



REAL PROPERTY **RESEARCH** GROUP

ATLANTA ■ WASHINGTON/BALTIMORE

Market Feasibility Analysis

The Pointe at Pickens Apartments

Pickens, Pickens County, South Carolina

Prepared for: Prestwick Companies

Site Inspection: January 28, 2019

Effective Date: January 28, 2019





TABLE OF CONTENTS

TABLE OF CONTENTS I

TABLES, FIGURES AND MAPS III

EXECUTIVE SUMMARY 1

1. INTRODUCTION 6

 A. Overview of Subject 6

 B. Purpose of Report 6

 C. Format of Report 6

 D. Client, Intended User, and Intended Use 6

 E. Applicable Requirements 6

 F. Scope of Work 6

 G. Report Limitations 7

 H. Other Pertinent Remarks 7

2. PROJECT DESCRIPTION 8

 A. Project Overview 8

 B. Project Type and Target Market 8

 C. Building Type and Placement 8

 D. Detailed Project Description 9

3. SITE AND NEIGHBORHOOD ANALYSIS 10

 A. Site Analysis 10

 B. Neighborhood Analysis 14

 C. Site Visibility and Accessibility 15

 D. Residential Support Network 16

4. ECONOMIC CONTEXT 19

 A. Introduction 19

 A. Labor Force, Resident Employment, and Unemployment 19

 1. Trends in County Labor Force and Resident Employment 19

 2. Trends in County Unemployment Rate 19

 B. Commutation Patterns 20

 C. At-Place Employment 20

 1. Trends in Total At-Place Employment 20

 2. At-Place Employment by Industry Sector 21

 3. Major Employers 22

 4. Recent and Proposed Economic Expansions/Contractions 24

 5. Wage Data 24

5. HOUSING MARKET AREA 26

 A. Introduction 26

 B. Delineation of Market Area 26

6. DEMOGRAPHIC ANALYSIS 28

 A. Introduction and Methodology 28

 B. Trends in Population and Households 28

 C. Demographic Characteristics 30

7. COMPETITIVE HOUSING ANALYSIS 37

 A. Introduction and Sources of Information 37

 B. Overview of Market Area Housing Stock 37

 C. Survey of Competitive Rental Communities 38

 D. Analysis of Rental Pricing and Product 41

 E. Housing Authority Data / Subsidized Housing List 43

 F. Potential Competition from For-Sale Housing and Scattered Site Rentals 45



- G. Proposed and Under Construction Rental Communities 45
- H. Estimate of Market Rent 45
- 8. FINDINGS AND CONCLUSIONS..... 50**
 - A. Key Findings 50
 - B. Affordability Analysis 52
 - C. Derivation of Demand 54
 - D. Target Markets 56
 - E. Product Evaluation 56
 - F. Price Position..... 57
 - G. Absorption Estimate..... 59
 - H. Impact on Existing Market 59
 - I. Final Conclusion and Recommendation..... 59
- 9. APPENDIX 1 UNDERLYING ASSUMPTION AND LIMITING CONDITIONS 60**
- 10. APPENDIX 2 ANALYST CERTIFICATIONS 62**
- 11. APPENDIX 3 ANALYST RESUMES 63**
- 12. APPENDIX 4 NCHMA CHECKLIST..... 66**
- 13. APPENDIX 5 MARKET AREA RENTAL COMMUNITY PROFILES 68**



TABLES, FIGURES AND MAPS

Table 1 Detailed Unit Mix and Rents, The Pointe at Pickens 9

Table 2 Unit Features and Community Amenities 9

Table 3 Key Facilities and Services 16

Table 4 Labor Force and Unemployment Rates..... 19

Table 5 Commuting Patterns, Pointe at Pickens Market Area 20

Table 6 Major Employers, Pickens County 23

Table 7 Economic Expansions/Contractions, Pickens County 24

Table 8 Wage Data, Pickens County 24

Table 9 Population and Household Projections..... 29

Table 10 Persons per Household, Pointe at Pickens Market Area..... 29

Table 11 Building Permits by Structure Type, Pickens County 30

Table 12 Age Distribution 31

Table 13 Households by Household Type 31

Table 14 Households by Tenure, 2000 to 2018 32

Table 15 Households by Tenure, 2018 to 2021 33

Table 16 Renter Households by Age of Householder 33

Table 17 Renter Households by Household Size 34

Table 18 2018 Population by Race, Tract 0104.02 34

Table 19 Household Income 35

Table 20 Household Income by Tenure 35

Table 21 Cost Burdened and Substandard Calculation, Pointe at Pickens Market Area 36

Table 22 Renter Occupied Units by Structure 37

Table 23 Dwelling Units by Year Built and Tenure 38

Table 24 Value of Owner Occupied Housing Stock..... 38

Table 25 Rental Summary, Surveyed Rental Communities 40

Table 26 Vacancy by Floorplan 41

Table 27 Utilities and Unit Features – Surveyed Rental Communities 41

Table 28 Community Amenities – Surveyed Rental Communities 42

Table 29 Salient Characteristics, Surveyed Rental Communities 43

Table 30 Subsidized Rental Communities, Pointe at Pickens Market Area 44

Table 31 Market Rent Adjustments Summary..... 45

Table 32 Estimate of Market Rent, Two-bedroom Units..... 47

Table 33 Estimate of Market Rent, Three-bedroom Units 48

Table 34 Rent Advantage Summary..... 49

Table 35 2021 Income Distribution by Tenure 52

Table 36 Affordability Analysis, The Pointe at Pickens 54

Table 37 Demand by AMI Level 55

Table 38 Demand by Floor Plan..... 56

Figure 1 Proposed Site Plan 8

Figure 2 Views of Subject Site..... 11

Figure 3 Satellite Image, Site and Surrounding Area 12

Figure 4 Views of Surrounding Land Uses 13

Figure 5 At-Place Employment 21

Figure 6 Total Employment by Sector, Pickens County 22

Figure 7 Change in Employment by Sector, Pickens County..... 22

Figure 8 Wage by Sector, Pickens County..... 25

Figure 9 Price Position, The Pointe at Pickens 58

Map 1 Site Location 10

Map 2 Crime Index Map 15



Map 3 Location of Key Facilities and Services 17
Map 4 Pickens County Major Employers 23
Map 5 Pointe at Pickens Market Area 27
Map 6 Surveyed Rental Communities 39
Map 7 Subsidized Rental Communities, Pointe at Pickens Market Area..... 44



EXECUTIVE SUMMARY

Proposed Site

- The Pointe at Pickens is east of Pendleton Street, south of Liberty Drive, and north of WG Acker Drive. The site is nearly one-half mile south of downtown Pickens' Main Street.
- The neighborhood surrounding The Pointe at Pickens includes a mixture of land uses including residential and commercial development. Residential uses are concentrated east and west of Pendleton Street and commercial uses (such as a medical center, church, and retail) are north and south of the site.
- The subject site is within two miles of numerous community amenities including healthcare facilities, public schools, government services, shopping opportunities, and recreational venues.
- The subject site is appropriate for the proposed use and is comparable with existing multi-family rental communities in the market area.

Proposed Unit Mix and Rent Schedule

- The Pointe at Pickens will consist of 48 units including 24 two-bedroom units and 24 three-bedroom units, with unit sizes of 967 square feet and 1,124 square feet.
- The proposed 50 percent rents are \$528 for two-bedroom units and \$580 for three-bedroom units. Proposed 60 percent rents are \$565 for two-bedroom units and \$665 for three-bedroom units.
- RPRG's estimated market rents are \$862 for two-bedroom units and \$999 for three-bedroom units. All proposed rents result in a market advantage of at least 33.4 percent and the overall market advantage is 35.27 percent.

Proposed Amenities

- The newly constructed units at The Pointe at Pickens will offer kitchens with dishwasher, garbage disposal, and microwaves. In addition, all units will include washer/dryer connections, and flooring will be a combination of wall-to-wall carpeting and vinyl tile in the kitchen/bathrooms. The proposed unit features at The Pointe at Pickens will be competitive with the existing rental stock in the market area including LIHTC communities.
- The Pointe at Pickens' amenity package will include a clubhouse, leasing office, a gazebo/picnic shelter, and playground. While the subject property will not offer a swimming pool, this amenity is not necessary given the subject property's significantly lower price position and relatively small number of units.
- The proposed features and amenities will be competitive in the Pointe at Pickens Market Area and are appropriate given the proposed rent levels.

Economic Analysis

- Pickens County's labor force remained relatively flat from 2010 to 2014 but increased from 56,096 in 2015 to 56,376 workers in 2017, its highest annual average since 2009. The employed portion of the labor force has continued to increase and the number of unemployed workers has continued to decrease through 2018 Q3.
- Pickens County's At-Place Employment has increased in six of the past seven years including the first two quarters of 2018 for a net increase of 3,176 jobs since 2012. Growth is



- accelerating with more than 500 jobs added in each of the past three years including 1,220 jobs added through the first half of 2018.
- Pickens County's unemployment rate has decreased significantly since a recession era high of 10.9 percent in 2010 to 4.1 percent in 2017, which is lower than the state (4.3 percent) and national (4.4 percent) unemployment rate. The county's average unemployment rate decreased further to 3.7 percent through the third quarter of 2018.
 - The Leisure-Hospitality sector is the largest employment sector in Pickens County, comprising 17.5 percent of total jobs as compared to 11 percent for the nation. Trade-Transportation-Utilities and Manufacturing follow with 16.6 percent and 15.1 percent of the county's jobs, respectively (Figure 6). The Education-Health sector contained 10.8 percent of jobs within Pickens County and all other sectors comprised less than 5 percent of the county's jobs.

Demographic Analysis

- Population within the Pointe at Pickens Market Area grew by 2.0 percent between the 2000 and 2010 Census counts, increasing by 844 people; households within the market area increased by 2.8 percent, adding a total of 469 households. Annual growth rates in the market area during this period were 0.2 percent for population (adding 84 people annually) and 0.3 percent for households (adding 47 households annually).
- The Pointe at Pickens Market Area added 1,857 people (4.3 percent) and 619 households (3.6 percent) from 2010 to 2018, which equates to annual growth rates of 0.5 percent among population and 0.4 percent for households. Growth in the Pointe at Pickens Market Area is projected to continue from 2018 to 2021 with net annual increases of 315 people (0.7 percent) and 113 households (0.6 percent). The market area is projected to reach 45,572 people and 18,052 households by 2021.
- The Pointe at Pickens Market Area's population is older than Pickens County with median ages of 40 and 36, respectively. Adults age 35-61 years comprise 35.6 percent of the population within the market area compared to 31.5 percent in Pickens County. The county has a greater concentration of Young Adults age 20-34, comprising nearly one-quarter of the population compared to the market area's 18.7 percent, reflecting the impact of Clemson University.
- The Pointe at Pickens Market Area has a slightly lower propensity to rent when compared to Pickens County with 2018 renter percentages of 29.0 percent and 31.5 percent, respectively. The market area is estimated to have added 230 renter households annually with renters accounting for 98.1 percent of the market area's net household growth from 2000 to 2018. RPRG projects renter households will contribute at least 29 percent of net household growth over the next three years, which is equal to the 2018 renter percentage and well below recent trends.
- Roughly 31 percent of renter households in the Pointe at Pickens Market Area are under the age of 35. The market area has 18.3 percent of renters age 35 to 44, and renters 55 and older total 31.9 percent of rental households in the Pointe at Pickens Market Area.
- The Pointe at Pickens Market Area had a 2018 median household income of \$45,135, which is \$3,448 or 7.2 percent lower than the \$47,583 median in Pickens County.
- The median income of the Pointe at Pickens Market Area households by tenure is \$31,950 for renters and \$50,067 for owners. Approximately 40 percent of renter households earn less than \$25,000 including 22.6 percent earning less than \$15,000. Roughly 31 percent of renter households earn \$25,000 to \$49,999, and 28.4 percent of renter households earn at least \$50,000 compared to 50.1 percent of owner households earning at or above \$50,000.



