

# John Wall and Associates

## Market Analysis

Willow Creek  
Elderly 62+  
Tax Credit (Sec. 42) Apartments

McCormick, South Carolina  
McCormick County

Prepared For:  
Hallmark Willow Creek, LP

April 2020 (Revised June 5, 2020)

PCN: 20-021



Formerly known as  
National Council of Affordable  
Housing Market Analysts

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## **1 Foreword**

### **1.1 Qualifications Statement**

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

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

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

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

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

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

### **1.2 Release of Information**

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

### **1.3 Truth and Accuracy**

It is hereby attested to that the information contained in this report is true and accurate. The report can be relied upon as a true assessment of the low income housing rental market.

However, no assumption of liability is being made or implied.

#### **1.4 Identity of Interest**

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

#### **1.5 Certifications**

##### *1.5.1 Certification of Physical Inspection*

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

##### *1.5.2 NCHMA Member Certification*

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

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

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

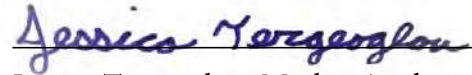
**1.6 Required Statement**

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

I affirm that I have made a physical inspection of the market and surrounding area and the information obtained in the field has been used to determine the need and demand for LIHTC units. I understand that any misrepresentation of this statement may result in the denial of further participation in the South Carolina State Housing Finance & 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.

Submitted and attested to by:



Jessica Tergeoglou, Market Analyst

4-15-2020

Date



Joe Burriss, Principal

4-15-2020

Date



Bob Rogers, Principal

4-15-2020

Date

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### 3 Introduction

#### 3.1 Purpose

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

#### 3.2 Scope

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

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

#### 3.3 Methodology

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

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

The Statistical approach uses Census data and local statistics; 2010 is used as a base year. The population that would qualify for the proposed units is obtained from these figures.

The Like-Kind Comparison approach collects data on projects similar in nature to that which is being proposed and analyzes how they are doing. This approach assesses their strong points, as well as weak points, and compares them with the subject.

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

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

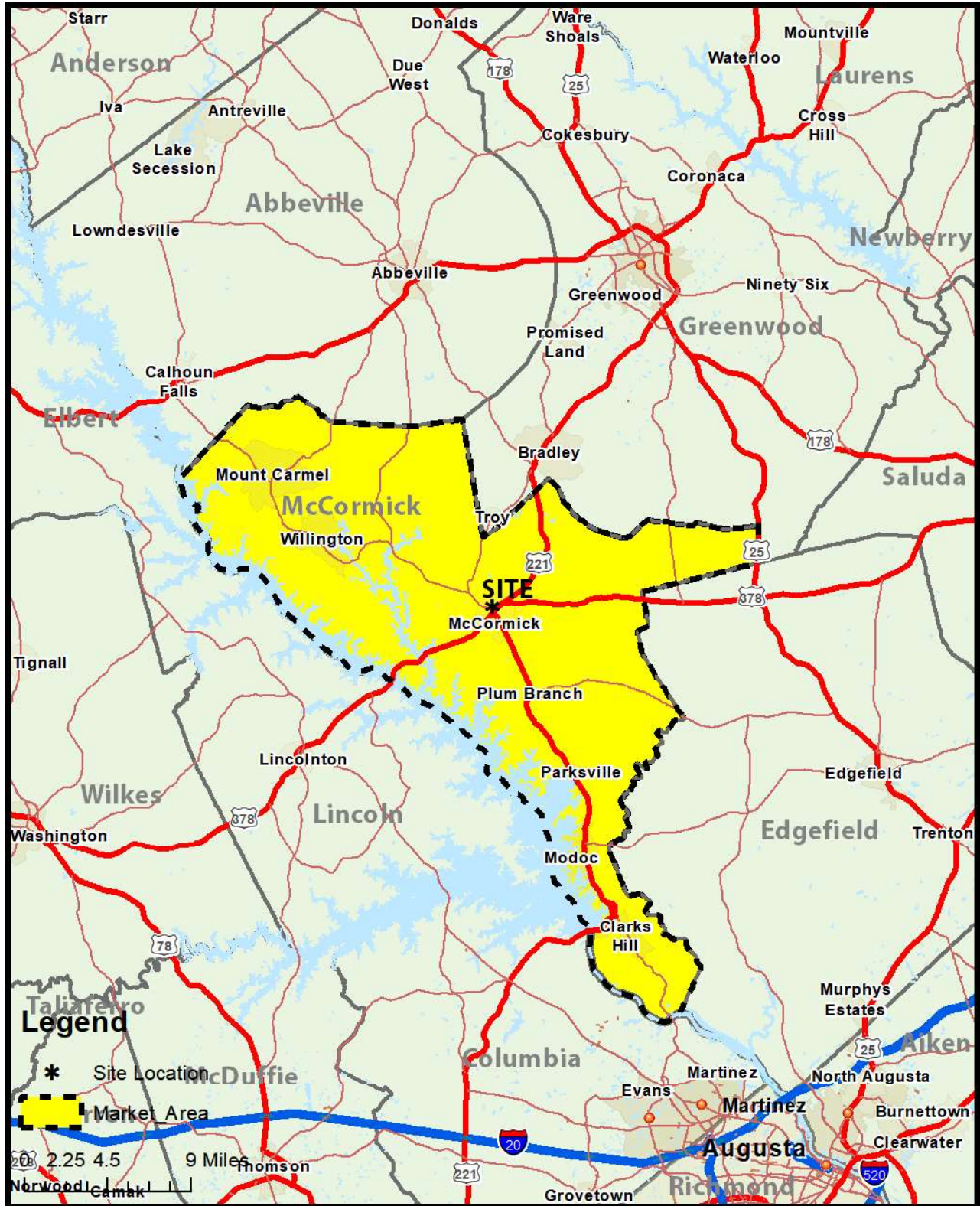
#### 3.4 Limitations

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

### Regional Locator Map



### Area Locator Map





## 4 Executive Summary

The projected completion date of the proposed project is on or before 12/31/2022.

The market area consists of Census tracts 9201, 9202, and 9203 in McCormick County.

The proposed project consists of 25 units (includes a staff unit) of rehabilitation.

The proposed project is for elderly 62+ households with incomes at 50% and 60% of AMI. Contract rents are \$587, however, all of the units will continue to have project based rental assistance.

### 4.1 Demand

**Table 1—Demand**

	50% AMI: \$0 to \$23,350	60% AMI: \$0 to \$28,020	Overall Project: \$0 to \$28,020
New Housing Units Required	10	11	11
Rent Overburden Households	25	26	26
Substandard Units	2	3	3
Elderly Tenure	60	68	68
Demand	97	108	108
Less New Supply	0	0	0
<b>Net Demand</b>	<b>97</b>	<b>108</b>	<b>108</b>

#### 4.1.1 Market Bedroom Mix

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

**Table 2—Market Bedroom Mix**

Bedrooms	Mix
1	80%
2	20%
3	0%
4	0%
<b>Total</b>	<b>100%</b>

- Section F. Project-Specific Demand Analysis. Line item 3 indicates, “*In cases where the proposed rents for projects with Project Based Rental Assistance are higher than the maximum allowable LIHTC rents, two separate demand analyses must be shown: One with the rental assistance (thereby allowing \$0 for the maximum income) and one without the rental assistance. For the second demand calculation without rental assistance, analysts should use tax credit rents regardless of market conditions.*”

The calculation for the project as proposed is shown above in Table 1. The required second calculation for maximum allowable rents without rental assistance is shown below in Table 1a; for this calculation, gross rents have been set to maximum allowable (\$583 for 50% AMI and \$700 for 60% AMI).

**Table 1a—Demand for Units with Maximum Allowable Rents and no Rental Assistance**

	50% AMI: \$17,490 to \$23,350	60% AMI: \$21,000 to \$28,020	Overall Project: \$17,490 to \$28,020
New Housing Units Required	2	1	3
Rent Overburden Households	4	1	5
Substandard Units	0	0	1
Elderly Tenure	9	9	17
Demand	15	11	26
Less New Supply	0	0	0
<b>Net Demand</b>	<b>15</b>	<b>11</b>	<b>26</b>

#### 4.1.2 Absorption

The subject is currently 88% occupied (three units are vacant), and all of the current tenants will remain income qualified after the rehabilitation. During the rehabilitation, all of the tenants will be relocated but will return to occupy the units one by one as each unit becomes available. Given appropriate marketing and management, the development should be able to refill the units with the existing tenants as the buildings are completed; however, it is possible some tenants will choose to not return to the subject. That will leave three units to lease. The subject should be fully occupied within a month of the final certificates of occupancy.

## 4.2 Capture Rate

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

50% AMI: \$0 to \$23,350				Capture
	Demand	%	Proposal	Rate
1-Bedroom	78	80%	5	6.4%
2-Bedrooms	19	20%	0	0.0%
3-Bedrooms	0	0%	0	—
4 or More Bedrooms	0	0%	0	—
<b>Total</b>	<b>97</b>	<b>100%</b>	<b>5</b>	<b>5.2%</b>
60% AMI: \$0 to \$28,020				Capture
	Demand	%	Proposal	Rate
1-Bedroom	86	80%	19	22.1%
2-Bedrooms	22	20%	0	0.0%
3-Bedrooms	0	0%	0	—
4 or More Bedrooms	0	0%	0	—
<b>Total</b>	<b>108</b>	<b>100%</b>	<b>19</b>	<b>17.6%</b>
Overall Project: \$0 to \$28,020				Capture
	Demand	%	Proposal	Rate
1-Bedroom	86	80%	24	27.8%
2-Bedrooms	22	20%	0	0.0%
3-Bedrooms	0	0%	0	—
4 or More Bedrooms	0	0%	0	—
<b>Total</b>	<b>108</b>	<b>100%</b>	<b>24</b>	<b>22.2%</b>

\* Numbers may not add due to rounding.

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

Because the subject is not adding any additional units to the market area, and because all of the existing tenants are income qualified, the effective capture rate is based on needing to lease the three vacant units and results in an effective capture rate of 2.8%.

## 4.3 NCHMA Capture Rate

NCHMA defines capture rate as:

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

This definition varies from the capture rate used above.

**Table 4—NCHMA Capture Rate**

	Income Qualified Renter Households	Proposal	Capture Rate
50% AMI: \$0 to \$23,350	112	5	4.5%
60% AMI: \$0 to \$28,020	126	19	15.1%
Overall Project: \$0 to \$28,020	126	24	19.0%

## 4.4 Conclusions

### 4.4.1 Summary of Findings

- The **site** appears suitable for the project. It is currently developed as elderly LIHTC apartments.
- The **neighborhood** is compatible with the project, as it is residential.
- The **location** is suitable to the project. The site is within walking distance to the downtown area, where all the goods and services exist.
- The **population and household growth** of elderly 62+ households in the market area is good. The market area will increase by 193 elderly 62+ households from 2019 to 2022.
- The **economy** has been stable.
- The **demand** for the project is reasonable. Overall demand is 108.
- The **capture rates** for the project are reasonable. The overall LIHTC capture rate is 22.2%. Note that the demand, and thus the capture rate reflect the need for additional housing units. The subject will not add any additional units, so the effective capture rate is (3 vacant units divided by 108 demand) 2.8%.
- The **most comparable** apartments are Cherry Valley, McCormick Manor, The Oaks, and Willow Creek (the subject).
- Total **vacancy rates** of the most comparable projects are 0.0%, 4.2%, 0.0%, and 12.0%.
- The average vacancy rate reported at comparable projects is 4.1%.
- The **average LIHTC vacancy rate** for units surveyed in the market area is 3.8%.
- The overall **vacancy rate** for units surveyed in the market area is 1.8%.
- There are no **concessions** in the comparables.
- The **rents**, given prevailing rents, vacancy rates, and concessions in the market area are good, as all the units will continue to have rental assistance.
- The proposed **bedroom mix** is good for the market.
- The **unit sizes** are appropriate for the project.

- The subject's **amenities** are good and comparable or superior to similarly priced apartments.
- The subject's **value** should be perceived as good.
- The proposal would have no long term **impact** on existing LIHTC projects.

#### 4.4.2 Recommendations

- Do not charge an application fee
- Ensure a quality rehabilitation is done

#### 4.4.3 Notes

None

#### 4.4.3.1 Strengths

- Full PBRA
- Within ¼ mile of downtown, where all of the goods and services exist
- Already 88% occupied by income qualified tenants
- Market performance – only one vacant unit outside of the subject property
- Positive elderly 62+ household growth

#### 4.4.3.2 Weaknesses

- The doors of the units currently aren't wide enough for wheelchairs per manager.
- The lack of a maintenance worker on staff is contributing to the current vacancy rate.

#### 4.4.4 Conclusion

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

## 5 SC Housing Exhibit S-2

2020 Exhibit S-2 SCSHFDA Primary Market Area Analysis Summary:	
Development Name: <u>Willow Creek</u>	Total of # Units: <u>25</u>
Address: <u>312 Pine Street Ext.</u>	# of LIHTC Units: <u>24</u>
PMA Boundary: <span style="border: 1px solid black; padding: 2px;">McCormick County boundaries</span>	
Development Type: <input type="checkbox"/> Family <input checked="" type="checkbox"/> Older Persons      Farthest Boundary Distance to Subject: <u>24</u> Miles	

Rental Housing Stock (found on page 65)				
Type	# of Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	14	765	23	96.99%
Market-Rate Housing	5	537	17	96.83%
Assisted/Subsidized Housing not to include LIHTC	5	124	2	98.39%
<b>LIHTC (All that are stabilized)*</b>	4	104	4	96.15%
Stabilized Comparables**	4	92	4	95.65%
Non Stabilized Comparables	0	0	NA	NA

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

Subject Development					HUD Area FMR			Highest Unadjusted Comparable Rent	
Units	Bedrooms	Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage (%)	Per Unit	Per SF
5	1	1	575	\$237	\$494.00	\$0.86	52.02%	\$795.00	\$1.31
19	1	1	575	\$237	\$494.00	\$0.86	52.02%	\$795.00	\$1.31
<b>Gross Potential Rent Monthly*</b>				\$5,688	\$11,856		52.02%		

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

Demographic Data (found on page 40, 57, 59, and 62)						
	2010		2020		2023	
Renter Households	178	10.5%	253	10.5%	276	10.5%
Income-Qualified Renter HHs (LIHTC)	97	54.6%	138	54.6%	151	54.6%
Income-Qualified Renter HHs (MR)	NA	NA	NA	NA	NA	NA

Targeted Income-Qualified Renter Household Demand (found on page 9)						
Type of Demand	50%	60%	Market-rate	Other:	Other:	Overall
Renter Household Growth	10	11	NA	NA	NA	11
Existing Households (Overburd + Substand)	27	29	NA	NA	NA	29
Homeowner conversion (Seniors)	60	68	NA	NA	NA	68
Other:	0	0	NA	NA	NA	0
Less Comparable/Competitive Supply	0	0	NA	NA	NA	0
<b>Net Income-qualified Renters HHs</b>	97	108	NA	NA	NA	108

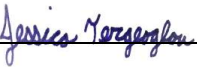
Capture Rates (found on page 11)						
Targeted Population	50%	60%	Market-rate	Other:	Other:	Overall
Capture Rate	5.2%	17.6%	NA	NA	NA	22.2%

Absorption Rate (found on page 10)	
Absorption Period <u>1</u> month	

2/2020

I affirm that I have made a physical inspection of the market and surrounding area and the information obtained in the field has been used to determine the need and demand for LIHTC units. I understand that any misrepresentation of this statement may result in the denial of further participation in the South Carolina State Housing Finance & 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.

Market Analyst Author: Jessica Tergeoglou Company: John Wall and Associates

Signature:  Date: 4-15-2020





## 6 Project Description

The project description is provided by the developer.

### 6.1 Development Location

The site is on the north side of McCormick, South Carolina. It is located at 312 North Pine Street Extension.

### 6.2 Construction Type

Acquisition and rehabilitation

### 6.3 Occupancy

The proposal is for occupancy by elderly 62+ households.

### 6.4 Target Income Group

Low income with 50% and 60% units

### 6.5 Special Population

Two units designed for mobility impaired and one unit designed for sensory impaired

### 6.6 Structure Type

Garden; the subject has one community and six residential buildings; the residential buildings have one floor

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

### 6.7 Unit Sizes, Rents and Targeting

**Table 5—Unit Sizes, Rents, and Targeting**

AMI	Bedrooms	Baths	Number of Units	Square Feet	Net Rent	Utility Allow.	Gross Rent	Target Population
50%	1	1	5	575	587	95	682	PBRA
60%	1	1	19	575	587	95	682	PBRA
	Total Units		25					
	Tax Credit Units		24					
	PBRA Units		24					
	Mkt. Rate Units		0					

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

There is a two bedroom staff unit.

### 6.8 Development Amenities

Laundry room, gazebo, clubhouse/community center, computer center, and 200 sq. ft. screened porch

**6.9 Unit Amenities**

Refrigerator, range/oven, microwave, dishwasher, washer/dryer connections, ceiling fan, HVAC, blinds, cable pre-wired, and internet access

**6.10 Utilities Included**

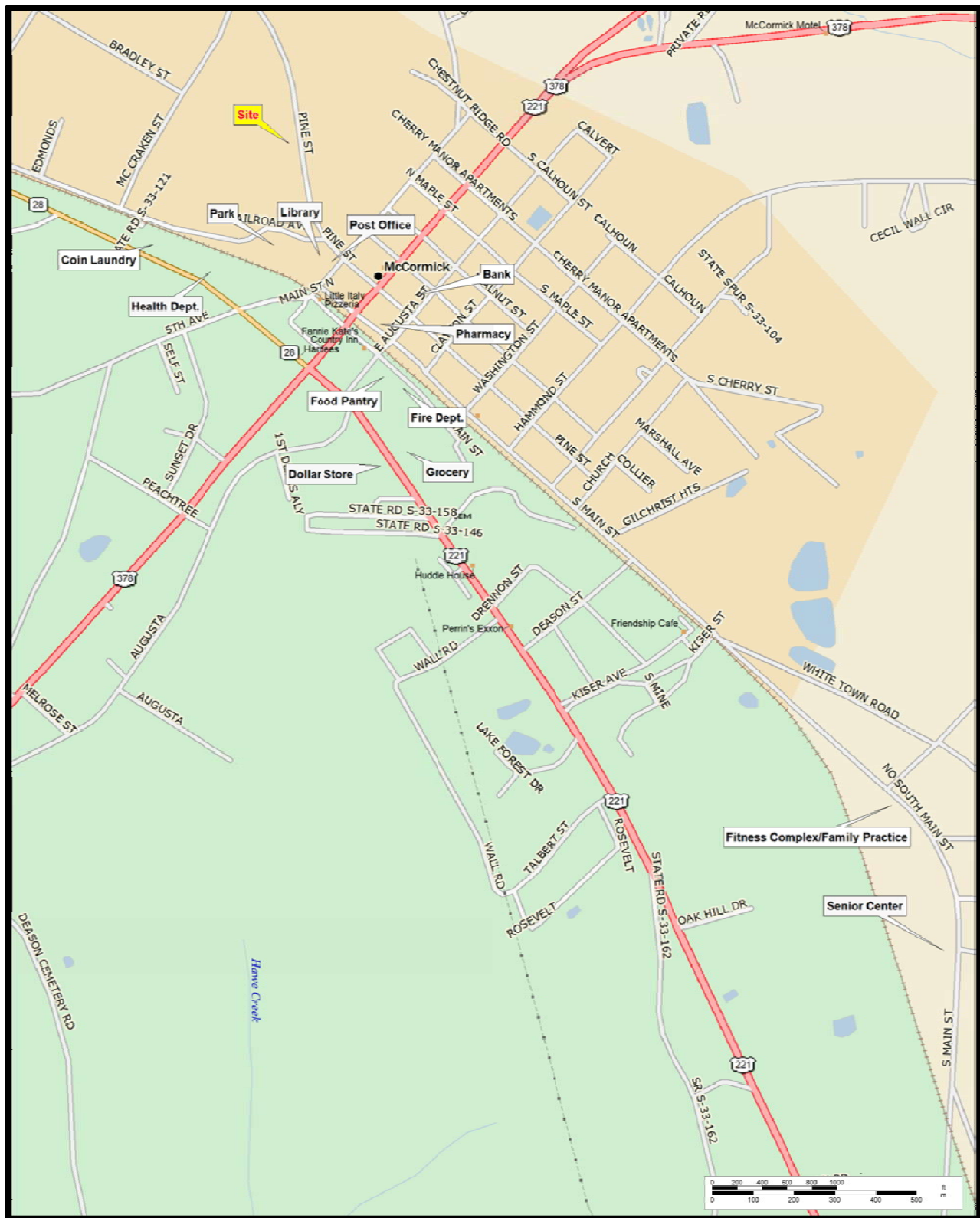
Trash

**6.11 Projected Certificate of Occupancy Date**

It is anticipated that the subject will have its final certificates of occupancy on or before 12/31/2022.

## 7 Site Evaluation

### Site Location Map



### Neighborhood Map



#### Neighborhood Map

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

**7.1 Date of Site Visit**

Jessica Tergeoglou visited the site on March 1, 2020.

**7.2 Description of Site and Adjacent Parcels**

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

**7.3 Visibility and Curb Appeal**

The site is visible from North Pine Street Extension. Curb appeal is good.

**7.4 Ingress and Egress**

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

**7.5 Physical Conditions**

The site is currently developed as affordable senior apartments. The site is well-maintained with mature trees and ample green space.

**7.6 Adjacent Land Uses and Conditions**

The condition of the surrounding land is generally good.

N: Woods

E: Single family homes, road and apartments

S: Woods

W: Woods

**7.7 Views**

There are no views out from the site that are detrimental to the subject.

**7.8 Neighborhood**

North Pine Street Extension is about 1/4 mile from South Main Street in downtown McCormick. A sidewalk that connects to the downtown area begins about 180 feet from the entrance of the subject.

N: Woods and single family homes

E: Single family homes, apartments, and woods

S: Woods, library, park, post office, then downtown McCormick

W: Woods and sports facilities, some single family and commercial properties

**7.9 Shopping, Goods, Services and Amenities**

There are ample opportunities for shopping, goods, services, and amenities in downtown McCormick (1/4 mile away) and the surrounding area.

## 7.10 Employment Opportunities

There are ample opportunities for retail and service sector jobs in downtown McCormick and the surrounding area. Additional opportunities are at Savannah Lakes Village, a lakefront sporting community about 6 miles west of town.

The largest sector in the market area economy is "Educational services, and health care and social assistance" (28.5%) while the greatest number of people are employed in the "Management, professional, and related occupations" (25.9%).

## 7.11 Transportation

North Pine Street Extension is about 1/4 mile from downtown McCormick. The site is less than 1/2 mile from North Mine Street (SC Highway 28) and Gold Street (US Highway 378), both major highways intersecting in the town.

McCormick Area Transit (MAT) provides low cost transportation to anyone in McCormick County. Areas served are Savannah Lakes, Clarks Hill, Plum Branch, Mt. Carmel, McCormick, Greenwood, Abbeville, Edgefield, Aiken, Augusta, and other areas by request. Riders must call 864-465-2626 at least 24 hours prior to travel.

## 7.12 Observed Visible Environmental or Other Concerns

There were no environmental or other concerns observed.

