

NEED AND DEMAND ANALYSIS
FOR THE VILLAS AT FINCHER PLACE APARTMENTS
IN
ROCK HILL, SOUTH CAROLINA

Prepared for
Villas at Fincher Place, LP
for submission to
the South Carolina State Housing Finance and Development Authority

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T Ronald Brown: Research & Analysis
P.O. Box 18534
Asheville, NC 28814-0441

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INTRODUCTION

PURPOSE

The purpose of this report is to present the findings of an analysis of the need and demand for the proposed Villas at Fincher Place Apartments in Rock Hill, South Carolina. A total of 90 units are to be developed: 12 one-bedroom units, 46 two-bedroom units, and 32 three-bedroom units. The apartments will rent to households whose incomes qualify their apartments for tax credit status.

ASSUMPTIONS AND CONDITIONS

The findings of this study are predicated upon the assumption that the proposed development, as presented to us, will be located at the site described in the report, that it will be funded through the program under which it was prepared, and within the stated projection period.

Further, the findings are based on the assumption that once funded, the complex will be well-designed, well-marketed, and professionally managed.

The data and analysis in this study are based on information relating to conditions in the town, market area, county, and state in which the project is to be located, and has been obtained from the most pertinent and current available sources. Likewise, every effort has been made to ensure its accuracy and reliability. However, we can assume no responsibility for inaccuracies in reporting by any local, regional, state, or federal agency cited, nor for any information withheld or erroneously reported by the sources cited during the normal course of our professional research. Consequently, we reserve the right to alter our findings and conclusions, if necessary, on the basis of any discovered material inaccuracies.

It is important to stress that coverage from the 2010 Census does not equate with the coverage provided in previous decennial Censuses. Thus, other sources - notably the Census Bureau's American Community Survey - is necessarily to be relied upon. The latter is based on a relatively small sample (compared with earlier sample-based Census reports) and therefore is subject to large statistical margins of error. Thus, use of these data is subject to the *caveat* that those data may not be as rigorous or as reliable as Census data prior to 2010. In this regard, if the data suggest outcomes at variance with our observations from other sources, these will be highlighted in our findings.

The site of the proposed apartments was visited (on January 18, 2021). In addition, interviews are held with persons with particular knowledge pertinent to the study.

The report is designed to satisfy the underwriting criteria of the reviewing agency for which it was performed, and the conclusions, based on the results of our research, experience, and expertise reflect the predicted ability of the project, as presented to us, to meet or exceed that reviewing agency's guidelines. Thus, a positive conclusion does not necessarily imply that the project would be found to be feasible or successful under different underwriting standards, and this study does not necessarily incorporate generally accepted professional market study standards and elements pre-empted by the guidelines set out by the reviewing agency.


It is stated that we have no responsibility for opinions requiring expertise in other fields of expertise - these would include, for example, legal, environmental, architectural, and engineering matters.

To the best of our knowledge, this report is an accurate representation of market conditions. While due care and professional housing market study techniques were used, no guarantee is made of the findings.

It is stated that we do not have, nor will have in the future, any material interest in the proposed development, and that there is no identity of interest between us and the party for whom the project was prepared. Further, we state that the payment of the fee is not contingent upon a favorable conclusion, nor approval of the project by any agency before or after the fact. The payment of the fee does not include payment for testimony nor further consultation.

Submitted, and attested to, by:

T. Ronald Brown, President
T. Ronald Brown: Research & Analysis
P.O. Box 18534
Asheville, North Carolina 28814
(919) 233.0670
trb@tronaldbrown.com



Date:: May 15, 2021

EXECUTIVE SUMMARY

The following provides a brief summary of each of the major sections in the market analysis.

The proposed development will comprise the development of 90 units of low income tax credit financed housing. The apartments will rent to households whose incomes qualify their apartments for tax credit status, with units to be targeted to households at 30 percent and 60 percent of the local area median income. Rental assistance will be available for 30 units.

The Villas at Fincher Place are to be located on the south side of West Main Street, to the west of Rock Hill, in York County, in north central South Carolina.

The market area for the proposed apartments is south-eastern York County.

Over the last decade as a whole, both labor force and employment in York County have increased, with unemployment decreasing on a relatively consistent basis. However, between 2019 and 2020 the number of persons employed decreased and the rate of unemployment increased - from 2.7 percent in 2019 to 6.1 percent in 2020 revealing the impact of the economic disruption caused by the coronavirus pandemic.

The population of the project market area is projected to increase from 100,403 in 2010, to 118,971 in 2020, to 125,350 in 2023. The number of households is projected to increase from 24,733 in 2010 to 29,145 in 2020, to 30,641 in 2023. There were 14,315 renter households in the market area in 2010: which is projected to increase to 18,916 by 2020, and to 19,577 by 2023.

There are several apartment complexes located throughout the project market area. These include several market rate properties, some complexes financed with low income housing tax credits, and one HUD Section 8 complex.

Occupancy at the 5,175 units in market rate complexes reveals a 97.0 percent occupancy level. The occupancy rate for the income restricted properties is 98.4 percent, and the occupancy rate for the survey sample as whole is determined to be 97.2 percent.

The total potential need for tax credit units such as is proposed in the project market area by 2023 is calculated to be for 8,795 units - reflecting the fact that rental assistance is to be provided at the property. Given the calculated need, the proposed 90-unit development amounts to 1.0 percent of the total net need. The proposed development is considered very marketable - reflecting the availability of rental assistance.

Based on the above, the project could expect to lease-up over a period of up to four- to six months, or less.

Market study guidelines require that where a proposed development is to offer rental assistance the demand for that property is to be re-calculated, without that assistance and using maximum tax credit rents. Under this scenario, the demand for the proposed development is found to be for 1,289 units. This suggests a 7.0 percent capture rate, which is considered realistic. Were such a property to be introduced, it is expected that could lease-up over a period of up to four- to six months, or so.

Report for the Villas at Fincher Place Apartments in Rock Hill, South Carolina

Summary (as proposed)

2020 EXHIBIT S - 2 SC SHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY:										
Development Name		Villas at Fincher Place						Total units:		90
Location		West Main Street, Rock Hill						LIHTC units:		90
PMA Boundary		South-eastern York County								
Development Type		Family	✓	Older	Fartherest Boundary Distance to subject:			10 miles		
Rental Housing Stock (found on pages 45-49), and 52										
Type	Properties			Total Units	Vacant Units			Average Occupancy		
All Rental Housing	39			5177	166			96.8%		
Market Rate Housing	22			4724	160			96.6%		
Assisted/Subsidized Housing, not to include LIHTC	1			68	0			100.0%		
LIHTC (all that are stabilized)*	6			385	6			98.4%		
Subsidized comps**	6			385	6			98.4%		
Non-stabilized comps										
* Stabilized occupancy of at least 93% (excludes projects still in lease-up)										
** comps are those comparable to the subject and those that compete at nearly the same rent levels and tenant profile, such as age, family and income										
Subject Development					HUD Area FMR			Highest Unadjusted comp rent		
Units	Bedrooms	Baths	Size (sf)	Proposed Rent	per unit	per sf	Advantage	per unit	per sf	
8	1	1	750	\$810	\$940	\$1.25	13.83	\$1,234	\$1.65	
30	2	1	880-1,033	\$975	\$1,070	\$1.12	8.88	\$1,420	\$1.48	
22	3	1	1,295-1,300	\$1,060	\$1,410	\$1.47	24.82	\$1,720	\$1.33	
Gross Potential Rent Monthly*				\$59,050	\$70,640		16.41			
* market advantage is calculated using the following formula: gross adjusted market rent (minus) gross proposed rent (divided by) gross adjusted market rent The calculation should be expressed as a percentage rounded to two decimal places. The rent calculation Excel worksheet must be provided with the Exhibit S-2 form										
Demographic Data (found on pages 26,35)										
					2010		2020		2023	
Renter Households					14,315	36.7	18,196	38.4	19,577	39.0
Income-Qualified Renter Households (LIHTC)					n/a	n/a	11,564	63.6	12,442	63.6
income qualified Renter HHs (MR) if applicable										
Targeted Income-Qualified Renter Household Demand (found on page 37)										
Type of demand					30% assisted	60% assisted	60%	Market Rate	other	Overall
Renter Household Growth					463	878	112			878
Existing Households (over burdened+substandard)					5,386	7,917	375			7,917
Homeowner conversion (senior)										
Other										
Less comparable/competitive supply					0	0	0			0
Net income-qualified renter hholds					5,848	8,795	488			8,795
Capture Rates (found on page 38)										
Targeted population					30% assisted	60% assisted	60%	Market Rate	other	Overall
Capture rate					0.3	0.2	12.3			1.0
Absorption Rate (found on page39)										
Four to six months										

Report for the Villas at Fincher Place Apartments in Rock Hill, South Carolina

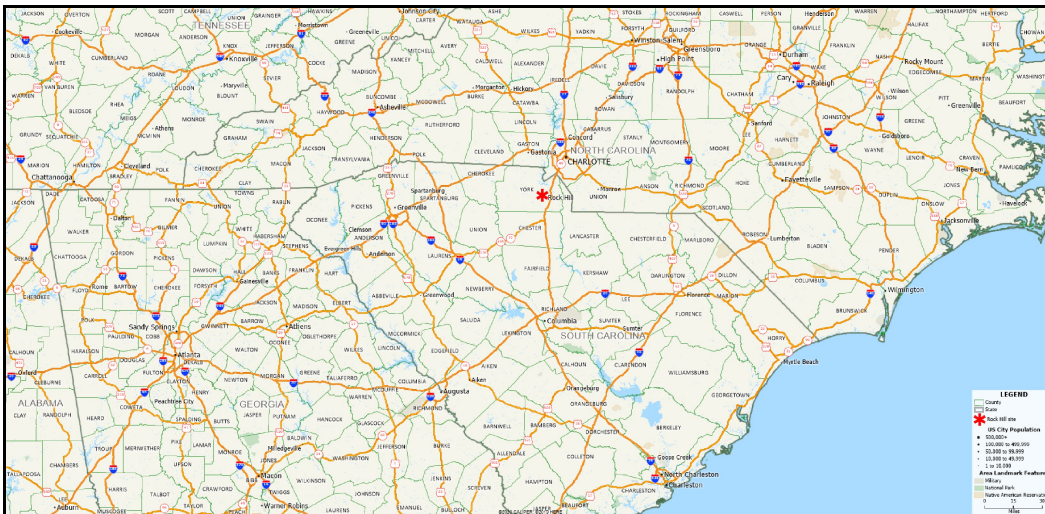
Summary (without rental assistance)

2020 EXHIBIT S - 2 SC SHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY:											
Development Name		Villas at Fincher Place						Total units:		90	
Location		West Main Street, Rock Hill						LIHTC units:		90	
PMA Boundary		South-eastern York County									
Development Type		Family <input checked="" type="checkbox"/>		Older <input type="checkbox"/>		Farthest Boundary Distance to subject: 10 miles					
Rental Housing Stock (found on pages 45-49), and 52											
Type	Properties			Total Units		Vacant Units		Average Occupancy			
All Rental Housing	39			5177		166		96.8%			
Market Rate Housing	22			4724		160		96.6%			
Assisted/Subsidized Housing, not to include LIHTC	1			68		0		100.0%			
LIHTC (all that are stabilized)*	6			385		6		98.4%			
Subsidized comps**	6			385		6		98.4%			
Non-stabilized comps											
* Stabilized occupancy of at least 93% (excludes projects still in lease-up)											
** comps are those comparable to the subject and those that compete at nearly the same rent levels and tenant profile, such as age, family and income											
Subject Development					HUD Area FMR			Highest Unadjusted comp rent			
Units	Bedrooms	Baths	Size (sf)	Proposed Rent	per unit	per sf	Advantage	per unit	per sf		
3	1	1	750	\$353	\$940	\$1.25	62.45	\$1,234	\$1.65		
1	1	1	750	\$827	\$940	\$0.98	12.02	\$1,234	\$1.65		
8	1	1	750	\$827	\$940	\$0.98	12.02	\$1,234	\$1.65		
9	2	2	880-1,033	\$408	\$1,070	\$1.12	61.87	\$1,420	\$1.48		
7	2	2	880-1,033	\$977	\$1,070	\$1.12	8.69	\$1,420	\$1.48		
30	2	2	880-1,033	\$977	\$1,070	\$1.12	8.69	\$1,420	\$1.48		
6	3	2	1,295-1,300	\$446	\$1,410	\$1.09	68.37	\$1,720	\$1.33		
4	3	2	1,295-1,300	\$1,103	\$1,410	\$1.09	21.77	\$1,720	\$1.33		
22	3	2	1,295-1,300	\$1,103	\$1,410	\$1.09	21.77	\$1,720	\$1.33		
Gross Potential Rent Monthly*				\$80,593	\$105,620		23.70				
* market advantage is calculated using the following formula: gross adjusted market rent (minus) gross proposed rent (divided by) gross adjusted market rent The calculation should be expressed as a percentage rounded to two decimal places. The rent calculation Excel worksheet must be provided with the Exhibit S-2 form											
Demographic Data (found on pages 26,42)											
					2010		2020		2023		
Renter Households					14,315	36.7	18,196	38.4	19,577	39.0	
Income-Qualified Renter Households (LIHTC)					n/a	n/a	2,487	13.7	2,675	13.7	
Income qualified Renter HHs (MR) if applicable											
Targeted Income-Qualified Renter Household Demand (found on page 42)											
Type of demand					30%	50%	60%	Market Rate	other	Overall	
Renter Household Growth					72		117			189	
Existing Households (over burdened+substandard)					708		392			1,101	
Homeowner conversion (senior)											
Other											
Less comparable/competitive supply					0		0			0	
Net income-qualified renter hholds					781		509			1,289	
Capture Rates (found on page 43)											
Targeted population					30%	50%	60%	Market Rate	other	Overall	
Capture rate					2.3%		14.2%			7.0%	
Absorption Rate (found on page 44)											
Four to six months											

A. PROJECT DESCRIPTION

Project Location

The proposed apartments are to be located on the south side of West Main Street, to the west of Rock Hill, in York County, in north central South Carolina.



Construction type: New construction

Occupancy type :Family

Target income group: 30 percent and 60 percent of the local area median income

Special population target: not applicable

Report for the Villas at Fincher Place Apartments in Rock Hill, South Carolina

Proposed unit mix, etc.

	<u>Units</u>	<u>sq. ft</u>	<u>Rent</u>	<u>Targeting*</u>
1 bedroom/1 bath	3	750	\$913	less than 30 percent **
1 bedroom/1 bath	1	750	\$913	less than 60 percent **
1 bedroom/1 bath	8	750	\$810	less than 60 percent
2 bedroom/ 2 bath	9	880-1,033	\$1,017	less than 30 percent **
2 bedroom/ 2 bath	7	880-1,033	\$1,017	less than 60 percent **
2 bedroom/ 2 bath	30	880-1,033	\$975	less than 60 percent
3 bedroom/2 bath	6	1,295-1,300	\$1,340	less than 30 percent **
3 bedroom/2 bath	4	1,295-1,300	\$1,340	less than 60 percent **
3 bedroom/2 bath	22	1,295-1,300	\$1,060	less than 60 percent

* percent of area median income

** rent-assisted

Rental Assistance: 30 units (see above)

With respect to utilities, the units will be all-electric. Each tenant will be responsible for water, sewer, heating, cooling and other electricity. The owner will responsible for trash collection. The utility allowance is \$121 for a one-bedroom unit, \$160 for a two-bedroom unit, and \$211 for a three-bedroom unit.

The complex comprises two three-story buildings and five two-story buildings. In addition, the project will feature a community building which houses a rental office, laundry facilities, an exercise room, computer room, and a kitchenette. There are also outdoor play/recreation areas.

Unit amenities include a fully equipped kitchen, washer and dryer connections, and ceiling fans and mini-blinds. The units will be centrally-heated and air conditioned, with carpet and vinyl flooring.

Based on information supplied by the developer, the proposed apartments will meet energy-saving standards, both for construction and for appliances provided.

Information submitted by the developer suggests that construction would start in January of 2022, with completion around 15 months thereafter.

Rehabilitation information: n/a

B. SITE DESCRIPTION

The Proposed Apartments are to be located on the south side of West Main Street, to the west of Rock Hill, in York County, in north central South Carolina.

Adjacent properties include two small businesses (a daycare centre and an animal hospital), the Willowbrook Crossing Apartments, the Cardinal Pointe Apartments, and undeveloped land. The Willowbrook Apartments is an affordable complex designated for seniors, and Cardinal Pointe is a 64-unit complex that was originally a tax credit property. The Brittany Place Apartments - a 216-unit market rate complex - is located across West Main Street from the site.



There are no apparent physical, environmental, or other constraints upon the construction and marketing of the proposed project at this location.



View across W Main St., to site



View onto property



View on property



View east on W Main St., at site



View west on W. Main St., at site



View across W Main St, from site (Brittany Place Apts.)

The following distances from the site to various local services and amenities.