Affordability Analysis

- As proposed, The Pointe at Pickens will target households earning at or below 50 percent and 60 percent of the Area Median, adjusted for household size.
- The proposed 50 percent units will target renter households earning from \$23,931 to \$35,950. With 847 renter households earning within this range, the capture rate for the ten units at 50 percent of Area Median Income is 4.5 percent.
- The proposed 60 percent units will target renter households earning from \$25,200 to \$43,140. The 1,178 income qualified renter households within this range result in a capture rate of 0.8 percent for the 38 units at 60 percent of Area Median Income.
- The overall capture rate for the 48 units is 3.7 percent, which is based on 1,284 renter households earning between \$23,931 and \$43,140.

Demand and Capture Rates

- By income target, demand capture rates are 3.0 percent for 50 percent units, 8.1 percent for 60 percent units, and 9.4 percent for all units.
- Capture rates by floor plan range from 2.9 percent to 14.1 percent. The highest capture rate at 14.1 percent is for the three-bedroom units at 60 percent AMI.
- All capture rates are well within acceptable ranges.

Competitive Environment

- The average year built of surveyed rental communities in the market area is 2006. LIHTC communities were much newer with an average year built of 2011 compared to an average of 2001 for market rate communities. The Ridge at Perry Bend (2018) is the newest market rate community and Aberdeen Chase (2015) is the newest LIHTC community.
- The eight stabilized communities combine for 800 units and 19 vacancies for an aggregate vacancy rate of 2.4 percent. The four LIHTC communities combined for only two vacancies among 182 units for an aggregate vacancy rate of 1.1 percent. A new market rate community recently concluded lease up – The Ridge at Perry Bend has 240 units and 14 vacancies for a vacancy rate of 5.8 percent.
- Among properties able to provide unit distributions and vacancies by floorplan, vacancy rates were, 0.0 percent for one-bedroom units, 1.6 percent for two-bedroom units, and 0.0 percent for three-bedroom units.
- Among all surveyed rental communities in the market area, net rents, unit sizes, and rents per square foot are as follows:
 - **Two-bedroom** rents average \$689 for 1,050 square feet or \$0.66 per square foot.
 - **Three-bedroom** rents average \$759 for 1,259 square feet or \$0.60 per square foot.
 - The four LIHTC surveyed communities have average effective rents of \$596 for two-bedroom units and \$658 for three-bedroom units. LIHTC averages include units at both 50 percent and 60 percent AMI.
- LIHTC rents are among the lowest in the market area and the proposed units at The Pointe at Pickens will be priced below the highest priced LIHTC communities.



- Based on our adjustment calculations, the estimated market rents for the units at The Pointe at Pickens are \$862 for two-bedroom units (Table 32) and \$999 for three-bedroom units (Table 33). The proposed 60 percent rents result in market advantages of 34.5 percent for two-bedroom units and 33.4 percent for three-bedroom units. Market advantages for 50 percent units are 38.7 percent for two-bedroom units and 41.9 percent for three-bedroom units. The overall weighted average market advantage is 35.27 percent (Table 34). As these rents are above maximum LIHTC levels, achievable/restricted rent for LIHTC units would be LIHTC maximums.
- No new multi-family rental communities were identified as planned or under construction in the market area. No new LIHTC communities have been allocated in the market.

Final Conclusion/Recommendation

Based on an analysis of projected household growth trends, overall affordability and demand estimates, current rental market conditions, and socio-economic and demographic characteristics of the Pointe at Pickens Market Area, RPRG believes that the proposed The Pointe at Pickens will be able to successfully reach and maintain a stabilized occupancy of at least 93 percent following entrance into the rental market. Given the product to be constructed, the subject will be competitively positioned with existing market rate communities in the Pointe at Pickens Market Area and the units will be well received by the target market. We recommend proceeding with the project as proposed.

SCSHFDA Rent Calculation Worksheet

# Units	Bedroom Type	Proposed Tenant Paid Rent	Gross Proposed Tenant Rent by Bedroom Type	Adjusted Market Rent	Gross Adjusted Market Rent by Bedroom Type	Tax Credit Gross Rent Advantage
5	2 BR	\$528	\$2,640	\$862	\$4,310	
19	2 BR	\$565	\$10,735	\$862	\$16,378	
5	3 BR	\$580	\$2,900	\$999	\$4,995	
19	3 BR	\$665	\$12,635	\$999	\$18,981	
Totals	48		\$28,910		\$44,664	



SCSHFDA Summary Form – Exhibit S-2

†††

2019 EXHIBIT S – 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY:			
Development Name:	The Pointe at Pickens	Total # Units:	48
Location:	Pendleton Street, Pickens, Pickens County	# LIHTC Units:	48
PMA Boundary:	N – Table Rock Road, E – Dacusville Hwy, S – Eighteenmile Creek., W – Twelvemile Creek		
Development Type:	X <u>Family</u>	Older Persons	Farthest Boundary Distance to Subject: 9.9 miles

RENTAL HOUSING STOCK (found on pages 39 and 43)				
Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	8	800	19	97.6%
Market-Rate Housing	4	618	17	97.2%
Assisted/Subsidized Housing not to include LIHTC				
LIHTC (All that are stabilized) *	4	182	2	98.9%
Stabilized Comps**	8	800	19	97.6%
Non-stabilized Comps				

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

Subject Development					Adjusted Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
5	2	2	967	\$528	\$862	\$0.89	38.7%	\$1,119	\$0.88
19	2	2	967	\$565	\$862	\$0.89	34.5%	\$1,119	\$0.88
5	3	2	1,124	\$580	\$999	\$0.88	41.9%	\$1,288	\$0.89
19	3	2	1,124	\$665	\$999	\$0.88	33.4%	\$1,288	\$0.89
Gross Potential Rent Monthly*					\$28,910	\$44,664	35.27%		

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

DEMOGRAPHIC DATA (found on page 33, 52)					
	2011	2018	2021		
Renter Households	% 5,139	29.0%	5,237		29.0%
Income-Qualified Renter HHs (LIHTC)	% 1,297	25.2%	1,284		24.5%
Income-Qualified Renter HHs (MR)	%	%	%		%

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 54)			
Type of Demand	50%	60%	Overall
Renter Household Growth	14	20	22
Existing Households (Overburd + Substand)	322	450	490
Homeowner conversion (Seniors)			
Other:			
Less Comparable/Competitive Supply	0	0	0
Net Income-qualified Renter HHs	337	469	511

CAPTURE RATES (found on page 55)						
Targeted Population	50%	60%	Market-rate	Other:	Other:	Overall
Capture Rate	3.0%	8.1%				9.4%

ABSORPTION RATE (found on page 59)
 Absorption Period: Three to four months



1. INTRODUCTION

A. Overview of Subject

The subject of this report is The Pointe at Pickens, a proposed multi-family rental community in Pickens, Pickens County, South Carolina. The Pointe at Pickens will be financed in part by Low Income Housing Tax Credits (LIHTC) allocated by the South Carolina State Housing Finance and Development Authority (SCSHFDA). Upon completion, The Pointe at Pickens will offer 48 newly constructed rental units reserved for households earning at or below 50 percent and 60 percent of the Area Median Income (AMI), adjusted for household size.

B. Purpose of Report

The purpose of this market study is to perform a market feasibility analysis through an examination of the economic context, a demographic analysis of the defined market area, a competitive housing analysis, a derivation of demand, and an affordability analysis. RPRG expects this study to be submitted along with an application for Low Income Housing Tax Credits to the South Carolina State Housing Finance Development Authority.

C. Format of Report

The report format is comprehensive and conforms to SCSHFDA's 2019 Market Study Requirements. The market study also considered the National Council of Housing Market Analysts' (NCHMA) recommended Model Content Standards and Market Study Index.

D. Client, Intended User, and Intended Use

The Client is Prestwick Companies (Developer). Along with the Client, the intended users are SCSHFDA and potential investors.

E. Applicable Requirements

This market study is intended to conform to the requirements of the following:

- SCSHFDA's 2019 Market Study Requirements
- The National Council of the Housing Market Analyst's (NCHMA) Model Content Standards and Market Study Index.

F. Scope of Work

To determine the appropriate scope of work for the assignment, we considered the intended use of the market study, the needs of the user, the complexity of the property, and other pertinent factors.

Our concluded scope of work is described below:

- Please refer to Appendix 4 for a detailed list of NCHMA requirements and the corresponding pages of requirements within the report.
- Leslie Burke (Senior Market Analyst) conducted visits to the subject site, neighborhood, and market area on January 28, 2019.
- Primary information gathered through field and phone interviews was used throughout the various sections of this report. The interviewees included rental community property managers; Alliance Pickens (economic development); staff with the Pickens Planning Department (Ray Holiday at 864-898-5956); the Easley Planning and Development



Department (Tommy Holcombe at 864-855-7908); and South Carolina Regional Housing Authority #1 for deeply subsidized housing information (Don Roads and Donna Pitt at 864-984-0578).

- All pertinent information obtained was incorporated in the appropriate section(s) of this report.

G. Report Limitations

The conclusions reached in a market assessment are inherently subjective and should not be relied upon as a determinative predictor of results that will actually occur in the marketplace. There can be no assurance that the estimates made, or assumptions employed in preparing this report will in fact be realized or that other methods or assumptions might not be appropriate. The conclusions expressed in this report are as of the date of this report, and an analysis conducted as of another date may require different conclusions. The actual results achieved will depend on a variety of factors, including the performance of management, the impact of changes in general and local economic conditions, and the absence of material changes in the regulatory or competitive environment. Reference is made to the statement of Underlying Assumptions and Limiting Conditions contained in Appendix I of this report.

H. Other Pertinent Remarks

None.



2. PROJECT DESCRIPTION

A. Project Overview

The Pointe at Pickens will contain 48 units, all of which will benefit from Low Income Housing Tax Credits. The LIHTC units will be subject to maximum allowable rents and prospective renters will be subject to maximum income limits. The 50 percent AMI units will receive HOME funds.

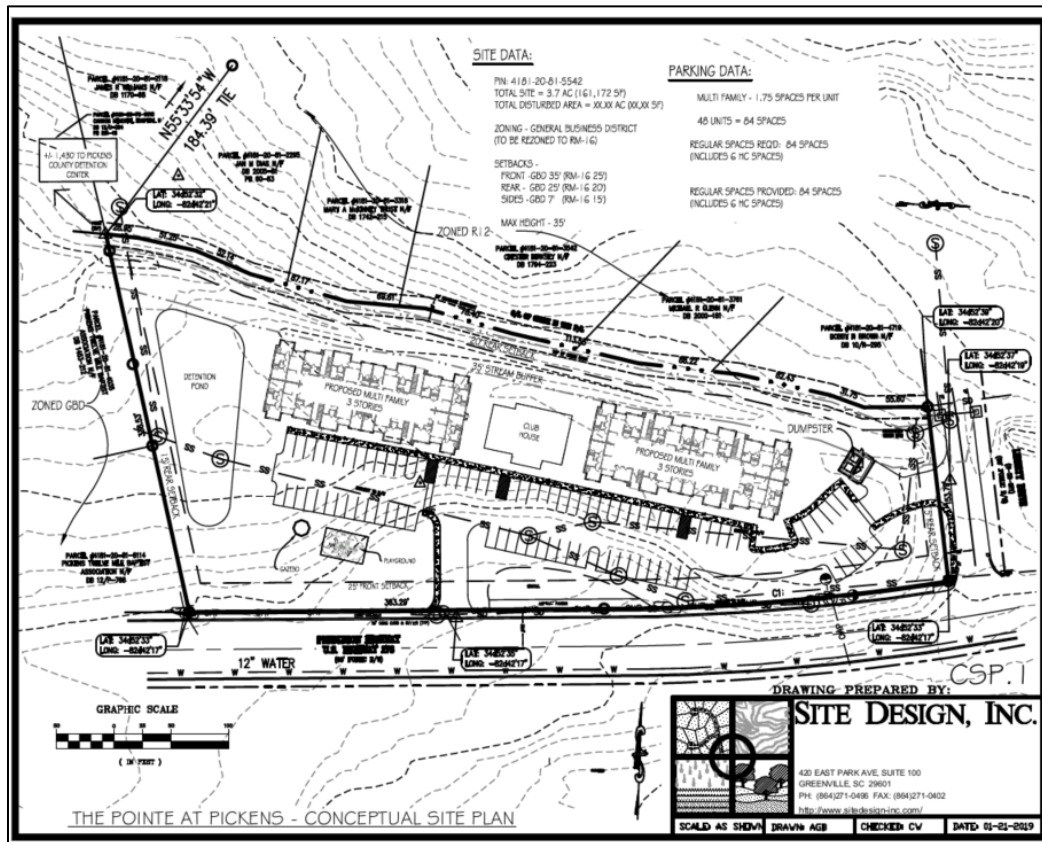
B. Project Type and Target Market

The Pointe at Pickens will target low to moderate income renter households. Income targeting will include ten units at 50 percent AMI and 38 units at 60 percent AMI. With a unit mix of two and three-bedroom units, the property will target couples, roommates, and families.