## 7.13 Crime

According to the FBI, in 2018 the following crimes were reported to police:

**Table 6—Crimes Reported to Police**

	City	County
Population:	2,446	—
Violent Crime	10	19
Murder	0	1
Rape	0	5
Robbery	1	1
Assault	9	12
Property Crime	54	70
Burglary	12	12
Larceny	39	51
Motor Vehicle Theft	3	7
Arson	0	1

Source: 2018 Crime in the United States

<https://ucr.fbi.gov/crime-in-the-u.s/2018/crime-in-the-u.s.-2018/tables/table-8/table-8.xls/view>

<https://ucr.fbi.gov/crime-in-the-u.s/2018/crime-in-the-u.s.-2018/tables/table-10/table-10.xls/view>

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

**7.14 Conclusion**

The site is well-suited for the proposed redevelopment.

### Site and Neighborhood Photos and Adjacent Land Uses Map





7.15 Site and Neighborhood Photos



Photo 1—subject sign and entrance



Photo 2—adjacent homes



Photo 3—community building



Photo 4—subject residential building



Photo 5—garbage station with signage indicating security cameras

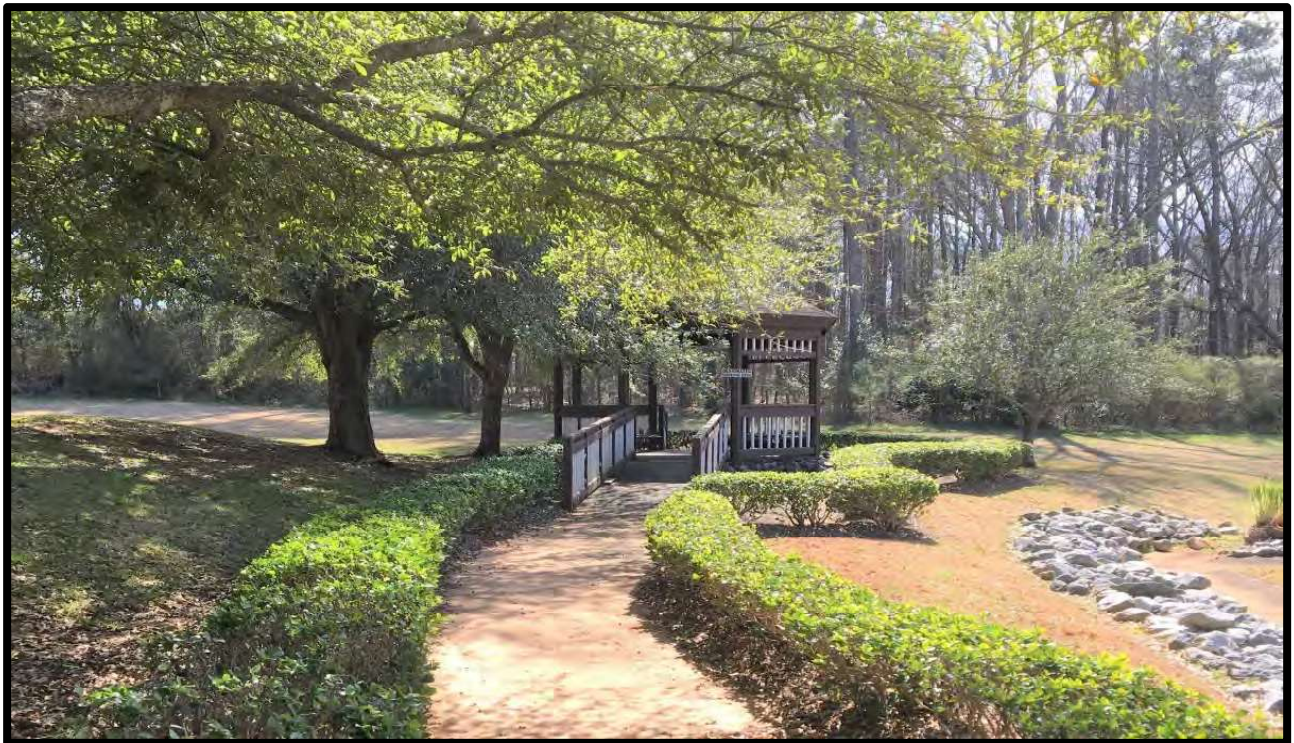


Photo 6—accessible gazebo with paved walkway



Photo 7—view from gazebo



Photo 8—secure resident mailboxes



Photo 9—the community room patio



Photo 10—bus stop with paved walkway and benches



Photo 11—view from the bus stop; single family home is in the distance



Photo 12—LIHTC apartments across the street



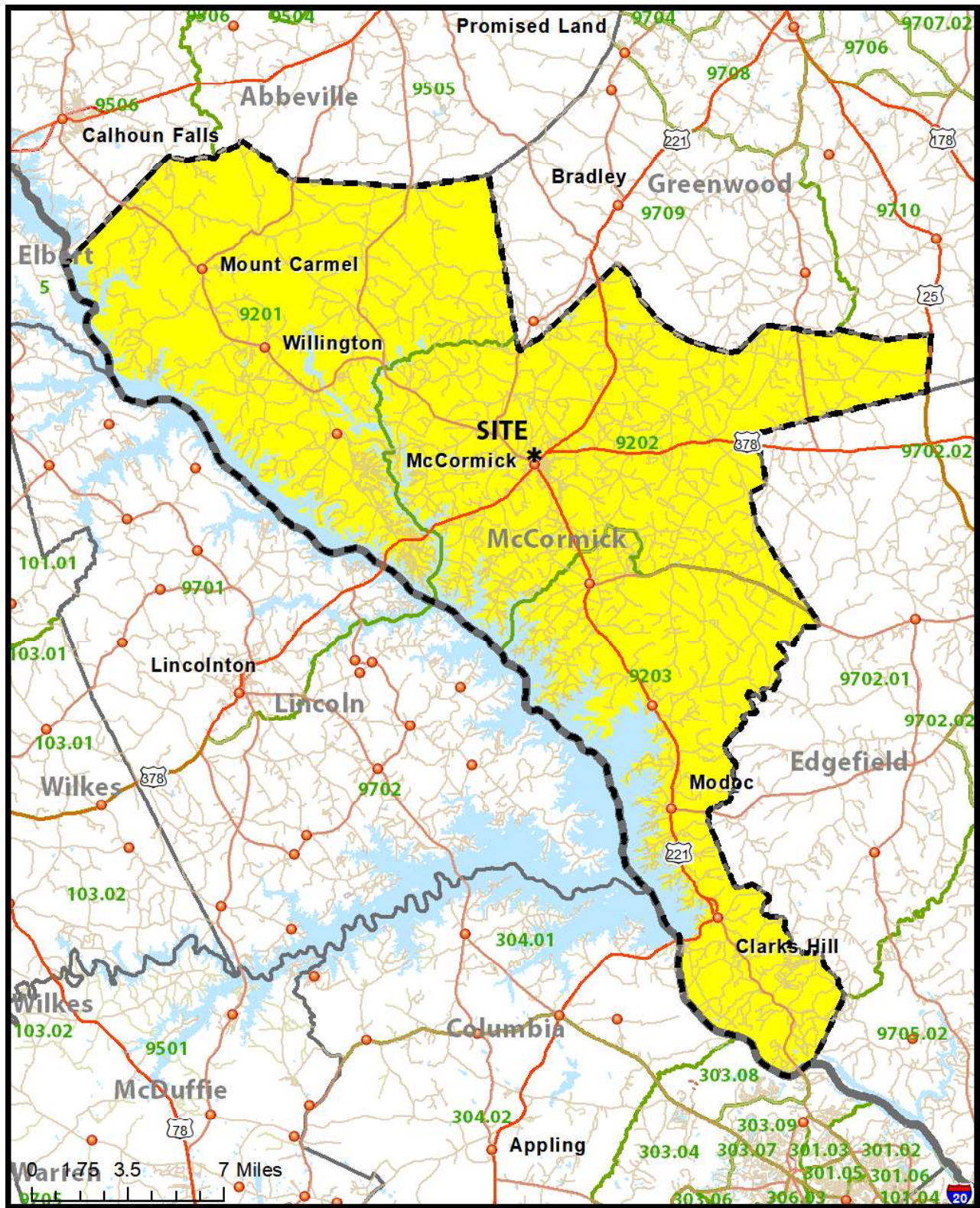
Photo 13—adjacent single family homes; sidewalk to downtown is across the street



Photo 14—nearby park with picnic shelter and playground

# 8 Market Area

## Market Area Map





## 8.1 Market Area Determination

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

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

## 8.2 Driving Times and Place of Work

Commuter time to work is shown below:

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

	State	%	County	%	Market Area	%	City	%
<b>Total:</b>	2,040,101		2,604		2,604		603	
<b>Less than 5 minutes</b>	65,338	3.2%	175	6.7%	175	6.7%	73	12.1%
<b>5 to 9 minutes</b>	196,115	9.6%	226	8.7%	226	8.7%	108	17.9%
<b>10 to 14 minutes</b>	296,461	14.5%	406	15.6%	406	15.6%	100	16.6%
<b>15 to 19 minutes</b>	343,162	16.8%	204	7.8%	204	7.8%	48	8.0%
<b>20 to 24 minutes</b>	325,748	16.0%	201	7.7%	201	7.7%	18	3.0%
<b>25 to 29 minutes</b>	137,095	6.7%	118	4.5%	118	4.5%	23	3.8%
<b>30 to 34 minutes</b>	289,751	14.2%	447	17.2%	447	17.2%	139	23.1%
<b>35 to 39 minutes</b>	63,029	3.1%	133	5.1%	133	5.1%	13	2.2%
<b>40 to 44 minutes</b>	64,126	3.1%	139	5.3%	139	5.3%	23	3.8%
<b>45 to 59 minutes</b>	144,149	7.1%	401	15.4%	401	15.4%	48	8.0%
<b>60 to 89 minutes</b>	77,759	3.8%	80	3.1%	80	3.1%	3	0.5%
<b>90 or more minutes</b>	37,368	1.8%	74	2.8%	74	2.8%	7	1.2%

Source: 2016-5yr ACS (Census)

## 8.3 Market Area Definition

The market area for this report has been defined as Census tracts 9201, 9202, and 9203 in McCormick County (2010 Census). The market area is defined in terms of standard US Census geography so it will be possible to obtain accurate, verifiable information about it. The Market Area Map highlights this area.

### 8.3.1 Market Area Boundaries

- N: County line -- 10.1 miles
- E: US Highway 25 -- 14 miles
- S: State line -- 24 miles
- W: State line -- 12 miles

### 8.3.2 *Secondary Market Area*

The secondary market area for this report has been defined as McCormick County and parts of all of the adjacent counties. Demand will neither be calculated for, nor derived from, the secondary market area.

## 9 Demographic Analysis

### 9.1 Population

#### 9.1.1 Population Trends

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

**Table 8—Population Trends**

Year	State	County	Market Area	City
2008	4,511,428	10,203	10,203	2,555
2009	4,575,864	10,178	10,178	2,647
2010	4,630,351	10,140	10,140	2,704
2011	4,679,602	10,091	10,091	2,755
2012	4,727,273	10,003	10,003	2,744
2013	4,777,576	9,895	9,895	2,707
2014	4,834,605	9,806	9,806	2,645

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

#### 9.1.2 Elderly Population Trends

The population trends for elderly groups are of interest as an indicator of the future need for elderly apartments. *The proposal is for elderly 62+.*

**Table A—Elderly Population Trends (55+)**

Year	State	County	Market Area	City
2008	1,144,331	4,057	4,057	919
2009	1,185,643	4,176	4,176	587
2010	1,225,682	4,323	4,323	570
2011	1,264,966	4,407	4,407	596
2012	1,306,805	4,459	4,459	654
2013	1,348,945	4,568	4,568	688
2014	1,395,238	4,604	4,704	727

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

**Table B—Elderly Population Trends (62+)**

Year	State	County	Market Area	City
2008	741,491	2,818	2,818	639
2009	769,732	3,042	3,042	370
2010	801,262	3,178	3,178	329
2011	835,984	3,213	3,213	293
2012	870,495	3,276	3,276	342
2013	906,287	3,452	3,452	388
2014	942,198	3,450	3,550	416

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

**Table C—Elderly Population Trends (65+)**

Year	State	County	Market Area	City
2008	595,436	2,235	2,235	593
2009	616,496	2,352	2,352	298
2010	640,098	2,505	2,505	293
2011	666,215	2,628	2,628	253
2012	695,451	2,737	2,737	298
2013	726,779	2,886	2,886	326
2014	761,680	2,984	2,984	357

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

### 9.1.3 Age

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

**Table 9—Persons by Age**

	State	%	County	%	Market Area	%	City	%
<b>Total</b>	4,625,364		10,233		10,233		2,783	
<b>Under 20</b>	1,224,425	26.5%	1,639	16.0%	1,639	16.0%	391	14.0%
<b>20 to 34</b>	924,550	20.0%	1,573	15.4%	1,573	15.4%	778	28.0%
<b>35 to 54</b>	1,260,720	27.3%	2,709	26.5%	2,709	26.5%	965	34.7%
<b>55 to 61</b>	418,651	9.1%	1,214	11.9%	1,214	11.9%	259	9.3%
<b>62 to 64</b>	165,144	3.6%	649	6.3%	649	6.3%	80	2.9%
<b>65 plus</b>	631,874	13.7%	2,449	23.9%	2,449	23.9%	310	11.1%
<b>55 plus</b>	1,215,669	26.3%	4,312	42.1%	4,312	42.1%	649	23.3%
<b>62 plus</b>	797,018	17.2%	3,098	30.3%	3,098	30.3%	390	14.0%

Source: 2010 Census

### 9.1.4 Race and Hispanic Origin

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

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

**Table 10—Race and Hispanic Origin**

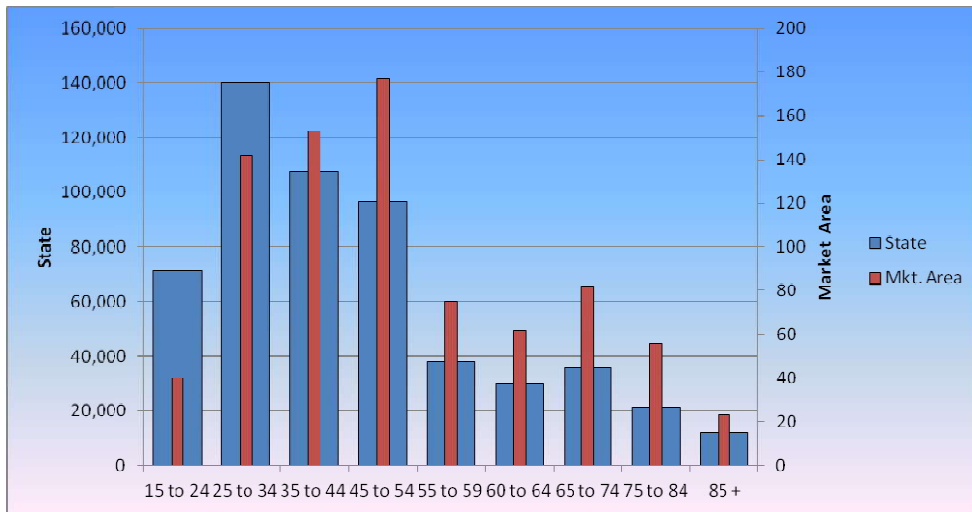
	State	%	County	%	Market Area	%	City	%
<b>Total</b>	4,625,364		10,233		10,233		2,783	
<b>Not Hispanic or Latino</b>	4,389,682	<b>94.9%</b>	10,152	<b>99.2%</b>	10,152	<b>99.2%</b>	2,738	<b>98.4%</b>
White	2,962,740	64.1%	4,941	48.3%	4,941	48.3%	797	28.6%
Black or African American	1,279,998	27.7%	5,069	49.5%	5,069	49.5%	1,892	68.0%
American Indian	16,614	0.4%	9	0.1%	9	0.1%	4	0.1%
Asian	58,307	1.3%	34	0.3%	34	0.3%	14	0.5%
Native Hawaiian	2,113	0.0%	3	0.0%	3	0.0%	2	0.1%
Some Other Race	5,714	0.1%	12	0.1%	12	0.1%	8	0.3%
Two or More Races	64,196	1.4%	84	0.8%	84	0.8%	21	0.8%
<b>Hispanic or Latino</b>	235,682	<b>5.1%</b>	81	<b>0.8%</b>	81	<b>0.8%</b>	45	<b>1.6%</b>
White	97,260	2.1%	44	0.4%	44	0.4%	23	0.8%
Black or African American	10,686	0.2%	14	0.1%	14	0.1%	8	0.3%
American Indian	2,910	0.1%	1	0.0%	1	0.0%	1	0.0%
Asian	744	0.0%	0	0.0%	0	0.0%	0	0.0%
Native Hawaiian	593	0.0%	3	0.0%	3	0.0%	3	0.1%
Some Other Race	107,750	2.3%	11	0.1%	11	0.1%	5	0.2%
Two or More Races	15,739	0.3%	8	0.1%	8	0.1%	5	0.2%

Source: 2010 Census

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

## 9.2 Households

### Renter Households by Age of Householder



Source: 2010 Census

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

#### 9.2.1 Household Trends

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

**Table 11—Household Trends**

Year	State	County	Market Area	City
2008	1,741,994	4,116	4,116	1,163
2009	1,758,732	4,266	4,266	687
2010	1,768,255	4,016	4,016	677
2011	1,780,251	4,069	4,069	685
2012	1,795,715	4,058	4,058	714
2013	1,815,094	4,003	4,003	711
2014	1,839,041	3,980	3,980	678

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

#### 9.2.2 Elderly Household Trends

The following tables show the number of households in various age categories for several years that the Census Bureau provides data.

**Table D—Elderly Household Trends (55+)**

Year	State	County	Market Area	City
2008	700,155	2,462	2,462	663
2009	725,199	2,466	2,466	322
2010	747,876	2,399	2,399	298
2011	768,018	2,536	2,536	300
2012	790,420	2,569	2,605	313
2013	812,900	2,632	2,632	320
2014	836,210	2,637	2,637	317

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

**Table E—Elderly Household Trends (62+)**

Year	State	County	Market Area	City
2008	454,476	1,698	1,698	456
2009	472,094	1,737	1,737	207
2010	488,568	1,761	1,761	197
2011	505,766	1,852	1,852	202
2012	523,956	1,920	1,920	215
2013	542,747	1,975	1,975	226
2014	563,075	2,030	2,030	247

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

The average percent change figures above are used to generate the projections that follow using the same method explained previously.

**Table F—Elderly Household Trends (65+)**

Year	State	County	Market Area	City
2008	377,802	1,439	1,439	419
2009	391,351	1,456	1,456	186
2010	404,864	1,485	1,485	179
2011	419,520	1,574	1,574	183
2012	436,355	1,650	1,650	192
2013	453,838	1,699	1,699	185
2014	473,478	1,772	1,772	210

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

### 9.2.3 Household Tenure

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

**Table 12—Occupied Housing Units by Tenure**

	State	%	County	%	Market Area	%	City	%
<b>Households</b>	1,801,181	—	4,027	—	4,027	—	710	—
<b>Owner</b>	1,248,805	69.3%	3,217	79.9%	3,217	79.9%	348	49.0%
<b>Renter</b>	552,376	30.7%	810	20.1%	810	20.1%	362	51.0%

Source: 2010 Census

From the table above, it can be seen that 20.1% of the households in the market area rent. This percentage will be used later in the report to calculate the number of general occupancy units necessary to accommodate household growth.

### 9.2.4 Projections

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

**Table 13—Population**

ACS Year	Market Area	Change	Percent Change
2010	10,203	—	—
2011	10,178	-25	-0.2%
2012	10,140	-38	-0.4%
2013	10,091	-49	-0.5%
2014	10,003	-88	-0.9%
2015	9,895	-108	-1.1%
2016	9,806	-89	-0.9%

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

As seen in the table above, the percent change ranges from -1.1% to -0.2%. Excluding the highest and lowest observed values, the average is -0.7%. This value will be used to project future changes.

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

**Table 14—Households**

ACS Year	Market Area	Change	Percent Change
2010	4,116	—	—
2011	4,266	150	3.6%
2012	4,016	-250	-5.9%
2013	4,069	53	1.3%
2014	4,058	-11	-0.3%
2015	4,003	-55	-1.4%
2016	3,980	-23	-0.6%

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

As seen in the table above, the percent change ranges from -5.9% to 3.6%. Excluding the highest and lowest observed values, the average is -0.2%. This value will be used to project future changes.

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

**Table 15—Population and Household Projections**

Projections	Population	Annual Change	Households	Annual Change
2016	9,743	-87	4,022	-12
2017	9,679	-64	4,013	-9
2018	9,615	-64	4,004	-9
2019	9,552	-63	3,995	-9
2020	9,489	-63	3,986	-9
2021	9,427	-62	3,977	-9
2022	9,365	-62	3,968	-9
2023	9,303	-62	3,959	-9
2019 to 2022	-191	-64	-27	-9

Source: John Wall and Associates from figures above

### 9.2.5 Elderly Projections

Elderly projections are derived using the same method as outlined above.

**Table G—Elderly Households (55+)**

ACS Year	PMA	Change	Percent Change
2010	2,462	—	—
2011	2,466	4	0.2%
2012	2,399	-67	-2.7%
2013	2,536	137	5.7%
2014	2,605	69	2.7%
2015	2,632	28	1.1%
2016	2,637	5	0.2%

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

**Table H—Elderly Households (62+)**

ACS Year	PMA	Change	Percent Change
2010	1,698	—	—
2011	1,737	39	2.3%
2012	1,761	24	1.4%
2013	1,852	91	5.2%
2014	1,920	69	3.7%
2015	1,975	55	2.9%
2016	2,030	55	2.9%

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

**Table I—Elderly Households (65+)**

ACS Year	PMA	Change	Percent Change
2010	1,439	—	—
2011	1,456	17	1.2%
2012	1,485	29	2.0%
2013	1,574	89	6.0%
2014	1,650	76	4.8%
2015	1,699	49	3.0%
2016	1,772	73	4.3%

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

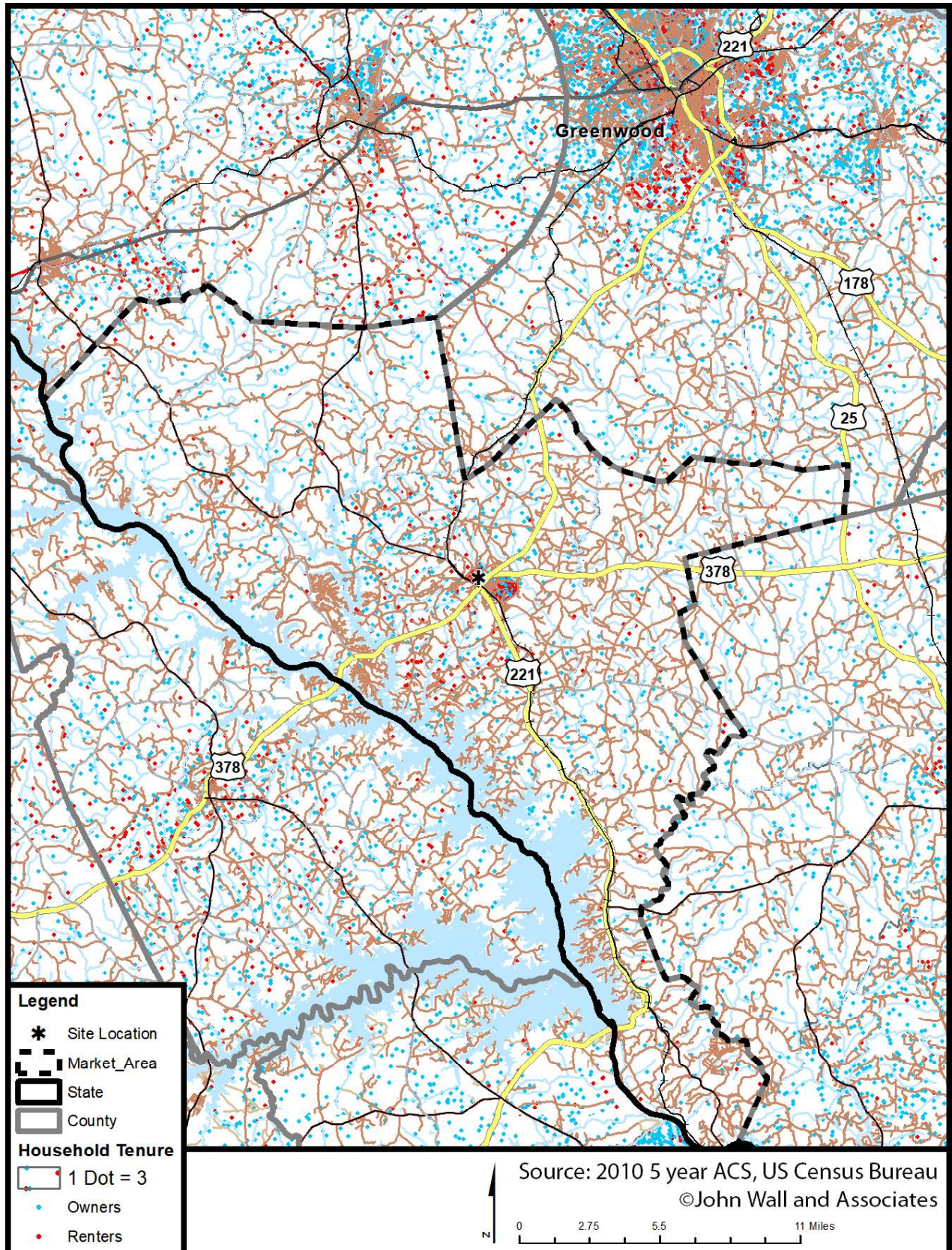
**Table J—Elderly Household Projections**

Projections	55+	Change	62+	Change	65+	Change
2016	2,713		2,153		1,876	
2017	2,741	28	2,216	63	1,937	61
2018	2,769	28	2,280	64	2,000	63
2019	2,797	28	2,346	66	2,065	65
2020	2,826	29	2,414	68	2,132	67
2021	2,855	29	2,484	70	2,202	70
2022	2,884	29	2,556	72	2,274	72
2023	2,914	30	2,630	74	2,348	74
2019 to 2022		84		193		189

Source: John Wall and Associates from figures above



### Tenure Map



### 9.2.6 Elderly Household Tenure

The table below shows tenure by age. The percentage calculated is the percent owners or renters in each age group.