<u>Category</u>	<u>Neighborhood/Community Amenity</u>	<u>Distance (miles)</u>
Highways	SC 5/ West Main Street	<0.1
	Interstate 77	5.5
Bus stop	My Ride	0.1
Retail - Grocery	Publix (Wedgewood Square)	1.0
	Food Lion	1.1
Retail - Other	Family Dollar	1.2
	Wal -mart	4.1
	Target	5.5
	Rock Hill Galleria (Belk, Penney's , etc)	6.8
Gas/convenience	Quick Mart	1.1
Pharmacies *	CVS	1.2
	Walgreens	1.1
	Wells Fargo	1.0
Banks	Bank of America	1.1
	Arbys	1.0
Restaurant	Wendys	1.4
	Boyd Hill Recreation Center	1.9
Entertainment, etc	York Road Elementary School	0.8
	Northwestern High School	1.2
	Rock Hill	2.0
Post Office	Rock Hill City Hall	2.5
	York County Office Complex	0.7
Government	York County Library	2.5
Library	Piedmont Medical Center	1.9
Hospital		

* excluding those in grocery stores, etc.

Access from the site to major thoroughfares, sources of employment, shopping, schools, and other local services is quite good.

The site is located off West Main Street (SC 5) - a significant east-west route serving the area. The site is within one-third of one mile of the intersection of West Main Street and Heckle Boulevard (SC901). Interstate 77 which connects Charlotte, NC with Columbia is within five and one-half miles, or so, of the site.

The site is within one or so miles of the Wedgewood Square Shopping Center, which is located at the intersection of Heckle Boulevard and Herlong Avenue. Wedgewood Square is anchored by a Publix grocery store and other outlets include a CVS and a Walgreen's drugstore, various restaurants, and banks. A Food Lion grocery store is located on Heckle Boulevard to the south of West Main Street, just over one mile from the site.

The site is within four and one-fourth miles of a Walmart Supercenter located off Heckle Boulevard, to the north.

The site is within five and one-half miles of a Target store and within six-to-seven miles, or so, of the Rock Hill Galleria, which are located off the Dave Lyle Boulevard near Interstate 77, to the east. The Galleria includes, for example, a Belk department store, a Kohl's, and a Wal-mart supercenter.

The site of the proposed apartments is quite well-located with respect to local schools. The York Road Elementary School, for example, is approximately three-fourths of one mile from the site, and the Northwestern High School is within one and one-fourth miles of the site - both of which are located off West Main Street, to the west.

The Rock Hill Library and the Rock Hill Post Office are located near the downtown area, within two- and one-half miles of the site.

The Boyd Hill Recreation Center is within two miles of the site of the proposed development.

The Piedmont Medical Center and associated medical services are within two miles of the site of the proposed apartments.

The site is within of two- to three-miles, or so, of the government, shopping, and other services and sources of employment located in downtown Rock Hill. The York County Office complex is located off Heckle Boulevard, south of main Street, within three-fourths of a mile of the site.

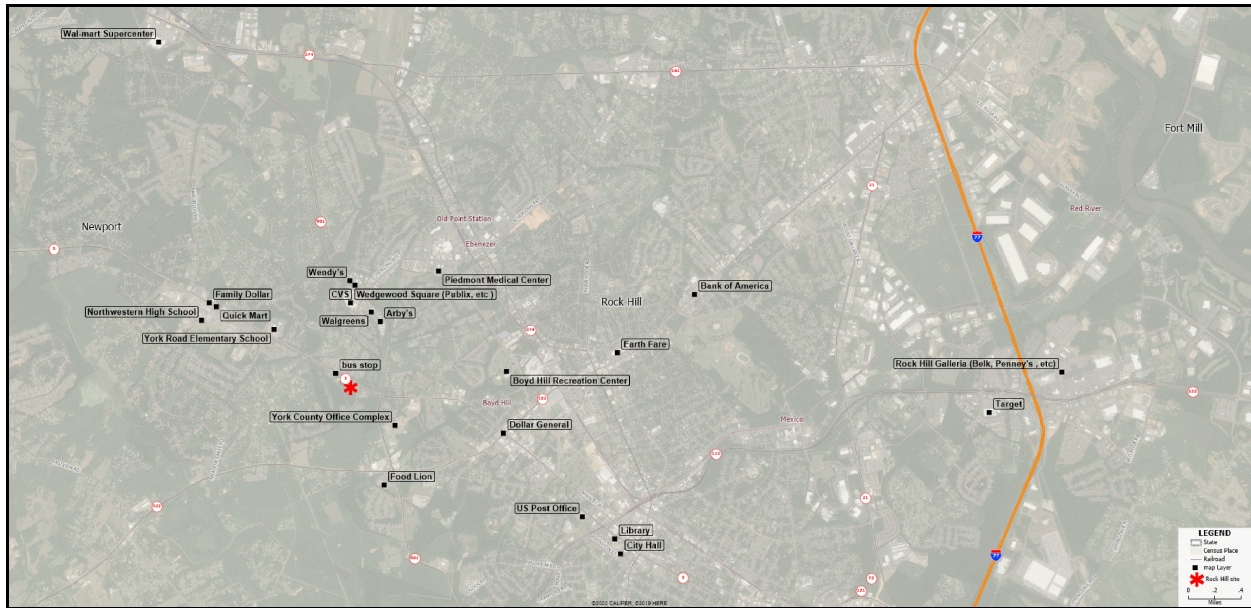
It is understood that there are no significant road or other infrastructure projects under way or planned for this area.

Based on our observations during our site visit, there is no reason to expect that the risk of crime in this neighborhood would be greater or less than that for other parts of the market area. It is not expected that crime or the perception of crime in the area, would impact the project's marketability - nonetheless, as is prudent, security should be considered in the design and marketing of the project.

There are no apparent physical, environmental, or other constraints upon the construction and ongoing marketing of the proposed project at this location.

Report for the Villas at Fincher Place Apartments in Rock Hill, South Carolina

The locations of various amenities relative to the site of the proposed development are mapped, below.



C. MARKET AREA

Market areas are defined on the basis of the consideration of many inter-related factors. These include consideration of the site location, consideration of socio-demographic characteristics of the area (tenure, income, rent-levels, etc.), local commuting patterns, physical (or other) boundaries, census geographies, and especially the location of comparable and/or potentially competing communities.

In communities such as county seats where that community is the county's largest community and is centrally located and can draw from the entire county, the county may be the market area. In circumstances where there are potentially competing communities in one county, the market area will be that part of the county (and, potentially, portions of adjacent counties) which the proposed development is most likely to draw from. Here, a combination of census tracts may be used to define the market area. In urban or suburban markets, the market area will be areas adjacent to the site and will extend to all locations of relatively similar character, and with residents or potential residents likely to be interested in the project. Here combinations of census tracts, may be used to define the market area.

Rock Hill is located in east-central York County in northern South Carolina. The market area for the proposed development is south-eastern York County, based on the several census tracts that combine to define the Rock Hill County Census Division. This area is centered on the site of the proposed development and extends up to an approximately ten- mile hinterland (except to the north, where it extends approximately two miles to the Catawba River).

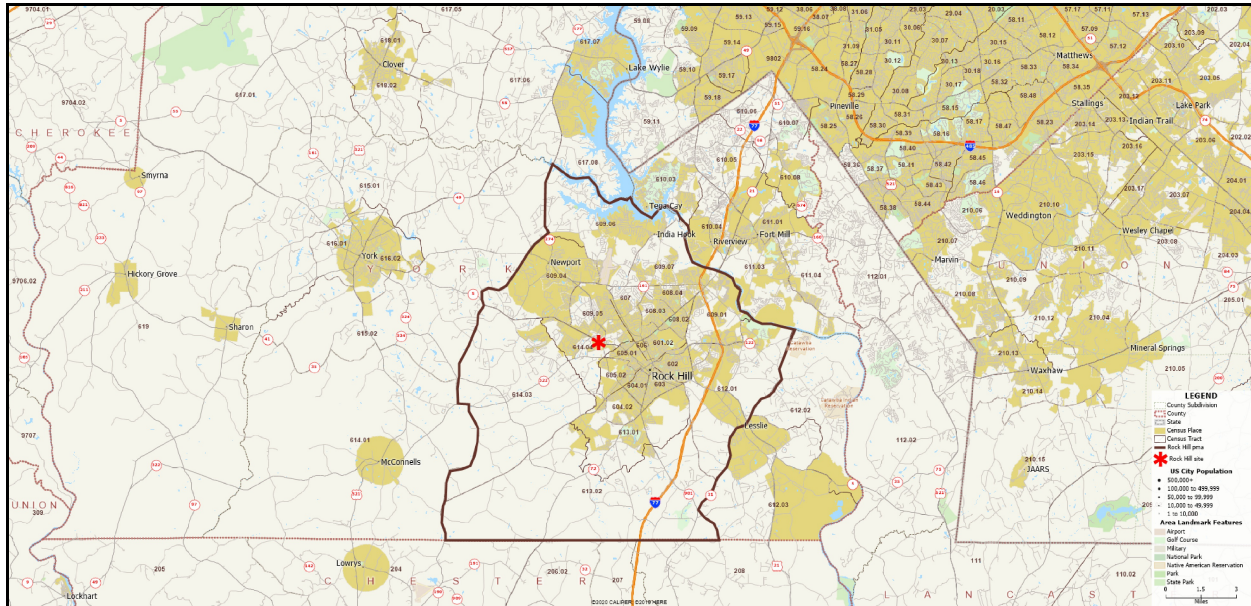
The market area is roughly square-shaped within two- to ten- miles of the site location. The Catawba River forms the northern edge, with portions of Church Road, Neely Store Road, Neely's Creek Road, and Collins Road forming the eastern edge. The southern boundary is the York/Chester county line. The western edge of the market area is formed by portions of the Harps Mill Highway, West Mount Gallant Road, Gordon Road, Percival Road, and the Brattonsville Road.

The area excludes neighboring and potentially competing communities in York County, such as Fort Mill and York. The area constitutes the geographic area immediately adjacent to the site and extends to all locations of relatively similar character, and with residents, or potential residents, likely to be interested in the project.

¹ Census tracts: 601.02, 602, 603, 604.01, 604.02, 605.01, 605.02, 606, 607, 608.02, 608.03, 608.04, 609.01, 609.04, 609.05, 609.06, 609.07, 612.01, 613.01, 613.02, 614.03, and 614.04

Report for the Villas at Fincher Place Apartments in Rock Hill, South Carolina

Market area map



The site is located in census tract 614.04. Market study guidelines require provision of the most recent (decennial Census) statistics on race available for the census tract in which the project is located. This information is set out in Table 1, below.

Table 1 - Statistics on Race, Tract 614.04

	<u>number</u>	<u>percent</u>
Race		
Total	3,562	100.0
One race	3,519	98.8
White	2,738	76.9
Black or African American	693	19.5
American Indian and Alaska Native	8	0.2
Asian	50	1.4
Native Hawaiian/other Pacific	8	0.2
Some other race	22	0.6
Two or more races	43	1.2
Two races, with some other race	1	0.0
Two races without some other race	35	1.0
Three races, with some other race	0	0.0
Three races without some other race	7	0.2
Hispanic or Latino		
Total population	3,562	100.0
Hispanic or Latino (any race)	92	2.6
Mexican	35	1.0
Puerto Rican	17	0.5
Cuban	3	0.1
Other Hispanic or Latino	37	1.0
Not Hispanic or Latino	3,470	97.4
Race and Hispanic or Latino		
Total population	3,562	100.0
One race	3,519	98.8
Hispanic or Latino	91	2.6
Not Hispanic or Latino	3,428	96.2
Two or more races	43	1.2
Hispanic or Latino	1	0.0
Not Hispanic or Latino	42	1.2

Source: 2010 Census; T Ronald Brown: Research & Analysis

D. MARKET AREA ECONOMY

EMPLOYMENT BY INDUSTRY

This distribution of employment, by industry, for the project market area is set out in Table 2, below. This information is from the 2015 to 2019 American Community Survey (and as such is subject to the limitations of those data). Based on those data, the largest sources of employment are manufacturing and retail trade which accounts for 13.6 and 13.0 percent of the total, respectively. Healthcare accounts for 12.0 percent of the total.

Table 2 - Employment by Industry, Market Area

	<u>number</u>	<u>percent</u>
Agriculture, etc	204	0.4
Construction	2,640	4.8
Manufacturing	7,490	13.6
Wholesale Trade	2,084	3.8
Retail Trade	7,114	13.0
Transp, Warehousing	2,650	4.8
Utilities	844	1.5
Information	1,187	2.2
Finance, Insurance, Real Estate	4,036	7.4
Professional, scientific, management	5,730	10.4
Educational Services	4,332	7.9
Health care	6,593	12.0
Arts, entertainment, recreation	1,013	1.8
Accommodation and food services	4,669	8.5
Other services	2,792	5.1
Public Administration	1,533	2.8

Source: 2015 to 2019 American Community Survey; T Ronald Brown: Research & Analysis

MAJOR EMPLOYERS

The major private employers in the Rock Hill area are listed in Table 3, below. From this table it is seen that the largest employers in the area include the local hospital and the telecommunications company, Comporium - each of which employs in excess of 1,000 persons. Other significant employers include the local school system, and local governments.

Table 3 - Major Employers

<u>Employer Name</u>	<u>Product/Service</u>	<u>Employees</u>
Piedmont Medical Center	Healthcare	1,682
Comporium	Telecommunications	1,107
Beaconmedaes	Medical equipment	400
Williams And Fudge	Collection Agency	370
West Marine	Distribution of water sports products	350
Terex/Genie	Constuction of light towers	226
Atlas Copco	Compressors	225
Transaxle Mfg	Transaxles for tractors, etc	207
3D Systems	3D Printing services	201
Westinghouse/Carolina Energy	Energy-generating machinery	200

Source: York County Economic Development

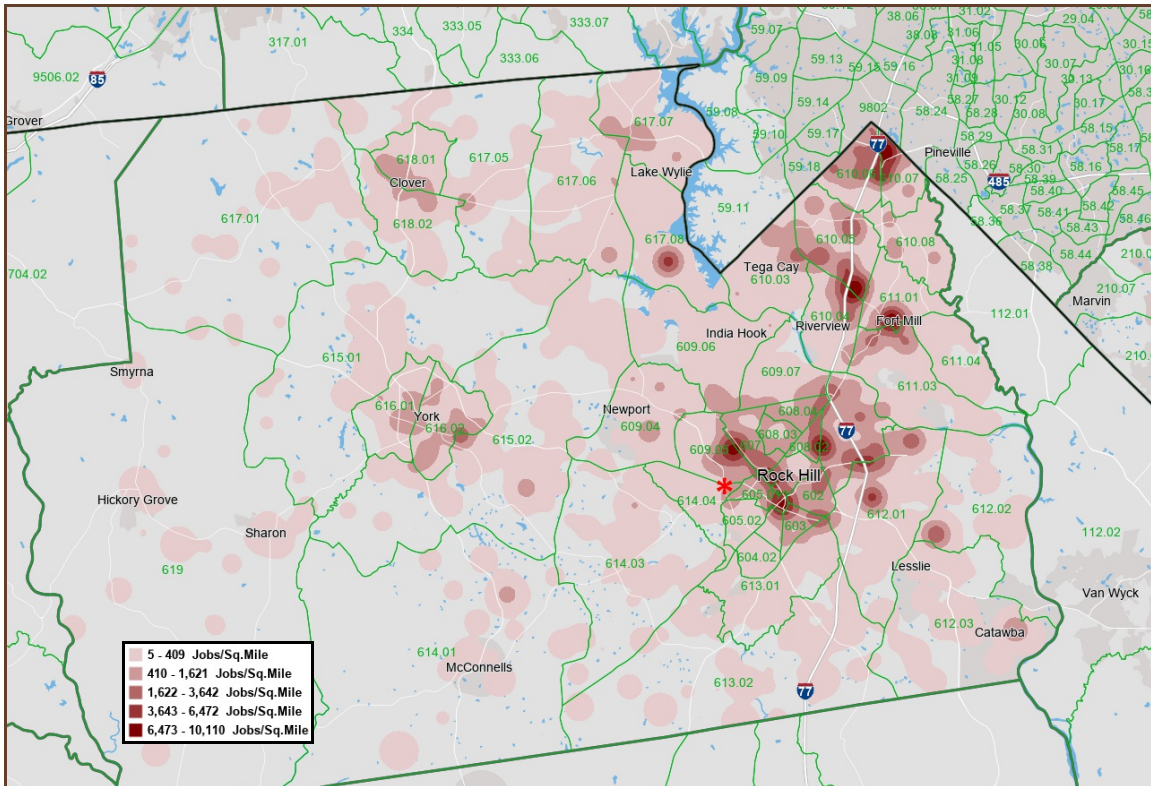
Information from the York County Economic Development Department shows that in 2020, Ross Stores announced plans to add 700 new jobs over five years at its warehousing and distribution operations. National Machining and Fabrication announced plans to add 40 new jobs at its Rock Hill location, Similarly, Optimized Armor announced plans to create 100 new jobs at its Rock Hill site.

It should be noted that significant layoffs and/or closings can be expected in this area as a consequence of the impact of the coronavirus pandemic. These losses may be temporary or permanent.