C. Building Type and Placement

The Pointe at Pickens will consist of two garden-style buildings with three stories. The community will have a separate clubhouse, and community amenities will include a leasing office, a gazebo, and a playground. The clubhouse will be in the middle of the site and the playground/gazebo will be on the southwest portion (Figure 1). Surface parking (free for all residents) will be available in front of each residential building and surrounding the clubhouse and amenities. Residential buildings will have wood frames with HardiPlank siding and brick exteriors.

Figure 1 Proposed Site Plan



Source: Prestwick Companies



D. Detailed Project Description

1. Project Description

The 40 units at The Pointe at Pickens will comprise 24 two-bedroom units and 24 three-bedroom units with unit sizes of 967 square feet and 1,124 square feet, respectively (Table 1). All units will have two bathrooms. Rents will include the cost of water/sewer and trash removal. Proposed unit finishes, and community amenities are presented in Table 2.

Table 1 Detailed Unit Mix and Rents, The Pointe at Pickens

Unit Mix/Rents							
Bed	Bath	Income Target	Size (Sq. Ft)	Quantity	Net Rent	Utility Allowance	Gross Rent
2	2	50%/HOME	967	5	\$528	\$170	\$698
2	2	60%	967	19	\$565	\$170	\$735
Two Bedroom Total/Avg.			967	24	\$557		\$727
3	2	50%/HOME	1,124	5	\$580	\$227	\$807
3	2	60%	1,124	19	\$665	\$227	\$892
Three Bedroom Total/Avg.			1,124	24	\$647		\$874

Source: Prestwick Companies

Rents include: water, sewer, and trash

Table 2 Unit Features and Community Amenities

Unit Features	Community Amenities
<ul style="list-style-type: none"> • Kitchens with refrigerator with ice maker, range with exhaust fan, dishwasher, garbage disposal, and microwave • Washer/dryer connections • Ceiling fans • Patio/balcony • Wall-to-wall carpeting in all living areas • Central air conditioning • Window blinds 	<ul style="list-style-type: none"> • Leasing center • Clubhouse • Gazebo/picnic shelter • Playground

2. Other Proposed Uses

None

3. Pertinent Information on Zoning and Government Review

The subject site is zoned RM-16 (Multi-Family Residential District), which permits medium and high density residential units.

4. Proposed Timing of Construction

The Pointe at Pickens is expected to begin construction in March 2020 with completion in April 2021.



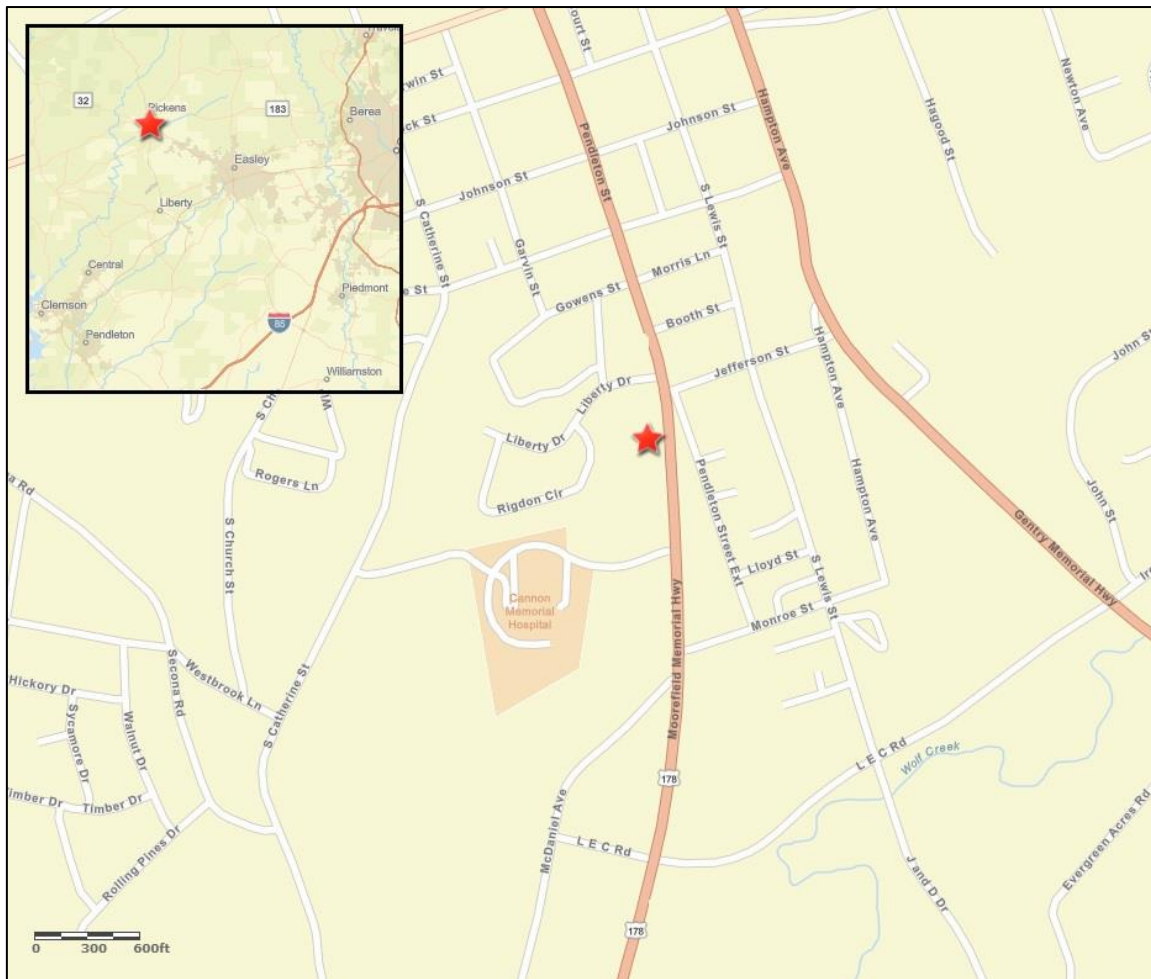
3. SITE AND NEIGHBORHOOD ANALYSIS

A. Site Analysis

1. Site Location

The subject site is in Pickens, Pickens County, South Carolina (Map 1). Pickens is a small city of 3,126 residents as of the 2010 census and is the county seat of Pickens County. The subject site is east of Pendleton Street, south of Liberty Drive, and north of WG Acker Drive. Access to the site will be from Pendleton Street.

Map 1 Site Location



2. Existing Uses

The subject site is mostly cleared with scattered trees (Figure 2).

3. Size, Shape, and Topography

The site encompasses approximately 3.7 acres with a relatively flat topography and polygon shape.

Figure 2 Views of Subject Site



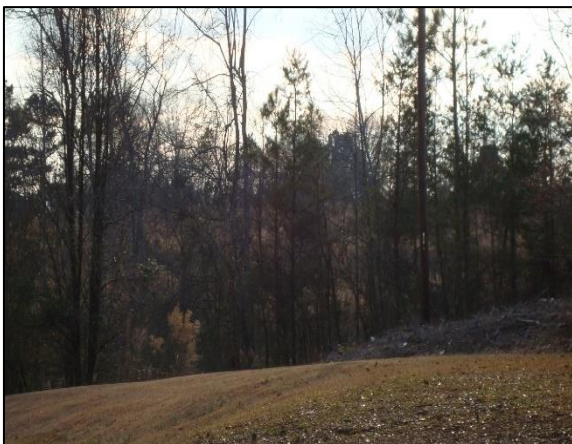
East boundary of site and Pendleton Street.



Northern boundary of the site looking south



Middle of the site with "for sale" signage.



Interior of site



West boundary of site with adjacent single-family homes.

4. General Description of Land Uses Surrounding the Subject Site

The Pointe at Pickens site is an infill parcel in an established neighborhood of Pickens (Figure 3). Surrounding land uses are predominately residential with some light commercial uses. Residential uses in the immediate area include single-family detached homes, a majority of which are west of the site off Liberty Drive and east of the site off Jefferson Street. Commercial uses in the area are south and north of the site along Pendleton Street and include a hospital, medical offices, and a church.

5. Specific Identification of Land Uses Surrounding the Subject Site

The land uses directly bordering the subject property include (Figure 4):

- **North:** Single-family home and vacant land
- **East:** Single-family homes and light commercial uses
- **South:** AnMed Health Cannon medical facility and Pickens Twelve Mile Baptist Church
- **West:** Single-family homes

Figure 3 Satellite Image, Site and Surrounding Area



Figure 4 Views of Surrounding Land Uses



AnMed Health Cannon medical campus south of site



Single-family home west of the site on Liberty Drive



Twelve Mile Baptist Church directly south of the site



Single-family home across from site on Pendleton Street



Family dental practice on Pendleton Street



Medical office south of the site on Pendleton Street



B. Neighborhood Analysis

1. General Description of Neighborhood

The subject site is in an established neighborhood of Pickens roughly one-half mile south of West Main Street (the area's downtown/main street). Main Street includes shopping, dining, and entertainment options, including a small amphitheater. Surrounding land uses of the site include a medical center, church, small retail uses, undeveloped land, and residential uses. Single-family detached homes are common within one-half mile of the site and on the eastern and western portions of Pendleton Street. Land uses become significantly less dense to the south and outside of Pickens' city limits. Most larger retail uses are located along Hampton Avenue/Gentry Memorial Highway, east of the subject and Pendleton Street. Retail uses along this corridor include grocery stores (Save-A-Lot and Walmart Supercenter), a CVS Pharmacy, fast food restaurants, and other community services. The site is approximately eight miles northwest of the city of Easley with easy accessibility via Gentry Memorial Highway. Greenville is approximately 20 miles east and Clemson University is approximately 20 miles west of the subject site.

2. Neighborhood Investment and Planning Activities

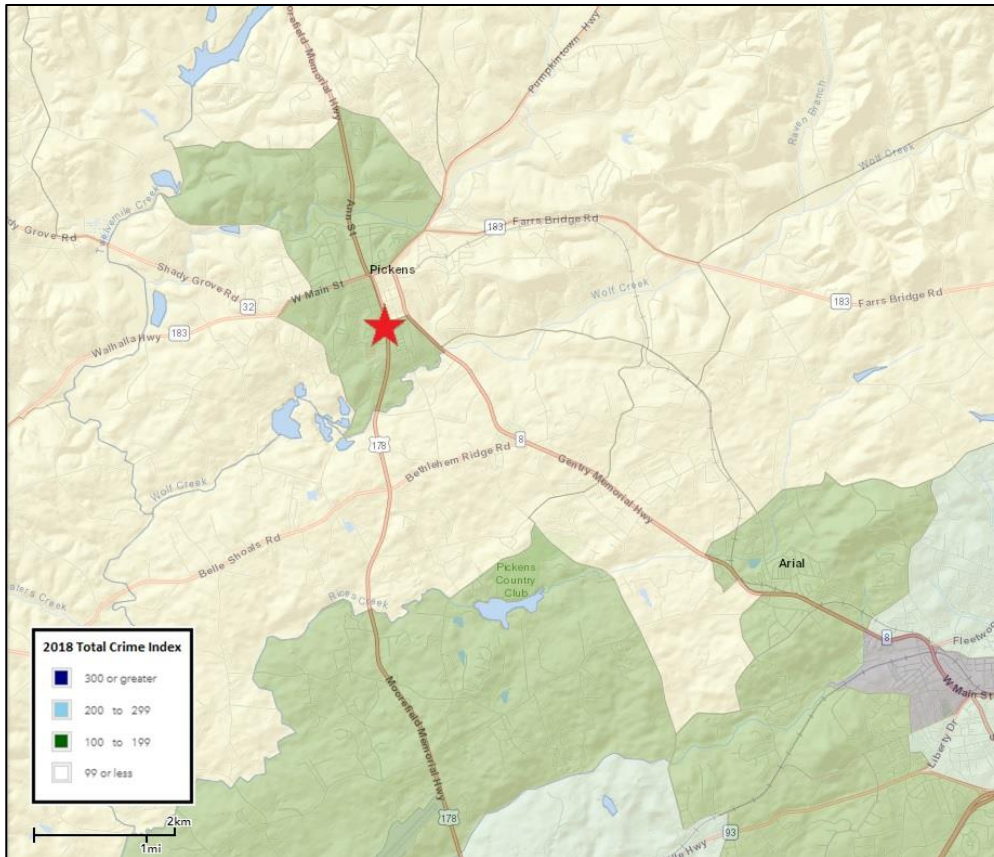
RPRG did not identify any significant planning or redevelopment efforts in the subject property's immediate area.

