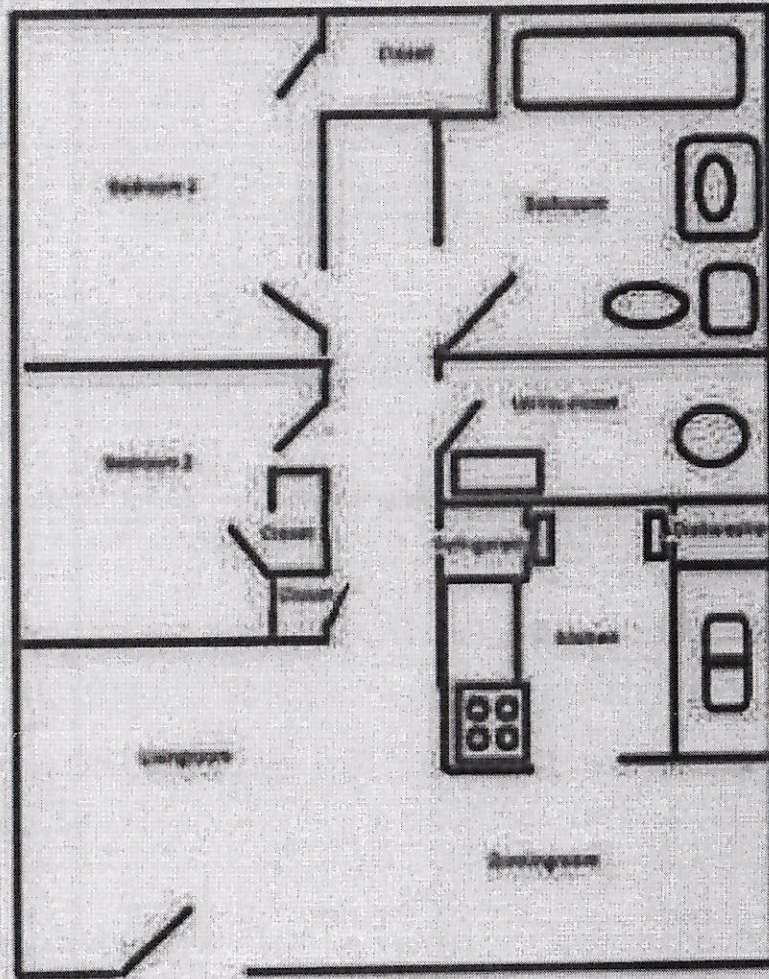
U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT SECTION 8 EXISTING HOUSING ALLOWANCES FOR TENANT-FURNISHED UTILITIES AND OTHER SERVICES					DATE		
LOCALITY Richland / City / County		UNIT TYPE – Garden and High-rise Apartments					
COP #		MONTHLY DOLLAR ALLOWANCES Sq ft:					
UTILITY OR SERVICE		0-BR	1-BR	2-BR	3-BR	4-BR	5-BR
HEATING							
a. Natural Gas		9.00	11.00	12.00	13.00	15.00	16.00
b. Bottle Gas		0.00	0.00	0.00	0.00	0.00	0.00
c. Oil		33.00	33.00	33.00	33.00	34.00	34.00
d. Electric		15.00	21.00	26.00	32.00	37.00	42.00
AIR CONDITIONING W / C		6.00	12.00	18.00	25.00	32.00	38.00
COOKING							
a. Natural Gas		15.00	17.00	18.00	19.00	21.00	22.00
b. Electric		7.00	9.00	12.00	14.00	17.00	19.00
c. Bottle Gas		10.00	14.00	18.00	22.00	26.00	29.00
OTHER ELECTRIC LIGHTING, REFRIGERATION, ETC...		30.00	39.00	49.00	58.00	67.00	76.00
WATER HEATING							
a. Natural Gas		6.00	9.00	13.00	16.00	19.00	22.00
b. Electric		12.00	18.00	25.00	31.00	38.00	45.00
c. Bottle Gas		16.00	24.00	32.00	40.00	48.00	57.00
d. Oil		17.00	27.00	37.00	47.00	56.00	66.00
WATER		20.00	23.00	26.00	29.00	32.00	36.00
SEWER		35.00	35.00	35.00	35.00	35.00	35.00
RICHLAND COUNTY TRASH COLLECTION		20.75	20.75	20.75	20.75	20.75	20.75
EASTOVER TRASH COLLECTION		20.75	20.75	20.75	20.75	20.75	20.75
RANGE		6.00	6.00	6.00	6.00	6.00	6.00
REFRIGERATOR		9.00	9.00	9.00	9.00	9.00	9.00
OTHER (Specify) OUT OF CITY FIRE CHARGE		6.00	6.00	6.00	6.00	6.00	6.00
ACTUAL FAMILY ALLOWANCES (To be used by family to compute Allowance. Complete below for Actual Unit Rented.					UTILITY OR SERVICE \$10.00 Basic Gas Average Facilities Charge:		PER MONTH _____
NAME OF FAMILY					HEATING AIR CONDITIONING		_____ _____
ADDRESS OF UNIT _____ _____ _____					COOKING OTHER ELECTRIC WATER HEATER WATER SEWER TRASH COLLECTION RANGE REFRIGERATOR OTHER (Specify)		_____ _____ _____ _____ _____ _____ _____
NUMBER OF BEDROOMS					TOTAL		\$

