Shaw Research & Consulting
Real Estate Analysis & Market Feasibility Services

# A RENTAL HOUSING MARKET FEASIBILITY ANALYSIS FOR

# FLORENCE, SOUTH CAROLINA

## *(Florence County)*

# *The Belmont Apartments*

*719 South Irby Street, just north of Cherokee Road*
*Florence, South Carolina 29501*

**February 25, 2019**

***Prepared for:***

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Aynor, SC 29511


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## CERTIFICATE OF ACCURACY AND RELIABILITY

I hereby attest that this market study has been completed by an independent third-party market consultant with no fees received contingent upon the funding of this proposal. Furthermore, information contained within the following report obtained through other sources is considered to be trustworthy and reliable. As such, Shaw Research and Consulting does not guarantee the data nor assume any liability for any errors in fact, analysis, or judgment resulting from the use of this data.

Steven R. Shaw
**SHAW RESEARCH & CONSULTING, LLC**

Date: February 25, 2019

# INTRODUCTION

Shaw Research & Consulting, LLC has prepared the following rental housing study to examine and analyze the Florence area as it pertains to the market feasibility of The Belmont Apartments, a proposed 40-unit affordable rental housing development targeting low-income family households. The subject proposal is to be located in the central portion of the city just north of Cherokee Road along the west side of Irby Street (one of the main retail/commercial thoroughfares bisecting the city), approximately ½ mile south of Palmetto Street (U.S. 76) and roughly ¾ miles south of downtown Florence. Furthermore, the area immediately surrounding the subject property is primarily commercial with a variety of usages (including grocery, auto repair, insurance, offices, and restaurant). As such, most buildings within the immediate area are in fair to good condition.

The purpose of this report is to analyze the market feasibility of the subject proposal based on the project specifications and site location presented in the following section. Findings and conclusions will be based through an analytic evaluation of demographic trends, recent economic patterns, existing rental housing conditions, detailed fieldwork and site visit, and a demand forecast for rental housing within the Florence market area. All fieldwork and community data collection was conducted on January 11, 2019 by Steven Shaw. A phone survey of existing rental developments identified within the PMA, as well as site visits to those properties deemed most comparable to the subject, was also reviewed to further measure the potential market depth for the subject proposal.

This study assumes Low Income Housing Tax Credits (LIHTC) will be utilized in the development of the subject rental facility, along with the associated rent and income restrictions obtained from the South Carolina State Housing Finance and Development Authority (SCSHFDA). As a result, the proposed The Belmont Apartments will feature a total of 40 units restricted to households at 50 percent and 60 percent of the area median income (AMI). Furthermore, there are no unrestricted (market rate) or project-based rental assistance (PBRA) units proposed within the subject development.

## EXECUTIVE SUMMARY

Based on the information collected and presented within this report, sufficient evidence has been introduced for the successful introduction and absorption of the subject proposal, as described in the following project description, within the Florence market area. As such, the following summary highlights the key findings and conclusions reached from this information:

1) The subject proposal is a 40-unit open rental development targeting low-income family households. The facility will consist of a mix of two and three-bedroom units restricted to households at or below 50 percent and 60 percent of AMI.

2) Demand estimates for the proposed development show sufficient statistical support for the introduction and absorption of additional rental units within the Florence PMA. Capture rates are presented in Exhibit S-2 (following the executive summary), and are clearly reflective of the continued need for affordable rental housing locally.

3) Occupancy rates for affordable rental housing are quite positive throughout the local market area at the current time. As such, an overall occupancy rate of 97.7 percent was calculated among 19 properties included in a January 2019 survey of family rental developments identified and contacted within the PMA.

4) Considering only the six existing tax credit developments within the survey, a combined occupancy rate of 99.1 percent was calculated with each reporting a waiting list, most of which were quite extensive - providing a clear indication of the overall strength of affordable housing conditions locally.

5) The most recent family LIHTC property opened in 2018 and was rapidly absorbed. Attwood Pointe was fully leased in approximately two months of opening, and is currently 100 percent occupied with roughly 300 names on a waiting list – providing perhaps the strongest evidence of the need for additional affordable housing options.

6) Based on U.S. Census figures and ESRI forecasts, demographic patterns throughout the Florence area have been generally positive since 2000. As such, the overall population within the PMA is estimated to have increased by four percent between 2010 and 2018, representing a gain of nearly 3,100 additional residents during this time. Furthermore, future projections indicate these gains will continue, with an additional increase of two percent (roughly 1,700 persons) anticipated between 2018 and 2023.

7) The location of the subject property can also be considered a positive factor, with a grocery and pharmacy within walking distance. As such, the site is situated along one of the city's primary retail/commercial corridors, providing direct access to downtown Florence, and generally convenient access to most retail, education, medical, and employment centers throughout the area.

8) The proposal represents a modern product with numerous amenities and features at an affordable rent level. As such, the proposed rental rates within the subject are extremely competitive in relation to other local LIHTC properties, and can be considered achievable and appropriate for the Florence market area.

9) Considering the subject's proposed unit mix, income targeting, affordable rental rates, and competitive unit sizes and development features, the introduction of The Belmont Apartments should prove successful. Based on positive demographic patterns and continued strong occupancy levels throughout the local rental stock (especially within tax credit properties), additional affordable units should be readily absorbed within the Florence rental market. Further considering the rapid absorption of the most recent LIHTC property in 2018, evidence presented within the market study suggests a normal absorption period (conservatively estimated between five and six months) should be anticipated based on project characteristics as proposed. Furthermore, the development of the subject proposal will not have any adverse effect on any other existing rental property or those under development – either affordable or market rate.

| 2019 EXHIBIT S-2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY: | | | |
|---|---|---|---|
| Development Name: | **THE BELMONT APTS** | Total # Units: | 40 |
| Location: | 719 S. Irby Street, Florence, South Carolina SC | # LIHTC Units: | 40 |
| PMA Boundary: | North = 4.5 miles; South = 9 miles; East = 5 miles; West = 7 miles | | |
| Development Type: | XX Family ____ Older Persons | Farthest Boundary Distance to Subject: | 9 Miles |

| RENTAL HOUSING STOCK (found on page 49) | | | | |
|---|---|---|---|---|
| **Type** | **# Properties** | **Total Units** | **Vacant Units** | **Average Occupancy** |
| All Rental Housing | 19 | 1,884 | 43 | 97.7% |
| Market-Rate Housing | 11 | 1,348 | 39 | 97.1% |
| Assisted/Subsidized Housing not to include LIHTC | 2 | 204 | 1 | 99.5% |
| **LIHTC (All that are stabilized)*** | **6** | **332** | **3** | **99.1%** |
| Stabilized Comps** | 6 | 332 | 3 | 99.1% |
| Non-stabilized Comps | 0 | 0 | 0 | NA |

*Stabilized occupancy of at least 93% (Excludes projects still in initial lease up).

**Comps are those comparable to the subject and those that compete at nearly the same rent levels and tenant profile, such as age, family and income.

| **Subject Development** | | | | | **Adjusted Market Rent** | | | **Highest Unadjusted Comp Rent** | |
|---|---|---|---|---|---|---|---|---|---|
| **# Units** | **# Bedrooms** | **Baths** | **Size (SF)** | **Proposed Tenant Rent** | **Per Unit** | **Per SF** | **Advantage** | **Per Unit** | **Per SF** |
| 2 | 2 BR | 2.0 | 1,004 | **$516** | $928 | $0.91 | 44.4% | $1,230 | $1.09 |
| 14 | 2 BR | 2.0 | 1,004 | **$613** | $928 | $0.91 | 34.0% | $1,230 | $1.09 |
| 6 | 3 BR | 2.0 | 1,178 | **$616** | $1,139 | $0.94 | 45.9% | $1,450 | $1.13 |
| 18 | 3 BR | 2.0 | 1,178 | **$732** | $1,139 | $0.94 | 35.7% | $1,450 | $1.13 |
| **Gross Potential Rent Monthly*** | | | | **$26,486** | **$42,182** | | **37.21%** | | |

*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 34) | | | | | | |
|---|---|---|---|---|---|---|
| | **2010** | | **2018** | | **2021** | |
| Renter Households | 11,688 | 34.7% | 12,394 | 35.8% | 12,517 | 35.8% |
| Income-Qualified Renter HHs (LIHTC) | 2,703 | 23.1% | 2,866 | 23.1% | 2,895 | 23.1% |
| Income-Qualified Renter HHs (MR) | -- | -- | -- | -- | -- | -- |

| TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 44) | | | | | | |
|---|---|---|---|---|---|---|
| **Type of Demand** | **50%** | **60%** | **Market Rate** | **Other:______** | **Other:_____** | **Overall** |
| Renter Household Growth | 7 | 8 | -- | | | 11 |
| Existing Households (Overburd + Substand) | 248 | 281 | -- | | | 393 |
| Homeowner Conversion (Seniors) | -- | -- | -- | | | -- |
| Other: | -- | -- | -- | | | -- |
| Less Comparable/Competitive Supply | 11 | 41 | -- | | | 52 |
| **Net Income-Qualified Renter HHs** | **244** | **248** | **--** | **--** | **--** | **352** |

| CAPTURE RATES (found on page 48) | | | | | | |
|---|---|---|---|---|---|---|
| **Targeted Population** | **50%** | **60%** | **Market Rate** | **Other:______** | **Other:_____** | **Overall** |
| Capture Rate | 3.3% | 12.9% | -- | | | 11.3% |

| ABSORPTION RATE (found on page 48) |
|---|
| Absorption Period: 5 to 6 months |

| 2019 S-2 RENT CALCULATION WORKSHEET | | | | | | | |
|---|---|---|---|---|---|---|---|
| | # Units | Bedroom Type | Proposed Tenant Paid Rent | Gross Potential Tenant Rent | Adjusted Market Rent | Gross Potential Market Rent | Tax Credit Gross Rent Advantage |
| **40%** | -- | 0 BR | -- | -- | -- | -- | |
| **50%** | -- | 0 BR | -- | -- | -- | -- | |
| **60%** | -- | 0 BR | -- | -- | -- | -- | |
| **40%** | -- | 1 BR | -- | -- | -- | -- | |
| **50%** | -- | 1 BR | -- | -- | -- | -- | |
| **60%** | -- | 1 BR | -- | -- | -- | -- | |
| **40%** | -- | 2 BR | -- | -- | -- | -- | |
| **50%** | 2 | 2 BR | $516 | $1,032 | $928 | $1,856 | |
| **60%** | 14 | 2 BR | $613 | $8,582 | $928 | $12,995 | |
| **40%** | -- | 3 BR | -- | -- | -- | -- | |
| **50%** | 6 | 3 BR | $616 | $3,696 | $1,139 | $6,833 | |
| **60%** | 18 | 3 BR | $732 | $13,176 | $1,139 | $20,498 | |
| **40%** | -- | 4 BR | -- | -- | -- | -- | |
| **50%** | -- | 4 BR | -- | -- | -- | -- | |
| **60%** | -- | 4 BR | -- | -- | -- | -- | |
| | **Totals** | **40** | | **$26,486** | | **$42,182** | **37.21%** |

## A. PROJECT DESCRIPTION

According to project information supplied by the sponsor of the subject proposal, the analysis presented within this report is based on the following development configuration and assumptions:

| | |
|---|---|
| **Project Name:** | **THE BELMONT APTS** |
| **Project Address:** | **719 S. Irby Street** |
| **Project City:** | **Florence, South Carolina** |
| **County:** | **Florence County** |
| **Total Units:** | **40** |
| **Occupancy Type:** | **Family** |
| **Construction Type:** | **New Construction** |

| Targeting/Mix | Number of Units | Unit Type | Number of Baths | Avg. Square Feet | Contract Rent | Utility Allow. | Gross Rent | Max. LIHTC Rent* | Incl. PBRA |
|---|---|---|---|---|---|---|---|---|---|
| **Two-Bedroom Units** | **16** | | | | | | | | |
| 50% of Area Median Income | 2 | Apt | 2.0 | 1,004 | **$516** | $105 | $621 | $621 | No |
| 60% of Area Median Income | 14 | Apt | 2.0 | 1,004 | **$613** | $105 | $718 | $745 | No |
| **Three-Bedroom Units** | **24** | | | | | | | | |
| 50% of Area Median Income | 6 | Apt | 2.0 | 1,178 | **$616** | $129 | $745 | $718 | No |
| 60% of Area Median Income | 18 | Apt | 2.0 | 1,178 | **$732** | $129 | $861 | $861 | No |

***Maximum LIHTC Rents** and **Income Limits** are based on *2018 Income & Rent Limits* (effective 4/1/2018) obtained from SCSHFDA website (www.schousing.com).

**Project Description:**

Development Location....................................Florence, South Carolina
Construction Type...........................................New construction
Occupancy Type .............................................Family
Target Income Group......................................100% LIHTC (50% and 60% AMI)
Special Population Group ................................N/A
Number of Units by Unit Type ........................See previous page
Unit Sizes........................................................See previous page
Rents and Utility Information ..........................See previous page
Proposed Rental Assistance (PBRA) ..............None

**Project Size:**

Total Development Size..................................40 units
Number of Affordable Units............................40 units
Number of Market Rate Units..........................0 units
Number of PBRA Units ...................................0 units
Number of Employee Units .............................0 units

**Development Characteristics:**

Number of Total Units ....................................40 units
Number of Garden Apartments........................40 units
Number of Townhouses ...................................0 units
Number of Residential Buildings.....................2 *(maximum three story)*
Number of Community Buildings ...................0
Exterior Construction......................................Minimum 60% Brick

**Unit Amenities:**

- Frost Free Refrigerator w/ Ice maker
- Oven/Range
- Dishwasher
- Microwave over Oven
- Ceiling Fan
- Range Queen Fire Suppression
- Washer/Dryer Hook-Up
- Mini-Blinds/Vertical Blinds
- Central Air Conditioning
- Walk-In Closet
- Patio/Sunroom

**Development Amenities:**

- Community Space (overall 2,088 sq. ft.)
- Multi-Purpose Room w/ Kitchenette
- Equipped Computer Area
- Gazebo
- Key FOB for Community Space
- On-Site Laundry Facility
- Playground
- On-Site Management Office
- Security Cameras
- Irrigated Landscaping

**Additional Assumptions:**

- Water, sewer, and trash removal will be included in the rent. Electricity (including electric heat pump), cable television, internet access, and telephone charges will be paid by the tenant; and
- Market entry is scheduled for early 2021.

## B. SITE DESCRIPTION

### *1. Site Visit Date*

All fieldwork and community data collection was conducted on January 11, 2019 by Steven Shaw.

### *2. Site Neighborhood and Overview*

The subject property is located within the central portion of Florence along the west side of Irby Street (U.S. 52), just north of Cherokee Road and approximately ½ mile south of Palmetto Street (U.S. 76). Downtown Florence is roughly ¾ miles north of the site along Irby Street, representing one of the main retail/commercial corridors bisecting the city. Overall characteristics of the immediate neighborhood are predominantly commercial, with a Piggly Wiggly grocery store and an auto/tire repair shop adjacent to the south of the subject property, an insurance office adjacent to the north, and a restaurant and other commercial properties immediately to the east. Additional nearby retail includes a CVS/Pharmacy and Walgreens situated just south of the site at the intersection of Irby Street and Cherokee Road. Furthermore, the area to the west of the subject is somewhat more diverse, with office buildings (adjacent) followed by single-family homes and a city park. Overall, areas to the west of the subject property are generally residential, while areas to the north and south along Irby Street are largely commercial and retail-oriented - with most nearby structures in generally fair to good condition.

The subject property consists of approximately 2.3 acres of vacant and presently undeveloped property. While the site is partially paved, scattered trees and other vegetation can be found throughout the property, as well. Situated within Census Tract 10.00 of Florence County, the property is currently zoned as AC (Activity Center) - which allows for the development of multi-family units. Based on current usages, zoning throughout the immediate area should not impede or negatively affect the viability of the subject proposal. As such, adjacent land usage is as follows:

**North:** Commercial
**South:** Commercial *(grocery/automotive repair)*
**West:** Commercial/Office
**East:** Irby Street/Commercial *(restaurants)*

Primary access to the site will be from Irby Street to the east (representing a well-traveled five-lane roadway and one of the main commercial corridors in Florence), while secondary access will be from Brogdon Street to the north (a lightly-traveled secondary residential street). As such, the subject's location will provide favorable visibility and a generally positive curb appeal, with several retail opportunities and other services within walking distance and most nearby structures (commercial, residential, or otherwise) in fair to good condition. While traffic congestion is evident along Irby Street at certain times of the day, this should be viewed as only a minor factor as site access along Brogdon Street will mitigate any potential ingress/egress issues. Furthermore, the site's proximity and relatively convenient access to much of the area's retail, medical, recreational, and employment locales should be viewed as a positive factor, and suitable for multi-family housing.

***3. Nearby Retail***

As previously mentioned, several retail opportunities can be found near the subject property, several of which are within walking distance of the site – including a Piggly Wiggly grocery, CVS/Pharmacy, Walgreens, and Dollar General all less than one-third mile away. Numerous additional retail areas are situated along Irby Street, most of which are south of the site – including a Walmart Supercenter, Aldi Food Store, Dollar Tree, and much more within two miles. Other retail concentrations include the Freedom Boulevard/Pamlico Highway intersection to the southeast of the site, as well as along Palmetto Street to the north and west (which traverses downtown Florence and the Magnolia Mall near the I-20/I-95 interchange).

***4. Medical Offices and Hospitals***

Numerous medical services and physician offices can be found throughout the immediate area as well. There are two full-service hospitals within Florence, including the McLeod Regional Medical Center (one mile northeast of the site) and the Carolinas Hospital System complex (roughly two miles southeast). While numerous physician offices and medical/specialty clinics can be found surrounding each of the hospitals, several medical offices/clinics can be found near the site – including Magnolia Health Care and the Mercy Medicine Clinic, each located less than one-half mile of the site.

***5. Other PMA Services***

Additional services of note within the market area include a library and several parks and recreation centers. In addition to Timrod Park located just west of the subject property (which has 14 lighted tennis courts, seven pickleball courts, a playground, picnic areas and shelter, fitness area, amphitheater, and nature trails), the Florence Family YMCA is situated approximately two miles to the south, offering activities for residents of all ages. Additionally, scheduled fixed-route bus/transit services are provided locally through Pee Dee Regional Transportation Authority (PDRTA), with several bus stops within walking distance along Irby Street.

The following identifies pertinent locations and features within the Florence market area, and can be found on the following map by the number next to the corresponding description. Please note that this list is not all-inclusive and only represents those locations closest to the subject property. Further, all distances are estimated.

***Retail***

1. Piggly Wiggly grocery........................................................................adjacent to south
2. CVS/Pharmacy........................................................................0.1 mile south
3. Walgreens ........................................................................0.1 mile south
4. BP Convenience Mart........................................................................0.1 mile south
5. Dollar General........................................................................0.3 miles south
6. Dollar Tree........................................................................0.4 miles south
7. Walmart Supercenter ........................................................................2.0 miles south
8. Aldi Food Store........................................................................1.7 miles south
9. Bi-Lo grocery........................................................................1.7 miles southeast
10. Magnolia Mall........................................................................3.7 miles west
    *(w/ Anchor stores of Belk, JC Penney, Dick's Sporting Goods, Burlington, and Best Buy)*

***Medical***

11. McLeod Regional Medical Center........................................................1.0 mile northeast
    *(w/ McLeod Medical Plaza, Medical Park West, Medical Park East)*
12. Carolinas Hospital System *(Hospital and Medical Mall A, B, and C)* ...........1.9 miles southeast
13. Regency Hospital........................................................................0.4 miles northeast
14. Magnolia Health Care........................................................................0.3 miles northeast
15. Mercy Medicine Clinic ........................................................................0.5 miles north
16. HopeHealth Medical Plaza ........................................................................1.1 miles north

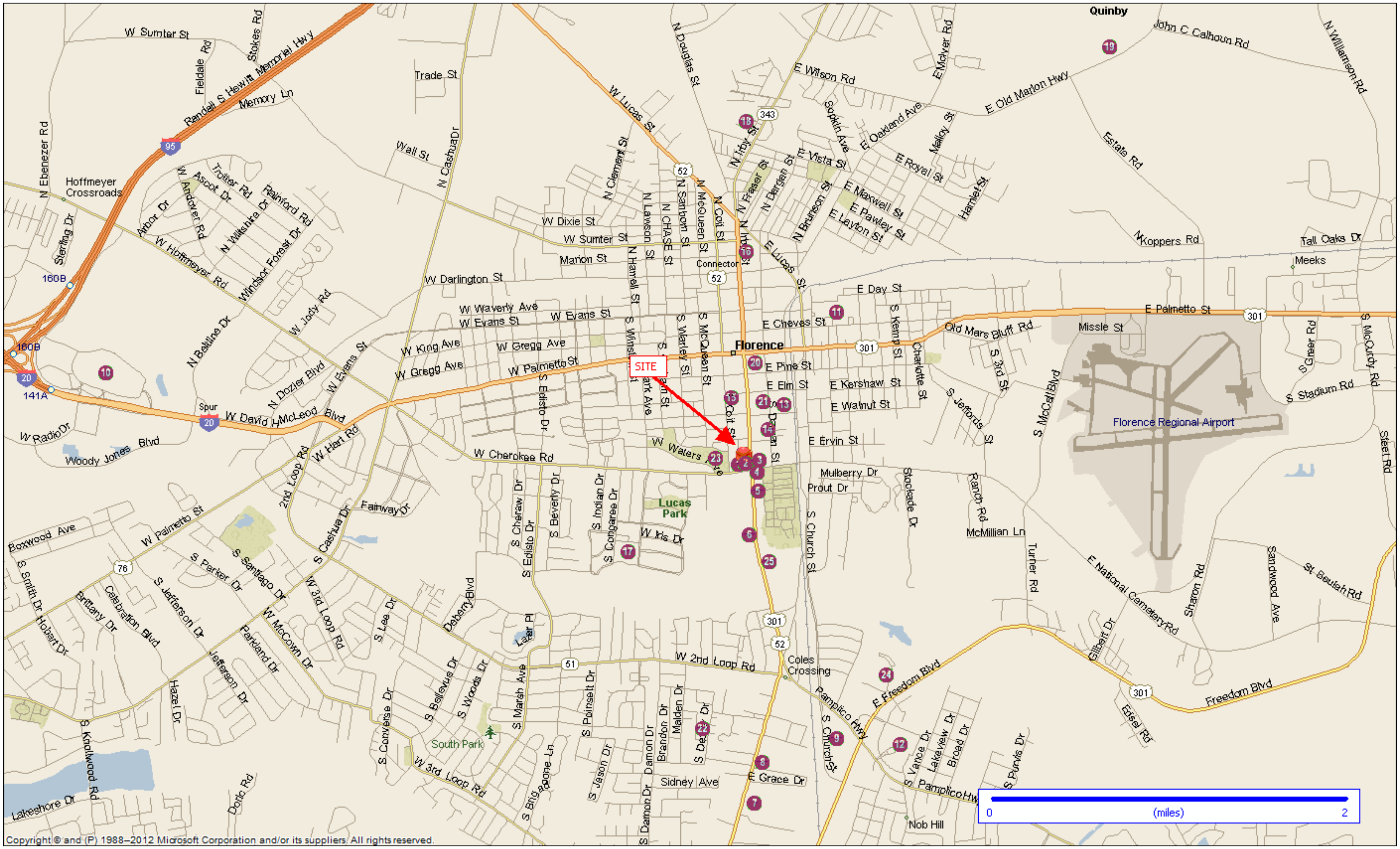
***Education***

17. Briggs Elementary School ........................................................................1.3 miles southwest
18. Williams Middle School ........................................................................2.0 miles north
19. Wilson High School........................................................................3.7 miles northeast
20. Poynor Education Center ........................................................................0.7 miles north

