



**BOWEN
NATIONAL
RESEARCH**

Market Feasibility Analysis

Edgewood School Apartments
200 Edgewood Circle
Ninety-Six, Greenwood County, South Carolina 29666

Prepared For

Fred Dodson
DreamKey Partners, Inc.
4601 Charlotte Park Dr., Suite 350
Charlotte, North Carolina 28217

Effective Date

December 4, 2023

Job Reference Number

23-500 NS

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Exhibit S-2 SCSHFDA Primary Market Area Analysis Summary:

Development Name: Edgewood School Apartments (Supportive Housing for the Elderly) Total # of Units: 75
 Address: 200 Edgewood Circle, Ninety-Six, South Carolina 29666 # of LIHTC/TEB Units: 75
 PMA Boundary: State Route 72, U.S. Highway 221 and the Saluda River to the north; the Greenwood County boundary to the east; the Sumter National Forest and U.S. Highway 178 to the south; and U.S. Highway 25 and State Route 225 to the west.
 Development Type: Older Persons Farthest Boundary Distance to Subject: 10.5 Miles

Rental Housing Stock (found on page H-13)				
Type	# of Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	9	610	7	98.85%
Market-Rate Housing	3	210	2	99.05%
Assisted/Subsidized Housing not to include LIHTC	2	123	0	100.00%
LIHTC (All that are stabilized)*	4	277	5	98.19%
Stabilized Comparables**	0	0	0	-
Non Stabilized Comparables	0	0	0	-

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

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

Subject Development					HUD Area FMR			Highest Unadjusted Comparable Rent	
Units	Bedrooms	Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage (%)	Per Unit	Per SF
75	One	1	750	\$507	\$694	\$ 0.93	26.95%	\$999	\$ 1.33
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Gross Potential Rent Monthly*				\$ 38,025	\$ 52,050		26.95%		

*Market Advantage is calculated using the following formula: Gross HUD FMR (minus) Net Proposed Tenant Rent (divided by) Gross HUD FMR. The calculation should be expressed as a percentage and rounded to two decimal points.

Demographic Data (found on page F-4 & G-1)						
	2010		2023		2025	
Renter Households	5,378	43.90%	5,434	43.60%	5,362	43.00%
Income-Qualified Renter HHs (LIHTC)	N/A	N/A	629	11.58%	628	11.71%
Income-Qualified Renter HHs (MR)	N/A	N/A	N/A	N/A	N/A	N/A

Targeted Income-Qualified Renter Household Demand (found on page G-4)						
Type of Demand	50%	60%				Overall
Renter Household Growth	2					-1
Existing Households (Overburd + Substand)	144					462
Homeowner conversion (Seniors)	15					33
Other:	0					0
Less Comparable/Competitive Supply	0					0
Net Income-qualified Renters HHs	161	0	0	0	0	494

Capture Rates (found on page G-4)						
Targeted Population	50%	60%				Overall
Capture Rate	46.60%					15.20%

Absorption Rate (found on page G-6)						
Absorption Period	7	months.				

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

Market Analyst Author: Nathan Stelts Company: Bowen National Research

Signature:  Date: 12/4/2023

B. Project Description

Project Name:	Edgewood School Apartments
Location:	200 Edgewood Circle, Ninety-Six, South Carolina 29666 (Greenwood County)
Census Tract:	9707.02
Target Market:	Seniors Age 62+
Construction Type:	New Construction & Adaptive Reuse
Funding Source:	4% Tax-Exempt Bond

The subject project involves the adaptive reuse of a former school and new construction into the 75-unit Edgewood School Apartments at 200 Edgewood Circle in Ninety-Six, South Carolina. The project will target senior households ages 62 and older earning up to 50% of Area Median Household Income (AMHI) under the 4% Tax-Exempt Bond program and all units will operate with a HUD Section 202 subsidy. The proposed project is expected to be complete by December 2025. Additional details of the subject development are summarized as follows:

Proposed Unit Configuration									
Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Program Rents			
						Collected Rent	Utility Allowance	Gross Rent	Max. Allowable LIHTC Gross Rent
75	One-Br.	1.0	Garden	750	50%/Section 202	\$617	\$76	\$693	\$583
75	Total								

Source: DreamKey Partners, Inc.

AMHI – Area Median Household Income (Greenwood County, SC; 2023)

Note that the proposed subject rent set is above the corresponding maximum allowable LIHTC rent for one-bedroom units targeting 50% of AMHI in Greenwood County. In the unlikely event the subject did not offer a subsidy and exclusively operated under the LIHTC program, this rent will need to be lowered to or below its corresponding maximum allowable LIHTC rent level. Note that the maximum allowable LIHTC one-bedroom rent level has been utilized throughout the remainder of this report.

Building/Site Information	
Residential Buildings:	Two (2) two-story buildings
Building Style:	Elevator-served
Community Space:	Integrated throughout
Acres:	12.9

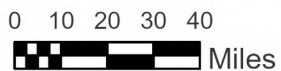
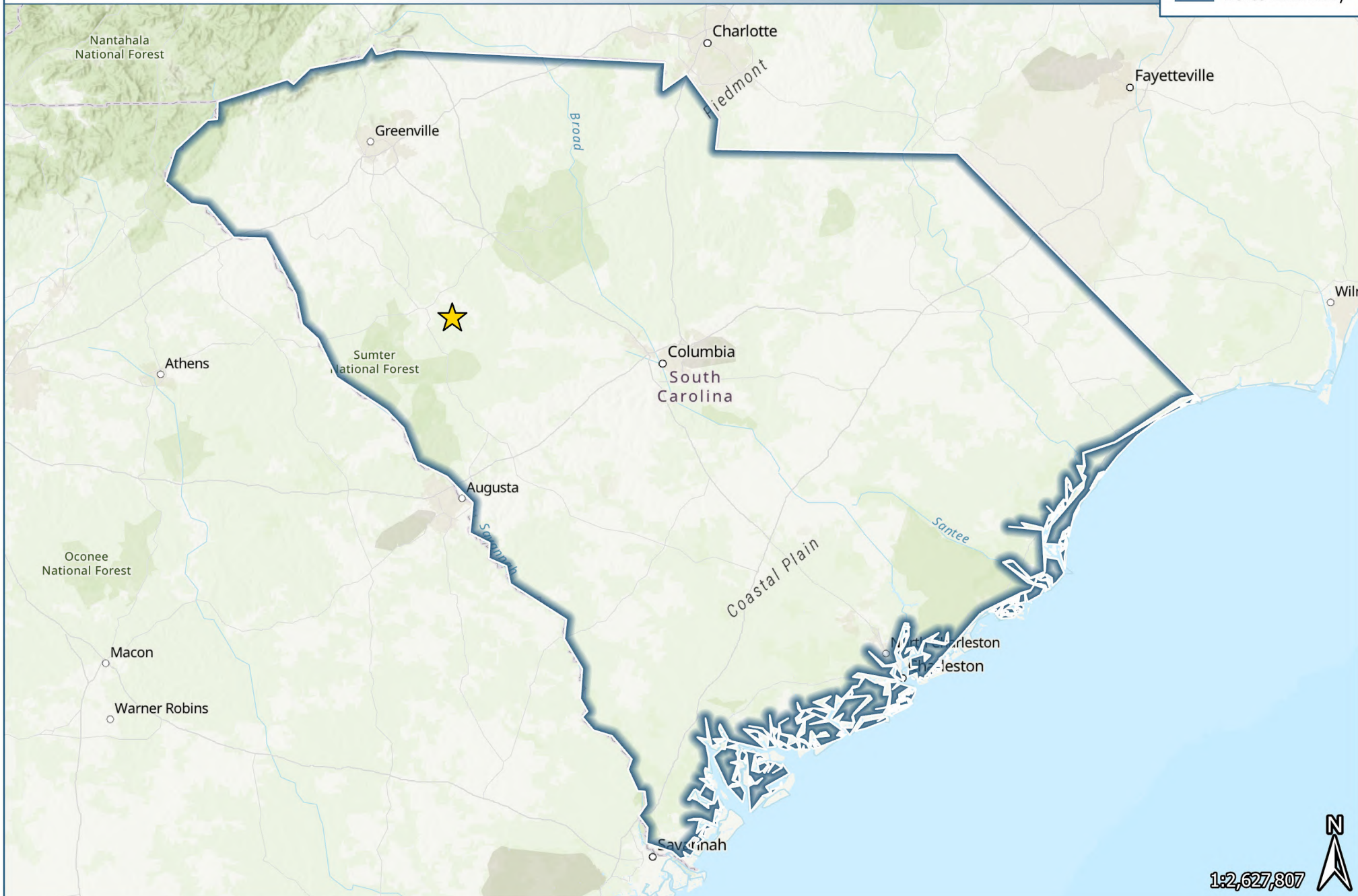
Construction Timeline	
Original Year Built:	1957 (Approximate)
Construction Start:	June 2024
Begin Preleasing:	October 2025
Construction End:	December 2025

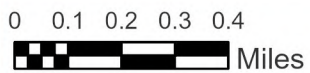
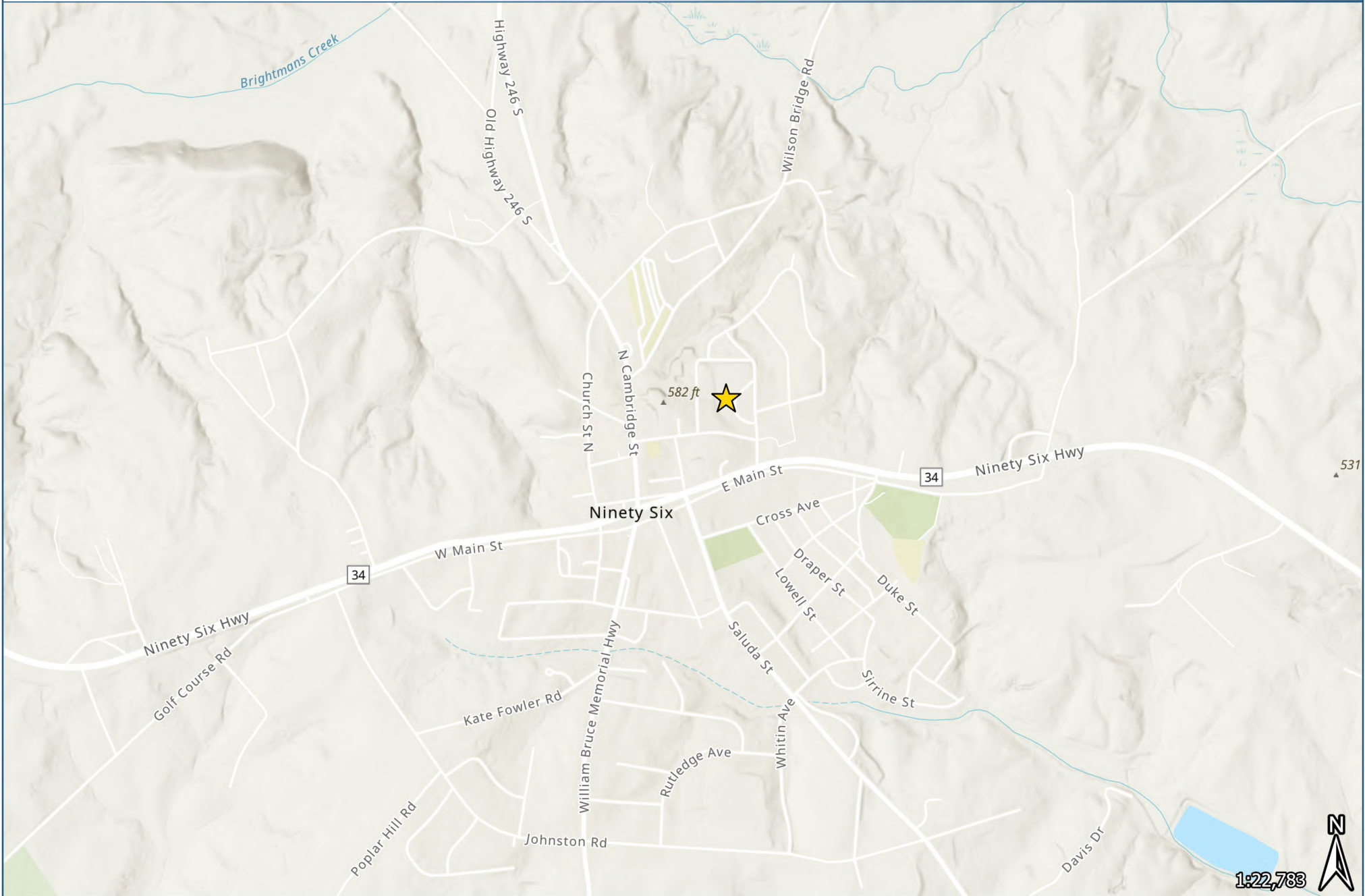
Unit Amenities		
• Electric Range	• Central Air Conditioning	• Composite Flooring
• Refrigerator	• Walk-In Closet	• Window Blinds
• Dishwasher	• Ceiling Fans	• Controlled Access/Key Fob
• Microwave		

Community Amenities		
• Business/Computer Center	• Clubhouse/Community Room	• Community Kitchen
• Multipurpose Room	• Elevator	• Laundry Room
• Community Garden	• Game Room	• Fitness Center
• On-Site Management	• Grilling Area	• Classes
• Health Screenings	• Parties/Picnics	• Surface Parking Lot

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

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





C. Site Description and Evaluation

1. SITE INSPECTION DATE

Bowen National Research personally inspected the subject site during the week of November 6, 2023. Specifically, the subject site was inspected on November 9, 2023. The following is a summary of our site evaluation, including an analysis of the site’s proximity to community services.

2. SITE DESCRIPTION AND SURROUNDING LAND USES

The subject site location consists of the former Edgewood Middle School building and surrounding undeveloped land (comprising of 12.9 total acres) located at 200 Edgewood Circle in Ninety-Six, South Carolina. Located within Greenwood County, the town of Ninety-Six is situated approximately 8.0 miles east of Greenwood, South Carolina and approximately 51.0 miles south of Greenville, South Carolina. Surrounding land uses include single-family homes, multifamily dwellings, various businesses/community services and wooded land. Following is a description of surrounding land uses:

North -	The northern boundary is defined by wooded land and the northern portion of the Edgewood Circle, a two-lane roadway with light traffic patterns that encircles the site. Continuing north are a series of in fair condition, a cemetery, single-family homes in fair to good condition and undeveloped land.
East -	The eastern boundary is defined by Edgewood Circle. Continuing east are single-family homes in fair to good condition, a Las Cascadas restaurant, Dollar General, TP’s Automotive Services and undeveloped wooded land.
South -	The southern boundary is defined by Kinard Avenue, a two-lane road with light traffic patterns. Continuing south are Family Dollar and a Shell gas station in good condition, various businesses and community services along State Route 34, undeveloped land and single-family homes.
West -	The western boundary is defined by Edgewood Circle. Continuing west are single-family homes and the Tax Credit Cypress Mill apartment property in fair to good condition, a Piggly Wiggly grocery store, additional community services along State Route 246 and undeveloped wooded land.

The site neighborhood is primarily residential, with nearby homes and apartments in fair to good condition. Note that the nearby Cypress Mill apartment community is 100.0% occupied with a waiting list, indicating that Tax Credit rental housing has been very well received in the immediate site neighborhood. Overall, the subject property is expected to fit well with the surrounding land uses, which should contribute to the marketability of the site.

3. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

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

Community Services	Name	Driving Distance From Site (Miles)
Major Highways	State Route 34 State Route 246 State Route 248	0.2 South 0.3 Southwest 0.6 Southwest
Public Bus Stop	Piedmont Agency on Aging	On-Demand
Major Employers/ Employment Centers	Piggly Wiggly Mumford Industries Greenwood County School District	0.4 West 1.4 East 1.4 South
Convenience Store	Shell Pic'n Sav	0.3 South 0.7 South
Grocery	Piggly Wiggly	0.4 West
Discount Department Store	Dollar General Family Dollar	0.3 Southeast 0.3 South
Shopping Center/Mall	Greenwood Mall	11.5 West
Hospital/Medical Center	Family Healthcare Ninety-Six Self Regional Medical Center	1.1 West 8.8 West
Police	Ninety-Six Police Department	0.6 Southwest
Fire	Ninety-Six Fire Department	0.4 Southwest
Post Office	U.S. Post Office	0.4 West
Bank	United Community Bank	0.4 West
Parks/Recreational Facilities	Ninety-Six Town Park Greenwood County Parks & Recreation	0.5 South 0.5 Southeast
Gas Station	Shell Pic'n Sav	0.3 South 0.7 South
Pharmacy	Family Pharmacy	0.4 West
Restaurant	Las Cascadas Mig's of 96 Johnny's Cheeseburger House	0.2 South 0.4 Southwest 0.7 Southwest
Senior Center	Piedmont Agency on Aging	8.7 West
Community Center	John G Lamb Community Enrichment Center	7.4 West
Library	Ninety-Six Branch Library	0.5 Southwest

The subject is within a partially developed rural community; however, many essential community services are accessible within approximately 1.0 mile in the town of Ninety-Six. Notable services within Ninety-Six include a grocery store, a bank, restaurants, a pharmacy, discount retailers, gas stations and convenience stores. The site is notably within walking distance of a Piggly Wiggly grocery store, which is situated 0.4 mile west of the site. Additional essential services are accessible in the nearby community of Greenwood, approximately 8.0 to 12.0 miles from the site. Notable essential services in Greenwood include a hospital, shopping mall and a senior services center.

Public safety services are provided by the Ninety-Six Police and Fire departments, located within 0.6 and 0.4 mile of the site, respectively. The nearest hospital with emergency services, Self Regional Medical Center, is situated 8.8 miles west of the site in Greenwood. However, non-emergency medical services are available through the Family Healthcare Ninety-Six facility, within 1.1 mile of the site. Additionally, essential community services throughout the market and region are accessible through the demand-based transportation services of the Piedmont Agency on Aging. This service provides transportation to elderly residents (age 60+) of Greenwood County, facilitating access to doctors' appointments, congregate meal sites and grocery stores.

Overall, the availability and proximity of community services is anticipated to have a positive impact on the marketability of the site project.