**Table K—Occupied Housing Units by Tenure by Age**

	State	%	County	%	Market Area	%	City	%
<b>Owner occupied:</b>	1,248,805	69.3%	3,217	79.9%	3,217	79.9%	348	49.0%
15 to 24 years	17,132	19.4%	14	25.9%	14	25.9%	1	4.0%
25 to 34 years	127,978	47.8%	120	45.8%	120	45.8%	16	19.0%
35 to 44 years	208,648	66.0%	297	66.0%	297	66.0%	43	39.8%
45 to 54 years	271,475	73.8%	534	75.1%	534	75.1%	70	49.0%
55 to 59 years	138,407	78.5%	372	83.2%	372	83.2%	45	63.4%
60 to 64 years	139,143	82.3%	473	88.4%	473	88.4%	40	58.8%
65 to 74 years	200,422	84.8%	906	91.7%	906	91.7%	71	64.5%
75 to 84 years	111,323	83.9%	418	88.2%	418	88.2%	47	67.1%
85 +	34,277	73.8%	83	78.3%	83	78.3%	15	48.4%
<b>Renter occupied:</b>	552,376	30.7%	810	20.1%	810	20.1%	362	51.0%
15 to 24 years	71,339	80.6%	40	74.1%	40	74.1%	24	96.0%
25 to 34 years	139,948	52.2%	142	54.2%	142	54.2%	68	81.0%
35 to 44 years	107,375	34.0%	153	34.0%	153	34.0%	65	60.2%
45 to 54 years	96,611	26.2%	177	24.9%	177	24.9%	73	51.0%
55 to 59 years	37,837	21.5%	75	16.8%	75	16.8%	26	36.6%
60 to 64 years	29,875	17.7%	62	11.6%	62	11.6%	28	41.2%
65 to 74 years	35,816	15.2%	82	8.3%	82	8.3%	39	35.5%
75 to 84 years	21,381	16.1%	56	11.8%	56	11.8%	23	32.9%
85 +	12,194	26.2%	23	21.7%	23	21.7%	16	51.6%

Source: 2010 Census

From the table above, tenure can be determined for various age groups of interest for the market area.

**Table L—Occupied Housing Units by Tenure by Age for the Market Area**

	Owners	%	Renters	%
55 +	2,252	88.3%	298	11.7%
62 +	1,691	89.5%	198	10.5%
65 +	1,407	89.7%	161	10.3%

Source: 2010 Census

9.2.7 Household Size

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

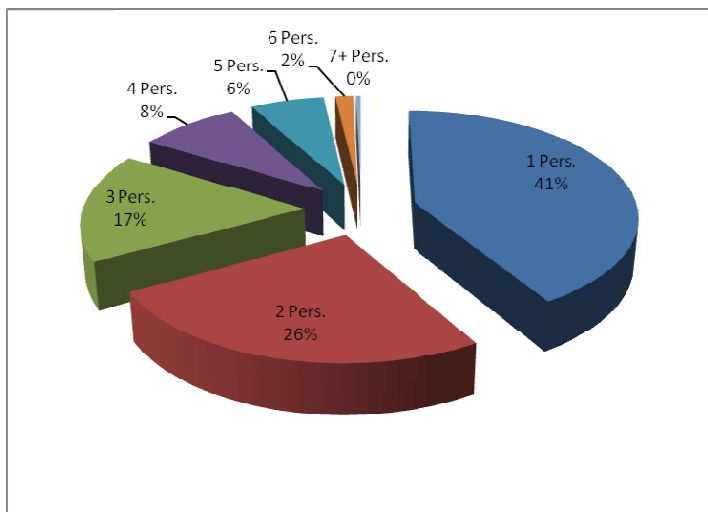
**Table 16—Housing Units by Persons in Unit**

	State		County		Market Area		City	
<b>Owner occupied:</b>	1,248,805	—	3,217	—	3,217	—	348	—
<b>1-person</b>	289,689	23.2%	767	23.8%	767	23.8%	110	31.6%
<b>2-person</b>	477,169	38.2%	1,629	50.6%	1,629	50.6%	130	37.4%
<b>3-person</b>	210,222	16.8%	428	13.3%	428	13.3%	51	14.7%
<b>4-person</b>	164,774	13.2%	239	7.4%	239	7.4%	33	9.5%
<b>5-person</b>	69,110	5.5%	86	2.7%	86	2.7%	16	4.6%
<b>6-person</b>	24,016	1.9%	42	1.3%	42	1.3%	6	1.7%
<b>7-or-more</b>	13,825	1.1%	26	0.8%	26	0.8%	2	0.6%
<b>Renter occupied:</b>	552,376	—	810	—	810	—	362	—
<b>1-person</b>	188,205	34.1%	336	41.5%	336	41.5%	176	48.6%
<b>2-person</b>	146,250	26.5%	207	25.6%	207	25.6%	77	21.3%
<b>3-person</b>	93,876	17.0%	134	16.5%	134	16.5%	57	15.7%
<b>4-person</b>	67,129	12.2%	68	8.4%	68	8.4%	27	7.5%
<b>5-person</b>	33,904	6.1%	50	6.2%	50	6.2%	18	5.0%
<b>6-person</b>	13,817	2.5%	12	1.5%	12	1.5%	5	1.4%
<b>7-or-more</b>	9,195	1.7%	3	0.4%	3	0.4%	2	0.6%

Source: 2010 Census

The percent and number of large (5 or more persons) households in the market is an important fact to consider in projects with a significant number of 3 or 4 bedroom units. In such cases, this fact has been taken into account and is used to refine the analysis. It also helps to determine the upper income limit for the purpose of calculating demand. In the market area, 8.0% of the renter households are large, compared to 10.3% in the state.

**Renter Persons Per Unit For The Market Area**



9.2.8 *Household Incomes*

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

**Table 17—Number of Households in Various Income Ranges**

	State	%	County	%	Market Area	%	City	%
<b>Total:</b>	1,839,041		3,980		3,980		678	
<b>Less than \$10,000</b>	156,655	8.5%	386	9.7%	386	9.7%	117	17.3%
<b>\$10,000 to \$14,999</b>	113,279	6.2%	310	7.8%	310	7.8%	90	13.3%
<b>\$15,000 to \$19,999</b>	107,731	5.9%	200	5.0%	200	5.0%	76	11.2%
<b>\$20,000 to \$24,999</b>	111,305	6.1%	153	3.8%	153	3.8%	36	5.3%
<b>\$25,000 to \$29,999</b>	106,338	5.8%	369	9.3%	369	9.3%	49	7.2%
<b>\$30,000 to \$34,999</b>	103,689	5.6%	258	6.5%	258	6.5%	32	4.7%
<b>\$35,000 to \$39,999</b>	95,238	5.2%	279	7.0%	279	7.0%	65	9.6%
<b>\$40,000 to \$44,999</b>	93,414	5.1%	209	5.3%	209	5.3%	19	2.8%
<b>\$45,000 to \$49,999</b>	81,068	4.4%	156	3.9%	156	3.9%	20	2.9%
<b>\$50,000 to \$59,999</b>	150,124	8.2%	374	9.4%	374	9.4%	44	6.5%
<b>\$60,000 to \$74,999</b>	183,676	10.0%	506	12.7%	506	12.7%	39	5.8%
<b>\$75,000 to \$99,999</b>	211,341	11.5%	332	8.3%	332	8.3%	58	8.6%
<b>\$100,000 to \$124,999</b>	129,784	7.1%	226	5.7%	226	5.7%	17	2.5%
<b>\$125,000 to \$149,999</b>	71,386	3.9%	46	1.2%	46	1.2%	6	0.9%
<b>\$150,000 to \$199,999</b>	65,792	3.6%	93	2.3%	93	2.3%	7	1.0%
<b>\$200,000 or more</b>	58,221	3.2%	83	2.1%	83	2.1%	3	0.4%

Source: 2016-5yr ACS (Census)

## 9.2.9 Elderly Household Incomes

The number and percent of elderly households are shown in the table below.

**Table M—Number of Elderly Households in Various Income Ranges**

	State	%	County	%	Market Area	%	City	%
<b>Under 55</b>	1,005,946		1,473		1,473		351	
<b>Less than \$10,000</b>	91,885	9.1%	232	15.7%	232	15.7%	67	19.1%
<b>\$10,000 to \$14,999</b>	51,246	5.1%	76	5.1%	76	5.1%	25	7.0%
<b>\$15,000 to \$19,999</b>	51,191	5.1%	80	5.4%	80	5.4%	56	15.8%
<b>\$20,000 to \$24,999</b>	55,616	5.5%	39	2.6%	39	2.6%	8	2.1%
<b>\$25,000 to \$29,999</b>	54,198	5.4%	84	5.7%	84	5.7%	19	5.3%
<b>\$30,000 to \$34,999</b>	56,087	5.6%	101	6.9%	101	6.9%	7	1.9%
<b>\$35,000 to \$39,999</b>	51,526	5.1%	168	11.4%	168	11.4%	58	16.4%
<b>\$40,000 to \$44,999</b>	52,314	5.2%	91	6.2%	91	6.2%	6	1.7%
<b>\$45,000 to \$49,999</b>	43,777	4.4%	33	2.2%	33	2.2%	13	3.7%
<b>\$50,000 to \$59,999</b>	83,389	8.3%	120	8.1%	120	8.1%	23	6.4%
<b>\$60,000 to \$74,999</b>	106,239	10.6%	219	14.9%	219	14.9%	20	5.6%
<b>\$75,000 to \$99,999</b>	124,646	12.4%	116	7.9%	116	7.9%	36	10.3%
<b>\$100,000 to \$124,999</b>	76,325	7.6%	59	4.0%	59	4.0%	6	1.7%
<b>\$125,000 to \$149,999</b>	40,845	4.1%	29	1.9%	29	1.9%	6	1.7%
<b>\$150,000 to \$199,999</b>	37,056	3.7%	19	1.3%	19	1.3%	4	1.0%
<b>\$200,000 or more</b>	29,608	2.9%	10	0.7%	10	0.7%	2	0.4%
<b>55+</b>	833,096		2,507		2,507		327	
<b>Less than \$10,000</b>	64,770	7.8%	155	6.2%	155	6.2%	50	15.3%
<b>\$10,000 to \$14,999</b>	62,033	7.4%	235	9.4%	235	9.4%	66	20.0%
<b>\$15,000 to \$19,999</b>	56,540	6.8%	120	4.8%	120	4.8%	21	6.3%
<b>\$20,000 to \$24,999</b>	55,689	6.7%	115	4.6%	115	4.6%	29	8.7%
<b>\$25,000 to \$29,999</b>	52,140	6.3%	285	11.4%	285	11.4%	31	9.3%
<b>\$30,000 to \$34,999</b>	47,602	5.7%	157	6.3%	157	6.3%	26	7.8%
<b>\$35,000 to \$39,999</b>	43,712	5.2%	112	4.4%	112	4.4%	8	2.3%
<b>\$40,000 to \$44,999</b>	41,101	4.9%	118	4.7%	118	4.7%	13	4.0%
<b>\$45,000 to \$49,999</b>	37,292	4.5%	123	4.9%	123	4.9%	7	2.1%
<b>\$50,000 to \$59,999</b>	66,736	8.0%	255	10.2%	255	10.2%	22	6.6%
<b>\$60,000 to \$74,999</b>	77,437	9.3%	287	11.4%	287	11.4%	20	6.0%
<b>\$75,000 to \$99,999</b>	86,695	10.4%	216	8.6%	216	8.6%	22	6.7%
<b>\$100,000 to \$124,999</b>	53,459	6.4%	167	6.7%	167	6.7%	11	3.4%
<b>\$125,000 to \$149,999</b>	30,541	3.7%	18	0.7%	18	0.7%	0	0.0%
<b>\$150,000 to \$199,999</b>	28,737	3.4%	74	3.0%	74	3.0%	4	1.1%
<b>\$200,000 or more</b>	28,614	3.4%	73	2.9%	73	2.9%	2	0.5%

Source: 2016-5yr ACS (Census)

## 10 Market Area Economy

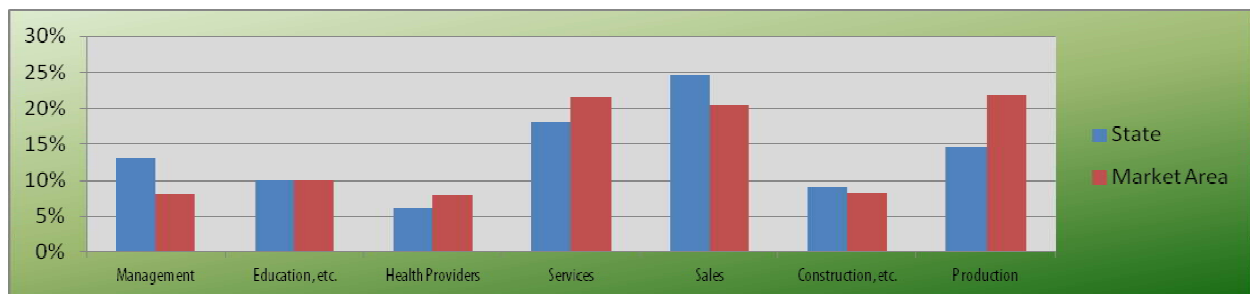
The economy of the market area will have an impact on the need for apartment units.

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

	State	%	County	%	Market Area	%	City	%
Total	2,129,323		2,833		2,833		652	
Management, business, science, and arts occupations:	713,327	34%	793	28%	793	28%	133	20%
Management, business, and financial occupations:	279,599	13%	229	8%	229	8%	22	3%
Management occupations	194,200	9%	154	5%	154	5%	16	2%
Business and financial operations occupations	85,399	4%	75	3%	75	3%	6	1%
Computer, engineering, and science occupations:	92,669	4%	54	2%	54	2%	13	2%
Computer and mathematical occupations	39,905	2%	18	1%	18	1%	9	1%
Architecture and engineering occupations	38,622	2%	32	1%	32	1%	0	0%
Life, physical, and social science occupations	14,142	1%	4	0%	4	0%	4	1%
Education, legal, community service, arts, and media occupations:	212,279	10%	284	10%	284	10%	68	10%
Community and social service occupations	36,950	2%	80	3%	80	3%	35	5%
Legal occupations	18,057	1%	11	0%	11	0%	5	1%
Education, training, and library occupations	126,853	6%	128	5%	128	5%	24	4%
Arts, design, entertainment, sports, and media occupations	30,419	1%	65	2%	65	2%	4	1%
Healthcare practitioners and technical occupations:	128,780	6%	226	8%	226	8%	30	5%
Health diagnosing and treating practitioners and other technical occupations	83,259	4%	78	3%	78	3%	23	4%
Health technologists and technicians	45,521	2%	148	5%	148	5%	7	1%
Service occupations:	385,345	18%	609	21%	609	21%	171	26%
Healthcare support occupations	44,426	2%	91	3%	91	3%	22	3%
Protective service occupations:	47,967	2%	160	6%	160	6%	8	1%
Fire fighting and prevention, and other protective service workers including supervisors	25,628	1%	32	1%	32	1%	2	0%
Law enforcement workers including supervisors	22,339	1%	128	5%	128	5%	6	1%
Food preparation and serving related occupations	132,137	6%	53	2%	53	2%	48	7%
Building and grounds cleaning and maintenance occupations	92,520	4%	202	7%	202	7%	28	4%
Personal care and service occupations	68,295	3%	103	4%	103	4%	65	10%
Sales and office occupations:	524,669	25%	578	20%	578	20%	94	14%
Sales and related occupations	248,107	12%	264	9%	264	9%	23	4%
Office and administrative support occupations	276,562	13%	314	11%	314	11%	71	11%
Natural resources, construction, and maintenance occupations:	192,123	9%	237	8%	237	8%	17	3%
Farming, fishing, and forestry occupations	9,913	0%	0	0%	0	0%	0	0%
Construction and extraction occupations	103,277	5%	183	6%	183	6%	17	3%
Installation, maintenance, and repair occupations	78,933	4%	54	2%	54	2%	0	0%
Production, transportation, and material moving occupations:	313,859	15%	616	22%	616	22%	237	36%
Production occupations	180,361	8%	403	14%	403	14%	167	26%
Transportation occupations	74,421	3%	81	3%	81	3%	34	5%
Material moving occupations	59,077	3%	132	5%	132	5%	36	6%

Source: 2016-5yr ACS (Census)

### Occupation for the State and Market Area



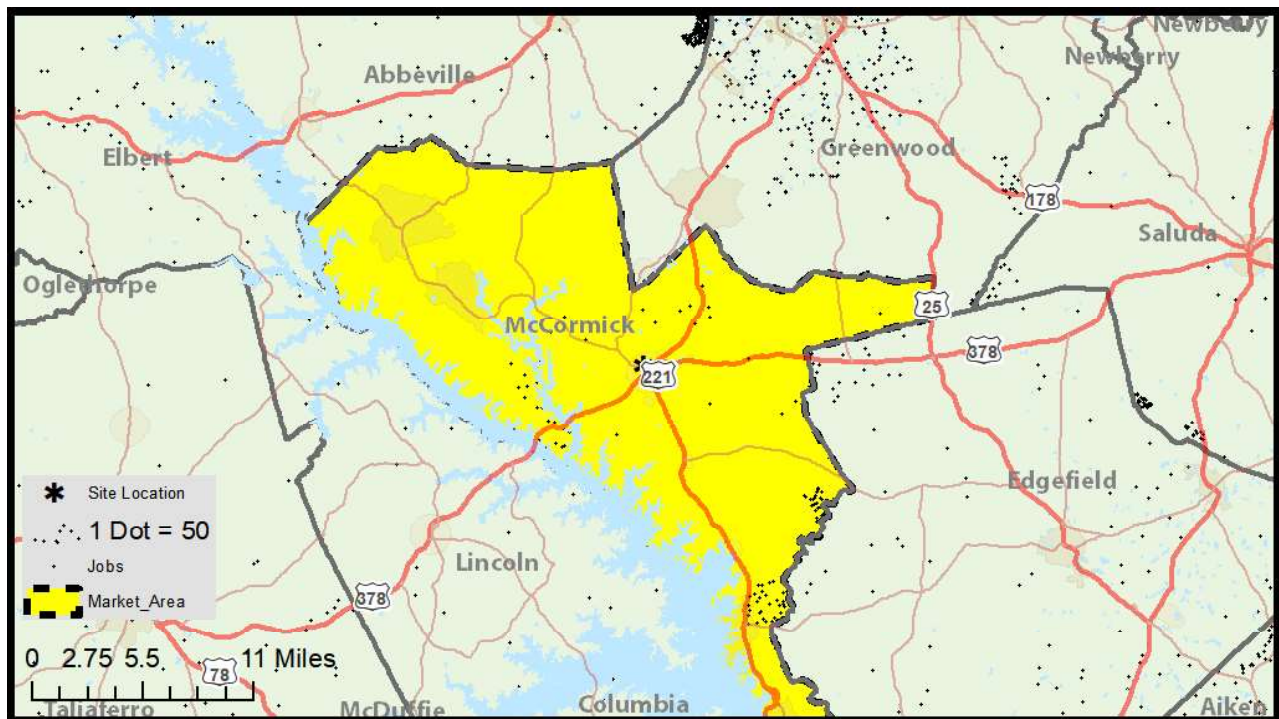
**Table 19—Industry of Employed Persons Age 16 Years And Over**

	State	%	County	%	Market Area	%	City	%
Total:	2,129,323		2,833		2,833		652	
Agriculture, forestry, fishing and hunting, and mining:	21,712	<b>1%</b>	25	<b>1%</b>	25	<b>1%</b>	0	<b>0%</b>
Agriculture, forestry, fishing and hunting	20,112	1%	25	1%	25	1%	0	0%
Mining, quarrying, and oil and gas extraction	1,600	0%	0	0%	0	0%	0	0%
Construction	134,999	<b>6%</b>	169	<b>6%</b>	169	<b>6%</b>	9	<b>1%</b>
Manufacturing	293,796	<b>14%</b>	614	<b>22%</b>	614	<b>22%</b>	173	<b>27%</b>
Wholesale trade	56,511	3%	22	1%	22	1%	3	0%
Retail trade	259,654	<b>12%</b>	213	<b>8%</b>	213	<b>8%</b>	29	<b>4%</b>
Transportation and warehousing, and utilities:	100,177	5%	96	3%	96	3%	21	3%
Transportation and warehousing	73,879	3%	54	2%	54	2%	14	2%
Utilities	26,298	1%	42	1%	42	1%	7	1%
Information	38,274	2%	86	3%	86	3%	13	2%
Finance and insurance, and real estate and rental and leasing:	123,152	<b>6%</b>	93	<b>3%</b>	93	<b>3%</b>	19	<b>3%</b>
Finance and insurance	86,156	4%	42	1%	42	1%	19	3%
Real estate and rental and leasing	36,996	2%	51	2%	51	2%	0	0%
Professional, scientific, and management, and administrative and waste management services:	209,139	<b>10%</b>	140	<b>5%</b>	140	<b>5%</b>	61	<b>9%</b>
Professional, scientific, and technical services	105,839	5%	58	2%	58	2%	9	1%
Management of companies and enterprises	1,154	0%	0	0%	0	0%	0	0%
Administrative and support and waste management services	102,146	5%	82	3%	82	3%	52	8%
Educational services, and health care and social assistance:	460,646	<b>22%</b>	806	<b>28%</b>	806	<b>28%</b>	225	<b>35%</b>
Educational services	193,386	9%	228	8%	228	8%	81	12%
Health care and social assistance	267,260	13%	578	20%	578	20%	144	22%
Arts, entertainment, and recreation, and accommodation and food services:	222,765	<b>10%</b>	201	<b>7%</b>	201	<b>7%</b>	27	<b>4%</b>
Arts, entertainment, and recreation	36,395	2%	97	3%	97	3%	8	1%
Accommodation and food services	186,370	9%	104	4%	104	4%	19	3%
Other services, except public administration	108,028	5%	136	5%	136	5%	29	4%
Public administration	100,470	5%	232	8%	232	8%	43	7%