SC WARN notices show that in Fort Mill there were 144 jobs lost to layoffs at one location, in 2020 and 2021, to date. This source details more than 22,000 workers impacted by closures or layoffs throughout South Carolina as a whole over that time period.

Report for the Villas at Fincher Place Apartments in Rock Hill, South Carolina

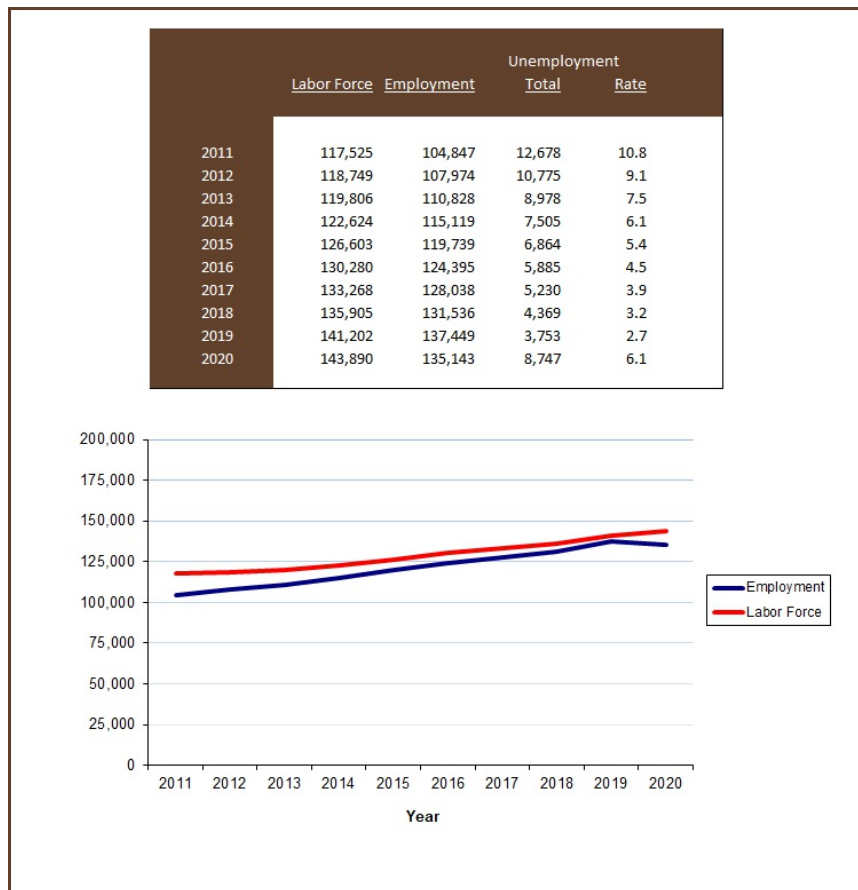
Based on information from the Census, the location of the site relative to the distribution of employment in the wider York County area is illustrated in the map, below. Here it is seen that, with respect to York County, many persons work in both the Rock Hill and Fort Mill areas.



LABOR FORCE AND EMPLOYMENT

The makeup and trends of the labor force and employment have a strong influence on the growth and stability of the local housing market in general. In 2020, the most recent year for which annualized data are available, the York County labor force comprised an estimated 143,890 persons. Of this total, 135,143 were employed and 8,747 or 6.1 percent were unemployed. Unemployment increased by 4,994 between 2019 and 2020 as a consequence of the COVID-19 pandemic (where unemployment reached 11.5 percent in May, 2020). Prior to 2019, employment grew quite consistently on an annual basis - with the rate of unemployment decreasing from 10.8 percent in 2011.

Table 4 - York County Labor Force and Employment



Source: US Department of Labor

COMMUTING

Based on data from the American Community Survey, 40.9 percent of workers resident in Rock Hill were employed in Rock Hill, with 64.4 percent employed in York County as a whole. The average driving time to work for residents of Rock Hill was 24.6 minutes.

Table 5 - Commuting Data

	<u>number</u>	<u>percent</u>
Total Workers	36,645	100.0
Worked in Place of residence	14,988	40.9
Worked in County of residence	23,599	64.4
Worked outside Place of residence	21,657	59.1
Worked outside County of residence	13,046	35.6
Mean travel time to work (minutes)	24.6	

Source: 2015 to 2019 American Community Survey; T Ronald Brown: Research & Analysis

Commuting patterns data are no longer provided in the Decennial Census. Here, data are obtained from the LEHD Origin-Destination Statistics program available from the Census Bureau’s OnTheMap application. These data, on commuting patterns for persons who live and/or work in York County, are set out, below.

Here it is seen that many persons who live in York County commute to work in Mecklenburg County, North Carolina (that is, the Charlotte area), and also to adjacent counties such as Lancaster County and Gaston County (North Carolina). Likewise, many persons employed in York County commute to work there from Mecklenburg County and adjacent jurisdictions - such as Lancaster County, Chester County, and Gaston County.

Table 6 - Commuting Patterns

Working in York County	52,207
Where York County residents are commuting to:	
Mecklenburg County, NC	37,109
Lancaster County, SC	4,053
Gaston County, NC	3,379
Richland County, SC	3,357
Greenville County, SC	3,250
Chester County, SC	1,869
Union County, NC	1,644
Spartanburg County, SC	1,602
Lexington County, SC	1,427
Elsewhere	14,804
Where York County workers are commuting from:	
Mecklenburg County, NC	13,308
Lancaster County, SC	5,110
Chester County, SC	3,532
Gaston County, NC	3,093
Union County, NC	2,044
Richland County, SC	1,760
Greenville County, SC	1,597
Spartanburg County, SC	1,446
Lexington County, SC	1,121
Elsewhere	15,620

Source: LEHD Origin-Destination Statistics program/OnTheMap; T.Ronald Brown: Research & Analysis

While the local economy recovers from the impact of the COVID pandemic, the local economic conditions will not likely have a direct positive or negative impact on the subject property, to any significant extent.

E. COMMUNITY DEMOGRAPHIC DATA

POPULATION TRENDS AND PROJECTIONS

In 2000, the population of York County was 164,614, and in 2010 the population was recorded as 226,073. Population projections for York County are based on South Carolina State Data Center projections. Based on these data, the population of the county is projected to be 289,590 by 2020, and to be 313,157 by 2023.

Population projections for the project market area are based on the average of several small area population projection techniques using census tract level trends for 2000 to 2010, corrected for the county projections. The projection is that in 2020 the project market area will have a population of around 118,971 and around 123,350 in 2023.

Information on population trends and changes between 2000 and 2023 are set out in Table 7, below.

Table 7 - Population Trends

	Rock Hill	Market Area	York County
2000	49,765	79,255	164,614
2010	66,154	100,403	226,073
2020	n/a	118,971	289,590
2023	n/a	125,350	313,157
absolute change			
2000-2010	16,389	21,148	61,459
2010-2020	n/a	18,568	63,517
2020-2023	n/a	6,379	23,567
annual change			
2000-2010	1,639	2,115	6,146
2010-2020	n/a	1,857	6,352
2020-2023	n/a	2,126	7,856

Source: 2000 Census and 2010 Census; Appalachian COG; T Ronald Brown: Research & Analysis

AGE

The distribution of the population, by age, for Rock Hill, the Rock Hill market area, and for York County are set out in Table 8, below. These data are from the 2010 Census.

Table 8 - Age Distribution

	Rock Hill		Market Area		York County	
	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>
Under 5 years	4,902	7.4	6,896	6.9	15,534	6.9
5 to 9 years	4,424	6.7	6,603	6.6	16,228	7.2
10 to 14 years	4,185	6.3	6,547	6.5	16,341	7.2
15 to 19 years	5,365	8.1	7,529	7.5	16,108	7.1
20 to 24 years	6,979	10.5	8,621	8.6	14,251	6.3
25 to 29 years	5,348	8.1	7,093	7.1	13,421	5.9
30 to 34 years	4,656	7.0	6,632	6.6	14,306	6.3
35 to 39 years	4,535	6.9	6,791	6.8	16,544	7.3
40 to 44 years	4,310	6.5	6,748	6.7	17,139	7.6
45 to 49 years	4,178	6.3	7,056	7.0	17,691	7.8
50 to 54 years	3,957	6.0	6,831	6.8	16,338	7.2
55 to 59 years	3,490	5.3	6,097	6.1	14,129	6.2
60 to 64 years	2,939	4.4	5,292	5.3	12,417	5.5
65 to 69 years	2,076	3.1	3,748	3.7	8,969	4.0
70 to 74 years	1,475	2.2	2,701	2.7	6,281	2.8
75 to 79 years	1,183	1.8	2,070	2.1	4,519	2.0
80 to 84 years	987	1.5	1,578	1.6	3,085	1.4
85 years and over	1,165	1.8	1,570	1.6	2,772	1.2
55 and older	13,315	20.1	23,056	23.0	52,172	23.1
65 and older	6,886	10.4	11,667	11.6	25,626	11.3
Total	66,154		100,403		226,073	

Source: 2010 Census; T Ronald Brown: Research & Analysis

HOUSEHOLD TRENDS AND PROJECTIONS

Projections of the number of households for Rock Hill, the project market area, and for York County are set out in Table 9, below. These projections are based on the population projections set out, above.

The projection is that in 2020 the project market area will have around 47,341 households, and around 50,218 in 2023. In 2010, there were 39,048 households in the market area.

Table 9 - Household Trends

	Rock Hill	Market Area	York County
2000	18,750	29,571	61,051
2010	25,966	39,048	85,864
2020	n/a	47,341	112,118
2023	n/a	50,218	121,927
absolute change			
2000-2010	7,216	9,477	24,813
2010-2020	n/a	8,293	26,254
2020-2023	n/a	2,877	9,809
annual change			
2000-2010	722	948	2,481
2010-2020	n/a	829	2,625
2020-2023	n/a	959	3,270

Source: 2000 Census and 2010 Census; T Ronald Brown: Research & Analysis

TENURE

Table 10, below, sets out the number and proportion of owner and renter households for Rock Hill, the Rock Hill market area, and for York County. In the years beyond 2010, the tenure proportions are based on the 2000 to 2010 tenure trends. In 2010, 36.7 percent of households in the market area were renters, compared with 46.7 percent in Rock Hill, and 27.7 percent in the county.

Table 10 - Tenure

Rock Hill				persons per		Owner-occupied		Renter-occupied	
	<u>population</u>	<u>households</u>	<u>household</u>	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>
2000	49,765	18,750	2.65	10,008	53.4	8,742	46.6		
2010	66,154	25,966	2.55	13,844	53.3	12,122	46.7		
2020	n/a	n/a	n/a	n/a	n/a	n/a	n/a		
2023	n/a	n/a	n/a	n/a	n/a	n/a	n/a		
Market Area				persons per		Owner-occupied		Renter-occupied	
	<u>population</u>	<u>households</u>	<u>household</u>	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>
2000	79,255	29,571	2.68	19,231	65.0	10,340	35.0		
2010	100,403	39,048	2.57	24,733	63.3	14,315	36.7		
2020	118,971	47,341	2.51	29,145	61.6	18,196	38.4		
2023	125,350	50,218	2.50	30,641	61.0	19,577	39.0		
York County				persons per		Owner-occupied		Renter-occupied	
	<u>population</u>	<u>households</u>	<u>household</u>	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>
2000	164,614	61,051	2.70	44,629	73.1	16,422	26.9		
2010	226,073	85,864	2.63	62,119	72.3	23,745	27.7		
2020	289,590	112,118	2.58	80,242	71.6	31,876	28.4		
2023	313,157	121,927	2.57	86,973	71.3	34,954	28.7		

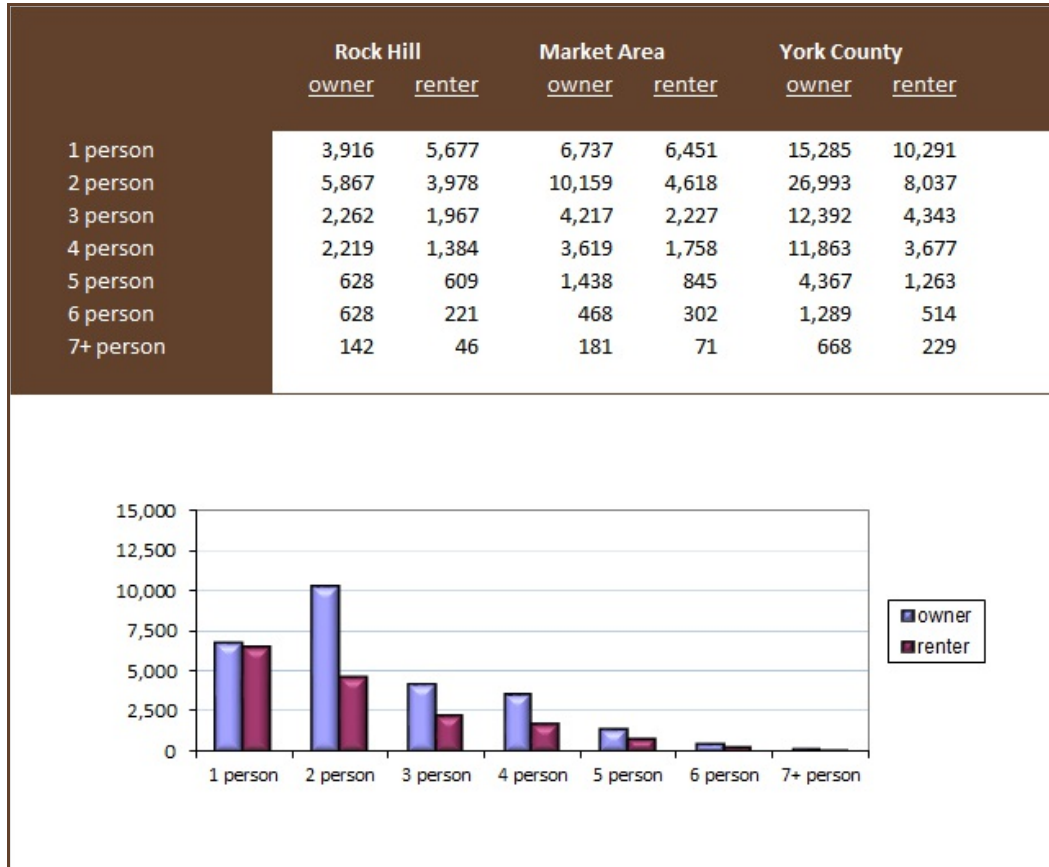
Source: 2000 Census and 2010 Census; T Ronald Brown: Research & Analysis

HOUSEHOLD SIZE

Table 11 below, sets out household size, by tenure, for households in Rock Hill, the project market area, and York County.

The distribution of household sizes, by tenure, for the market area is also illustrated.

Table 11 - Household Size, by Tenure



Source: 2010 Census; T Ronald Brown: Research & Analysis

HOUSEHOLD INCOME

The distribution of household incomes for Rock Hill, the market area, and for York County are set out in Table 12, below. These figures are taken from the 2015 to 2019 American Community Survey, and as such are subject to the limitations imposed by this source.

Here, it is seen that the median household income in Rock Hill was \$50,444 and that for York County as a whole was seen to be \$65,361. The median income for the market area is estimated to be around \$55,416.

Table 12 - Household Income

	Rock Hill		Market area		York County	
	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>
less than \$10,000	2,180	7.5	2,782	6.5	4,796	4.7
\$10,000 to \$14,999	1,433	4.9	2,004	4.7	3,805	3.8
\$15,000 to \$19,999	1,393	4.8	1,859	4.3	3,696	3.7
\$20,000 to \$24,999	1,510	5.2	1,934	4.5	4,050	4.0
\$25,000 to \$29,999	1,761	6.0	2,114	4.9	4,273	4.2
\$30,000 to \$34,999	1,828	6.2	2,453	5.7	4,983	4.9
\$35,000 to \$39,999	1,738	5.9	2,357	5.5	4,280	4.2
\$40,000 to \$44,999	1,317	4.5	1,762	4.1	4,072	4.0
\$45,000 to \$49,999	1,331	4.6	2,034	4.7	4,364	4.3
\$50,000 to \$59,999	2,879	9.8	4,158	9.6	8,485	8.4
\$60,000 to \$74,999	3,100	10.6	4,544	10.5	10,086	10.0
\$75,000 to \$99,999	3,206	11.0	5,521	12.8	13,565	13.4
\$100,000 to \$124,999	1,940	6.6	3,506	8.1	9,485	9.4
\$125,000 to \$149,999	1,277	4.4	2,189	5.1	6,390	6.3
\$150,000 to \$199,999	1,318	4.5	2,078	4.8	7,672	7.6
\$200,000 or more	1,040	3.6	1,796	4.2	7,209	7.1
median income	\$50,444		\$55,416 *		\$65,361	

* estimate

Source: 2015 to 2019 American Community Survey; T Ronald Brown: Research & Analysis

RENTER HOUSEHOLD INCOME

The distribution of household incomes for renter households for Rock Hill, the market area, and York County set out in Table 13, below. These figures are also taken from the 2015 to 2019 American Community Survey.