4. SITE PHOTOGRAPHS

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

902 Kingston Pointe II 51.1 miles to site



Address: 101 Fyffe Dr., Anderson, SC 29625
 Phone: (864) 224-6501 Contact: Crystal
 Property Type: Tax Credit
 Target Population: Senior 55+
 Total Units: 44 Year Built: 2009
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 1
 Waitlist: 38 HH
 Rent Special: None

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

Notes: Tax Credit

Features And Utilities

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

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

Unit Amenities: Dishwasher; Range; Refrigerator; Central AC; E-Call System; W/D Hookup; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate)

Property Amenities: Business Center (Computer/Business Center); Multipurpose Room, Clubhouse/Community Room; Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Grilling Area, Library, Media Room / Theater); Social Services (Parties / Picnics); Extra Storage

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	3	0	780	\$0.77	\$601	50%
1	1	G	6	0	780	\$0.77	\$601	60%
2	2	G	9	0	980	\$0.74	\$722	50%
2	2	G	26	0	980	\$0.74	\$722	60%

*Adaptive Reuse

*DTS is based on drive time

903 Laurel Street Village I & II 32.8 miles to site



Address: 90 Peachtree St, Honea Path, SC 29654
 Phone: (864) 368-9121 Contact: Brittany
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 76 Year Built: 2016
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 1,2
 Waitlist: 10 HH
 Rent Special: None

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

Notes: Tax Credit; HOME Funds (20 units)



Features And Utilities

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

Utility Type & Responsibility: Landlord pays Trash

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

Property Amenities: Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Grilling Area, Playground); Extra Storage

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	4	0	800	\$0.66	\$530	50%
1	1	G	4	0	800	\$0.74	\$590	60%
2	1	G	5	0	900	\$0.64	\$575	50%
2	1	G	4	0	900	\$0.69	\$625	60%
2	1	T	10	0	900	\$0.57	\$510	50%
2	1	T	11	0	900	\$0.57	\$515	60%
3	2	G	5	0	1,000	\$0.67	\$670	50%
3	2	G	4	0	1,000	\$0.71	\$705	60%
3	2	T	10	0	1,000	\$0.56	\$560	50%
3	2	T	11	0	1,000	\$0.61	\$605	60%
4	2	G	4	0	1,150	\$0.62	\$715	50%

*Adaptive Reuse

*DTS is based on drive time

Continued on Next Page

903 Unit Configuration- cont.								
Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
4	2	G	4	0	1,150	\$0.67	\$775	60%

905 Saluda Commons 19.7 miles to site



Address: 100 Birath St., Saluda, SC 29138
 Phone: (864) 445-0194 Contact: Diane
 Property Type: Tax Credit
 Target Population: Senior 55+
 Total Units: 40 Year Built: 2014
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 1
 Waitlist: 30 HH
 Rent Special: None

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

Notes: Tax Credit



Features And Utilities

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

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

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Ceiling Fan; W/D Hookup; Walk-In Closet; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate)

Property Amenities: Business Center (Computer/Business Center); Multipurpose Room, Clubhouse/Community Room; Pavilion/Gazebo; Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Grilling Area); CCTV; Extra Storage

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	4	0	854	\$0.78	\$662	50%
1	1	G	12	0	854	\$0.93	\$798	60%
2	2	G	6	0	1,101	\$0.71	\$778	50%
2	2	G	18	0	1,101	\$0.90	\$990	60%

*Adaptive Reuse

*DTS is based on drive time

5. SITE AND COMMUNITY SERVICES MAPS

Maps of the subject site and relevant community services follow.



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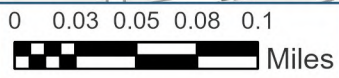
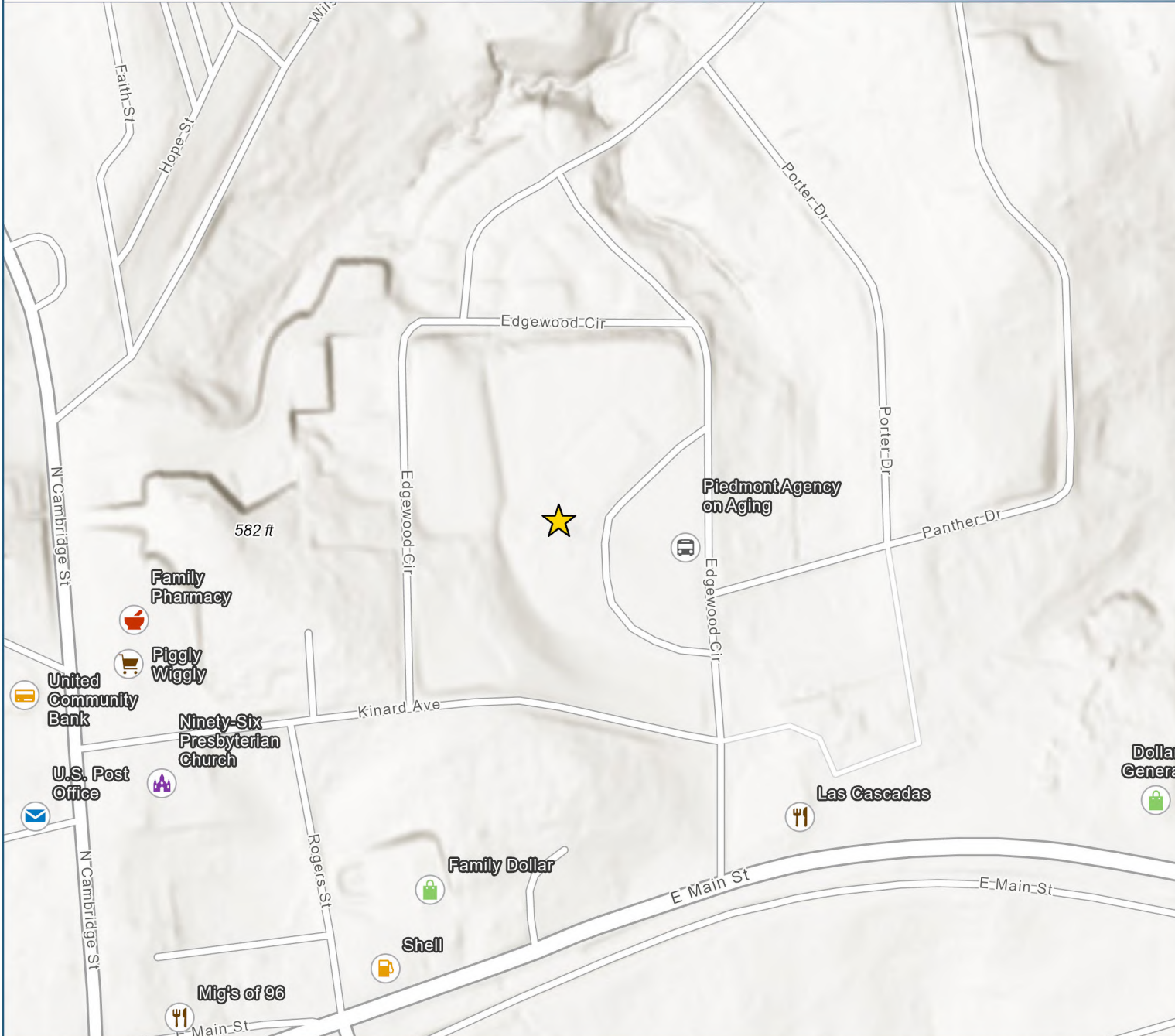
Miles


















Esri Community Maps Contributors, © OpenStreetMap, Microsoft, Esri, HERE, Garmin, SafeGraph, GeoTechnologies, Inc, METI/NASA, USGS, EPA, NPS, US Census Bureau, USDA, Maxar
Additional Source(s): Bowen National Research

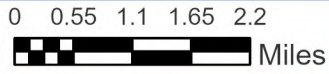
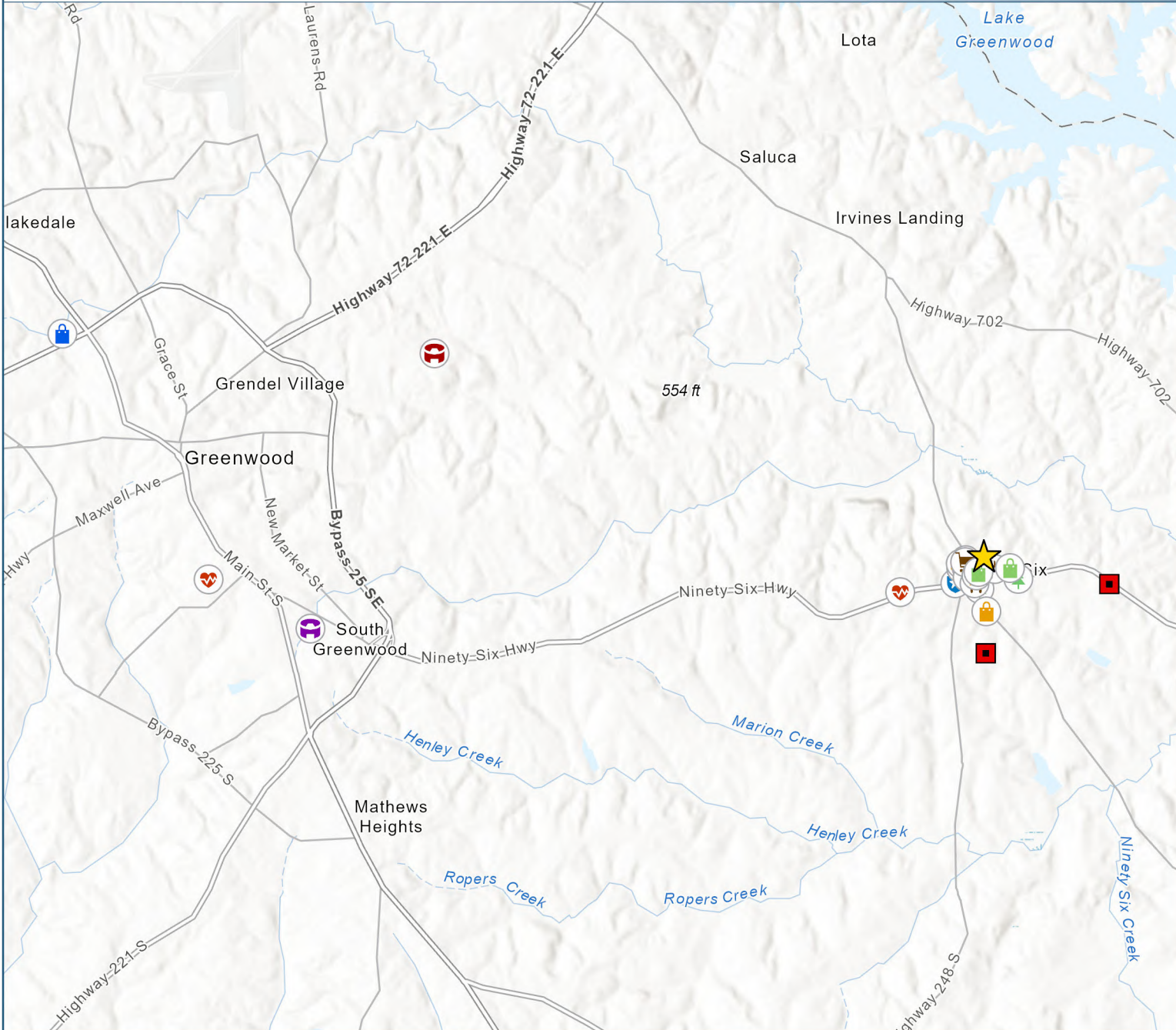


Community Services

- Post Office
- Pharmacy
- Gas Station
- Public Bus Stop
- Bank
- Church
- Restaurant
- Grocery
- Discount Department Store



- ★ Site**
- ### Community Services
-  Major Employers/Employment Centers
 -  Hospital/Medical Center
 -  Police
 -  Fire
 -  Post Office
 -  Pharmacy
 -  Gas Station
 -  Bank
 -  Park
 -  Senior Center
 -  Community Center
 -  Church
 -  Restaurant
 -  Grocery
 -  Convenience Store
 -  Discount Department Store
 -  Shopping Center/Mall



Esri, NASA, NGA, USGS, Esri, HERE, Garmin, SafeGraph, GeoTechnologies, Inc, METI/NASA, USGS, EPA, NPS, USDA
Additional Source(s): Bowen National Research

6. CRIME ISSUES

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

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

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

Total crime risk for the market and Greenwood County are illustrated as follows.

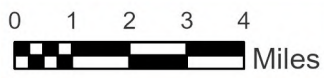
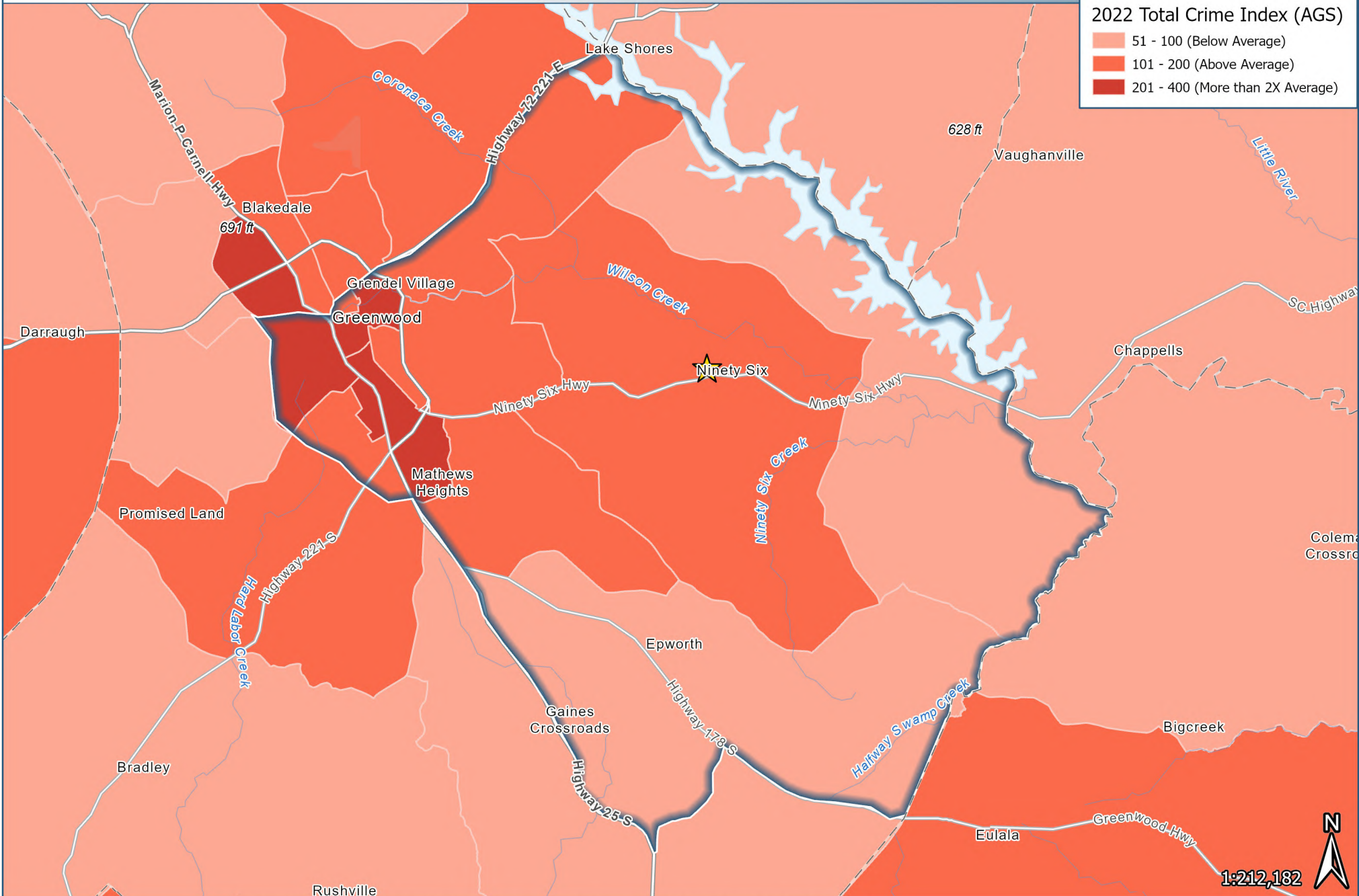
	Crime Risk Index	
	PMA	Greenwood County
Total Crime Index	159	128
Personal Crime Index	172	125
Murder	220	151
Rape	123	127
Robbery	110	66
Assault	199	144
Property Crime Index	156	128
Burglary	200	152
Larceny	143	125
Motor Vehicle Theft	176	113

Source: Applied Geographic Solutions, FBI, ESRI
PMA – Primary Market Area

The crime risk index within the market (159) is above that of Greenwood County (128) and the national average (100). However, all rental communities identified and surveyed within the market are maintaining good occupancy rates, indicating that the local rental housing market has not been impacted by any perception of crime. Further, the subject project will offer on-site management and controlled access entry, features which typically serve as a deterrent to crime. Therefore, the perception of crime is not expected to have any tangible impact on the marketability of the subject development.

A map illustrating crime risk is on the following page.

★ Site
PMA
2022 Total Crime Index (AGS)
51 - 100 (Below Average)
101 - 200 (Above Average)
201 - 400 (More than 2X Average)



Esri, HERE, Garmin, SafeGraph, METI/NASA, USGS, EPA, NPS, USDA, Esri, CGIAR, USGS, Esri, AGS
Additional Source(s): Bowen National Research

7. ACCESS AND VISIBILITY

The subject project is expected to maintain at least one vehicular access point along the eastern portion of Edgewood Circle, a lightly traveled roadway that borders the site to the north, east and west. Given the light residential traffic patterns of the immediate neighborhood, direct vehicular ingress and egress are considered convenient. The subject site is also within 0.6 mile of several local arterial roadways, including State Routes 34, 246 and 248. Of note, State Route 34 facilitates the site's access to the larger community of Greenwood to the west. Further, while there are no fixed-route bus services available within Ninety-Six, the site will have access to the demand-based transportation services of the Piedmont Agency on Aging. Overall, accessibility of the site is considered good. The subject property is clearly visible and unobstructed from the lightly travelled residential roadways that border the site. The existing site building is also partially visible from the aforementioned State Route 34. While temporary promotional signage along this roadway could further enhance visibility of the site, the subject project will involve the adaptive reuse of an existing school building that has existed within the site neighborhood since approximately 1957. Thus, it is likely that many long-time residents of Ninety-Six and the surrounding communities (i.e.: the anticipated primary tenant base for the subject project) are aware of the existing site building and its location within the market. Therefore, visibility of the site property is considered good and is expected to positively impact marketability.

8. VISIBLE OR ENVIRONMENTAL ISSUES

There are no visible or environmental issues identified at the site's location.

9. OVERALL SITE CONCLUSIONS

The subject site location consists of the former Edgewood Middle School building and surrounding undeveloped land located at 200 Edgewood Circle in Ninety-Six, South Carolina. The site neighborhood is primarily residential, with nearby homes and apartments in fair to good condition. Note that the nearby Cypress Mill apartment community is 100.0% occupied with a waiting list, indicating that Tax Credit rental housing has been very well received in the immediate site neighborhood. Given the light vehicular traffic patterns in the site neighborhood and the proximity of the arterial State Route 34, accessibility and visibility of the site are considered good. While the site is within a partially developed rural area, numerous essential community services are accessible within approximately 1.0 mile. Such services include a grocery store, a bank, restaurants, a pharmacy, discount retailers, public safety services, a doctor's office, gas stations and convenience stores. Further, many essential community services will be accessible to site residents through the demand-based transportation services of the Piedmont Agency on Aging. Overall, we expect the site's location and proximity to community services to have a positive impact on its marketability.