SIGNATURE: _____

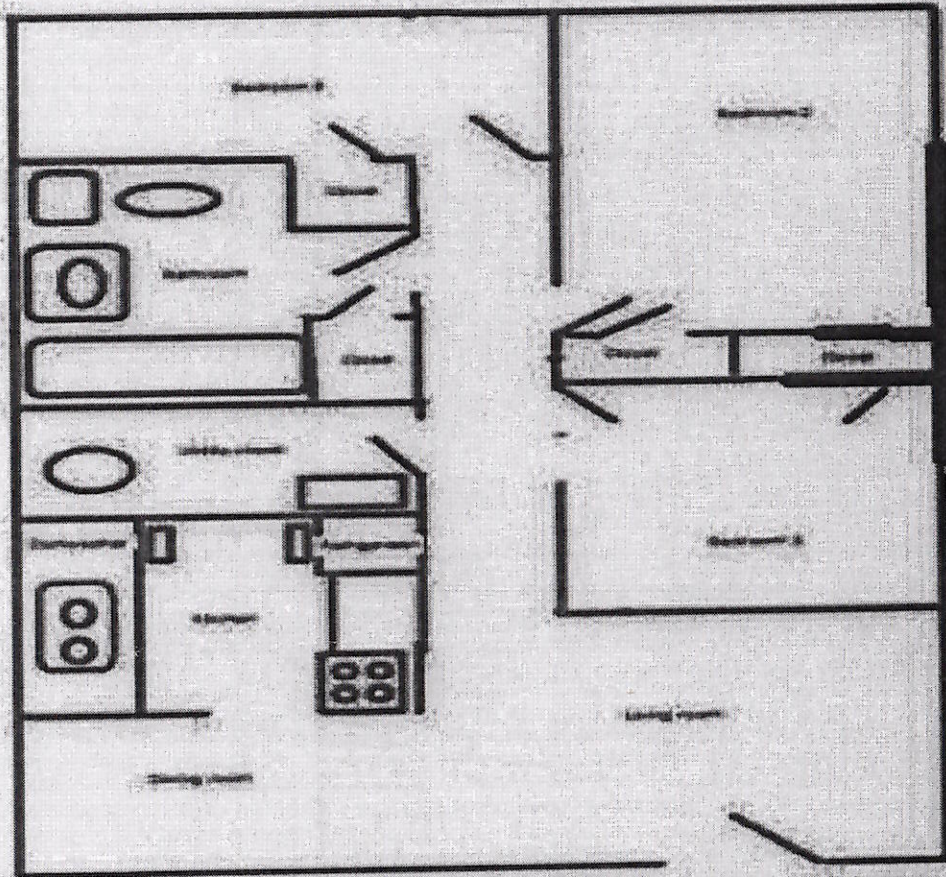
DATE: _____

ADDENDUM D
Floor Plans

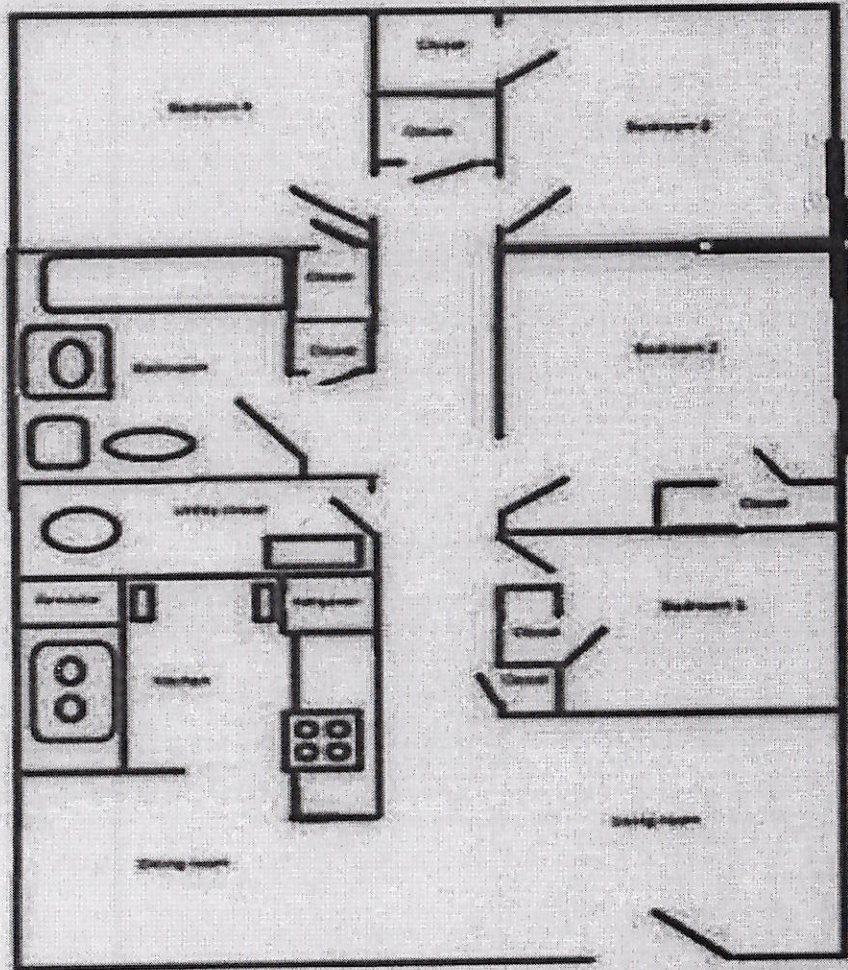
2 Bedroom



3 Bedroom/ 1 Bathroom



4 Bedroom/ 1 Bathroom



ADDENDUM E
NCHMA Certification



NCHMA MEMBER CERTIFICATION

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

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

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NCHMA Market Study Index

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

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

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32	Affordability analysis with capture rate	G
33	Penetration rate analysis with capture rate	G
Analysis/Conclusions		
34	Absorption rate and estimated stabilized occupancy for subject	G
35	Evaluation of proposed rent levels including estimate of market/achievable rents.	G
36	Precise statement of key conclusions	I
37	Market strengths and weaknesses impacting project	I
38	Product recommendations and/or suggested modifications to subject	I
39	Discussion of subject property's impact on existing housing	I
40	Discussion of risks or other mitigating circumstances impacting subject	I
41	Interviews with area housing stakeholders	H
Other Requirements		
42	Certifications	J
43	Statement of qualifications	J
44	Sources of data not otherwise identified	