Here, it is seen that the median renter household income in Rock Hill was \$43,940, and that for York County as a whole was seen to be \$42,384. The median income for renters in the market area is estimated to be around \$35,457.

Table 13 - Household Income, Renter Households

	Rock Hill		Market area		York County	
	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>	<u>number</u>	<u>percent</u>
less than \$10,000	1,653	11.9	1,936	11.9	2,947	10.4
\$10,000 to \$19,999	2,018	14.5	2,462	15.1	3,874	13.7
\$20,000 to \$34,999	3,266	23.5	3,651	22.4	6,042	21.3
\$35,000 to \$49,999	2,231	16.1	2,669	16.4	4,721	16.7
\$50,000 to \$74,999	2,722	19.6	3,237	19.9	5,390	19.0
\$75,000 to \$99,999	1,052	7.6	1,272	7.8	2,759	9.7
\$100,000 or more	940	6.8	1,045	6.4	2,621	9.2
median income	\$43,940		\$35,457 *		\$42,384	

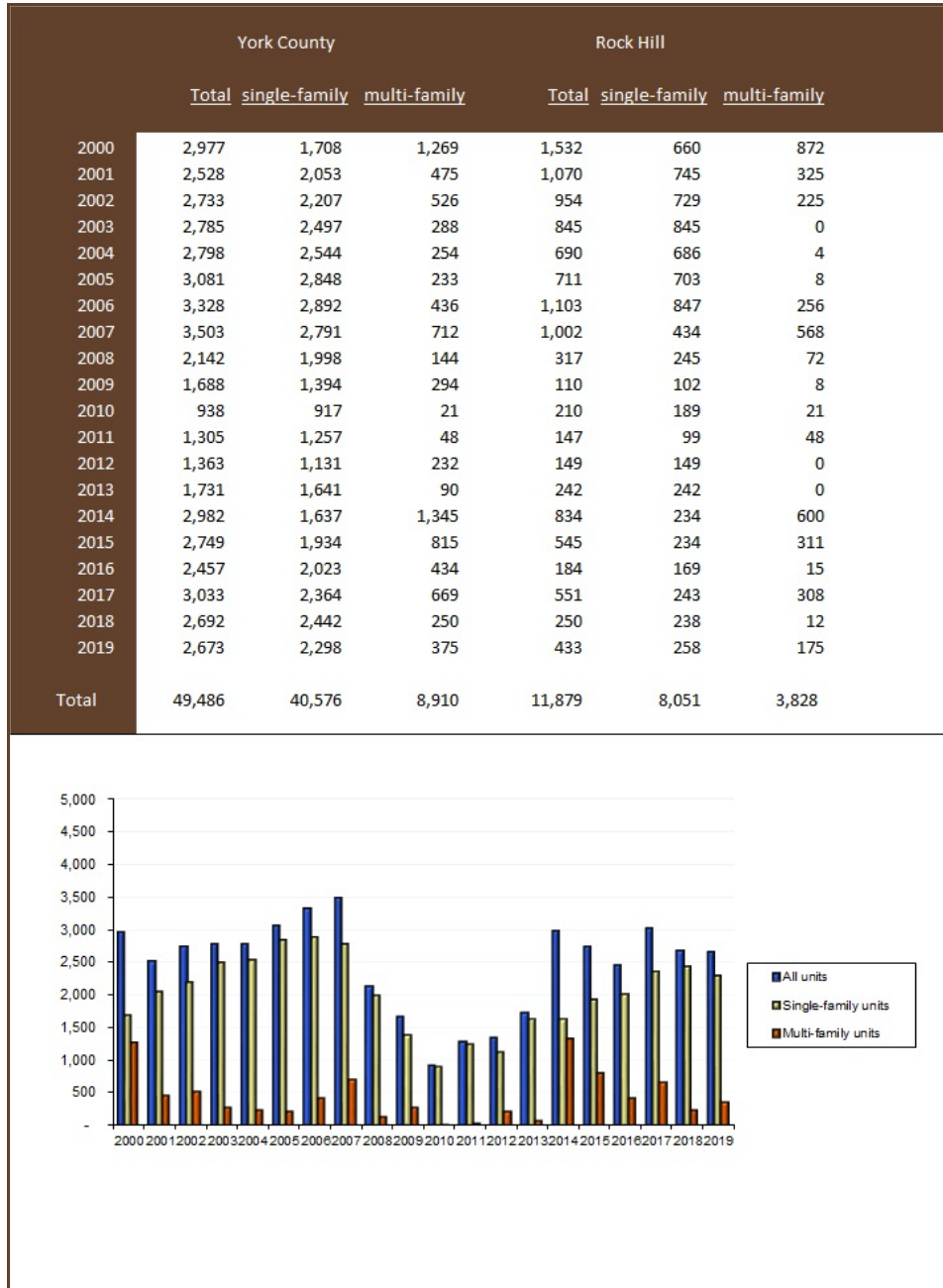
* estimate

Source: 2015 to 2019 American Community Survey; T Ronald Brown: Research & Analysis

RESIDENTIAL CONSTRUCTION SINCE 2000

Table 14 below gives details of residential construction in York County since 2000. Here it can be seen that a total of 49,486 units were added in York County, with 11,879 units added in the City of Rock Hill, of which 3,828 were multi-family units. No data are available for the market area.

Table 14 - Residential Construction Since 2000



Source: Current Construction Reports, C-40; Bureau of the Census; T Ronald Brown: Research & Analysis

F. PROJECT SPECIFIC DEMAND ANALYSIS

The market for the proposed apartments is derived from two principal sources: the population and household growth market, and from existing households currently living in the area who could move to the project were it to be made available.

Here, demand will be determined for the project, as proposed. However, given that 30 units of rental assistance is planned for the development, it is necessary (following the market study guidelines) to also provide calculations for the proposed development without that rental assistance.

INCOME RESTRICTIONS

Income is a key variable in the analysis of housing markets. Of the 90 units proposed, 18 will be rent-assisted and targeted to households with incomes up to 30 percent of the median, with 12 rent-assisted units targeted at 60 percent, and 60 unassisted units targeted at 60 percent of the median - and therefore qualify the apartments for low income housing tax credit status. There will be a mix of one-, two-, and three- bedroom units.

The income limits for York County (Charlotte-Concord-Gastonia NC-SC HUD Metro Area) are set out below, along with maximum housing expenses. The maximum housing expenses for the proposed units are based on these income limits and assume an average 1.5 persons per household and that renters will pay no more than 30 percent of their incomes on housing expenses (rent plus utilities).

Table 15 - Income Limits and Maximum Housing Costs

Income Limits		
	<u>30 percent</u>	<u>60 percent</u>
1 person	\$17,700	\$35,400
2 person	\$20,220	\$40,440
3 person	\$22,740	\$45,480
4 person	\$25,260	\$50,520
5 person	\$27,300	\$54,600
6 person	\$29,310	\$58,620
Maximum Housing Costs		
	<u>30 percent</u>	<u>60 percent</u>
1 bedroom	\$474	\$948
2 bedroom	\$569	\$1,137
3 bedroom	\$657	\$1,314

Source: HUD

Information as to rents and income targeting, and qualifying income ranges are set out in Table 16, below

Table 16 - Rents and Income Targeting

income targeting				
	<u>30 percent *</u>	<u>60 percent *</u>	<u>60 percent</u>	<u>Total</u>
1 bedroom	3	1	8	12
2 bedroom	9	7	30	46
3 bedroom	6	4	22	32
Total	18	12	60	90
proposed rents				
	<u>30 percent *</u>	<u>60 percent *</u>	<u>60 percent</u>	
1 bedroom	\$913	\$913	\$810	
2 bedroom	\$1,017	\$1,017	\$975	
3 bedroom	\$1,340	\$1,340	\$1,060	
proposed rents as a proportion (%) of maximum				
	<u>30 percent *</u>	<u>60 percent *</u>	<u>60 percent</u>	
1 bedroom	258.6	110.4	97.9	
2 bedroom	249.0	104.1	99.8	
3 bedroom	300.4	121.5	96.1	

** rent-assisted*

Source: Applicant; T Ronald Brown: Research & Analysis

The utility allowances for the proposed development are \$121, \$160, and \$211 for the one-, two-, and three-bedroom units, respectively.

From the table above, it can be seen that housing expenses at the proposed apartments fall above the maximum allowable for the rent-assisted units, and are at 96 to 100 percent of the maximum for the unassisted units.

Report for the Villas at Fincher Place Apartments in Rock Hill, South Carolina

Qualifying income ranges are a function of the income needed to afford the proposed units and the mandated upper income limits. There is no official lower income limit for the proposed apartments. However, for the purposes of this report it is assumed that tenants will pay no more than 35 percent of their income on housing costs (rent and utilities). The upper limits are a function of household size - based on a standard of one and one-half persons per bedroom.

Here, the effective lower income limit for rent-assisted units is zero dollars.

Table 17 - Qualifying Income Ranges

<u>30 percent *</u>		
	lower	upper
1 bedroom	\$0	\$18,960
2 bedroom	\$0	\$22,740
3 bedroom	\$0	\$26,280

<u>60 percent *</u>		
	lower	upper
1 bedroom	\$0	\$37,920
2 bedroom	\$0	\$45,480
3 bedroom	\$0	\$52,560

<u>60 percent</u>		
	lower	upper
1 bedroom	\$31,920	\$37,920
2 bedroom	\$38,914	\$45,480
3 bedroom	\$43,577	\$52,560

* rent-assisted

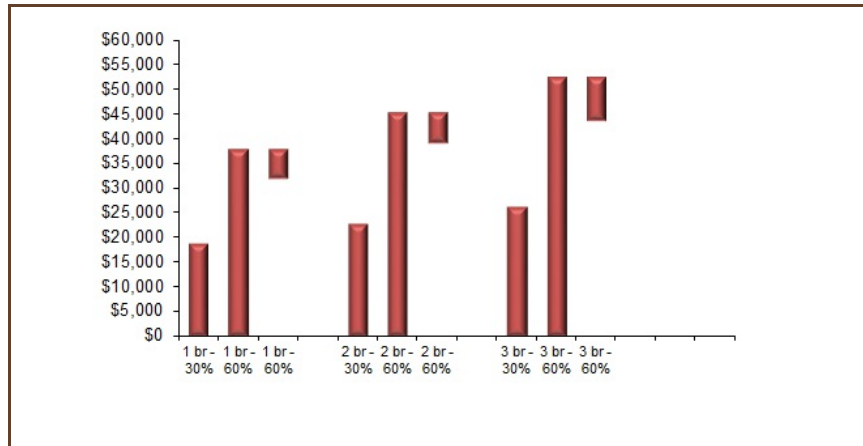
Source: Applicant; T Ronald Brown: Research & Analysis

Incomes for households qualifying for the proposed project are seen to range from \$0 to \$52,560, reflecting the provision of rental assistance and the target incomes used.

Report for the Villas at Fincher Place Apartments in Rock Hill, South Carolina

This table, and the graph below, show that the qualifying income ranges are very wide for those units with rental assistance and are relatively narrow for the unassisted units.

Any overlap between the target income ranges (and any gaps between them) will be taken into consideration in our calculations.



The major variables to be examined are age, tenure, and income. These data are no longer available from the Decennial Census. Nonetheless, data can be extrapolated from the most recent American Community Survey - again, subject the limitations of those data. These data, for the market area for the proposed complex, are set out below.

Table 18 - Household Income, Renter Households

Income	Number	Percent	Overburdened Renters	
			Number	Percent
Up to \$10,000	1,936	11.9	1,437	22.2
\$10,000 - \$19,999	2,462	15.1	2,088	32.2
\$20,000 - \$34,999	3,651	22.4	2,201	34.0
\$35,000 - \$50,000	2,669	16.4	513	7.9
\$50,000 - \$75,000	3,237	19.9	182	2.8
\$75,000 - \$100,000	1,272	7.8	61	0.9
\$100,000 and over	1,045	6.4	0	0.0
Total	16,272		6,482	

Source: 2015 to 2019 American Community Survey; T.Ronald Brown: Research & Analysis

As noted, these data are necessarily from the American Community Survey and are based on the 5-year average for the period from 2015 to 2019 - and not for a specific year.

From this table it can be seen that 11.9 percent of the market area renter households have incomes less than \$10,000 and a further 15.1 percent have incomes between \$10,000 and \$20,000. Around 22.4 percent of renters are seen to be in the \$25,000 to \$35,000 income range. Just under 40 percent of all renters are rent-overburdened. This table also illustrates how rent-overburdened households are concentrated in the lower income groups - those below \$35,000.

Based on the income ranges set out in Table 16 and the income distribution set out in Table 17, it is found that around 33.5 percent of market area renter households qualify for assisted units at 30 percent of the median, and around 63.6 of renters qualify for the assisted units at the 60 percent level. Around 8.1 of renter households qualify for the unassisted units.

Projections of need and demand are based upon a 2020 to 2023 projection period and the resulting calculations are corrected to account for any construction of comparable projects and/or planned comparable units.

Based on the projections set out in Table 10, a total of 1,382 new rental units are needed between 2020 and 2023. A total of 878 units will be for households eligible for the proposed project: 463 rent-assisted households at the 30 percent level, 878 rent-assisted households at the 60 percent level, and 112 households at the 60 percent level, without assistance.

Again, the market for the proposed apartments comprises not only demand from population and household growth, but also from existing renter households who would move to the new apartments were they made available. The extent to which any new development is able to attract a certain share of this market is largely a factor of several interrelated factors. These include the location of the development, the amenities it offers, the quality of design and the effectiveness of the development's marketing and management. That is, the perceived value of the community in terms of price, convenience, and life-style.

Our calculations show that there will be a total of 12,442 renter households in the qualifying income ranges in the project market area. This figure has to be adjusted to reflect the proportion that are likely to move to a new complex. With respect to existing households in the project market area it is found that, based on the most recent American Community Survey data, 80.3 percent of renters qualifying for assisted units at the 30 percent level are rent overburdened and 61.8 percent of those households qualifying for assistance at the 60 percent level are assisted, with 21.8 percent of those households at the (unassisted) 60 percent level being rent overburdened. Here, these proportions are applied to the number of income eligible existing renter households to estimate how many of those households are likely to consider moving to the proposed apartments.

State Agency market study guidelines allow for the replacement of rental units due to demolition, abandonment, obsolescence and the like. This based on an annual average rate of 0.6 percent of the rental housing stock. The proportion is based on a two-year loss of 1.2 percent of rental units detailed in the 2016 Edition of "Components of Inventory Change" published by HUD. Based on the number of rental units in the project market area this translates to a need for an additional 225 units.

Total demand is therefore seen to amount to 8,795 units: 5,848 qualifying for assisted units at 30 percent of the median, and 8,795 qualifying for assisted units at the 60 percent level, with 488 households qualifying for unassisted units at 60 percent of the median.

These figures are based on a 2020 to 2023 projection period and therefore have been corrected to account for the funding and/or construction of any directly comparable projects in the market area. No directly comparable projects have been added in the project market area over the projection period, nor have any been funded or are under construction. The net demand is therefore for 8,795 units.

The preceding calculations are summarized in the table on the following page.

Table 19 - Demand Calculations

	30 percent *	60 percent *	60 percent	Total
(i) income eligible new renter households	463	878	112	878
(ii) income eligible existing renter households	6,556	12,442	1,592	12,442
(iii) existing households, likely to move	5,267	7,692	347	7,692
(iv) need from obsolete housing	119	225	29	225
Total demand (i)+(iii)+(iv)	5,848	8,795	488	8,795
Supply	0	0	0	0
Net demand	5,848	8,795	488	8,795

* rent-assisted

Source: T. Ronald Brown: Research & Analysis

Demand has to be segmented to determine demand by number of bedrooms per unit. Based on the distribution of household size in the market area and given data from the American Housing Survey correlating typical household size and number of bedrooms, we have determined that one-bedroom units should account for 28 percent of the total, two-bedroom units should account for 41 percent of the total, and three-bedroom units should account for 23 percent of the total with four- or more bedroom units accounting for 8 percent. Here, it is important to note that the need and demand for three- bedroom units (which account for 36 percent of the 90-unit total) is based on renter household size - with a focus on four-or-more person households for the three-bedroom units.

Capture rates are illustrated in the table on the following page.

Report for the Villas at Fincher Place Apartments in Rock Hill, South Carolina

Table 20 - Capture Rates

	<u>30 percent *</u>	<u>60 percent *</u>	<u>60 percent</u>	<u>Total</u>
Total demand				
1 bedroom	1,647	2,477	137	2,477
2 bedroom	2,367	3,560	197	3,560
3 bedroom	1,369	2,060	114	2,060
4 bedroom	465	699	39	699
Total	5,848	8,795	488	8,795
Supply				
1 bedroom	0	0	0	0
2 bedroom	0	0	0	0
3 bedroom	0	0	0	0
4 bedroom	0	0	0	0
Total	0	0	0	0
Net demand				
1 bedroom	1,647	2,477	137	2,477
2 bedroom	2,367	3,560	197	3,560
3 bedroom	1,369	2,060	114	2,060
4 bedroom	465	699	39	699
Total	5,848	8,795	488	8,795
Units proposed				
1 bedroom	3	8	8	12
2 bedroom	9	7	30	46
3 bedroom	6	4	22	32
4 bedroom	0	0	0	0
Total	18	19	60	90
Capture rates				
1 bedroom	0.2%	0.3%	5.8%	0.5%
2 bedroom	0.4%	0.2%	15.2%	1.3%
3 bedroom	0.4%	0.2%	19.3%	1.6%
4 bedroom	0.0%	0.0%	0.0%	0.0%
Total	0.3%	0.2%	12.3%	1.0%

* rent-assisted

Source: T. Ronald Brown: Research & Analysis

Given the calculated need, the proposed 90-unit development amounts to 1.0 percent of the total net need. The development equates to 1.1 percent of the net need for 8,097 one-, two-, and three- bedroom units.