D. Primary Market Area Delineation

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

The Ninety-Six Site PMA includes the town of Ninety-Six, eastern and southern portions of Greenwood and the surrounding, unincorporated areas of Greenwood County. The boundaries of the Site PMA consist of State Route 72, U.S. Highway 221 and the Saluda River to the north; the Greenwood County boundary to the east; the Sumter National Forest and U.S. Highway 178 to the south; and U.S. Highway 25 and State Route 225 to the west. All boundaries of the Site PMA are generally within 10.5 miles from the site.

The Site PMA includes all of, or portions of, the following Census Tracts:

9707.02*	9707.01	9710.00	9705.00
9706.00	9708.00	9704.00	9703.01

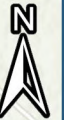
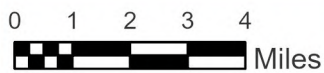
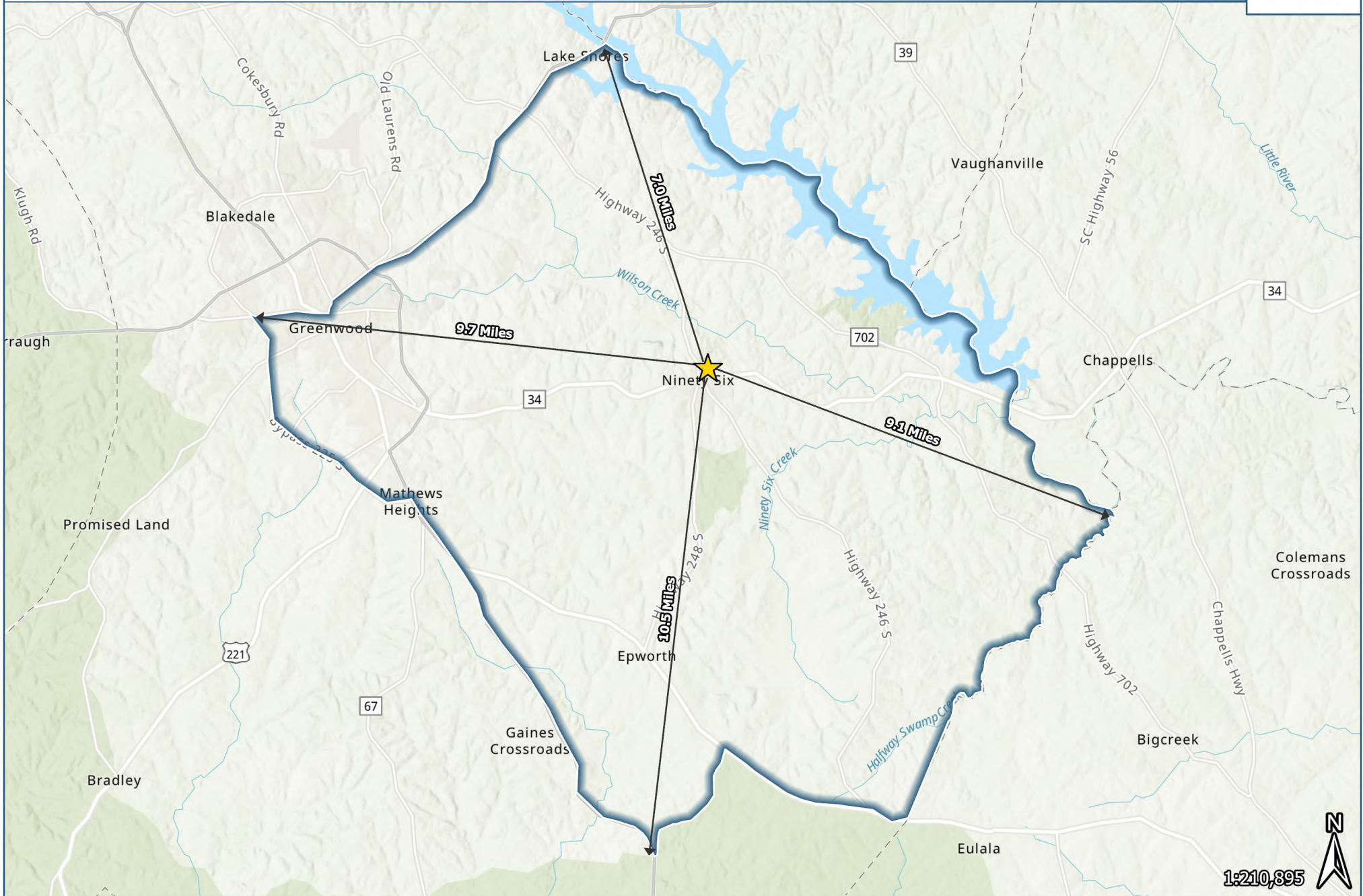
*Subject site location

- Mary Sims is the Community Manager for Cypress Mill Apartments, a Tax Credit property in the Site PMA. Sims confirmed the boundaries of the Site PMA, noting that most of her tenants are long-time residents of Ninety-Six and Greenwood County. Sims added that most households on her property's waiting list currently reside in Ninety-Six.
- Re'na Mirand is the Property Manager for Promenade Residential, a Tax Credit property in the western portion of the Site PMA in Greenwood. Mirand confirmed the boundaries of the Site PMA, stating that most of her tenants are from the eastern portions of Greenwood and the surrounding areas of eastern Greenwood County. Mirand added that the communities surrounding her property are very tight-knit, with many residents preferring to stay in the area due to the proximity of friends and family members.

Although Ninety-Six is a smaller community than Greenwood in terms of population and employment, it is our opinion that the inclusion of the eastern and southern portions of Greenwood within the Site PMA is reasonable. Ninety-Six is only approximately 9.0 miles east of Greenwood (which is less than a 15-minute drive) and is connected by State Route 34, which supports and encourages mobility between the two communities. Given the general lack of available age-restricted affordable rental housing within Greenwood (as indicated in Section H of this report), it is highly likely that elderly residents of Greenwood seeking an affordable rental housing alternative will be willing to relocate to Ninety-Six for such housing.

However, to avoid overestimating the potential market for the subject project, we have considered only the southern and eastern portions of Greenwood in the Site PMA. Based on data from the U.S. Census and American Community Survey (ACS), these areas of Greenwood contain the highest concentrations of elderly (age 65+) households with incomes of less than \$25,000, an age and income cohort that is most likely to respond to the subject project.

A map delineating the boundaries of the Site PMA is included on the following page.



E. Market Area Economy

1. EMPLOYMENT BY INDUSTRY

The labor force within the Ninety-Six Site PMA is based primarily in four sectors. Manufacturing (which comprises 19.4%), Health Care & Social Assistance, Public Administration, and Retail Trade comprise over 55.4% of the Site PMA labor force. Employment in the Ninety-Six Site PMA, as of 2023, was distributed as follows:

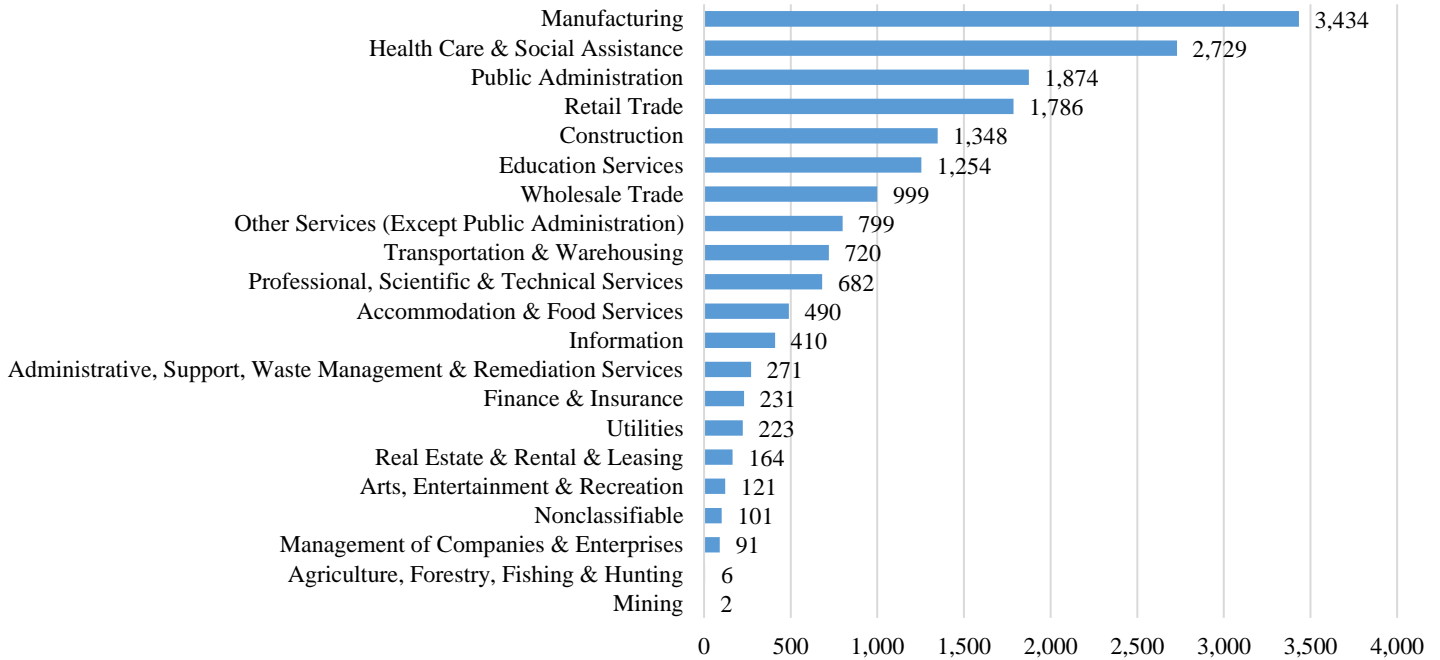
NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	3	0.3%	6	< 0.1%	2
Mining	1	0.1%	2	< 0.1%	2
Utilities	4	0.4%	223	1.3%	56
Construction	62	5.9%	1,348	7.6%	22
Manufacturing	35	3.3%	3,434	19.4%	98
Wholesale Trade	36	3.4%	999	5.6%	28
Retail Trade	152	14.4%	1,786	10.1%	12
Transportation & Warehousing	23	2.2%	720	4.1%	31
Information	11	1.0%	410	2.3%	37
Finance & Insurance	39	3.7%	231	1.3%	6
Real Estate & Rental & Leasing	44	4.2%	164	0.9%	4
Professional, Scientific & Technical Services	76	7.2%	682	3.8%	9
Management of Companies & Enterprises	1	0.1%	91	0.5%	91
Administrative, Support, Waste Management & Remediation Services	24	2.3%	271	1.5%	11
Education Services	24	2.3%	1,254	7.1%	52
Health Care & Social Assistance	161	15.2%	2,729	15.4%	17
Arts, Entertainment & Recreation	22	2.1%	121	0.7%	6
Accommodation & Food Services	45	4.3%	490	2.8%	11
Other Services (Except Public Administration)	165	15.6%	799	4.5%	5
Public Administration	88	8.3%	1,874	10.6%	21
Nonclassifiable	42	4.0%	101	0.6%	2
Total	1,058	100.0%	17,735	100.0%	17

Source: Bowen National Research, ESRI, Census

E.P.E.- Average Employees Per Establishment

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

Total Employment by Industry



2. LOW-INCOME EMPLOYMENT OPPORTUNITIES

Typical wages by job category for the Greenwood, South Carolina Micro Area (MSA) are compared with the state of South Carolina in the following table:

Typical Wage by Occupation Type		
Occupation Type	MSA	South Carolina
Management Occupations	\$56,498	\$65,697
Business And Financial Occupations	\$41,988	\$59,347
Computer And Mathematical Occupations	\$58,074	\$72,770
Architecture And Engineering Occupations	\$78,932	\$79,555
Community And Social Service Occupations	\$38,750	\$40,777
Art, Design, Entertainment, Sports, and Media Occupations	\$26,010	\$36,422
Healthcare Practitioners And Technical Occupations	\$56,278	\$57,874
Healthcare Support Occupations	\$19,798	\$22,536
Protective Service Occupations	\$34,271	\$41,376
Food Preparation And Serving Related Occupations	\$17,018	\$14,842
Building And Grounds Cleaning And Maintenance Occupations	\$26,250	\$21,465
Personal Care And Service Occupations	\$7,119	\$17,342
Sales And Related Occupations	\$23,718	\$30,419
Office And Administrative Support Occupations	\$32,431	\$32,271
Construction And Extraction Occupations	\$27,405	\$33,641
Installation, Maintenance And Repair Occupations	\$41,695	\$47,129
Production Occupations	\$36,322	\$36,446
Transportation Occupations	\$34,715	\$37,861
Material Moving Occupations	\$21,838	\$23,352

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

As the preceding illustrates, most occupational types within the Greenwood MSA have lower typical wages than South Carolina's typical wages. Therefore, the area employment base likely has a good base of income-appropriate workers from which the proposed project will be able to draw renter support among seniors still in the workforce.

3. AREA’S LARGEST EMPLOYERS

The ten largest employers within the Greenwood County area comprise a total of 9,442 employees and are summarized as follows:

Employer Name	Business Type	Total Employed
Self Regional Healthcare	Healthcare	2,284
Greenwood County Schools	Public Schools	1,940
Eaton Corporation	Manufacturer	1,275
Carolina Pride Foods	Food Production	925
Lonza	Manufacturer	600
Lander University	Education	558
Piedmont Technical College	Education	525
Cardinal Health	Healthcare	500
Ascend Performance Materials	Manufacturer	485
VELUX, Inc.	Manufacturer	350
Total		9,442

Source: VisionGreenwood (Date Unavailable)

According to a representative with Greenwood County Economic Development, the Greenwood County economy is improving. The following table summarizes some recent and/or ongoing economic development projects within the Greenwood County area as of the time of this analysis:

Economic Development Activity			
Project Name	Investment	Job Creation	Scope of Work/Details
Symrise Pet Food Facility Expansion	\$65.5 million	65	Announced in April 2022; New facility will supply pet food and ingredients; ECD 2025; Additional information N/A.
E.A. Sween Company	\$38 million	300	Announced in May 2022; Plans to build a 100,000 square-foot facility; Produces and ships sandwiches nationally; When fully operational, the facility will produce 75 million sandwiches per year; ECD Q3 of 2023.
Mumford Industries Inc. Expansion	\$2 million	33	Announced in May 2022; Construction of a new plastic recycling plant in Ninety-Six; Will help meet demands for recycled materials and environment friendly products; ECD May 2025,
VELUX	\$26 million	N/A	Announced in June 2020; Expanding current facility in phases over several years; Will increase capacity for the growing demand of skylights, roof windows, tubular daylighting devices, and decorative blinds; ECD N/A.

ECD – Estimated Completion Date
 Q3 – Third Quarter
 N/A – Not Available

Infrastructure:

The following table summarizes some recent and/or ongoing infrastructure development projects within the Greenwood County area at the time of this analysis:

Project Name	Scope of Work	Status	Investment
Highway 246 Widening Project	Expansion and widening of Highway 246 from two lanes to five lanes; As of November 2023, additional information N/A.	Construction to begin in 2025; ECD 2027	\$38 million
Business Park Road Waterline Expansion	Business Park Road waterline extension along Highway 34; Will benefit multiple nearby businesses and will allow up to three new developments to be built over the waterline.	Approved October 2023; ECD unknown.	N/A

ECD – Estimated Completion Date

N/A – Not Available

WARN (layoff notices):

WARN Notices of large-scale layoffs/closures were reviewed on November 9, 2023, and according to the South Carolina Department of Employment and Workforce there have been no WARN notices reported for Greenwood County over the past 12 months.

4. EMPLOYMENT TRENDS

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

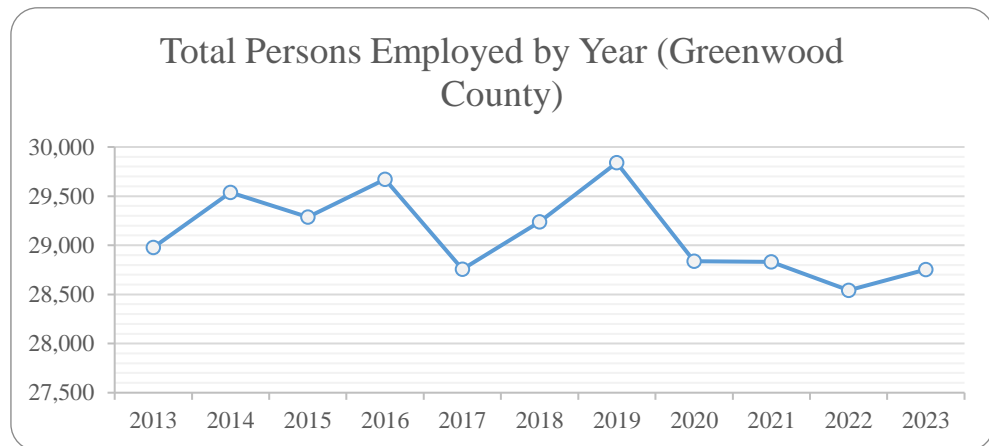
The following illustrates the total employment base for Greenwood County, the state of South Carolina, and the United States. Total employment reflects the number of employed persons who live within the county.

Year	Total Employment					
	Greenwood County		South Carolina		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2013	28,979	-	2,034,404	-	144,331,000	-
2014	29,536	1.9%	2,082,941	2.4%	146,305,000	1.4%
2015	29,288	-0.8%	2,134,087	2.5%	148,833,000	1.7%
2016	29,671	1.3%	2,174,301	1.9%	151,436,000	1.7%
2017	28,757	-3.1%	2,166,708	-0.3%	153,337,000	1.3%
2018	29,238	1.7%	2,205,356	1.8%	155,761,000	1.6%
2019	29,839	2.1%	2,259,807	2.5%	157,538,000	1.1%
2020	28,836	-3.4%	2,195,171	-2.9%	147,795,000	-6.2%
2021	28,831	< -0.1%	2,261,060	3.0%	152,581,000	3.2%
2022	28,542	-1.0%	2,297,927	1.6%	158,291,000	3.7%
2023	28,753*	0.7%	2,371,401**	3.2%	160,954,000**	1.7%

Source: Bureau of Labor Statistics

*Through September 2023

**Through October 2023



As the preceding illustrates, the Greenwood County employment base experienced net growth between 2013 and 2019 before experiencing a decline of more than 1,000 jobs (3.4%) in 2020 due to the COVID-19 pandemic. The county’s employment base has remained relatively stable since this time, with a base of nearly 29,000 jobs reported through September 2023. While the employment base remains below pre-pandemic figures, this indicates that the Greenwood County economy is stable, in terms of overall employment.