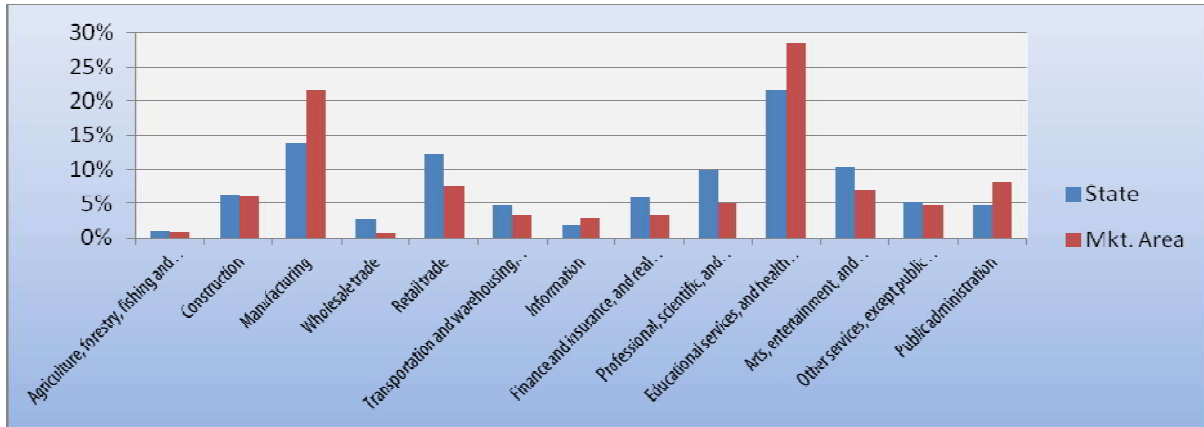
Source: 2016-5yr ACS (Census)

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

**Employment Concentrations Map**



### Industry for the State and Market Area



Source: 2016-5yr ACS (Census)

**Table 20—Median Wages by Industry**

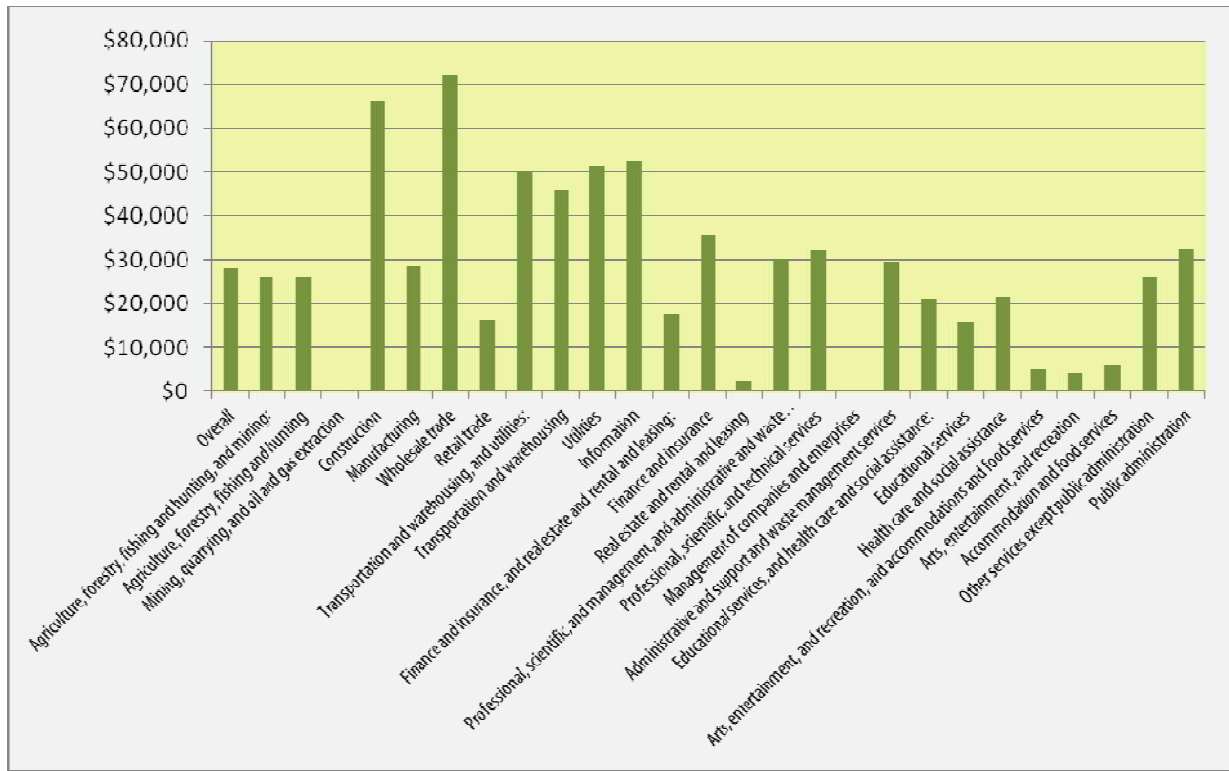
	State	County	City
Overall	\$30,864	\$27,850	\$20,181
Agriculture, forestry, fishing and hunting, and mining:	\$24,040	\$25,917	—
Agriculture, forestry, fishing and hunting	\$22,252	\$25,917	—
Mining, quarrying, and oil and gas extraction	\$51,154	—	—
Construction	\$30,927	\$66,417	\$25,250
Manufacturing	\$40,233	\$28,540	\$21,793
Wholesale trade	\$40,769	\$71,964	—
Retail trade	\$20,327	\$16,318	\$4,196
Transportation and warehousing, and utilities:	\$42,106	\$50,250	\$47,917
Transportation and warehousing	\$38,031	\$45,625	\$50,625
Utilities	\$55,436	\$51,250	—
Information	\$39,311	\$52,500	—
Finance and insurance, and real estate and rental and leasing:	\$39,301	\$17,404	—
Finance and insurance	\$40,937	\$35,556	—
Real estate and rental and leasing	\$35,000	\$2,499	—
Professional, scientific, and management, and administrative and waste management services:	\$33,197	\$30,227	\$29,375
Professional, scientific, and technical services	\$49,473	\$32,000	\$32,250
Management of companies and enterprises	\$73,897	—	—
Administrative and support and waste management services	\$22,231	\$29,583	\$17,500
Educational services, and health care and social assistance:	\$32,412	\$21,037	\$17,572
Educational services	\$34,997	\$15,741	\$9,567
Health care and social assistance	\$31,514	\$21,656	\$18,029
Arts, entertainment, and recreation, and accommodations and food services	\$14,017	\$4,899	\$8,542
Arts, entertainment, and recreation	\$18,038	\$4,212	—
Accommodation and food services	\$13,444	\$5,982	\$7,031
Other services except public administration	\$22,367	\$26,042	\$35,446
Public administration	\$39,135	\$32,432	\$30,417

Source: 2016-5yr ACS (Census)

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



### Wages by Industry for the County



2016-5yr ACS (Census)

### 10.1 Major Employers

**Table 21—Major Employers in the County**

Company	Product	Employees
Petra Health & Rehab of McCormick	Nursing Care Facility	140
Savannah Lakes Village	Civil and Social Club	140
Riegel Consumer Products a Division of Mount Vernon Mills, Inc.	Household textile products and hospitality products	110
Riegel Consumer Products a Division of Mount Vernon Mills, Inc	Fabrics and Textile Manufacturer	88
Georgia Pacific	Sawmill and Wood Merchant Wholesaler	67
Strom Thurmond Lake Visitor Center	All Other Amusement & Recreation Industry	50
Sun Grow Horticulture	Processed Bark	30

Source: The Economic Development Partnership

### 10.2 New or Planned Changes in Workforce

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

### 10.3 Employment (Civilian Labor Force)

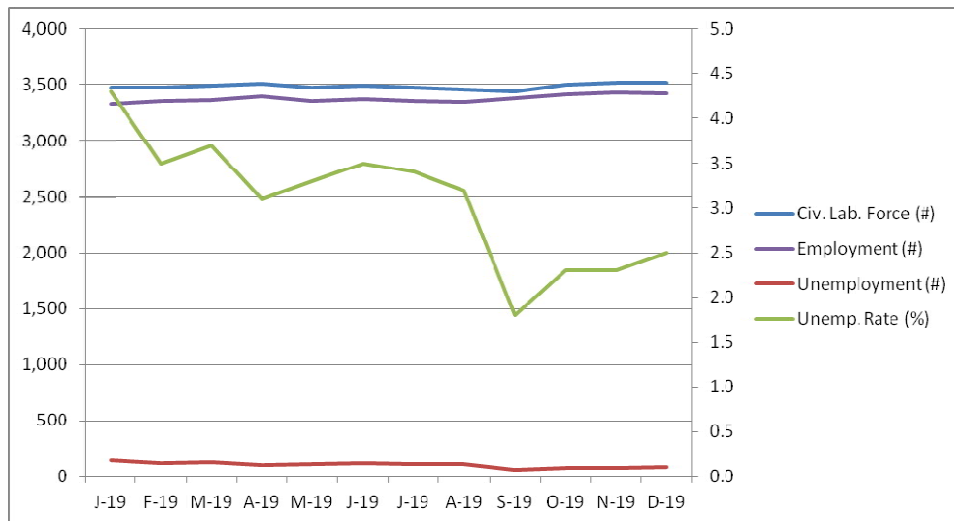
In order to determine how employment affects the market area and whether the local economy is expanding, declining, or stable, it is necessary to inspect employment statistics for several years. The table below shows the increase or decrease in employment and the percentage of unemployed at the county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

**Table 23—Employment Trends**

Year	Civilian Labor Force	Unemployment	Rate (%)	Employment	Employment Change		Annual Change	
					Number	Pct.	Number	Pct.
2000	3,770	230	6.5	3,540	—	—	—	—
2016	3,379	179	5.6	3,200	-340	-9.6%	-21	-0.7%
2017	3,355	144	4.5	3,211	11	0.3%	11	0.3%
2018	3,403	118	3.6	3,285	74	2.3%	74	2.3%
J-19	3,472	143	4.3	3,329	44	1.3%		
F-19	3,477	118	3.5	3,359	30	0.9%		
M-19	3,491	125	3.7	3,366	7	0.2%		
A-19	3,504	105	3.1	3,399	33	1.0%		
M-19	3,471	111	3.3	3,360	-39	-1.1%		
J-19	3,491	118	3.5	3,373	13	0.4%		
J-19	3,472	114	3.4	3,358	-15	-0.4%		
A-19	3,456	107	3.2	3,349	-9	-0.3%		
S-19	3,441	61	1.8	3,380	31	0.9%		
O-19	3,496	79	2.3	3,417	37	1.1%		
N-19	3,511	79	2.3	3,432	15	0.4%		
D-19	3,513	86	2.5	3,427	-5	-0.1%		

Source: State Employment Security Commission

### County Employment Trends



Source: State Employment Security Commission

### 10.4 Workforce Housing

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

## 10.5 Economic Summary

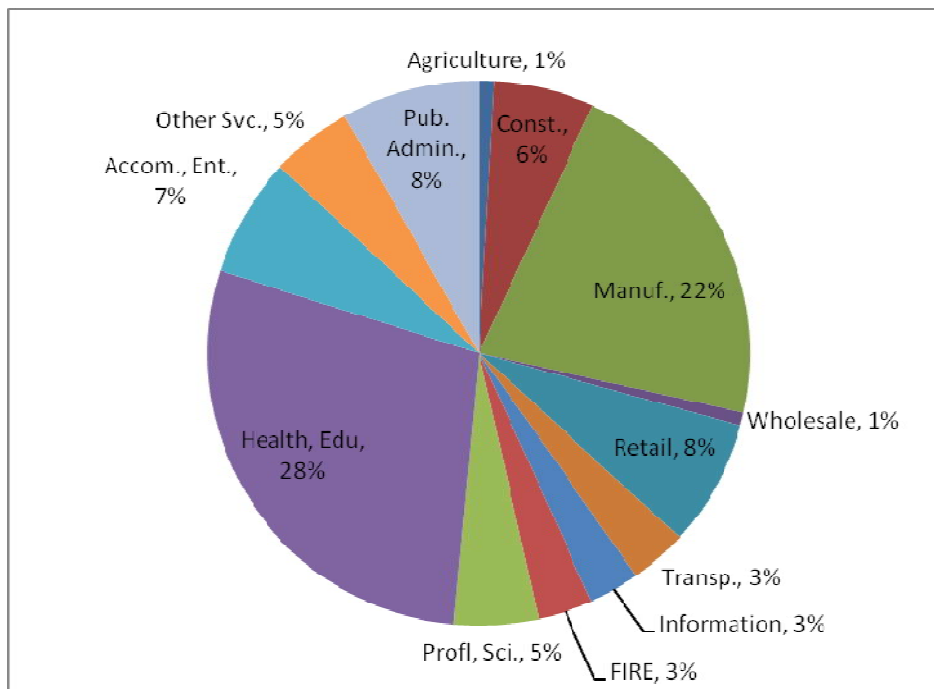
The largest number of persons in the market area is employed in the "Management, professional, and related occupations" occupation category and in the "Educational services, and health care and social assistance" industry category.

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

Employment has been increasing over the past several years. For the past 12 months the unemployment rate has varied from 1.8% to 4.3%; in the last month reported it was 2.5%.

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

### Percent of Workers by Industry for the Market Area



Source: 2016-5yr ACS (Census)

## 11 Income Restrictions and Affordability

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

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

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

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

### 11.1 Households Receiving HUD Rental Assistance

The lower limit of the acceptable income range for units with rental assistance is zero income. The upper limit of the acceptable income range for units with HUD rental assistance is established by the HUD guidelines. HUD allows very low income households (50% AMI or less) to receive rental assistance in the general case, and low income households (80% AMI or less) in some cases. HUD also requires that 75% of rental assistance to go to households at or below the 30% AMI level. For the purpose of this study, the tax credit set aside will be used to compute the income limits.

### 11.2 Households Not Receiving Rental Assistance

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

$$\text{gross rent} \div X\% \times 12 \text{ months} = \text{annual income}$$

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

### 11.3 Households Qualifying for Tax Credit Units

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

For those tax credit units occupied by low income households, the monthly gross rent should not realistically exceed 35% of the household income. However, elderly households can afford to pay a larger portion of their incomes on housing than family households. Elderly households should not realistically exceed 40% of the household income.

#### 11.4 Establishing Tax Credit Qualifying Income Ranges

It is critical to establish the number of households that qualify for apartments under the tax credit program based on their incomes. The income ranges are established in two stages. First, the maximum incomes allowable are calculated by applying the tax credit guidelines. Then, minimum incomes required are calculated. According to United States Code, either 20% of the units must be occupied by households who earn under 50% of the area median gross income (AMI), OR 40% of the units must be occupied by households who earn under 60% of the AMI. Sometimes units are restricted for even lower income households. In many cases, the developer has chosen to restrict the rents for 100% of the units to be for low income households.

**Table 24—Maximum Income Limit (HUD FY 2020)**

Pers.	VLIL	50%	60%
1	21,800	21,800	26,160
2	24,900	24,900	29,880
3	28,050	28,050	33,660
4	31,150	31,150	37,380
5	33,650	33,650	40,380
6	36,150	36,150	43,380
7	38,650	38,650	46,380
8	41,100	41,100	49,320

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

The table above shows the maximum tax credit allowable incomes for households moving into the subject based on household size and the percent of area median gross income (AMI). Because the county is below the national non-metro, and because the site is not an ineligible area as determined by RD and because the subject is not using bond funds, the national non-metro figures have been substituted for the standard income limits.

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

$$\text{Gross rent} \div 35\% \text{ [or 30\% or 40\%, as described in the subsections above]} \times 12 \text{ months} = \text{annual income}$$

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

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

**Table 25—Minimum Incomes Required and Gross Rents**

	Bedrooms	Number of Units	Net Rent	Gross Rent	Minimum Income Required	Target Population
50%	1	5	587	682	\$0	PBRA
60%	1	19	587	682	\$0	PBRA

Source: John Wall and Associates from data provided by client

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

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

## 11.5 Qualifying Income Ranges

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

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

AMI	Bedrooms	Persons	Gross Rent	Income Based Lower Limit	Spread Between Limits	Upper Limit
50%	1	1	682	20,460	1,340	21,800
50%	1	2	682	20,460	4,440	24,900
60%	1	1	682	20,460	5,700	26,160
60%	1	2	682	20,460	9,420	29,880

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

## 11.6 Upper Income Determination

The income limit for all elderly units is calculated on 2 persons, regardless of number of bedrooms.

### 11.7 Programmatic and Pro Forma Rent Analysis

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

**Table 27—Qualifying and Proposed and Programmatic Rent Summary**

1-BR	
<b>50% Units</b>	
Number of Units	5
Max Allowable Gross Rent	\$583
Pro Forma Gross Rent	\$682
Difference (\$)	-\$99
Difference (%)	-17.0%
<b>60% Units</b>	
Number of Units	19
Max Allowable Gross Rent	\$700
Pro Forma Gross Rent	\$682
Difference (\$)	\$18
Difference (%)	2.6%

### Targeted Income Ranges



An income range of \$0 to \$23,350 is reasonable for the 50% AMI PBRA units.

An income range of \$0 to \$28,020 is reasonable for the 60% AMI PBRA units.

An income range of \$0 to \$28,020 is reasonable for the project overall.

## 11.8 Households with Qualified Incomes

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

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

	State	%	County	%	Market Area	%	City	%
<b>Owner occupied:</b>	1,258,661		3,061		3,061		333	
Less than \$5,000	33,213	2.6%	83	2.7%	83	2.7%	3	0.9%
\$5,000 to \$9,999	31,018	2.5%	69	2.3%	69	2.3%	3	0.9%
\$10,000 to \$14,999	55,486	4.4%	213	7.0%	213	7.0%	29	8.7%
\$15,000 to \$19,999	56,610	4.5%	88	2.9%	88	2.9%	24	7.2%
\$20,000 to \$24,999	61,789	4.9%	133	4.3%	133	4.3%	22	6.6%
\$25,000 to \$34,999	126,742	10.1%	456	14.9%	456	14.9%	59	17.7%
\$35,000 to \$49,999	180,304	14.3%	498	16.3%	498	16.3%	46	13.8%
\$50,000 to \$74,999	248,128	19.7%	836	27.3%	836	27.3%	76	22.8%
\$75,000 to \$99,999	175,380	13.9%	279	9.1%	279	9.1%	38	11.4%
\$100,000 to \$149,999	176,471	14.0%	251	8.2%	251	8.2%	23	6.9%
\$150,000 or more	113,520	9.0%	155	5.1%	155	5.1%	10	3.0%
<b>Renter occupied:</b>	580,380		919		919		345	
Less than \$5,000	45,492	7.8%	107	11.6%	107	11.6%	40	11.6%
\$5,000 to \$9,999	46,932	8.1%	127	13.8%	127	13.8%	71	20.6%
\$10,000 to \$14,999	57,793	10.0%	97	10.6%	97	10.6%	61	17.7%
\$15,000 to \$19,999	51,121	8.8%	112	12.2%	112	12.2%	52	15.1%
\$20,000 to \$24,999	49,516	8.5%	20	2.2%	20	2.2%	14	4.1%
\$25,000 to \$34,999	83,285	14.4%	171	18.6%	171	18.6%	22	6.4%
\$35,000 to \$49,999	89,416	15.4%	146	15.9%	146	15.9%	58	16.8%
\$50,000 to \$74,999	85,672	14.8%	44	4.8%	44	4.8%	7	2.0%
\$75,000 to \$99,999	35,961	6.2%	53	5.8%	53	5.8%	20	5.8%
\$100,000 to \$149,999	24,699	4.3%	21	2.3%	21	2.3%	0	0.0%
\$150,000 or more	10,493	1.8%	21	2.3%	21	2.3%	0	0.0%

Source: 2016 5yr ACS (Census)



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

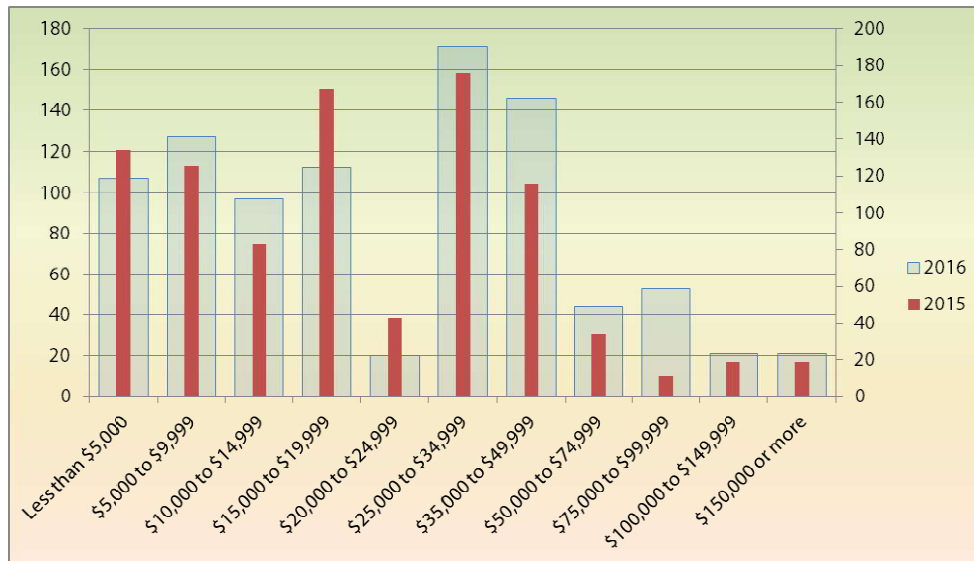
**Table 29—Percent of Renter Households in Appropriate Income Ranges for the Market Area**

AMI		PBRA		PBRA		Overall	
Lower Limit		0		0		0	
Upper Limit		23,350		28,020		28,020	
	Mkt. Area Households	%	#	%	#	%	#
Renter occupied:							
Less than \$5,000	107	1.00	107	1.00	107	1.00	107
\$5,000 to \$9,999	127	1.00	127	1.00	127	1.00	127
\$10,000 to \$14,999	97	1.00	97	1.00	97	1.00	97
\$15,000 to \$19,999	112	1.00	112	1.00	112	1.00	112
\$20,000 to \$24,999	20	0.67	13	1.00	20	1.00	20
\$25,000 to \$34,999	171	—	0	0.30	52	0.30	52
\$35,000 to \$49,999	146	—	0	—	0	—	0
\$50,000 to \$74,999	44	—	0	—	0	—	0
\$75,000 to \$99,999	53	—	0	—	0	—	0
\$100,000 to \$149,999	21	—	0	—	0	—	0
\$150,000 or more	21	—	0	—	0	—	0
<b>Total</b>	<b>919</b>		<b>456</b>		<b>515</b>		<b>515</b>
<b>Percent in Range</b>			<b>49.7%</b>		<b>56.0%</b>		<b>56.0%</b>

Source: John Wall and Associates from figures above

The previous table shows how many renter households are in each income range. The number and percent are given in the last two rows (e.g., 456, or 49.7% of the renter households in the market area are in the PBRA range.)