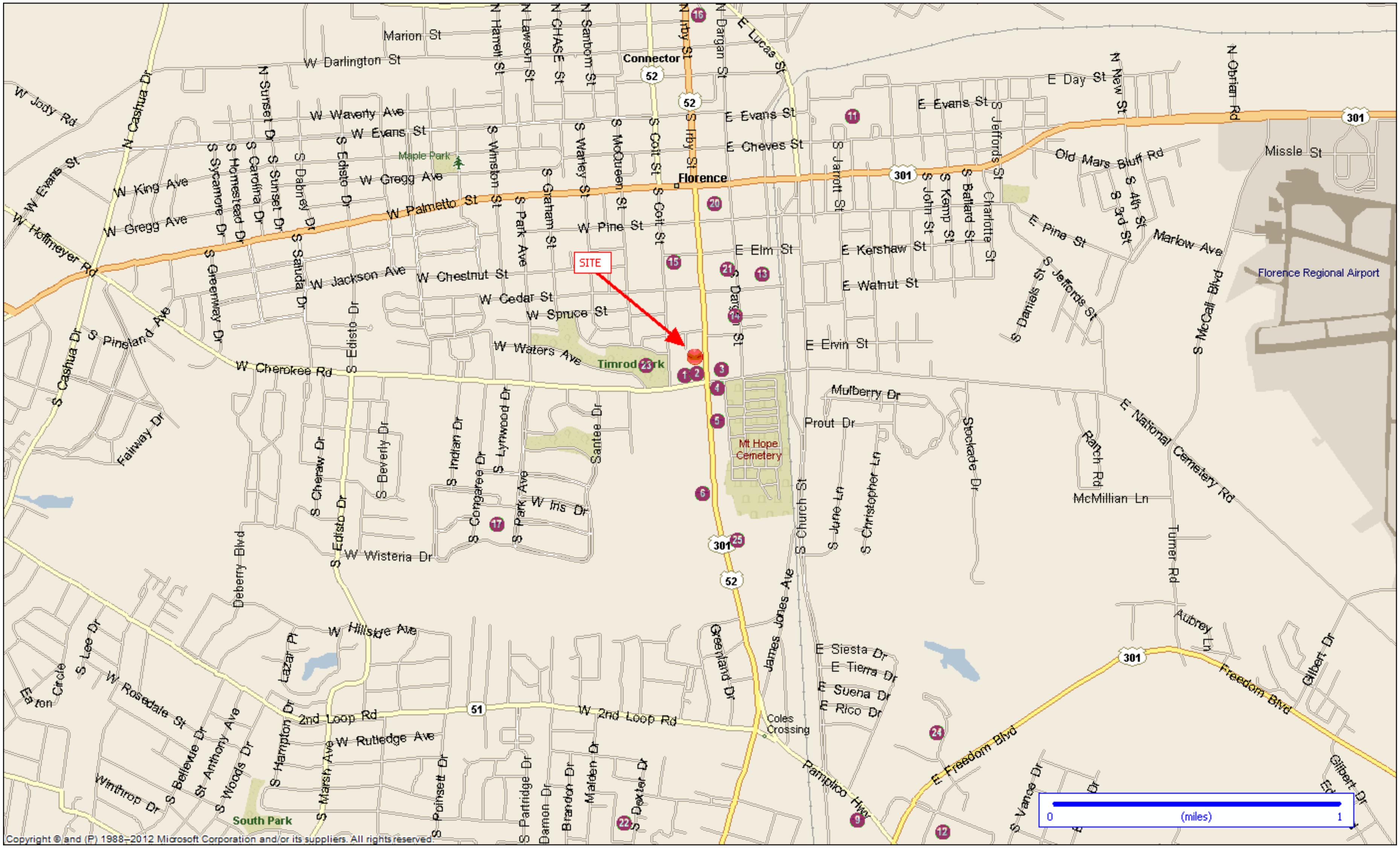
***Recreation/Other***

21. Florence County Public Library........................................................0.5 miles north
22. Florence Family YMCA ........................................................................2.0 miles southeast
23. Timrod Park ........................................................................0.1 mile west
24. Freedom Park........................................................................2.2 miles southeast
25. Julia 4 Cinemas........................................................................0.6 miles south

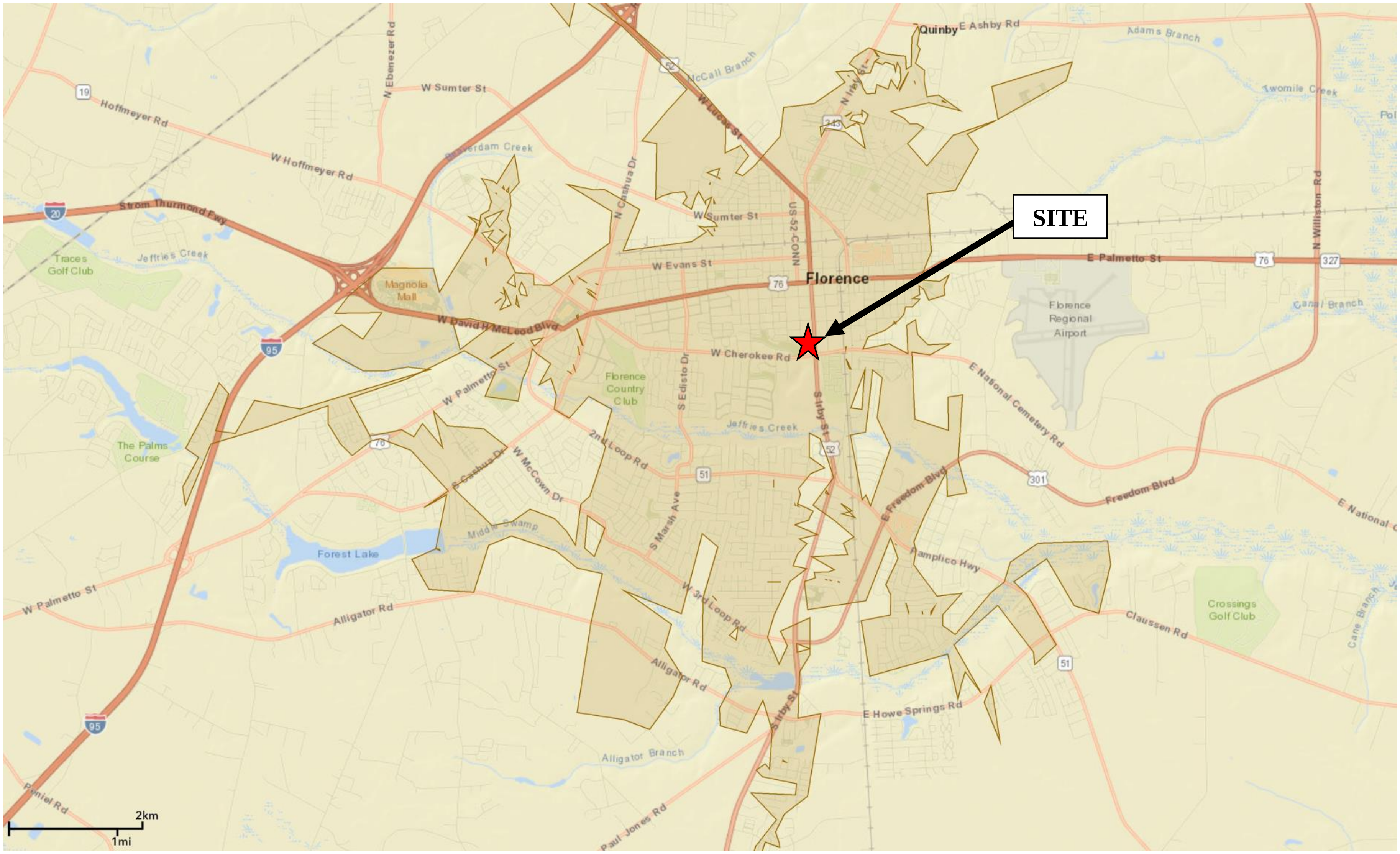
## Map 1: Local Features/Amenities – Florence Area



## Map 2: Local Features/Amenities – Close View

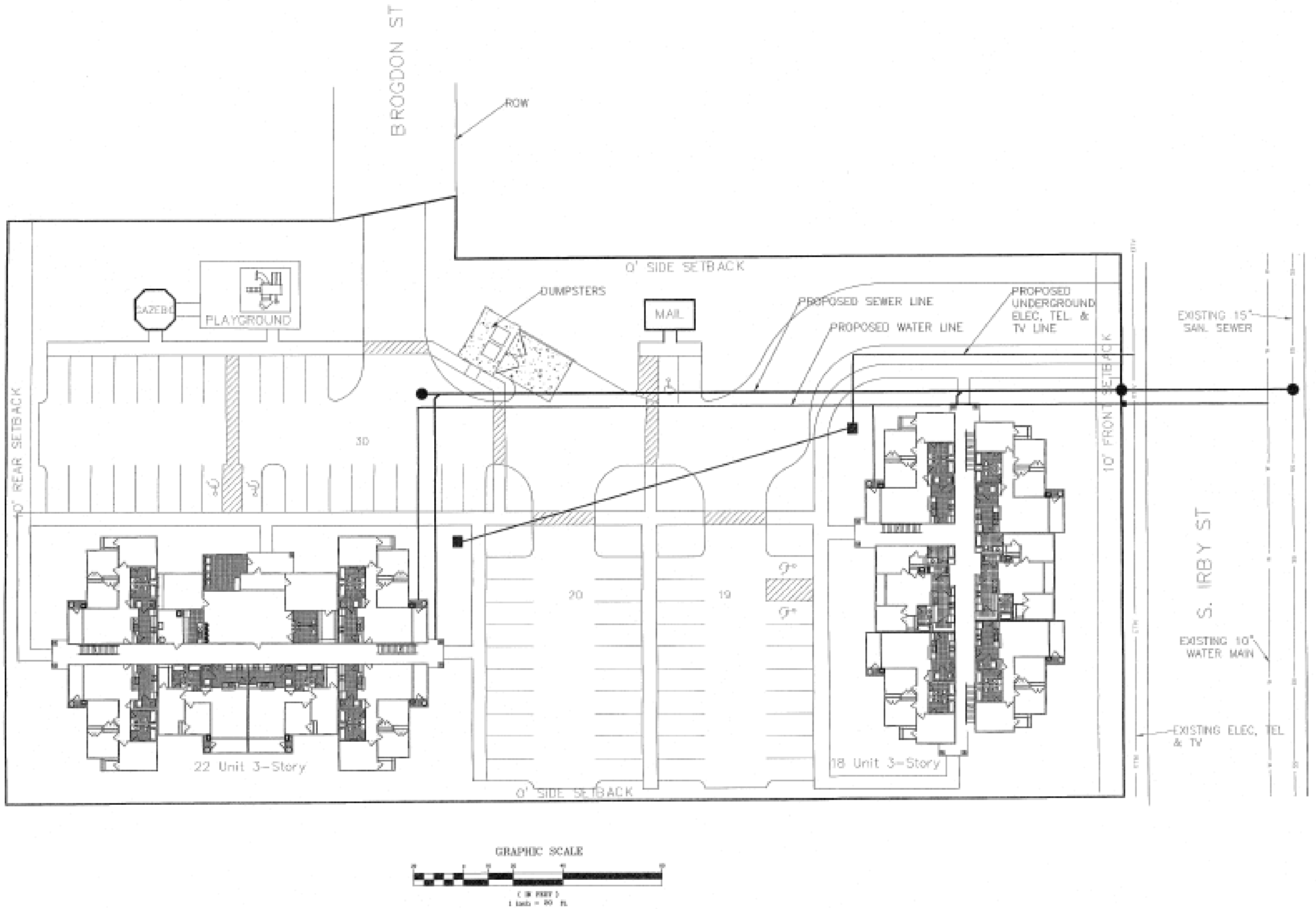


**Map 3: Site Location – City of Florence**



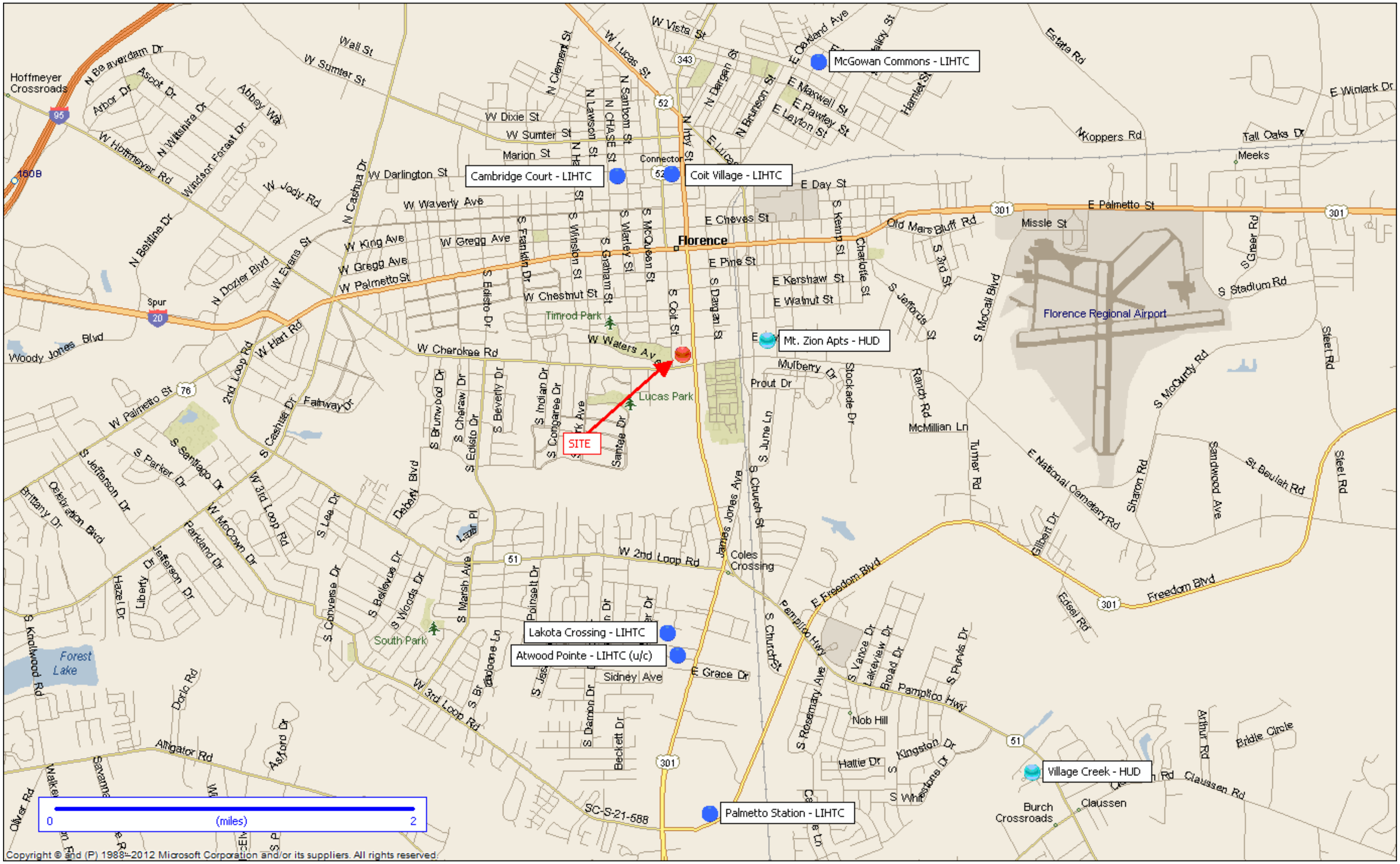

NOTE: Shaded area is city of Florence

**Map 4: Site Plan – The Belmont Apartments – Florence, SC**



**Map 5: Site Location - Aerial Photo**

## Map 6: Affordable Rental Housing – Florence PMA



## ***Site/Neighborhood Photos***

**SITE – The Belmont Apartments**
**719 S. Irby Street, Florence, SC**
**Facing west from Irby Street**

**SITE – The Belmont Apartments**
**719 S. Irby Street, Florence, SC**
**Facing northeast from interior of property**

**SITE – The Belmont Apartments**
**719 S. Irby Street, Florence, SC**
**Facing north from rear of Piggly Wiggly**

**EAST – restaurant adjacent to east of site**
**Facing east from site entrance along Irby Street**

**NORTH – facing north from interior of site**
**Commercial buildings in distance**


**NORTH – commercial adjacent to north of site**
**Facing west from Irby Street**
**Site is to left**

**SOUTH – commercial adjacent to south of site**
**Creel Tire and Auto Center**
**Facing south from interior of site**
**Irby Street is to left**

**SOUTH – commercial adjacent to south of site**
**Rear of Piggly Wiggle grocery**
**Facing south from interior of site**

**WEST – facing west from interior of site**
**Office buildings are in distance and past tree line**
**Piggly Wiggly is to left**

**WEST – Office building adjacent to west of site**
**Facing east from Coit Street**
**Site is behind building**


**Facing north along Irby Street from site entrance**
**Site is to left**

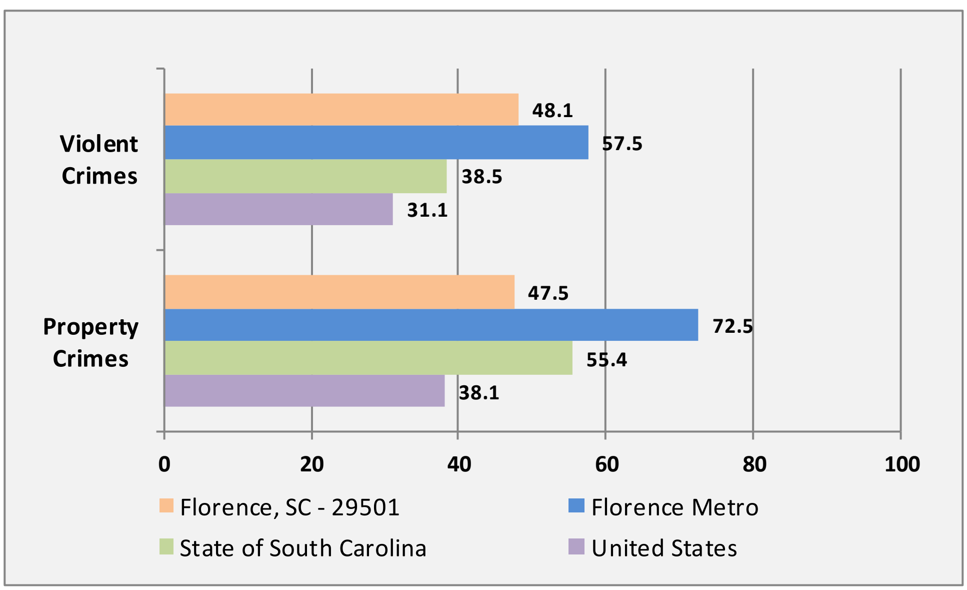
**Facing south along Irby Street from site entrance**
**Site is to right**

## *6. Crime Assessment*

Based on crime information by zip code, the crime rates for the Florence Metro area are notably above state and national levels. However, data for the immediate area of the site are somewhat lower than regional levels. As such, on a scale from one (indicating low crime) to 100 (high crime), the area in which the subject property is situated (zip code 29501) had a violent crime (murder, non-negligent manslaughter, rape, robbery, and aggravated assault) score of 48.1, while the property crime (burglary, larceny-theft, motor vehicle theft, and arson) score was 47.5. As can be seen, violent crime scores are above state and national averages, while property crimes are lower than state norms, but remain higher than national levels.

Although first hand observations from a recent site visit did not indicate a significant crime risk at the subject property or surrounding neighborhood, the elevated crime statistics for the immediate area need to be taken into consideration. As such, extra security precautions should be deemed as a necessary measure to provide a safe environment for potential residents of the subject property (such as extra lighting, surveillance cameras, and/or in-unit alarm systems). Considering these factors as well as information gathered during the site visit, there does not appear to be any noticeable security concerns within the immediate neighborhood surrounding the site.

**Table 1: Crime Risk Index**



### *7. Road/Infrastructure Improvements*

Based on the site visit and evaluation of the local market area, no significant road work and/or infrastructure improvements were observed near the site that would have any impact (positive or negative) on the marketability or absorption of the subject proposal.

### *8. Overall Site Conclusions*

Overall, the majority of necessary services are situated within a short distance of the site, with a grocery, pharmacy, medical offices, park, and other various services all located within the immediate area (many of which are less than one-half mile away). Furthermore, the site is along one of the city's primary retail/commercial corridors, providing convenient access to downtown Florence and numerous other retail concentrations. Based on a site visit conducted January 11, 2019, overall site characteristics can be viewed as mostly positive, with no significant visible nuances that can have a potentially negative effect on the marketability or absorption of the subject property. The subject property has a generally positive curb appeal, with most nearby properties (residential, commercial, or otherwise) in fair to good condition.