The capture rate for the 18 rent-assisted units targeted at 30 percent of the median is 0.3 percent, and that for the 19 assisted units targeted at 60 percent of the median is 0.2 percent. The capture rate for the 60 unassisted units targeted at 60 percent of the median determined to be 12.3 percent. The corresponding rates for one-, two-, and three-bedroom units, only, are 0.3 percent, 0.2 percent, and 13.4 percent, respectively.

The capture rates, by bedroom, are determined to be 0.5 percent for the 12 one-bedroom units, 1.3 percent for the 46 two-bedroom units, and 1.6 percent for the 32 three-bedroom units.

These capture rates are considered to be very realistic - reflecting the provision of rental assistance -and the proposed development is considered very marketable, all things considered.

ABSORPTION RATES

As noted, the capture rates presented above are considered realistic - and reflect the impact of the size of the project, bedroom mix, different target income ranges, and the provision of rental assistance. Were the project to be developed as proposed it would expect to lease up over a period of four- to six months, or less.

It was noted that for proposed projects that incorporate rent-assisted units a second set of demand numbers need to be derived without that assistance, and with rents set at the maximum allowable under the tax credit guidelines. Thus, for the proposed project, the following describes the bedroom mix, targeting and rents to be used.

Table 21 - Rents and Income Targeting (unassisted)

income targeting			
	<u>30 percent</u>	<u>60 percent</u>	<u>Total</u>
1 bedroom	3	9	12
2 bedroom	9	37	46
3 bedroom	6	26	32
Total	26	72	90

proposed rents		
	<u>30 percent</u>	<u>60 percent</u>
1 bedroom	\$353	\$827
2 bedroom	\$408	\$977
3 bedroom	\$446	\$1,103

proposed rents as a proportion (%) of maximum		
	<u>30 percent</u>	<u>60 percent</u>
1 bedroom	100.0	100.0
2 bedroom	99.9	100.0
3 bedroom	100.0	100.0

Source: Applicant; T Ronald Brown: Research & Analysis

Based on the preceding, the qualifying income ranges are seen to be as set out in the following table.

Table 22 - Qualifying Income Ranges (unassisted)

	30 percent	
	lower	upper
1 bedroom	\$16,251	\$18,960
2 bedroom	\$19,474	\$22,740
3 bedroom	\$22,526	\$26,280

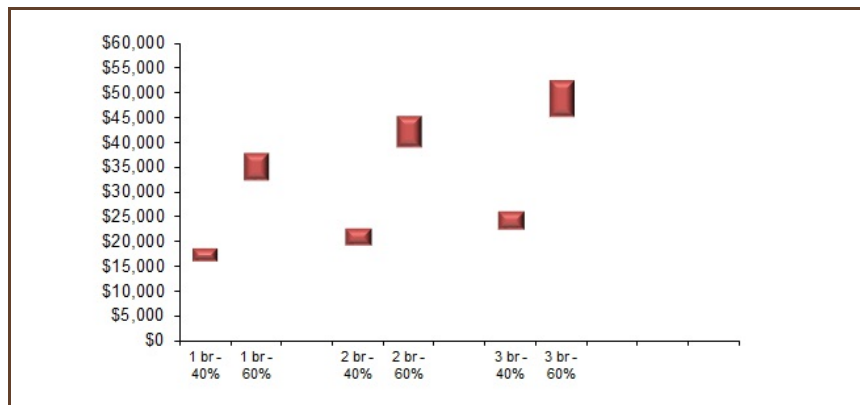
	60 percent	
	lower	upper
1 bedroom	\$32,503	\$37,920
2 bedroom	\$38,983	\$45,480
3 bedroom	\$45,051	\$52,560

Source: Applicant; T Ronald Brown: Research & Analysis

Here, incomes for households qualifying for the proposed project are seen to range from \$16,251 to \$52,560.

This table, and the graph below, show that the qualifying income ranges are quite narrow given that the rents used are set to be at the maximum allowable.

Any overlap between the target income ranges (and any gaps between them) will be taken into consideration in our calculations.



Report for the Villas at Fincher Place Apartments in Rock Hill, South Carolina

Based on the income ranges set out in Table 22 and the income distribution set out in Table 17, it is found that around 24.9 of renters qualify for the proposed development units at the 60 percent level. Around 8.1 of renter households qualify for the unassisted units.

For this second scenario, the demand calculations yield a net demand for 1,289 units - 781 for units targeted at 30 percent of the median, and 509 for units at the 60 percent level.

Table 23 - Demand Calculations (unassisted)

	<u>30 percent</u>	<u>60 percent</u>	<u>Total *</u>
(i) income eligible new renter households	72	117	189
(ii) income eligible existing renter households	1,023	1,652	2,675
(iii) existing households, likely to move	690	362	1,052
(iv) need from obsolete housing	19	30	48
 Total demand (i)+(iii)+(iv)	 781	 509	 1,289
 Supply	 0	 0	 0
 Net demand	 781	 509	 1,289

* excluding gap/overlap

Source: T. Ronald Brown: Research & Analysis

The revised capture rates are illustrated in the table on the following page.

Table 24 - Capture Rates (unassisted)

	<u>30 percent</u>	<u>60 percent</u>	<u>Total*</u>
Total demand			
1 bedroom	220	143	363
2 bedroom	316	206	522
3 bedroom	183	119	302
4 bedroom	62	40	102
Total	781	509	1,289
Supply			
1 bedroom	0	0	0
2 bedroom	0	0	0
3 bedroom	0	0	0
4 bedroom	0	0	0
Total	0	0	0
Net demand			
1 bedroom	220	143	363
2 bedroom	316	206	522
3 bedroom	183	119	302
4 bedroom	62	40	102
Total	781	509	1,289
Units proposed			
1 bedroom	3	9	12
2 bedroom	9	37	46
3 bedroom	6	26	32
4 bedroom	0	0	0
Total	18	72	90
Capture rates			
1 bedroom	1.4%	6.3%	3.3%
2 bedroom	2.8%	18.0%	8.8%
3 bedroom	3.3%	21.8%	10.6%
4 bedroom	0.0%	0.0%	0.0%
Total	2.3%	14.2%	7.0%

* excluding gap/overlap

Source: T. Ronald Brown: Research & Analysis

Given the calculated need, a 90-unit development amounts to 7.0 percent of the total net need. The development equates to 7.6 percent of the net need for 1,187 one-, two-, and three- bedroom units.

The capture rate for the 18 units targeted at 30 percent of the median is 2.3 percent, and that for the 72 units targeted at 60 percent of the median is 14.2 percent. The corresponding rates for one-, two-, and three-bedroom units, only, are 2.5 percent and 15.4 percent, respectively.

The capture rates, by bedroom, are determined to be 3.3 percent for the 12 one-bedroom units, 8.8 percent for the 46 two-bedroom units, and 10.6 percent for the 32 three-bedroom units.

These capture rates are considered to be realistic - and the proposed development is considered marketable, all things considered.

ABSORPTION RATES

As noted, the capture rates presented above are considered realistic - and reflect the impact of the size of the project, bedroom mix, and two different target income ranges. Were the project to be developed as set out here, it would expect to lease up over a period of four- to six months, or so.

G. EXISTING RENTAL UNITS

There are several apartment complexes located throughout the project market area. These include several market rate properties, some complexes financed with low income housing tax credits, and one HUD Section 8 complex.

With respect to income-restricted affordable developments, two of the newer tax credit awards were the two phases at the Rock Pointe Apartments. There, a total of 88 units were developed in 2011 and 2013. These offer an equal mix of two- and three- bedroom units. Each phase reports one vacant unit - equivalent to 98 percent occupancy.

The Wildwood Springs Apartments is an older tax credit complex - dating from 1995. There are 144 units at this location - again, a mix of two- and three-bedroom units. Rents for the two-bedroom units are in the \$1,009 to \$1,011 range, with the three bedroom models renting between \$1,162 and \$1,168. Occupancy is reported at 99 percent.

There are three tax credit complexes located relatively near the downtown area. These include the Cherry Laurel complex which provides 42 three-bedroom units, that opened in 2009. This property is fully occupied. The Cotton Mill Village complex is located near Cherry Laurel, and offers 39 units in a rehabilitated mill. One of these units is vacant - a 97 percent occupancy level. Innsbrook Commons offers 72 units that opened in 2008. There are 48 two-bedroom units that rent for \$750 to \$925 per month, and 24 three bedroom units that rent for \$875 to \$1,025. The property reports two vacant units - a 97 percent occupancy level.

There are two market rate complexes located in the vicinity of the site of the proposed development. Cardinal Pointe offers 64 units that were developed - as tax credit units - in 2003. There is a mix of one-, two-, and three-bedroom units at this property. One-bedroom units rent for \$899, with the two- and three-bedroom units renting for \$975 and \$1,099, respectively. The property is 97 percent occupied. Brittany Place is located across Main Street from the site - and provides 216 units: an equal mix of one- and two-bedroom models. The one bedroom units rent for \$925 to \$930, and the two-bedroom units are available for \$1,035 to \$1,045. No occupancy data were made available to us for this community.

It should be noted that there several relatively large, relatively new, market rate complexes in the eastern part of the Rock Hill area - to the east of Interstate 77. These include, for example, Waterford Village where there are total of 226 units that opened in 2016. One-bedroom units rent from \$1,009 to \$1,189, with two bedroom units renting for \$1,169 to \$1,219, and three-bedroom units renting from \$1,409 to \$1,459. The property is 96 percent occupied.

It should be noted that several properties in the area are managed by Southwood Realty whose policy is not to release occupancy data. Nonetheless, occupancy for the 4,271 units in the 21 market rate properties for which we were able to obtain occupancy data, reveal a 96.4 percent occupancy level. The six tax credit properties are 98.4 percent occupied, and the one subsidized HUD Section 8 complex is 100 percent occupied. This yields a 95.5 percent overall occupancy level for the total survey.

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Details of the various properties surveyed are summarized as follows:

Complex name	Financing	Year built	Total units	Vacant units	Occupancy (%)
Bradford Park	conventional	2008	280	8	97.1
Brittany Place	conventional	2001	216	n/a	n/a
Brookstone	conventional	2001	348	n/a	n/a
Cardinal Pointe	conventional	2003	64	2	96.9
Cherry Grove	conventional	1972	104	1	99.0
Cherry Laurel	LIHTC	2009	42	0	100.0
Cotton Mill Village	LIHTC	2011	39	1	97.4
Cowan Farms	conventional	2003	248	n/a	n/a
Cushendall Commons	conventional	2001	168	n/a	n/a
Deerfield Run	conventional	1990	144	7	95.1
Estates at Rock Hill I	conventional	1976	122	n/a	n/a
Estates at Rock Hill II	conventional	1978	145	n/a	n/a
Forest Oaks	conventional	2000	280	7	97.5
Gable Oaks	conventional	1997	252	7	97.2
Gallant Place	conventional	1969	80	6	92.5
Galleria Pointe	conventional	1988	192	8	95.8
Gateway at Rock Hill	conventional	2015	312	n/a	n/a
Innsbrook Commons	LIHTC	2008	72	2	97.2
Legacy at Manchester Village	conventional	2008	288	12	95.8
Mallard Pointe	conventional	1999	360	18	95.0
Market Place	HUD § 8	1972	68	0	100.0
Oaks at Little Dutchman Creek	conventional	1976	76	2	97.4
Oak Hollow	conventional	1976	70	n/a	n/a
Paces River	conventional	1989	470	19	96.0
Patriot's Crossing	conventional	1998	160	n/a	n/a
Pepper Ridge	conventional	1997	160	3	98.1
Riverstone	conventional	1994	106	11	89.6
Riverwalk	conventional	2015	307	15	95.1
Rock Pointe I	LIHTC	2011	48	1	97.9
Rock Pointe II	LIHTC	2013	40	1	97.5
Stone Haven Pointe	conventional	1997	264		100.0
Village Station	conventional	1986	160	8	95.0
Villas at Garden Way	conventional	1972	96	4	95.8
Villas at Riverview	conventional	1976	160	0	100.0
Waterford Terrace	conventional	2016	226	9	96.0
Whisper Creek	conventional	2007	292	n/a	n/a
Wildwood Springs	LIHTC	1995	144	1	99.3
Windsor	conventional	2016	160	3	98.1
Yorkshire	conventional	1969	182	4	97.8
Yorktowne Village	conventional	1984	124	0	100.0

Report for the Villas at Fincher Place Apartments in Rock Hill, South Carolina

<i>Subject</i>	<i>0 br/1ba</i>			<i>1 br/1ba</i>		
	<i>number</i>	<i>size (sq. ft.)</i>	<i>rent</i>	<i>number</i>	<i>size (sq. ft.)</i>	<i>rent</i>
Bradford Park				99	640	\$991-1,005
Brittany Place				108	750	\$925-930
Brookstone				140	652-790	n/a
Cardinal Pointe				16	730	\$899
Cherry Grove				40	510-760	\$675-725
Cherry Laurel						
Cotton Mill Village				17	710	\$620-775
Cowan Farms				104	750	\$945
Cushendall Commons				66	838	\$975-980
Deerfield Run						
Estates at Rock Hill I				36	680-696	\$942
Estates at Rock Hill II				18	675	\$942
Forest Oaks				86	882	\$1,105
Gable Oaks	21	336	\$830	63	512	n/a
Gallant Place				18	690	\$750
Galleria Pointe				20	790	\$900-985
Gateway at Rock Hill				108	784	\$1,025-1,045
Innsbrook Commons						
Legacy at Manchester Village				72	791	\$1,028
Mallard Pointe						
Market Place				16	610	boi
Oaks at Little Dutchman Creek						
Oak Hollow				10	630	\$750
Paces River				220	558-773	\$894-993
Patriot's Crossing				80	750	\$965-990
Pepper Ridge				8	653	\$999
Riverstone						
Riverwalk				129	600-820	\$1,055-1,234
Rock Pointe I						
Rock Pointe II						
Stone Haven Pointe				114	695-744	
Village Station				32	700	\$938
Villas at Garden Way	24	420	\$745	24	675	\$845
Villas at Riverview				32	750	\$825
Waterford Terrace				106	759-765	\$1,009-1,189
Whisper Creek				146	600	
Wildwood Springs						
Windsor						
Yorkshire				22	660	\$800
Yorktowne Village				22	600	\$795-945