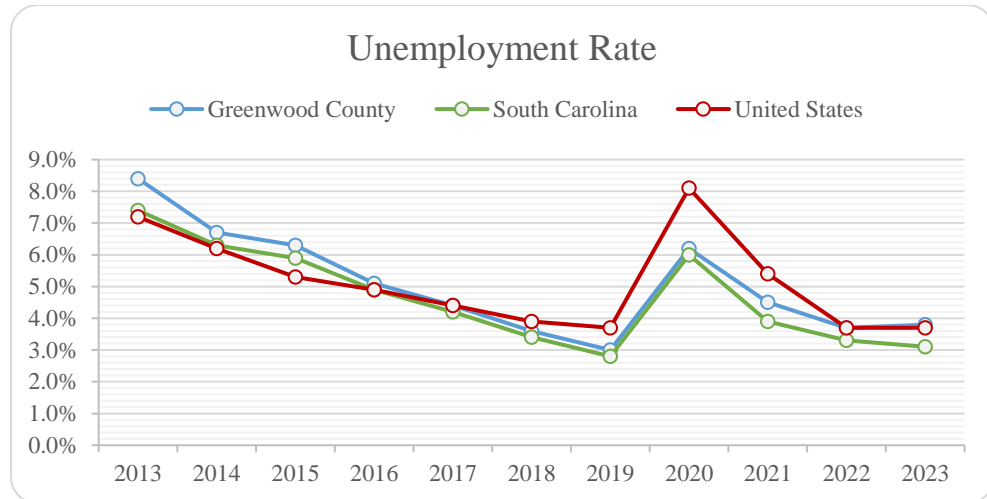
Unemployment rates for Greenwood County, the state of South Carolina, and the United States are illustrated as follows:

Year	Unemployment Rate		
	Greenwood County	South Carolina	United States
2013	8.4%	7.4%	7.2%
2014	6.7%	6.3%	6.2%
2015	6.3%	5.9%	5.3%
2016	5.1%	4.9%	4.9%
2017	4.4%	4.2%	4.4%
2018	3.6%	3.4%	3.9%
2019	3.0%	2.8%	3.7%
2020	6.2%	6.0%	8.1%
2021	4.5%	3.9%	5.4%
2022	3.7%	3.3%	3.7%
2023	3.8%*	3.1%**	3.7%**

Source: Department of Labor, Bureau of Labor Statistics

*Through September 2023

**Through October 2023



Between 2013 and 2019, the annual unemployment rate within Greenwood County declined by more than five percentage points, then increased by more than three percentage points between 2019 and 2020 due to the COVID-19 pandemic. However, the annual unemployment rate has improved overall since 2020, declining by more than two percentage points to a rate of 3.8% through September 2023. This indicates that the local economy is improving and beginning to stabilize, in terms of the annual unemployment rate.

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

In-Place Employment Greenwood County			
Year	Employment	Change	Percent Change
2013	27,780	-	-
2014	28,521	741	2.7%
2015	28,634	113	0.4%
2016	28,694	60	0.2%
2017	28,166	-528	-1.8%
2018	28,687	521	1.8%
2019	29,090	403	1.4%
2020	27,522	-1,568	-5.4%
2021	27,307	-215	-0.8%
2022	27,322	15	0.1%
2023*	27,585	263	1.0%

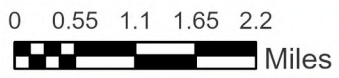
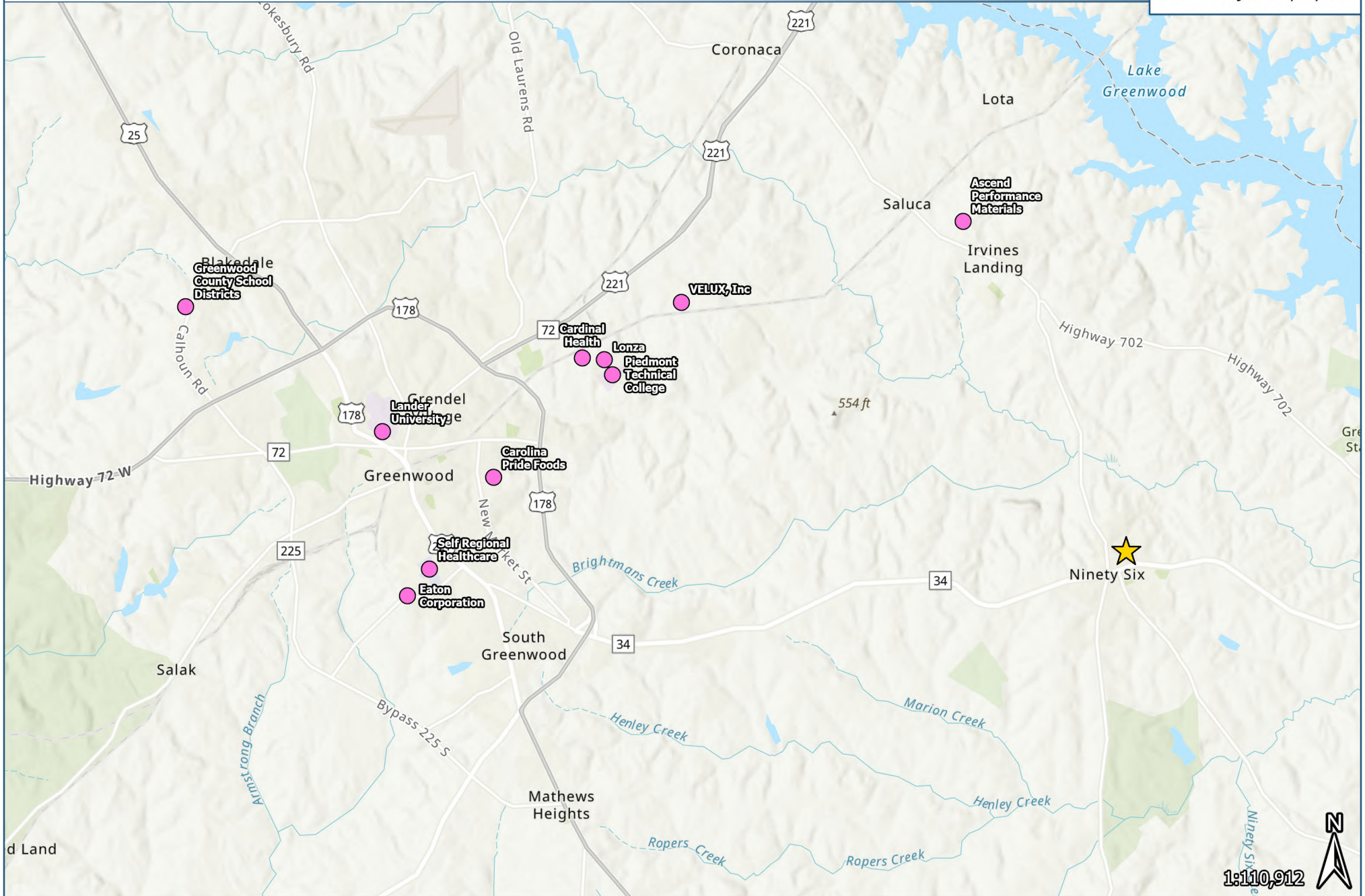
Source: Department of Labor, Bureau of Labor Statistics

*Through March

Data for 2022, the most recent year that year-end figures are available, indicates in-place employment in Greenwood County to be 95.7% of the total Greenwood County employment. This means that Greenwood County has a high share of employed persons staying within the county for daytime employment.

5. EMPLOYMENT CENTERS MAP

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



6. COMMUTING PATTERNS

The following is a distribution of commuting patterns for Site PMA workers age 16 and over:

Mode of Transportation	Workers Age 16+	
	Number	Percent
Drove Alone	10,436	84.8%
Carpooled	1,316	10.7%
Public Transit	30	0.2%
Walked	179	1.5%
Other Means	26	0.2%
Worked at Home	313	2.5%
Total	12,300	100.0%

Source: Bowen National Research, ESRI

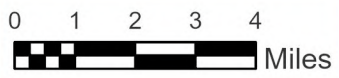
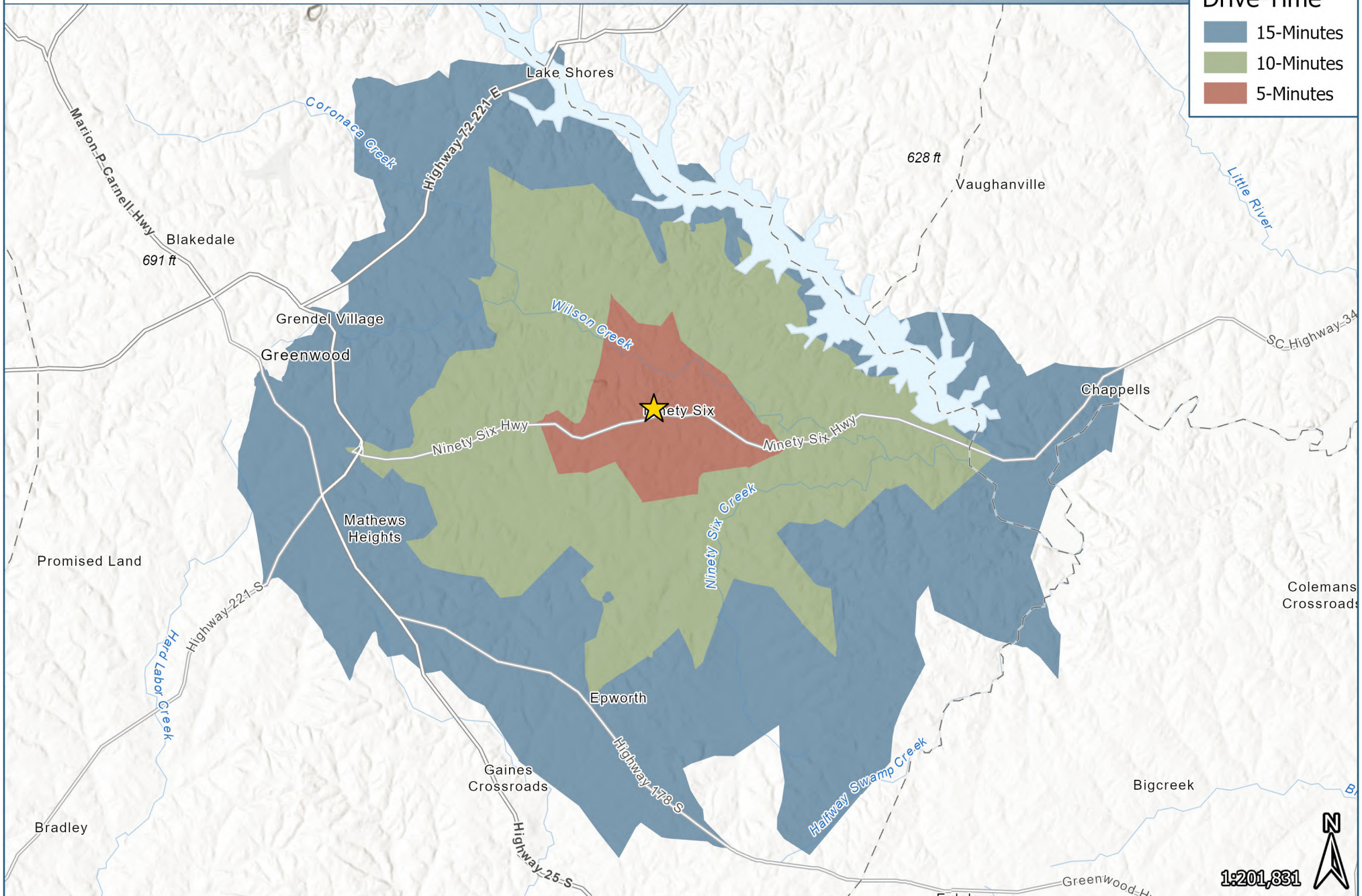
Nearly 85.0% of all workers drove alone, 10.7% carpooled, and 0.2% used public transportation.

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

Travel Time	Workers Age 16+	
	Number	Percent
Less Than 15 Minutes	4,873	40.6%
15 – 29 Minutes	4,559	38.0%
30 – 44 Minutes	1,259	10.5%
45 – 59 Minutes	635	5.3%
60 + Minutes	675	5.6%
Total	12,001	100.0%

Source: Bowen National Research, ESRI

The largest share of area commuters has typical travel times to work that are less than 15 minutes. The subject site is within a 20-minute drive to most of the area's largest employers, which should contribute to its marketability among seniors still in the workforce. A drive-time map for the subject site is on the following page.



7. ECONOMIC FORECAST AND HOUSING IMPACT

Based on data provided by the State of South Carolina Department of Labor, the Greenwood County employment base and unemployment rate experienced net improvement between 2013 and 2019. The local economy was negatively impacted by the COVID-19 pandemic in 2020, with the job base declining by more than 1,000 jobs (3.4%) and the annual unemployment rate increasing by more than three percentage points to a rate of 6.2%. The local economy has generally stabilized since, with a base of nearly 29,000 jobs having been reported for the county through September 2023. The unemployment rate has also declined by over two percentage points to a rate of 3.8% through September 2023. These are good indications that the Greenwood County economy is stabilizing from the pandemic. This, in turn, will continue to create a stable environment for the local housing market.

F. Community Demographic Data

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

1. POPULATION TRENDS

a. Total Population

The Site PMA population bases for 2010, 2020, 2023 (estimated), and 2025 (projected) are summarized as follows:

	Year			
	2010 (Census)	2020 (Census)	2023 (Estimated)	2025 (Projected)
Population	31,319	30,340	30,093	29,985
Population Change	-	-979	-247	-108
Percent Change	-	-3.1%	-0.8%	-0.4%

Source: 2010 & 2020 Census; ESRI; Bowen National Research

The Ninety-Six Site PMA population base declined by 979 between 2010 and 2020. This represents a 3.1% decline over the 2010 population, or an annual rate of 0.3%. Between 2020 and 2023, the population declined by 247, or 0.8%. It is projected that the population will decrease by 108, or 0.4%, between 2023 and 2025.

Based on the 2020 Census, persons residing in group quarters represented 1.5% of the Site PMA population, as demonstrated in the following table:

	Number	Percent
Population in Group Quarters	448	1.5%
Population not in Group Quarters	29,892	98.5%
Total Population	30,340	100.0%

Source: 2020 Census; ESRI; Bowen National Research

b. Population by Age Group

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

Population by Age	2010 (Census)		2023 (Estimated)		2025 (Projected)		Change 2023-2025	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	8,931	28.5%	7,962	26.5%	7,978	26.6%	16	0.2%
20 to 24	2,108	6.7%	1,672	5.6%	1,646	5.5%	-26	-1.6%
25 to 34	4,043	12.9%	3,880	12.9%	3,642	12.1%	-238	-6.1%
35 to 44	3,777	12.1%	3,646	12.1%	3,703	12.4%	57	1.6%
45 to 54	4,167	13.3%	3,339	11.1%	3,334	11.1%	-5	-0.2%
55 to 64	3,527	11.3%	3,724	12.4%	3,643	12.2%	-81	-2.2%
65 to 74	2,383	7.6%	3,292	10.9%	3,335	11.1%	43	1.3%
75 & Older	2,382	7.6%	2,576	8.6%	2,703	9.0%	127	4.9%
Total	31,319	100.0%	30,093	100.0%	29,985	100.0%	-108	-0.4%

Source: Bowen National Research, ESRI, Census

As the preceding table illustrates, nearly 20.0% of the population is expected to be age 65 and older in 2023. This age group is the primary group of potential renters for the subject site and will likely represent a significant number of the tenants.

c. Elderly and Non-Elderly Population

The non-elderly and elderly (age 62 and older) populations are distributed as follows:

Population Type	Year		
	2010 (Census)	2023 (Estimated)	2025 (Projected)
Elderly (62+)	5,823	6,985	7,131
Non-Elderly	25,495	23,106	22,853
Total	31,319	30,093	29,985

Source: American Community Survey (2017-2021); ESRI; Bowen National Research

The elderly population is projected to increase by 146, or 2.1%, between 2023 and 2025. This increase among the targeted age cohort will likely increase the demand for senior-oriented housing.

d. Special Needs Population

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

2. HOUSEHOLD TRENDS

a. Total Households

Household trends within the Ninety-Six Site PMA are summarized as follows:

	Year			
	2010 (Census)	2020 (Census)	2023 (Estimated)	2025 (Projected)
Households	12,240	12,418	12,451	12,476
Household Change	-	178	33	25
Percent Change	-	1.5%	0.3%	0.2%
Average Household Size	2.52	2.49	2.37	2.36

Source: Bowen National Research, ESRI, Census

Within the Ninety-Six Site PMA, households increased by 178 (1.5%) between 2010 and 2020. Between 2020 and 2023, households increased by 33 or 0.3%. By 2025, there will be 12,476 households, an increase of 25 households, or 0.2% over 2023 levels. This is an increase of approximately 12 households annually over the next two years.

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

Households by Age	2010 (Census)		2023 (Estimated)		2025 (Projected)		Change 2023-2025	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	728	5.9%	562	4.5%	572	4.6%	10	1.9%
25 to 34	1,940	15.8%	1,923	15.4%	1,814	14.5%	-109	-5.7%
35 to 44	1,975	16.1%	1,986	16.0%	2,022	16.2%	36	1.8%
45 to 54	2,358	19.3%	1,931	15.5%	1,937	15.5%	6	0.3%
55 to 64	2,138	17.5%	2,236	18.0%	2,195	17.6%	-41	-1.8%
65 to 74	1,539	12.6%	2,111	17.0%	2,141	17.2%	30	1.4%
75 & Older	1,561	12.8%	1,701	13.7%	1,793	14.4%	92	5.4%
Total	12,240	100.0%	12,451	100.0%	12,476	100.0%	25	0.2%

Source: Bowen National Research, ESRI, Census

Between 2023 and 2025, the greatest growth among household age groups is projected to be among those ages 75 and older. Additionally, households ages 65 and older are projected to increase by 122, or 3.2%. This illustrates that there will likely be an increasing need for senior-oriented within the Ninety-Six Site PMA.

b. Households by Tenure

Households by tenure in 2010 (census), 2023 (estimated), and 2025 (projected) are distributed as follows:

Tenure	2010 (Census)		2023 (Estimated)		2025 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	6,862	56.1%	7,017	56.4%	7,114	57.0%
Renter-Occupied	5,378	43.9%	5,434	43.6%	5,362	43.0%
Total	12,240	100%	12,451	100.0%	12,476	100.0%

Source: Bowen National Research, ESRI, Census

In 2023, homeowners occupied 56.4% of all occupied housing units, while the remaining 43.6% were occupied by renters.