## C. PRIMARY MARKET AREA DELINEATION

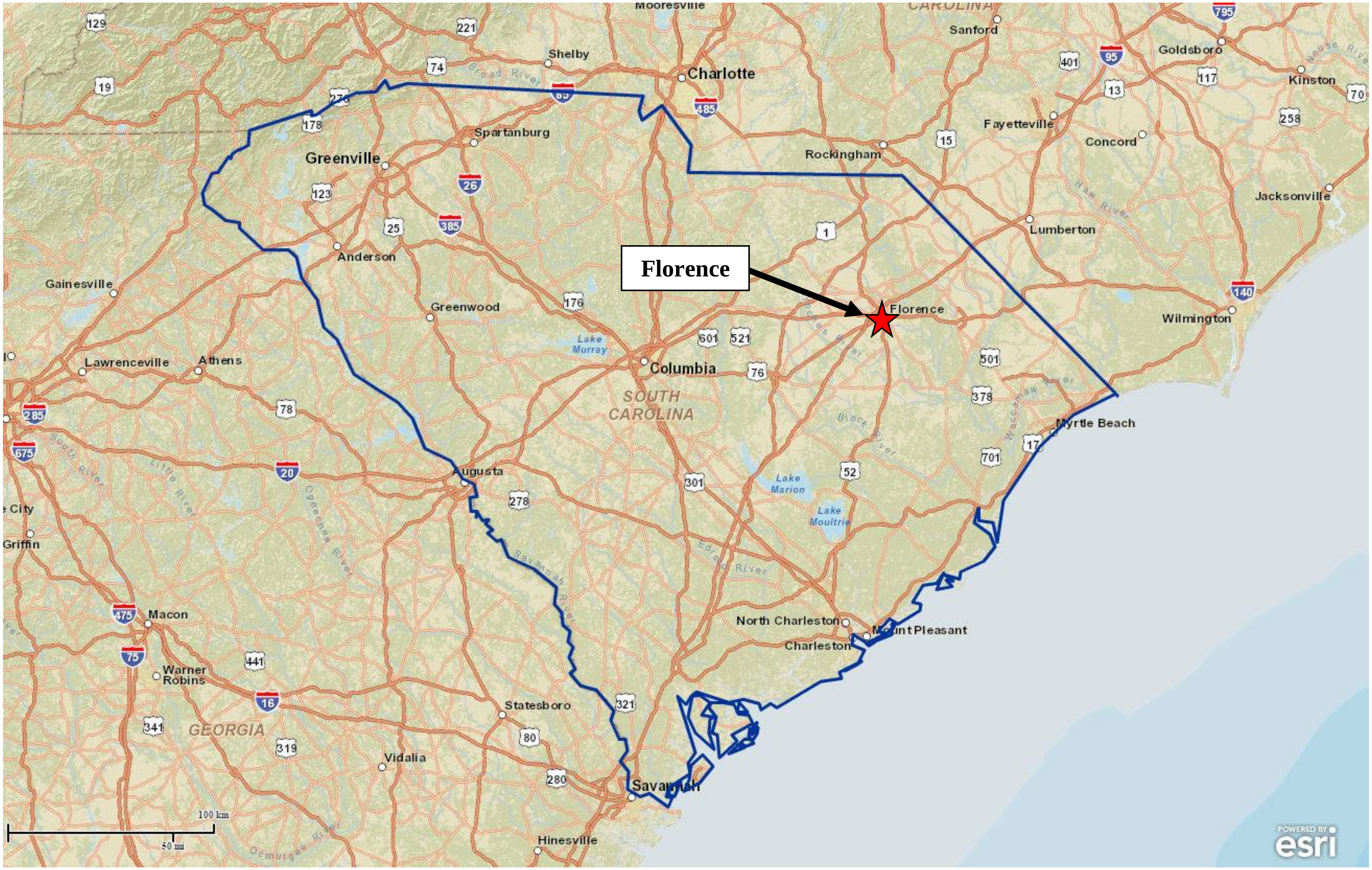
The Primary Market Area (PMA) is defined as the geographic area from which the subject property (either proposed or existing) is expected to draw the *majority* of its residents. For the purpose of this report, the Florence PMA consists of the city of Florence and the immediate surrounding area. More specifically, the PMA is comprised of 21 census tracts and reaches approximately 4¼ miles to the north of the site, nine miles to the south, five miles to the east, and roughly seven miles to the west. As such, the aforementioned primary market area delineation can be considered as a realistic indication of the potential draw of the subject proposal based on a positive site location and Florence being the primary economic center of the county and region. Additionally, the site is located near a prime retail area as well as several key roadways (including Irby Street (U.S. 52), Palmetto Street (U.S. 76), Interstate 95, and Interstate 20), each providing relatively convenient access throughout the majority of the PMA and greater Florence area.

Factors such as socio-economic conditions and patterns, local roadway infrastructure, commuting patterns, physical boundaries, school boundaries, and personal experience were utilized when defining the primary market area. The PMA is comprised of the following census tracts *(all within Florence County)*:

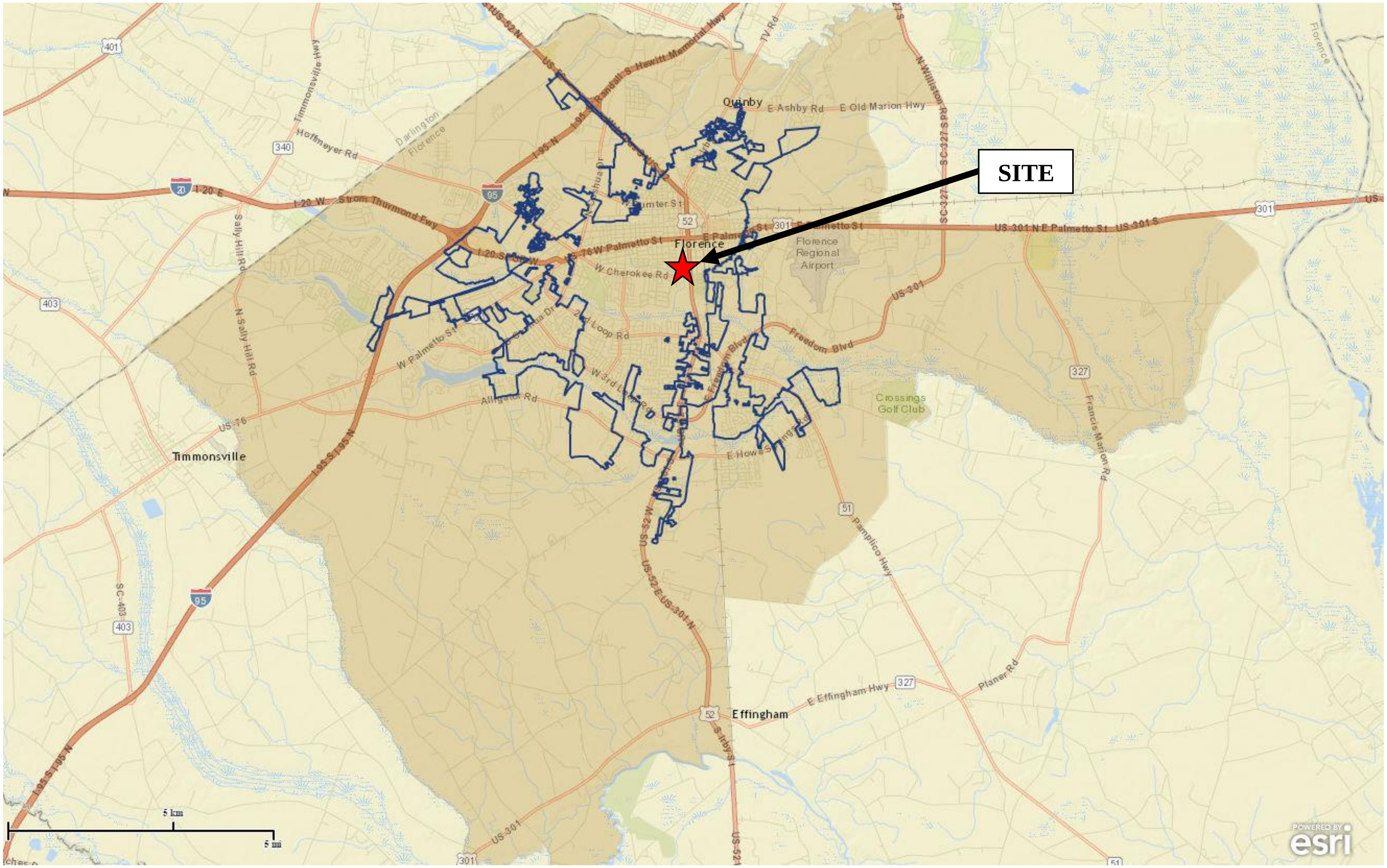
- Tract 1.01
- Tract 1.02
- Tract 2.01
- Tract 2.02
- Tract 3.00
- Tract 5.00
- Tract 6.00
- Tract 7.00
- Tract 8.00
- Tract 9.00
- Tract 10.00*
- Tract 11.00
- Tract 12.00
- Tract 13.00
- Tract 14.00
- Tract 15.03
- Tract 15.04
- Tract 15.05
- Tract 15.06
- Tract 16.01
- Tract 9801

* Site is located in Census Tract 10.00

## Map 7: State of South Carolina

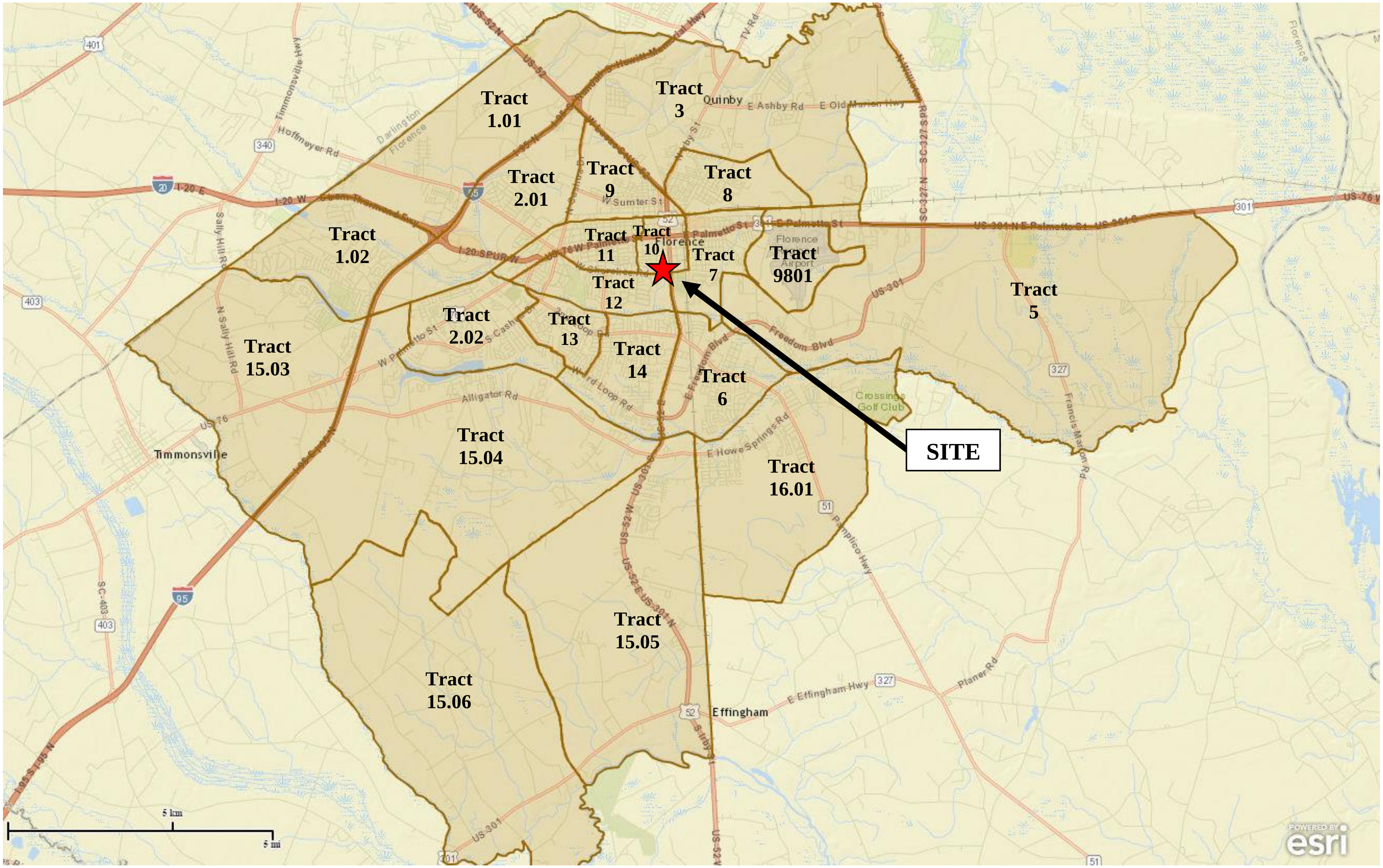


## Map 8: Florence PMA




NOTE: Shaded area is PMA; Blue outline is city of Florence

**Map 9: Primary Market Area – Census Tracts**



## Table 2: Race Distribution (2010)

**Census Tract 10 - Florence County, SC**

| | Number | Percent |
|---|---|---|
| **Total Population (all races)** | **1,704** | **100.0%** |
| White* | 1,032 | 60.6% |
| Black or African American* | 644 | 37.8% |
| American Indian/Alaska Native* | 16 | 0.9% |
| Asian* | 12 | 0.7% |
| Native Hawaiian/Pacific Islander* | 2 | 0.1% |
| Other Race* | 13 | 0.8% |

*NOTE: Race figures are "alone or in combination" - which allows persons to report their racial makeup as more than one race. As such, the sum of individual races may add up to more than the total population.

SOURCE: U.S. Census - 2010 - Table QT-P6

# D. MARKET AREA ECONOMY

## *1. Employment by Industry*

According to information from the South Carolina Department of Employment and Workforce, the largest individual employment industry within Florence County in 2017 was health care/social assistance (22 percent of all jobs), followed by persons employed in retail trade (14 percent), and accommodation/food services (12 percent). Based on a comparison of employment by industry from 2012, a slight majority of industries experienced a net gain in jobs over the past five years. Health care/social assistance and accommodation/food services exhibited the largest growth between 2012 and 2017 (both increasing by more than 1,000 new jobs), while administrative/waste services increased by nearly 900 jobs. In contrast, industries experiencing the greatest declines during this time include finance/insurance (1,222 fewer jobs) and manufacturing (605 fewer jobs).

**Table 3: Employment by Industry – Florence County**

| | Annual 2012 | | Annual 2017 | | Change (2017-2012) | |
|---|---|---|---|---|---|---|
| Industry | Number Employed | Percent | Number Employed | Percent | Number Employed | Percent |
| **Total, All Industries** | **62,790** | **100.0%** | **60,086** | **100.0%** | **2,704** | **5%** |
| Agriculture, forestry, fishing and hunting | 208 | **0.3%** | 228 | **0.4%** | **(20)** | **(9%)** |
| Mining | * | * | * | * | * | * |
| Utilities | 68 | **0.1%** | * | * | * | * |
| Construction | 1,917 | **3.1%** | 1,565 | **2.6%** | **352** | **22%** |
| Manufacturing | 5,812 | **9.3%** | 6,417 | **10.7%** | **(605)** | **(9%)** |
| Wholesale trade | 2,522 | **4.0%** | 2,198 | **3.7%** | **324** | **15%** |
| Retail trade | 8,504 | **13.5%** | 8,082 | **13.5%** | **422** | **5%** |
| Transportation and warehousing | 2,033 | **3.2%** | 2,242 | **3.7%** | **(209)** | **(9%)** |
| Information | 750 | **1.2%** | 787 | **1.3%** | **(37)** | **(5%)** |
| Finance and insurance | 2,434 | **3.9%** | 3,656 | **6.1%** | **(1,222)** | **(33%)** |
| Real estate and rental and leasing | 766 | **1.2%** | 713 | **1.2%** | **53** | **7%** |
| Professional and technical services | 2,543 | **4.1%** | 2,217 | **3.7%** | **326** | **15%** |
| Management of companies and enterprises | 1,008 | **1.6%** | 691 | **1.2%** | **317** | **46%** |
| Administrative and waste services | 3,325 | **5.3%** | 2,427 | **4.0%** | **898** | **37%** |
| Educational services | 4,589 | **7.3%** | 4,737 | **7.9%** | **(148)** | **(3%)** |
| Health care and social assistance | 13,952 | **22.2%** | 12,490 | **20.8%** | **1,462** | **12%** |
| Arts, entertainment, and recreation | 578 | **0.9%** | 679 | **1.1%** | **(101)** | **(15%)** |
| Accommodation and food services | 7,212 | **11.5%** | 6,173 | **10.3%** | **1,039** | **17%** |
| Other services, exc. public administration | 1,388 | **2.2%** | 1,517 | **2.5%** | **(129)** | **(9%)** |
| Public administration | 3,166 | **5.0%** | 3,204 | **5.3%** | **(38)** | **(1%)** |

* - Data Not Available

Source: South Carolina Department of Employment & Workforce - Florence County

## *2. Commuting Patterns*

Based on place of employment (using 2017 American Community Survey data), 84 percent of PMA residents are employed within Florence County, while 16 percent work outside of the county – most of which commute to neighboring Darlington County for employment, as well as Williamsburg and Marion Counties to a lesser extent.

An overwhelming majority of workers throughout Florence County traveled alone to their place of employment, whether it was within the county or commuting outside of the area. According to ACS data, approximately 85 percent of workers within the PMA drove alone to their place of employment, while ten percent carpooled in some manner. Only a very small number (roughly two percent) utilized public transportation, walked, or used some other means to get to work.

**Table 4: Place of Work/ Means of Transportation (2017)**

| EMPLOYMENT BY PLACE OF WORK | | | | | | |
|---|---|---|---|---|---|---|
| | **City of Florence** | | **Florence PMA** | | **Florence County** | |
| **Total** | **17,395** | **100.0%** | **40,245** | **100.0%** | **58,671** | **100.0%** |
| **Worked in State of Residence** | 17,299 | 99.4% | 39,866 | 99.1% | 58,028 | 98.9% |
| **Worked in County of Residence** | 14,696 | 84.5% | 33,722 | 83.8% | 48,704 | 83.0% |
| **Worked Outside County of Residence** | 2,603 | 15.0% | 6,144 | 15.3% | 9,324 | 15.9% |
| **Worked Outside State of Residence** | 96 | 0.6% | 379 | 0.9% | 643 | 1.1% |

| MEANS OF TRANSPORTATION TO WORK | | | | | | |
|---|---|---|---|---|---|---|
| | **City of Florence** | | **Florence PMA** | | **Florence County** | |
| **Total** | **17,395** | **100.0%** | **40,245** | **100.0%** | **58,209** | **100.0%** |
| **Drove Alone - Car, Truck, or Van** | 14,668 | 84.3% | 34,003 | 84.5% | 48,728 | 83.7% |
| **Carpooled - Car, Truck, or Van** | 1,458 | 8.4% | 3,901 | 9.7% | 5,785 | 9.9% |
| **Public Transportation** | 73 | 0.4% | 117 | 0.3% | 200 | 0.3% |
| **Walked** | 184 | 1.1% | 325 | 0.8% | 615 | 1.1% |
| **Other Means** | 343 | 2.0% | 528 | 1.3% | 898 | 1.5% |
| **Worked at Home** | 669 | 3.8% | 1,371 | 3.4% | 1,983 | 3.4% |

Source: U.S. Census Bureau; American Community Survey

**Table 5: Employment Commuting Patterns (2010)**

| Top Places Residents Are Community FROM: | | Top Places Residents Are Commuting TO: | |
|---|---|---|---|
| **Commuters Living In:** | **Number** | **Commuters Working In :** | **Number** |
| **Darlington County, SC** | 8,050 | **Darlington County, SC** | 3,212 |
| **Marion County, SC** | 2,175 | **Williamsburg County, SC** | 1,705 |
| **Williamsburg County, SC** | 1,629 | **Marion County, SC** | 583 |
| **Dillon County, SC** | 1,331 | **Horry County, SC** | 561 |
| **Sumter County, SC** | 818 | **Sumter County, SC** | 354 |
| **Clarendon County, SC** | 586 | **Clarendon County, SC** | 348 |
| **Horry County, SC** | 539 | **Georgetown County, SC** | 276 |
| Source: U.S. Census Bureau - 2010 | | | |

## *3. Largest Employers*

Below is a chart depicting the 20 largest employers within Florence County, according to information obtained through the South Carolina Department of Employment and Workforce:

| **Florence County Top Employers** ***(Listed Alphabetically)*** | |
|---|---|
| Assurant Group | Carolinas Hospital System |
| City of Florence | Employer Solutions Staffing Group |
| Florence County Council | Florence County School District #3 |
| Florence-Darlington Technical College | Florence Public School District #1 |
| Francis Marion University | Honda of South Carolina Mfg, Inc. |
| McLeod Health | McLeod Physician Associates II |
| McLeod Regional Medical Center | Nightingales Nursing & Attendant Ca |
| Olsten Staffing Services | Otis Elevator Company |
| QVC, Inc. | Ruiz Rood Products Inc. |
| Walmart Associates, Inc. | Westrock Services Inc. |
| *Source: SC Department of Employment & Workforce – 2018 Q2* | |

## 4. Employment and Unemployment Trends

The overall economy throughout Florence County has demonstrated notable improvement in recent years, with employment increases in each of the last eight years, although the unemployment rate has been typically above both the state and national averages. As such, Florence County recorded an overall gain of more than 6,100 jobs since 2010, representing an increase of 11 percent (an average annual increase of 1.3 percent). In addition, the annual unemployment rate for 2017 was calculated at 4.6 percent, improving from 5.1 percent in 2016 and representing the county's lowest rate since at least 2005. More recently, the county's November 2018 unemployment rate was 3.4 percent, remaining slightly above the state but below the national unemployment rates (at 3.1 and 3.5 percent, respectively).

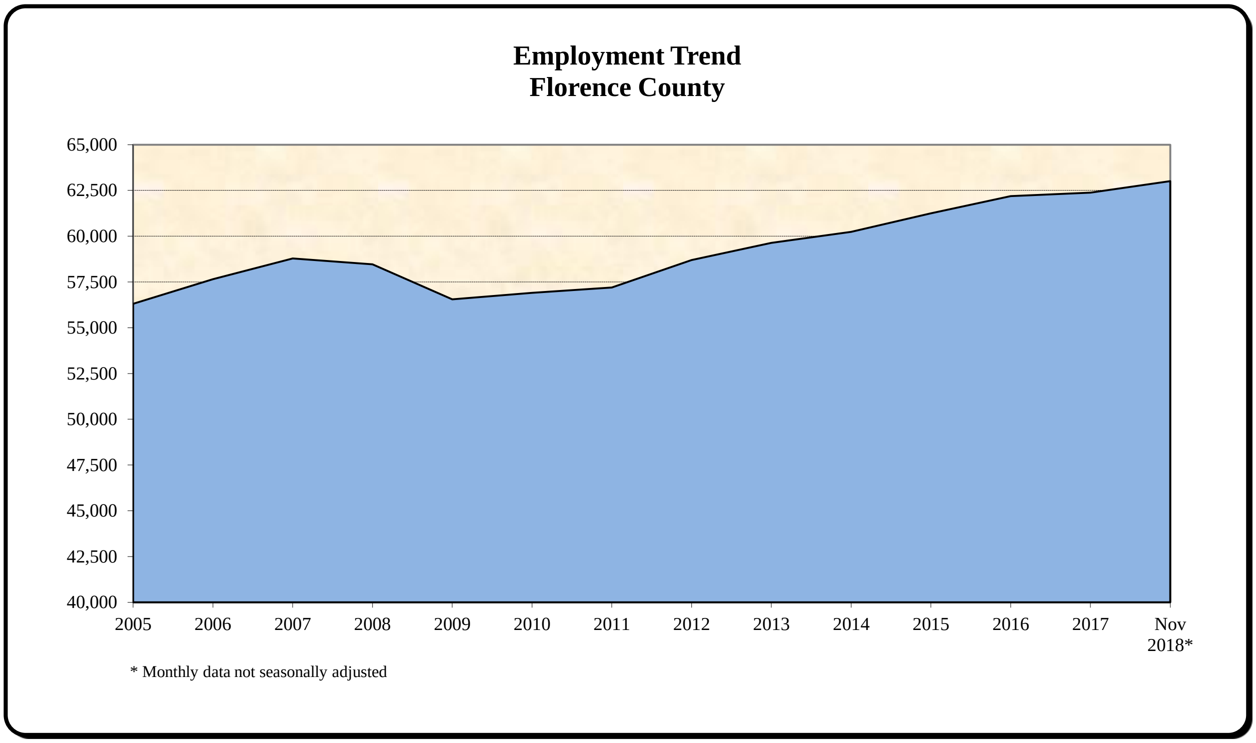
### Table 6: Historical Employment Trends

| | Florence County | | | | Employment Annual Change | | | Unemployment Rate | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **Year** | Labor Force | Number Employed | Annual Change | Percent Change | Florence County | South Carolina | United States | Florence County | South Carolina | United States |
| **2005** | 61,798 | 56,307 | -- | -- | -- | -- | -- | 8.9% | 6.7% | 5.1% |
| **2006** | 62,165 | 57,651 | 1,344 | 2.4% | 2.4% | 2.3% | 1.9% | 7.3% | 6.4% | 4.6% |
| **2007** | 62,583 | 58,784 | 1,133 | 2.0% | 2.0% | 1.6% | 1.1% | 6.1% | 5.7% | 4.6% |
| **2008** | 62,863 | 58,463 | (321) | -0.5% | -0.5% | -0.5% | -0.5% | 7.0% | 6.8% | 5.8% |
| **2009** | 63,640 | 56,550 | (1,913) | -3.3% | -3.3% | -4.3% | -3.8% | 11.1% | 11.2% | 9.3% |
| **2010** | 64,173 | 56,905 | 355 | 0.6% | 0.6% | 0.2% | -0.6% | 11.3% | 11.2% | 9.6% |
| **2011** | 64,430 | 57,197 | 292 | 0.5% | 0.5% | 1.6% | 0.6% | 11.2% | 10.6% | 8.9% |
| **2012** | 64,973 | 58,697 | 1,500 | 2.6% | 2.6% | 2.0% | 1.9% | 9.7% | 9.2% | 8.1% |
| **2013** | 65,009 | 59,635 | 938 | 1.6% | 1.6% | 2.1% | 1.0% | 8.3% | 7.6% | 7.4% |
| **2014** | 64,904 | 60,237 | 602 | 1.0% | 1.0% | 2.7% | 1.7% | 7.2% | 6.4% | 6.2% |
| **2015** | 65,534 | 61,249 | 1,012 | 1.7% | 1.7% | 2.6% | 1.7% | 6.5% | 6.0% | 5.3% |
| **2016** | 65,550 | 62,189 | 940 | 1.5% | 1.5% | 2.4% | 1.7% | 5.1% | 4.8% | 4.9% |
| **2017** | 65,368 | 62,379 | 190 | 0.3% | 0.3% | 1.2% | 1.3% | 4.6% | 4.3% | 4.4% |
| **Nov 2017*** | 64,872 | 62,084 | --- | --- | --- | --- | --- | 4.3% | 4.0% | 3.9% |
| **Nov 2018*** | 65,246 | 63,008 | 924 | 1.5% | 1.5% | 1.1% | 1.9% | 3.4% | 3.1% | 3.5% |