3. Crime Index

CrimeRisk data is an analysis tool for crime provided by Applied Geographic Solutions (AGS). CrimeRisk is a block-group level index that measures the relative risk of crime compared to a national average. AGS analyzes known socio-economic indicators for local jurisdictions that report crime statistics to the FBI under the Uniform Crime Reports (UCR) program. Based on detailed modeling of these relationships, CrimeRisk provides a detailed view of the risk of total crime as well as specific crime types at the block group level. In accordance with the reporting procedures used in the UCR reports, aggregate indexes have been prepared for personal and property crimes separately as well as a total index. However, it must be recognized that these are un-weighted indexes, in that a murder is weighted no more heavily than purse snatching in this computation. The analysis provides a useful measure of the relative overall crime risk in an area but should be used in conjunction with other measures.

The 2018 CrimeRisk is displayed in gradations from yellow (least risk) to dark blue (most risk) (Map 2). The subject site's census tract has an elevated CrimeRisk index but is comparable with the census tract containing the surveyed communities in Easley. The lone census tract near Pickens with an elevated risk includes the more densely populated portions of town, which is common in most markets. Crime indices are lower to the south of the site, as the area becomes more rural and less populated. Based on our field work including an inspection of the subject site and surrounding area, we do not believe crime or perceptions of crime will negatively affect the performance of the subject property.

Map 2 Crime Index Map



C. Site Visibility and Accessibility

1. Visibility

The Pointe at Pickens will be located in an area with both residential uses (west and east of the site) and commercial uses (north and south of the site). The site will have excellent visibility from Pendleton Street, which has moderate traffic in front of the site.

2. Vehicular Access

The Pointe at Pickens will be accessible from one entrance on Pendleton Street, which has four lanes (two traveling north and two traveling south), and a second entrance on Liberty Drive, a tertiary road. RPRG does not anticipate any problems with vehicular accessibility.

3. Availability of Public Transit

Pickens does not offer fixed-route public transportation. The closest Amtrak stations are located in Clemson and Greenville, both approximately 20 miles from the subject site.

4. Regional Transit

U.S. Highway 178/Liberty Pickens Road/Pendleton Street is the major transportation artery in the region. The north/south roadway connects with Gentry Memorial Highway which provides access to



Easley. South Carolina Highway 93 provides access to Liberty, Easley, and Greenville. The major interstate in the region is Interstate 85, 17 miles southeast of the site, and provides access to Greenville and its surrounding areas.

The Pickens County airport is approximately five miles from the site and is restricted to private aircrafts. The Greenville-Spartanburg Airport, offering commercial air services, is roughly 35 miles east of the subject site off Interstate 85.

5. Pedestrian Access

Sidewalks are present on both sides of Pendleton Street, allowing for pedestrian access to the adjacent medical facility as well as nearby retail and offices.

6. Accessibility Improvements under Construction and Planned

RPRG reviewed information from local stakeholders to assess whether any capital improvement projects affecting road, transit, or pedestrian access to the subject site are currently underway or likely to commence within the next few years. Observations made during the site visit contributed to this process. According to the South Carolina Department of Transportation website, road rehabilitation and resurfacing will continue in Pickens along Gentry Memorial Highway, the primary north-south thoroughfare in Pickens. RPRG did not identify any other major roadway or transit-oriented improvements that would have a direct impact on this market.

D. Residential Support Network

1. Key Facilities and Services near the Subject Sites

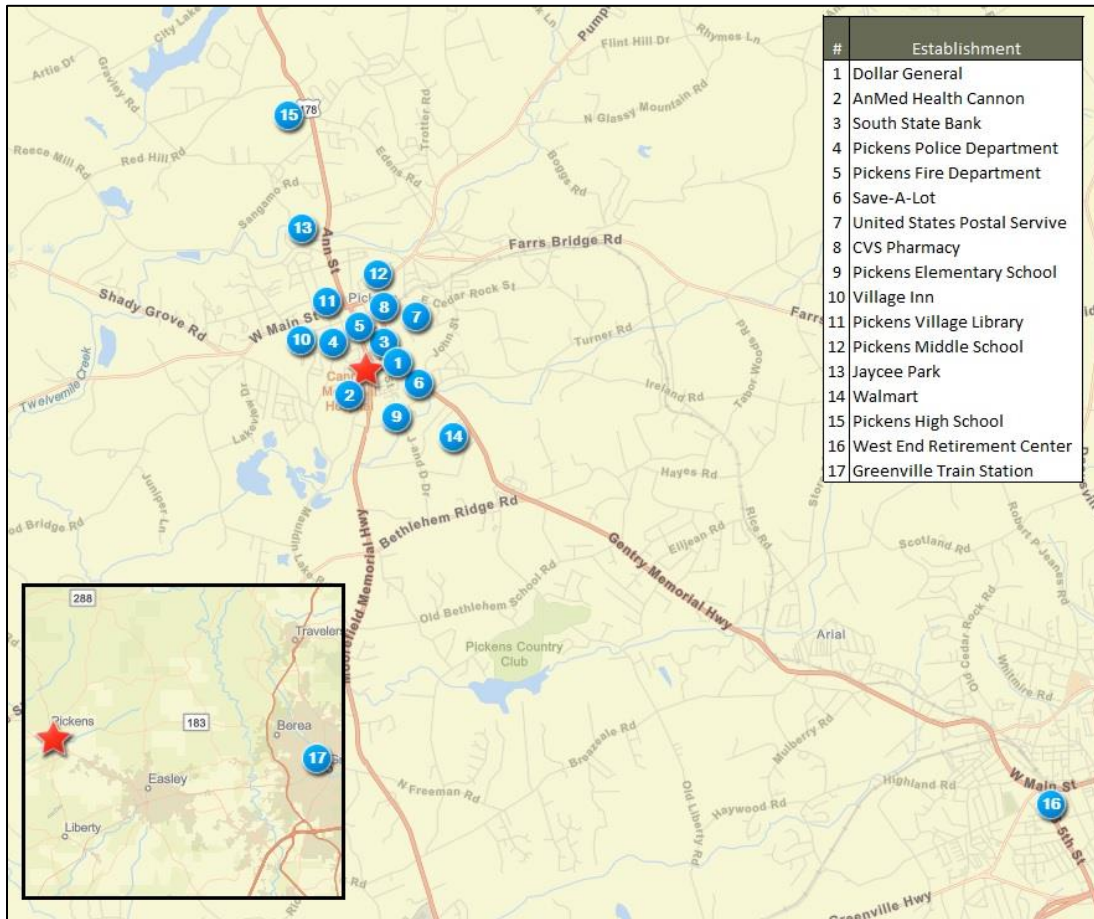
The appeal of any given community is often based in part to its proximity to those facilities and services required daily. Key facilities and services and their driving distances from the subject site are listed in Table 3 and their locations are plotted on Map 3.

Table 3 Key Facilities and Services

Establishment	Type	Address	City	Driving Distance
Dollar General	Convenience Store	442 Hampton Ave.	Pickens	0.2 mile
AnMed Health Cannon	Doctor/Medical	123 WG Acker Dr.	Pickens	0.3 mile
South State Bank	Bank	424 Hampton Ave.	Pickens	0.3 mile
Pickens Police Department	Police	302 Johnson St.	Pickens	0.3 mile
Pickens Fire Department	Fire	302 Johnson St.	Pickens	0.3 mile
Save-A-Lot	Grocery	529 Hampton Ave.	Pickens	0.4 mile
United States Postal Service	Post Office	110 Johnson St.	Pickens	0.4 mile
CVS Pharmacy	Pharmacy	204 Hampton Ave.	Pickens	0.5 mile
Pickens Elementary School	Public School	567 Hampton Ave.	Pickens	0.5 mile
Village Inn	Restaurant	107 S Catherine St.	Pickens	0.6 mile
Pickens Village Library	Public Library	124 N Catherine St.	Pickens	0.7 mile
Pickens Middle School	Public School	140 Torch Ln.	Pickens	1.3 miles
Jaycee Park	Park	149 N Homestead Rd.	Pickens	1.3 miles
Walmart	General Retail	2637 Gentry Memorial Hwy.	Pickens	2.1 miles
Pickens High School	Public School	4314 Moorefield Memorial Hwy.	Pickens	2.2 miles
West End Retirement Center	Senior Center	200 S 5th St.	Easley	6.8 miles

Source: Field and Internet Research, RPRG, Inc.

Map 3 Location of Key Facilities and Services



2. Essential Services

a. Health Care

AnMed Health Cannon is 0.3 mile south of the subject site. The medical facility consists of a hospital, physician offices, and outpatient services. The facility contains 55-beds with more than 60 staff physicians and services include outpatient services, a critical-care unit, a 24-hour Emergency Department, nuclear medicine, radiology, laboratory, physical therapy, sleep clinic, and wellness programs.

b. Education

The Pointe at Pickens is in the Pickens County School District. The school district includes 24 total schools including 14 elementary schools, five middle schools, and four high schools. According to the school district website, the Pickens County School District’s total enrollment is approximately 16,300 students for the 2018 school year. Students residing at the subject property would attend Pickens Elementary School (0.5 mile), Pickens Middle (1.3 miles), and Pickens High (2.2 miles).



3. Commercial Goods and Services

a. Convenience Goods

The term “convenience goods” refers to inexpensive, nondurable items that households purchase on a frequent basis and for which they generally do not comparison shop. Examples of convenience goods are groceries, fast food, health and beauty aids, household cleaning products, newspapers, and gasoline.

Dollar General, Save-A-Lot (grocery store), and CVS Pharmacy are all less than one mile from the site. Walmart Supercenter is approximately two miles from the site on Gentry Memorial Highway.

b. Shoppers Goods

The term “shoppers goods” refers to larger ticket merchandise that households purchase on an infrequent basis and for which they usually comparison shop. The category is sometimes called “comparison goods.” Examples of shoppers’ goods are apparel and accessories, furniture and home furnishings, appliances, jewelry, and sporting goods.

The closest regional shopping opportunities to Pickens are ten miles away in Easley, where most big box retailers are located. One notable big box retailer in Pickens is Walmart Supercenter. The closest regional shopping malls are roughly 25 miles from Pickens: Haywood Mall in Greenville and Anderson Mall in Anderson. Both malls are anchored by Belk, Dillard’s, and JCPenney. Haywood Mall also has a Macy’s and Sears department stores.

4. Recreation Amenities

Jaycee Park is 1.3 miles from the subject site and contains a playground, picnic pavilion, tennis courts, baseball fields, and football field. The park also adjoins with the Town Creek Trail. The Pickens County Library System’s Village Branch is less than one mile from the subject site, on Pendleton Street.



4. ECONOMIC CONTEXT

A. Introduction

This section of the report focuses primarily on economic trends and conditions in Pickens County, the jurisdiction in which The Pointe at Pickens is located. For purposes of comparison, economic trends in South Carolina and the nation are also discussed.