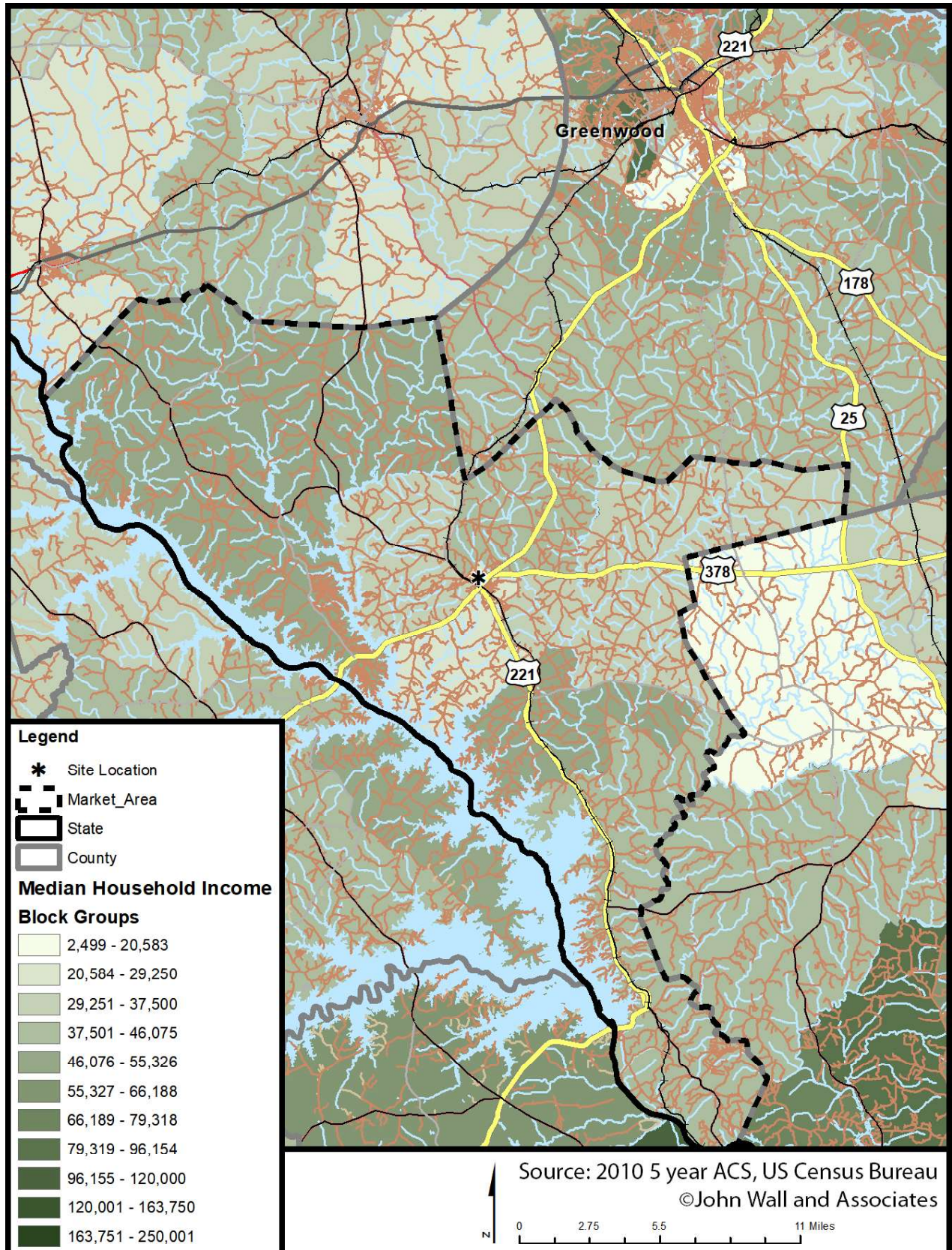
**Change in Renter Household Income**



Sources: 2015 and 2016-5yr ACS (Census)

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

### Median Household Income Map



## 12 Demand

### 12.1 Demand from New Households

#### 12.1.1 New Households

It was shown in the Household Trends section of this study that 193 new housing units will be needed by the year of completion. It was shown in the Tenure section that the area ratio of rental units to total units is 10.5%. Therefore, 20 of these new units will need to be rental.

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

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

	New Renter Households	Percent Income Qualified	Demand due to new Households
50% AMI: \$0 to \$23,350	20	49.7%	10
60% AMI: \$0 to \$28,020	20	56.0%	11
Overall Project: \$0 to \$28,020	20	56.0%	11

Source: John Wall and Associates from figures above

### 12.2 Demand from Existing Households

#### 12.2.1 Demand from Rent Overburden Households

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

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

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

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

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

	State		County		Market Area		City	
<b>Less than \$10,000:</b>	92,424		234		234		111	
<b>30.0% to 34.9%</b>	1,980	2.1%	9	3.8%	9	3.8%	9	8.1%
<b>35.0% or more</b>	57,419	62.1%	65	27.8%	65	27.8%	46	41.4%
<b>\$10,000 to \$19,999:</b>	108,914		209		209		113	
<b>30.0% to 34.9%</b>	6,294	5.8%	31	14.8%	31	14.8%	22	19.5%
<b>35.0% or more</b>	78,703	72.3%	101	48.3%	101	48.3%	53	46.9%
<b>\$20,000 to \$34,999:</b>	132,801		191		191		36	
<b>30.0% to 34.9%</b>	21,877	16.5%	24	12.6%	24	12.6%	10	27.8%
<b>35.0% or more</b>	60,825	45.8%	12	6.3%	12	6.3%	12	33.3%
<b>\$35,000 to \$49,999:</b>	89,416		146		146		58	
<b>30.0% to 34.9%</b>	11,805	13.2%	0	0.0%	0	0.0%	0	0.0%
<b>35.0% or more</b>	12,624	14.1%	4	2.7%	4	2.7%	4	6.9%
<b>\$50,000 to \$74,999:</b>	85,672		44		44		7	
<b>30.0% to 34.9%</b>	4,198	4.9%	3	6.8%	3	6.8%	3	42.9%
<b>35.0% or more</b>	3,500	4.1%	0	0.0%	0	0.0%	0	0.0%
<b>\$75,000 to \$99,999:</b>	35,961		53		53		20	
<b>30.0% to 34.9%</b>	626	1.7%	0	0.0%	0	0.0%	0	0.0%
<b>35.0% or more</b>	577	1.6%	0	0.0%	0	0.0%	0	0.0%
<b>\$100,000 or more:</b>	35,192		42		42		0	
<b>30.0% to 34.9%</b>	274	0.8%	0	0.0%	0	0.0%	0	0.0%
<b>35.0% or more</b>	123	0.3%	0	0.0%	0	0.0%	0	0.0%

Source: 2016-5yr ACS (Census)

From the table above, the number of rent overburdened households in each appropriate income range can be estimated in the table below. Note that the 30-35% table is only used for PBRA demand.

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

30% to 35% Overburden							
AMI		PBRA		PBRA		Overall	
Lower Limit		0		0		0	
Upper Limit	Mkt. Area	23,350		28,020		28,020	
	Households	%	#	%	#	%	#
Less than \$10,000:	9	1.00	9	1.00	9	1.00	9
\$10,000 to \$19,999:	31	1.00	31	1.00	31	1.00	31
\$20,000 to \$34,999:	24	0.22	5	0.53	13	0.53	13
\$35,000 to \$49,999:	0	—	0	—	0	—	0
\$50,000 to \$74,999:	3	—	0	—	0	—	0
\$75,000 to \$99,999:	0	—	0	—	0	—	0
\$100,000 or more:	0	—	0	—	0	—	0
Column Total	67		45		53		53

35%+ Overburden							
AMI		PBRA		PBRA		Overall	
Lower Limit		0		0		0	
Upper Limit	Mkt. Area	23,350		28,020		28,020	
	Households	%	#	%	#	%	#
Less than \$10,000:	65	1.00	65	1.00	65	1.00	65
\$10,000 to \$19,999:	101	1.00	101	1.00	101	1.00	101
\$20,000 to \$34,999:	12	0.22	3	0.53	6	0.53	6
\$35,000 to \$49,999:	4	—	0	—	0	—	0
\$50,000 to \$74,999:	0	—	0	—	0	—	0
\$75,000 to \$99,999:	0	—	0	—	0	—	0
\$100,000 or more:	0	—	0	—	0	—	0
Column Total	182		169		172		172

Source: John Wall and Associates from figures above

### 12.2.2 Demand from Elderly Rent Overburdened Households

The table below shows elderly households that are rent overburdened.

**Table N—Percent of Income Paid for Gross Rent by Age**

	State		County		Market Area		City	
Total:	580,380		919		919		345	
Householder 15 to 24 years:	62,505		92		92		75	
35.0 percent or more	31,329	50.1%	11	12.0%	11	12.0%	11	14.7%
Householder 25 to 34 years:	154,667		180		180		71	
35.0 percent or more	53,344	34.5%	48	26.7%	48	26.7%	35	49.3%
Householder 35 to 64 years:	291,581		402		402		132	
35.0 percent or more	99,577	34.2%	103	25.6%	103	25.6%	49	37.1%
Householder 65 +	71,627		245		245		67	
35.0 percent or more	29,521	41.2%	20	8.2%	20	8.2%	20	29.9%

Source: 2016-5yr ACS (Census)

The following table shows the number of elderly rent overburdened households in the market area.

**Table O—Rent Overburdened Elderly Households in the Market Area**

	Number	Percent
55 +	61	16.1%
62 +	27	9.9%
65 +	20	8.2%

Source: 2016-5yr ACS (Census)

There are 27 elderly households in the 62+ age group. This number (27) will be multiplied by the percent of overburdened households in each income range from the *Rent Overburdened Households in Each Income Range for the Market Area* table above.

**Table P—Elderly Rent Overburdened Households in Each Income Range for the Market Area**

AMI	PBRA	PBRA	Overall
Elderly Rent Overburden HH in Age group	27	27	27
Rent Overburden HH in Income Range	0.927	0.947	0.95
Income Qualified Elderly Rent Overburden	25	26	26

Source: John Wall and Associates from numbers shown previously

### 12.2.3 Demand from Substandard Conditions

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

**Table 33—Substandard Occupied Units**

	State	%	County	%	Market Area	%	City	%
<b>Owner occupied:</b>	1,258,661		3,061		3,061		333	
Complete plumbing:	1,255,303	100%	3,061	100%	3,061	100%	333	100%
1.00 or less	1,242,907	99%	3,057	100%	3,057	100%	333	100%
1.01 to 1.50	9,510	1%	0	0%	0	0%	0	0%
1.51 or more	2,886	0%	4	0%	4	0%	0	0%
Lacking plumbing:	3,358	0%	0	0%	0	0%	0	0%
1.00 or less	3,196	0%	0	0%	0	0%	0	0%
1.01 to 1.50	69	0%	0	0%	0	0%	0	0%
1.51 or more	93	0%	0	0%	0	0%	0	0%
<b>Renter occupied:</b>	580,380		919		919		345	
Complete plumbing:	577,016	99%	919	100%	919	100%	345	100%
1.00 or less	556,692	96%	900	98%	900	98%	339	98%
1.01 to 1.50	14,918	3%	19	2%	19	2%	6	2%
1.51 or more	5,406	1%	0	0%	0	0%	0	0%
Lacking plumbing:	3,364	1%	0	0%	0	0%	0	0%
1.00 or less	3,150	1%	0	0%	0	0%	0	0%
1.01 to 1.50	46	0%	0	0%	0	0%	0	0%
1.51 or more	168	0%	0	0%	0	0%	0	0%
<b>Total Renter Substandard</b>					<b>19</b>			

Source: 2016-5yr ACS (Census)

From these tables, the need from substandard rental units can be drawn. There are 19 substandard rental units in the market area. Because 24.5% of the renter households have an elderly 62+ householder, we can determine there are 5 elderly substandard rental units.

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

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

	Total Substandard Units	Percent Income Qualified	Demand due to Substandard
50% AMI: \$0 to \$23,350	5	49.7%	2
60% AMI: \$0 to \$28,020	5	56.0%	3
<b>Overall Project: \$0 to \$28,020</b>	<b>5</b>	<b>56.0%</b>	<b>3</b>

Source: John Wall and Associates from figures above

### 12.2.4 Demand from Elderly Tenure

Many elderly wish to remain in the same community but are unable to or do not want to “keep up with” all that owning a home requires. However, because apartments are either in too short supply or do not exist in their community, they are unable to make that move.

If the state’s condition is interpreted to be the norm regarding the percentage of elderly that desire to rent, then the market area has a standard to be compared to.

**Table Q—Occupied Housing Units by Tenure and Age of Householder**

	State		Market Area	
55+ Owners	623,572	82.0%	2,252	88.3%
55+ Renters	137,103	18.0%	298	11.7%
62+ Owners	429,508	83.1%	1,691	89.5%
62+ Renters	87,316	16.9%	198	10.5%
65+ Owners	346,022	83.3%	1,407	89.7%
65+ Renters	69,391	16.7%	161	10.3%

Source: 2010 Census

As can be seen in the above table, 16.9% of the state’s elderly 62+ households rent, while 10.5% of the market area’s elderly households rent. This indicates there should be room in the market for apartments to house elderly homeowners who want to move into apartments.

There are 1,889 units in the market area that have a householder 62 or older. If the state’s percentage/norm (16.9%) is applied to these units, then 319 units (not just the present 198 units) would be rental. *This indicates an additional demand of 121 units for elderly 62+ households that would transition from home ownership to renting, were suitable rental units available. This component is capped at 99%.*

**Table R—Demand Due to Elderly Transition**

	New Elderly Households Needed for Transition	Percent Income Qualified	Demand
50% AMI: \$0 to \$23,350	121	49.7%	60
60% AMI: \$0 to \$28,020	121	56.0%	68
Overall Project: \$0 to \$28,020	121	56.0%	68

## 13 Demand for New Units

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

**Table 35—Demand Components**

	50% AMI: \$0 to \$23,350	60% AMI: \$0 to \$28,020	Overall Project: \$0 to \$28,020
New Housing Units Required	10	11	11
Rent Overburden Households	25	26	26
Substandard Units	2	3	3
Elderly Tenure	60	68	68
Demand	97	108	108
Less New Supply	0	0	0
<b>Net Demand</b>	<b>97</b>	<b>108</b>	<b>108</b>

\* Numbers may not add due to rounding.



## 14 Supply Analysis (and Comparables)

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

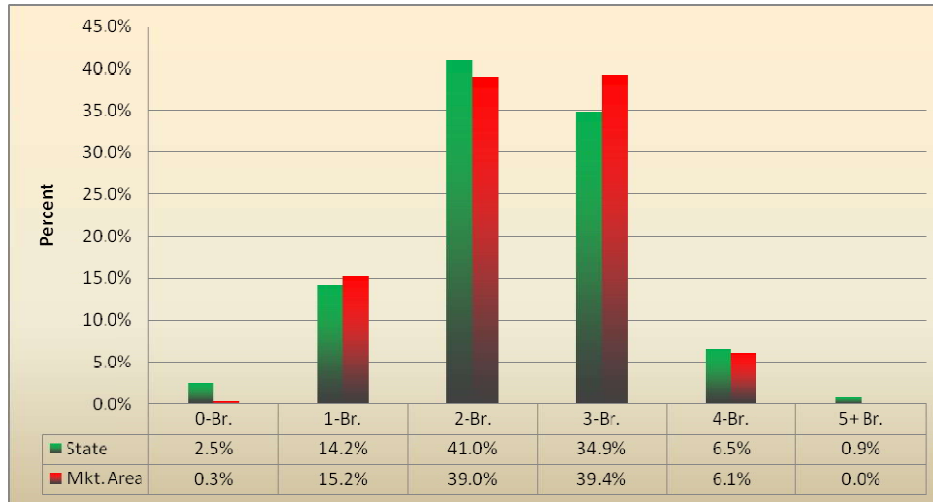
### 14.1 Tenure

**Table 36—Tenure by Bedrooms**

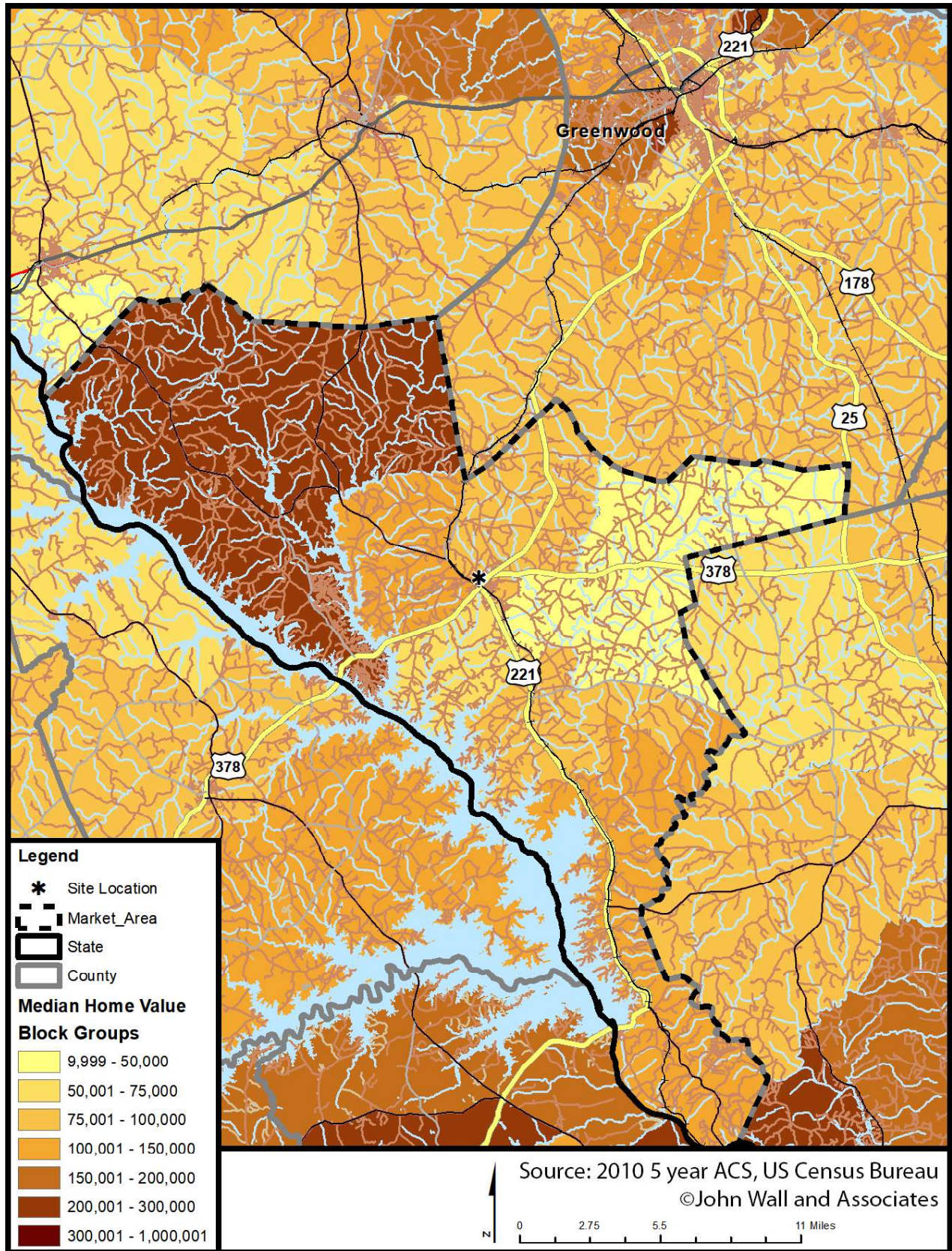
	State	%	County	%	Market Area	%	City	%
<b>Owner occupied:</b>	1,258,661		3,061		3,061		333	
<b>No bedroom</b>	3,334	0.3%	10	0.3%	10	0.3%	0	0.0%
<b>1 bedroom</b>	13,099	1.0%	42	1.4%	42	1.4%	6	1.8%
<b>2 bedrooms</b>	186,765	14.8%	492	16.1%	492	16.1%	70	21.0%
<b>3 bedrooms</b>	728,240	57.9%	1,812	59.2%	1,812	59.2%	181	54.4%
<b>4 bedrooms</b>	265,570	21.1%	605	19.8%	605	19.8%	67	20.1%
<b>5 or more bedrooms</b>	61,653	4.9%	100	3.3%	100	3.3%	9	2.7%
<b>Renter occupied:</b>	580,380		919		919		345	
<b>No bedroom</b>	14,732	2.5%	3	0.3%	3	0.3%	3	0.9%
<b>1 bedroom</b>	82,496	14.2%	140	15.2%	140	15.2%	125	36.2%
<b>2 bedrooms</b>	237,736	41.0%	358	39.0%	358	39.0%	114	33.0%
<b>3 bedrooms</b>	202,286	34.9%	362	39.4%	362	39.4%	91	26.4%
<b>4 bedrooms</b>	37,828	6.5%	56	6.1%	56	6.1%	12	3.5%
<b>5 or more bedrooms</b>	5,302	0.9%	0	0.0%	0	0.0%	0	0.0%

Source: 2016-5yr ACS (Census)

### Tenure by Bedrooms for the State and Market Area



### Median Home Value Map



## 14.2 Building Permits Issued

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

**Table 37—Building Permits Issued**

Year	County			City		
	Total	Single Family	Multi-Family	Total	Single Family	Multi-Family
2000	91	91	0	0	0	0
2001	66	66	0	0	0	0
2002	62	62	0	0	0	0
2003	53	53	0	0	0	0
2004	51	51	0	0	0	0
2005	57	57	0	0	0	0
2006	54	54	0	0	0	0
2007	82	82	0	0	0	0
2008	45	45	0	0	0	0
2009	24	24	0	0	0	0
2010	24	24	0	0	0	0
2011	22	22	0	0	0	0
2012	19	19	0	0	0	0
2013	27	27	0	0	0	0
2014	24	24	0	0	0	0
2015	37	37	0	0	0	0
2016	50	50	0	0	0	0
2017	49	49	0	0	0	0
2018	65	65	0	0	0	0