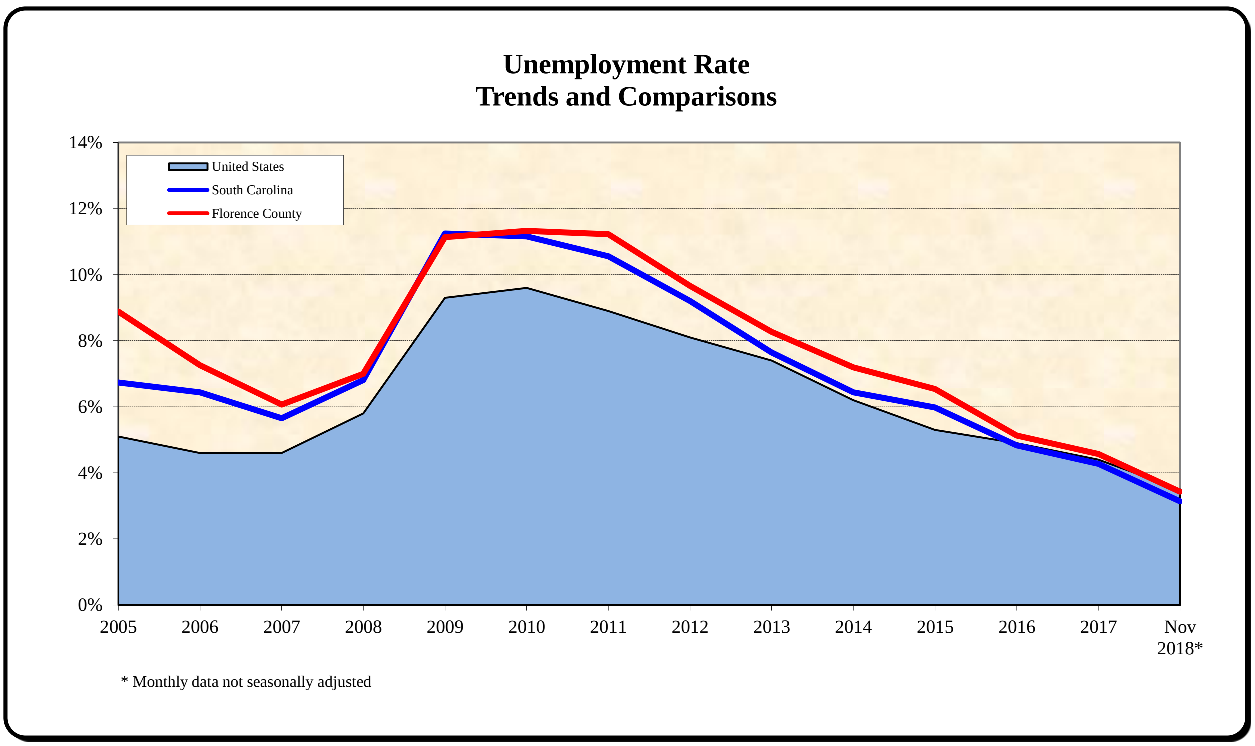
| Florence County | | | | South Carolina | | |
|---|---|---|---|---|---|---|
| | Number | Percent | Ann. Avg. | | Percent | Ann. Avg. |
| Change (2005-Present): | **6,701** | **11.9%** | **0.9%** | Change (2005-Present): | **15.9%** | **1.2%** |
| Change (2010-Present): | **6,103** | **10.7%** | **1.3%** | Change (2010-Present): | **16.8%** | **2.1%** |
| Change (2015-Present): | **1,759** | **2.9%** | **1.0%** | Change (2015-Present): | **4.7%** | **1.6%** |
| Change (2005-2010): | **598** | **1.1%** | **0.2%** | Change (2005-2010): | **-0.7%** | **-0.1%** |
| Change (2010-2015): | **4,344** | **7.6%** | **1.5%** | Change (2010-2015): | **11.5%** | **2.3%** |

*Monthly data not seasonally adjusted

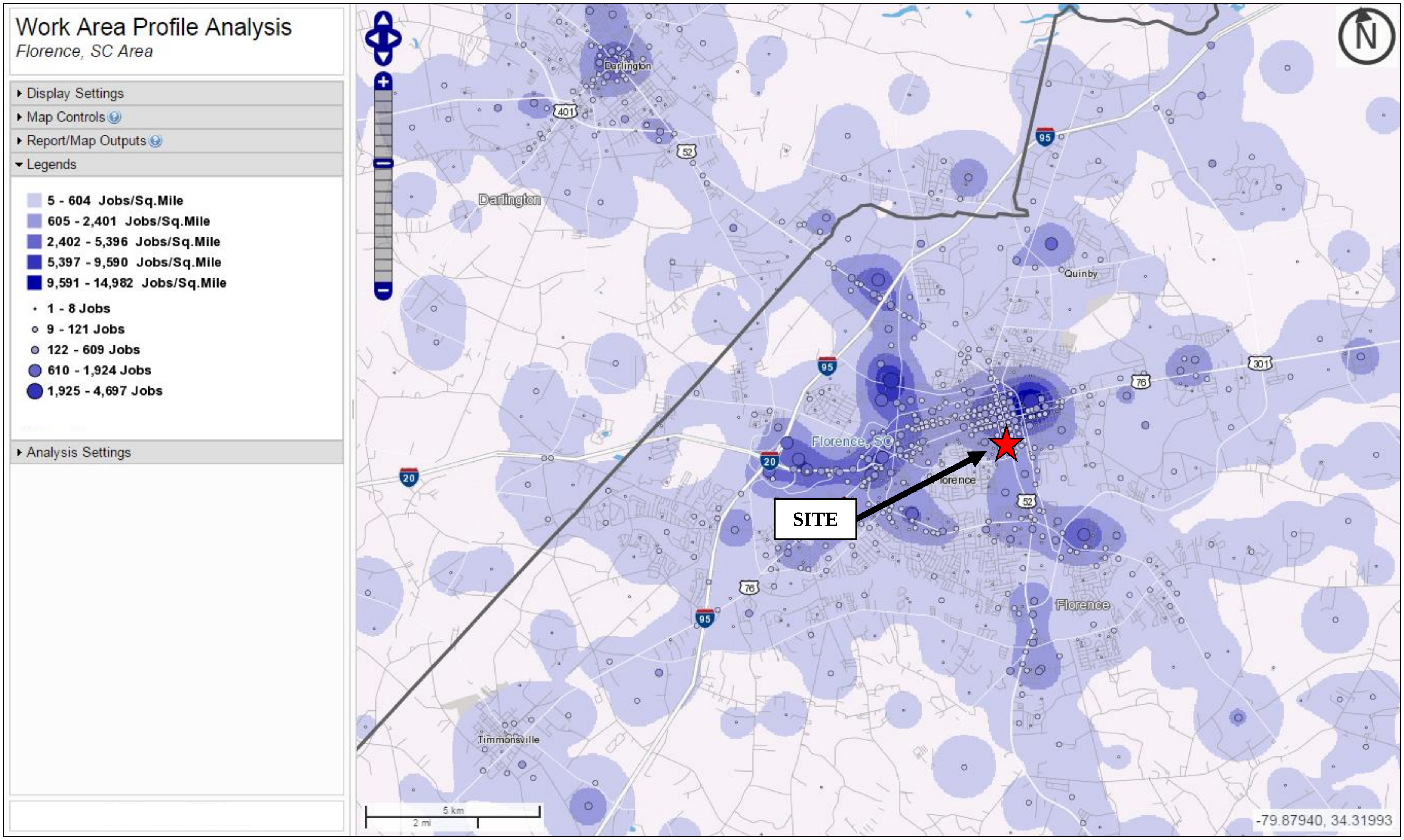
## Figure 1: Employment Growth




## Figure 2: Historical Unemployment Rate



## Map 10: Largest Employment Concentrations – Florence Area



# E. COMMUNITY DEMOGRAPHIC DATA

## *1. Population Trends*

Based on U.S. Census data and ESRI forecasts, much of Florence County has experienced relatively positive demographic gains since 2000, including Florence and the market area. Overall, the PMA had an estimated population of 89,571 persons in 2018, representing an increase of four percent from 2010 (a gain of nearly 3,100 persons). Additionally, both the city and county increased by a similar three percent between 2010 and 2018.

Future projections indicate continued modest growth with an estimated increase of two percent anticipated within the PMA between 2018 and 2023 (approximately 1,700 additional persons). Both Florence and Florence County are also expected to increase by two percent during this time frame.

**Table 7: Population Trends (2000 to 2023)**

| | 2000 | 2010 | 2018 | 2021 | 2023 |
|---|---|---|---|---|---|
| **City of Florence** | 33,666 | 37,056 | 38,292 | 38,687 | 38,951 |
| **Florence PMA** | 76,227 | 86,489 | 89,571 | 90,590 | 91,270 |
| **Florence County** | 125,761 | 136,885 | 141,055 | 142,502 | 143,467 |

| | 2000-2010 Change | 2010-2018 Change | 2018-2021 Change | 2018-2023 Change |
|---|---|---|---|---|
| **City of Florence** | 10.1% | 3.3% | 1.0% | 1.7% |
| **Florence PMA** | 13.5% | 3.6% | 1.1% | 1.9% |
| **Florence County** | 8.8% | 3.0% | 1.0% | 1.7% |

| | 2000-2010 Ann. Change | 2010-2018 Ann. Change | 2018-2021 Ann. Change | 2018-2023 Ann. Change |
|---|---|---|---|---|
| **City of Florence** | 1.0% | 0.4% | 0.3% | 0.3% |
| **Florence PMA** | 1.3% | 0.4% | 0.4% | 0.4% |
| **Florence County** | 0.9% | 0.4% | 0.3% | 0.3% |

Source: U.S. Census American FactFinder; ESRI Business Analyst; Shaw Research & Consulting, LLC

The largest population group for the PMA in 2010 consisted of persons between the ages of 20 and 44 years, accounting for 33 percent of all persons. In comparison, this age group also represented the largest cohort within both the city and county as a whole. Persons under the age of 20 years also accounted for a relatively large portion of the population in each area. As such, 27 percent of the total population in the PMA was within this age cohort in 2010, while representing nearly identical proportions of the overall city and county populations.

When reviewing distribution patterns between 2000 and 2023, the aging of the population is clearly evident within all three areas analyzed. The proportion of persons under the age of 44 has declined slightly since 2000, and is expected to decrease further through 2023. In contrast, the fastest growing portion of the population base is the older age segments. Within the PMA, persons 55 years and over, which represented 21 percent of the population in 2000, is expected to increase to account for 31 percent of all persons by 2023 – clearly demonstrating the aging of the baby boom generation as the younger age cohorts are anticipated to decline during this time.

Although decreasing somewhat, the steady percentage of population below the age of 45 seen throughout Florence and the PMA (56 percent and 58 percent of all persons in 2023, respectively) signifies positive trends for the subject proposal by continuing to provide a solid base of potential tenants for the subject development.

## Table 8: Age Distribution (2000 to 20223

| | City of Florence | | | | Florence PMA | | | | Florence County | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 2010 Number | 2000 Percent | 2010 Percent | 2023 Percent | 2010 Number | 2000 Percent | 2010 Percent | 2023 Percent | 2010 Number | 2000 Percent | 2010 Percent | 2023 Percent |
| **Under 20 years** | **10,022** | 27.4% | 27.0% | 24.0% | **23,275** | 28.6% | 26.9% | 24.6% | **37,360** | 29.0% | 27.3% | 24.8% |
| **20 to 24 years** | **2,335** | 6.3% | 6.3% | 5.9% | **6,399** | 6.8% | 7.4% | 6.9% | **9,580** | 6.7% | 7.0% | 6.2% |
| **25 to 34 years** | **5,019** | 13.6% | 13.5% | 13.5% | **11,082** | 14.0% | 12.8% | 13.2% | **17,062** | 13.6% | 12.5% | 12.5% |
| **35 to 44 years** | **4,957** | 14.6% | 13.4% | 12.5% | **11,447** | 15.3% | 13.2% | 12.7% | **17,795** | 15.3% | 13.0% | 12.7% |
| **45 to 54 years** | **4,958** | 14.2% | 13.4% | 11.7% | **12,234** | 14.5% | 14.1% | 11.9% | **19,454** | 14.4% | 14.2% | 12.1% |
| **55 to 64 years** | **4,605** | 8.9% | 12.4% | 12.5% | **10,933** | 9.0% | 12.6% | 12.4% | **17,617** | 9.2% | 12.9% | 12.8% |
| **65 to 74 years** | **2,761** | 7.4% | 7.5% | 11.4% | **6,377** | 6.3% | 7.4% | 10.8% | **10,527** | 6.3% | 7.7% | 11.3% |
| **75 to 84 years** | **1,623** | 5.7% | 4.4% | 6.1% | **3,397** | 4.1% | 3.9% | 5.6% | **5,458** | 4.1% | 4.0% | 5.8% |
| **85 years and older** | **776** | 2.0% | 2.1% | 2.3% | **1,345** | 1.5% | 1.6% | 1.9% | **2,032** | 1.4% | 1.5% | 1.8% |
| **Under 20 years** | **10,022** | 27.4% | 27.0% | 24.0% | **23,275** | 28.6% | 26.9% | 24.6% | **37,360** | 29.0% | 27.3% | 24.8% |
| **20 to 44 years** | **12,311** | 34.5% | 33.2% | 31.8% | **28,928** | 36.0% | 33.4% | 32.7% | **44,437** | 35.6% | 32.5% | 31.4% |
| **45 to 64 years** | **9,563** | 23.0% | 25.8% | 24.3% | **23,167** | 23.5% | 26.8% | 24.3% | **37,071** | 23.6% | 27.1% | 24.9% |
| **65 years and older** | **5,160** | 15.1% | 13.9% | 19.9% | **11,119** | 12.0% | 12.9% | 18.3% | **18,017** | 11.8% | 13.2% | 18.9% |
| **55 years and older** | **9,765** | 23.9% | 26.4% | 32.4% | **22,052** | 20.9% | 25.5% | 30.7% | **35,634** | 21.0% | 26.0% | 31.7% |
| **75 years and older** | **2,399** | 7.7% | 6.5% | 8.4% | **4,742** | 5.7% | 5.5% | 7.5% | **7,490** | 5.5% | 5.5% | 7.6% |
| **Non-Elderly (<65)** | **31,896** | 84.9% | 86.1% | 80.1% | **75,370** | 88.0% | 87.1% | 81.7% | **118,868** | 88.2% | 86.8% | 81.1% |
| **Elderly (65+)** | **5,160** | 15.1% | 13.9% | 19.9% | **11,119** | 12.0% | 12.9% | 18.3% | **18,017** | 11.8% | 13.2% | 18.9% |

Source: U.S. Census American FactFinder; ESRI Business Analyst; Shaw Research & Consulting, LLC

## *2. Household Trends*

Similar to population patterns, the Florence area has also experienced generally positive household creation since 2000. As such, occupied households within the PMA numbered 34,609 units in 2018, representing an increase of three percent from 2010 (a gain of nearly 900 households). ESRI forecasts for 2023 indicate this number will continue to increase slightly, with forecasted growth of two percent (550 additional households) anticipated between 2018 and 2023. In comparison, the number of households grew at a similar rate within Florence and Florence County between 2010 and 2018 (between two and three percent), demonstrating relatively consistent demographic patterns throughout the region.

### Table 9: Household Trends (2000 to 2023)

| | 2000 | 2010 | 2018 | 2021 | 2023 |
|---|---|---|---|---|---|
| **City of Florence** | 13,293 | 14,979 | 15,349 | 15,476 | 15,561 |
| **Florence PMA** | 28,939 | 33,720 | 34,609 | 34,940 | 35,160 |
| **Florence County** | 47,147 | 52,653 | 53,780 | 54,231 | 54,532 |

| | 2000-2010 Change | 2010-2018 Change | 2018-2021 Change | 2018-2023 Change |
|---|---|---|---|---|
| **City of Florence** | 12.7% | 2.5% | 0.8% | 1.4% |
| **Florence PMA** | 16.5% | 2.6% | 1.0% | 1.6% |
| **Florence County** | 11.7% | 2.1% | 0.8% | 1.4% |

Source: U.S. Census American FactFinder; ESRI Business Analyst; Shaw Research & Consulting, LLC

### Table 10: Average Household Size (2000 to 2023)

| | 2000 | 2010 | 2018 | 2021 | 2023 |
|---|---|---|---|---|---|
| **City of Florence** | 2.45 | 2.43 | 2.46 | 2.46 | 2.47 |
| **Florence PMA** | 2.53 | 2.49 | 2.51 | 2.52 | 2.52 |
| **Florence County** | 2.59 | 2.54 | 2.56 | 2.57 | 2.57 |

| | 2000-2010 Change | 2010-2018 Change | 2018-2021 Change | 2018-2023 Change |
|---|---|---|---|---|
| **City of Florence** | -0.6% | 1.1% | 0.2% | 0.4% |
| **Florence PMA** | -1.7% | 0.9% | 0.2% | 0.4% |
| **Florence County** | -1.8% | 0.9% | 0.2% | 0.3% |

Source: U.S. Census American FactFinder; ESRI Business Analyst; Shaw Research & Consulting, LLC

Renter-occupied households throughout the market area have also exhibited gains, increasing at rates slightly greater than overall household creation. According to U.S. Census figures and ESRI estimates, a total of 12,394 renter-occupied households are estimated within the PMA for 2018, representing an increase of six percent from 2010 figures (a gain of approximately 700 additional rental units). In addition, a projected increase of one percent (almost 150 additional rental units) is forecast for the PMA between 2018 and 2023.

Overall, a somewhat moderate ratio of renter households exists throughout the Florence market area. For the PMA, the renter household percentage was calculated at 36 percent in 2018, slightly lower than the city ratio (38 percent), and but somewhat greater than the county's renter representation (32 percent). Furthermore, it should also be noted that renter propensities within the PMA have increased since 2000, increasing by approximately six percentage points between 2000 and 2018.

**Table 11: Renter Household Trends (2000 to 2023)**

| | 2000 | 2010 | 2018 | 2021 | 2023 |
|---|---|---|---|---|---|
| **City of Florence** | 4,972 | 6,013 | 5,856 | 5,873 | 5,884 |
| **Florence PMA** | 8,737 | 11,688 | 12,394 | 12,517 | 12,533 |
| **Florence County** | 12,732 | 17,127 | 17,363 | 17,347 | 17,337 |

| | 2000-2010 Change | 2010-2018 Change | 2018-2021 Change | 2018-2023 Change |
|---|---|---|---|---|
| **City of Florence** | 20.9% | -2.6% | 0.3% | 0.5% |
| **Florence PMA** | 33.8% | 6.0% | 1.0% | 1.1% |
| **Florence County** | 34.5% | 1.4% | -0.1% | -0.1% |

| | % Renter 2000 | % Renter 2010 | % Renter 2018 | % Renter 2021 | % Renter 2023 |
|---|---|---|---|---|---|
| **City of Florence** | 37.4% | 40.1% | 38.2% | 37.9% | 37.8% |
| **Florence PMA** | 30.2% | 34.7% | 35.8% | 35.8% | 35.6% |
| **Florence County** | 27.0% | 32.5% | 32.3% | 32.0% | 31.8% |

Source: U.S. Census American FactFinder; ESRI Business Analyst; Shaw Research & Consulting, LLC

As with overall households, renter household sizes for the Florence PMA were generally larger than those reported for Florence, on average. However, in contrast to overall household patterns, average renter sizes actually increased over the past decade – from 2.31 persons per rental unit in 2000 to 2.45 persons per unit in 2010. Despite the increase in average size, the majority of units locally contained just one or two persons (61 percent), with three persons occupying 18 percent of units, and 21 percent of units with four or more persons.

**Table 12: Rental Units by Size (2010)**

| | One Person | Two Persons | Three Persons | Four Persons | 5 or More Persons | Median Persons Per Rental Unit 2000 | Median Persons Per Rental Unit 2010 |
|---|---|---|---|---|---|---|---|
| **City of Florence** | 2,193 | 1,567 | 1,042 | 640 | 571 | 2.32 | 2.37 |
| **Florence PMA** | 4,120 | 3,029 | 2,049 | 1,345 | 1,145 | 2.31 | 2.45 |
| **Florence County** | 5,724 | 4,350 | 3,066 | 2,099 | 1,888 | 2.40 | 2.50 |

| | 1 Person Percent | 2 Person Percent | 3 Person Percent | 4 Person Percent | 5+ Person Percent | Median Change |
|---|---|---|---|---|---|---|
| **City of Florence** | 36.5% | 26.1% | 17.3% | 10.6% | 9.5% | 2.2% |
| **Florence PMA** | 35.2% | 25.9% | 17.5% | 11.5% | 9.8% | 6.0% |
| **Florence County** | 33.4% | 25.4% | 17.9% | 12.3% | 11.0% | 4.2% |

Source: U.S. Census American FactFinder; ESRI Business Analyst; Shaw Research & Consulting, LLC

### *3. Household Income Trends*

Income levels throughout the Florence area have experienced somewhat modest gains over the past decade. Overall, much of the county recorded annual gains of between one and two percent since 2010 for Florence and the PMA. As such, the median household income for 2018 was estimated at $50,038 for the PMA, which was roughly ten percent greater than that estimated for both the city and county (at $45,773 and $45,571, respectively). Furthermore, the PMA figure represents an increase of nine percent from 2010 (an average annual increase of 1.1 percent), while the county increased at a somewhat greater rate of 1.6 percent annually.