Report for the Villas at Fincher Place Apartments in Rock Hill, South Carolina

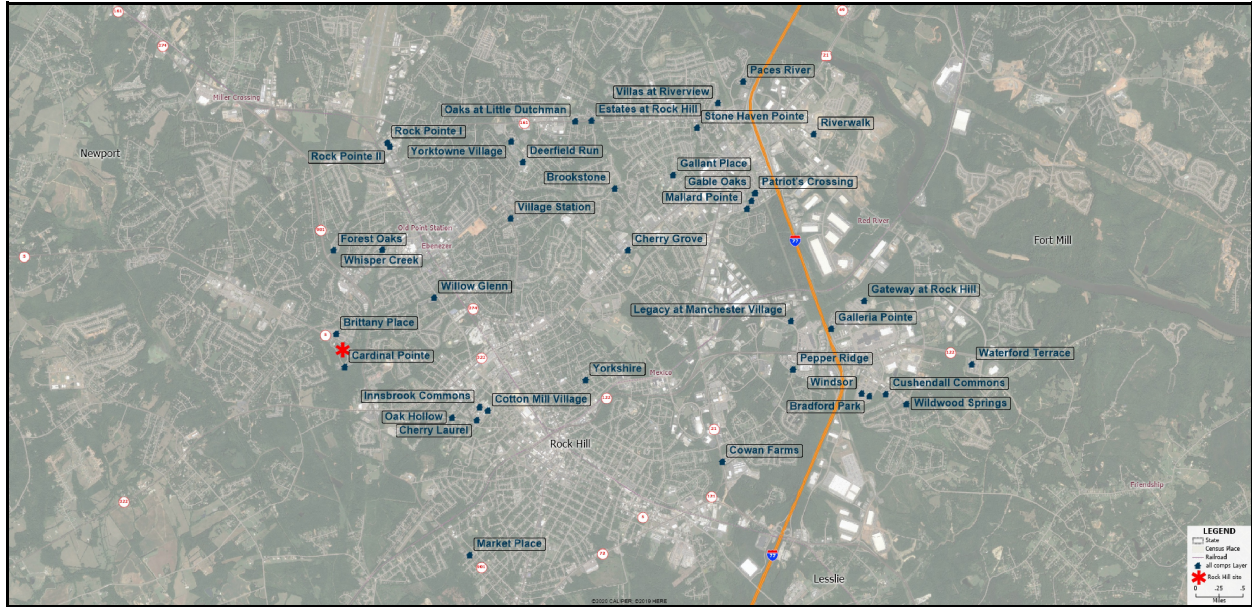
<i>Subject</i>	2 br/1-1½ ba			2 br/2 ba		
	<u>number</u>	<u>size (sq. ft.)</u>	<u>rent</u>	<u>number</u>	<u>size (sq. ft.)</u>	<u>rent</u>
Bradford Park				133	1,057	\$1,180
Brittany Place				108	960	\$1,035-1,045
Brookstone	92	933	n/a	70	1,050	n/a
Cardinal Pointe	32	935	\$975			
Cherry Grove	40	890	\$805			
Cherry Laurel						
Cotton Mill Village				4	975	\$765-925
Cowan Farms				104	960	\$1,070
Cushendall Commons				96	1,067-1,160	\$1,150-1,215
Deerfield Run				144	1,000	\$800
Estates at Rock Hill I	70	1,012	\$1,127			
Estates at Rock Hill II	43	1,051	\$942	72	884	\$1,052
Forest Oaks				144	1,132-1,154	\$1,199-1,200
Gable Oaks	13	864	n/a	107	864	\$1,025
Gallant Place	62	1,090	\$850			
Galleria Pointe	30	1,154	\$1,245	96	1,074-1,181	\$1,190-1,395
Gateway at Rock Hill				156	1,167	\$1,225-1,245
Innsbrook Commons				48	985	\$750-925
Legacy at Manchester Village				144	1,062-1,136	\$1,005-1,378
Mallard Pointe				320	1,000-1,025	\$825-975
Market Place	20	831	boi			
Oaks at Little Dutchman Creek	30	1,175-1,200	\$1,065-n/a			
Oak Hollow	40	810	\$840			
Paces River	46	906-915	\$933-n/a	162	1,003-1,013	\$1,007-1,192
Patriot's Crossing				80	1,080	\$1,145
Pepper Ridge				144	884	\$1,024
Riverstone				n/a	1,040	\$1,015-1,075
Riverwalk				172	1,295	\$1,350-1,420
Rock Pointe I				24	993	\$740-955
Rock Pointe II				20	1,100	\$767-955
Stone Haven Pointe				102	883-1,108	
Village Station				128	900-1,000	\$1,018-1,038
Villas at Garden Way	40	842	\$945			
Villas at Riverview	72	1,008	\$950			
Waterford Terrace				96	1,128	\$1,169-1,219
Whisper Creek				146	970	
Wildwood Springs				64	898-1,093	\$1,009-1,011
Windsor				68	1,200	\$1,235
Yorkshire	90	753-984	\$850-885	48	884	\$895
Yorktowne Village	66	980	\$995-1,095			

Report for the Villas at Fincher Place Apartments in Rock Hill, South Carolina

<i>Subject</i>	3 br/1-1½ ba			3 br/2+ ba		
	<u>number</u>	<u>size (sq. ft.)</u>	<u>rent</u>	<u>number</u>	<u>size (sq. ft.)</u>	<u>rent</u>
Bradford Park				48	1,330	\$1,350
Brittany Place						
Brookstone				46	1,276	n/a
Cardinal Pointe				16	1,150	\$1,099
Cherry Grove	24	1,102	\$905			
Cherry Laurel				42	1,160	\$875
Cotton Mill Village				18	1,200	\$830-1,025
Cowan Farms				40	1,186	\$1,380
Cushendall Commons				6	1,295	\$1,375-1,395
Deerfield Run						
Estates at Rock Hill I	16	1,320	\$1,387			
Estates at Rock Hill II	12	1,322	\$1,337			
Forest Oaks				50	1,295	\$1,594
Gable Oaks				48	1,080	n/a
Gallant Place						
Galleria Pointe				46	1,705	\$1,520
Gateway at Rock Hill				48	1,316	\$1,435-1,455
Innsbrook Commons				24	1,160	\$875-1,025
Legacy at Manchester Village				72	1,269	\$1,617
Mallard Pointe				20	1,225	n/a
Market Place	20	951	boi			
Oaks at Little Dutchman Creek	12	1,200	\$1,265	14	1,175-1,330	\$1,265-1,310
Oak Hollow	20	1,170	\$940			
Paces River				40	1,261	\$1,182
Patriot's Crossing						
Pepper Ridge				8	1,125	\$1,225
Riverstone				n/a	1,040-1,200	\$1,140-1,250
Riverwalk				6	1,635	1,720
Rock Pointe I				24	1,143	\$855-1,005
Rock Pointe II				20	1,260	\$888-1,105
Stone Haven Pointe				48	1,356	
Village Station						
Villas at Garden Way	8	942	\$1,025			
Villas at Riverview				56	1,300	1,150
Waterford Terrace				24	1,182	\$1,409-1,459
Whisper Creek						
Wildwood Springs				72	1,309	\$1,168
Windsor				92	1,226	\$1,350
Yorkshire	8	1,184	\$950	14	1,126	\$975-1,015
Yorktowne Village						

Report for the Villas at Fincher Place Apartments in Rock Hill, South Carolina

A map showing the locations of these properties, relative to the site of the proposed apartments is provided, below.



Report for the Villas at Fincher Place Apartments in Rock Hill, South Carolina

Several market rate apartment developments in the Rock Hill market area can be used in the determination of market rents. Here, complexes were selected on the basis of location and bedroom mix. Information for the one-, two- and three--bedroom units at these properties are summarized below.

Table 25 - Market Rate Properties

Property	Year built	One-bedroom rents	Two-bedroom Rents	Three-bedroom rents
Brittany Place	2001	\$925-930	\$1,035-1,045	
Cardinal Pointe	2003	\$899	\$975	\$1,099
Forest Oaks	2000	\$1,105	\$1,199-1200	\$1,594
Village Station	1986	\$938	\$1,108	\$1,038
Yorktown Village	2014	\$795-945	\$995-1,145	

Source: Apartment Managers; T Ronald Brown: Research & Analysis

The location, rent levels, unit size, age, features, and amenities at these properties were analyzed in order to try to establish an estimate of market rent levels for the unassisted units at the subject property. Following this approach we have determined that, all things being equal, these market properties suggest a rent of around \$964 for a one-bedroom unit, \$1,080 for a two-bedroom unit, and \$1,313 for a three-bedroom unit.

Based on the proposed rents at the proposed development, this rent is found to be reasonably below the gross adjusted market rent (14.43 percent less).

Units	Bedroom Type	Proposed Tenant Paid Rent	Gross Proposed Tenant Rent	Adjusted Market Rent	Gross Adjusted Market Rent	Tax Credit Gross Rent Advantage
	0 BR					
	0 BR					
	0 BR					
	1 BR					
	1 BR					
8	1 BR	\$810	\$6,480	\$964	\$7,714	
	2 BR					
30	2 BR	\$975	\$29,250	\$1,080	\$32,404	
	2 BR					
22	3 BR	\$1,060	\$23,320	\$1,313	\$28,886	
	3 BR					
	4 BR					
	4 BR					
	4 BR					
Totals	60		\$59,050		\$69,004	14.43%

Report for the Villas at Fincher Place Apartments in Rock Hill, South Carolina

The South Carolina State Housing Finance and Development Authority requires that the proposed rents fall at or below 90 percent of the HUD Fair Market Rents (FMRs). Following the S-2 Exhibit, the rents at the proposed development meet this requirement, as set out - for reference - below.

Units	Bedroom Type	Gross		Gross HUD FMR	Gross HUD FMR Total	Tax Credit Gross Rent Advantage
		Proposed Tenant Paid Rent	Proposed Tenant Rent			
	0 BR					
	0 BR					
	0 BR					
	1 BR					
	1 BR					
8	1 BR	\$810	\$6,480	\$940	\$7,520	
	2 BR					
30	2 BR	\$975	\$29,250	\$1,070	\$32,100	
	2 BR					
22	3 BR	\$1,060	\$23,320	\$1,410	\$31,020	
	3 BR					
	4 BR					
	4 BR					
	4 BR					
Totals	60		\$59,050		\$70,640	16.41%



Bradford Park

Location: 417 Bushmill Drive, Rock Hill

Telephone: 803.981.5001

Year built: 2008

Total units: 280

Vacant units: 8 (97.1 percent occupied)

	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>	<u>3 br/3 ba</u>
Units:	99	133	48
Unit size (sq. ft.):	640	1,057	1,330
Rent:	\$991-1,005	\$1,180	\$1,350
Rent/sq. ft.:	\$1.52	\$1.12	\$1.02

Management: Tribute Companies (Franklin - 12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+) ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floors Fireplaces Patios/balconies



Brittany Place

Location: 1890 Cathedral Mill Lane, Rock Hill

Telephone: 803.328.2818

Year built: 2001

Total units: 216

Vacant units: n/a

	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>
Units:	108	108
Unit size (sq. ft.):	750	960
Rent:	\$925-930	\$1,035-1,045
Rent/sq. ft.:	\$1.24	\$1.08

Management: Southwood Realty (Jasmine 12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+)
ceilings High-end kitchen Washer/Dryer
Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Brookstone

Location: 1800 Marette Boulevard, Rock Hill

Telephone: 803.792.0424

Year built: 2001

Total units: 348

Vacant units: n/a

	<u>1 br/1 ba</u>	<u>1 br/1 ba</u>	<u>2br/1 ba</u>	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	72	68	92	70	46
Unit size (sq. ft.):	652	790	933	1,050	1,276
Rent:	n/a	n/a	n/a	n/a	n/a
Rent/sq. ft.:	n/a	n/a	n/a	n/a	n/a

Management: JMG Realty (Anastasia 12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Cardinal Pointe

Location: 1771 Wallick Lane, Rock Hill

Telephone: 803.980.1700

Year built: 2003

Total units: 64

Vacant units: 2 (96.9 percent occupied)

	<u>1 br/1 ba</u>	<u>2 br/1 ba</u>	<u>3 br/2 ba</u>
Units:	16	32	16
Unit size (sq. ft.):	730	935	1,150
Rent:	\$899	\$975 (s)	\$1,099
Rent/sq. ft.:	\$1.23	\$1.04	\$0.96

Management: Broad Management (Kelly 12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+) ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies

(s) = rent special

LIHTC prior to Jan., 2020



Cherry Grove

Location: 1061 Hearn Street, Rock Hill

Telephone: 803.366.1233

Year built: 1972

Total units: 104

Vacant units: 1 (99.0 percent occupied)

	<u>1 br/1 ba</u>	<u>1 br/1 ba</u>	<u>2 br/1 ba</u>	<u>3 br/1 ba</u>
Units:	24	16	40	24
Unit size (sq. ft.):	510	750	890	1,012
Rent:	\$675	\$725	\$805	\$905
Rent/sq. ft.:	\$1.32	\$0.95	\$0.90	\$0.89

Management: Owner-managed (Angie - 12/18)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Cherry Laurel

Location: 129 Hardin Street, Rock Hill

Telephone: 803.328.2844

Financing: LIHTC

Year built: 2009

Total units: 42

Vacant units: 0 (100.0 percent occupied)

3 br/2- 2½ ba

Units: 42
Unit size (sq. ft.): 1,160
Rent: \$875*
Rent/sq. ft.: \$0.75*

Management: Intermark Management (Ashley 1/25)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+)
ceilings High-end kitchen Washer/Dryer
Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies

* Tax Credit



Cotton Mill Village

Location: 615 West Main Street, Rock Hill

Telephone: 803.328.2844

Financing: LIHTC

Year built: 2011

Total units: 39

Vacant units: 1 (97.4 percent occupied)

	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>	<u>3 br/2 ba**</u>
Units:	17	4	18
Unit size (sq. ft.):	710	975	1,200
Rent:	\$620-\$775*	\$765-925*	\$830-1,025*
Rent/sq. ft.:	\$0.98*	\$0.87*	\$0.77*

Management: Intermark Management (Ashley 1/25)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+) ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies

* Tax Credit

**detached single-family units



Cowan Farms

Location: 1310 Cypress Point Drive, Rock Hill

Telephone: 803.329.9978

Year built: 2003

Total units: 248

Vacant units: n/a

	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	104	104	40
Unit size (sq. ft.):	750	960	1,186
Rent:	\$945	\$1,070	\$1,380
Rent/sq. ft.:	\$1.26	\$1.11	\$1.16

Management: Southwood Realty (Angela 12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+)
 ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Cushendall Commons

Location: 819 Arklow Drive, Rock Hill

Telephone: 803.328.1980

Year built: 2001

Total units: 168

Vacant units: n/a

	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	66	78	18	6
Unit size (sq. ft.):	838	1,067	1,109	1,295
Rent:	\$975-980	\$1,150-1,160	\$1,210-1,215	\$1,375-1,395
Rent/sq. ft.:	\$1.17	\$1.08	\$1.09	\$1.07

Management: Southwood Realty (Crystal 12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+)
 ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Deerfield Run

Location: 2051 McGee Road, Rock Hill

Telephone: 803.327.5141

Year built: 1990

Total units: 144

Vacant units: 7 (95.1 percent occupied)

2 br/2 ba

Units: 144
Unit size (sq. ft.): 1,000
Rent: \$800
Rent/sq. ft.: \$0.80

Management: Powers Properties (12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings High-end kitchen Washer/Dryer
Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Estates of Rock Hill I

Location: 2400 Celanese Road, Rock Hill

Telephone: 803.366.5671

Year built: 1976, rehabilitated 1999

Total units: 122

Vacant units: n/a

	<u>1 br/1 ba</u>	<u>1 br/1 ba</u>	<u>2 br/1½ ba</u>	<u>3 br/1½ ba</u>
Units:	20	16	70	16
Unit size (sq. ft.):	680	696	1,012	1,320
Rent:	\$942	\$942	\$1,127	\$1,387
Rent/sq. ft.:	\$1.39	\$1.35	\$1.11	\$1.05

Management: Friedlam Partners (Destiny 12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity (2 and 3 bedrooms)

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+)
 ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Estate at Rock Hill II

Location: 2400 Celanese Road, Rock Hill

Telephone: 803.366.5671

Year built: 1978, rehabilitated 1998

Total units: 145

Vacant unit: n/a

	<u>1 br/1 ba</u>	<u>2 br/1½ ba</u>	<u>2 br/1½ ba</u>	<u>2 br/2 ba</u>	<u>3 br/1½</u>
Units:	18	19	24	72	12
Unit size (sq. ft.):	675	1,051	1,051	884	1,322
Rent:	\$942	\$942	\$942	\$1,052	\$1,337
Rent/sq. ft.:	\$1.40	\$0.90	\$0.90	\$1.19	\$1.01

Management: Friedlam Partners (Destiny 12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity (2 and 3 bedrooms)

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+)
 ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Forest Oaks

Location: 1878 Gingercake Circle, Rock Hill

Telephone: 803.658.4263

Year built: 2000

Total units: 280

Vacant units: 7 (97.5 percent occupied)

	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	86	70	74	50
Unit size (sq. ft.):	882	1,132	1,154	1,295
Rent:	\$1,105	\$1,199	\$1,200	\$1,594
Rent/sq. ft.:	\$1.25	\$1.06	\$1.04	\$1.23

Management: Morgan Properties (12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+) ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Gable Oaks

Location: 752 Patriot Parkway, Rock Hill

Telephone: 803.981.7616

Year built: 1997

Total units: 252

Vacant units: 7 (97.2 percent occupied)

	<u>0 br/1 ba</u>	<u>1 br/1 ba</u>	<u>2 br/1 ba</u>	<u>2 br/2ba</u>	<u>3 br/2 ba</u>
Units:	21	63	13	107	48
Unit size (sq. ft.):	336	512	864	864	1,080
Rent:	\$830	n/a	n/a	\$1,025	n/a
Rent/sq. ft.:	\$2.47	n/a	n/a	\$1.19	n/a

Management: Morgan Properties (Jennifer 12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Gallant Place

Location: 2166 Montclair Drive, Rock Hill

Telephone: 803.366.2439

Year built: 1969, rehabilitated 1990

Total units: 80

Vacant units: 6 (92.5 percent occupied)

	<u>1 br/1 ba</u>	<u>2 br/1½ ba</u>
Units:	18	62
Unit size (sq. ft.):	690	1,090
Rent:	\$750	\$850
Rent/sq. ft.:	\$0.88	\$0.80

Management: Thomasson Management (Scott 12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings High-end kitchen Washer/Dryer
Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Galleria Pointe

Location: 2303 Galleria Pointe Circle, Rock Hill

Telephone: 803.620.8903

Year built: 1998

Total units: 192

Vacant units: 8 (95.8 percent occupied)

	<u>1 br/1 ba</u>	<u>2 br/1½ ba</u>	<u>2 br/2 ba</u>	<u>2 br/2½ ba</u>	<u>3 br/2½ ba</u>
Units:	20	30	48	48	46
Unit size (sq. ft.):	790	1,154	1,074	1,181	1,705
Rent:	\$900-985	\$1,245	\$1,190	\$1,395	\$1,520
Rent/sq. ft.:	\$1.19	\$1.08	\$1.11	\$1.18	\$0.89