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

## 14.3 Survey of Apartments

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

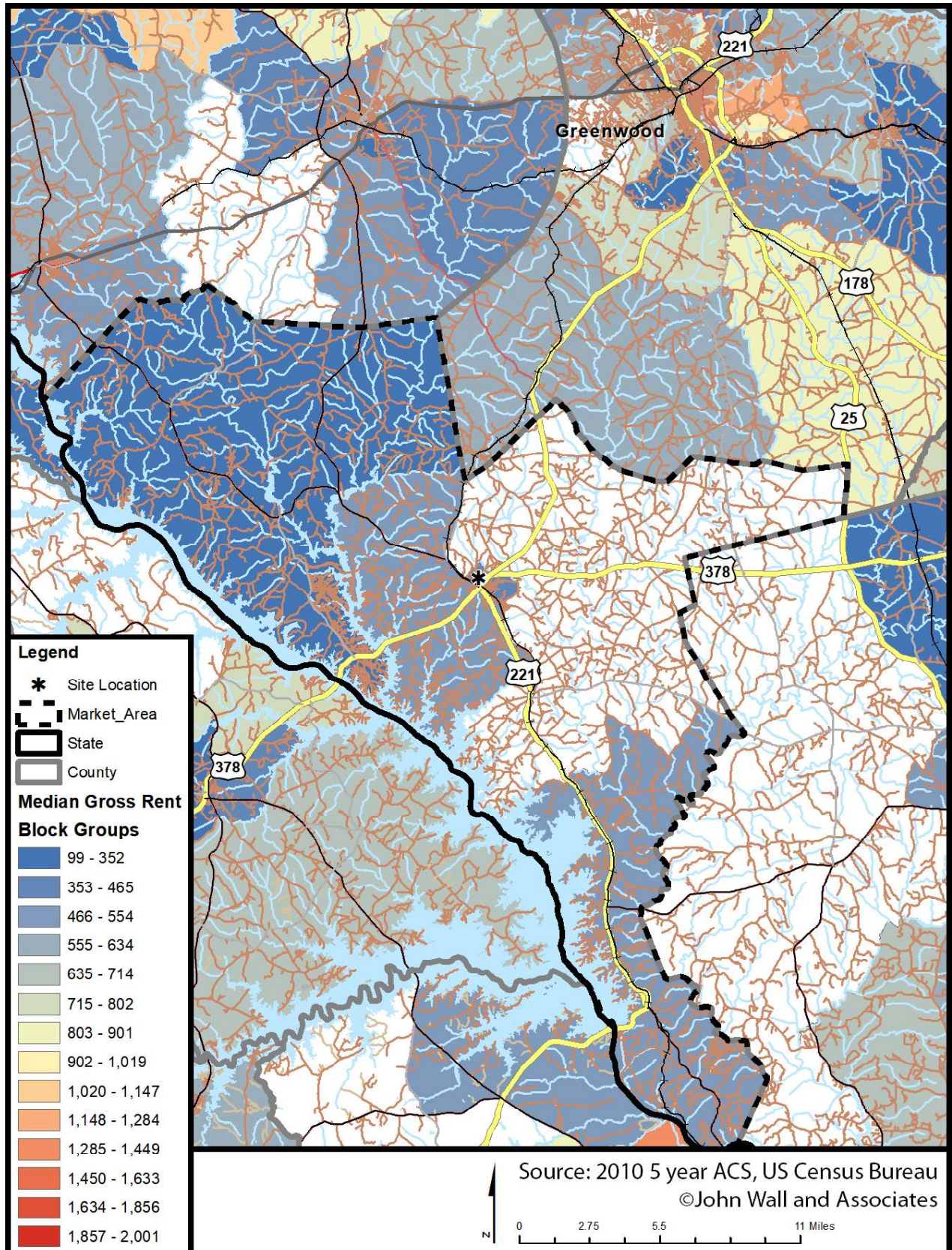
**Table 38—List of Apartments Surveyed**

Name	Units	Vacancy Rate	Type	Comments
Amber Chase (Greenwood)	100	7.0%	Conventional	Market rent comparable
Barrington (Greenwood)	133	0.0%	Conventional	
Cherry Manor	20	0.0%	Sec 8	
Cherry Valley	24	0.0%	Sec 515 Elderly	Comparable
Lakeview (Greenwood)	100	2.0%	Conventional	Market rent comparable
McCormick Manor	24	4.2%	LIHTC/Sec 515 Elderly	Comparable
Montclair (Greenwood)	98	0.0%	Conventional	Market rent comparable
Oaks	20	0.0%	LIHTC/Bond/Sec 515 Elderly	Comparable
SC Regional Housing Authority No. 1	40	5.0%	Public Housing	Two complexes
Timber Ridge	36	0.0%	LIHTC/Bond/Sec 515	
University Commons (Greenwood)	106	7.5%	Conventional	Market rent comparable
Westowne	40	0.0%	Sec 515/Sec 8	
Willow Creek (Subject - present)	25	12.0%	LIHTC/Sec 515 Elderly 62+	Comparable

**14.4 Other Affordable Housing Alternatives**

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

### Median Gross Rent Map



**14.5 Comparables**

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

**Table 39—Comparison of Comparables to Subject**

Project Name	Approximate		Reason for Comparability	Degree of Comparability
	Distance			
Cherry Valley	0.5 miles		Sec 515 Elderly; full PBRA	Moderate
McCormick Manor	0.9 miles		Age, LIHTC, Sec 515 Elderly; full PBRA	Moderate
The Oaks	adjacent		Location, LIHTC/Sec 515 Elderly; full PBRA	High
Willow Creek (subject)	Subject		Subject	Very high

The subject would continue to have full project-based rental assistance, just as all of the other comparables, and it would have the most recent rehabilitation among these properties. Therefore, the subject is well-positioned among the comparables.

**14.6 Public Housing & Vouchers**

There are about 40 public housing units in two developments owned by South Carolina Regional Housing Authority #1. The overall vacancy rate of the housing authority is 5.0%. There are 14 households on the waiting list for a housing authority unit.

**14.7 Long Term Impact**

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

**14.8 New “Supply”**

SCSHFDA requires comparable units built since 2019 and comparable units built in previous years that are not yet stabilized to be deducted from demand. Only comparable units within comparable complexes will be deducted from demand, as indicated by the asterisks.

**Table 40—Apartment Units Built or Proposed Since the Base Year**

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

There are no new units to be deducted from demand.

14.9 Market Advantage

Table 41—Market Advantage

	Bedrooms	Number of Units	Net Rent	Market Rent	Market Advantage
50%	1	5	587	796	26.3%
60%	1	19	587	796	26.3%

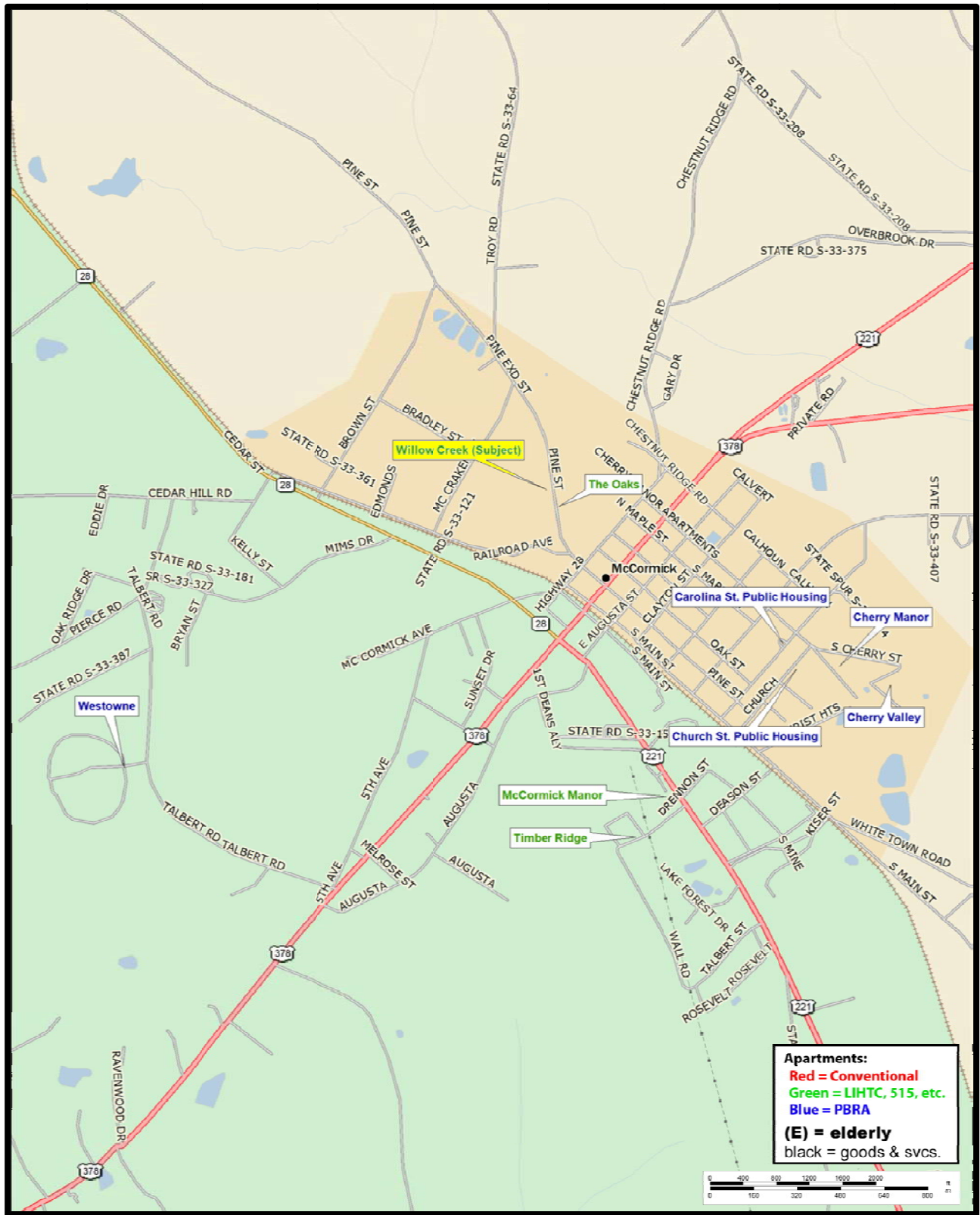
Since there are no conventional apartments in the market area, the subject was compared to several conventional properties in Greenwood, which is near the market area. The calculations show all of the subject’s proposed rents to have market advantages greater than 10%. According to form RD 3560-29, the subject had 18 units occupied in April, 2020, and the tenants paid a combined total of \$4,258 in rent, or \$237 per unit. This figure will be used in the S-2 rent calculation worksheet.

UNRESTRICTED MARKET RENT ANALYSIS USING CONVENTIONAL PROJECTS																				
Project - PCN: 20-021																				
McCormick, South Carolina																				
	FACTOR:																			
				2	2	2	2	2	2	2	2	2	2	2	1					
Project Name	Year Built	Number Of Units	Vacancy Rate	Location/Neighborhood	Design/Layout	Appearance/Condition	Amenities	Unit Size 1BR	Unit Size 2BR	Unit Size 3BR	Age	Total Points 1BR	Total Points 2BR	Total Points 3BR	1BR	2 BR	3 BR	Comparability Factor	COMMENTS	
Amber Chase	1972	100	7.0	6	7	8	8	8.0	10.0	11.0	0	74.0	78.0	80.0	625	800	900	1.0		
Barrington	2016	133	0.0	7	8	9	6	6.1	11.2	—	9	81.2	91.4	—	795	950	—	1.0		
Lakeview	1970s	100	2.0	8	7	8	7	5.4	7.1	7.0	0	70.8	74.2	74.0	640	750	860	1.0		
Montclair	1999	98	0.0	7	8	8	4	7.2	9.5	—	4	72.4	77.0	—	683 *	800 *	—	1.0		
University Commons	1976	106	7.5	5	7	7	8	6.6	8.0	9.0	0	67.2	70.0	72.0	625	700	800	1.0		
																		1.0		
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SUBJECT	1993	24	N/A	9	8	9	7	5.8	—	—	7	84.5	—	—	587	—	—	N/A	60% AMI rents	
Weighted average market rents for subject															796					
Market advantage for subject's highest rent															26.3%					
0 = Poor; 10 = Excellent. Points are relative and pertain to this market only																				
m = FmHa Market rent; * = Average; a = Approximate; Points for the age of a project represent an average of the original construction and the rehabilitation																				
Where information is unattainable, points may be awarded based on an estimate. This is also denoted by an "a"																				
g = garden; t = townhouse																				
b = adjusted age considering proposed renovations																				
©2009 John Wall and Associates																				
															587		—		50% AMI rents	
															market - subject		market		26.3%	
															mkt adv for 50% rents					

14.10 Apartment Inventory

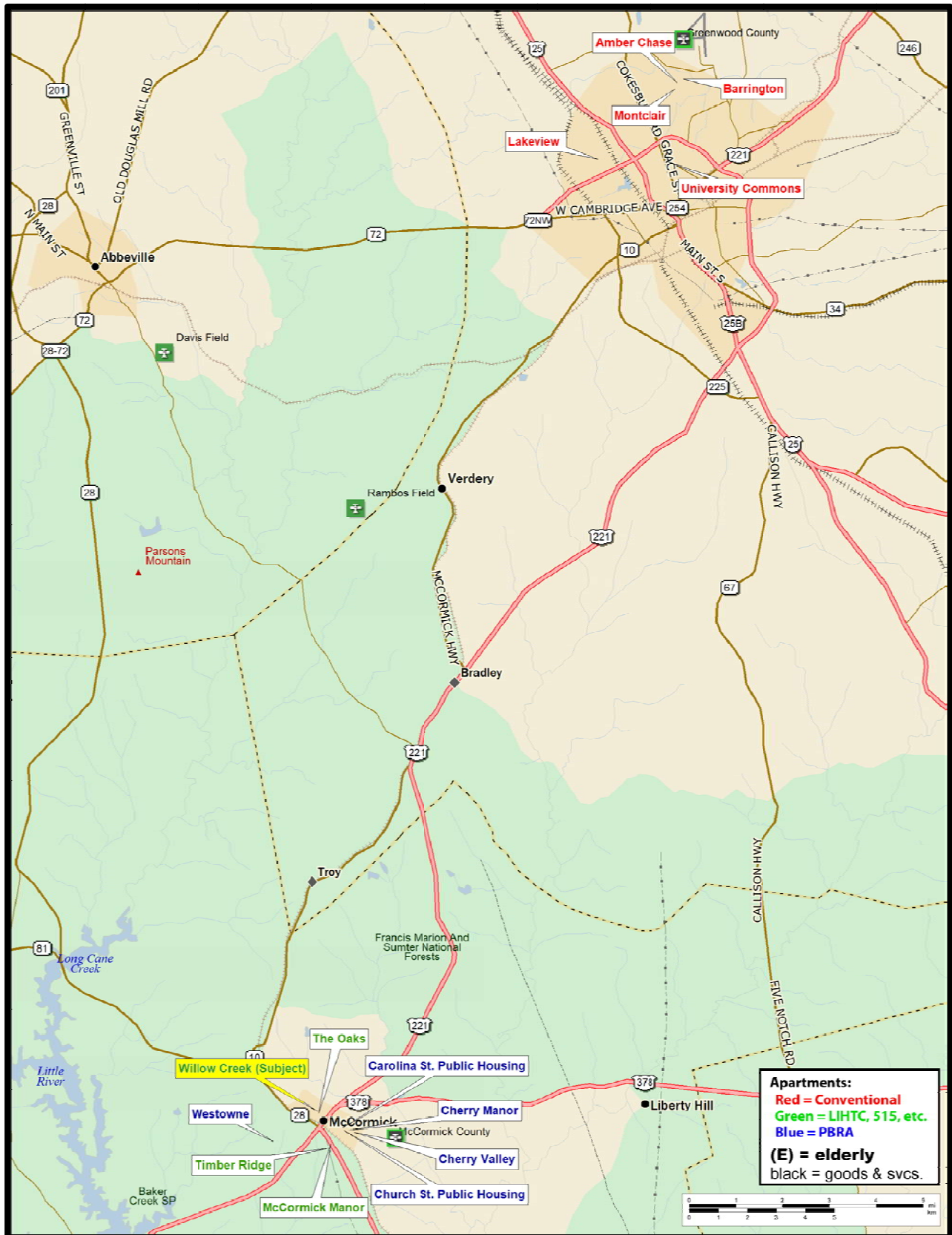
The apartment inventory follows this page. Summary information is shown for each apartment surveyed and detailed information is provided on individual property photo sheets.

### Apartment Locations Map 1














### Apartment Locations Map 2



# APARTMENT INVENTORY

## McCormick, South Carolina - PCN 20-021

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

ID#	Apartment Name	Year Built vac%	Efficiency/Studio (e)			Two Bedroom			Three Bedroom			Four Bedroom			COMMENTS
			Units	Vacant	Rent	Units	Vacant	Rent	Units	Vacant	Rent	Units	Vacant	Rent	
	20-021 SUBJECT Willow Creek 312 N. Pine St. Ext. McCormick	Proposed Rehab	5 19	P P	PBRA PBRA	1 P		NRU						LIHTC/50%, 60%/ /Sec 515 Elderly 62+; PBRA=24 *Computer center, gazebo, and 200 sq. ft. screened porch There is one two bedroom staff unit.	
	Cherry Manor 1 S. Cherry St. McCormick Abbie (2-28-20) 864-465-2519	1980 0%	5 0	0	PBRA	5 0	0	PBRA	10 0	0	PBRA	5 0	0	PBRA WI=7 (1BR), 5 (2BR) & 4 (3BR) Sec 8 Managed by Westminster Company. Same manager as Cherry Valley and Westowne; *Patio/ balcony	
	Cherry Valley 700 S. Cherry St. McCormick Abbie (2-28-20) 864-465-2519	1980 0%	24 0	0	PBRA									WI=2 Sec 515 Elderly; PBRA=23 Managed by Westminster Company. Same manager as Cherry Manor and Westowne; *Patio/ balcony	
	McCormick Manor 713 S. Mine St. McCormick Susan (2-26-20) 864-852-3145	1993 2018 Rehab 4.2%	24 1	1	PBRA									LIHTC /Sec 515 Elderly; PBRA=24 1990 & 2017 LIHTC allocations; Managed by Boyd Management; Same manager as Oaks and Timber Ridge; Office hours: M-Th 8:30-2:30	
	Oaks 500 N. Pine St. Ext. McCormick Susan (2-26-20) 864-852-3145	1988 2007 Rehab 0%	20 0	0	PBRA									LIHTC/Bond/Sec 515 Elderly; PBRA=19 1988 LIHTC allocation & 2006 Bond allocation; Managed by Boyd Management; Same manager as McCormick Manor and Timber Ridge; Office hours: M-Th 8:30-2:30	
	SC Regional Housing Authority No. 1 McCormick Donna - HA (2-25-20) 864-984-0578 - HA													Public Housing This housing authority operates two complexes (about 40 total units) in McCormick - locations are Church Street and Carolina Street. Each property currently has one vacancy, but there are 14 households on the waiting list for McCormick	
	Timber Ridge 308 Wall Rd McCormick Susan (2-26-20) 864-852-3145	1994 2014 Rehab 0%	12 0	0	446b	24 0	0	535b						WI = few LIHTC/Bond/Sec 515; PBRA=25; Sec 8=6 1993 LIHTC allocation & 2014 Bond allocation; Managed by Boyd Management; Same manager as McCormick Manor and Oaks; Office hours: M-Th 8:30-2:30	
	Westowne 437 Talbert Rd. McCormick Abbie (2-28-20) 864-465-2519	1980 0%	8 0	0	PBRA	24 0	0	PBRA	8 0	0	PBRA			WI=18 (1BR), 5 (2BR) & 2 (3BR) Sec 515/Sec 8; PBRA=40 Managed by Westminster Company. Same manager as Cherry Manor and Cherry Valley	
	Willow Creek SUBJECT - Present 312 N. Pine St. Ext. McCormick Sarah (2-26-20) 864-852-2726	1993 12%	24 3	3	PBRA	1 0	0	NRU						WI=1 LIHTC/Sec 515 Elderly 62+; PBRA=24 1992 & 1993 LIHTC allocations; Managed by Hallmark Management; Jackie (regional manager) says there is very little turnover at this property; There is one two bedroom staff unit; LM 2-25; Sarah said she is without a maintenance person currently so getting the vacant units ready to rent is slower - recent vacancies are from two residents moving to nursing homes and one resident becoming ineligible based on income	

Map Number	Complex:	Year Built:	Amenities											Appliances											Unit Features					Two-Bedroom Size (s.f.)	Rent
			Laundry Facility	Tennis Court	Swimming Pool	Club House	Garages	Playground	Access/Security Gate	Other	Refrigerator	Range/Oven	Dishwasher	Garbage Disposal	W/D Connection	Washer, Dryer	Microwave Oven	Other	Fireplace	Free Cable	Furnished	Air Conditioning	Drapes/Blinds	Cable Pre-Wired	Utilities Included	Other					
20-021	SUBJECT	Proposed	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	877	NRU			
Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall																										
Cherry Manor		1980	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	N/A	PBRA				
Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall																										
Cherry Valley		1980	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x						
Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall																										
McCormick Manor		1993	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x						
Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall																										
Oaks		1988	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x						
Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall																										
SC Regional Housing																															
Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall																										
Timber Ridge		1994	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	N/A	535b				
Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall																										
Westowne		1980	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	N/A	PBRA				
Vacancy Rates:	1 BR	2 BR	3 BR	4 BR	overall																										



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
<b>Efficiency/Studio</b>					
<b>One-Bedroom</b>	5	1	P	575	PBRA
1 BR vacancy rate	19	1	P	575	PBRA
<b>Two-Bedroom</b>					
2 BR vacancy rate	1	2	P	877	NRU
<b>Three-Bedroom</b>					
3 BR vacancy rate					
<b>Four-Bedroom</b>					
4 BR vacancy rate					
<b>TOTALS</b>	<b>25</b>	<b>0</b>			

**Complex:**

20-021 SUBJECT  
Willow Creek  
312 N. Pine St. Ext.  
McCormick

**Map Number:**

**Year Built:**

Proposed  
Rehab

**Last Rent Increase**

**Specials**

**Waiting List**

**Subsidies**

LIHTC(50%, 60%)/Sec 515  
Elderly 62+; PBRA=24

**Amenities**

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

**Appliances**

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

**Unit Features**

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

**Comments:** \*Computer center, gazebo, and 200 sq. ft. screened porch  
There is one two bedroom staff unit.



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
<b>Efficiency/Studio</b>					
<b>One-Bedroom</b>					
1 BR vacancy rate					
<b>Two-Bedroom</b>					
2 BR vacancy rate	5	1	0	N/A	PBRA
0.0%					
<b>Three-Bedroom</b>					
3 BR vacancy rate	10	1	0	N/A	PBRA
0.0%					
<b>Four-Bedroom</b>					
4 BR vacancy rate	5	2	0	N/A	PBRA
0.0%					
<b>TOTALS</b>	<b>0.0%</b>	<b>20</b>	<b>0</b>		

**Complex:**  
 Cherry Manor  
 1 S. Cherry St.  
 McCormick  
 Abbie (2-28-20)  
 864-465-2519

**Map Number:**

**Year Built:**  
 1980

**Last Rent Increase**

**Specials**

**Waiting List**

WL=7 (1BR), 5 (2BR) & 4 (3BR)

**Subsidies**

Sec 8

**Amenities**

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

**Appliances**

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

**Unit Features**

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

**Comments:** Managed by Westminster Company; Same manager as Cherry Valley and Westowne; \*Patio/balcony



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
<b>Efficiency/Studio</b>					
<b>One-Bedroom</b>	24	1	0	N/A	PBRA
1 BR vacancy rate	0.0%				
<b>Two-Bedroom</b>					
2 BR vacancy rate					
<b>Three-Bedroom</b>					
3 BR vacancy rate					
<b>Four-Bedroom</b>					
4 BR vacancy rate					
<b>TOTALS</b>	<b>0.0%</b>	<b>24</b>	<b>0</b>		

**Complex:**  
 Cherry Valley  
 700 S. Cherry St.  
 McCormick  
 Abbie (2-28-20)  
 864-465-2519

**Map Number:**

**Year Built:**  
 1980

**Last Rent Increase**

**Specials**

**Waiting List**  
 WL=2

**Subsidies**  
 Sec 515 Elderly; PBRA=23

**Amenities**

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

**Appliances**

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

**Unit Features**

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

**Comments:** Managed by Westminster Company; Same manager as Cherry Manor and Westowne; \*Patio/balcony



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
<b>Efficiency/Studio</b>					
<b>One-Bedroom</b>	24	1	1	N/A	PBRA
1 BR vacancy rate	4.2%				
<b>Two-Bedroom</b>					
2 BR vacancy rate					
<b>Three-Bedroom</b>					
3 BR vacancy rate					
<b>Four-Bedroom</b>					
4 BR vacancy rate					
<b>TOTALS</b>	<b>4.2%</b>	<b>24</b>	<b>1</b>		