Households by tenure for those age 62 and older in 2023 (estimated) and 2025 (projected) are distributed as follows:

Tenure 62+	2023 (Estimated)		2025 (Projected)	
	Number	Percent	Number	Percent
Owner-Occupied	3,159	71.9%	3,239	71.9%
Renter-Occupied	1,232	28.1%	1,263	28.1%
Total	4,390	100.0%	4,502	100.0%

Source: Bowen National Research, ESRI, Census

As the preceding table illustrates, senior renter households ages 62 and older within the market are projected to increase by 31, or 2.5%, between 2023 and 2025. This illustrates the increasing need for age-restricted rental housing within the Ninety-Six Site PMA.

c. Households by Income

The distribution of households for age 62 and older by income within the Ninety-Six Site PMA is summarized as follows:

Household Income 62+	2023 (Estimated)		2025 (Projected)	
	Number	Percent	Number	Percent
Less Than \$15,000	794	18.1%	768	17.1%
\$15,000 - \$24,999	492	11.2%	492	10.9%
\$25,000 - \$34,999	418	9.5%	411	9.1%
\$35,000 - \$49,999	653	14.9%	660	14.7%
\$50,000 - \$74,999	731	16.7%	755	16.8%
\$75,000 - \$99,999	462	10.5%	491	10.9%
\$100,000 - \$149,999	616	14.0%	683	15.2%
\$150,000 & Higher	224	5.1%	241	5.4%
Total	4,390	100.0%	4,502	100.0%
Median Income	\$46,278		\$48,170	

Source: Bowen National Research, ESRI

In 2023, the median household income among those age 62 and older is estimated to be \$46,278. By 2025, it is projected that the median household income will be \$48,170, an increase of 4.1% over 2023.

d. Average Household Size

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

e. Households by Income by Tenure

The following tables illustrate renter household income by household size for age 62 and older for 2020, 2023 and 2025 for the Ninety-Six Site PMA:

Renter Households (62+)	2020 (ACS)			
	1-Person	2-Person	3+Person	Total
Less Than \$15,000	306	88	38	432
\$15,000 - \$24,999	125	55	22	202
\$25,000 - \$34,999	66	41	40	147
\$35,000 - \$49,999	74	51	75	200
\$50,000 - \$74,999	18	71	31	120
\$75,000 - \$99,999	23	24	10	56
\$100,000 - \$149,999	8	1	9	18
\$150,000 & Higher	7	2	1	10
Total	627	332	226	1,185

Source: 2020 Census, ESRI, Bowen National Research

Renter Households (62+)	2023 (Estimated)			
	1-Person	2-Person	3+Person	Total
Less Than \$15,000	307	81	33	421
\$15,000 - \$24,999	135	54	21	210
\$25,000 - \$34,999	72	40	38	150
\$35,000 - \$49,999	86	53	74	213
\$50,000 - \$74,999	23	79	33	135
\$75,000 - \$99,999	30	27	10	67
\$100,000 - \$149,999	12	1	11	23
\$150,000 & Higher	9	2	1	12
Total	675	336	221	1,232

Source: 2020 Census, ESRI, Bowen National Research

Renter Households (62+)	2025 (Projected)			
	1-Person	2-Person	3+Person	Total
Less Than \$15,000	308	76	31	415
\$15,000 - \$24,999	142	53	20	215
\$25,000 - \$34,999	76	40	37	152
\$35,000 - \$49,999	95	54	73	222
\$50,000 - \$74,999	26	84	34	144
\$75,000 - \$99,999	35	29	11	74
\$100,000 - \$149,999	15	1	12	27
\$150,000 & Higher	10	2	1	13
Total	707	338	218	1,263

Source: 2020 Census, ESRI, Bowen National Research

The following tables illustrate owner household income by household size for age 62 and older for 2020, 2023 and 2025 for the Ninety-Six Site PMA:

Owner Households (62+)	2020 (ACS)			
	1-Person	2-Person	3+Person	Total
Less Than \$15,000	408	100	50	558
\$15,000 - \$24,999	212	133	54	400
\$25,000 - \$34,999	169	156	64	389
\$35,000 - \$49,999	212	284	118	614
\$50,000 - \$74,999	170	383	240	793
\$75,000 - \$99,999	31	230	241	501
\$100,000 - \$149,999	4	389	296	689
\$150,000 & Higher	8	135	117	260
Total	1,214	1,810	1,180	4,204

Source: 2020 Census, ESRI, Bowen National Research

Owner Households (62+)	2023 (Estimated)			
	1-Person	2-Person	3+Person	Total
Less Than \$15,000	281	63	29	373
\$15,000 - \$24,999	160	89	34	282
\$25,000 - \$34,999	125	103	40	268
\$35,000 - \$49,999	167	196	77	440
\$50,000 - \$74,999	149	283	164	596
\$75,000 - \$99,999	31	186	178	395
\$100,000 - \$149,999	5	354	234	593
\$150,000 & Higher	8	115	89	212
Total	926	1,388	845	3,159

Source: 2020 Census, ESRI, Bowen National Research

Owner Households (62+)	2025 (Projected)			
	1-Person	2-Person	3+Person	Total
Less Than \$15,000	271	56	25	353
\$15,000 - \$24,999	164	84	30	277
\$25,000 - \$34,999	127	96	36	259
\$35,000 - \$49,999	177	190	71	438
\$50,000 - \$74,999	166	288	157	611
\$75,000 - \$99,999	37	200	181	417
\$100,000 - \$149,999	6	402	248	656
\$150,000 & Higher	10	126	91	228
Total	959	1,441	839	3,239

Source: 2020 Census, ESRI, Bowen National Research

Data from the preceding tables is used in our demand estimates.

Demographic Summary

The market's population and household bases have been relatively stable overall since 2010, which is projected to continue through 2025. However, senior renter households age 62 and older are projected to increase by 31, or 2.5%, between 2023 and 2025, illustrating that there will likely be an increasing need for age-restricted rental housing within the Ninety-Six Site

PMA. As discussed later in Section H of this report, nearly all affordable rental communities surveyed in the market are 100.0% occupied. This indicates that pent-up demand exists for such housing and illustrates the continuing need for additional affordable housing options within the Site PMA, particularly when factoring in rent overburdened households or those living in substandard housing.

G. Project-Specific Demand Analysis

1. INCOME RESTRICTIONS

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

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

The subject site is within Greenwood County, South Carolina, which has a four-person median household income of \$78,800 for 2023. The subject property will be restricted to senior (age 62+) households with incomes of up to 50% of AMHI. The following table summarizes the maximum allowable income by household size at the targeted income level:

Household Size	Maximum Allowable Income
	50%
One-Person	\$21,800
Two-Person	\$24,900

The subject site will be entirely comprised of one-bedroom units, which are expected to house up to two-person senior households. As such, the maximum allowable income at the subject site is **\$24,900**.

2. AFFORDABILITY

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

The proposed LIHTC units will have a gross programmatic rent of \$583 (2023 maximum allowable gross one-bedroom rent at 50% of AMHI). Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$6,996. Applying a 40% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement for the Tax Credit units of **\$17,490**.

Considering that the subject project will offer a subsidy on all 75 units, it will be able to serve senior households with little or no income. As such, we have also conducted a capture rate analysis that considers the project to operate with a subsidy. In this scenario, the subject project will be able to accommodate households with incomes as low as **\$0**.

Based on the preceding analyses, the income-appropriate ranges required to live at the proposed project, as proposed with the subsidy and in the unlikely event it did not offer a subsidy and operated exclusively under the LIHTC program, are as follows:

Unit Type	Income Range	
	Minimum	Maximum
Tax Credit (Limited to 50% of AMHI)	\$17,490	\$24,900
Tax Credit w/Subsidy	\$0	\$24,900

3. **DEMAND COMPONENTS**

The following are the demand components as outlined by the SC Housing:

- a. **Demand from New Renter Households.** *New rental units required in the market area due to projected renter household growth. Determinations must be made using the current base year of 2023 and projecting forward to the anticipated placed-in-service date (2025). The household projections must be limited to the age and income cohort and the demand for each income group targeted (i.e. 50% of median income) must be shown separately.*

In instances where more than 20% of proposed rental units are comprised of three-bedroom units or larger, analysts must also conduct an additional refined large-household capture rate analysis by considering the number of large households (three-persons and larger).

- b. **Demand from Existing Households:** *The second source of demand should be determined using 2010 census data or the most current American Community Survey (ACS) data and projected from:*

- 1) **Rent overburdened households, if any, within the age group, income cohorts and tenure (renters) targeted for the proposed development.** *Analysts should assume that the rent-overburdened analysis includes households paying greater than 35% or in the case of elderly 40% of their gross income toward gross rent rather than some greater percentage.*

Based on Table B25074 of the American Community Survey (ACS) 2017-2021 5-year estimates, approximately 69.9% of renter households earning less than \$20,000 annually within Greenwood County were rent overburdened. Further, approximately 67.0% of renter households earning between \$10,000 and \$20,000 within the county were rent overburdened. These shares of cost burdened renter households have been considered in our demand analysis.

- 2) **Households living in substandard housing (units that lack complete plumbing or those that are overcrowded).** *Households in substandard housing should be adjusted for age, income bands and tenure that apply. The analyst should be conservative and use their own knowledge of the market area and project to determine if households from substandard housing would be a realistic source of demand.*

Based on the 2021 ACS 5-Year Estimates Table B25016, 3.5% of renter households within the market were living in substandard housing (lacking complete indoor plumbing and overcrowded households/1+ persons per room).

- 3) **Elderly Homeowners likely to convert to rentership:** *A narrative of the steps taken to arrive at this demand figure should be included. The elderly homeowner conversion demand component shall not account for more than 20% of the total demand.*

The subject project is located in a rural area of South Carolina. As a result, we anticipate that 5.0% of senior homeowners will consider the subject project as a housing alternative. Therefore, we used a 5.0% homeowner conversion rate in our capture rate estimates.

- 4) **Other:** *The analyst may also use other indicators to estimate demand (such as household turnover rates) if fully justified (e.g., an analysis of an under-built or over-built market in the base year). Any such additional indicators should be calculated separately and be easily added or subtracted from the demand analysis described above.*

4. METHODOLOGY

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

- a. **Demand:** The two overall demand components (3a and 3b) added together represent total demand for the project.
- b. **Supply:** Comparable/competitive units funded, under construction, or placed in service since 2022 must be subtracted to calculate net demand. Vacancies in comparable/competitive projects placed in service prior to 2022 which have not reach stabilized occupancy must also be considered as part of the supply.
- c. **Capture Rates:** Capture rates must be calculated for each targeted income group and each bedroom size proposed as well as for the project overall.
- d. **Absorption Rates:** The absorption rate determination should consider such factors as the overall estimate of new renter household growth, the available supply of comparable/competitive units, observed trends in absorption of comparable/competitive units, and the availability of subsidies and rent specials.

5. DEMAND/CAPTURE RATE CALCULATIONS

Within the Site PMA, there are no comparable affordable housing projects that were funded and/or built during the projection period (2022 to current). In addition, nearly all existing affordable rental units surveyed within the market are occupied. Therefore, we did not utilize any existing units in the demand analysis illustrated in the table below.

Note that under the Section 202 program, the subject project will be restricted to seniors age 62 and older. In the unlikely event the subsidy was not offered and the project was to operate exclusively under the LIHTC guidelines, it would then be open to seniors age 55 and older. The following demand estimates consider these aforementioned age restrictions for each of these scenarios.

Demand Component	Percent of Median Household Income	
	As Proposed w/Subsidy Age 62+ (\$0-\$24,900)	Tax Credit Only Age 55+ (\$17,490-\$24,900)
Demand from New Renter Households (Age- & Income-Appropriate)	628 - 629 = -1	206 - 204 = 2
+		
Demand from Existing Households (Rent Overburdened)	629 x 69.9% = 440	204 x 67.0% = 137
+		
Demand from Existing Households (Renters in Substandard Housing)	629 x 3.5% = 22	204 x 3.5% = 7
+		
Demand from Existing Households (Senior Homeowner Conversion)	652 x 5.0% = 33	295 x 5.0% = 15
=		
Total Demand	494	161
-		
Supply (Directly Comparable Units Built and/or Funded Since 2022)	0	0
=		
Net Demand		
Subject Units	75	75
Subject Units / Net Demand	75 / 494	75 / 161
Capture Rate	= 15.2%	= 46.6%

Typically, under this methodology, capture rates below 30.0% are acceptable, while capture rates under 20.0% are ideal. As such, the subject’s overall capture rate of 15.2% as proposed with a subsidy on all units is considered achievable and demonstrates a good base of age- and income-appropriate support in the market for the subject project under this scenario. However, the subject’s *Tax Credit Only* capture rate of 46.6% is considered high, illustrating that a limited base of demographic support will exist for the project if it did not offer a subsidy. Therefore, in the unlikely event the project did not offer a subsidy, the developer would likely need to reduce the project’s total unit mix more accurately accommodate the base of income-qualified support that exists within the market.

Regardless, the subject property will operate with a subsidy as proposed and, therefore, is considered feasible.

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

Estimated Senior Demand by Bedroom	
Bedroom Type	Percent
One-Bedroom	70.0%
Two-Bedroom	30.0%
Total	100.0%

Applying the preceding shares to the income-qualified senior households yields demand and capture rates of the proposed units by bedroom type as illustrated in the following table:

As Proposed with Subsidy

Units Targeting 50% Of AMHI w/ Subsidy (494 Units of Demand)					
Bedroom Size (Share of Demand)	Total Demand	Supply*	Net Demand by Bedroom Type	Subject Units	Capture Rate by Bedroom Type
One-Bedroom (70%)	345	0	345	75	21.7%
Two-Bedroom (30%)	148	0	148	-	-

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

LIHTC-Only

Units Targeting 50% Of AMHI Tax Credit Only (161 Units of Demand)					
Bedroom Size (Share of Demand)	Total Demand	Supply*	Net Demand by Bedroom Type	Subject Units	Capture Rate by Bedroom Type
One-Bedroom (70%)	113	0	113	75	66.4%
Two-Bedroom (30%)	48	0	48	-	-

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

As proposed with the subsidy on all units, the subject’s capture rate by bedroom type is 21.7%, which is considered achievable. This is especially true, considering that there are no age-restricted LIHTC projects within the market and the fact that all age-restricted government-subsidized rental communities surveyed are fully occupied and maintain a waiting list.

In the unlikely event the subject project did not offer a subsidy, its capture rate by bedroom type is considered high at 66.4%. This further illustrates that a limited base of demographic support will exist for the site if it does not offer a subsidy. Therefore, the subject developer will likely need to reduce the project’s total unit mix to absorb within a reasonable timeframe in this scenario.

6. ABSORPTION PROJECTIONS

For the purpose of this analysis, we assume the absorption period at the proposed subject site begins as soon as the first units are available for occupancy in December 2025. Further, these absorption projections assume the project will be developed as outlined in this report. Changes to the project's amenities, floor plans or other features may invalidate our findings. Finally, we assume the developer and/or management will aggressively market the project a few months in advance of its opening and will continue to monitor market conditions during the project's initial lease-up period.

It is our opinion that the proposed 75 units at the subject site will experience an average absorption rate of approximately 10 units per month and reach a stabilized occupancy of at least 93.0% in approximately seven months. This assumes the subject project operates as proposed with the subsidy available to all units.

However, if the subsidy was not offered, it is anticipated that the 75-unit subject development will experience challenges in reaching and/or maintaining a stabilized occupancy level, based on the base of income-qualified renter support in the market. In this scenario, the subject project would be able to offer no more than 48 total units, assuming maximum allowable rent levels. This would result in an overall capture rate of 29.8%, which is considered acceptable based on the methodology of this report.

Regardless, the subject project will operate with a subsidy available to all units and will have a good base of income-qualified support, based on our demand estimates in this report. In this scenario, the 75 units proposed for the site are considered supportable in this market.

H. Rental Housing Analysis (Supply)

1. COMPETITIVE DEVELOPMENTS

While the subject development will operate with a Section 202 subsidy on all units, we have selected non-subsidized Low-Income Housing Tax Credit (LIHTC) developments for this comparable analysis. This was done to evaluate the competitiveness of the subject development in the unlikely event it did not offer a subsidy and had to exclusively operate under the LIHTC program.

Note that there are no age-restricted LIHTC developments within the Ninety-Six Site PMA. Additionally, we did not identify any non-subsidized LIHTC community within the market that offers one-bedroom units. Therefore, we identified and surveyed two age-restricted LIHTC properties and one family (general occupancy) LIHTC project outside of the Site PMA, but within the region in Anderson, Honea Path and Saluda. While several of these communities are located a significant distance from the Site PMA, they are generally considered socioeconomically similar to Ninety-Six in terms of median gross rent, median household income and median home value. Note, however, that these developments outside of the market will not compete with the subject site, as they derive support from a different geographical region. These properties were selected for comparability purposes only and are summarized in the following table, along with the proposed development:

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Edgewood School Apartments	2025	75	-	-	-	Seniors 62+; 50% AMHI & Section 202
902	Kingston Pointe II	2009	44	100.0%	51.1 Miles	38 HH	Seniors 55+; 50% & 60% AMHI
903	Laurel Street Village I & II	2016	76	100.0%	32.8 Miles	10 HH	Families; 50% & 60% AMHI
905	Saluda Commons	2014	40	100.0%	19.7 Miles	30 HH	Seniors 55+; 50% & 60% AMHI

OCC. – Occupancy

HH – Households

900 series Map IDs are located outside Site PMA

The three LIHTC projects have a combined occupancy rate of 100.0%, all of which maintain a waiting list, illustrating that pent-up demand exists for additional affordable rental housing within the region. Notably, given that there are no age-restricted LIHTC projects within the market, the subject project will provide an affordable rental housing alternative to low-income seniors who are severely underserved within the Site PMA. This will bode very well in the demand for the subject units.

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

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)				Rent Special
		One-Br.	Two-Br.	Three-Br.	Four-Br.	
Site	Edgewood School Apartments	\$583*/50% (75)	-	-	-	-
902	Kingston Pointe II	\$693/50% (3/0) \$693/60% (6/0)	\$843/50% (9/0) \$843/60% (26/0)	-	-	None
903	Laurel Street Village I & II	\$686/50% (4/0) \$746/60% (4/0)	\$722/50% (10/0) \$787/50% (5/0) \$727/60% (11/0) \$837/60% (4/0)	\$836/50% (10/0) \$946/50% (5/0) \$881/60% (11/0) \$981/60% (4/0)	\$1,051/50% (4/0) \$1,111/60% (4/0)	None
905	Saluda Commons	\$754/50% (4/0) \$890/60% (12/0)	\$899/50% (6/0) \$1,111/60% (18/0)	-	-	None

900 series Map IDs are located outside Site PMA

*2023 maximum allowable LIHTC gross rent; proposed contract rent is above maximum allowable limits

The programmatic one-bedroom gross rent set aside at 50% of AMHI of \$583 will be the lowest LIHTC one-bedroom rent relative to those offered at the comparable LIHTC projects surveyed within the region. While the selected properties are offering rents positioned above the programmatic subject rent, this is likely due to these projects being located within communities with higher rent and income limits under the LIHTC program than Greenwood County. As such, and given the pent-up demand for affordable age-restricted rental housing that exists within the market, the programmatic subject rent is considered achievable if the project did not operate with a subsidy.