Management: Palms Associates (Reyna 12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+) ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Gateway at Rock Hill

Location: 820 Sebring Drive, Rock Hill

Telephone: 803.324.4300

Year built: 2015

Total units: 312

Vacant units: n/a

	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	108	156	48
Unit size (sq. ft.):	784	1,167	1,316
Rent:	\$1,025-1,045	\$1,225-1,245	\$1,435-1,455
Rent/sq. ft.:	\$1.32	\$1.06	\$1.10

Management: Southwood Realty (Kristin 12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+)
 ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Innsbrook Commons

Location: 514 Innsbrook Commons Circle, Rock Hill

Telephone: 803.328.2844

Financing: LIHTC

Year built: 2008

Total units: 72

Vacant units: 2 (97.2 percent occupied)

	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	48	24
Unit size (sq. ft.):	985	1,160
Rent:	\$750-925*	\$875-1,025*
Rent/sq. ft.:	\$0.85*	\$0.82*

Management: Intermark Management (Ashley 1/25)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+) ceilings High-end kitchen Washer/Dryer
Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies

* Tax Credit



Legacy at Manchester Village

Location: 159 Longsight Lane, Rock Hill

Telephone: 803.329.7599

Year built: 2008

Total units: 288

Vacant units: 12 (95.8 percent occupied)

	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	72	72	72	72
Unit size (sq. ft.):	791	1,062	1,136	1,269
Rent:	\$1,028	\$1,005	\$1,378	\$1,617
Rent/sq. ft.:	\$1.30	\$0.95	\$1.21	\$1.27

Management: Blue Ridge Companies (Wanda 12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Mallard Pointe

Location: 2361 Eden Terrace, Rock Hill

Telephone: 803.327.5141

Year built: 1999

Total units: 360

Vacant units: 19 (95.0 percent occupied)

	<u>2 br/2 ba</u>	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	160	160	20	20
Unit size (sq. ft.):	1,000	1,025	1,200	1,225
Rent:	\$825	\$825	\$975	n/a
Rent/sq. ft.:	\$0.83	\$0.80	\$0.81	n/a

Management: Powers Properties (12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+)
 ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Market Place

Location: 1333 Coronet Court, Rock Hill

Telephone: 803.327.9893

Financing: HUD § 8

Year built: 1972

Total units: 68

Vacant units: 0 (100 percent occupied with long waiting list)

	<u>1 br/1 ba</u>	<u>2 br/1 ba</u>	<u>3 br/1 ba</u>	<u>4 br/1 ba</u>
Units:	16	20	20	12
Unit size (sq. ft.):	610	831	951	1,161
Contract rent:	\$896	\$1,006	\$1,172	\$1,281

Management: PK Management (Martha 12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/wood style floor Fireplaces Patios/balconies



Oak Hollow

Location: 810 Finley Road, Rock Hill

Telephone: 803.328.1111

Year built: 1976, rehabilitated 2004

Total units: 70

Vacant unit: n/a

	<u>1 br/1 ba</u>	<u>2 br/1 ba</u>	<u>3 br/1 ba</u>
Units:	10	40	20
Unit size (sq. ft.):	630	810	1,170
Rent:	\$750	\$840	\$940
Rent/sq. ft.:			

Management: Greenleaf Capital Partners (12/18)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Oaks at Little Dutchman Creek

Location: 2600 Celanese Road, Rock Hill

Telephone: 803.366.7867

Year built: 1976, rehabilitated 1985

Total units: 76

Vacant units: 2 (97.4 percent occupied)

	<u>2br/1½ ba</u>	<u>2 br/1½ ba</u>	<u>2 br/1½ ba</u>	<u>2 br/1½ ba</u>	<u>3 br/1½ ba</u>	<u>3 br/2 ba</u>	<u>3 br/2½ ba</u>
Units:	20	4	8	18	12	8	6
Unit size (sq. ft.):	910	1,175	1,200	1,200	1,200	1,175	1,330
Rent:	\$1,050	\$1,065	n/a	n/a	\$1,265	\$1,265	\$1,310
Rent/sq. ft.:	\$1.15	\$0.91	n/a	n/a	\$1.05	\$1.08	\$0.98

Management: Lat Purser and Associates (Christina 12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+) ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies

Notes: Rent includes cable and renters insurance (\$35)



Paces River

Location: 1817 Paces River Avenue, Rock Hill

Telephone: 803.328.2323

Year built: 1989

Total units: 470

Vacant units: 19 (96.0 percent occupied)

	<u>1 br/1 ba</u>	<u>1 br/1 ba</u>	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>
Units:	92	40	90	24
Unit size (sq. ft.):	558	596	773	906
Rent:	\$894	n/a	\$993	\$933
Rent/sq. ft.:	\$1.60	n/a	\$1.28	\$1.03
	<u>2 br/1 ba</u>	<u>2 br/2 ba</u>	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	22	64	98	40
Unit size (sq. ft.):	915	1,003	1,013	1,261
Rent:	n/a	\$1,007	\$1,192	\$1,182
Rent/sq. ft.:	n/a	\$1.00	\$1.18	\$0.94

Management: BH Management (Monica 12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+)
 ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Patriot's Crossing

Location: 793 Patriot Parkway, Rock Hill

Telephone: 803.985.0888

Year built: 1998

Total units: 160

Vacant units: n/a

	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>
Units:	80	80
Unit size (sq. ft.):	750	1,080
Rent:	\$965-990	\$1,145
Rent/sq. ft.:	\$1.30	\$1.06

Management: Southwood Realty (12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+)
ceilings High-end kitchen Washer/Dryer
Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Pepper Ridge

Location: 1895 Springsteen Road, Rock Hill

Telephone: 803.327.5252

Year built: 1997

Total units: 160

Vacant units: 3 (98.1 percent occupied)

	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	8	144	8
Unit size (sq. ft.):	653	884	1,125
Rent:	\$999	\$1,024	\$1,225
Rent/sq. ft.:	\$1.53	\$1.16	\$1.09

Management: Drucker & Falk (Chad 12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Riverstone

Location: 709 Patriot Parkway, Rock Hill

Telephone: 803.328.9981

Year built: 1994

Total units: 106

Vacant units: 11 (89.6 percent occupied)

	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	n/a	n/a
Unit size (sq. ft.):	1,040	1,040-1,200
Rent:	\$1,015-1,075	\$1,140-1,250
Rent/sq. ft.:	\$1.00	\$1.07

Management: VW Multifamily (Kendra 1/15)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+) ceilings High-end kitchen Washer/Dryer
Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Riverwalk

Location: 517 Pink Moon Drive, Rock Hill

Telephone: 803.329.0015

Year built: 2015

Total units: 307

Vacant unit: 15 (95.1 percent occupied)

	<u>1 br/1 ba</u>	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	48	81	172	6
Unit size (sq. ft.):	600	820	1,295	1,635
Rent:	\$1,055	\$1,234	\$1,350-1,420	\$1,720
Rent/sq. ft.:	\$1.76	\$1.50	\$1.07	\$1.05

Management: West Shore (Jasmine 12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+)
 ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Rock Pointe I

Location: 2373 Ebenezer Road, Rock Hill

Telephone: 803.329.8383

Financing: LIHTC

Year built: 2011

Total units: 48

Vacant units: 1 (97.9 percent occupied)

	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	24	24
Unit size (sq. ft.):	993	1,143
Rent:	\$74-955*	\$855-1,005*
Rent/sq. ft.:	\$0.74-0.96*	\$0.75-0.88*

Management: Intermark Management (Ashley 12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies

* Tax Credit



Rock Pointe II

Location: 2348 Ebenezer Road, Rock Hill

Telephone: 803.329.8383

Financing: LIHTC

Year built: 2013

Total units: 40

Vacant unit: 1 (97.5 percent occupied)

	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	20	20
Unit size (sq. ft.):	1,100	1,260
Rent:	\$765-955*	\$888-1,105*
Rent/sq. ft.:	\$0.70-0.87*	\$1.070-088*

Management: Intermark Management (Ashley 12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings High-end kitchen Washer/Dryer
Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies

* Tax Credit



Stone Haven Pointe

Location: 1304 Stoney Point Drive, Rock Hill

Telephone: 803.971.7600

Year built: 1997

Total units: 264

Vacant units: n/a

	<u>1 br/1 ba</u>	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	60	54	48	54	48
Unit size (sq. ft.):	695	744	883	1,108	1,356
Rent:	n/a	n/a	n/a	n/a	n/a
Rent/sq. ft.:	n/a	n/a	n/a	n/a	n/a

Management: Southwood Realty (Taylor)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+) ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Village Station

Location: 1712 India Hook Road, Rock Hill

Telephone: 803.366.4146

Year built: 1986

Total units: 160

Vacant units: 8 (95.0 percent occupied)

	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>	<u>2 br/2 ba</u>
Units:	32	96	32
Unit size (sq. ft.):	700	900	1,000
Rent:	\$938	\$1,018	\$1,038
Rent/sq. ft.:	\$1.34	\$1.13	\$1.04

Management: Southwood Realty (Sarah 12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+)
 ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Villas at Garden Way

Location: 211 Garden Way, Rock Hill

Telephone: 803.328.8498

Year built: 1972

Total units: 96

Vacant units: 4 (95.8 percent occupied)

	<u>0 br/1 ba</u>	<u>1 br/1 ba</u>	<u>2 br/1 ba</u>	<u>3 br/1 ba</u>
Units:	24	24	40	8
Unit size (sq. ft.):	420	675	842	942
Rent:	\$745	\$845	\$945	\$1,025
Rent/sq. ft.:	\$1.77	\$1.25	\$1.12	\$1.09

Management: Friedlam Partners (Jessica 12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Villas at Riverview

Location: 1364 Riverview Road, Rock Hill

Telephone: 803.366.1482

Year built: 1976

Total units: 160

Vacant units: 0 (100 percent occupied)

	<u>1 br/1 ba</u>	<u>2 br/1½ ba</u>	<u>3 br/2 ba</u>
Units:	32	72	56
Unit size (sq. ft.):	750	1,008	1,300
Rent:	\$825	\$950	\$1,150
Rent/sq. ft.:	\$1.10	\$0.94	\$0.88

Management: Friedlam Partners (Lisa 12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Waterford Terrace

Location: 823 Carmen Way, Rock Hill

Telephone: 803.368.5000

Year built: 2016

Total units: 226

Vacant units: 9 (96.0 percent occupied)

	<u>1 br/1 ba</u>	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	96	10	96	24
Unit size (sq. ft.):	759	765	1,128	1,182
Rent:	\$1,009-1,059	\$1,189	\$1,169-1,219	\$1,409-1,459
Rent/sq. ft.:	\$1.36	\$1.55	\$1.06	\$1.21

Management: NHE, Inc. (Tish 12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Whisper Creek

Location: 303 Walkers Mill Circle, Rock Hill

Telephone: 803.980.2700

Year built: 2007

Total units: 292

Vacant units:

	<u>1 br/1 ba</u>	<u>2 br/2 ba</u>
Units:	146	146
Unit size (sq. ft.):	600	970
Rent:		
Rent/sq. ft.:		

Management: Tribute Companies

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+)
ceilings High-end kitchen Washer/Dryer
Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Wildwood Springs

Location: 1103 Springdale Road, Rock Hill

Telephone:

Financing: LIHTC

Year built: 1995

Total units: 144

Vacant units: 1 (99.3 percent occupied)

	<u>2 br/2 ba</u>	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	8	56	8	72
Unit size (sq. ft.):	898	1,093	1,061	1,309
Rent:	\$1,009*	\$1,011*	\$1,162*	\$1,168*
Rent/sq. ft.:	\$1.12*	\$0.92*	\$1.10*	\$0.89*

Management: SL Nussbaum (Ashley 12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies

* Tax Credit



Windsor

Location: 708 Glamorgan Way, Rock Hill

Telephone: 803.377.3206

Year built: 2016

Total units: 160

Vacant units: 3 (98.1 percent occupied)

	<u>2 br/2 ba</u>	<u>3 br/2 ba</u>
Units:	68	92
Unit size (sq. ft.):	1,200	1,226
Rent:	\$1,235	\$1,350
Rent/sq. ft.:	\$1.03	\$1.10

Management: Owner Managed (12/18)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+)
ceilings High-end kitchen Washer/Dryer
Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Yorkshire

Location: 865 Lucas Street, Rock Hill

Telephone: 803.328.1212

Year built: 1969, rehabilitated 1990

Total units: 182

Vacant units: 4 (97.8 percent occupied)

	<u>1br/1 ba</u>	<u>2 br/1 ba</u>	<u>2 br/1½ ba</u>	<u>2 br/1½ ba</u>	<u>2 br/1 ba</u>	<u>3 br/1½ ba</u>	<u>3 br/2 ba</u>
Units:	22	16	50	24	48	8	14
Unit size (sq. ft.):	660	753	973	984	884	1,184	1,126
Rent:	\$800	\$850	\$875	\$875-885	\$895	\$950	\$975-1,015
Rent/sq. ft.:	\$1.15	\$0.91	n/a	n/a	\$1.05	\$1.08	\$0.98

Management: Thomasson Management (Martin 12/17)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'+ ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floor Fireplaces Patios/balconies



Yorktown Village

Location: 2172 Ebinport Road, Rock Hill

Telephone: 803.366.5198

Year built: 1984

Total units: 124

Vacant units: 0 (100 percent occupied)

	<u>1 br/1 ba</u>	<u>2 br/1½ ba</u>	<u>2 br/2 ba</u>
Units:	22	66	36
Unit size (sq. ft.):	600	980	1,100
Rent:	\$795-945	\$995-1,095	\$1,045-1,145
Rent/sq. ft.:	\$1.45	\$1.07	\$1.00

Management: Friedlam Partners (Ann)

Utilities in rent: Water/Sewer Trash Heat Electricity

Amenities: Club House/Community Room Fitness center Pool Tennis Playground
 Business Center Controlled access/Security/gated Elevator Garages Storage Laundry

Unit features: Microwave Dishwasher 9'(+) ceilings High-end kitchen Washer/Dryer
 Washer/Dryer Hook-up Wood/type floors Fireplaces Patios/balconies

Notes: rents are for standard and upgraded units

H. INTERVIEWS

As part of the research for this market study, interviews were held with property managers, local government officials, and others with particular knowledge of the local housing market. The proposed development will offer an attractive, new, apartment complex - to be leased subject to the provisions of the Low Income Housing Tax Credit program. Property managers of existing complexes and/or other representatives of management companies were a potential source of information.

As noted, property managers are a major source of information for a project such as that proposed (their contact details are provided as part of the rental survey set out in the previous pages).

The manager at the Rock Pointe tax credit property believes that a new project of the type proposed would be successful. Ashley, at Wildwood Springs was not sure about the need for new units. Ashley at Intermark Management (Cherry Laurel, etc.) noted that she was new to her position and was not sure about the market for additional units.

I. RECOMMENDATIONS

It is our recommendation that, based upon our analysis, the proposed apartments should be developed as proposed, and that the project should be awarded low income housing tax credits. This conclusion is based on our analysis of the economic and demographic criteria of the project market area as defined and on our project specific demand analysis and survey of the supply of rental housing in the market--as set out in the foregoing report and summarized in the Executive Summary.

J. SIGNED STATEMENT

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 Low Income Housing Tax Credit units. I understand that any misrepresentation of this statement may result in the denial of further participation in the South Carolina Housing Finance and Development Authority's programs. I also affirm that I have no financial interest in the project or current business relationship with the ownership entity and my compensation is not contingent on this project being funded. This report was written according to the 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

Date: May 15, 2021

ANALYST QUALIFICATIONS

T. Ronald Brown: Research & Analysis is a planning and economics consulting firm which provides real estate market analysis.

The President of the firm is T. Ronald Brown. He has more 30 experience in the provision of market studies for subsidized and unsubsidized apartment developments and for-sale housing. Over the last two decades or so, Mr. Brown has produced around 2,500 studies in at least 20 states, predominantly in the Southeast.

The firm was established in Cary, North Carolina, and relocated to Asheville, North Carolina in 2018.

Mr. Brown has a Honours Master of Arts degree in Geographical Studies from the University of St. Andrews in St. Andrews, Scotland.

The firm has primary experience in market analysis for residential projects including both single-family homes and multi-family units (for sale and for rent). A significant proportion of the firm's business focuses on apartment market studies—for family renters and for elderly persons. These reports include conventionally financed projects (including HUD 221 (d) (4) projects), affordable housing (including low income tax credit financed projects) and subsidized housing.

Clients include for-profit developers, non-profit developers and community development corporations, state housing finance agencies, syndicators, and municipalities.

MARKET STUDY TERMINOLOGY

The following presents the accepted definitions of various terms typically found in real estate market studies. These definitions are typically followed unless reviewing agency requirements differ.

Absorption period - the period of time necessary for a newly constructed or renovated property to achieve the *stabilized level of occupancy*. The absorption period begins when the first certificate of occupancy is issued and ends when the last unit to reach the *stabilized level of occupancy* has a signed lease. Assumes a typical premarketing period, prior to the issuance of the certificate of occupancy, of about three to six months. The month that leasing is assumed to begin should accompany all absorption estimates.