According to ESRI data, the rate of income growth is forecast to improve somewhat through 2023. As such, it is projected that the median income within the PMA will increase by 2.2 percent annually between 2018 and 2023.

**Table 13: Median Household Incomes (1999 to 2023)**

| | 1999 | 2010 | 2018 | 2021 | 2023 |
|---|---|---|---|---|---|
| **City of Florence** | **$35,124** | **$42,500** | **$45,773** | **$49,373** | **$51,773** |
| **Florence PMA** | **$38,018** | **$46,134** | **$50,038** | **$53,404** | **$55,648** |
| **Florence County** | **$34,845** | **$40,487** | **$45,571** | **$49,273** | **$51,741** |
| | | **1999-2010 Change** | **2010-2018 Change** | **2018-2021 Change** | **2018-2023 Change** |
| **City of Florence** | | 21.0% | 7.7% | 7.9% | 13.1% |
| **Florence PMA** | | 21.3% | 8.5% | 6.7% | 11.2% |
| **Florence County** | | 16.2% | 12.6% | 8.1% | 13.5% |
| | | **1999-2010 Ann. Change** | **2010-2018 Ann. Change** | **2018-2021 Ann. Change** | **2018-2023 Ann. Change** |
| **City of Florence** | | 1.9% | 1.0% | 2.6% | 2.6% |
| **Florence PMA** | | 1.9% | 1.1% | 2.2% | 2.2% |
| **Florence County** | | 1.5% | 1.6% | 2.7% | 2.7% |

Source: U.S. Census American FactFinder; ESRI Business Analyst; Shaw Research & Consulting, LLC

According to the U.S. Census Bureau, approximately 38 percent of all households within the Florence PMA had an annual income of less than $35,000 in 2017 – the portion of the population with the greatest need for affordable housing options. In comparison, a similar 39 percent of city households also had incomes within this range, while 41 percent of county households had incomes less than $35,000. As such, with more than one out of every three households within the market area earning less than $35,000 per year, additional affordable housing options will likely be well received.

### Table 14: Overall Household Income Distribution (2017)

| Income Range | City of Florence | | Florence PMA | | Florence County | |
|---|---|---|---|---|---|---|
| | Number | Percent | Number | Percent | Number | Percent |
| **Less than $10,000** | 1,388 | 9.1% | 2,824 | 8.2% | 4,985 | 9.6% |
| **$10,000 to $14,999** | 958 | 6.3% | 2,162 | 6.3% | 3,372 | 6.5% |
| **$15,000 to $19,999** | 900 | 5.9% | 1,848 | 5.4% | 3,126 | 6.0% |
| **$20,000 to $24,999** | 1,124 | 7.4% | 2,384 | 6.9% | 3,841 | 7.4% |
| **$25,000 to $29,999** | 894 | 5.9% | 1,850 | 5.4% | 2,930 | 5.6% |
| **$30,000 to $34,999** | 684 | 4.5% | 2,034 | 5.9% | 2,978 | 5.7% |
| **$35,000 to $39,999** | 916 | 6.0% | 1,955 | 5.7% | 3,054 | 5.9% |
| **$40,000 to $44,999** | 540 | 3.6% | 1,535 | 4.5% | 2,425 | 4.7% |
| **$45,000 to $49,999** | 447 | 2.9% | 1,448 | 4.2% | 2,052 | 3.9% |
| **$50,000 to $59,999** | 1,503 | 9.9% | 3,010 | 8.8% | 4,378 | 8.4% |
| **$60,000 to $74,999** | 1,310 | 8.6% | 3,459 | 10.1% | 5,077 | 9.7% |
| **$75,000 to $99,999** | 1,691 | 11.1% | 3,703 | 10.8% | 5,652 | 10.9% |
| **$100,000 to $124,999** | 1,189 | 7.8% | 2,457 | 7.2% | 3,396 | 6.5% |
| **$125,000 to $149,999** | 674 | 4.4% | 1,504 | 4.4% | 1,972 | 3.8% |
| **$150,000 to $199,999** | 358 | 2.4% | 1,117 | 3.3% | 1,582 | 3.0% |
| **$200,000 and Over** | 624 | 4.1% | 1,052 | 3.1% | 1,272 | 2.4% |
| **TOTAL** | **15,200** | **100.0%** | **34,342** | **100.0%** | **52,092** | **100.0%** |
| **Less than $34,999** | 5,948 | 39.1% | 13,102 | 38.2% | 21,232 | 40.8% |
| **$35,000 to $49,999** | 1,903 | 12.5% | 4,938 | 14.4% | 7,531 | 14.5% |
| **$50,000 to $74,999** | 2,813 | 18.5% | 6,469 | 18.8% | 9,455 | 18.2% |
| **$75,000 to $99,999** | 1,691 | 11.1% | 3,703 | 10.8% | 5,652 | 10.9% |
| **$100,000 and Over** | 2,845 | 18.7% | 6,130 | 17.8% | 8,222 | 15.8% |

Source: American Community Survey

Based on the proposed income targeting and rent levels, the key income range for the subject proposal is $21,291 to $35,850 (in current dollars). Utilizing Census information available on household income by tenure, dollar values were inflated to current dollars using the Consumer Price Index calculator from the Bureau of Labor Statistic's website. Based on this data, the targeted income range accounts for a moderate number of low-income households throughout the area. As such, roughly 14 percent of the PMA's owner-occupied household number, and 23 percent of the renter-occupied household figure are within the income-qualified range. Considering the relative density of the PMA, this equates to more than 6,000 potential income-qualified households for the proposed development, including almost 2,900 income-qualified renter households.

### Table 15: Household Income by Tenure – PMA (2021)

| Income Range | Number of 2021 Households | | | Percent of 2021 Households | | |
|---|---|---|---|---|---|---|
| | Total | Owner | Renter | Total | Owner | Renter |
| **Less than $5,000** | **1,380** | 652 | 728 | **4.0%** | 2.9% | 5.8% |
| **$5,001 - $9,999** | **1,476** | 503 | 973 | **4.3%** | 2.2% | 7.8% |
| **$10,000 - $14,999** | **2,186** | 871 | 1,316 | **6.3%** | 3.9% | 10.5% |
| **$15,000 - $19,999** | **1,869** | 753 | 1,116 | **5.4%** | 3.4% | 8.9% |
| **$20,000 - $24,999** | **2,416** | 1,170 | 1,246 | **6.9%** | 5.2% | 10.0% |
| **$25,000 - $34,999** | **3,940** | 2,077 | 1,863 | **11.3%** | 9.3% | 14.9% |
| **$35,000 - $49,999** | **5,020** | 3,052 | 1,968 | **14.4%** | 13.6% | 15.7% |
| **$50,000 - $74,999** | **6,584** | 4,336 | 2,248 | **18.8%** | 19.3% | 18.0% |
| **$75,000 or More** | **10,068** | 9,009 | 1,059 | **28.6%** | 40.2% | 8.5% |
| **Total** | **34,940** | **22,423** | **12,517** | **100.0%** | **100.0%** | **100.0%** |

Source: U.S. Census of Population and Housing; BLS CPI Calculator; Shaw Research & Consulting

The 2017 American Community Survey shows that approximately 34 percent of all renter households within the PMA are rent-overburdened; that is, they pay more than 35 percent of their incomes on rent and other housing expenses. As such, this data demonstrates that the need for affordable housing is quite apparent in the PMA, and the income-targeting plan proposed for the subject would clearly help to alleviate this issue.

## Table 16: Renter Overburdened Households (2017)

| Gross Rent as a % of Household Income | City of Florence | | Florence PMA | | Florence County | |
|---|---|---|---|---|---|---|
| | Number | Percent | Number | Percent | Number | Percent |
| **Total Rental Units** | **6,431** | **100.0%** | **12,501** | **100.0%** | **17,808** | **100.0%** |
| **Less than 10.0 Percent** | 223 | 3.8% | 348 | 3.1% | 593 | 3.8% |
| **10.0 to 14.9 Percent** | 436 | 7.4% | 1,076 | 9.5% | 1,573 | 10.1% |
| **15.0 to 19.9 Percent** | 670 | 11.4% | 1,643 | 14.4% | 2,103 | 13.5% |
| **20.0 to 24.9 Percent** | 901 | 15.3% | 1,590 | 14.0% | 2,153 | 13.9% |
| **25.0 to 29.9 Percent** | 755 | 12.8% | 1,387 | 12.2% | 1,795 | 11.6% |
| **30.0 to 34.9 Percent** | 800 | 13.6% | 1,491 | 13.1% | 1,775 | 11.4% |
| **35.0 to 39.9 Percent** | 347 | 5.9% | 518 | 4.6% | 756 | 4.9% |
| **40.0 to 49.9 Percent** | 349 | 5.9% | 742 | 6.5% | 1,138 | 7.3% |
| **50 Percent or More** | 1,406 | 23.9% | 2,587 | 22.7% | 3,637 | 23.4% |
| **Not Computed** | 544 | -- | 1,119 | -- | 2,285 | -- |
| **35 Percent or More** | 2,102 | 35.7% | 3,847 | 33.8% | 5,531 | 35.6% |
| **40 Percent or More** | 1,755 | 29.8% | 3,329 | 29.2% | 4,775 | 30.8% |

Source: U.S. Census Burearu; American Community Survey

# F. DEMAND ANALYSIS

## *1. Demand for Tax Credit Rental Units*

Demand calculations for each targeted income level of the subject proposal are illustrated in the following tables. Utilizing SCSHFDA guidelines, demand estimates will be measured from three key sources: household growth, substandard housing, and rent-overburdened households. All demand sources will be income-qualified, based on the targeting plan of the subject proposal and current LIHTC income restrictions as published by SCSHFDA. Demand estimates will be calculated for units designated at each income level targeted in the subject proposal – in this case, at 50 percent and 60 percent of AMI. As such, calculations will be based on the starting rental rate, a 35 percent rent-to-income ratio, and a maximum income of $35,820 (the 5-person income limit at 60 percent AMI for Florence County). The resulting overall income-eligibility range (expressed in current-year dollars) for each targeted income level is as follows:

| | Minimum | Maximum |
|---|---|---|
| **50 percent of AMI** | $21,291 | $29,850 |
| **60 percent of AMI** | $24,617 | $35,820 |
| **Overall** | **$21,291** | **$35,820** |

By applying the income-qualified range and 2021 household forecasts to the current-year household income distribution by tenure (adjusted from 2010 data based on the Labor Statistics' Consumer Price Index), the number of income-qualified households can be calculated. As a result, 23 percent of all renter households within the PMA are estimated to fall within the stated LIHTC qualified income range. More specifically, 15 percent of all renter households are income-qualified for units at 50 percent of AMI, while 17 percent of renters are income-eligible for units restricted at 60 percent of AMI. In addition, it should also be noted that only larger renter households (those with three persons or more) were utilized within the demand calculations.

Based on U.S. Census data and projections from ESRI, approximately 123 additional renter households are anticipated within the PMA between 2018 and 2021. By applying the income-qualified percentage to the overall eligible figure, a demand for 11 tax credit rental units can be calculated as a result of new rental household growth.

Using U.S. Census data on substandard rental housing, it is estimated that approximately four percent of all renter households within the PMA could be considered substandard, either by overcrowding (a greater than 1-to-1 ratio of persons to rooms) or incomplete plumbing facilities (a unit that lacks at least a sink, bathtub, or toilet). Applying this figure, along with the renter propensity and income-qualified percentage, to the number of households currently present in 2010 (the base year utilized within the demand calculations), the tax credit demand resulting from substandard units is calculated at 39 units within the PMA.

And lastly, potential demand for the subject proposal may also arise from those households experiencing rent-overburden, defined by households paying greater than 35 percent of monthly income for rent. Excluding owner-occupied units, an estimate of market potential for the subject proposal based on American Housing Survey data on rent-overburdened households paying more than 35 percent of monthly income for rent is calculated. Using information contained within the American Housing Survey, the percentage of renter households within this overburdened range is reported at approximately 34 percent. Applying this rate to the number of renter households yields a total demand of 355 additional units as a result of rent overburden.

While there are no comparable LIHTC multi-family rental developments presently under construction, one tax credit facility recently entered the market in 2018. Therefore, units from Attwood Pointe Apartments (a 52-unit family proposal allocated tax credits in 2016) need to be deducted from the three sources of demand listed previously. As such, combining all above factors results in an overall demand of 352 LIHTC units for 2021.

Calculations by individual bedroom size are also provided utilizing the same methodology. As such, it is clear that sufficient demand exists for the project and each unit type proposed. Therefore, an additional rental housing option for low-income households should receive a positive response due to the positive demographic growth and demand forecasts for the Florence area, as well as strong occupancy levels within existing local affordable rental developments.

## Table 17: Demand Calculation – by Income Targeting

| | | | |
|---|---|---|---|
| **2010 Total Occupied Households** | **33,720** | | |
| **2010 Owner-Occupied Households** | **22,032** | | |
| **2010 Renter-Occupied Households** | **11,688** | | |

| | Income Targeting | | |
|---|---|---|---|
| | **50% AMI** | **60% AMI** | **Total LIHTC** |
| **QUALIFIED-INCOME RANGE** | | | |
| Minimum Annual Income | $21,291 | $24,617 | **$21,291** |
| Maximum Annual Income | $29,850 | $35,820 | **$35,820** |
| **DEMAND FROM NEW HOUSEHOLD GROWTH** | | | |
| Renter Household Growth, 2018-2021 | 123 | 123 | **123** |
| Percent Income Qualified Renter Households | 14.6% | 16.5% | **23.1%** |
| Percentage of large renter households (3+ persons) | 38.8% | 38.8% | **38.8%** |
| **Total Demand From New Households** | **7** | **8** | **11** |
| **DEMAND FROM EXISTING HOUSEHOLDS** | | | |
| Percent of Renters in Substandard Housing | 3.7% | 3.7% | **3.7%** |
| Percent Income Qualified Renter Households | 14.6% | 16.5% | **23.1%** |
| Percentage of large renter households (3+ persons) | 38.8% | 38.8% | **38.8%** |
| **Total Demand From Substandard Renter HHs** | **24** | **28** | **39** |
| Percent of Renters Rent-Overburdened | 33.8% | 33.8% | **33.8%** |
| Percent Income Qualified Renter Households | 14.6% | 16.5% | **23.1%** |
| Percentage of large renter households (3+ persons) | 38.8% | 38.8% | **38.8%** |
| **Total Demand From Overburdened Renter HHs** | **224** | **253** | **355** |
| **Total Demand From Existing Households** | **248** | **281** | **393** |
| **TOTAL DEMAND** | **255** | **289** | **404** |
| **LESS: Total Comparable Activity Since 2018** | 11 | 41 | **52** |
| **TOTAL NET DEMAND** | **244** | **248** | **352** |
| **PROPOSED NUMBER OF UNITS** | **8** | **32** | **40** |
| **CAPTURE RATE** | **3.3%** | **12.9%** | **11.3%** |

Note: Totals may not sum due to rounding

## Table 18: Demand Calculation – by Bedroom Size

| | |
|---|---|
| **2010 Total Occupied Households** | **33,720** |
| **2010 Owner-Occupied Households** | **22,032** |
| **2010 Renter-Occupied Households** | **11,688** |

| | Two-Bedroom Units | | | Three-Bedroom Units | | |
|---|---|---|---|---|---|---|
| | **50% AMI** | **60% AMI** | **Total LIHTC** | **50% AMI** | **60% AMI** | **Total LIHTC** |
| **QUALIFIED-INCOME RANGE** | | | | | | |
| Minimum Annual Income | $21,291 | $24,617 | **$21,291** | $25,543 | $29,520 | **$25,543** |
| Maximum Annual Income | $24,850 | $29,820 | **$29,820** | $29,850 | $35,820 | **$35,820** |
| **DEMAND FROM NEW HOUSEHOLD GROWTH** | | | | | | |
| Renter Household Growth, 2018-2021 | 123 | 123 | **123** | 123 | 123 | **123** |
| Percent Income Qualified Renter Households | 7% | 8% | **15%** | 6% | 9% | **15%** |
| Percentage of large renter households (3+ persons) | 39% | 39% | **39%** | 39% | 39% | **39%** |
| **Total Demand From New Households** | **3** | **4** | **7** | **3** | **4** | **7** |
| **DEMAND FROM EXISTING HOUSEHOLDS** | | | | | | |
| Percent of Renters in Substandard Housing | 3.7% | 3.7% | **3.7%** | 3.7% | 3.7% | **3.7%** |
| Percent Income Qualified Renter Households | 7% | 8% | **15%** | 6% | 9% | **15%** |
| Percentage of large renter households (3+ persons) | 39% | 39% | **39%** | 39% | 39% | **39%** |
| **Total Demand From Substandard Renter HHs** | **12** | **13** | **24** | **11** | **15** | **25** |
| Percent of Renters Rent-Overburdened | 33.8% | 33.8% | **33.8%** | 33.8% | 33.8% | **33.8%** |
| Percent Income Qualified Renter Households | 7% | 8% | **15%** | 6% | 9% | **15%** |
| Percentage of large renter households (3+ persons) | 39% | 39% | **39%** | 39% | 39% | **39%** |
| **Total Demand From Overburdened Renter HHs** | **109** | **122** | **223** | **98** | **138** | **229** |
| **Total Demand From Existing Households** | **121** | **135** | **248** | **109** | **153** | **254** |
| **TOTAL DEMAND** | **124** | **139** | **255** | **112** | **158** | **261** |
| **LESS: Total Comparable Activity Since 2018** | 6 | 16 | **22** | 5 | 25 | **30** |
| **TOTAL NET DEMAND** | **118** | **123** | **233** | **107** | **133** | **231** |
| **PROPOSED NUMBER OF UNITS** | 2 | 14 | **16** | 6 | 18 | **24** |
| **CAPTURE RATE** | **1.7%** | **11.4%** | **6.9%** | **5.6%** | **13.6%** | **10.4%** |

Note: Totals may not sum due to rounding

***2. Capture and Absorption Rates***

Utilizing information from the demand forecast calculations, capture rates provide an indication of the percentage of annual income-qualified demand necessary for the successful absorption of the subject property. An overall capture rate of 11.3 percent was determined based on the demand calculation (including renter household growth, substandard and/or overburdened units among existing renter households, utilizing larger renter households, and excluding any comparable activity since 2018), providing an indication of the overall general market depth for the subject proposal. More specifically, the capture rate for units restricted at 50 percent AMI was calculated at 3.3 percent, while the 60 percent AMI capture rate was at 12.9 percent. As such, these capture rates provide a relatively positive indication of the need for affordable rental options locally and are well within acceptable industry thresholds and should be considered a positive factor.

Taking into consideration the overall occupancy rates for the Florence PMA, especially among similar LIHTC developments, and also factoring in the rapid lease-up of the most recent family tax credit property (Attwood Pointe was fully leased within two months of opening in 2018, and reported a current waiting list of 300 persons), the overall absorption period to reach 93 percent occupancy is estimated at five to six months. This is a relatively conservative estimate as compared to the actual absorption of Attwood Pointe (20+ units per month). This determination also takes into consideration a market entry in late 2020/early 2021; a minimum of 20 percent of units pre-leased; and assumes all units will enter the market at approximately the same time. Based on this information, no market-related concerns are present.

## G. SUPPLY/COMPARABLE RENTAL ANALYSIS

### ***1. Florence PMA Rental Market Characteristics***

As part of the rental analysis for the Florence area, a survey of existing rental projects within the Florence primary market area was completed by Shaw Research & Consulting in January 2019. As such, a total of 19 apartment properties were identified and questioned for information such as current rental rates, amenities, and vacancy levels. Results from the survey provide an indication of overall market conditions throughout the area, and are discussed below and illustrated on the following pages.

Considering the developments responding to our survey, a total of 1,884 units were reported, with the majority of units containing two bedrooms. Among the properties providing a specific unit breakdown, 18 percent of all units had one bedroom, 64 percent had two bedrooms, and 16 percent of units contained three bedrooms. There were no studio/efficiency and only limited four-bedroom units reported in the survey. The average age of the rental properties was 17 years old (an average build date of 2002), with five properties built or rehabbed since 2010 – including three tax credit developments. In addition, a total of eight facilities reported to have some sort of income eligibility requirements – with six tax credit developments and two subsidized projects. It should also be noted that Wyndham Place Apartments is now market rate, recently opting out of the LIHTC program.

Overall conditions for the Florence rental market appear to be extremely positive at the current time. Among the properties included in the survey, the overall occupancy rate was calculated at 97.7 percent – with 15 of the 19 developments at 97 percent occupancy or better. When breaking down occupancy rates by financing type, the 11 market rate developments averaged 97.1 percent occupancy, the six tax credit properties were a combined 99.1 percent occupied, and the two subsidized projects were 99.5 percent occupied – clearly reflective of generally strong conditions for all types of rental options, affordable and market rate.

***2. Comparable Rental Market Characteristics***

Considering the subject property will be developed utilizing tax credits, Shaw Research has identified six tax credit facilities within the PMA as being most comparable. According to survey results, the combined occupancy rate for these developments was calculated at 99.1 percent with each reporting a waiting list – most of which are quite extensive. Detailed results on rent levels and unit sizes are also illustrated in the tables on the following pages - the average LIHTC rent for a one-bedroom unit was calculated at $447 per month with an average size of 738 square feet – the resulting average rent per square foot ratio is $0.61. Further, the average tax credit rent for a two-bedroom unit was $555 with an average size of 1,002 square feet (an average rent per square foot ratio of $0.55), while three-bedroom units averaged $633 and 1,177 square feet ($0.54 per square foot). In comparison to tax credit averages, the subject proposal's rental rates are generally competitive with similar unit sizes.

The most recent family LIHTC development within Florence opened in 2018, and has been extremely successful: **Attwood Pointe Apartments** (consisting of 52 two and three-bedroom units) was fully leased in approximately two months, and now reports a waiting list of 300 names, clearly demonstrating the strong demand for affordable rental housing locally.

In comparison to other tax credit properties and taking into account utilities (the subject will include water/sewer, whereas some LIHTC projects do not), the subject proposal's rental rates are quite competitive. Furthermore, the subject's rent-per-square foot ratios are also extremely competitive, and in most cases superior, to other local LIHTC developments.

From a market standpoint, it is evident that sufficient demand is present for the development of additional affordable tax credit units targeting low-income family households. However, based on prevailing rental rates and income levels, the rent structure is crucial for the long-term viability of any new rental development. As such, considering unit sizes, amenity levels, and rent-per-square foot ratios, the proposed rental rates within the subject are appropriate and achievable for the local rental market, and should be considered a positive factor.

### ***3. Comparable Pipeline Units***

According to SCSHFDA information and local government officials, there are no comparable LIHTC rental development either under construction or proposed within the Florence PMA at the current time. The most recent family allocation was Attwood Pointe Apartments, which received an allocation in 2016 and opened in 2018. According to the property manager, the facility was leased in approximately two months and presently have more than 300 names on a waiting list.

### ***4. Impact on Existing Tax Credit Properties***

Based on the extremely strong occupancy rates among LIHTC developments included in the survey (at 99.1 percent), coupled with the rapid absorption of the most recent family tax credit project (Attwood Pointe), the construction of the proposal will not have any adverse impact on existing rental properties – either affordable or market rate. Considering future demographic growth anticipated for the PMA, as well as the positive characteristics of the immediate area, affordable housing will undoubtedly continue to be in demand locally.