**Complex:**

McCormick Manor  
 713 S. Mine St.  
 McCormick  
 Susan (2-26-20)  
 864-852-3145

**Map Number:**

**Year Built:**

1993  
 2018 Rehab

**Last Rent Increase**

**Specials**

**Waiting List**

**Subsidies**

LIHTC/Sec 515 Elderly;  
 PBRA=24

**Amenities**

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

**Appliances**

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

**Unit Features**

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

**Comments:** 1990 & 2017 LIHTC allocations; Managed by Boyd Management; Same manager as Oaks and Timber Ridge; Office hours: M-Th 8:30-2:30





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

**Complex:**

Oaks  
 500 N. Pine St. Ext.  
 McCormick  
 Susan (2-26-20)  
 864-852-3145

**Map Number:**

**Year Built:**

1988  
 2007 Rehab

**Last Rent Increase**

**Specials**

**Waiting List**

**Subsidies**

LIHTC/Bond/Sec 515 Elderly;  
 PBRA=19

**Amenities**

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

**Appliances**

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

**Unit Features**

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

**Comments:** 1988 LIHTC allocation & 2006 Bond allocation; Managed by Boyd Management; Same manager as McCormick Manor and Timber Ridge; Office hours: M-Th 8:30-2:30



No. of Units	Baths	Vacant	Size (s.f.)	Rent
<b>Efficiency/Studio</b>				
<b>One-Bedroom</b>				
		1 BR vacancy rate		
<b>Two-Bedroom</b>				
		2 BR vacancy rate		
<b>Three-Bedroom</b>				
		3 BR vacancy rate		
<b>Four-Bedroom</b>				
		4 BR vacancy rate		
<b>TOTALS</b>				

**Complex:** SC Regional Housing Authority No. 1  
 McCormick  
 Donna - HA (2-25-20)  
 864-984-0578 - HA

**Year Built:**

**Last Rent Increase**

**Specials**

**Waiting List**

**Subsidies**  
 Public Housing

**Amenities**

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

**Appliances**

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

**Unit Features**

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

**Comments:** This housing authority operates two complexes (about 40 total units) in McCormick - locations are Church Street and Carolina Street; Each property currently has one vacancy, but there are 14 households on the waiting list for McCormick



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
<b>Efficiency/Studio</b>					
<b>One-Bedroom</b>	12	1	0	N/A	446b
1 BR vacancy rate	0.0%				
<b>Two-Bedroom</b>					
<b>Two-Bedroom</b>	24	1	0	N/A	535b
2 BR vacancy rate	0.0%				
<b>Three-Bedroom</b>					
3 BR vacancy rate					
<b>Four-Bedroom</b>					
4 BR vacancy rate					
<b>TOTALS</b>	<b>0.0%</b>	<b>36</b>	<b>0</b>		

**Complex:**  
 Timber Ridge  
 308 Wall Rd.  
 McCormick  
 Susan (2-26-20)  
 864-852-3145

**Map Number:**

**Year Built:**  
 1994  
 2014 Rehab

**Last Rent Increase**

**Specials**

**Waiting List**

WL=few

**Subsidies**

LIHTC/Bond/Sec 515;  
 PBRA=25; Sec 8=6

**Amenities**

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

**Appliances**

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

**Unit Features**

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

**Comments:** 1993 LIHTC allocation & 2014 Bond allocation; Managed by Boyd Management; Same manager as McCormick Manor and Oaks; Office hours: M-Th 8:30-2:30



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
<b>Efficiency/Studio</b>					
<b>One-Bedroom</b>	8	1	0	N/A	PBRA
1 BR vacancy rate	0.0%				
<b>Two-Bedroom</b>					
<b>Two-Bedroom</b>	24	1	0	N/A	PBRA
2 BR vacancy rate	0.0%				
<b>Three-Bedroom</b>					
<b>Three-Bedroom</b>	8	1	0	N/A	PBRA
3 BR vacancy rate	0.0%				
<b>Four-Bedroom</b>					
4 BR vacancy rate					
<b>TOTALS</b>	<b>0.0%</b>	<b>40</b>	<b>0</b>		

**Complex:**  
 Westowne  
 437 Talbert Rd.  
 McCormick  
 Abbie (2-28-20)  
 864-465-2519

**Map Number:**

**Year Built:**  
 1980

**Last Rent Increase**

**Specials**

**Waiting List**

WL=18 (1BR), 5 (2BR) & 2 (3BR)

**Subsidies**

Sec 515/Sec 8; PBRA=40

**Amenities**

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

**Appliances**

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

**Unit Features**

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

**Comments:** Managed by Westminster Company; Same manager as Cherry Manor and Cherry Valley



	No. of Units	Baths	Vacant	Size (s.f.)	Rent
<b>Efficiency/Studio</b>					
<b>One-Bedroom</b>	24	1	3	575	PBRA
1 BR vacancy rate	12.5%				
<b>Two-Bedroom</b>					
<b>Two-Bedroom</b>	1	2	0	816	NRU
2 BR vacancy rate	0.0%				
<b>Three-Bedroom</b>					
3 BR vacancy rate					
<b>Four-Bedroom</b>					
4 BR vacancy rate					
<b>TOTALS</b>	<b>12.0%</b>	<b>25</b>	<b>3</b>		

**Complex:**

Willow Creek  
 SUBJECT - Present  
 312 N. Pine St. Ext.  
 McCormick  
 Sarah (2-26-20)  
 864-852-2726

**Map Number:**

**Year Built:**

1993

**Last Rent Increase**

**Specials**

**Waiting List**

WL=1

**Subsidies**

LIHTC/Sec 515 Elderly 62+;  
 PBRA=24

**Amenities**

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

**Appliances**

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

**Unit Features**

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

**Comments:** 1992 & 1993 LIHTC allocations; Managed by Hallmark Management; Jackie (regional manager) says there is very little turnover at this property; There is one two bedroom staff unit; LM 2-25; Sarah said she is without a maintenance person currently so getting the vacant units ready to rent is slower - recent vacancies are from two residents moving to nursing homes and one resident becoming ineligible based on income

## **15 Interviews**

The following interviews were conducted regarding demand for the subject.

### **15.1 Apartment Managers**

Sarah, the subject's site manager, said she currently has three vacant units, two of which are from recent transfers to nursing homes. She said units are slow to turn around for renting because there is currently no maintenance person. She said the subject would benefit from a rehabilitation, including having doors wide enough for wheelchairs, adding a second exterior door in the units and replacing HVAC units. Overall, Sarah said the subject would continue to be successful after the rehabilitation.

### **15.2 Economic Development**

According to Thessa Smith, the McCormick County Economic Development director, no companies in the county have announced openings or expansions in the past year. She said McCormick County is in need of affordable housing for teachers in its school district, as most of them commute 60 to 100 miles one way.

According to the 2019 and 2020 South Carolina WARN lists, one company in McCormick County announced a closure in the last year. Georgia-Pacific Wood Products LLC closed with 97 lost jobs.

**16 Market Rent Comparables**

Photo sheets of the market rent comparables follow this page.

# 17 Rehab Appendix

## 17.1 Scope of Work

2020 Low-Income Housing Tax Credit Application

**Construction Cost Addendum**

Willow Creek Apartments

6/1/2020

NOTE: Line items highlighted in RED are intended to be utilized for rehabilitation developments.

Site Work & Utilities	Qty	Unit Price	Total Cost	Material Information / Notes/ Comments
Clearing/Grubbing	ACRE	Per ACRE	\$ -	
Excavate Lot To Proper Grade	12 CY	\$ 230.00 Per CY	\$ 2,760.00	
Excavate Footings/Foundation	10 CY	\$ 110.00 Per CY	\$ 1,100.00	
Water Line to Street & Tie-in	LF	Per LF	\$ -	
Sanitary Line To Street & Tie-in	LF	Per LF	\$ -	
Sanitary Sewer Manhole/Structure	EA	Per EA	\$ -	
Storm Sewer	LF	Per LF	\$ -	
Storm Sewer Manhole/Inlet Structure	EA	Per EA	\$ -	
Gas Line- Complete	LF	Per LF	\$ -	
Electric/Power Line To Unit	LF	Per LF	\$ -	
Site Lighting-Complete- Per Light Pole	POLES	Per POLE	\$ -	
Landscaping	ACRE	Per ACRE	\$ -	
Demolition of Existing Structures/Buildings	1 EA	\$ 5,000.00 Per EA	\$ 5,000.00	
Finish Grade Around Buildings for Positive Drainage	7 EA	\$ 750.00 Per EA	\$ 5,250.00	
Concrete Splash Blocks	48 EA	\$ 53.00 Per EA	\$ 2,544.00	
<b>Subtotal</b>			<b>\$ 16,654.00</b>	
<b>Concrete &amp; Paving</b>	<b>Qty</b>	<b>Unit Price</b>	<b>Total Cost</b>	
Concrete Footing	10 CY	\$ 180.00 Per CY	\$ 1,800.00	
Concrete Slab On Grade, incl. gravel & vapor barrier	923 SF	\$ 16.00 Per SF	\$ 14,768.00	
Concrete Driveway- Finished	133.33 SY	\$ 94.50 Per SY	\$ 12,599.69	
Concrete Sidewalk- Finished	1554 SY	\$ 78.00 Per SY	\$ 121,212.00	
Concrete Curb & Gutter	LF	Per LF	\$ -	
Parking Lot- Stone Base & Asphalt	2527 SY	\$ 23.00 Per SY	\$ 58,121.00	
Parking Striping & Signage	1 LS	\$ 4,294.00 Per LS	\$ 4,294.00	
Dumpster Pad & Fencing- Complete	50 SY	\$ 314.00 Per SY	\$ 15,700.00	
Concrete Porch	CY	Per CY	\$ -	
Demolish/Dispose of Concrete	83 CY	\$ 94.50 Per CY	\$ 7,843.50	
Demolish/Dispose of Asphalt	CY	Per CY	\$ -	
Grid Concrete Trip Hazards	1 LS	\$ 1,500.00 Per LS	\$ 1,500.00	
Demo Slab for Accessible Conversion Piping	350 SF	\$ 25.43 Per SF	\$ 8,900.50	
<b>Total Cost</b>			<b>\$ 246,738.69</b>	
<b>Masonry</b>	<b>Qty</b>	<b>Unit Price</b>	<b>Total Cost</b>	
Concrete Block	SF	Per SF	\$ -	
Brick Veneer	472 SF	\$ 42.00 Per SF	\$ 19,824.00	
Demolition of Concrete Block	SF	Per SF	\$ -	
Demolition of Brick	SF	Per SF	\$ -	
Tuck Point Existing Brick Building	7 EA	\$ 1,500.00 Per EA	\$ 10,500.00	
Open Line Item For Developer's Use As Needed			\$ -	
<b>Total Cost</b>			<b>\$ 30,324.00</b>	
<b>Metals</b>	<b>Qty</b>	<b>Unit Price</b>	<b>Total Cost</b>	
Ornamental Railings- Stairs	LF	Per LF	\$ -	
Ornamental Fence	LF	Per LF	\$ -	
Ornamental Gate	EA	Per EA	\$ -	
Lintels	LF	Per LF	\$ -	
Support Column	4 EA	\$ 280.00 Per EA	\$ 1,120.00	
Demolition of Ornamental Railings- Stairs	LF	Per LF	\$ -	
Demolition of Ornamental Fence	LF	Per LF	\$ -	
Open Line Item For Developer's Use As Needed			\$ -	
Open Line Item For Developer's Use As Needed			\$ -	
<b>Total Cost</b>			<b>\$ 1,120.00</b>	
<b>Framing / Rough Carpentry</b>	<b>Qty</b>	<b>Unit Price</b>	<b>Total Cost</b>	
1st Floor - Joist /Truss System	SF	Per SF	\$ -	
2nd Floor - Joist/Truss System	SF	Per SF	\$ -	
Roof- Joist/Truss System	SF	Per SF	\$ -	
3/4" Tongue & Groove Floor Sheathing	SF	Per SF	\$ -	
Stud Wall Complete	540 LF	\$ 4.10 Per LF	\$ 2,214.00	
Exterior Wall Sheathing	480 SF	\$ 1.40 Per SF	\$ 672.00	
Bulder Board Exterior Wall Sheathing	SF	Per SF	\$ -	
Roof Truss System	657 SF	\$ 12.55 Per SF	\$ 8,245.35	
Roof Sheathing	2257 SF	\$ 1.83 Per SF	\$ 4,130.31	
Demolish Roof System	SF	Per SF	\$ -	
Demolish Exterior Wall	SF	Per SF	\$ -	
Demolish stud wall for Accessibility modifications	300 LF	\$ 96.00 Per LF	\$ 28,800.00	Accessible Units, Leasing Office & Mgr Unit
Open Line Item For Developer's Use As Needed			\$ -	
Open Line Item For Developer's Use As Needed			\$ -	
<b>Total Cost</b>			<b>\$ 44,061.66</b>	



2020 Low-Income Housing Tax Credit Application

Finish / Trim Carpentry	Qty	Unit Price	Total Cost	
Window Casing/Trim	85	EA \$ 55.00	Per EA \$ 4,675.00	
Door Casing/Trim	33	EA \$ 47.27	Per EA \$ 1,559.91	
Base Molding- MDF	3210	LF \$ 3.10	Per LF \$ 9,951.00	
Base Molding- Pine			Per LF \$ -	
Crown Molding- MDF			Per LF \$ -	
Crown Molding- Pine/Equal			Per LF \$ -	
Chair Rail- MDF			Per LF \$ -	
Chair Rail- Pine/Equal			Per LF \$ -	
Bathroom Vanity/Base Cabinets	58	LF \$ 187.80	Per LF \$ 10,892.40	Remove and Replace with wood KCMA Cabinet
Kitchen Cabinets	300	LF \$ 258.92	Per LF \$ 77,676.00	Remove and Replace with wood KCMA Cabinet
Vinyl Coated Metal Wire Shelving	120	LF \$ 22.00	Per LF \$ 2,640.00	
Wood Shelving	12	LF \$ 65.42	Per LF \$ 785.04	Computer Center counter/desktop with legs
Demolish Casing/Trim/Chair Rail/Molding			Per LF \$ -	
Demolish Kitchen Cabinets			Per EA \$ -	
Demolish Shelving			Per LF \$ -	
Blocking for Grab Bars	27	\$ 135.00	\$ 3,645.00	
ADA Grab Bars	12	\$ 86.00	\$ 1,032.00	
<b>Total Cost</b>			<b>\$ 112,856.35</b>	
Insulation	Qty	Unit Price	Total Cost	
Walls- Batt Insulation (Specify R-Value & Inches)	480	SF \$ 3.67	Per SF \$ 1,761.60	
Floors- Batt Insulation (Specify R-Value & Inches)			Per SF \$ -	
Attics- R-38 Blown-In Recycled Cellulose			Per SF \$ -	
Attics- R-38 Blown-In	14627	SF \$ 0.65	Per SF \$ 9,507.55	Blown over existing meet R-38
Demolish Walls / Floor Insulation			Per SF \$ -	
Demolish Attic Insulation			Per SF \$ -	
Open Line Item For Developer's Use As Needed			\$ -	
Open Line Item For Developer's Use As Needed			\$ -	
<b>Total Cost</b>			<b>\$ 11,269.15</b>	
Flooring-Carpet	Qty	Unit Price	Total Cost	
Remove Carpet/Pad		SF	Per SF \$ -	
Carpet & Pad		SF	Per SF \$ -	
Carpet- Glue Down		SF	Per SF \$ -	
Carpet- Indoor/Outdoor		SF	Per SF \$ -	
Demolish Carpet and Pad		SF	Per SF \$ -	
Open Line Item For Developer's Use As Needed			\$ -	
Open Line Item For Developer's Use As Needed			\$ -	
<b>Total Cost</b>			<b>\$ -</b>	
Flooring-Vinyl	Qty	Unit Price	Total Cost	
Vinyl Sheet Flooring		SF	Per SF \$ -	
Vinyl Tile Flooring		SF	Per SF \$ -	
Repair/Replace Subfloor and Vinyl	17758	SF \$ 2.89	Per SF \$ 51,320.62	Remove and replace with LVP
Tub Strips	26	EA \$ 8.26	Per EA \$ 214.76	
Open Line Item For Developer's Use As Needed	4500	LF \$ 1.25	Per LF \$ 5,625.00	
<b>Total Cost</b>			<b>\$ 57,160.38</b>	
Flooring-Wood	Qty	Unit Price	Total Cost	
Engineered Wood Flooring		SF	Per SF \$ -	
Oak/Natural Flooring		SF	Per SF \$ -	
Prefinished Solid Wood Flooring		SF	Per SF \$ -	
Repair/Replace Engineered Wood Flooring		SF	Per SF \$ -	
Repair/Replace Oak / Natural Flooring		SF	Per SF \$ -	
Open Line Item For Developer's Use As Needed			\$ -	
Open Line Item For Developer's Use As Needed			\$ -	
<b>Total Cost</b>			<b>\$ -</b>	
Flooring / Wall- Tile	Qty	Unit Price	Total Cost	
Ceramic Floor Tile		SF	Per SF \$ -	
Ceramic Tile Walls/Tub Surrounds- Thin Set		SF	Per SF \$ -	
Repair/Replace Tile		SF	Per SF \$ -	
Remove Ceramic Tile & Dispose		SF	Per SF \$ -	
Open Line Item For Developer's Use As Needed			\$ -	
Open Line Item For Developer's Use As Needed			\$ -	
<b>Total Cost</b>			<b>\$ -</b>	
Siding / Soffit / Fascia / Gutters	Qty	Unit Price	Total Cost	
House Wrap- Fully Taped	3925	SF \$ 0.35	Per SF \$ 1,373.75	
Rubberized Flashing at Doors/Windows	61	EA \$ 15.00	Per EA \$ 915.00	
Vinyl Siding		SF	Per SF \$ -	
Fiber Cement Board Siding- Plank Type	6655	SF \$ 5.30	Per SF \$ 35,271.50	Includes ceiling and soffit
Fiber Cement Board Siding- Shingle Type		SF	Per SF \$ -	
Aluminum Gutters & Downspouts	1200	LF \$ 4.75	Per LF \$ 5,700.00	
Porch Column Surrounds		EA	Per EA \$ -	
Fiber Cement Panels		EA	Per EA \$ -	
Remove/Dispose Vinyl Siding		SF	Per SF \$ -	
Remove/Dispose Gutters/Downspouts		LS	Per LS \$ -	
Remove/Dispose Fiber Cement Board Siding		SF	Per SF \$ -	
Remove/Dispose Porch Columns		EA	Per EA \$ -	
Remove and Replace Aluminum Fascia	1950	LF \$ 2.50	Per LF \$ 4,875.00	
Remove and Replace Vinyl Shutters	85	EA \$ 77.00	Per EA \$ 6,545.00	
<b>Total Cost</b>			<b>\$ 54,680.25</b>	

2020 Low-Income Housing Tax Credit Application

Roofing	Qty	Unit Price	Total Cost	
New Roof- Shingles/Felt/Accessories	190	SQ \$ 285.00	Per SQ \$	\$ 54,150.00
Tear-off & dispose existing roofing & felt		SQ	Per SQ	\$ -
Open Line Item For Developer's Use As Needed				\$ -
Open Line Item For Developer's Use As Needed				\$ -
<b>Total Cost</b>				<b>\$ 54,150.00</b>
Doors	Qty	Unit Price	Total Cost	
Interior Pre-Hung	130	EA \$ 221.00	Per EA \$	\$ 28,730.00
ADA Interior Pre-Hung		EA	Per EA	\$ -
Exterior Pre-Hung, Metal Door- Standard	53	EA \$ 428.00	Per EA \$	\$ 22,684.00
ADA Exterior Pre-Hung, Metal Door- Standard	8	EA \$ 640.00	Per EA \$	\$ 5,120.00
Storm Door		EA	Per EA	\$ -
Demolish Interior/Exterior Door		EA	Per EA	\$ -
R&R Bifold with Double Hung Swing Doors	29	EA \$ 331.00	Per EA \$	\$ 9,599.00
Open Line Item For Developer's Use As Needed				\$ -
<b>Total Cost</b>				<b>\$ 66,133.00</b>
Windows	Qty	Unit Price	Total Cost	
New Construction- Vinyl Energy Star		EA	Per EA	\$ -
Window Blinds		EA	Per EA	\$ -
Remove/Dispose of Existing Window		EA	Per EA	\$ -
Replacement- Vinyl Energy Star	85	EA \$ 388.00	Per EA \$	\$ 32,980.00
Open Line Item For Developer's Use As Needed				\$ -
Open Line Item For Developer's Use As Needed				\$ -
<b>Total Cost</b>				<b>\$ 32,980.00</b>
Drywall / Acoustics	Qty	Unit Price	Total Cost	
Drywall, Taped/Finished, Ready For Prime/Paint	7493	SF \$ 1.60	Per SF \$	\$ 11,988.80
Drywall Repair	25	EA \$ 450.00	Per EA \$	\$ 11,250.00
Suspended/Drop Ceiling incl. Grid- Complete		SF	Per SF	\$ -
Remove Drywall		SF	Per SF	\$ -
Remove Suspended/Drop Ceiling incl. Grid- Complete		SF	Per SF	\$ -
Open Line Item For Developer's Use As Needed	26	\$ 150.00	Per EA \$	\$ 3,900.00
Open Line Item For Developer's Use As Needed				\$ -
<b>Total Cost</b>				<b>\$ 27,138.80</b>
Mirrors / Shower Door / Bath Accessories	Qty	Unit Price	Total Cost	
Medicine Cabinet- Basic	26	EA \$ 135.00	Per EA \$	\$ 3,510.00
Mirror- Plate Glass	28	SF \$ 75.00	Per SF \$	\$ 2,100.00
Shower Door- Tub		EA	Per EA	\$ -
Shower Door- Stall		EA	Per EA	\$ -
Bath Accessory- Basic (e.g., towel ring, towel bar, etc.)	82	SF \$ 32.00	Per SF \$	\$ 2,624.00
Remove Medicine Cabinet		EA	Per EA	\$ -
Remove Mirror- Plate Glass		EA	Per EA	\$ -
Remove Shower Door		EA	Per EA	\$ -
Metal Grease Shield & Window Covering/Blinds	26	EA \$ 247.00		\$ 6,422.00
Fire Extinguishers and Range Fire Suppression Canisters	26	EA \$ 180.00		\$ 4,680.00
<b>Total Cost</b>				<b>\$ 19,336.00</b>
Plumbing	Qty	Unit Price	Total Cost	
Bathtub-Standard		EA	Per EA	\$ -
Bathtub & Shower Combo- Fiberglass Standard	23	EA \$ 2,287.00	Per EA \$	\$ 52,601.00
Shower Stall- Standard		EA	Per EA	\$ -
ADA Accessible Shower Stall/Unit	2	EA \$ 3,449.00	Per EA \$	\$ 6,898.00
Toilet complete		EA	Per EA	\$ -
ADA Accessible Toilet complete	27	EA \$ 296.00	Per EA \$	\$ 7,992.00
Pedestal Sink complete	4	EA \$ 215.00	Per EA \$	\$ 860.00
Bathroom Sink Faucet- Standard	23	EA \$ 185.00	Per EA \$	\$ 4,255.00
Water Heater- Electric- Complete w/ pan	25	EA \$ 985.00	Per EA \$	\$ 24,625.00
Water Heater- Gas- Complete w/ pan		EA	Per EA	\$ -
Rough In Plumbing Per Fixture	5	EA \$ 2,645.00	Per EA \$	\$ 13,225.00
Rough In Plumbing Per SF		SF	Per SF	\$ -
Remove/Dispose of Toilet/Tub/Sink, etc.		EA	Per EA	\$ -
Remove/Dispose of Water Heater, etc.		EA	Per EA	\$ -
Open Line Item For Developer's Use As Needed	1	EA \$ 3,725.00	Per EA \$	\$ 3,725.00
Open Line Item For Developer's Use As Needed	26	EA \$ 397.00	Per EA \$	\$ 10,322.00
<b>Total Cost</b>				<b>\$ 124,503.00</b>
Electrical / Lighting	Qty	Unit Price	Total Cost	
Interior Light Fixture- Standard		EA	Per EA	\$ -
Ceiling Fan w/ Light	27	EA \$ 138.00	Per EA \$	\$ 3,726.00
Fluorescent Light Fixture	26	EA \$ 1,685.00	Per EA \$	\$ 43,810.00
Exterior Light Fixture- Standard	1	EA \$ 4,840.00	Per EA \$	\$ 4,840.00
Exterior Spot/Flood Light- Standard		EA	Per EA	\$ -
Wire Whole UNIT incl. receptacles/switches etc.	3	SF \$ 1,650.00	Per SF \$	\$ 4,950.00
150 AMP Service Panel w/ breakers, meter & mast, etc.	25	EA \$ 1,200.00	Per EA \$	\$ 30,000.00
200 AMP Service Panel w/ breakers, meter, mast, etc.		EA	Per EA	\$ -
Misc. Equipment Connection (e.g., HVAC unit, etc.)	388	EA \$ 75.00	Per EA \$	\$ 29,100.00
400 Amp service with two meters and disconnect		EA	Per EA	\$ -
Remove/Dispose of Light Fixture/Ceiling Fan		EA	Per EA	\$ -
Remove and Replace Devices and Covers per unit	26	EA \$ 390.00	Per EA \$	\$ 10,140.00
Install new GFI Outlet	75	\$ 25.00		\$ 1,875.00
<b>Total Cost</b>				<b>\$ 128,441.00</b>