A. Labor Force, Resident Employment, and Unemployment

1. Trends in County Labor Force and Resident Employment

Pickens County’s labor force remained relatively flat from 2010 to 2014, ranging from 54,434 to 54,861 workers. The labor force increased from 56,096 in 2015 to 56,376 workers in 2017, its highest annual average since 2009. The number of employed workers increased by nearly 6,000 from 2010 to 2017. During the same period, the number of unemployed workers was more than halved from 5,925 to 2,338. The employed portion of the labor force has continued to increase and the number of unemployed workers has continued to decrease through 2018 Q3 (Table 4).

2. Trends in County Unemployment Rate

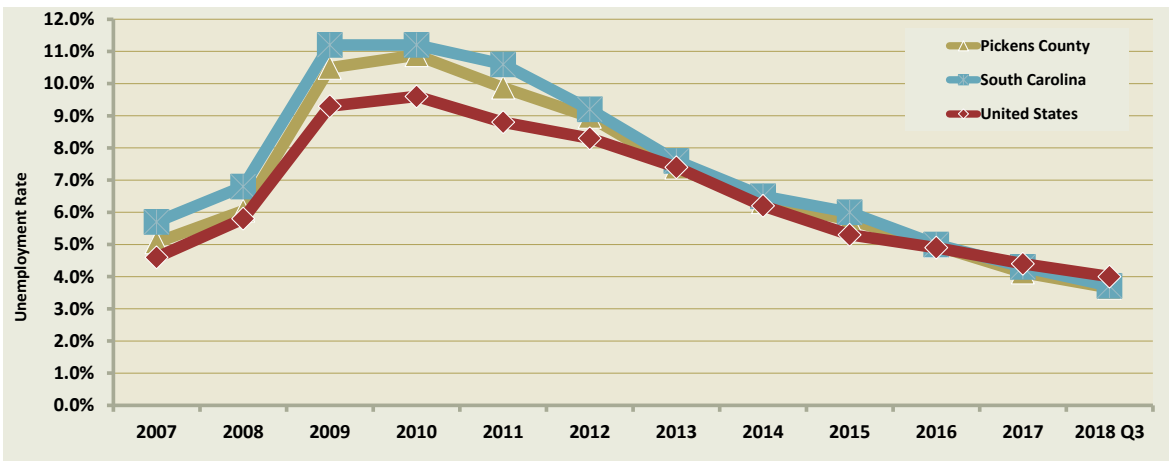
Pickens County’s unemployment rate has decreased significantly since a recession era high of 10.9 percent in 2010 to 4.1 percent in 2017, which is lower than the state and national unemployment rate. The county’s average unemployment rate decreased further to 3.7 percent through the third quarter of 2018.

Table 4 Labor Force and Unemployment Rates

Annual Unemployment Rates - Not Seasonally Adjusted

Annual Unemployment	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018 Q3
Labor Force	58,130	58,155	56,986	54,434	54,730	54,754	54,650	54,861	56,069	56,376	56,658	56,698
Employment	55,185	54,637	51,007	48,509	49,326	49,844	50,614	51,398	52,837	53,582	54,320	54,627
Unemployment	2,945	3,518	5,979	5,925	5,404	4,910	4,036	3,463	3,232	2,794	2,338	2,072
Unemployment Rate												
Pickens County	5.1%	6.0%	10.5%	10.9%	9.9%	9.0%	7.4%	6.3%	5.8%	5.0%	4.1%	3.7%
South Carolina	5.7%	6.8%	11.2%	11.2%	10.6%	9.2%	7.6%	6.5%	6.0%	5.0%	4.3%	3.7%
United States	4.6%	5.8%	9.3%	9.6%	8.8%	8.3%	7.4%	6.2%	5.3%	4.9%	4.4%	4.0%

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





B. Commutation Patterns

According to 2013-2017 American Community Survey (ACS) data, more than half of working residents of the Pointe at Pickens Market Area are employed locally with 50.1 percent commuting less than 25 minutes to work including 25.1 percent reporting commutes of under 15 minutes. Nearly one-third commute 25 to 44 minutes and 15.6 percent commute 45 minutes and over (Table 4).

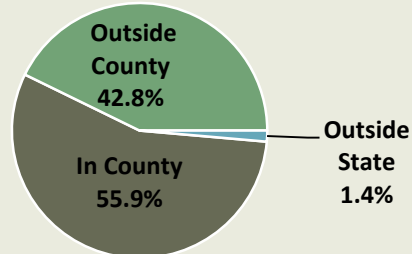
Approximately 56 percent of all workers residing in the Pointe at Pickens Market Area worked in Pickens County and 42.8 percent worked in another South Carolina county. Only 1.4 percent of market area residents are employed outside of the state.

Table 5 Commuting Patterns, Pointe at Pickens Market Area

Travel Time to Work			Place of Work		
Workers 16 years+	#	%	Workers 16 years and over	#	%
Did not work at home:	18,048	98.0%	Worked in state of residence:	18,160	98.6%
Less than 5 minutes	492	2.7%	Worked in county of residence	10,286	55.9%
5 to 9 minutes	1,809	9.8%	Worked outside county of residence	7,874	42.8%
10 to 14 minutes	2,318	12.6%	Worked outside state of residence	257	1.4%
15 to 19 minutes	2,492	13.5%	Total	18,417	100%
20 to 24 minutes	2,119	11.5%			
25 to 29 minutes	1,315	7.1%			
30 to 34 minutes	2,907	15.8%			
35 to 39 minutes	755	4.1%			
40 to 44 minutes	973	5.3%			
45 to 59 minutes	1,854	10.1%			
60 to 89 minutes	784	4.3%			
90 or more minutes	230	1.2%			
Worked at home	369	2.0%			
Total	18,417				

Source: American Community Survey 2013-2017

**2013-2017 Commuting Patterns
The Pointe at Pickens Market Area**



Source: American Community Survey 2013-2017

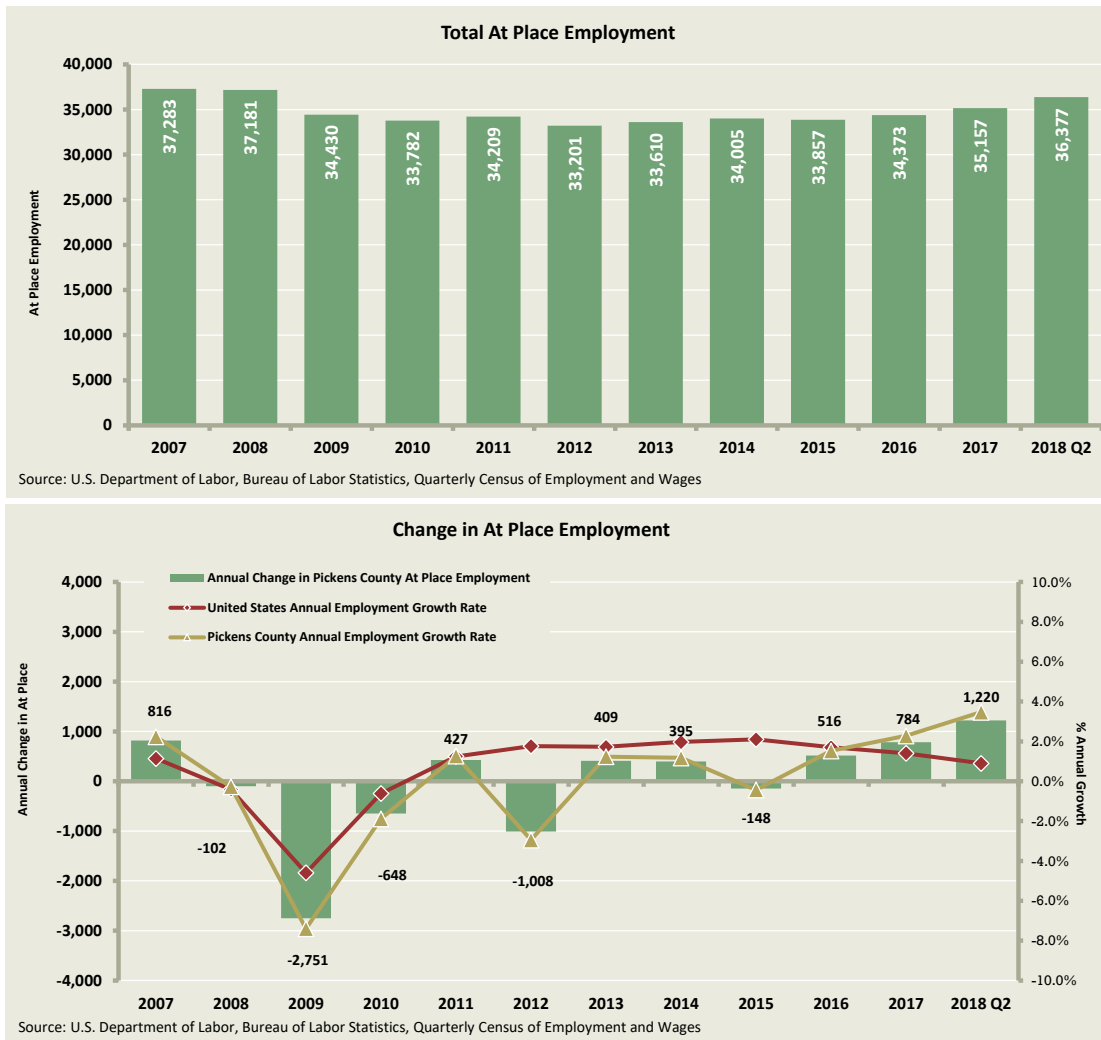
C. At-Place Employment

1. Trends in Total At-Place Employment

Pickens County’s At-Place Employment (jobs located in the county) has increased in six of the past seven years including the first two quarters of 2018 for a net increase of 3,176 jobs since 2012 (Figure 5). Growth is accelerating with more than 500 jobs added in each of the past three years including 1,220 jobs added through the first half of 2018. The recent job growth has recouped roughly 80 percent of the jobs lost during and following the national recession. As illustrated in the lower panel of Figure 5, the county’s rate of job growth has historically been below the national average but has been equal or above the national rate since 2016.



Figure 5 At-Place Employment



2. At-Place Employment by Industry Sector

The Leisure-Hospitality sector is the largest employment sector in Pickens County, comprising 17.5 percent of total jobs as compared to 11 percent for the nation. Trade-Transportation-Utilities and Manufacturing follow with 16.6 percent and 15.1 percent of the county’s jobs, respectively (Figure 6). The Education-Health sector contained 10.8 percent of jobs within Pickens County and all other sectors comprised less than 5 percent of the county’s jobs.

From 2011 to 2018 (Q2), five sectors added jobs and six sectors lost jobs in Pickens County. The Trade-Transportation-Utilities sector had the largest increase at 19.4 percent (Figure 7). The Other and Construction sectors also added jobs, increasing by 13.3 percent and 11.4 percent, respectively. Leisure-Hospitality, the county’s largest sector, increased by 7.9 percent. Sectors which lost jobs included Information, Professional-Business, Natural Resources-Mining, and Financial Activities; however, all of these sectors represent less than five percent of the county’s total employment. The Manufacturing sector, the second largest sector in Pickens County, lost less than one percent of its jobs.