However, as illustrated in Section G, the subject project has a high capture rate of 46.6% in this unlikely non-subsidized scenario, assuming the programmatic rent. While reducing the project’s rent below its programmatic level would lower its capture rate, the primary contributing factor of the project’s higher capture rate in this scenario is the large size (75 units) of the project relative to the limited demographic base within the Site PMA for the subject property under this scenario. As such, it is our opinion that the subject developer will likely need to reduce the project’s total unit mix to absorb within a reasonable timeframe in this scenario.

Regardless, all units at the site will operate with a subsidy, requiring residents to pay up to 30% of their gross adjusted income towards housing costs. Therefore, the subject project will represent an even greater value to low-income seniors within the Site PMA.

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

Map I.D.	Project Name	Total Units	Number of Vouchers	Share of Vouchers
902	Kingston Pointe II	44	N/A	-
903	Laurel Street Village I & II	76	7	9.2%
905	Saluda Commons	40	29	72.5%
Total		116	36	31.0%

900 series Map IDs are located outside Site PMA

N/A – Not Available (units not included in total)

As the preceding table illustrates, there are a total of approximately 36 voucher holders residing at the two comparable LIHTC properties within the region that provided such information. This comprises 31.0% of the 116 total non-subsidized LIHTC units offered at these properties. As such, it can be concluded that these projects are relying on some voucher support, but that a majority of the units are occupied by households paying the quoted rents.

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

902 Kingston Pointe II 51.1 miles to site



Address: 101 Fyffe Dr., Anderson, SC 29625
 Phone: (864) 224-6501 Contact: Crystal
 Property Type: Tax Credit
 Target Population: Senior 55+
 Total Units: 44 Year Built: 2009
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 1
 Waitlist: 38 HH
 Rent Special: None

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

Notes: Tax Credit

Features And Utilities

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

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

Unit Amenities: Dishwasher; Range; Refrigerator; Central AC; E-Call System; W/D Hookup; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate)

Property Amenities: Business Center (Computer/Business Center); Multipurpose Room, Clubhouse/Community Room; Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Grilling Area, Library, Media Room / Theater); Social Services (Parties / Picnics); Extra Storage

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	3	0	780	\$0.77	\$601	50%
1	1	G	6	0	780	\$0.77	\$601	60%
2	2	G	9	0	980	\$0.74	\$722	50%
2	2	G	26	0	980	\$0.74	\$722	60%

*Adaptive Reuse

*DTS is based on drive time

903 Laurel Street Village I & II 32.8 miles to site



Address: 90 Peachtree St, Honea Path, SC 29654
 Phone: (864) 368-9121 Contact: Brittany
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 76 Year Built: 2016
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 1,2
 Waitlist: 10 HH
 Rent Special: None

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

Notes: Tax Credit; HOME Funds (20 units)



Features And Utilities

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

Utility Type & Responsibility: Landlord pays Trash

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

Property Amenities: Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Grilling Area, Playground); Extra Storage

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	4	0	800	\$0.66	\$530	50%
1	1	G	4	0	800	\$0.74	\$590	60%
2	1	G	5	0	900	\$0.64	\$575	50%
2	1	G	4	0	900	\$0.69	\$625	60%
2	1	T	10	0	900	\$0.57	\$510	50%
2	1	T	11	0	900	\$0.57	\$515	60%
3	2	G	5	0	1,000	\$0.67	\$670	50%
3	2	G	4	0	1,000	\$0.71	\$705	60%
3	2	T	10	0	1,000	\$0.56	\$560	50%
3	2	T	11	0	1,000	\$0.61	\$605	60%
4	2	G	4	0	1,150	\$0.62	\$715	50%

*Adaptive Reuse

*DTS is based on drive time

Continued on Next Page

903 Unit Configuration- cont.								
Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
4	2	G	4	0	1,150	\$0.67	\$775	60%

905 Saluda Commons 19.7 miles to site



Address: 100 Birath St., Saluda, SC 29138
 Phone: (864) 445-0194 Contact: Diane
 Property Type: Tax Credit
 Target Population: Senior 55+
 Total Units: 40 Year Built: 2014
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 1
 Waitlist: 30 HH
 Rent Special: None

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

Notes: Tax Credit



Features And Utilities

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

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Ceiling Fan; W/D Hookup; Walk-In Closet; Window Treatments;
 Flooring (Carpet, Composite/Vinyl/Laminate)

Property Amenities: Business Center (Computer/Business Center); Multipurpose Room, Clubhouse/Community Room; Pavilion/Gazebo; Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Grilling Area); CCTV; Extra Storage

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	4	0	854	\$0.78	\$662	50%
1	1	G	12	0	854	\$0.93	\$798	60%
2	2	G	6	0	1,101	\$0.71	\$778	50%
2	2	G	18	0	1,101	\$0.90	\$990	60%

*Adaptive Reuse

*DTS is based on drive time

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

Map I.D.	Project Name	Square Footage			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Edgewood School Apartments	750	-	-	-
902	Kingston Pointe II	780	980	-	-
903	Laurel Street Village I & II	800	900	1,000	1,150
905	Saluda Commons	854	1,101	-	-

900 series Map IDs are located outside Site PMA

Map I.D.	Project Name	Number of Baths			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Edgewood School Apartments	1.0	-	-	-
902	Kingston Pointe II	1.0	2.0	-	-
903	Laurel Street Village I & II	1.0	1.0	2.0	2.0
905	Saluda Commons	1.0	2.0	-	-

900 series Map IDs are located outside Site PMA

The subject's one-bedroom unit size (square feet) is generous, yet slightly smaller than those offered at the comparable LIHTC projects surveyed within the region. Nonetheless, the subject's unit size is considered appropriate, especially considering that there are no non-subsidized LIHTC one-bedroom units within the market.

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

Tax Credit Unit Amenities by Map ID					
	Site* ♦	902 ♦	903	905 ♦	
Appliances	Dishwasher	X	X	X	X
	Disposal			X	X
	Microwave	X		X	X
	Range	X	X	X	X
	Refrigerator	X	X	X	X
	W/D Hookup		X	X	X
	W/D				
	No Appliances				
Unit Amenities	AC-Central	X	X	X	X
	AC-Other				
	Balcony/ Patio/ Sunroom		X		X
	Basement				
	Ceiling Fan	X		X	X
	Controlled Access	X			
	E-Call System		X		
	Furnished				
	Walk-In Closet	X			X
	Window Treatments	X	X	X	X
Flooring	Carpet		X	X	X
	Ceramic Tile				
	Hardwood				
	Finished Concrete				
	Composite/Vinyl/Laminate	X	X	X	X
Upgraded	Premium Appliances				
	Premium Countertops				
	Premium Cabinetry				
	Premium Fixtures				
	High/Vaulted Ceilings				
	Oversized Windows				
Parking	Attached Garage				
	Detached Garage				
	Street Parking				
	Surface Lot	X	X	X	X
	Carport				
	Property Parking Garage				
	No Provided Parking				

♦ - Senior Property

* Proposed Site(s): Edgewood School Apts.

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

** Details in Comparable Property Profile Report

Continued on Next Page

Tax Credit Property Amenities by Map ID

	Site*◆	902◆	903	905◆
Bike Racks / Storage				
Computer/Business Center	X	X		X
Car Care **				
Community Garden	X			
Community Multipurpose Room	X	X		X
Chapel				
Community Kitchen	X			
Dining Room - Private				
Dining Room - Public				
Rooftop Terrace				
Concierge Service **				
Convenience Amenities **				
Covered Outdoor Area **				X
Elevator	X			
Laundry Room	X	X	X	X
On-Site Management	X	X	X	X
Pet Care **				
Basketball				
Bocce Ball				
Firepit				
Fitness Center	X	X	X	X
Grilling Area	X	X	X	X
Game Room - Billiards	X			
Walking Path				
Hot Tub				
Library		X		
Media Room / Theater		X		
Playground			X	
Putting Green				
Racquetball				
Shuffleboard				
Swimming Pool - Indoor				
Swimming Pool - Outdoor				
Tennis				
Volleyball				
Security CCTV				X
Courtesy Officer				
Security Gate				
Social Services **	X	X		
Storage - Extra		X	X	X
Common Space WiFi				

◆ - Senior Property

* Proposed Site(s): Edgewood School Apts.

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

** Details in Comparable Property Profile Report

As the preceding tables illustrate, the subject's amenities package is very similar to those offered at the comparable LIHTC projects surveyed within the region. The subject project does not appear to lack any amenity that will hinder its ability to successfully operate as a LIHTC community.

Comparable Tax Credit Summary

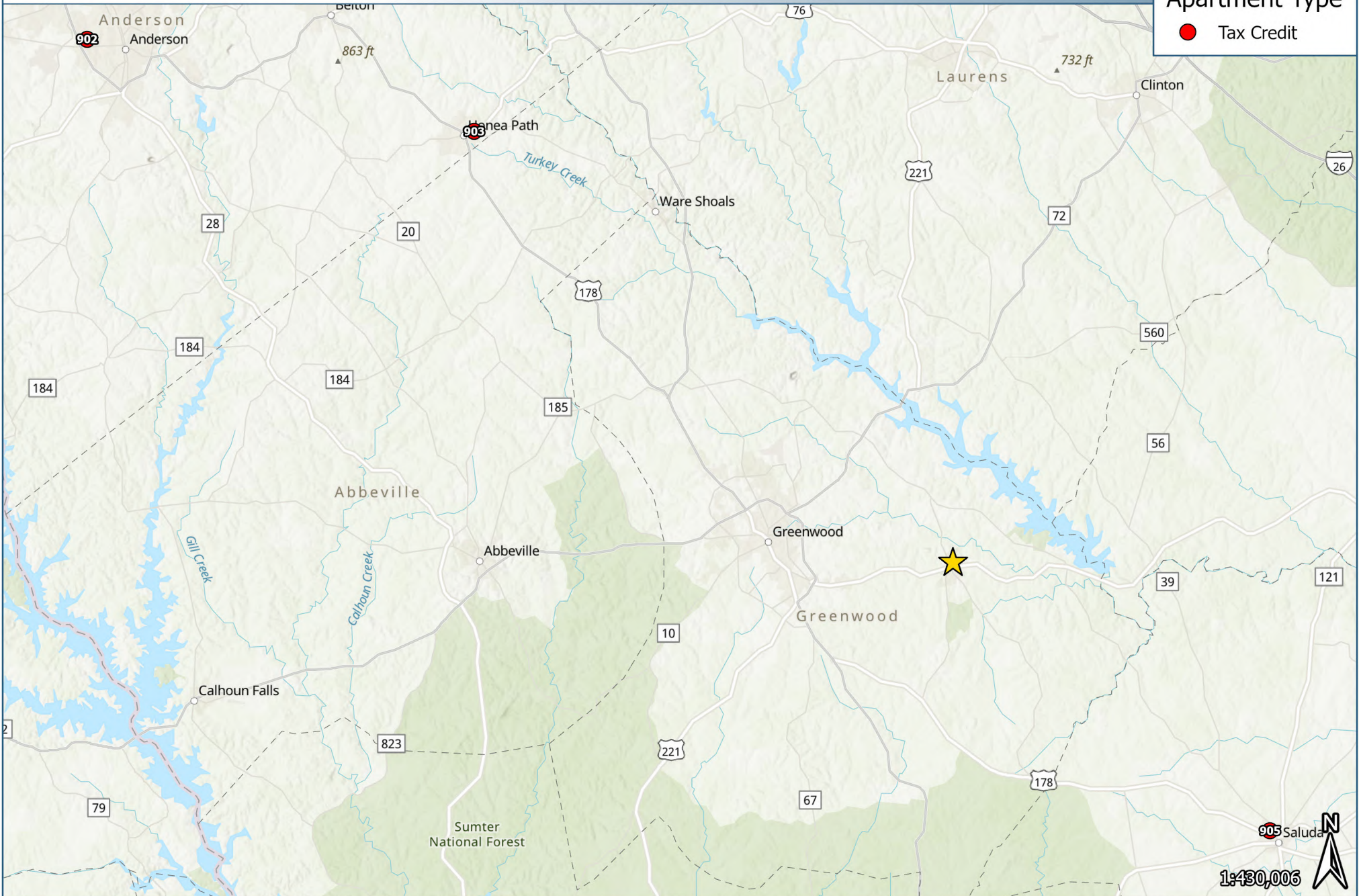
Based on our analysis of the rents, unit sizes (square footage), amenities, location, quality and occupancy rates of the existing low-income properties within the region, it is our opinion that the subject development will be very marketable. The subject project will offer the lowest one-bedroom rent relative to those offered at the comparable LIHTC projects surveyed within the region. Despite the fact that these properties operate under higher maximum rent and income limitations than the subject project, this illustrates that LIHTC product is in high demand throughout the region despite its higher price point. Given that there are no age-restricted LIHTC projects within the market, the programmatic subject rent is considered appropriate and marketable to this underserved age and income cohort if the project does not offer a subsidy.

However, as illustrated in Section G, the subject project has a high capture rate of 46.6% in this unlikely non-subsidized scenario. While reducing the project's rent below its programmatic level would lower its capture rate, the primary contributing factor of the project's higher non-subsidized capture rate is the limited demographic base within the Site PMA for the 75 proposed subject units. As such, it is our opinion that the subject developer will likely need to reduce the project's total unit mix to absorb within a reasonable timeframe if a subsidy was not offered.

Regardless, as the subject project will offer a subsidy on all units, it will represent a significant value to low-income seniors who are severely underserved within the Ninety-Six Site PMA. These factors have been considered in our absorption estimates.

2. COMPARABLE TAX CREDIT PROPERTIES MAP

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



3. RENTAL HOUSING OVERVIEW

The distributions of the area housing stock within the Ninety-Six Site PMA in 2010 and 2023, are summarized in the following table:

Housing Status	2010 (Census)		2023 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	12,240	86.7%	12,451	88.0%
Owner-Occupied	6,862	56.1%	7,017	56.4%
Renter-Occupied	5,378	43.9%	5,434	43.6%
Vacant	1,877	13.3%	1,693	12.0%
Total	14,117	100.0%	14,144	100.0%

Source: 2010 Census, ESRI, Bowen National Research

Based on a 2023 update of the 2010 Census, of the 14,144 total housing units in the market, 12.0% are estimated to be vacant. This is a decline from the 13.3% vacancy rate reported in 2010, which is likely an indication of a strengthening housing market.

Conventional Apartments

We identified and personally surveyed nine conventional housing projects containing a total of 610 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 98.9%, a very strong rate for rental housing. The following table summarizes the project types surveyed in the Site PMA:

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-rate	3	210	2	99.0%
Tax Credit	2	121	5	95.9%
Tax Credit/Government-Subsidized	2	156	0	100.0%
Government-Subsidized	2	123	0	100.0%
Total	9	610	7	98.9%

The Ninety-Six rental housing market is performing very well, as all rental housing segments surveyed are maintaining occupancy levels at or above 95.9%.

Non-Subsidized

The following table summarizes the breakdown of market-rate and non-subsidized Tax Credit units surveyed within the Site PMA:

Market-rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
Studio	1.0	10	4.8%	0	0.0%	\$605
One-Bedroom	1.0	80	38.1%	2	2.5%	\$807
Two-Bedroom	1.0	104	49.5%	0	0.0%	\$960
Three-Bedroom	2.0	16	7.6%	0	0.0%	\$1,498
Total Market-rate		210	100.0%	2	1.0%	-
Tax Credit, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
Two-Bedroom	1.0	85	70.2%	5	5.9%	\$1,001
Two-Bedroom	2.0	16	13.2%	0	0.0%	\$786
Three-Bedroom	2.0	20	16.5%	0	0.0%	\$814
Total Tax Credit		121	100.0%	5	4.1%	-

As the preceding table illustrates, the median gross Tax Credit rents are generally well below the corresponding median gross market-rate rents. As such, Tax Credit product likely represents a substantial value to low-income renters within the market. However, it is notable to point out that the median gross Tax Credit rent for the two-bedroom/1.0-bath units is above the corresponding median gross market-rate rent, with this unit type containing the only vacancies among the Tax Credit properties surveyed. While this may suggest that some price-sensitivity exists within the market, these unit types are still 94.1% occupied, a good rate for rental housing.

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

Year Built	Projects	Units	Vacancy Rate
Before 1970	1	85	0.0%
1970 to 1979	1	61	3.3%
1980 to 1989	1	85	5.9%
1990 to 1999	0	0	-
2000 to 2009	1	64	0.0%
2010 to 2017	0	0	-
2018	1	36	0.0%
2019 to 2023*	0	0	-

*As of November

Regardless of year built, all non-subsidized rental properties surveyed are maintaining low vacancy levels no higher than 5.9%. As such, it can be concluded that there is no significant correlation between age and vacancies within the Ninety-Six rental housing market. In fact, no vacancies were identified among the rental properties surveyed built within the past 20 years, illustrating that relatively newer rental product has been very well received within the Site PMA. This will have a positive impact on site marketability.

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

Market-rate			
Quality Rating	Projects	Total Units	Vacancy Rate
B	1	64	0.0%
B-	1	61	3.3%
C-	1	85	0.0%
Non-Subsidized Tax Credit			
Quality Rating	Projects	Total Units	Vacancy Rate
B+	1	36	0.0%
B-	1	85	5.9%

Regardless of quality, all non-subsidized rental properties surveyed are maintaining low vacancy levels no higher than 5.9%. Therefore, it can also be concluded that there is no significant correlation between appearance and vacancies within the Ninety-Six rental housing market. However, it is notable to point out that the one Tax Credit property surveyed with a quality rating of a “B-” contains the highest vacancy rate. Given that this property offers the highest LIHTC rents within the market (as illustrated on the preceding page), is the oldest (built in 1985) and lowest quality LIHTC property surveyed, these attributes are likely contributing to the number of vacant units at this property. Nonetheless, this property is 94.1% occupied, a good rate for rental housing.