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### ***5. Competitive Environment***

According to Realtor.com, price points are relatively affordable within the immediate area as compared to previous years. However, considering current economic conditions throughout the state and region, home-ownership (especially those homes needing monetary improvement) is not a viable alternative to a large percentage of households in the PMA, especially among the target market for the subject development who have generally lower incomes and a greater likelihood of having credit issues and/or require some level of assistance for housing expenses. As such, the subject will have limited competition with home-ownership options.

## Table 19: Rental Housing Survey - Overall

| Project Name | Year Built/ Rehab | Total Units | Studio/ Eff. | 1 BR | 2 BR | 3 BR | 4 BR | Heat Incl. | W/S Incl. | Elect. Incl. | Occup. Rate | Type | Location |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Attwood Pointe Apts** | 2018 | 52 | 0 | 0 | 22 | 30 | 0 | No | Yes | No | **100%** | Open | Florence |
| **Bentree Apts** | 2007 | 132 | 0 | 36 | 72 | 24 | 0 | No | No | No | **98%** | Open | Florence |
| **Cambridge Apts** | 1995 | 112 | 0 | 0 | 112 | 0 | 0 | No | Yes | No | **100%** | Open | Florence |
| **Cambridge Court Apts** | 2003 | 64 | 0 | 0 | NA | NA | 0 | No | No | No | **97%** | Open | Florence |
| **Charles Pointe Apts** | 2001 | 168 | 0 | 78 | 78 | 12 | 0 | No | Yes | No | **95%** | Open | Florence |
| **Coit Village** | 2008 | 60 | 0 | 0 | 36 | 24 | 0 | No | Yes | No | **100%** | Open | Florence |
| **Columns at Millstone** | 2007 | 60 | 0 | 0 | 60 | 0 | 0 | No | Yes | No | **97%** | Open | Florence |
| **Huntington Place Apts** | 1988 | 56 | 0 | 0 | 56 | 0 | 0 | No | Yes | No | **95%** | Open | Florence |
| **Lakota Crossing Apts** | 2004 | 72 | 0 | 4 | 38 | 30 | 0 | No | Yes | No | **100%** | Open | Florence |
| **Magnolia Court Apts** | 2001 | 24 | 0 | 0 | 24 | 0 | 0 | No | Yes | No | **100%** | Open | Florence |
| **McGowan Commons** | 2012 | 36 | 0 | 0 | 14 | 22 | 0 | No | No | No | **97%** | Open | Florence |
| **Mt. Zion I/II Apts** | 1985 | 108 | 0 | 12 | 36 | 36 | 24 | No | Yes | No | **99%** | Open | Florence |
| **Palmetto Station Apts** | 2014 | 48 | 0 | 0 | 24 | 24 | 0 | No | Yes | No | **100%** | Open | Florence |
| **Sedgefield Apartment Homes** | 1976 | 272 | 0 | NA | NA | NA | 0 | No | No | No | **100%** | Open | Florence |
| **Stonehenge Apts** | 2018 | 88 | 0 | 0 | 88 | 0 | 0 | No | Yes | No | **99%** | Open | Florence |
| **The Reserve at Mill Creek** | 2008 | 268 | 0 | 122 | 122 | 24 | 0 | No | No | No | **98%** | Open | Florence |
| **Village Creek Apts** | 1981 | 96 | 0 | 32 | 56 | 8 | 0 | No | Yes | No | **100%** | Open | Florence |
| **Woodlake Apts** | 2011 | 120 | 0 | 0 | 108 | 12 | 0 | No | No | No | **92%** | Open | Florence |
| **Wyndham Place Apts** | 1999 | 48 | 0 | 0 | 48 | 0 | 0 | No | Yes | No | **85%** | Open | Florence |
| **Totals and Averages** | **2002** | **1,884** | **0** | **284** | **994** | **246** | **24** | | | | **97.7%** | | |
| ***Unit Distribution*** | | | **0%** | **18%** | **64%** | **16%** | **2%** | | | | | | |
| **SUBJECT PROJECT** | | | | | | | | | | | | | |
| **THE BELMONT APTS** | **2021** | **40** | **0** | **0** | **16** | **24** | **0** | **No** | **Yes** | **No** | | **Open** | **Florence** |

Note: Shaded Properties are LIHTC

## Table 20: Rental Housing Summary- Overall

| Project Name | Year Built/ Rehab | Total Units | Studio/ Eff. | 1 BR | 2 BR | 3 BR | 4 BR | Heat Incl. | W/S Incl. | Elect. Incl. | Occup. Rate | Type | Location |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Totals and Averages** | 2002 | 1,884 | 0 | 284 | 994 | 246 | 24 | | | | 97.7% | | |
| *Unit Distribution* | | | 0% | 18% | 64% | 16% | 2% | | | | | | |
| **SUBJECT PROJECT** | | | | | | | | | | | | | |
| THE BELMONT APTS | 2021 | 40 | 0 | 0 | 16 | 24 | 0 | No | Yes | No | | Open | Florence |

**SUMMARY**

| | Number of Dev. | Year Built/ Rehab | Total Units | Studio/ Eff. | 1BR | 2BR | 3BR | 4BR | Average Occup. |
|---|---|---|---|---|---|---|---|---|---|
| Total Developments | 19 | 2002 | 1,884 | 0 | 284 | 994 | 246 | 24 | 97.7% |
| Market Rate Only | 11 | 2001 | 1,348 | 0 | 236 | 768 | 72 | 0 | 97.1% |
| LIHTC Only | 6 | 2010 | 332 | 0 | 4 | 134 | 130 | 0 | 99.1% |
| Subsidized Only | 2 | 1983 | 204 | 0 | 44 | 92 | 44 | 24 | 99.5% |

## Table 21: Rent Range for 1 & 2 Bedrooms - Overall

| Project Name | Program | PBRA Units | 1BR Rent LOW | 1BR Rent HIGH | 1BR Square Feet LOW | 1BR Square Feet HIGH | Rent per Square Foot Range | | 2BR Rent LOW | 2BR Rent HIGH | 2BR Square Feet LOW | 2BR Square Feet HIGH | Rent per Square Foot Range | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Attwood Pointe Apts** | LIHTC | 0 | | | | | | | $500 | $575 | 1,200 | | $0.42 | $0.48 |
| **Bentree Apts** | Market | 0 | $669 | $769 | 650 | | $1.03 | $1.18 | $705 | $799 | 860 | | $0.82 | $0.93 |
| **Cambridge Apts** | Market | 0 | | | | | | | $700 | $750 | 1,034 | | $0.68 | $0.73 |
| **Cambridge Court Apts** | LIHTC | 0 | | | | | | | $475 | $601 | 900 | | $0.53 | $0.67 |
| **Charles Pointe Apts** | Market | 0 | $795 | | 700 | | $1.14 | $1.14 | $895 | | 1,100 | | $0.81 | $0.81 |
| **Coit Village** | LIHTC | 0 | | | | | | | $560 | $625 | 950 | | $0.59 | $0.66 |
| **Columns at Millstone** | Market | 0 | | | | | | | $800 | $850 | 1,100 | | $0.73 | $0.77 |
| **Huntington Place Apts** | Market | 0 | | | | | | | $695 | $750 | 1,000 | | $0.70 | $0.75 |
| **Lakota Crossing Apts** | LIHTC | 0 | $447 | | 738 | | $0.61 | $0.61 | $534 | $580 | 936 | | $0.57 | $0.62 |
| **Magnolia Court Apts** | Market | 0 | | | | | | | $625 | $690 | 1,050 | 1,250 | $0.50 | $0.66 |
| **McGowan Commons** | LIHTC/BOI | 8 | | | | | | | $465 | | 954 | | $0.49 | $0.49 |
| **Mt. Zion I/II Apts** | BOI-HUD | 101 | | | 750 | | | | | | 850 | | | |
| **Palmetto Station Apts** | LIHTC | 0 | | | | | | | $534 | $660 | 1,074 | | $0.50 | $0.61 |
| **Sedgefield Apartment Homes** | Market | 0 | $625 | $655 | 650 | 900 | $0.69 | $1.01 | $670 | $875 | 900 | 1,125 | $0.60 | $0.97 |
| **Stonehenge Apts** | Market | 0 | | | | | | | $775 | | 900 | | $0.86 | $0.86 |
| **The Reserve at Mill Creek** | Market | 0 | $980 | $1,080 | 783 | 965 | $1.02 | $1.38 | $1,230 | | 1,130 | | $1.09 | $1.09 |
| **Village Creek Apts** | BOI-HUD | 96 | | | 646 | | | | | | 887 | | | |
| **Woodlake Apts** | Market | 0 | | | | | | | $875 | $950 | 1,040 | | $0.84 | $0.91 |
| **Wyndham Place Apts** | Market | 0 | | | | | | | $525 | | 800 | | $0.66 | $0.66 |
| **Totals and Averages** | | **205** | | **$753** | | **754** | | **$1.00** | | **$699** | | **1,002** | | **$0.70** |
| **SUBJECT PROPERTY** | | | | | | | | | | | | | | |
| **THE BELMONT APTS** | **LIHTC** | **0** | | **NA** | | **NA** | | **NA** | **$516** | **$613** | **1,004** | **1,004** | **$0.51** | **$0.61** |
| **SUMMARY** | | | | | | | | | | | | | | |
| **Overall** | | | | **$753** | | **754** | | **$1.00** | | **$699** | | **1,002** | | **$0.70** |
| **Market Rate Only** | | | | **$796** | | **775** | | **$1.03** | | **$787** | | **1,022** | | **$0.77** |
| **LIHTC Only** | | | | **$447** | | **738** | | **$0.61** | | **$555** | | **1,002** | | **$0.55** |
| **Subsidized Only** | | | | **NA** | | **698** | | **NA** | | **NA** | | **869** | | **NA** |

Note: Shaded Properties are LIHTC

## Table 22: Rent Range for 3 & 4 Bedrooms - Overall

| Project Name | Program | 3BR Rent LOW | 3BR Rent HIGH | 3BR Square Feet LOW | 3BR Square Feet HIGH | Rent per Square Foot Range | | 4BR Rent LOW | 4BR Rent HIGH | 4BR Square Feet LOW | 4BR Square Feet HIGH | Rent per Square Foot Range | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Attwood Pointe Apts** | LIHTC | $555 | $680 | 1,350 | | $0.41 | $0.50 | | | | | | |
| **Bentree Apts** | Market | $850 | $950 | 1,100 | | $0.77 | $0.86 | | | | | | |
| **Cambridge Apts** | Market | | | | | | | | | | | | |
| **Cambridge Court Apts** | LIHTC | $541 | $686 | 1,000 | | $0.54 | $0.69 | | | | | | |
| **Charles Pointe Apts** | Market | $1,095 | | 1,230 | | $0.89 | $0.89 | | | | | | |
| **Coit Village** | LIHTC | $625 | $700 | 1,120 | | $0.56 | $0.63 | | | | | | |
| **Columns at Millstone** | Market | | | | | | | | | | | | |
| **Huntington Place Apts** | Market | | | | | | | | | | | | |
| **Lakota Crossing Apts** | LIHTC | $605 | $690 | 1,116 | | $0.54 | $0.62 | | | | | | |
| **Magnolia Court Apts** | Market | | | | | | | | | | | | |
| **McGowan Commons** | LIHTC/BOI | $525 | | 1,240 | | $0.42 | $0.42 | | | | | | |
| **Mt. Zion I/II Apts** | BOI-HUD | | | 960 | | | | | | 1,100 | | | |
| **Palmetto Station Apts** | LIHTC | $605 | $750 | 1,235 | | $0.49 | $0.61 | | | | | | |
| **Sedgefield Apartment Homes** | Market | $805 | $845 | 1,086 | 1,350 | $0.60 | $0.78 | | | | | | |
| **Stonehenge Apts** | Market | | | | | | | | | | | | |
| **The Reserve at Mill Creek** | Market | $1,450 | | 1,285 | | $1.13 | $1.13 | | | | | | |
| **Village Creek Apts** | BOI-HUD | | | 1,048 | | | | | | | | | |
| **Woodlake Apts** | Market | $1,050 | $1,125 | 1,222 | | $0.86 | $0.92 | | | | | | |
| **Wyndham Place Apts** | Market | | | | | | | | | | | | |
| **Totals and Averages** | | | **$796** | | **1,167** | | **$0.68** | | **NA** | | **1,100** | | **NA** |
| **SUBJECT PROPERTY** | | | | | | | | | | | | | |
| **THE BELMONT APTS** | **LIHTC** | **$616** | **$732** | **1,178** | **1,178** | **$0.52** | **$0.62** | | **NA** | | **NA** | | **NA** |
| **SUMMARY** | | | | | | | | | | | | | |
| **Overall** | | | **$796** | | **1,167** | | **$0.68** | | **NA** | | **1,100** | | **NA** |
| **Market Rate Only** | | | **$1,021** | | **1,212** | | **$0.84** | | **NA** | | **NA** | | **NA** |
| **LIHTC Only** | | | **$633** | | **1,177** | | **$0.54** | | **NA** | | **NA** | | **NA** |
| **Subsidized Only** | | | **NA** | | **1,004** | | **NA** | | **NA** | | **1,100** | | **NA** |

Note: Shaded Properties are LIHTC

## Table 23a: Project Amenities - Overall

| Project Name | Heat Type | Central Air | Wall A/C | Garbage Disposal | Dish Washer | Microwave | Ceiling Fan | Walk-in Closet | Mini Blinds | Patio/ Balcony | Club/ Comm. Room | Computer Center | Exercise Room |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Attwood Pointe Apts** | ELE | Yes | No | No | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | No |
| **Bentree Apts** | Gas | Yes | No | Yes | Yes | No | No | Yes | Yes | Yes | Yes | No | No |
| **Cambridge Apts** | ELE | Yes | No | Yes | Yes | Some | Yes | Yes | Yes | Some | No | No | No |
| **Cambridge Court Apts** | ELE | Yes | No | Yes | Yes | No | Yes | Yes | Yes | Yes | No | No | No |
| **Charles Pointe Apts** | ELE | Yes | No | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | No | Yes |
| **Coit Village** | ELE | Yes | No | No | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | No |
| **Columns at Millstone** | ELE | Yes | No | Yes | Yes | Yes | Yes | Yes | Yes | Yes | No | No | No |
| **Huntington Place Apts** | ELE | Yes | No | Yes | Yes | Yes | Yes | Yes | Yes | Yes | No | No | No |
| **Lakota Crossing Apts** | ELE | Yes | No | No | Yes | No | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| **Magnolia Court Apts** | ELE | Yes | No | Yes | Yes | Yes | Yes | Yes | Yes | Yes | No | No | No |
| **McGowan Commons** | ELE | Yes | No | Yes | Yes | No | No | No | Yes | Yes | Yes | Yes | No |
| **Mt. Zion I/II Apts** | ELE | Yes | No | Yes | No | No | No | No | Yes | No | Yes | Yes | Yes |
| **Palmetto Station Apts** | ELE | Yes | No | Yes | Yes | Yes | Yes | Yes | Yes | No | Yes | Yes | No |
| **Sedgefield Apartment Homes** | ELE | Yes | No | Yes | Yes | No | No | Yes | Yes | Yes | No | No | No |
| **Stonehenge Apts** | ELE | Yes | No | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | No | No |
| **The Reserve at Mill Creek** | ELE | Yes | No | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| **Village Creek Apts** | ELE | Yes | No | Some | No | No | No | Yes | Yes | No | No | No | No |
| **Woodlake Apts** | ELE | Yes | No | Yes | Yes | Yes | Yes | Yes | Yes | Yes | No | No | Yes |
| **Wyndham Place Apts** | ELE | Yes | No | No | Yes | No | No | No | Yes | No | Yes | No | No |
| **Totals and Averages** | **--** | **100%** | **0%** | **79%** | **89%** | **58%** | **68%** | **84%** | **100%** | **79%** | **58%** | **37%** | **26%** |
| **SUBJECT PROJECT** | | | | | | | | | | | | | |
| **THE BELMONT APTS** | **ELE** | **Yes** | **No** | **No** | **Yes** | **Yes** | **Yes** | **Yes** | **Yes** | **Yes** | **Yes** | **Yes** | **No** |
| **SUMMARY** | | | | | | | | | | | | | |
| **Overall** | **--** | **100%** | **0%** | **79%** | **89%** | **58%** | **68%** | **84%** | **100%** | **79%** | **58%** | **37%** | **26%** |
| **Market Rate Only** | **--** | **100%** | **0%** | **91%** | **100%** | **73%** | **73%** | **91%** | **100%** | **91%** | **45%** | **9%** | **27%** |
| **LIHTC Only** | **--** | **100%** | **0%** | **50%** | **100%** | **50%** | **83%** | **83%** | **100%** | **83%** | **83%** | **83%** | **17%** |
| **Subsidized Only** | **--** | **100%** | **0%** | **100%** | **0%** | **0%** | **0%** | **50%** | **100%** | **0%** | **50%** | **50%** | **50%** |

Note: Shaded Properties are LIHTC

## Table 23b: Project Amenities - Overall

| Project Name | Pool | Playground | Gazebo | Exterior Storage | Sports Courts | On-Site Mgt | Security Gate | Security Intercom | Coin Op Laundry | Laundry Hookup | In-unit Laundry | Carport | Garage |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Attwood Pointe Apts** | No | Yes | No | No | No | Yes | No | No | Yes | Yes | No | No | No |
| **Bentree Apts** | Yes | Yes | No | No | No | Yes | No | No | Yes | Yes | No | No | No |
| **Cambridge Apts** | Yes | No | No | No | No | Yes | No | Yes | Yes | No | No | No | No |
| **Cambridge Court Apts** | No | Yes | No | Yes | No | Yes | No | No | No | Yes | No | No | No |
| **Charles Pointe Apts** | Yes | Yes | No | Yes | Yes | Yes | No | No | No | Yes | No | No | Yes |
| **Coit Village** | No | Yes | Yes | No | No | Yes | No | No | Yes | Yes | No | No | No |
| **Columns at Millstone** | No | No | No | No | No | No | No | No | No | Yes | No | No | No |
| **Huntington Place Apts** | Yes | No | No | No | No | Yes | No | No | No | Yes | No | No | No |
| **Lakota Crossing Apts** | No | Yes | No | No | No | Yes | No | No | Yes | Yes | No | No | No |
| **Magnolia Court Apts** | No | No | No | No | No | No | No | No | No | Yes | No | No | No |
| **McGowan Commons** | No | Yes | Yes | Yes | No | Yes | No | No | Yes | Yes | No | No | No |
| **Mt. Zion I/II Apts** | No | Yes | No | No | No | Yes | Yes | Yes | Yes | No | No | No | No |
| **Palmetto Station Apts** | No | Yes | Yes | No | No | Yes | No | Yes | Yes | Yes | No | No | No |
| **Sedgefield Apartment Homes** | Yes | Yes | No | Yes | Yes | Yes | No | No | Yes | Yes | No | No | No |
| **Stonehenge Apts** | Yes | No | No | Yes | No | No | No | Yes | No | Yes | No | No | Yes |
| **The Reserve at Mill Creek** | Yes | Yes | No | Yes | No | Yes | Yes | Yes | Yes | Yes | No | No | Yes |
| **Village Creek Apts** | No | Yes | No | No | No | Yes | No | No | Yes | No | No | No | No |
| **Woodlake Apts** | Yes | No | No | No | No | No | Yes | No | No | Yes | No | No | No |
| **Wyndham Place Apts** | No | Yes | No | No | No | No | No | No | Yes | No | No | No | No |
| **Totals and Averages** | **42%** | **68%** | **16%** | **32%** | **11%** | **74%** | **16%** | **26%** | **63%** | **79%** | **0%** | **0%** | **16%** |
| **SUBJECT PROJECT** | | | | | | | | | | | | | |
| **THE BELMONT APTS** | **No** | **Yes** | **Yes** | **No** | **No** | **Yes** | **No** | **Camera** | **Yes** | **Yes** | **No** | **No** | **No** |
| **SUMMARY** | | | | | | | | | | | | | |
| **Overall** | **42%** | **68%** | **16%** | **32%** | **11%** | **74%** | **16%** | **26%** | **63%** | **79%** | **0%** | **0%** | **16%** |
| **Market Rate Only** | **73%** | **45%** | **0%** | **36%** | **18%** | **55%** | **18%** | **27%** | **45%** | **82%** | **0%** | **0%** | **27%** |
| **LIHTC Only** | **0%** | **100%** | **50%** | **33%** | **0%** | **100%** | **0%** | **17%** | **83%** | **100%** | **0%** | **0%** | **0%** |
| **Subsidized Only** | **0%** | **100%** | **0%** | **0%** | **0%** | **100%** | **50%** | **50%** | **100%** | **0%** | **0%** | **0%** | **0%** |

Note: Shaded Properties are LIHTC

## Table 24: Other Information - Overall

| Project Name | Address | City | Telephone Number | Contact | On-Site Mgt | Waiting List | Concessions/Other | Survey Date |
|---|---|---|---|---|---|---|---|---|
| **Attwood Pointe Apts** | 151 W. Attwood Ave. | Florence | (843) 259-4194 | Keebie | Yes | 300 Names | None/Leased in 2 months | 13-Feb-19 |
| **Bentree Apts** | 200 Bentree Lane | Florence | (843) 669-5399 | Kristen | Yes | No | 5% for preferred apps | 14-Jan-19 |
| **Cambridge Apts** | 3703 Southborough Rd | Florence | (843) 667-8439 | Lance | Yes | No | None | 14-Jan-19 |
| **Cambridge Court Apts** | 550 W. Darlington Street | Florence | (843) 413-0586 | Jared | Yes | 300+ Names | None | 14-Jan-19 |
| **Charles Pointe Apts** | 201 West Millstone Road | Florence | (843) 413-0382 | Leslie | Yes | No | None | 14-Jan-19 |
| **Coit Village** | 230 North Coit Street | Florence | (843) 662-7008 | Chrystal | Yes | 6 Months | None | 24-Jan-19 |
| **Columns at Millstone** | 155 1/2 Millstone Road | Florence | (843) 667-4900 | Danielle | No | No | 1st Month free | 14-Jan-19 |
| **Huntington Place Apts** | 1520 Heritage Ln | Florence | (843) 799-5209 | Tammy | Yes | No | None | 14-Jan-19 |
| **Lakota Crossing Apts** | 1741 Lakota Drive | Florence | (843) 664-9030 | Mindy | Yes | 80 Names | None | 12-Feb-19 |
| **Magnolia Court Apts** | 409 Jefferies Lane | Florence | (843) 679-0950 | Heather | No | No | None | 11-Jan-19 |
| **McGowan Commons** | 709 Mechanics Street | Florence | (843) 317-6736 | Verlie | Yes | 12 Names | None | 11-Feb-19 |
| **Mt. Zion I/II Apts** | 619 Ervin Court | Florence | (843) 669-1571 | Gavietta | Yes | 300+ Names | None | 11-Jan-19 |
| **Palmetto Station Apts** | 2300 Freedom Blvd | Florence | (843) 407-5031 | Kim | Yes | 100+ Names | None | 14-Jan-19 |
| **Sedgefield Apartment Homes** | 1300 Valparaiso Drive | Florence | (843) 667-6063 | Tina | Yes | 15 Names | None | 18-Jan-19 |
| **Stonehenge Apts** | 2210 West Jody Road | Florence | (843) 407-6043 | Alice | No | No | None | 11-Jan-19 |
| **The Reserve at Mill Creek** | 2350 Freedom Boulevard | Florence | (833) 200-1761 | Joanie | Yes | No | 1st Month free for 1BR | 14-Jan-19 |
| **Village Creek Apts** | 2212 Pamplico Hwy | Florence | (843) 667-1806 | Danae | Yes | 200 Names | None | 14-Jan-19 |
| **Woodlake Apts** | 1347 Jefferson Drive | Florence | (843) 491-4345 | Danielle | No | No | None | 11-Jan-19 |
| **Wyndham Place Apts** | 307 Harrell Street | Florence | (843) 669-6619 | Sheneta | No | No | No longer LIHTC | 25-Feb-19 |