Figure 6 Total Employment by Sector, Pickens County

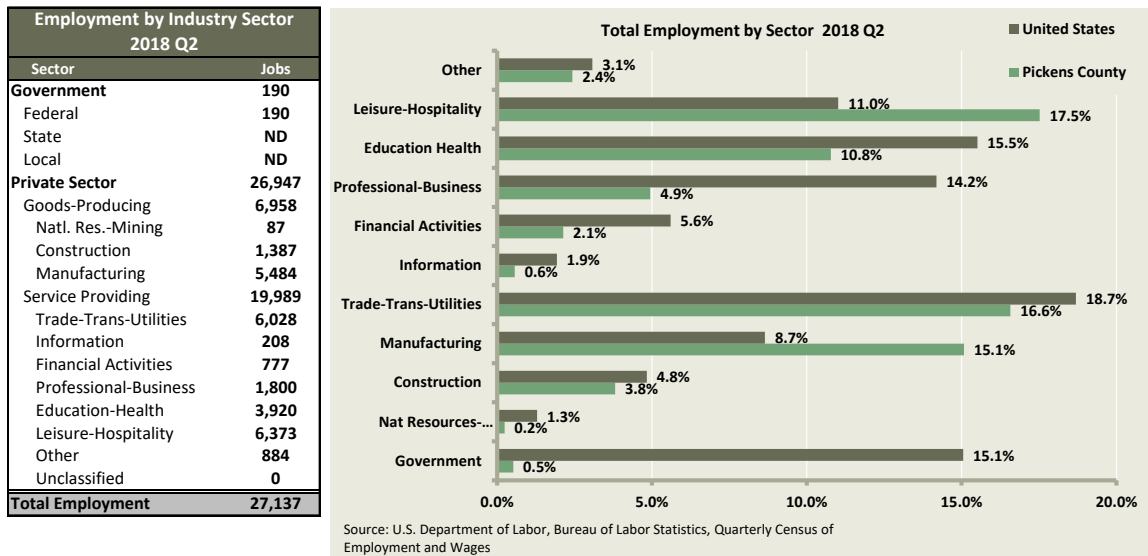
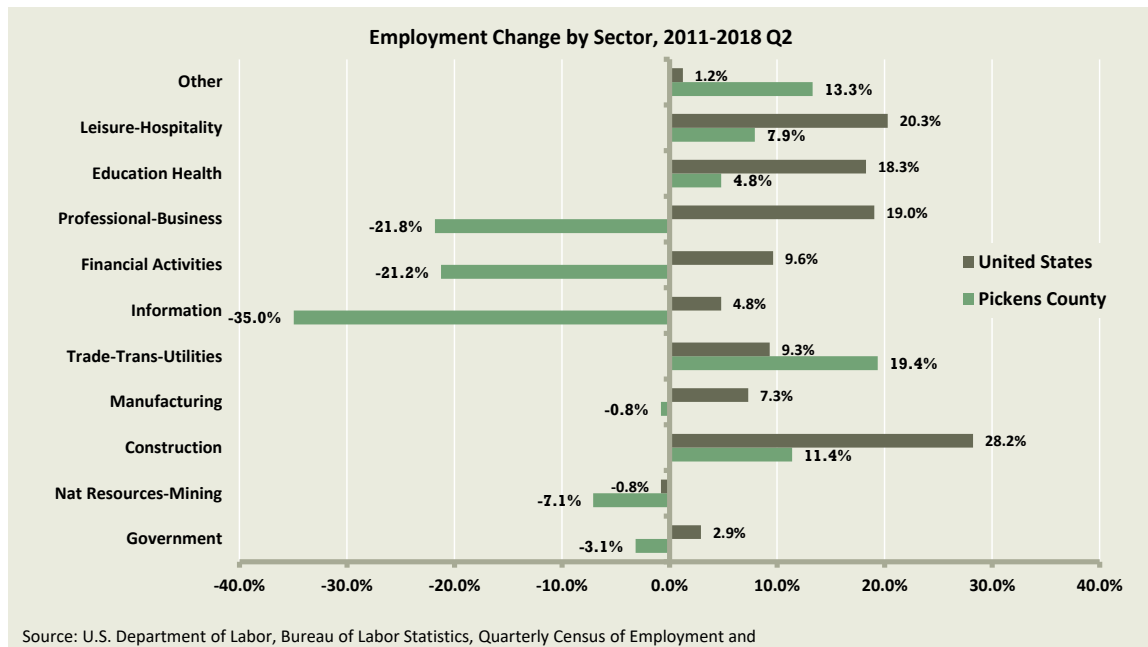


Figure 7 Change in Employment by Sector, Pickens County



3. Major Employers

The 20 largest employers in Pickens County per Alliance Pickens cover a range of (Table 6). The two largest employers in the county are the State of South Carolina and Clemson University, employing 4,881 and 3,529 people, respectively. Rounding out the top five is the School District of Pickens County, Contract Environmental Services, and Aramark Services. Of the remaining 15 major employers, seven are in the Manufacturing sector. The subject property is conveniently located within a 15-minute drive of most major employers. Most top employers in Pickens County are located in Easley, Pickens, or Liberty; a few are also located in the Clemson area (Map 4).

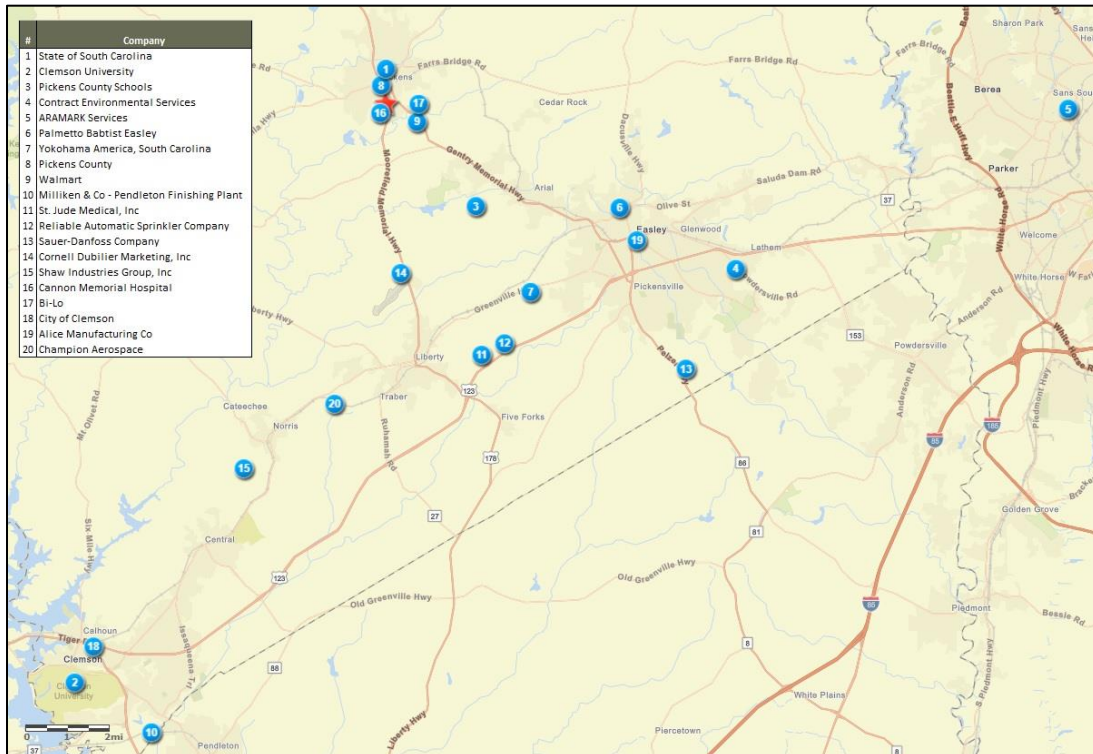


Table 6 Major Employers, Pickens County

Rank	Name	Sector	Employment
1	State of South Carolina	Government	4,881
2	Clemson University	Education	3,529
3	Pickens County Schools	Education	1,893
4	Contract Environmental Services	Consulting	1,200
5	ARAMARK Services	Food Services	800
6	Palmetto Baptist Easley	Healthcare	656
7	Yokohama America, South Carolina	Manufacturing	619
8	Pickens County	Government	592
9	Walmart	Retail	544
10	Milliken & Co - Pendleton Finishing Plant	Manufacturing	400
11	St. Jude Medical, Inc	Healthcare	400
12	Reliable Automatic Sprinkler Company	Manufacturing	390
13	Sauer-Danfoss Company	Manufacturing	335
14	Cornell Dubilier Marketing, Inc	Marketing	308
15	Shaw Industries Group, Inc	Manufacturing	300
16	Cannon Memorial Hospital	Healthcare	300
17	Bi-Lo	Retail	250
18	City of Clemson	Government	250
19	Alice Manufacturing Co	Manufacturing	250
20	Champion Aerospace	Manufacturing	250

Source: Alliance Pickens

Map 4 Pickens County Major Employers



4. Recent and Proposed Economic Expansions/Contractions

RPRG contacted Alliance Pickens to determine if any significant recent employment expansions or contractions have been announced in Pickens. Noted expansions over the past few years include Abbot, Reliable Sprinkler, United Tool, and Taylormade, adding over 320 jobs to the county. Capital investment related to economic development in the last two years totals over \$77 million, with 570 jobs added. (Table 7).

RPRG reviewed the 2018 and 2019 WARN notices for South Carolina and found two closures in Easley, located in the southern portion of the Pointe at Pickens Market Area. Kongsberg Automotive closed in March 2018, displacing 61 workers and ALICE Manufacturing closed in July 2018, displacing 182 workers.

Table 7 Economic Expansions/Contractions, Pickens County

Company	Date	Investment	Jobs	SF
Building Expansion				
Abbott	1/2017	\$18.0m	80	60,000
Reliable Sprinkler	9/2017	\$23.1m	100	150,000
New Buildings				
JR Automation	4/2017	\$5.0m	56	50,000
era-contact	6/2017	\$4.0m	35	38,000
Keymark	4/2018	\$2.0m	20	20,000
Safeplast	6/2018	\$4.3m	30	30,000
United Tool & Mold	1/2019	\$11.1m	80	58,000
Existing Buildings				
ZeroConnect	5/2016	\$1.3m	72	-
PG Aerospace	12/2017	-	22	-
SC Botanicals	08/2018	\$2.0m	15	-
Taylormade	12/2018	\$6.5m	60	-
		\$77.3m	570	406,000

Source: Alliance Pickens South Carolina USA

5. Wage Data

The average annual wage in 2017 for Pickens County was \$39,944 or 10.6 percent lower than the \$44,177 state-wide average (Table 8). Both the county and state are well below the national average wage of \$55,375. Pickens County's average annual wage in 2017 represents an increase of \$6,496 or 19.4 percent since 2010.

Table 8 Wage Data, Pickens County

	2010	2011	2012	2013	2014	2015	2016	2017
Pickens County	\$33,448	\$33,815	\$35,621	\$36,680	\$37,734	\$37,606	\$39,011	\$39,944
South Carolina	\$37,553	\$38,427	\$39,286	\$39,792	\$40,797	\$42,002	\$42,881	\$44,177
United States	\$46,751	\$48,043	\$49,289	\$49,804	\$51,361	\$52,942	\$53,621	\$55,375

Source: U.S. Department of Labor, Bureau of Labor Statistics, Quarterly Census of Employment and Wages



The average wage in Pickens County falls below the national average for all economic sectors (Figure 8). The highest paying sectors in Pickens County are Information, Government, and Manufacturing.

Figure 8 Wage by Sector, Pickens County



Source: U.S. Department of Labor, Bureau of Labor Statistics, Quarterly Census of Employment and Wages



5. HOUSING MARKET AREA

A. Introduction

The primary market area for the proposed The Pointe at Pickens is defined as the geographic area from which future residents of the community would primarily be drawn and in which competitive rental housing alternatives are located. In defining the Pointe at Pickens Market Area, RPRG sought to accommodate the joint interests of conservatively estimating housing demand and reflecting the realities of the local rental housing marketplace.

B. Delineation of Market Area

The Pointe at Pickens Market Area consists of the census tracts located in and immediately surrounding Pickens (Map 5). The market area is comprised of the census tracts in the central and southern portion of Pickens County, which includes the municipalities of Pickens, Liberty and Easley. This area includes the most comparable portions of the county in terms of demographics and housing composition. As such, residents of this market area would consider the subject site an acceptable shelter location. The market area excludes areas such as Clemson (further west and home to Clemson University) and Greenville (further east and part of Greenville County) given the distance from the site and differences in demographics.