Government-Subsidized

We identified and surveyed four government-subsidized projects within the Site PMA. Generally, these properties have few amenities, are older and offer small unit sizes (square feet). The government-subsidized units (both with and without Tax Credits) in the Site PMA are summarized as follows:

Subsidized Tax Credit					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
One-Bedroom	1.0	24	15.4%	0	0.0%
Two-Bedroom	1.0	74	47.4%	0	0.0%
Three-Bedroom	1.5	24	15.4%	0	0.0%
Three-Bedroom	2.0	16	10.3%	0	0.0%
Four-Bedroom	2.0	18	11.5%	0	0.0%
Total Subsidized Tax Credit		156	100.0%	0	0.0%
Government-Subsidized					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
Studio	1.0	30	24.4%	0	0.0%
One-Bedroom	1.0	93	75.6%	0	0.0%
Total Subsidized		123	100.0%	0	0.0%

All subsidized rental units surveyed are occupied (all of which maintain a waiting list), illustrating that pent-up demand exists for very low-income rental housing within the market. The subject project will be able to accommodate a portion of this unmet demand.

A complete list of all properties surveyed is included in Addendum A – *Field Survey of Conventional Rentals*.

Tax Credit Property Disclosure: In addition to the four properties surveyed that offer Tax Credit units, we identified two additional properties within the Site PMA that operate under the LIHTC program that we were unable to survey at the time of this report. The known details of these projects based on previous surveys conducted by Bowen National Research in the Ninety-Six area and from our review of the state Tax Credit allocation list are summarized in the following table:

Name	Location	Year Built/ Renovated	Total Units	Target Population
Gardens at Parkway	1508 Parkway Rd., Greenwood	2003	36	Family; Tax Credit
Swann Meadows	1091 Parkland Place Rd., Greenwood	1981 / 2003	40	Family; Subsidized Tax Credit

4. RENTAL HOUSING INVENTORY MAP

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



PMA

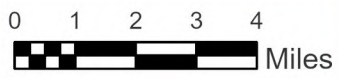
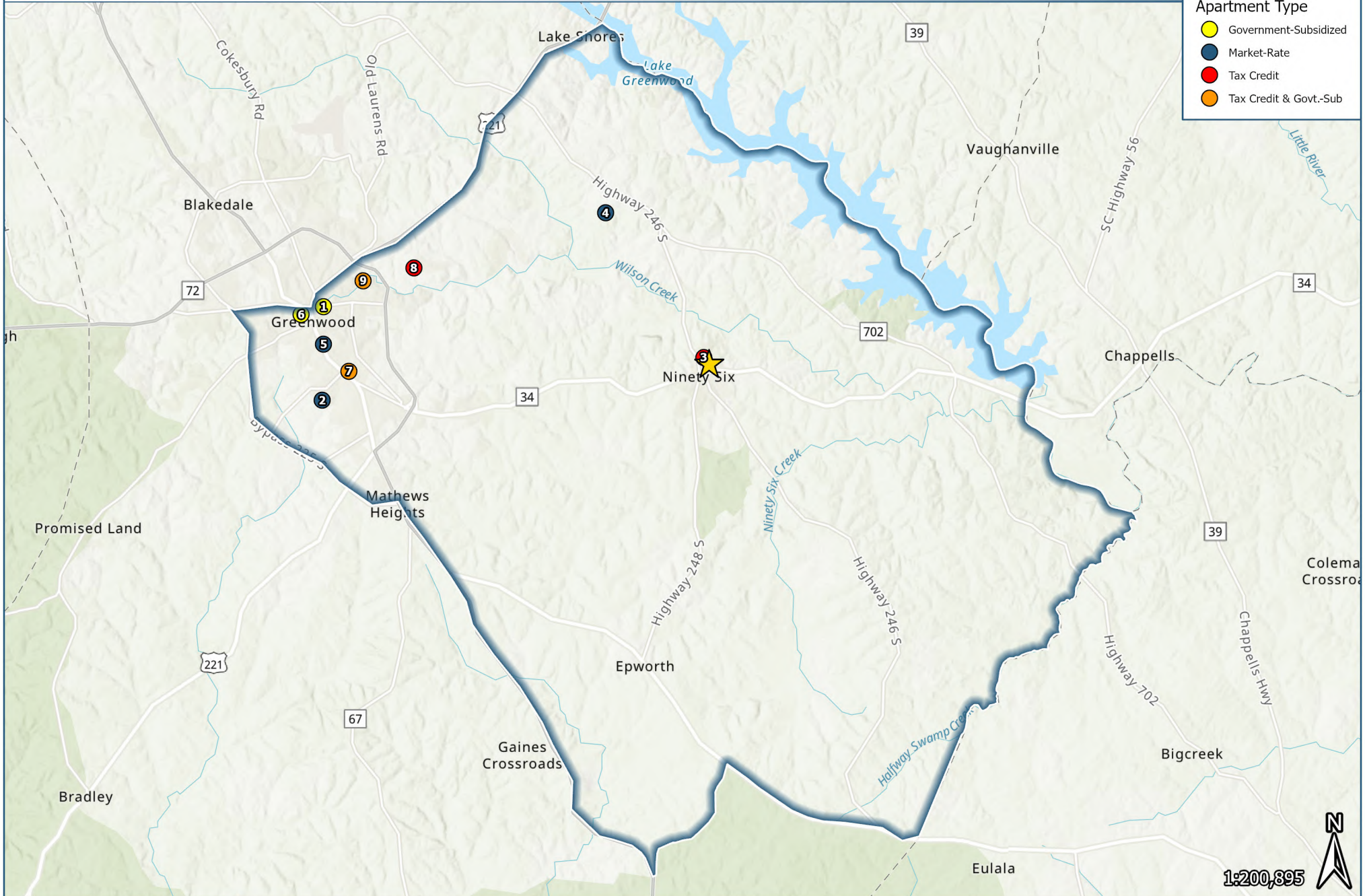
Apartment Type

Government-Subsidized

Market-Rate

Tax Credit

Tax Credit & Govt.-Sub



5. & 6. PLANNED AND PROPOSED DEVELOPMENTS

Based on interviews with local planning/building representatives, extensive online research and the observations of our analyst while in the field, it was determined there is one rental project currently in the development pipeline within the Site PMA. This project, Kitson Mill, is proposed to include 100 market-rate apartments at 700 Kitson Street in Greenwood. Additional information regarding this project was unavailable at the time this report was issued.

Given that the aforementioned rental community within the development pipeline, if come to fruition, is anticipated to target a different demographic, it is not anticipated that this project will have any competitive overlap with the subject development.

7. MARKET ADVANTAGE

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

Based on the current one-bedroom HUD FMR for Greenwood County, the following table illustrates the subject project's market advantages:

Bedroom Type	% AMHI	Programmatic Collected Rent*	Fair Market Rent	Market Advantage
One-Bedroom	50%	\$507*	\$694	26.95%

*Maximum allowable LIHTC gross rent less the value of tenant-paid utilities

As the preceding illustrates, the subject's market advantage is 26.95% when compared to the area's one-bedroom HUD FMR. Regardless, we have provided an *achievable market rent* analysis for the proposed subject units to determine the true value the programmatic LIHTC rent will represent to low-income seniors within the area, which is illustrated later in Addendum C of this report.

8. AFFORDABLE HOUSING IMPACT

As previously noted, there are no age-restricted LIHTC rental communities within the market. As such, the development of the subject project is not expected to have any tangible impact on the affordable general occupancy LIHTC developments within the Ninety-Six Site PMA, especially considering that none offer one-bedroom units, similar to the subject site.

9. OTHER HOUSING OPTIONS (BUY VERSUS RENT)

According to ESRI, the median home value in the Site PMA was \$123,987. At an estimated interest rate of 7.32% and a 30-year term (and 95% LTV), the monthly mortgage for a \$123,987 home is \$1,011, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price – ESRI	\$123,987
Mortgaged Value = 95% Of Median Home Price	\$117,788
Interest Rate – MortgageNewsDaily.Com	7.32%
Term	30
Monthly Principal & Interest	\$809
Estimated Taxes And Insurance*	\$202
Estimated Monthly Mortgage Payment:	\$1,011

*Estimated at 25% of principal and interest.

In comparison, the subject property will be subsidized and residents will pay up to 30% of their adjusted gross income towards housing costs. As such, residents are unlikely to be able to afford the monthly payments required to own a home. In fact, as the subject project will target senior households, we expect some support from elderly homeowners downsizing from their homes and seeking a maintenance free housing alternative. Therefore, we do not anticipate any competitive impact on or from the homebuyer market.

10. HOUSING VOIDS

As indicated throughout this section, there are no age-restricted LIHTC rental communities within the Ninety-Six Site PMA. Additionally, there are no non-subsidized LIHTC projects within the market that offer one-bedroom units. Therefore, the subject project will provide an affordable rental housing alternative to low-income seniors who are severely underserved within the Site PMA. This will bode very well in the demand for the subject units.

I. Interviews

The following are summaries of interviews conducted with various government and private sector individuals regarding the demand for affordable housing in the market:

- James Bateman is the Economic Development Director for Greenwood County. Bateman stated that there is a need for more age-restricted affordable housing in the area. Bateman elaborated that senior households are an underserved age cohort in the local rental housing market, noting that the most viable senior living alternatives in the area consists of for-sale duplexes. Bateman specifically stated that there is a particularly significant need for age-restricted affordable housing in Ninety-Six, as the town's aging population base has access to a very limited supply of affordable housing (regardless of target age cohort).
- Mary Sims is the Community Manger at Cypress Mill, a general-occupancy Tax Credit property located in the immediate site neighborhood to the east. Sims stated there is a need for more affordable housing in the area, noting that rents have increased in the area as additional jobs are added to the local labor force. Sims added that the addition of new manufacturing jobs has increased the movership rate into Greenwood County, increasing the strain on the local housing market.

J. Recommendations

Based on the findings reported in our market study, it is our opinion that a market exists for the 75 units proposed at the subject site, assuming it is developed as detailed in this report with a subsidy available to all units.

The project will be similar to the comparable LIHTC projects in the region in terms of unit amenities and unit sizes, and the programmatic rent will be positioned below the rents for similar units at these projects. The subject project will also be the only age-restricted LIHTC project in the market, allowing it to accommodate an age and income cohort that is underserved in the Site PMA.

Assuming the subject project operates with a subsidy available to all 75 units, the subject project has a low and achievable capture rate of 15.2%. However, if the subsidy was not offered, it is anticipated that the 75-unit subject development will experience challenges in reaching and/or maintaining a stabilized occupancy level, based on the base of income-qualified renter support in the market. This is reflected in the project's 46.6% capture rate under this scenario, which assumes maximum allowable rents. While reducing the project's rent below its programmatic level would lower its capture rate, the primary contributing factor of the project's higher non-subsidized capture rate is the limited demographic base within the Site PMA for the 75 proposed subject units.

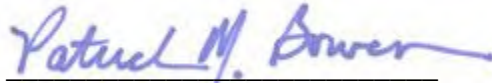
Therefore, if the subject project were to operate without a subsidy, no more than 48 total units would be supportable in the non-subsidized scenario, based on our findings and given the limited demographic base for the subject property in this unlikely scenario. Assuming maximum allowable rent levels, this would result in an overall capture rate of 29.8%, which is considered acceptable based on the methodology of this report.

However, in reality, the subject project will operate with a Section 202 subsidy available to all units. In this scenario, the project is considered marketable as proposed and we have no recommendations. Changes in the project's location, rents, amenities, subsidy availability or opening date may alter these findings.

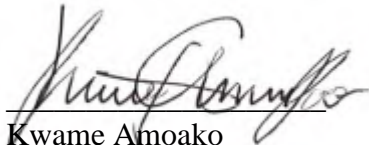
K. Signed Statement Requirement

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

Certified:



Patrick M. Bowen
President/Market Analyst
Bowen National Research
155 E. Columbus St., Suite 220
Pickerington, OH 43147
(614) 833-9300
patrickb@bowennational.com
Date: December 4, 2023



Kwame Amoako
Market Analyst
kwamea@bowennational.com
Date: December 4, 2023



Nathan Stelts (Primary Contact)
Market Analyst
nathans@bowennational.com
Date: December 4, 2023

L. Qualifications

The Company

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

Company Leadership

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

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

Market Analysts

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

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

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

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

Kwame Amoako, Market Analyst, has conducted site-specific analyses in both metro and rural areas throughout the country. He is familiar with multiple types of rental housing programs, the day-to-day interaction with property managers and leasing agents and the collection of pertinent property details. Mr. Amoako holds a Bachelor of Arts in Business Management from Capital University.

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

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

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

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

Research Staff

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

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

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

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

M. Methodologies, Disclaimers & Sources

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

1. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

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

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

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

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

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

2. REPORT LIMITATIONS

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

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

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3. SOURCES

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

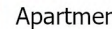
- The 2010 and 2020 Census on Housing
- American Community Survey
- ESRI
- Applied Geographic Solutions
- Area Chamber of Commerce
- U.S. Department of Labor
- U.S. Department of Commerce
- Management for each property included in the survey
- Local planning and building officials
- Local housing authority representatives
- SC Housing

ADDENDUM A:

FIELD SURVEY OF CONVENTIONAL RENTALS



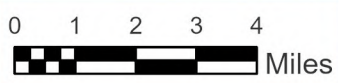
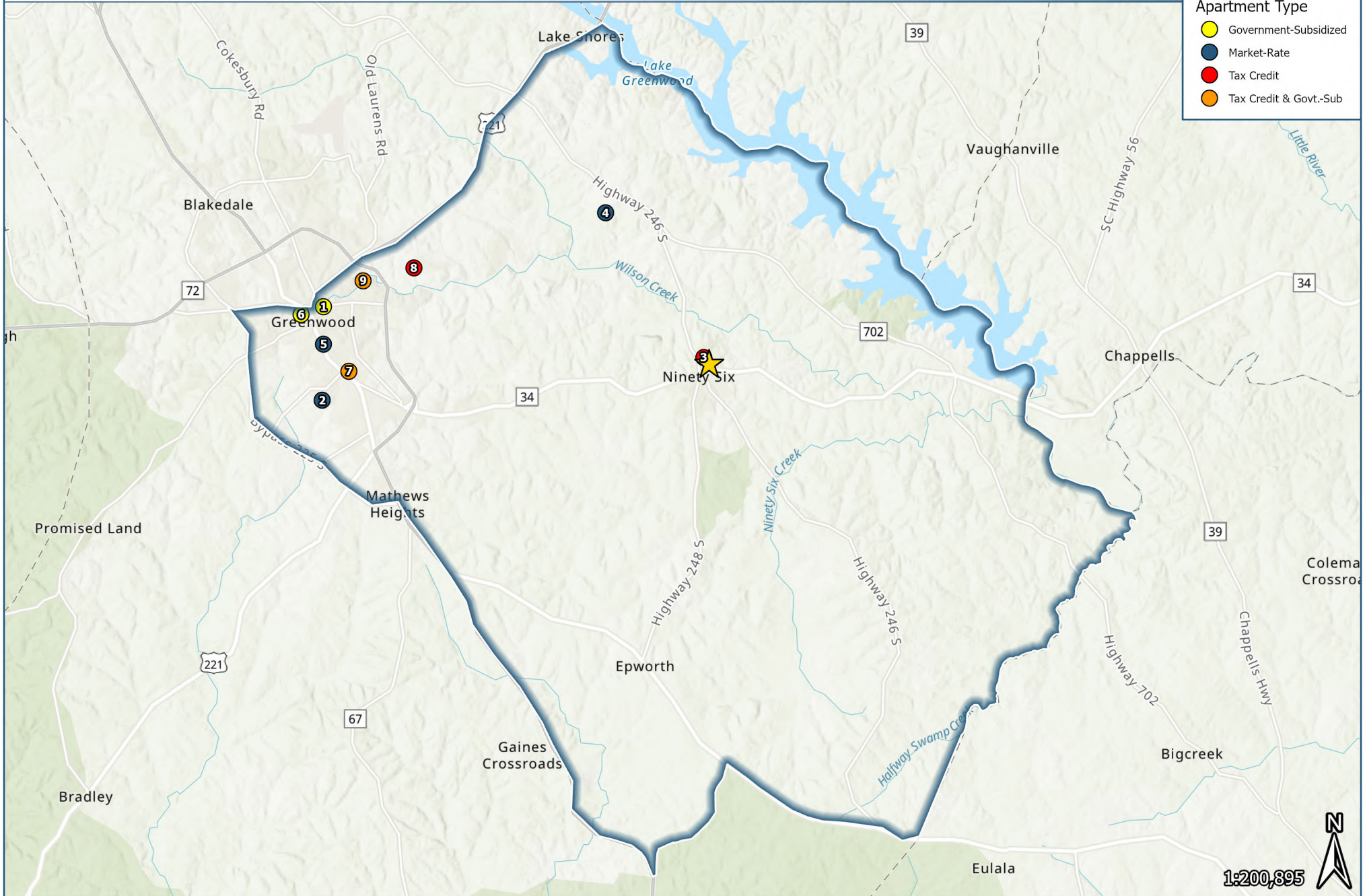
Site



PMA

Apartment Type

- Government-Subsidized
- Market-Rate
- Tax Credit
- Tax Credit & Govt.-Sub

























Esri, HERE, Garmin, SafeGraph, METI/NASA, USGS, EPA, NPS, USDA, Esri, NASA, NGA, USGS
 Additional Source(s): Bowen National Research





















Map ID	Property	Prop Type	Quality Rating	Year Built	Total Units	Vacant	Occ. Rate	Distance To Site*
1	Cambridge Apts.	GSS	B-	1980	62	0	100.0%	8.8
2	Cardinal Glen	MRR	B	2003	64	0	100.0%	8.8
3	Cypress Mill	TAX	B+	2018	36	0	100.0%	0.2
4	Deerfield Apts.	MRR	B-	1979	61	2	96.7%	5.2
5	Greenwood High Apts.	MRR	C-	1926	85	0	100.0%	8.9
6	Hampton House Apts.	GSS	B	1981	61	0	100.0%	9.9
7	Phoenix Place Apartment Homes	TGS	B-	1976	100	0	100.0%	8.2
8	Promenade Residential	TAX	B-	1985	85	5	94.1%	8.4
9	Twin Oaks	TGS	B-	1971	56	0	100.0%	9.1
902	Kingston Pointe II	TAX	B+	2009	44	0	100.0%	51.1
903	Laurel Street Village I & II	TAX	B+	2016	76	0	100.0%	32.8
904	Regency Park	MRR	B+	2001	132	0	100.0%	12.0
905	Saluda Commons	TAX	A	2014	40	0	100.0%	19.7
906	Winter Ridge	MRR	B	2007	252	0	100.0%	10.4