Repair drywall at trade cuts

179 B Cell would not work. Mold resistant Drywall at New Tu Surrounds

82 Accessories (Shower Rod, TP Holder, Towel Rack)

5lb Extinguisher and Range Queens

Energy Star Rated

Energy Star Exhaust Fan/Light Combo

Energy Star Lighting Package per unit

Lump sum Exterior Community Fixture Package

Included Ethernet

2020 Low-Income Housing Tax Credit Application

HVAC	Qty	Unit Price	Total Cost
Energy Star 15 SEER HVAC/Heat Pump- 2 Ton	EA	Per EA	\$ -
Air Handler	SF	Per SF	\$ -
Flexible Ductwork System, Registers, etc.- ENTIRE UNIT	26	\$ 235.00	\$ 6,110.00
Programmable Thermostat	26	\$ 195.00	\$ 5,070.00
Remove/Dispose of HVAC Unit/Air Handler/ Furnace, etc.	EA	Per EA	\$ -
Remove and Replace with 15 SEER HVAC/Heat Pump	26	\$ 4,038.46	\$ 104,999.96
Clean Existing Duct Work	26	\$ 250.00	\$ 6,500.00
<b>Total Cost</b>			<b>\$ 122,679.96</b>
<b>Painting</b>			
Painting	Qty	Unit Price	Total Cost
Interior Painting Drywall Sprayed	SF	Per SF	\$ -
Interior Painting Doors	159	\$ 35.00	\$ 5,565.00
Interior Painting Base and Window Casing	LF	Per LF	\$ -
Exterior Building Siding	SF	Per SF	\$ -
Exterior Trim and Accessories	33	\$ 35.00	\$ 1,155.00
Interior Paint per Unit 1 Primer Coat & 1 Paint Coat	25	\$ 1,600.00	\$ 40,000.00
Interior Paint Common Areas	1	\$ 3,200.00	\$ 3,200.00
<b>Total Cost</b>			<b>\$ 49,920.00</b>
<b>Miscellaneous / Other Items Not Included</b>			
Miscellaneous / Other Items Not Included	Qty	Unit Price	Total Cost
Contractor Contingency	1	\$ 120,000.00	\$ 120,000.00
Depreciable FF&E	1	\$ 25,000.00	\$ 25,000.00
Appliances: Refrigerator, Stove, Microwave Hood & DW	1	\$ 67,249.76	\$ 67,249.76
Signage Package - Monument, Building, Unit, Leasing	1	\$ 12,600.00	\$ 12,600.00
Landscape Package	1	\$ 45,755.00	\$ 45,755.00
New Porch Addition, Computer Room, Ext of Community Building	1	\$ 50,000.00	\$ 50,000.00
Open Line Item For Developer's Use-Other HCC			\$ -
<b>Total Cost</b>			<b>\$ 320,604.76</b>
<b>Sub Total</b>			<b>\$ 1,520,751.00</b>

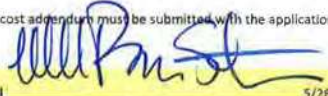
  

CONSTRUCTION COST SUMMARY	
Site Work and Utilities	\$ 16,654.00
Concrete and Paving	\$ 246,738.69
Masonry	\$ 30,324.00
Metals	\$ 1,120.00
Framing / Rough Carpentry	\$ 44,061.66
Finish / Trim Carpentry	\$ 112,856.35
Insulation	\$ 11,269.15
Flooring - Carpet	\$ -
Flooring - Vinyl	\$ 57,160.38
Flooring - Wood	\$ -
Flooring / Wall - Tile	\$ -
Siding / Soffit / Fascia / Gutters	\$ 54,680.25
Roofing	\$ 54,150.00
Doors	\$ 66,133.00
Windows	\$ 32,980.00
Drywall / Acoustics	\$ 27,138.80
Mirrors / Shower Door / Bath Accessories	\$ 19,336.00
Plumbing	\$ 124,503.00
Electrical / Lighting	\$ 128,441.00
Heating, Ventilating and Air Conditioning	\$ 122,679.96
Painting	\$ 49,920.00
Miscellaneous / Other items not included	\$ 320,604.76
<b>Total Construction</b>	<b>\$ 1,520,751.00</b>
General Requirements (max 6%)	\$ 79,800.00
Contractor Profit and Overhead (max 8%)	\$ 105,800.00
<b>Total Project Development</b>	<b>\$ 1,706,351.00</b>
<b>Total Project Development (less site work)</b>	<b>\$ 1,689,697.00</b>

Construction Cost Addendum Certification: I certify that to the best of my knowledge all known relevant factors affecting the cost of construction have been taken into consideration in the preparation of this construction cost addendum. I have been provided a copy of the 2020 Qualified Allocation Plan and the estimated costs necessary to build the project in accordance with the Development Design Criteria have been incorporated into the addendum. I have been provided and have reviewed the plans and specifications. I have been provided and have reviewed the geotechnical reports and the estimated costs for all recommendations have been incorporated into the addendum. If applicable, I have been provided and have reviewed the asbestos and/or lead-based paint assessment reports and taken into consideration the estimated costs necessary to remediate and/or abate these materials in accordance with federal and state regulations. If applicable, I have also taken into consideration the costs necessary to build the project in accordance with the sustainable building certification selected by the project owner.

If this is a New Construction application, I certify that I am an independent third party and that no conflict of interest exists with the owner, applicant or any principals involved in the development or financing of the proposed project. I understand that I will not be allowed to bid on the proposed project if awarded. I certify that I have the appropriate credentials to prepare this construction cost addendum and that neither I nor the company(s) I work for have any financial interest in the proposed LIHTC application other than in the practice of our profession.

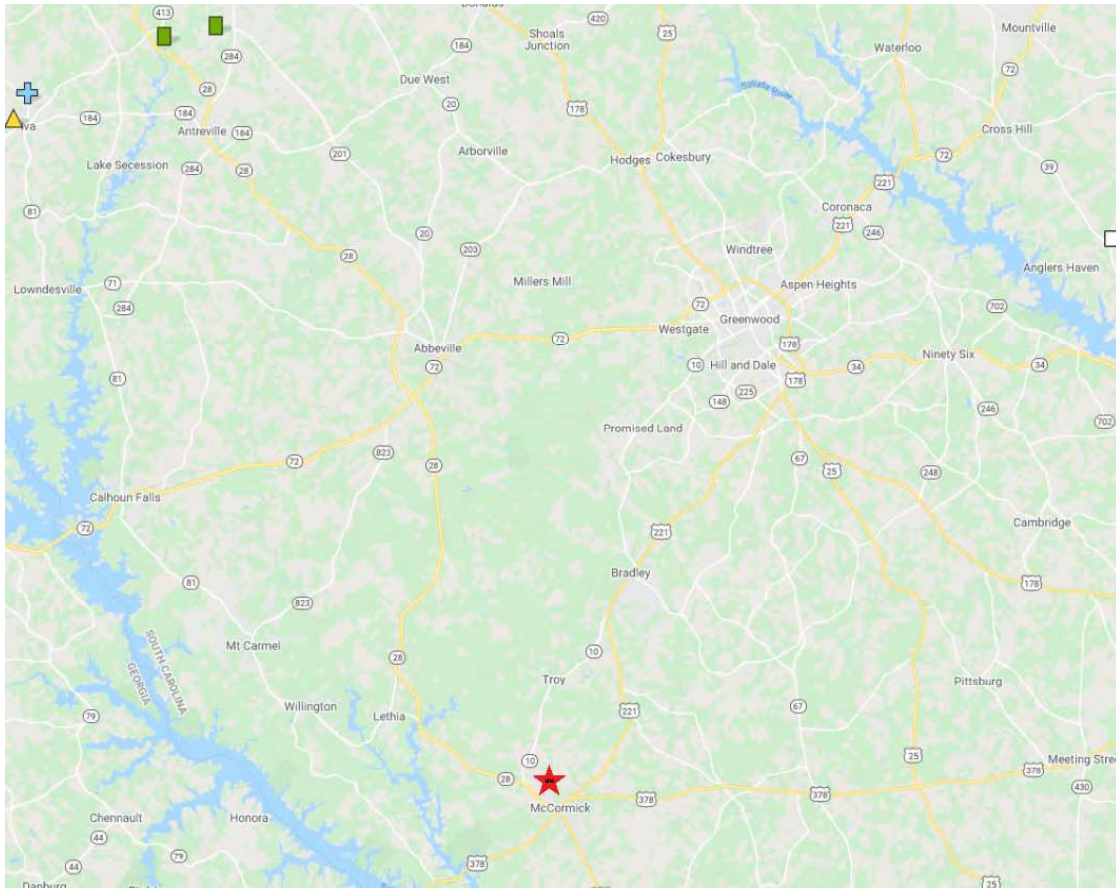
The credentials of the preparer of the construction cost addendum must be submitted with the application.

Reviewed and approved for submission by:   
**Mitchell Bruce Smith, Managing Member/Principal** 5/28/2020  
 (Name & Title) (Date)

to be completed by an Estimator, Contractor, Architect, or Engineer

Studio 8 Design, LLC  
 (Company / Firm Name) phone: (229) 244-1188  
 fax: (229) 253-0004  
 email: bsmith@studio8design.com

## 18 Crime Appendix



<input type="checkbox"/>	Other @ 2100 BLOCK OF SALTER RD	03/25/20 12:16 AM
<input type="checkbox"/>	Other @ 2100 BLOCK OF SALTER RD	03/25/20 12:02 AM
<input checked="" type="triangle-up"/>	Assault @ 200 BLOCK OF DESIREE RD	03/21/20 03:00 AM
<input type="checkbox"/>	Other @ 400 BLOCK OF SC 56	03/21/20 12:08 AM
<input type="checkbox"/>	Other @ 1300 BLOCK OF SCURRY CHURCH RD	03/20/20 12:06 AM
<input type="checkbox"/>	Other @ 300 BLOCK OF SC 39 (HORNE'S STORE)	03/19/20 12:21 AM
<input type="checkbox"/>	Other @ 300 BLOCK OF SC 39	03/18/20 12:21 AM
<input type="checkbox"/>	Other @ 00 BLOCK OF HICKORY BAY LN	03/17/20 12:10 AM
<input checked="" type="square"/>	Burglary @ 9300 BLOCK OF ABBEVILLE HWY	03/16/20 08:00 AM
<input checked="" type="cross"/>	Theft @ 3400 BLOCK OF HIGHWAY 413	03/14/20 10:30 AM
<input type="checkbox"/>	Other @ SC39/ SC34	03/14/20 12:02 AM
<input type="checkbox"/>	Other @ 400 BLOCK OF BROADMOUTH CHURCH RD.	03/13/20 02:00 PM
<input checked="" type="triangle-down"/>	Vandalism @ -1 INTERSTATE 20 W	03/12/20 06:00 PM
<input checked="" type="cross"/>	Theft @ 11B GOODRICH STREET	03/11/20 02:00 PM
<input checked="" type="square"/>	Burglary @ 900 BLOCK OF ASAVILLE CHURCH ROAD	03/11/20 08:00 AM
<input checked="" type="cross"/>	Theft @ 2600 BLOCK OF HWY 252	03/11/20 08:00 AM
<input type="checkbox"/>	Other @ 3200 BLOCK OF SC39	03/11/20 12:16 AM
<input type="checkbox"/>	Other @ DIPNER RD/SC34	03/10/20 12:12 AM

**MyLocalCrime.com** Disclaimer: The data made available here has been modified for use from its original source. Neither MyLocalCrime.com nor our data sources make any claims as to the completeness, accuracy or content of any data contained in this application; makes any representation of any kind, including, but not limited to, warranty of the accuracy or fitness for a particular use; nor are any such warranties to be implied or inferred with respect to the information or data furnished herein. The data is subject to change as modifications and updates are complete. It is understood that the information contained in the web feed is being used at one's own risk. The sources for the "crime" reports on our maps and website are police incident reports and other news sources. The alleged perpetrators have not necessarily been tried or found guilty of any crime.

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## 19 NCHMA Market Study Index/Checklist

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

### Executive Summary

1. Executive Summary..... 9

### Scope of Work

2. Scope of Work ..... 7

### Project Description

3. Unit mix including bedrooms, bathrooms, square footage, rents, and income targeting..... 17  
 4. Utilities (and utility sources) included in rent..... 18  
 5. Target market/population description..... 17  
 6. Project description including unit features and community amenities..... 18  
 7. Date of construction/preliminary completion ..... 18  
 8. If rehabilitation, scope of work, existing rents, and existing vacancies ..... 76, 71

### Location

9. Concise description of the site and adjacent parcels ..... 21  
 10. Site photos/maps..... 25, 19  
 11. Map of community services ..... 19  
 12. Site evaluation/neighborhood including visibility, accessibility, and crime ..... 21

### Market Area

13. PMA Description..... 33  
 14. PMA Map ..... 32

### Employment and Economy

15. At-Place employment trends..... 50  
 16. Employment by sector ..... 46  
 17. Unemployment rates ..... 50  
 18. Area major employers/employment centers and proximity to site..... 49  
 19. Recent or planned employment expansions/reductions..... 74

### Demographic Characteristics

20. Population and household estimates and projections..... 35, 37, 39  
 21. Area building permits ..... 67  
 22. Population and household characteristics including income, tenure, and size..... 44, 38, 43  
 23. For senior or special needs projects, provide data specific to target market ..... 35, 37, 40

### Competitive Environment

24. Comparable property profiles and photos..... 71  
 25. Map of comparable properties ..... 71  
 26. Existing rental housing evaluation including vacancy and rents ..... 67  
 27. Comparison of subject property to comparable properties ..... 70  
 28. Discussion of availability and cost of other affordable housing options including homeownership, if applicable ..... 68  
 29. Rental communities under construction, approved, or proposed ..... 70  
 30. For senior or special needs populations, provide data specific to target market ..... 67

### Affordability, Demand, and Penetration Rate Analysis

31. Estimate of demand ..... 64  
 32. Affordability analysis with capture rate ..... 11, 12  
 33. Penetration rate analysis with capture rate..... 11

### Analysis/Conclusions

34. Absorption rate and estimated stabilized occupancy for subject ..... 10  
 35. Evaluation of proposed rent levels including estimate of market/achievable rents..... 12, 71  
 36. Precise statement of key conclusions..... 13  
 37. Market strengths and weaknesses impacting project..... 13  
 38. Product recommendations and/or suggested modifications to subject ..... 13  
 39. Discussion of subject property's impact on existing housing ..... 70  
 40. Discussion of risks or other mitigating circumstances impacting subject..... 13  
 41. Interviews with area housing stakeholders..... 74

### Other Requirements

42. Certifications ..... 3  
 43. Statement of qualifications..... 2  
 44. Sources of data not otherwise identified..... 7

## **20 Business References**

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

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

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

## 21 Résumés

### Bob Rogers

#### Experience

##### Principal and Market Analyst

*John Wall and Associates, Seneca, South Carolina (2017 to Present)*

Responsibilities include: Development of housing demand methodology; development of computer systems and technologies; analysis of demographic trends; creation and production of analytic maps and graphics; and CRA compliance.

##### Senior Market Analyst

*John Wall and Associates, Anderson, South Carolina (1992 to 2017)*

Responsibilities included: Development of housing demand methodology; development of computer systems and technologies; analysis of demographic trends; creation and production of analytic maps and graphics; CRA compliance; courtroom presentation graphics.

##### Manager

*Institute for Electronic Data Analysis, Knoxville, Tennessee (1990 to 1992)*

Responsibilities included: Marketing, training new employees and users of US Bureau of the Census data products, and custom research.

##### Consultant

*Sea Ray Boats, Inc., Knoxville, Tennessee (1991)*

Project included: Using various statistical techniques to create customer profiles that the senior management team used to create a marketing strategy.

##### Consultant

*Central Transport, High Point, North Carolina (1990)*

Project included: Research and analysis in the area of driver retention and how to improve the company's turnover ratio.

#### Professional Organization

National Council of Housing Market Analysts (NCHMA)

Executive Committee Member (2004-2010)

Standards Committee Co-Chair (2006-2010)

Standards Committee Vice Chair (2004-2006)

Member delegate (2002-Present)

#### Publications

Senior Housing Options, NCHMA White Paper (draft)

Field Work for Market Studies, NCHMA White Paper, 2011

Ten Things Developers Should Know About Market Studies, Affordable Housing Finance Magazine, 2007

Selecting Comparable Properties (Best Practices), NCHMA publication 2006

#### Education

Continuing Education, *National Council of Housing Market Analysts (2002 to present)*

Multifamily Accelerated Processing (MAP) Certificate, HUD (May 2012)

MBA Transportation and Logistics, *The University of Tennessee, Knoxville, Tennessee (1991)*

BS Business Logistics, Penn State, *University Park, Pennsylvania (1989)*

## Joe Burriss

### Experience

#### Principal and Market Analyst

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

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

#### Marketing Director

*John Wall & Associates, Anderson, South Carolina (2003 to 2017)*

Responsibilities included: Designing marketing plans and strategies; client development.

#### Senior Market Analyst and Researcher

*John Wall & Associates, Anderson, South Carolina (1999 to 2017)*

Responsibilities included: Author of numerous apartment market studies; making, reviewing and evaluating recommendations regarding student housing analysis; collecting and analyzing multifamily rental housing information (both field and census); conducting site and location analysis.

### Professional Organization

National Council of Housing Market Analysts (NCHMA)

FHA Lender and Underwriting (MAP) Committee (2012-Present)

Member Delegate (2002-Present)

### Education

Continuing Education, *National Council of Housing Market Analysts (2002-Present)*

Multifamily Accelerated Processing (MAP) Certificate, HUD (May 2012)

BS Marketing, *Clemson University, Clemson, South Carolina (2002)*



## Jessica Tergeoglou

### Experience

#### Market Analyst

*John Wall & Associates, Seneca, South Carolina (2018 to present)*

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

#### Assistant Market Analyst

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

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

#### Administrative Support Specialist

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

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

#### Manager

*Wingo, Inc. (2007-2009)*

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

#### Administrative Assistant

*Instacom, Inc. (2006)*

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

#### Office Clerk

*Connie's Residential Care (2004-2005)*

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

#### District Secretary

*Mastec, Inc. (2001-2003)*

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

### Education

BLS Human Services, *Anderson University, Anderson, SC (2015)*

AAS Administrative Office Technology, *Tri-County Technical College, Pendleton, SC (2010)*

# **Willow Creek Apartments**

## **Exhibit S-2 PMA Analysis Summary**

### 5 SC Housing Exhibit S-2

2020 Exhibit S-2 SCSHFDA Primary Market Area Analysis Summary:			
Development Name: <u>Willow Creek</u>	Total of # Units: <u>25</u>		
Address: <u>312 Pine Street Ext.</u>	# of LIHTC Units: <u>24</u>		
PMA Boundary: <span style="border: 1px solid black; padding: 2px;">McCormick County boundaries</span>			
Development Type: <input type="checkbox"/> Family <input checked="" type="checkbox"/> Older Persons      Farthest Boundary Distance to Subject: <u>24</u> Miles			

Rental Housing Stock (found on page 65)				
Type	# of Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	14	765	23	96.99%
Market-Rate Housing	5	537	17	96.83%
Assisted/Subsidized Housing not to include LIHTC	5	124	2	98.39%
<b>LIHTC (All that are stabilized)*</b>	4	104	4	96.15%
Stabilized Comparables**	4	92	4	95.65%
Non Stabilized Comparables	0	0	NA	NA

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

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

Subject Development					HUD Area FMR			Highest Unadjusted Comparable Rent	
Units	Bedrooms	Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage (%)	Per Unit	Per SF
5	1	1	575	\$237	\$494.00	\$0.86	52.02%	\$795.00	\$1.31
19	1	1	575	\$237	\$494.00	\$0.86	52.02%	\$795.00	\$1.31
<b>Gross Potential Rent Monthly*</b>				\$5,688	\$11,856		52.02%		

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

Demographic Data (found on page 40, 57, 59, and 62)						
	2010		2020		2023	
Renter Households	178	10.5%	253	10.5%	276	10.5%
Income-Qualified Renter HHs (LIHTC)	97	54.6%	138	54.6%	151	54.6%
Income-Qualified Renter HHs (MR)	NA	NA	NA	NA	NA	NA

Targeted Income-Qualified Renter Household Demand (found on page 9)						
Type of Demand	50%	60%	Market-rate	Other:	Other:	Overall
Renter Household Growth	10	11	NA	NA	NA	11
Existing Households (Overburd + Substand)	27	29	NA	NA	NA	29
Homeowner conversion (Seniors)	60	68	NA	NA	NA	68
Other:	0	0	NA	NA	NA	0
Less Comparable/Competitive Supply	0	0	NA	NA	NA	0
<b>Net Income-qualified Renters HHs</b>	97	108	NA	NA	NA	108

Capture Rates (found on page 11)						
Targeted Population	50%	60%	Market-rate	Other:	Other:	Overall
Capture Rate	5.2%	17.6%	NA	NA	NA	22.2%

Absorption Rate (found on page 10)	
Absorption Period	<u>1</u> month

2/2020

I affirm that I have made a physical inspection of the market and surrounding area and the information obtained in the field has been used to determine the need and demand for LIHTC units. I understand that any misrepresentation of this statement may result in the denial of further participation in the South Carolina State Housing Finance & 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.

Market Analyst Author: Jessica Tergeoglou Company: John Wall and Associates

Signature: Jessica Tergeoglou Date: 4-15-2020

# **Willow Creek Apartments**

**Exhibit S-2**

**Rent Calculation Worksheet**