Note: Shaded Properties are LIHTC

## Table 25: Rental Housing Survey – Comparable

| Project Name | Year Built/ Rehab | Total Units | Studio/ Eff. | 1 BR | 2 BR | 3 BR | 4 BR | Heat Incl. | W/S Incl. | Elect. Incl. | Occup. Rate | Type | Location |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Attwood Pointe Apts** | 2018 | 52 | 0 | 0 | 22 | 30 | 0 | No | Yes | No | **100%** | Open | Florence |
| **Cambridge Court Apts** | 2003 | 64 | 0 | 0 | NA | NA | 0 | No | No | No | **97%** | Open | Florence |
| **Coit Village** | 2008 | 60 | 0 | 0 | 36 | 24 | 0 | No | Yes | No | **100%** | Open | Florence |
| **Lakota Crossing Apts** | 2004 | 72 | 0 | 4 | 38 | 30 | 0 | No | Yes | No | **100%** | Open | Florence |
| **McGowan Commons** | 2012 | 36 | 0 | 0 | 14 | 22 | 0 | No | No | No | **97%** | Open | Florence |
| **Palmetto Station Apts** | 2014 | 48 | 0 | 0 | 24 | 24 | 0 | No | Yes | No | **100%** | Open | Florence |
| **Totals and Averages** | **2010** | **332** | **0** | **4** | **134** | **130** | **0** | | | | **99.1%** | | |
| ***Unit Distribution*** | | | **0%** | **1%** | **50%** | **49%** | **0%** | | | | | | |
| **SUBJECT PROJECT** | | | | | | | | | | | | | |
| **THE BELMONT APTS** | **2021** | **40** | **0** | **0** | **16** | **24** | **0** | **No** | **Yes** | **No** | | **Open** | **Florence** |

## Table 26: Rent Range for 1 & 2 Bedrooms – Comparable

| Project Name | Program | PBRA Units | 1BR Rent LOW | 1BR Rent HIGH | 1BR Square Feet LOW | 1BR Square Feet HIGH | Rent per Square Foot Range | | 2BR Rent LOW | 2BR Rent HIGH | 2BR Square Feet LOW | 2BR Square Feet HIGH | Rent per Square Foot Range | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Attwood Pointe Apts** | LIHTC | 0 | | | | | | | $500 | $575 | 1,200 | | $0.42 | $0.48 |
| **Cambridge Court Apts** | LIHTC | 0 | | | | | | | $475 | $601 | 900 | | $0.53 | $0.67 |
| **Coit Village** | LIHTC | 0 | | | | | | | $560 | $625 | 950 | | $0.59 | $0.66 |
| **Lakota Crossing Apts** | LIHTC | 0 | $447 | | 738 | | $0.61 | $0.61 | $534 | $580 | 936 | | $0.57 | $0.62 |
| **McGowan Commons** | LIHTC/BOI | 8 | | | | | | | $465 | | 954 | | $0.49 | $0.49 |
| **Palmetto Station Apts** | LIHTC | 0 | | | | | | | $534 | $660 | 1,074 | | $0.50 | $0.61 |
| **Totals and Averages** | | **8** | | **$447** | | **738** | | **$0.61** | | **$555** | | **1,002** | | **$0.55** |
| **SUBJECT PROPERTY** | | | | | | | | | | | | | | |
| **THE BELMONT APTS** | **LIHTC** | **0** | | **NA** | | **NA** | | **NA** | **$516** | **$613** | **1,004** | **1,004** | **$0.51** | **$0.61** |

## Table 27: Rent Range for 3 & 4 Bedrooms – Comparable

| Project Name | Program | 3BR Rent LOW | 3BR Rent HIGH | 3BR Square Feet LOW | 3BR Square Feet HIGH | Rent per Square Foot Range | | 4BR Rent LOW | 4BR Rent HIGH | 4BR Square Feet LOW | 4BR Square Feet HIGH | Rent per Square Foot Range | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Attwood Pointe Apts** | LIHTC | $555 | $680 | 1,350 | | $0.41 | $0.50 | | | | | | |
| **Cambridge Court Apts** | LIHTC | $541 | $686 | 1,000 | | $0.54 | $0.69 | | | | | | |
| **Coit Village** | LIHTC | $625 | $700 | 1,120 | | $0.56 | $0.63 | | | | | | |
| **Lakota Crossing Apts** | LIHTC | $605 | $690 | 1,116 | | $0.54 | $0.62 | | | | | | |
| **McGowan Commons** | LIHTC/BOI | $525 | | 1,240 | | $0.42 | $0.42 | | | | | | |
| **Palmetto Station Apts** | LIHTC | $605 | $750 | 1,235 | | $0.49 | $0.61 | | | | | | |
| **Totals and Averages** | | | **$633** | | **1,177** | | **$0.54** | | **NA** | | **NA** | | **NA** |
| **SUBJECT PROPERTY** | | | | | | | | | | | | | |
| **THE BELMONT APTS** | **LIHTC** | **$616** | **$732** | **1,178** | **1,178** | **$0.52** | **$0.62** | | **NA** | | **NA** | | **NA** |

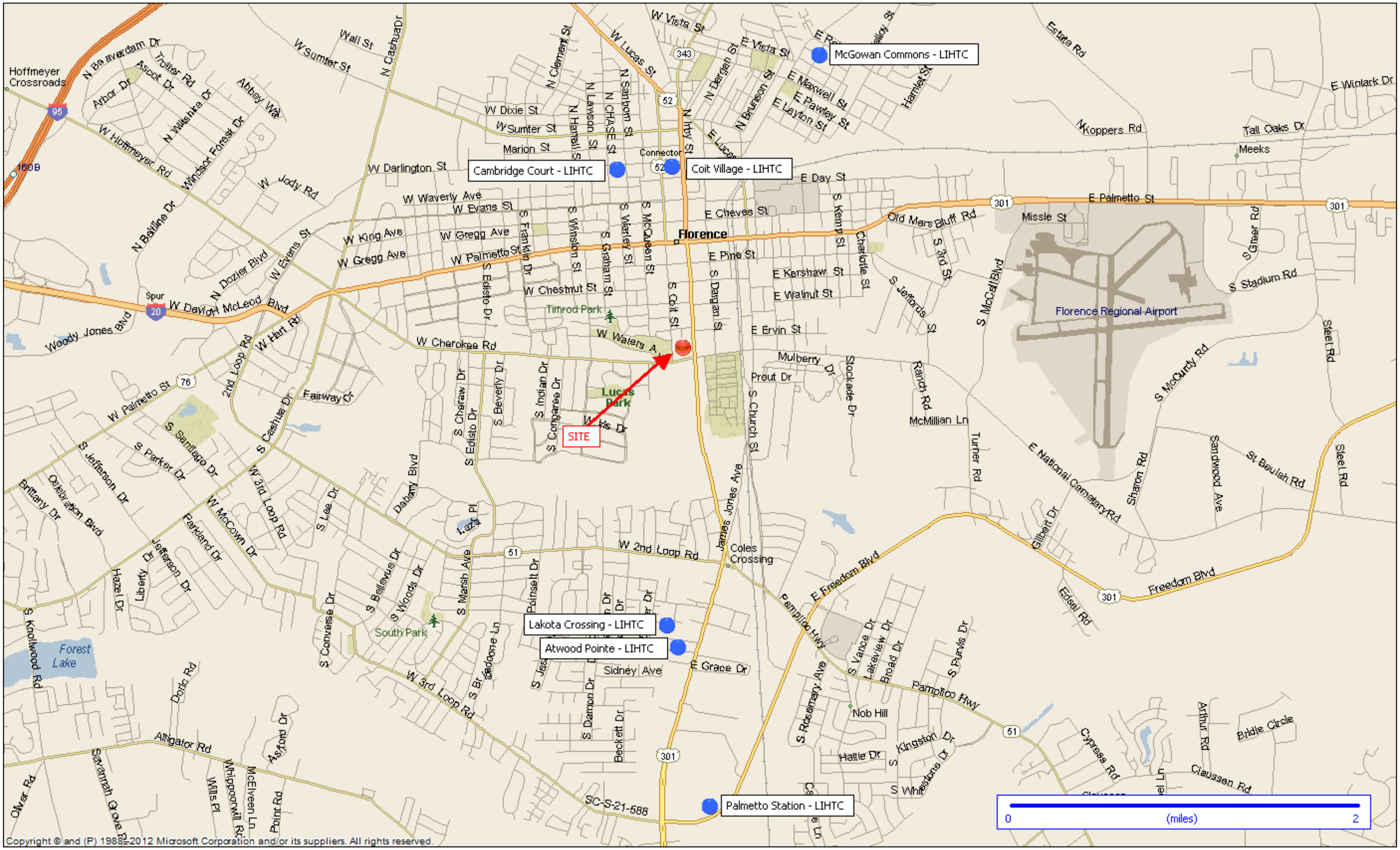
## Table 28a: Project Amenities – Comparable

| Project Name | Heat Type | Central Air | Wall A/C | Garbage Disposal | Dish Washer | Microwave | Ceiling Fan | Walk-in Closet | Mini Blinds | Patio/ Balcony | Club/ Comm. Room | Computer Center | Exercise Room |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Attwood Pointe Apts** | ELE | Yes | No | No | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | No |
| **Cambridge Court Apts** | ELE | Yes | No | Yes | Yes | No | Yes | Yes | Yes | Yes | No | No | No |
| **Coit Village** | ELE | Yes | No | No | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | No |
| **Lakota Crossing Apts** | ELE | Yes | No | No | Yes | No | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| **McGowan Commons** | ELE | Yes | No | Yes | Yes | No | No | No | Yes | Yes | Yes | Yes | No |
| **Palmetto Station Apts** | ELE | Yes | No | Yes | Yes | Yes | Yes | Yes | Yes | No | Yes | Yes | No |
| **Totals and Averages** | -- | **100%** | **0%** | **50%** | **100%** | **50%** | **83%** | **83%** | **100%** | **83%** | **83%** | **83%** | **17%** |
| **SUBJECT PROJECT** | | | | | | | | | | | | | |
| **THE BELMONT APTS** | **ELE** | **Yes** | **No** | **No** | **Yes** | **Yes** | **Yes** | **Yes** | **Yes** | **Yes** | **Yes** | **Yes** | **No** |

## Table 28b: Project Amenities – Comparable

| Project Name | Pool | Playground | Gazebo | Exterior Storage | Sports Courts | On-Site Mgt | Security Gate | Security Intercom | Coin Op Laundry | Laundry Hookup | In-unit Laundry | Carport | Garage |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Attwood Pointe Apts** | No | Yes | No | No | No | Yes | No | No | Yes | Yes | No | No | No |
| **Cambridge Court Apts** | No | Yes | No | Yes | No | Yes | No | No | No | Yes | No | No | No |
| **Coit Village** | No | Yes | Yes | No | No | Yes | No | No | Yes | Yes | No | No | No |
| **Lakota Crossing Apts** | No | Yes | No | No | No | Yes | No | No | Yes | Yes | No | No | No |
| **McGowan Commons** | No | Yes | Yes | Yes | No | Yes | No | No | Yes | Yes | No | No | No |
| **Palmetto Station Apts** | No | Yes | Yes | No | No | Yes | No | Yes | Yes | Yes | No | No | No |
| **Totals and Averages** | **0%** | **100%** | **50%** | **33%** | **0%** | **100%** | **0%** | **17%** | **83%** | **100%** | **0%** | **0%** | **0%** |
| **SUBJECT PROJECT** | | | | | | | | | | | | | |
| **THE BELMONT APTS** | **No** | **Yes** | **Yes** | **No** | **No** | **Yes** | **No** | **Camera** | **Yes** | **Yes** | **No** | **No** | **No** |

## Map 11: Family LIHTC Rental Developments – Florence, SC



## COMPARABLE PROJECT INFORMATION

**Project Name:** Attwood Pointe Apts
**Address:** 151 W. Attwood Ave.
**City:** Florence
**State:** SC **Zip Code:** 29505

**Phone Number:** (843) 259-4194
**Contact Name:** Keebie
**Contact Date:** 02/13/19
**Current Occup:** 100.0%

### DEVELOPMENT CHARACTERISTICS

| | | | |
|---|---|---|---|
| **Total Units:** | 52 | **Year Built:** | 2018 |
| **Project Type:** | Open | **Floors:** | 2 |
| **Program:** | LIHTC | **Accept Vouchers:** | Yes |
| **PBRA Units*:** | 0 | **Voucher #:** | 13 |

* Including Section 8, Rental Assistance, and any other Project-Based Subsidy

### UNIT CONFIGURATION/RENTAL RATES

| BR | Bath | Target | Type | # Units | Square Feet Low | Square Feet High | Contract Rent Low | Contract Rent High | Vacant | Occup. Rate | Wait List |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **TOTAL 2-BEDROOM UNITS** | | | | **22** | | | | | **0** | **100.0%** | |
| 2 | 2.0 | 50 | Apt | 6 | 1,200 | | $500 | | 0 | 100.0% | Yes |
| 2 | 2.0 | 60 | Apt | 16 | 1,200 | | $575 | | 0 | 100.0% | Yes |
| **TOTAL 3-BEDROOM UNITS** | | | | **30** | | | | | **0** | **100.0%** | |
| 3 | 2.0 | 50 | Apt | 5 | 1,350 | | $555 | | 0 | 100.0% | Yes |
| 3 | 2.0 | 60 | Apt | 25 | 1,350 | | $680 | | 0 | 100.0% | Yes |
| **TOTAL DEVELOPMENT** | | | | **52** | | | | | **0** | **100.0%** | **300+ Names** |

### AMENITIES

| Unit Amenities | | Development Amenities | | Laundry Type | |
|---|---|---|---|---|---|
| X | - Central A/C | X | - Clubhouse | X | - Coin-Operated Laundry |
| | - Wall A/C Unit | X | - Community Room | X | - In-Unit Hook-Up |
| | - Garbage Disposal | X | - Computer Center | | - In-Unit Washer/Dryer |
| X | - Dishwasher | | - Exercise/Fitness Room | | |
| X | - Microwave | X | - Community Kitchen | | **Parking Type** |
| X | - Ceiling Fan | | - Swimming Pool | X | - Surface Lot |
| X | - Walk-In Closet | X | - Playground | | - Carport $0 |
| X | - Mini-Blinds | | - Gazebo | | - Garage (att) $0 |
| | - Draperies | | - Elevator | | - Garage (det) $0 |
| X | - Patio/Balcony | | - Storage | | |
| | - Basement | | - Sports Courts | | **Utilities Included** |
| | - Fireplace | X | - On-Site Management | | - Heat ELE |
| | - High-Speed Internet | | - Security - Access Gate | | - Electricity |
| | | | - Security - Intercom | X | - Trash Removal |
| | | | | X | - Water/Sewer |

## COMPARABLE PROJECT INFORMATION

**Project Name:** Cambridge Court Apts
**Address:** 550 W. Darlington Street
**City:** Florence
**State:** SC **Zip Code:** 29501

**Phone Number:** (843) 413-0586
**Contact Name:** Jared
**Contact Date:** 01/14/19
**Current Occup:** 96.9%

### DEVELOPMENT CHARACTERISTICS

| | | | |
|---|---|---|---|
| **Total Units:** | 64 | **Year Built:** | 2003 |
| **Project Type:** | Open | **Floors:** | 2 and 3 |
| **Program:** | LIHTC | **Accept Vouchers:** | Yes |
| **PBRA Units*:** | 0 | **Voucher #:** | Enter |

* Including Section 8, Rental Assistance, and any other Project-Based Subsidy

### UNIT CONFIGURATION/RENTAL RATES

| BR | Bath | Target | Type | # Units | Square Feet Low | Square Feet High | Contract Rent Low | Contract Rent High | Vacant | Occup. Rate | Wait List |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **TOTAL 2-BEDROOM UNITS** | | | | **NA** | | | | | **0** | **NA** | |
| 2 | 2.0 | 50 | Apt | NA | 900 | | $475 | | 0 | NA | Yes |
| 2 | 2.0 | 60 | Apt | NA | 900 | | $601 | | 0 | NA | Yes |
| **TOTAL 3-BEDROOM UNITS** | | | | **NA** | | | | | **2** | **NA** | |
| 3 | 2.0 | 50 | Apt | NA | 1,000 | | $541 | | 1 | NA | Yes |
| 3 | 2.0 | 60 | Apt | NA | 1,000 | | $686 | | 1 | NA | Yes |
| **TOTAL DEVELOPMENT** | | | | **64** | | | | | **2** | **96.9%** | **300+ Names** |

### AMENITIES

**Unit Amenities**

| | |
|---|---|
| X | - Central A/C |
| | - Wall A/C Unit |
| X | - Garbage Disposal |
| X | - Dishwasher |
| | - Microwave |
| X | - Ceiling Fan |
| X | - Walk-In Closet |
| X | - Mini-Blinds |
| | - Draperies |
| X | - Patio/Balcony |
| | - Basement |
| | - Fireplace |
| | - High-Speed Internet |

**Development Amenities**

| | |
|---|---|
| | - Clubhouse |
| | - Community Room |
| | - Computer Center |
| | - Exercise/Fitness Room |
| | - Community Kitchen |
| | - Swimming Pool |
| X | - Playground |
| | - Gazebo |
| | - Elevator |
| X | - Storage |
| | - Sports Courts |
| X | - On-Site Management |
| | - Security - Access Gate |
| | - Security - Intercom |

**Laundry Type**

| | |
|---|---|
| | - Coin-Operated Laundry |
| X | - In-Unit Hook-Up |
| | - In-Unit Washer/Dryer |

**Parking Type**

| | | |
|---|---|---|
| X | - Surface Lot | |
| | - Carport | $0 |
| | - Garage (att) | $0 |
| | - Garage (det) | $0 |

**Utilities Included**

| | | |
|---|---|---|
| | - Heat | ELE |
| | - Electricity | |
| X | - Trash Removal | |
| | - Water/Sewer | |

## COMPARABLE PROJECT INFORMATION

**Project Name:** Coit Village
**Address:** 230 North Coit Street
**City:** Florence
**State:** SC **Zip Code:** 29501

**Phone Number:** (843) 662-7008
**Contact Name:** Chrystal
**Contact Date:** 01/24/19
**Current Occup:** 100.0%

## DEVELOPMENT CHARACTERISTICS

| | | | |
|---|---|---|---|
| **Total Units:** | 60 | **Year Built:** | 2008 |
| **Project Type:** | Open | **Floors:** | 3 |
| **Program:** | LIHTC | **Accept Vouchers:** | Yes |
| **PBRA Units*:** | 0 | **Voucher #:** | Enter |

* Including Section 8, Rental Assistance, and any other Project-Based Subsidy

## UNIT CONFIGURATION/RENTAL RATES

| BR | Bath | Target | Type | # Units | Square Feet Low | Square Feet High | Contract Rent Low | Contract Rent High | Vacant | Occup. Rate | Wait List |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **TOTAL 2-BEDROOM UNITS** | | | | **36** | | | | | **0** | **100.0%** | |
| 2 | 2.0 | 50 | Apt | 16 | 950 | | $560 | | 0 | 100.0% | Yes |
| 2 | 2.0 | 60 | Apt | 20 | 950 | | $625 | | 0 | 100.0% | Yes |
| **TOTAL 3-BEDROOM UNITS** | | | | **24** | | | | | **0** | **100.0%** | |
| 3 | 2.0 | 50 | Apt | 8 | 1,120 | | $625 | | 0 | 100.0% | Yes |
| 3 | 2.0 | 60 | Apt | 16 | 1,120 | | $700 | | 0 | 100.0% | Yes |
| **TOTAL DEVELOPMENT** | | | | **60** | | | | | **0** | **100.0%** | **6 Months** |

## AMENITIES

**Unit Amenities**

| | |
|---|---|
| X | - Central A/C |
| | - Wall A/C Unit |
| | - Garbage Disposal |
| X | - Dishwasher |
| X | - Microwave |
| X | - Ceiling Fan |
| X | - Walk-In Closet |
| X | - Mini-Blinds |
| | - Draperies |
| X | - Patio/Balcony |
| | - Basement |
| | - Fireplace |
| | - High-Speed Internet |

**Development Amenities**

| | |
|---|---|
| | - Clubhouse |
| X | - Community Room |
| X | - Computer Center |
| | - Exercise/Fitness Room |
| X | - Community Kitchen |
| | - Swimming Pool |
| X | - Playground |
| X | - Gazebo |
| | - Elevator |
| | - Storage |
| | - Sports Courts |
| X | - On-Site Management |
| | - Security - Access Gate |
| | - Security - Intercom |

**Laundry Type**

| | |
|---|---|
| X | - Coin-Operated Laundry |
| X | - In-Unit Hook-Up |
| | - In-Unit Washer/Dryer |

**Parking Type**

| | | |
|---|---|---|
| X | - Surface Lot | |
| | - Carport | $0 |
| | - Garage (att) | $0 |
| | - Garage (det) | $0 |

**Utilities Included**

| | | |
|---|---|---|
| | - Heat | ELE |
| | - Electricity | |
| X | - Trash Removal | |
| X | - Water/Sewer | |

## COMPARABLE PROJECT INFORMATION

**Project Name:** **Lakota Crossing Apts**
**Address:** 1741 Lakota Drive
**City:** Florence
**State:** SC **Zip Code:** 29505

**Phone Number:** (843) 664-9030
**Contact Name:** Mindy
**Contact Date:** 02/12/19
**Current Occup:** 100.0%

### DEVELOPMENT CHARACTERISTICS

| | | | |
|---|---|---|---|
| **Total Units:** | 72 | **Year Built:** | 2004 |
| **Project Type:** | Open | **Floors:** | 1 |
| **Program:** | LIHTC | **Accept Vouchers:** | Yes |
| **PBRA Units*:** | 0 | **Voucher #:** | NA |

* Including Section 8, Rental Assistance, and any other Project-Based Subsidy

### UNIT CONFIGURATION/RENTAL RATES

| BR | Bath | Target | Type | # Units | Square Feet Low | Square Feet High | Contract Rent Low | Contract Rent High | Vacant | Occup. Rate | Wait List |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **TOTAL 1-BEDROOM UNITS** | | | | **4** | | | | | **0** | **100.0%** | |
| 1 | 1.0 | 50 | Apt | 4 | 738 | | $447 | | 0 | 100.0% | Yes |
| **TOTAL 2-BEDROOM UNITS** | | | | **38** | | | | | **0** | **100.0%** | |
| 2 | 1.0 | 50 | Apt | 35 | 936 | | $534 | | 0 | 100.0% | Yes |
| 2 | 1.0 | 60 | Apt | 3 | 936 | | $580 | | 0 | 100.0% | Yes |
| **TOTAL 3-BEDROOM UNITS** | | | | **30** | | | | | **0** | **100.0%** | |
| 3 | 2.0 | 50 | Apt | 28 | 1,116 | | $605 | | 0 | 100.0% | Yes |
| 3 | 2.0 | 60 | Apt | 2 | 1,116 | | $690 | | 0 | 100.0% | Yes |
| **TOTAL DEVELOPMENT** | | | | **72** | | | | | **0** | **100.0%** | **80 Names** |