*Drive distance in miles


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


1	Cambridge Apts. 230 E. Cambridge Ave., Greenwood, SC 29646	Contact: April Phone: (864) 223-2077
	Total Units: 62 UC: 0 Occupancy: 100.0% Stories: 3 w/Elevator Year Built: 1980 BR: 1 Vacant Units: 0 Waitlist: 10 HH AR Year: Target Population: Senior 62+, Disabled Yr Renovated: Rent Special: None Notes: HUD Section 8	
2	Cardinal Glen 1524 Parkway, Greenwood, SC 29646	Contact: Tom Phone: (864) 943-8883
	Total Units: 64 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 2003 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 4 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:	
3	Cypress Mill 306 N. Cambridge St., Ninety-Six, SC 29666	Contact: Mary Sims Phone: (864) 543-1538
	Total Units: 36 UC: 0 Occupancy: 100.0% Stories: 2,3 Year Built: 2018 BR: 2, 3 Vacant Units: 0 Waitlist: 30 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit; Preleasing 6/2018, opened & stabilized occupancy 8/2018	
4	Deerfield Apts. 1870 Emerald Rd., Greenwood, SC 29646	Contact: Barbara Phone: (864) 942-8890
	Total Units: 61 UC: 0 Occupancy: 96.7% Stories: 1,2 Year Built: 1979 BR: 1, 2 Vacant Units: 2 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:	
5	Greenwood High Apts. 835 S. Main St., Greenwood, SC 29646	Contact: Sabrina Phone: (864) 450-9006
	Total Units: 85 UC: 0 Occupancy: 100.0% Stories: 2 w/Elevator Year Built: 1926 BR: 0, 1, 2 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: 1985 Rent Special: None Notes: Adaptive reuse of former high school; Does not keep a WL	


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


















6	Hampton House Apts. 306 Grove St., Greenwood, SC 29646		Contact: Marie Phone: (864) 229-4890	
		Total Units: 61 UC: 0 BR: 0, 1 Target Population: Senior 62+ Rent Special: None Notes: HUD Section 8	Occupancy: 100.0% Vacant Units: 0	Stories: 5 Waitlist: 3 mos

7	Phoenix Place Apartment Homes 1401 Phoenix St., Greenwood, SC 29646		Contact: Linda Phone: (864) 227-6091	
		Total Units: 100 UC: 0 BR: 1, 2, 3, 4 Target Population: Family Rent Special: None Notes: Tax Credit; HUD Section 8	Occupancy: 100.0% Vacant Units: 0	Stories: 2,3 Waitlist: 100 HH


8	Promenade Residential 337 N. Emerald Rd., Greenwood, SC 29646		Contact: Re'na Mirand Phone: (864) 223-6000	
		Total Units: 85 UC: 3 BR: 2 Target Population: Family Rent Special: None Notes: Tax Credit; 3 units under renovation	Occupancy: 94.1% Vacant Units: 5	Stories: 2 Waitlist: None

9	Twin Oaks 200 Holman St., Greenwood, SC 29649		Contact: Brittany Phone: (864) 223-0327	
		Total Units: 56 UC: 0 BR: 1, 2, 3, 4 Target Population: Family Rent Special: None Notes: Tax Credit; HUD Section 8	Occupancy: 100.0% Vacant Units: 0	Stories: 2 Waitlist: 32 HH


902	Kingston Pointe II 101 Fyffe Dr., Anderson, SC 29625		Contact: Crystal Phone: (864) 224-6501	
		Total Units: 44 UC: 0 BR: 1, 2 Target Population: Senior 55+ Rent Special: None Notes: Tax Credit	Occupancy: 100.0% Vacant Units: 0	Stories: 1 Waitlist: 38 HH

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




<div style="background-color: red; color: white; padding: 5px; font-weight: bold;">903</div> 	Laurel Street Village I & II 90 Peachtree St, Honea Path, SC 29654		Contact: Brittany Phone: (864) 368-9121	
	Total Units: 76 UC: 0 Occupancy: 100.0% Stories: 1,2 BR: 1, 2, 3, 4 Vacant Units: 0 Waitlist: 10 HH Target Population: Family Rent Special: None Notes: Tax Credit; HOME Funds (20 units)	Year Built: 2016 AR Year: Yr Renovated:		




<div style="background-color: blue; color: white; padding: 5px; font-weight: bold;">904</div> 	Regency Park 120 Edinborough Cir, Greenwood, SC 29649		Contact: Doug Phone: (864) 943-1333	
	Total Units: 132 UC: 0 Occupancy: 100.0% Stories: 3 BR: 1, 2, 3 Vacant Units: 0 Waitlist: None Target Population: Family Rent Special: None Notes:	Year Built: 2001 AR Year: Yr Renovated:		



<div style="background-color: red; color: white; padding: 5px; font-weight: bold;">905</div> 	Saluda Commons 100 Birath St., Saluda, SC 29138		Contact: Diane Phone: (864) 445-0194	
	Total Units: 40 UC: 0 Occupancy: 100.0% Stories: 1 BR: 1, 2 Vacant Units: 0 Waitlist: 30 HH Target Population: Senior 55+ Rent Special: None Notes: Tax Credit	Year Built: 2014 AR Year: Yr Renovated:		



<div style="background-color: blue; color: white; padding: 5px; font-weight: bold;">906</div> 	Winter Ridge 102 Winter Way, Greenwood, SC 29649		Contact: Ashley Phone: (864) 943-9191	
	Total Units: 252 UC: 0 Occupancy: 100.0% Stories: 2 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 5 HH Target Population: Family Rent Special: None Notes:	Year Built: 2007 AR Year: Yr Renovated:		

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

Source: SC State Housing Finance and Development Agency
 Effective: 02/2023

Monthly Dollar Allowances

		Garden						Townhome					
		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR	0 BR	1 BR	2 BR	3 BR	4 BR	5 BR
Heating	Natural Gas	23	27	30	34	37	40	23	27	30	34	37	40
	+Base Charge	11	11	11	11	11	11	11	11	11	11	11	11
	Bottled Gas	52	62	69	76	83	91	52	62	69	76	83	91
	Electric	13	15	20	23	27	31	13	15	20	23	27	31
	Heat Pump	11	13	16	18	19	21	11	13	16	18	19	21
	Oil	55	65	72	80	87	95	55	65	72	80	87	95
Cooking	Natural Gas	5	5	8	10	13	15	5	5	8	10	13	15
	Bottled Gas	10	12	18	23	28	34	10	12	18	23	28	34
	Electric	6	7	10	13	16	19	6	7	10	13	16	19
Other Electric		22	26	36	46	56	66	22	26	36	46	56	66
	+Base Charge	11	11	11	11	11	11	11	11	11	11	11	11
Air Conditioning		15	17	24	32	39	47	15	17	24	32	39	47
Water Heating	Natural Gas	10	12	17	22	27	32	10	12	17	22	27	32
	Bottled Gas	22	26	38	50	62	73	22	26	38	50	62	73
	Electric	13	16	20	24	29	33	13	16	20	24	29	33
	Oil	24	28	40	52	65	77	24	28	40	52	65	77
Water		25	26	37	54	71	88	25	26	37	54	71	88
Sewer		36	38	54	73	87	101	36	38	54	73	87	101
Trash Collection		13	13	13	13	13	13	13	13	13	13	13	13
Internet*		20	20	20	20	20	20	20	20	20	20	20	20
Cable*		20	20	20	20	20	20	20	20	20	20	20	20
Alarm Monitoring*		0	0	0	0	0	0	0	0	0	0	0	0


* Estimated- not from source

Addendum B – Member Certification & Checklist

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

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

Certified:



Patrick M. Bowen

President

patrickb@bowennational.com

Date: December 4, 2023



Nathan Stelts (Primary Contact)

Market Analyst

nathans@bowennational.com

Date: December 4, 2023

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

ADDENDUM-MARKET STUDY INDEX

A. INTRODUCTION

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

B. DESCRIPTION AND PROCEDURE FOR COMPLETING

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

C. CHECKLIST

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

CHECKLIST (Continued)

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

CHECKLIST (Continued)

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

Addendum C – Achievable Market Rent Analysis

A. INTRODUCTION

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

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

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

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

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

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

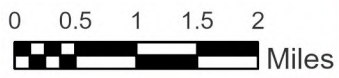
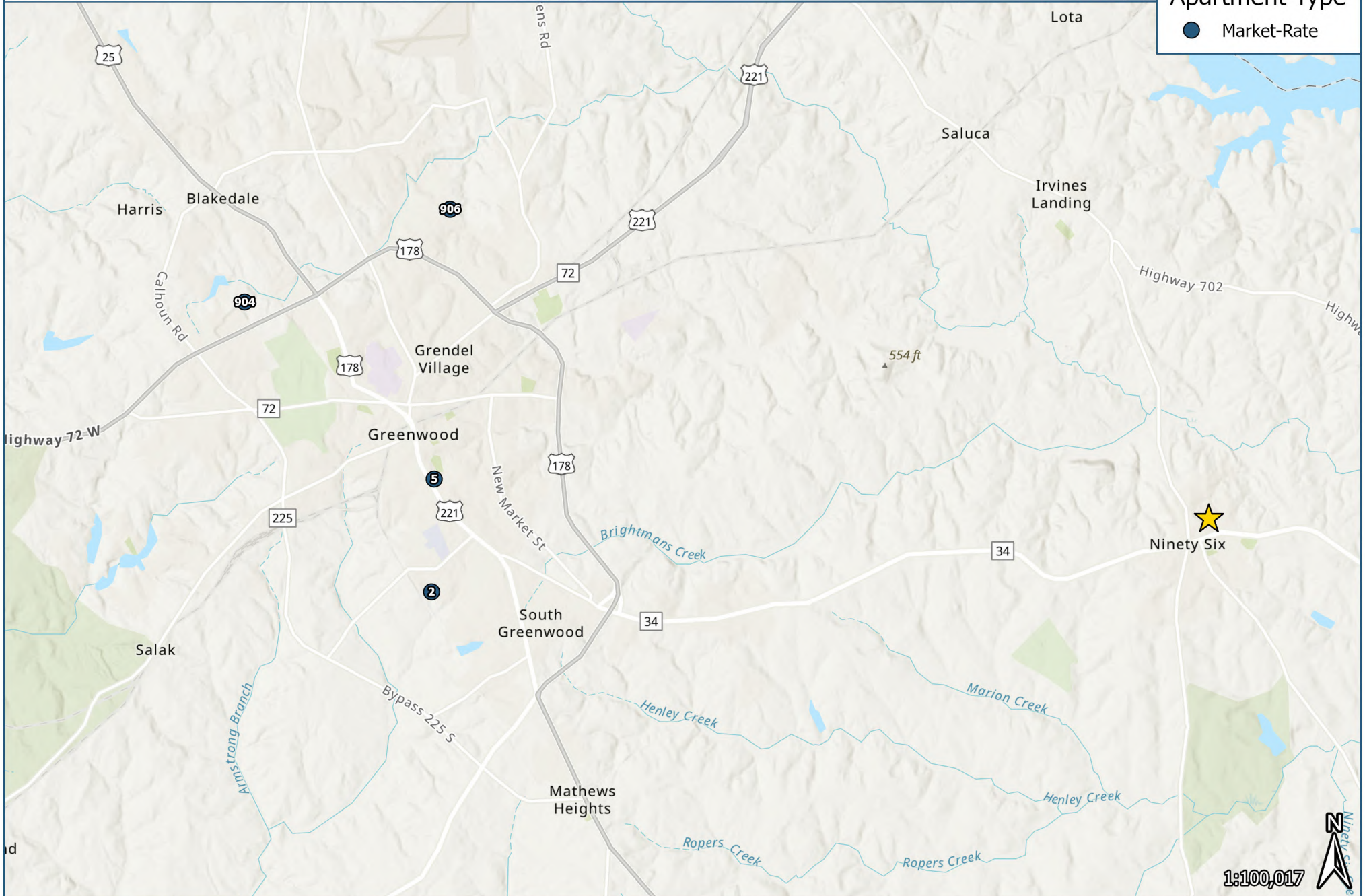
The proposed subject development and the four selected properties include the following:

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occupancy Rate	Unit Mix (Occupancy Rate)			
					Studio	One-Br.	Two-Br.	Three-Br.
Site	Edgewood School Apartments	1957 / 2025	75	-	-	75 (-)	-	-
2	Cardinal Glen	2003	64	100.0%	-	16 (100.0%)	32 (100.0%)	16 (100.0%)
5	Greenwood High Apts.	1926 / 1985	85	100.0%	10 (100.0%)	40 (100.0%)	35 (100.0%)	-
904	Regency Park	2001	132	100.0%	-	18 (100.0%)	66 (100.0%)	48 (100.0%)
906	Winter Ridge	2007	252	100.0%	-	64 (100.0%)	132 (100.0%)	56 (100.0%)

900-series Map IDs are outside the Site PMA

The four selected market-rate projects have a combined total of 533 units with an overall occupancy rate of 100.0%, a very strong rate for rental housing. This demonstrates that these comparable properties have been very well received within the market and region and will serve as accurate benchmarks with which to compare the subject project.

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



Rent Comparability Grid

Unit Type → **ONE-BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4	
Edgewood School Apartments		Cardinal Glen		Greenwood High Apts.		Regency Park		Winter Ridge	
200 Edgewood Circle		1524 Parkway		835 S. Main St.		120 Edinborough Cir		102 Winter Way	
Ninety-Six, SC		Greenwood, SC		Greenwood, SC		Greenwood, SC		Greenwood, SC	
A.	Rents Charged	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$999		\$600		\$800		\$845	
2	Date Surveyed	Oct-23		Nov-23		Nov-23		Nov-23	
3	Rent Concessions	None		None		None		None	
4	Occupancy for Unit Type	100%		100%		100%		100%	
5	Effective Rent & Rent/ sq. ft	\$999	1.37	\$600	0.86	\$800	0.94	\$845	1.27
B.	Design, Location, Condition	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	EE/2		EE/2		WU/3		WU/2	
7	Yr. Built/Yr. Renovated	2025	\$22	1985	\$40	2001	\$24	2007	\$18
8	Condition/Street Appeal	G		F	\$15	G		G	
9	Neighborhood	G		G		G		G	
10	Same Market?	Yes		Yes		No		No	
C.	Unit Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	1		1		1		1	
12	# Baths	1		1		1		1	
13	Unit Interior Sq. Ft.	750	\$6	700	\$14	850	(\$28)	665	\$23
14	Patio/Balcony/Sunroom	N	(\$5)	N		Y	(\$5)	Y	(\$5)
15	AC: Central/Wall	C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y	\$5	N/Y	\$5	Y/Y		Y/Y	
18	Washer/Dryer	L	(\$10)	HU/L		HU/L	(\$10)	HU	(\$5)
19	Floor Coverings	V		C/V		W/V		C/V	
20	Window Treatments	Y		Y		Y		Y	
21	Secured Entry	Y	\$3	Y		N	\$3	N	\$3
22	Garbage Disposal	N	(\$5)	N		Y	(\$5)	Y	(\$5)
23	Ceiling Fan/E-Call System	Y/N		N/N	\$5	Y/N		N/N	\$5
D.	Site Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		Y		Y		Y	
26	Security Features	N	(\$5)	N		Y	(\$5)	Y	(\$5)
27	Community Space	Y		N	\$5	Y		Y	
28	Pool/Recreation Areas	F/GR	\$8	S	\$5	P/F/S	(\$10)	N	\$8
29	Business/Computer Center	Y	\$3	N	\$3	Y		N	\$3
30	Grilling Area/Storage	Y/N	\$3	Y/N		Y/N		N/N	\$3
31	Library	N		N		N		N	
32	Social Services	Y	\$10	N	\$10	N	\$10	N	\$10
E.	Utilities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N	
38	Cold Water/Sewer	Y/Y		Y/Y		N/N	\$64	N/N	\$64
39	Trash/Recycling	Y/N		Y/N		Y/N		N/N	\$13
F.	Adjustments Recap	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	8	4	9		3	6	8	4
41	Sum Adjustments B to D	\$60	(\$25)	\$102		\$37	(\$63)	\$73	(\$20)
42	Sum Utility Adjustments					\$64		\$77	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	\$35	\$85	\$102	\$102	\$38	\$164	\$130	\$170
G.	Adjusted & Market Rents	Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$1,034		\$702		\$838		\$975	
45	Adj Rent/Last rent		103%		117%		105%		115%
46	Estimated Market Rent	\$830	\$1.11 ←	Estimated Market Rent/ Sq. Ft					

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

Based on the preceding Rent Comparability Grid, it was determined that the present-day achievable market rent for units similar to the subject development is as follows:

Bedroom Type	% AMHI	Programmatic* Collected Rent	Achievable Market Rent	Market Rent Advantage
One-Bedroom	50%	\$507	\$830	38.92%
Weighted Average				38.92%

*Maximum allowable LIHTC gross rent less the value of tenant-paid utilities

Typically, Tax Credit rents targeting households earning up to 50% of AMHI are set at least 20% below market rent to ensure the property represents a value and has a sufficient flow of prospective tenants within most markets. As such, the programmatic subject LIHTC rent should represent an excellent value to low-income seniors, as it represents a market rent advantage of 38.92% if a subsidy was not offered.

However, as illustrated earlier in this report, the subject project has a high capture rate of 46.6% in this unlikely non-subsidized scenario. While reducing the project's rent below would lower its capture rate and improve the project's competitive position, the primary contributing factor of the project's higher non-subsidized capture rate is the limited demographic base within the Site PMA. As such, it is our opinion that the subject developer will likely need to reduce the project's total unit mix to absorb within a reasonable timeframe if a subsidy was not offered.

Regardless, the subject will operate with a subsidy available to all units and will represent a significant value, as few (if any) tenants will pay the programmatic rent evaluated in the preceding analysis.

B. RENT ADJUSTMENT EXPLANATIONS (RENT COMPARABILITY GRID)

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

1. Rents for each property are reported as collected rents. This is the actual rent paid by tenants and does not consider tenant-paid utilities. The rent reported is typical and does not consider rent concessions or special promotions.

7. Upon completion of construction, the subject project will be the newest property in the market and region. The selected properties were built or adaptively-reused between 1985 and 2007. As such, we have adjusted the rents at the selected properties by \$1 per year of age difference to reflect the age of these properties.
8. It is anticipated that the subject project will have a quality finished look and an attractive aesthetic appeal. We have made adjustments for those properties that we consider to be of an inferior quality to the subject development.
10. Two of the four selected market-rate properties are located outside of the Ninety-Six Site PMA in northern portions of Greenwood. However, the unadjusted rents for these properties are positioned between the rents at the two comparable properties within the Site PMA (Cardinal Glen and Greenwood High Apartments). Considering this, and given the socioeconomic similarities between the northern and southern portions of Greenwood, we have not considered adjustments to account for the differences between these two markets.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar-for-dollar basis, we have used 25% of the average for this adjustment.
- 14.-23. The proposed subject project will offer a unit amenity package generally similar to those offered at the selected properties. However, we have made monetary adjustments to reflect the difference between the proposed project's and the selected properties' unit amenities.
- 24.-32. The proposed project will offer a slightly superior project amenities package. We have made monetary adjustments to reflect the difference between the proposed project's and the selected properties' project amenities.
- 33.-39. We have made adjustments to reflect the differences in utility responsibility at each selected property. The utility adjustments were based on the local housing authority's utility cost estimates.