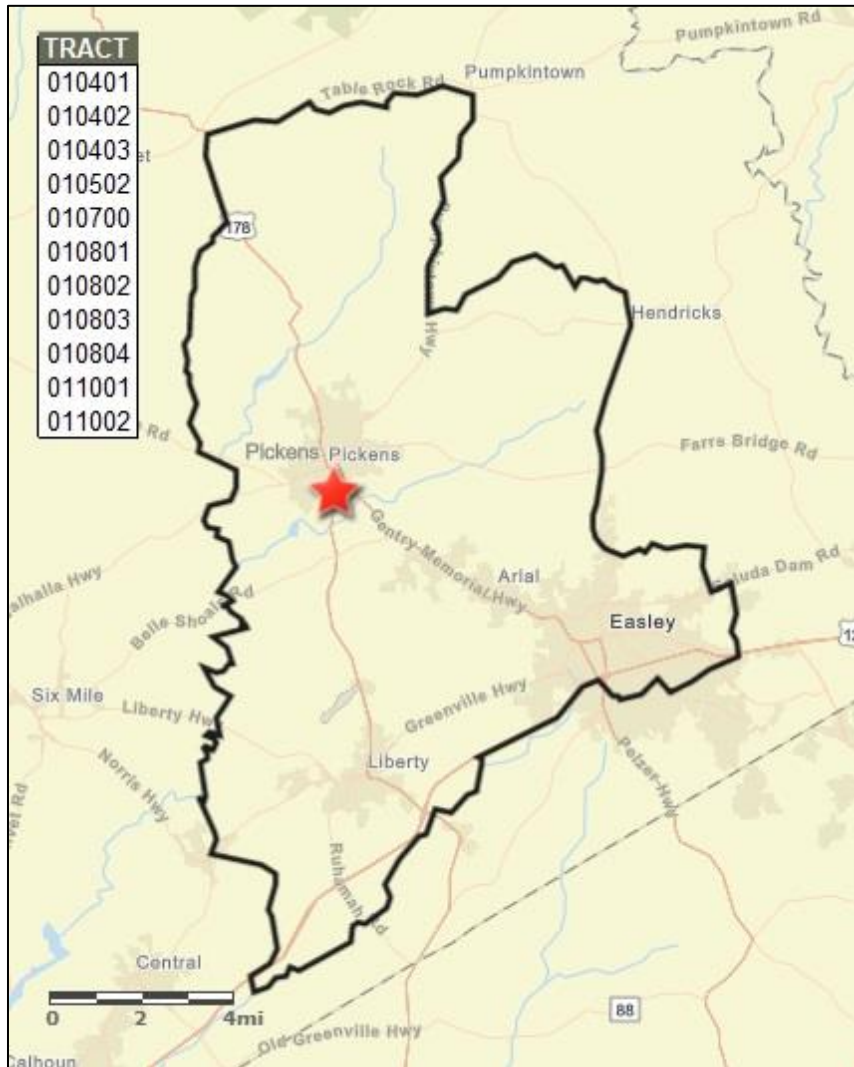
The approximate boundaries of the market area and their distances from the subject are:

- **North:** Table Rock Road (8.2 miles)
- **East:** Dacusville Highway (5.8 miles)
- **South:** Eighteenmile Creek (9.9 miles)
- **West:** Twelvemile Creek (2.2 miles)

As appropriate for this analysis, the Pointe at Pickens Market Area is compared to Pickens County as a whole. The county can be considered as a secondary market area for demographic comparison purposes although demand is based solely on the Pointe at Pickens Market Area.



Map 5 Pointe at Pickens Market Area



6. DEMOGRAPHIC ANALYSIS

A. Introduction and Methodology

RPRG analyzed recent trends in population and households in the Pointe at Pickens Market Area and Pickens County using several sources. Projections of population and households are based on data prepared by Esri, a national data vendor. The estimates and projections were examined, compared, and evaluated in the context of decennial U.S. Census data (from 2000 and 2010) as well as building permit trend information. Demographic data is presented for 2010, 2018, and 2021 per SCSHFDA's market study guidelines.

B. Trends in Population and Households

1. Recent Past Trends

Population within the Pointe at Pickens Market Area grew by 2.0 percent between the 2000 and 2010 Census counts, increasing by 844 people; households within the market area increased by 2.8 percent, adding a total of 469 households (Table 9). Annual growth rates in the market area during this period were 0.2 percent for population (adding 84 people annually) and 0.3 percent for households (adding 47 households annually). Pickens County grew at a faster pace with annual growth rates of 0.7 percent among population and 0.9 percent among households.

Relative to past census trends, Esri estimates that population and household growth rates escalated dramatically in the Pointe at Pickens Market Area. The Pointe at Pickens Market Area added 1,857 people (4.3 percent) and 619 households (3.6 percent) from 2010 to 2018, which equates to annual growth rates of 0.5 percent among population and 0.4 percent for households. Pickens County's population expanded at an annual rate of 0.8 percent and households grew at 0.7 percent during the same period.

2. Projected Trends

Based on Esri's data, RPRG projects the Pointe at Pickens Market Area's growth to continue from 2018 to 2021 with a net growth of 945 people and 339 households – annual average increases were 315 people (0.7 percent) and 113 households (0.6 percent). The market area is projected to reach 45,572 people and 18,052 households by 2021.

The household size in the Pointe at Pickens Market Area increased slightly from 2.48 persons per household in 2010 to 2.50 persons in 2018. The average size is expected to remain 2.50 persons between 2018 and 2021 (Table 10).



Table 9 Population and Household Projections

		Pickens County				The Pointe at Pickens Market Area				
Population	Count	Total Change		Annual Change		Count	Total Change		Annual Change	
		#	%	#	%		#	%	#	%
2000	110,757					41,926				
2010	119,224	8,467	7.6%	847	0.7%	42,770	844	2.0%	84	0.2%
2018	126,807	7,583	6.4%	948	0.8%	44,627	1,857	4.3%	232	0.5%
2021	130,175	3,368	2.7%	1,123	0.9%	45,572	945	2.1%	315	0.7%
Households	Count	Total Change		Annual Change		Count	Total Change		Annual Change	
		#	%	#	%		#	%	#	%
2000	41,306					16,625				
2010	45,228	3,922	9.5%	392	0.9%	17,094	469	2.8%	47	0.3%
2018	47,939	2,711	6.0%	339	0.7%	17,713	619	3.6%	77	0.4%
2021	49,179	1,240	2.6%	413	0.9%	18,052	339	1.9%	113	0.6%

Source: 2000 Census; 2010 Census; Esri; and Real Property Research Group, Inc.

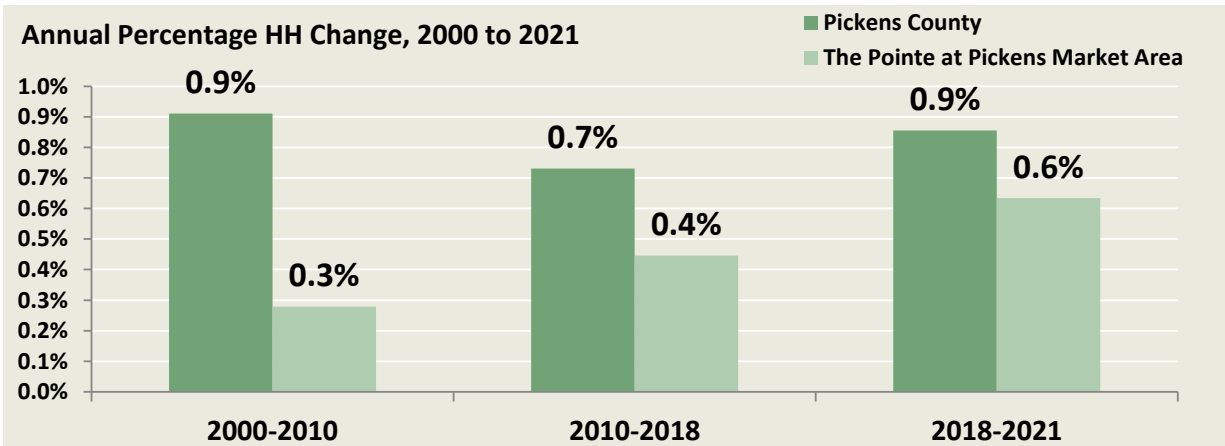


Table 10 Persons per Household, Pointe at Pickens Market Area

	2010	2018	2021
Population	42,770	44,627	45,572
Group Quarters	371	371	371
Households	17,094	17,713	18,052
Avg. HH Size	2.48	2.50	2.50

Source: US Census, ESRI

3. Building Permit Trends

RPRG examines building permit trends to help determine if the housing supply is meeting demand, as measured by new households. Permitted units in Pickens County averaged 502 permits annually from 2007 to 2017. Permitted units have ranged from a low of 159 units in 2010 during the recession to a high of 1,026 units in 2016. Permits issued for multi-family units have ranged from zero in 2009 and 2010 to 667 units permitted in 2016. Multi-family permit activity has increased over the last five years, with an average of 303 units permitted from 2013 to 2017. An average of 527 new housing units were permitted annually in Pickens County from 2010 to 2017 (Table 11).

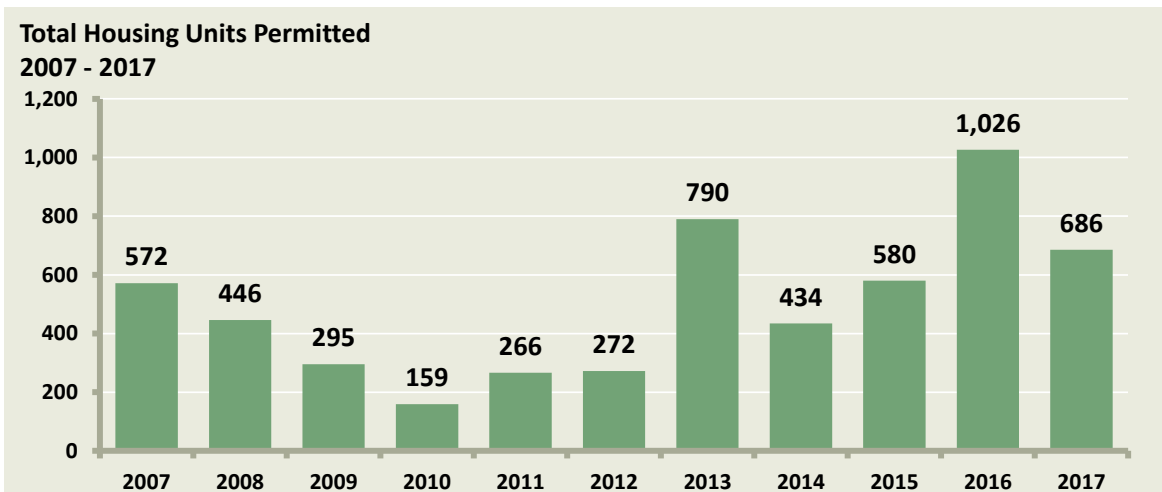


Single-family detached homes accounted for 69 percent of all residential permits issued in Pickens County from 2000 to 2017 and multi-family structures (5+ units) accounted for 30 percent of permitted units. From 2013 to 2017 multi-family permits increased significantly and represented 43 percent of total units permitted within the county. It should be noted Pickens County includes areas outside the subject’s market area such as Clemson, home to Clemson University. Clemson’s student enrollment has grown by more than 5,000 students over the past ten years and there has been a significant amount of new student housing development.

Table 11 Building Permits by Structure Type, Pickens County

Pickens County													2007-2017	Annual Average
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017			
Single Family	544	404	295	159	244	212	443	301	358	359	491	3,810	346	
Two Family	0	2	0	0	2	4	2	0	4	0	2	16	1	
3 - 4 Family	0	0	0	0	0	0	12	16	0	0	11	39	4	
5+ Family	28	40	0	0	20	56	333	117	218	667	182	1,661	151	
Total	572	446	295	159	266	272	790	434	580	1,026	686	5,526	502	

Source: U.S. Census Bureau, C-40 Building Permit Reports.



C. Demographic Characteristics

1. Age Distribution and Household Type

The Pointe at Pickens Market Area’s population is older than Pickens County with median ages of 40 and 36, respectively (Table 12). Adults age 35-61 years comprise 35.6 percent of the population within the market area compared to 31.5 percent in Pickens County. The county has a greater concentration of Young Adults age 20-34, comprising nearly one-quarter of the population compared to the market area’s 18.7 percent, reflecting the impact of Clemson University. Children/Youth account for 23.6 percent of Pointe at Pickens Market Area’s population, slightly below the county’s 24.2 percent. Seniors age 62+ are more common in the market area at 22.2 percent compared to the county’s 20.2 percent.