Absorption rate - the average number of units rented each month during the *absorption period*.

Acceptable rent burden - the rent-to-income ratio used to qualify tenants for both income-restricted and non-income restricted units. The acceptable rent burden varies depending on the requirements of funding sources, government funding sources, target markets, and local conditions.

Achievable rents - See *Market Rent, Achievable Restricted Rent*.

Affordable housing - housing affordable to low or very low-income tenants.

Amenity - tangible or intangible benefits offered to a tenant. Typical amenities include on-site recreational facilities, planned programs, services and activities.

Annual demand - the total estimated demand present to the market in any one year for the type of units proposed.

Assisted housing - housing where federal, state or other programs *subsidize* the monthly costs to the tenants.

Bias - a proclivity or preference, particularly one that inhibits or entirely prevents an impartial judgment.

Capture rate - the percentage of age, size, and income qualified renter households in the *primary market area* that the property must capture to fill the units. 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 also: penetration rate.

Comparable property - a property that is representative of the rental housing choices of the subject's *primary market area* and that is similar in construction, size, amenities, location, and/or age. Comparable and *competitive* properties are generally used to derive market rent and to evaluate the subject's position in the market.

Competitive property - a property that is comparable to the subject and that competes at nearly the same rent levels and tenant profile, such as age, family or income.

Comprehensive market study - NCHMA (the National Council of Housing Market Analysts) defines a comprehensive market study for the purposes of IRC Section 42 as a market study compliant with its Model Content Standards for Market Studies for Rental Housing. Additionally, use of the suggested wording in the NCHMA certification without limitations regarding the comprehensive nature of the study, shows compliance with the IRC Section 42 request for completion of a market study by a 'disinterested party.'

Concession - discount given to a prospective tenant to induce the tenant to sign a lease. Concessions typically are in the form of reduced rent or free rent for a specific lease term, or for free amenities, which are normally charged separately (i.e. washer/dryer, parking).

Demand - the total number of households in a defined market area that would potentially move into the proposed new or renovated housing units. These households must be the appropriate age, income, tenure and size for a specific proposed development. Components of demand vary and can include household growth; turnover, those living in substandard conditions, rent over-burdened households, and demolished housing units. Demand is project specific.

Effective rents - contract rent less concessions.

Household trends - changes in the number of households for a particular area over a specific period of time, which is a function of new household formations (e.e. at marriage or separation), changes in average household size, and net *migration*.

Income band - the range of incomes of households that can afford to pay a specific rent but do not have below any applicable program-specific maximum income limits. The minimum household income typically is based on a defined *acceptable rent burden* percentage and the maximum typically is pre-defined by specific program requirements or by general market parameters.

Infrastructure - services and facilities including roads, highways, water, sewerage, emergency services, parks and recreation, etc. Infrastructure includes both public and private facilities.

Market advantage - the difference, expressed as a percentage, between the estimated market rent for an apartment property without income restrictions and the lesser of (a) the owner's proposed rents or (b) the maximum rents permitted by the financing program for the same apartment property. $(\text{market rent} - \text{proposed rent}) / \text{market rent} * 100$

Market analysis - a study of real estate market conditions for a specific type of property.

Market area - See *primary market area*.

Market demand - the total number of households in a defined market area that would potentially move into any new or renovated housing units. Market demand is not project specific and refers to the universe of tenure appropriate households, independent of income. The components of market demand are similar to those used in determining project-specific demand. A common example of market demand used by HUD's MAP program, which is based on three years of renter household growth, loss of existing units due to demolition, and market conditions.

Market rent - the rent that an apartment, without rent or income restrictions or rent subsidies, would command in the *primary market area* considering its location, features and amenities. Market rent should be adjusted for *concessions* and owner paid utilities included in the rent.

Market study - a comprehensive study of a specific proposal including a review of the housing market in a defined market area. Project specific market studies are often used by developers, syndicators, and government entities to determine the appropriateness of a proposed development, whereas market specific market studies are used to determine what housing needs, if any, exist within a specific geography.

Marketability - the manner in which the subject fits into the market; the relative desirability of a property (for sale or lease) in comparison with similar or competing properties in the area.

Market vacancy rate, economic - percentage of rent loss due to concessions, vacancies, and non-payment of rent on occupied units.

Market vacancy rate, physical - average number of apartment units in any market which are unoccupied divided by the total number of apartment units in the same market, excluding units in properties which are in the lease-up stage.

Migration - the movement of households into or out of an area, especially a *primary market area*.

Mixed income property - an apartment property containing (1) both income restricted and unrestricted units or (2) units restricted at two or more income limits (i.e. low income tax credit property with income limits of 30%, 50%, and 60%).

Mobility - the ease with which people move from one location to another.

Move-up demand - an estimate of how many consumers are able and willing to relocate to more expensive or desirable units. Examples: tenants who move from class-C properties to class-B properties, or tenants who move from older tax credit properties to new tax credit properties.

Multi-family - structures that contain more than two housing units.

Neighborhood - an area of a city or town with common demographic and economic features that distinguish it from adjoining areas.

Net rent (also referred to as contract rent or lease rent) - Gross rent less tenant paid utilities.

Penetration rate - The percentage of age and income qualified renter households in the *primary market area* that all existing and proposed properties, to be completed with six months of the subject, and which are competitively priced to the subject that must be captured 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. Units in all proposals / households in market * 100, see also: capture rate.

Pent-up demand - a market in which there is a scarcity of supply and vacancy rates are very low.

Population trends - changes in population levels for a particular area over a specific period of time – which is a function of the level of births, deaths, and net *migration*.

Primary market area - a geographic area from which a property is expected to draw the majority of its residents.

Programmatic rents - See *restricted rents*.

Project based rent assistance - rental assistance from any source that is allocated to the property or a specific number of units in the property and is available to each income eligible tenant of the property or an assisted unit.

Redevelopment - the redesign or rehabilitation of existing properties.

Rent burden - gross rent divided by adjusted monthly household income.

Rent burdened households - households with *rent burden* above the level determined by the lender, investor, or public program to be an acceptable rent-to-income.

Restricted rent - the rent charged under the restrictions of a specific housing program or subsidy.

Restricted rent, achievable - the rents that the project can attain taking into account both market conditions and rent in the *primary market area* and income restrictions.

Saturation - the point at which there is no longer demand to support additional unit. Saturation usually refers to a particular segment of a specific market.

Secondary market area - the portion of a market that supplies additional support to an apartment property beyond that provided by the primary market area.

Special needs population - specific market niche that is typically not catered to in a conventional apartment property. Examples of special needs population include: substance abusers, visually impaired person or persons with mobility limitations.

Stabilized level of occupancy - the underwritten or actual number of occupied units that a property is expected to maintain after the initial rent-up period, expressed as a percentage of the total units.

Subsidy - monthly income received by a tenant or by an owner on behalf of a tenant to pay the difference between the apartment's *contract rent* and the amount paid by the tenant toward rent.

Substandard conditions - housing conditions that are conventionally considered unacceptable which may be defined in terms of lacking plumbing facilities, one or more major systems not functioning properly, or overcrowded conditions.

Target income band - the *income band* from which the subject property will draw tenants.

Target population - the market segment or segments a development will appeal or cater to. State agencies often use target population to refer to various income set asides, elderly v. family, etc.

Tenant paid utilities - the cost of utilities (not including cable, telephone, or internet) necessary for the habitation of a dwelling unit, which are paid by the tenant.

Turnover period - 1. An estimate of the number of housing units in a market area as a percentage of total housing units in the market area that will likely change occupants in any one year. See also: vacancy period. Housing units with new occupants / housing units * 100 2. The percent of occupants in a given apartment complex that move in one year.

Unmet housing need - new units required in the market area to accommodate household growth, homeless people, and housing in substandard conditions.

Unrestricted rents - rents that are not subject to *restriction*.

Unrestricted units - units that are not subject to any income or rent restrictions.

Vacancy period - the amount of time that an apartment remains vacant and available for rent.

Vacancy rate-economic vacancy rate - physical - maximum potential revenue less actual rent revenue divided by maximum potential rent revenue. The number of total habitable units that are vacant divided by the total number of units in the property.

Other Terms

The following terms are also to be found in professional market studies - here, this information is drawn from various sources including HUD, the Census Bureau, and the Urban Land Institute.

Area Median Income (AMI) - 100% of the gross median household income for a specific Metropolitan Statistical Area, county or non-metropolitan area established annually by HUD.

Attached housing - two or more dwelling units connected with party walls (e.g. townhouses or flats).

Basic rent - the maximum monthly rent that tenants who do not have rental assistance pay to lease units developed through the USDA-RD Section 515 Program, the HUD Section 236 Program and HUD Section 223(d)(3) Below Market Interest Rate Program. The Basic Rent is calculated as the amount of rent required to operate the property, maintain debt service on a subsidized mortgage with a below-market interest rate, and provide a return on equity to the developer in accordance with the regulatory documents governing the property.

Below Market Interest Rate program (BMIR) - Program targeted to renters with income not exceeding 80% or area median income by limiting rents based on HUD's BMIR Program requirements and through the provision of an interest reduction contract subsidize the market interest rate to a below-market rate. Interest rates are typically subsidized to effective rates of one percent or three percent.

Census tract - a small, relatively permanent statistical subdivision delineated by a local committee of census data users for the purpose of presenting data. Census tract boundaries normally follow visible features, but may follow governmental unit boundaries and other non-visible features; they always nest within counties. They are designed to be relatively homogeneous units with respect to population characteristics, economic status, and living conditions at the time of establishment. Census tracts average about 4,000 inhabitants.

Central Business District (CBD) - the center of commercial activity within a town or city; usually the largest and oldest concentration of such activity.

Community Development Corporation (CDC) - entrepreneurial institution combining public and private resources to aid in the development of socio-economically disadvantaged areas.

Condominium - a form of joint ownership and control of property in which specified volumes of space (for example, apartments) are owned individually while the common elements of the property (for example, outside walls) are owned jointly.

Contract rent - 1. The actual monthly rent payable by the tenant, including any rent subsidy paid on behalf of the tenant, to the owner, inclusive of all terms of the lease. (HUD & RD) 2. The monthly rent agreed to between a tenant and a landlord (Census).

Difficult Development Area (DDA) - an area designated by HUD as an area that has high construction, land, and utility costs relative to the Area Median Gross Income. A project located in a DDA and utilizing the Low Income Housing Tax Credit may qualify for up to 130% of eligible basis for the purpose of calculating the Tax Credit allocation.

Detached housing - a freestanding dwelling unit, typically single-family, situated on its own lot.

Elder or senior housing - housing where (1) all units in the property are restricted for occupancy by persons 62 years of age or older or (2) at least 80% of the units in each building are restricted for occupancy by households where at least one household member is 55 years of age or older and the housing is designed with amenities and facilities designed to meet the needs of senior citizens.

Extremely low income - person or household with income below 30% of the Area Median Income adjusted for household size.

Fair Market Rent (FMR) - the estimates established by HUD of the Gross rents (Contract rent plus Tenant Paid Utilities) needed to obtain modest rental units in acceptable condition in a specific county or metropolitan statistical area. HUD generally set FMR so that 40% of the rental units have rents below FMR. In rental markets with a shortage of lower priced rental units HUD may approve the use of Fair Market Rents that are as high as the 50th percentile of rents.

Garden apartments - apartments in low-rise buildings (typically two or four stories) that feature low density, ample open-space around buildings, and on-site parking.

Gross rent - the monthly housing cost to a tenant which equals the Contract rent provided for in the lease plus the estimated cost of all Tenant Paid Utilities.

High-rise - a residential building having more than ten stories.

Household - one or more people who occupy a housing unit as their usual place of residence.

Housing unit - house, apartment, mobile home, or group of rooms used as a separate living quarters by a single household.

Housing Choice Voucher (Section 8 Program) - federal rent subsidy program under Section 8 of the U.S. Housing Act, which issues rent vouchers to eligible households in the use of the housing of their choice. The voucher payment subsidizes the difference between the Gross Rent and tenant's contribution of 30% of adjusted income, (or 10% of gross income, whichever is greater). In cases where 30% of the tenants' income is less than the utility allowance, the tenant will receive an assistance payment. In other cases, the tenant is responsible for paying his share of the rent each month.

Housing Finance Agency (FHA) - state or local agencies responsible for financing housing and administering assisted housing programs.

HUD Section 8 Program - federal program that provides project based rental assistance. Under the program HUD contracts directly with the owner for the payment of the difference between the contract rent and a specified percentage of tenants' adjusted income.

HUD Section 202 Program - federal program which provides direct capital assistance (i.e. grant) and operating or rental assistance to finance housing designed for occupancy by elderly households who have income not exceeding 50% of Area Median Income. The program is limited to housing owned by 501(c)(3) nonprofit organizations or by limited partnerships where the sole general partner is a 501(c)(3) nonprofit organization. Units receive HUD project based rental assistance that enables tenants to occupy units at rents based on 30% of tenant income.

HUD Section 811 Program - federal program which provides direct capital assistance and operating of rental assistance to finance housing designed for occupancy by persons with disabilities who have income not exceeding 50% of Area Median Income. The program is limited to housing owned by 501(c)(3) nonprofit organizations or by limited partnerships where the sole general partner is a 510(c)(3) nonprofit organization.

HUD Section 236 Program - federal program which provides interest reduction payments for loans which finance housing targeted to households with income not exceeding 80% of area median income who pay rent equal to the greater of Basic Rent or 30 percent of their adjusted income. All rents are capped at a HUD approved market rent.

Income limits - maximum household income by county or Metropolitan Statistical Area, adjusted for household size and expressed as a percentage of the Area Median Income for the purpose of establishing an upper limit for eligibility for a specific housing program. Income limits for federal, state and local rental housing programs typically are established at 30%, 50%, 60% or 80% of AMI. HUD publishes income limits each year for 30% median. Very low income (50%), and low income (80%), for households with 1 through 8 people.

Low income - person or household with gross household income below 80% of Area Median Income adjusted for household size.

Low income housing tax credit - a program to generate equity for investment in affordable rental housing authorized pursuant to Section 42 of the Internal Revenue Code, as amended. The program requires that a certain percentage of units built be restricted for occupancy to households earning 60% or less of Area Median Income, and that the rents on those units be restricted accordingly.

Low rise building - a building with one to three stories.

Metropolitan Statistical Area (MSA) - a geographic entity defined by the federal Office of Management and Budget for use by federal statistical agencies, based on the concept of a core area with a large population nucleus, plus adjacent communities have a high degree of economic and social integration with that core. Qualification of an MSA requires the presence of a city with 50,000 or more inhabitants, or the presence of an Urbanized Area (UA) and a total population of at least 100,000 (75,000 in New England). The county or counties containing the largest city and surrounding densely settled territory are central counties of the MSA. Additional outlying counties qualify to be included in the MSA by meeting certain other criteria of metropolitan character, such as a specified minimum population density or percentage of the population that is urban.

Mid-rise - a building with four to ten stories.

Moderate income - person or household with gross household income between 80 and 120 percent of area median income adjusted for household size.

Public Housing or Low Income Conventional Public Housing - HUD program administered by local (or regional) Housing Authorities which serves low- and very-low income households with rent based on the same formula used for HUD Section 8 assistance.

Qualified Census Tract (QCT) - any census tract (or equivalent geographic area defined by the Bureau of the Census) in which at least 50% of households have an income less than 60% of the area median income or where the poverty rate is at least 25%. A project located in a QCT and receiving Low Income Housing Tax Credit may qualify for up to 130% of the eligible basis for the purpose of calculating the Tax Credit allocation.

Rural Development (RD) market rent - a monthly rent that can be charged for an apartment under a specific USDA-RD housing program, that reflects the agency's estimate of the rent required to operate the property, maintain debt service on an unsubsidized mortgage and provide an adequate return to the property owner. The rent is the maximum rent that a tenant can pay at an RD Property.

Rural Development (RD) Program (Formerly the Farmers Home Administration Section 515 Rural Rental Housing Program) - federal program which provides the low interest loans to finance housing which serves low- and moderate-income persons in rural areas who pay 30 percent of their adjusted income on rent or the basic rent, which is the higher (but not exceeding the market rent). The program may include property based rental assistance and interest reduction contracts to write down the interest on the loan to as low as one percent.

Single-family housing - a dwelling unit, either attached or detached, designed for use by one household and with the direct access to a street. It does not share heating facilities or other essential building facilities with any other dwelling.

State Data Center (SDC) - a state agency or university facility identified by the governor of each state to participate in the Census Bureau's cooperative network for the dissemination of the census data.

Tenant - one who rents real property from another.

Tenure - the distinction between owner-occupied and renter-occupied housing units.

Townhouse (or Row House) - single-family attached residence separated from another by party walls, usually on a narrow lot offering small front and back-yards; also called row house.

Very low income - person or household whose gross household income does not exceed 50% of Area Median Income adjusted for household size.

Zoning - classification and regulation of land by local governments according to use categories (zones); often also includes density designations.