### AMENITIES

**Unit Amenities**

| | |
|---|---|
| X | - Central A/C |
| | - Wall A/C Unit |
| | - Garbage Disposal |
| X | - Dishwasher |
| | - Microwave |
| X | - Ceiling Fan |
| X | - Walk-In Closet |
| X | - Mini-Blinds |
| | - Draperies |
| X | - Patio/Balcony |
| | - Basement |
| | - Fireplace |
| | - High-Speed Internet |

**Development Amenities**

| | |
|---|---|
| | - Clubhouse |
| X | - Community Room |
| X | - Computer Center |
| X | - Exercise/Fitness Room |
| X | - Community Kitchen |
| | - Swimming Pool |
| X | - Playground |
| | - Gazebo |
| | - Elevator |
| | - Storage |
| | - Sports Courts |
| X | - On-Site Management |
| | - Security - Access Gate |
| | - Security - Intercom |

**Laundry Type**

| | |
|---|---|
| X | - Coin-Operated Laundry |
| X | - In-Unit Hook-Up |
| | - In-Unit Washer/Dryer |

**Parking Type**

| | | |
|---|---|---|
| X | - Surface Lot | |
| | - Carport | $0 |
| | - Garage (att) | $0 |
| | - Garage (det) | $0 |

**Utilities Included**

| | | |
|---|---|---|
| | - Heat | ELE |
| | - Electricity | |
| X | - Trash Removal | |
| X | - Water/Sewer | |

**COMPARABLE PROJECT INFORMATION**

| | | | |
|---|---|---|---|
| **Project Name:** | **McGowan Commons** | | |
| **Address:** | 709 Mechanics Street | | |
| **City:** | Florence | | |
| **State:** | SC | **Zip Code:** | 29501 |
| **Phone Number:** | (843) 317-6736 | | |
| **Contact Name:** | Verlie | | |
| **Contact Date:** | 02/11/19 | | |
| **Current Occup:** | 97.2% | | |

**DEVELOPMENT CHARACTERISTICS**

| | | | |
|---|---|---|---|
| **Total Units:** | 36 | **Year Built:** | 2012 |
| **Project Type:** | Open | **Floors:** | 2 |
| **Program:** | LIHTC/BOI | **Accept Vouchers:** | Yes |
| **PBRA Units*:** | 8 | **Voucher #:** | 14 |

* Including Section 8, Rental Assistance, and any other Project-Based Subsidy

**UNIT CONFIGURATION/RENTAL RATES**

| BR | Bath | Target | Type | # Units | Square Feet Low | Square Feet High | Contract Rent Low | Contract Rent High | Vacant | Occup. Rate | Wait List |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **TOTAL 2-BEDROOM UNITS** | | | | **14** | | | | | **0** | **100.0%** | |
| 2 | 2.0 | 50 | TH | 14 | 954 | | $465 | | 0 | 100.0% | Yes |
| **TOTAL 3-BEDROOM UNITS** | | | | **22** | | | | | **1** | **95.5%** | |
| 3 | 2.0 | 50 | TH | 22 | 1,240 | | $525 | | 1 | 95.5% | Yes |
| **TOTAL DEVELOPMENT** | | | | **36** | | | | | **1** | **97.2%** | **12 Names** |

**AMENITIES**

| Unit Amenities | | Development Amenities | | Laundry Type | |
|---|---|---|---|---|---|
| X | - Central A/C | X | - Clubhouse | X | - Coin-Operated Laundry |
| | - Wall A/C Unit | X | - Community Room | X | - In-Unit Hook-Up |
| X | - Garbage Disposal | X | - Computer Center | | - In-Unit Washer/Dryer |
| X | - Dishwasher | | - Exercise/Fitness Room | | |
| | - Microwave | | - Community Kitchen | | **Parking Type** |
| | - Ceiling Fan | | - Swimming Pool | X | - Surface Lot |
| | - Walk-In Closet | X | - Playground | | - Carport $0 |
| X | - Mini-Blinds | X | - Gazebo | | - Garage (att) $0 |
| | - Draperies | | - Elevator | | - Garage (det) $0 |
| X | - Patio/Balcony | X | - Storage | | |
| | - Basement | | - Sports Courts | | **Utilities Included** |
| | - Fireplace | X | - On-Site Management | | - Heat ELE |
| | - High-Speed Internet | | - Security - Access Gate | | - Electricity |
| | | | - Security - Intercom | X | - Trash Removal |
| | | | | | - Water/Sewer |

## COMPARABLE PROJECT INFORMATION

| | |
|---|---|
| **Project Name:** | **Palmetto Station Apts** |
| **Address:** | 2300 Freedom Blvd |
| **City:** | Florence |
| **State:** | SC |
| **Zip Code:** | 29505 |
| **Phone Number:** | (843) 407-5031 |
| **Contact Name:** | Kim |
| **Contact Date:** | 01/14/19 |
| **Current Occup:** | 100.0% |

## DEVELOPMENT CHARACTERISTICS

| | | | |
|---|---|---|---|
| **Total Units:** | 48 | **Year Built:** | 2014 |
| **Project Type:** | Open | **Floors:** | 2 |
| **Program:** | LIHTC | **Accept Vouchers:** | Yes |
| **PBRA Units*:** | 0 | **Voucher #:** | Enter |

* Including Section 8, Rental Assistance, and any other Project-Based Subsidy

## UNIT CONFIGURATION/RENTAL RATES

| BR | Bath | Target | Type | # Units | Square Feet Low | Square Feet High | Contract Rent Low | Contract Rent High | Vacant | Occup. Rate | Wait List |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **TOTAL 2-BEDROOM UNITS** | | | | **24** | | | | | **0** | **100.0%** | |
| 2 | 2.0 | 50 | Apt | 6 | | 1,074 | $534 | | 0 | 100.0% | Yes |
| 2 | 2.0 | 60 | Apt | 18 | | 1,074 | $660 | | 0 | 100.0% | Yes |
| **TOTAL 3-BEDROOM UNITS** | | | | **24** | | | | | **0** | **100.0%** | |
| 3 | 2.0 | 50 | Apt | 6 | | 1,235 | $605 | | 0 | 100.0% | Yes |
| 3 | 2.0 | 60 | Apt | 18 | | 1,235 | $750 | | 0 | 100.0% | Yes |
| **TOTAL DEVELOPMENT** | | | | **48** | | | | | **0** | **100.0%** | **100+ Names** |

## AMENITIES

**Unit Amenities**

| | |
|---|---|
| X | - Central A/C |
| | - Wall A/C Unit |
| X | - Garbage Disposal |
| X | - Dishwasher |
| X | - Microwave |
| X | - Ceiling Fan |
| X | - Walk-In Closet |
| X | - Mini-Blinds |
| | - Draperies |
| | - Patio/Balcony |
| | - Basement |
| | - Fireplace |
| | - High-Speed Internet |

**Development Amenities**

| | |
|---|---|
| | - Clubhouse |
| X | - Community Room |
| X | - Computer Center |
| | - Exercise/Fitness Room |
| X | - Community Kitchen |
| | - Swimming Pool |
| X | - Playground |
| X | - Gazebo |
| | - Elevator |
| | - Storage |
| | - Sports Courts |
| X | - On-Site Management |
| | - Security - Access Gate |
| X | - Security - Intercom |

**Laundry Type**

| | |
|---|---|
| X | - Coin-Operated Laundry |
| X | - In-Unit Hook-Up |
| | - In-Unit Washer/Dryer |

**Parking Type**

| | | |
|---|---|---|
| X | - Surface Lot | |
| | - Carport | $0 |
| | - Garage (att) | $0 |
| | - Garage (det) | $0 |

**Utilities Included**

| | | |
|---|---|---|
| | - Heat | ELE |
| | - Electricity | |
| X | - Trash Removal | |
| X | - Water/Sewer | |

## *6. Market Rent Calculations*

Estimated market rents are utilized to determine the approximate rental rates that can be achieved within the local PMA assuming no income restrictions. Based on existing market rate properties that can be considered as most comparable to the subject proposal (based on but not limited to location, target market, building type, and age), rental rates are adjusted according to specific factors as compared to the subject. Adjustment factors include design, location, and condition of the property, construction date, unit and site amenities, unit sizes, and utilities included.

Four properties were selected to determine the estimated market rate, based largely on construction date, location, and building type – these projects include Charles Pointe, Columns at Millstone, Bentree Apartments, and Woodlake Apartments. Using the Rent Comparability Grid on the following pages, the following is a summary of the estimated market rents by bedroom size along with the subject property's corresponding market advantage:

| | Proposed Net Rent | Estimated Market Rent | Market Advantage |
|---|---|---|---|
| **Two-Bedroom Units** | | | |
| 50% AMI | $516 | $928 | **44%** |
| 60% AMI | $613 | $928 | **34%** |
| **Three-Bedroom Units** | | | |
| 50% AMI | $616 | $1,139 | **46%** |
| 60% AMI | $732 | $1,139 | **36%** |

## *Rent Comparability Grid*

| *Subject Property* | | *Comp #1* | | *Comp #2* | | *Comp #3* | | *Comp #4* | |
|---|---|---|---|---|---|---|---|---|---|
| Project Name | | Charles Pointe Apts | | Columns at Millstone | | Bentree Apts | | Woodlake Apts | |
| Project City | **Subject** | Florence | | Florence | | Florence | | Florence | |
| Date Surveyed | **Data** | 1/14/19 | | 1/14/19 | | 1/14/19 | | 1/11/19 | |
| **A. Design, Location, Condition** | | **Data** | **$ Adj** | **Data** | **$ Adj** | **Data** | **$ Adj** | **Data** | **$ Adj** |
| **Structure Type** | **Apts** | | | | | | | | |
| **Yr. Built/Yr. Renovated** | **2021** | 2001 | $15 | 2007 | $11 | 2007 | $11 | 2011 | $8 |
| **Condition /Street Appeal** | **Good** | | | | | | | | |
| **B. Unit Amenities** | | **Data** | **$ Adj** | **Data** | **$ Adj** | **Data** | **$ Adj** | **Data** | **$ Adj** |
| **Central A/C** | **Yes** | Yes | | Yes | | Yes | | Yes | |
| **Garbage Disposal** | **No** | Yes | ($3) | Yes | ($3) | Yes | ($3) | Yes | ($3) |
| **Dishwasher** | **Yes** | Yes | | Yes | | Yes | | Yes | |
| **Microwave** | **Yes** | Yes | | Yes | | No | $3 | Yes | |
| **Walk-In Closet** | **Yes** | Yes | | Yes | | Yes | | Yes | |
| **Mini-Blinds** | **Yes** | Yes | | Yes | | Yes | | Yes | |
| **Patio/Balcony** | **Yes** | Yes | | Yes | | Yes | | Yes | |
| **Basement** | **No** | No | | No | | No | | No | |
| **Fireplace** | **No** | No | | No | | No | | No | |
| **C. Site Amenities** | | **Data** | **$ Adj** | **Data** | **$ Adj** | **Data** | **$ Adj** | **Data** | **$ Adj** |
| **Clubhouse** | **Yes** | Yes | | No | $3 | No | $3 | No | $3 |
| **Community Room** | **Yes** | No | $3 | No | $3 | Yes | | No | $3 |
| **Computer Center** | **Yes** | No | $3 | No | $3 | No | $3 | No | $3 |
| **Exercise Room** | **No** | Yes | ($3) | No | | No | | Yes | ($3) |
| **Swimming Pool** | **No** | Yes | ($5) | No | | Yes | ($5) | Yes | ($5) |
| **Playground** | **Yes** | Yes | | No | $5 | Yes | | No | $5 |
| **Sports Courts** | **No** | Yes | ($3) | No | | No | | No | |
| **On-Site Management** | **Yes** | Yes | | No | $3 | Yes | | No | $3 |
| **Security - Access Gate** | **No** | No | | No | | No | | Yes | ($3) |
| **Security - Intercom** | **No** | No | | No | | No | | No | |
| **D. Other Amenities** | | **Data** | **$ Adj** | **Data** | **$ Adj** | **Data** | **$ Adj** | **Data** | **$ Adj** |
| **Coin-Operated Laundry** | **Yes** | No | $5 | No | $5 | Yes | | No | $5 |
| **In-Unit Hook-Up** | **Yes** | Yes | | Yes | | Yes | | Yes | |
| **In-Unit Washer/Dryer** | **No** | No | | No | | No | | No | |
| **Carport** | **No** | No | | No | | No | | No | |
| **Garage (attached)** | **No** | No | | No | | No | | No | |
| **Garage (detached)** | **No** | Yes | ($10) | No | | No | | No | |
| **E. Utilities Included** | | **Data** | **$ Adj** | **Data** | **$ Adj** | **Data** | **$ Adj** | **Data** | **$ Adj** |
| **Heat** | **No** | No | | No | | No | | No | |
| **Electric** | **No** | No | | No | | No | | No | |
| **Trash Removal** | **Yes** | Yes | | Yes | | Yes | | Yes | |
| **Water/Sewer** | **Yes** | Yes | | Yes | | No | XX | No | XX |
| **Heat Type** | **ELE** | ELE | | ELE | | Gas | | ELE | |
| | | | | | | | | | |
| **Utility Adjustments** | | | | | | | | | |
| **Two-Bedroom Units** | | | | | | | $79 | | $79 |
| **Three-Bedroom Units** | | | | | | | $110 | | $110 |
| | | | | | | | | | |

| *Subject Property* | | *Comp #1* | | *Comp #2* | | *Comp #3* | | *Comp #4* | |
|---|---|---|---|---|---|---|---|---|---|
| Project Name | | Charles Pointe Apts | | Columns at Millstone | | Bentree Apts | | Woodlake Apts | |
| Project City | **Subject** | Florence | | Florence | | Florence | | Florence | |
| Date Surveyed | **Data** | 1/14/2019 | | 1/14/2019 | | 1/14/2019 | | 1/11/2019 | |
| **F. Average Unit Sizes** | | **Data** | **$ Adj** | **Data** | **$ Adj** | **Data** | **$ Adj** | **Data** | **$ Adj** |
| **Two-Bedroom Units** | **1,004** | 1,100 | ($14) | 1,100 | ($14) | 860 | $22 | 1,040 | ($5) |
| **Three-Bedroom Units** | **1,178** | 1,230 | ($8) | | | 1,100 | $12 | 1,222 | ($7) |
| | | | | | | | | | |
| **G. Number of Bathrooms** | | **Data** | **$ Adj** | **Data** | **$ Adj** | **Data** | **$ Adj** | **Data** | **$ Adj** |
| **Two-Bedroom Units** | **2.0** | 2.0 | $0 | 2.0 | $0 | 1.5 | $15 | 2.0 | $0 |
| **Three-Bedroom Units** | **2.0** | 2.0 | $0 | | | 2.0 | $0 | 2.0 | $0 |
| | | | | | | | | | |
| **G. Total Adjustments Recap** | | | | | | | | | |
| **Two-Bedroom Units** | | | ($12) | | $15 | | $127 | | $89 |
| **Three-Bedroom Units** | | | ($6) | | | | $133 | | $119 |
| | | | | | | | | | |

| | | *Comp #1* | | *Comp #2* | | *Comp #3* | | *Comp #4* | |
|---|---|---|---|---|---|---|---|---|---|
| Project Name | | Charles Pointe Apts | | Columns at Millstone | | Bentree Apts | | Woodlake Apts | |
| Project City | **Subject** | Florence | | Florence | | Florence | | Florence | |
| Date Surveyed | **Data** | 1/14/2019 | | 1/14/2019 | | 1/14/2019 | | 1/11/2019 | |
| **H. Rent/Adjustment Summary** | | **Unadjusted Rent** | **Adjusted Rent** | **Unadjusted Rent** | **Adjusted Rent** | **Unadjusted Rent** | **Adjusted Rent** | **Unadjusted Rent** | **Adjusted Rent** |
| | | | | | | | | | |
| **Market Rate Units** | | | | | | | | | |
| **Two-Bedroom Units** | **$928** | $895 | $883 | $850 | $865 | $799 | $926 | $950 | $1,039 |
| **Three-Bedroom Units** | **$1,139** | $1,095 | $1,089 | | | $950 | $1,083 | $1,125 | $1,244 |
| | | | | | | | | | |

## H. INTERVIEWS

Throughout the course of performing this analysis of the Florence rental market, many individuals were contacted. Based on discussions with local government officials, no directly comparable multi-family activity was reported within the PMA at this time. However, the following developments are in process:

1. **Belmont Apts** – 7195 Irby Street
   Family – LIHTC – 40 units
   Proposed - Review stages

2. **Waterchase Apts** – 220 Hoffmeyer
   Family – Market Rate – 372 units
   10 Buildings completed, 10 more proposed/on hold

3. **Magnolia Pointe** – 150 Block of W. Attwood Ave.
   Senior – LIHTC – 24 units
   Proposed - Review stages

4. **The Oasis THs** – Alligator Road
   Family – Market Rate – 75 units
   Proposed – Review stages

5. **The Groove THs** – Off Pineneedle Road
   Family – Market Rate – 140 units in 2 phases
   Proposed – Review stages

6. **Waxwing THs** – Off Sanderling Road
   Family – Market Rate – 80 units
   Under construction

Additional information was collected during property visits and informal interviews with leasing agents and resident managers throughout the Florence rental market as part of our survey of existing rental housing to collect more specific data. The results of these interviews are presented within the supply section of the market study. Based on these interviews, seven of the eight existing LIHTC reported a waiting list, and no widespread specials/concessions were reported throughout the local rental market.

# I. CONCLUSIONS/RECOMMENDATIONS

Based on the information collected and reported within this study, sufficient evidence has been presented for the successful introduction and absorption of the subject property, as proposed, within the Florence PMA. Factors supporting the introduction of a newly constructed rental alternative targeted for low-income households include the following:

1. Demographic patterns have generally been positive throughout the PMA since 2010 – the overall population is estimated to have increased by four percent between 2010 and 2018, representing nearly 3,100 additional persons;
2. Overall strong occupancy levels throughout the market area, with an overall occupancy rate of 97.7 percent calculated among 19 properties surveyed;
3. Extremely positive occupancy rates within the area's family LIHTC properties, as well. Of the six existing tax credit properties within the survey, a combined occupancy rate of 99.1 percent was calculated – with each reporting a waiting list, most of which are quite extensive;
4. The most recent family LIHTC development opened in 2018 (Attwood Pointe), and was fully leased in approximately two months. Further, the property was reported to be 100 percent occupied with roughly 300 names on the waiting list - providing perhaps the strongest evidence of the need for affordable housing;
5. The location of the subject property can also be considered a positive factor, with a grocery and pharmacy within walking distance. As such, the site is situated along one of the city's primary retail/commercial corridors, providing direct access to downtown Florence, and generally convenient access to most retail, education, medical, and employment centers throughout the area;
6. The proposal represents a modern product with numerous amenities and features at an affordable rental level. As such, coupled with the proposed unit sizes, the rent-per-square foot ratios within the subject are extremely competitive in relation to other local LIHTC properties, and can be considered a positive factor;
7. A sufficient statistical demand calculation. Considering the rapid lease-up of the most recent family LIHTC property (Attwood Pointe), the absorption period for the subject proposal is estimated at approximately five to six months.

As such, the proposed facility should maintain at least a 93 percent occupancy rate into the foreseeable future with no long-term adverse effects on existing local rental facilities – either affordable or market rate. Assuming the subject proposal is developed as described within this analysis, Shaw Research & Consulting can provide a positive recommendation for the proposed development with no reservations or conditions.

## J. SIGNED STATEMENT REQUIREMENTS

I affirm that I have made a physical inspection of the market and surrounding area and that information obtained in the field has been used to determine the need and demand for LIHTC units. I understand that any misrepresentation of this statement may result in the denial of further participation in the South Carolina State Housing Finance & 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 SCSHFDA's market study requirements. The information included is accurate and can be relied upon by SCSHFDA to present a true assessment of the low-income housing rental market.

Steven R. Shaw
**SHAW RESEARCH AND CONSULTING, LLC**

Date: February 25, 2019

## K. SOURCES

2000 U.S. Census of Population and Housing - U.S. Census Bureau
2010 U.S. Census of Population and Housing – U.S. Census Bureau
2012-2017 American Community Survey – 5-Year Estimates – U.S. Census Bureau
2018/2023 Demographic Forecasts, ESRI Business Analyst Online
Apartment Listings – www.socialserve.com
Apartment Listings – Yahoo! Local – local.yahoo.com
Apartment Listings – Yellowbook – www.yellowbook.com
Community Profile – Florence County – SC Department of Employment & Workforce
CPI Inflation Calculator – Bureau of Labor Statistics – U.S. Department of Labor
Crime Data – Sperling's Best Places – www.bestplaces.net/crime/
ESRI Business Analyst Online
Income & Rent Limits – South Carolina State Housing Finance & Development Authority
Interviews with community planning officials
Interviews with managers and leasing specialists at local rental developments
South Carolina Industry Data – SC Works Online Services
South Carolina Labor Market Information – SC Works Online Services
South Carolina LIHTC Allocations – SC State Housing Finance & Development Authority
Microsoft Streets and Trips 2013
Single-Family Home Sales – www.realtor.com

## L. RESUME

**STEVEN R. SHAW**
**SHAW RESEARCH & CONSULTING, LLC**

Mr. Shaw is a principal at Shaw Research and Consulting, LLC. With over twenty-eight years of experience in market research, he has assisted a broad range of clients with the development of various types of housing alternatives throughout the United States, including multi-family rental properties, single-family rental developments, for-sale condominiums, and senior housing options. Clients include developers, federal and state government agencies, non-profit organizations, and financial institutions. Areas of expertise include market study preparation, pre-feasibility analysis, strategic targeting and market identification, customized survey and focus group research, and demographic and economic analysis. Since 2000, Mr. Shaw has reviewed and analyzed housing conditions in nearly 400 markets across 24 states.

Previous to forming Shaw Research in January 2007, he most recently served as partner and Director of Market Research at Community Research Services (2004-2006). In addition, Mr. Shaw also was a partner for Community Research Group (1999-2004), and worked as a market consultant at Community Targeting Associates (1997-1999). Each of these firms provided the same types of services as Shaw Research and Consulting.

Additional market research experience includes serving as manager of automotive analysis for J.D. Power and Associates (1992-1997), a global automotive market research firm based in Troy, Michigan. While serving in this capacity, Mr. Shaw was responsible for identifying market trends and analyzing the automotive sector through proprietary and syndicated analytic reports. During his five-year tenure at J.D. Power, Mr. Shaw developed a strong background in quantitative and qualitative research measurement techniques through the use of mail and phone surveys, focus group interviews, and demographic and psychographic analysis. Previous to J.D. Power, Mr. Shaw was employed as a Senior Market Research Analyst with Target Market Systems (the market research branch of First Centrum Corporation) in East Lansing, Michigan (1990-1992). At TMS, his activities consisted largely of market study preparation for housing projects financed through RHS and MSHDA programs. Other key duties included the strategic targeting and identification of new areas for multi-family and single-family housing development throughout the Midwest.

A 1990 graduate of Michigan State University, Mr. Shaw earned a Bachelor of Arts degree in Marketing with an emphasis in Market Research, while also earning an additional major in Psychology.