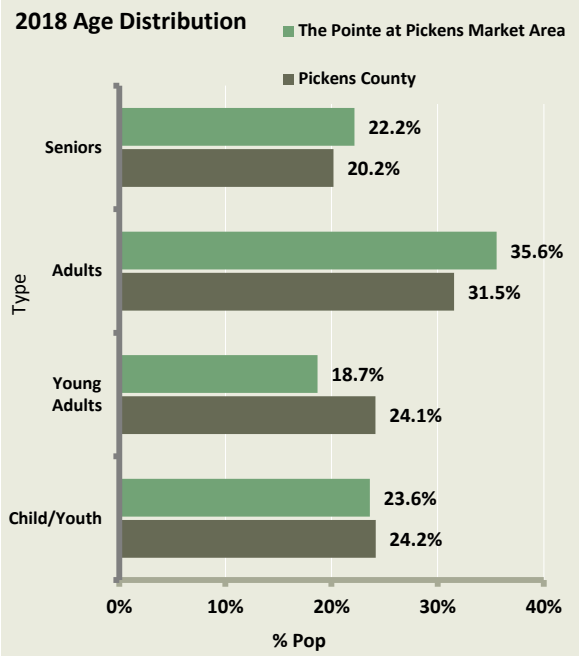
The Pointe at Pickens Market Area and Pickens County had a similar distribution by household type, as of the 2010 Census. Multi-person households without children were the most common household



type in both areas and totaled nearly 41 percent of all households in the market area and 44.9 percent in Pickens County (Table 13). Households with children accounted for roughly one-third of households in the market area and 30 percent in the county. Single person households were the least common household type in both areas at 26.4 percent in the market area and 25.2 percent in Pickens County.

Table 12 Age Distribution

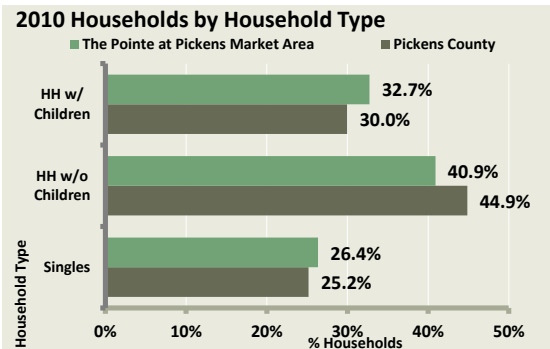
2018 Age Distribution	Pickens County		The Pointe at Pickens Market Area	
	#	%	#	%
Children/Youth	30,630	24.2%	10,541	23.6%
Under 5 years	6,262	4.9%	2,624	5.9%
5-9 years	6,643	5.2%	2,739	6.1%
10-14 years	6,841	5.4%	2,722	6.1%
15-19 years	10,884	8.6%	2,456	5.5%
Young Adults	30,602	24.1%	8,333	18.7%
20-24 years	15,008	11.8%	2,399	5.4%
25-34 years	15,594	12.3%	5,934	13.3%
Adults	39,994	31.5%	15,867	35.6%
35-44 years	13,631	10.7%	5,641	12.6%
45-54 years	15,133	11.9%	5,976	13.4%
55-61 years	11,230	8.9%	4,250	9.5%
Seniors	25,581	20.2%	9,886	22.2%
62-64 years	4,813	3.8%	1,822	4.1%
65-74 years	12,469	9.8%	4,761	10.7%
75-84 years	5,906	4.7%	2,367	5.3%
85 and older	2,393	1.9%	936	2.1%
TOTAL	126,807	100%	44,627	100%
Median Age	36		40	



Source: Esri; RPRG, Inc.

Table 13 Households by Household Type

2010 Households by Household Type	Pickens County		The Pointe at Pickens Market Area	
	#	%	#	%
Married w/Children	9,219	20.4%	3,606	21.1%
Other w/ Children	4,336	9.6%	1,990	11.6%
Households w/ Children	13,555	30.0%	5,596	32.7%
Married w/o Children	13,378	29.6%	5,018	29.4%
Other Family w/o Children	2,767	6.1%	1,267	7.4%
Non-Family w/o Children	4,140	9.2%	707	4.1%
Households w/o Children	20,285	44.9%	6,992	40.9%
Singles	11,388	25.2%	4,506	26.4%
Total	45,228	100%	17,094	100%



Source: 2010 Census; RPRG, Inc.



2. Renter Household Characteristics

a. Recent Past Trends

The Pointe at Pickens Market Area has a slightly lower propensity to rent when compared to Pickens County with 2018 renter percentages of 29.0 percent and 31.5 percent, respectively (Table 14). The market area is estimated to have added 230 renter households annually as compared to 138 owner households annually from 2000 to 2018. Renters accounted for 98.1 percent of the market area’s net household growth from 2000 to 2018. Renters also contributed a disproportionate percentage of the county’s net household growth over the past 18 years at 62.4 percent.

Table 14 Households by Tenure, 2000 to 2018

Pickens County	2000		2010		2018		Change 2000-2018				% of Change 2000 - 2018
							Total Change		Annual Change		
Housing Units	#	%	#	%	#	%	#	%	#	%	
Owner Occupied	30,350	73.5%	31,161	68.9%	32,841	68.5%	2,491	8.2%	138	0.4%	37.6%
Renter Occupied	10,956	26.5%	14,067	31.1%	15,098	31.5%	4,142	37.8%	230	1.8%	62.4%
Total Occupied	41,306	100%	45,228	100%	47,939	100%	6,633	16.1%	369	0.8%	100%
Total Vacant	4,694		6,016		6,490						
TOTAL UNITS	46,000		51,244		54,429						

The Pointe at Pickens Market Area	2000		2010		2018		Change 2000-2018				% of Change 2000 - 2018
							Total Change		Annual Change		
Housing Units	#	%	#	%	#	%	#	%	#	%	
Owner Occupied	12,632	76.0%	12,202	71.4%	12,654	71.0%	22	0.2%	1	0.0%	1.9%
Renter Occupied	3,993	24.0%	4,892	28.6%	5,172	29.0%	1,179	29.5%	65	1.4%	98.1%
Total Occupied	16,625	100%	17,094	100%	17,826	100%	1,201	7.2%	67	0.4%	100%
Total Vacant	1,566		2,069		2,188						
TOTAL UNITS	18,191		19,163		20,014						

Source: U.S. Census of Population and Housing, 2000, 2010; Esri, RPRG, Inc.

b. Projected Household Tenure Trends

Esri projects renter household growth to decrease significantly over the next five years with net growth of only 29 renter households from 2018 to 2021; a significant departure from past census trends and Esri’s previous estimates/projections. Esri changed its methodology for determining household tenure in its most recent¹ data release to include national multi-family property data from Axiomtrics in addition to other changes².

Esri’s new methodology is producing significant deviations from recent past trends that are inconsistent with verified construction and lease-up activity in many markets across the United States. As detailed in Table 15, Esri projects total renter household growth of 29 households from 2018 to 2021, which is equal to just 12.9 percent of the market area’s net household growth.

¹ July 2018 Release

² Correspondence with Douglas Skuta or Esri on 7/27/18



Based on RPRG’s research including an analysis of demographic and multi-family trends, we project renter households to contribute at least 29 percent of net household growth over the next three years, which is equal to the 2018 renter percentage and well below recent trends.

Table 15 Households by Tenure, 2018 to 2021

The Pointe at Pickens Market Area	2018		2021 Esri HH by Tenure		Esri Change by Tenure	
	#	%	#	%	#	%
Housing Units						
Owner Occupied	12,654	71.0%	12,851	71.2%	197	87.1%
Renter Occupied	5,172	29.0%	5,201	28.8%	29	12.9%
Total Occupied	17,826	100%	18,052	100%	226	100%
Total Vacant	2,200		2,221			
TOTAL UNITS	20,026		20,273			

The Pointe at Pickens Market Area	2018		2021 RPRG HH by Tenure		RPRG Change by Tenure	
	#	%	#	%	#	%
Housing Units						
Owner Occupied	12,574	71.0%	12,815	71.0%	241	71.0%
Renter Occupied	5,139	29.0%	5,237	29.0%	98	29.0%
Total Occupied	17,713	100%	18,052	100%	339	100%
Total Vacant	2,200		2,221			
TOTAL UNITS	19,913		20,273			

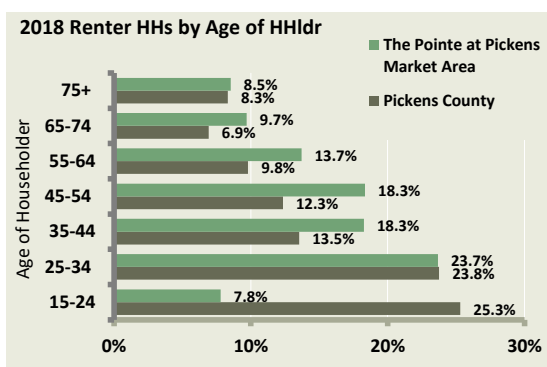
Source: Esri, RPRG, Inc.

Roughly 31 percent of renter households in the Pointe at Pickens Market Area and almost half of households in Pickens County are under the age of 35; the high percentage in the county reflects the influence of Clemson University. The market area has a higher percentage of renters age 35 to 44, or 18.3 percent compared to Pickens County’s 13.5 percent (Table 16). Renters 55 and older total 31.9 percent of households within the Pointe at Pickens Market Area and approximately one-quarter within the county.

Table 16 Renter Households by Age of Householder

Renter Households	Pickens County		The Pointe at Pickens Market Area	
	#	%	#	%
Age of HHldr				
15-24 years	3,822	25.3%	401	7.8%
25-34 years	3,588	23.8%	1,216	23.7%
35-44 years	2,044	13.5%	938	18.3%
45-54 years	1,863	12.3%	943	18.3%
55-64 years	1,479	9.8%	704	13.7%
65-74 years	1,045	6.9%	498	9.7%
75+ years	1,256	8.3%	438	8.5%
Total	15,098	100%	5,139	100%

Source: Esri, Real Property Research Group, Inc.



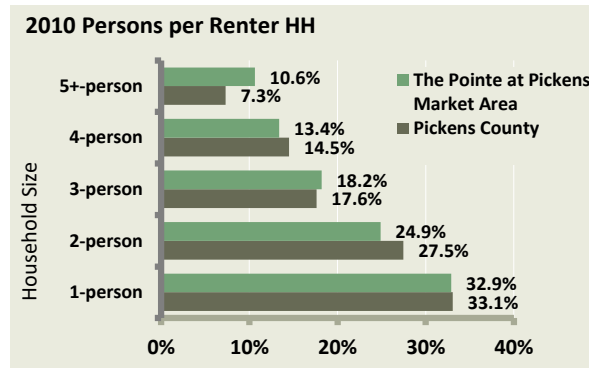


As of 2010, roughly 58 percent of all renter households in the Pointe at Pickens Market Area contained one or two persons, similar to Pickens County’s 60.5 percent. Single person households accounted for roughly one-third of all renter households in both the market area and Pickens County (Table 17). Almost one-third of renter households in the market area had three or four persons and 10.6 percent of households had five or more persons.

Table 17 Renter Households by Household Size

Renter Occupied	Pickens County		The Pointe at Pickens Market Area	
	#	%	#	%
1-person hhld	4,653	33.1%	1,609	32.9%
2-person hhld	3,863	27.5%	1,217	24.9%
3-person hhld	2,480	17.6%	891	18.2%
4-person hhld	2,042	14.5%	655	13.4%
5+-person hhld	1,029	7.3%	520	10.6%
TOTAL	14,067	100%	4,892	100%

Source: 2010 Census



3. Population by Race

SCSHFDA’s requests population by race for the subject census tract. Minorities within the census tract comprise 12.5 percent of the population. By comparison, the market area has a slightly lower percentage of minorities, totaling 12.3 percent of the population (Table 18).

Table 18 2018 Population by Race, Tract 0104.02

Race	Tract 0104.02		Pointe at Pickens Market Area		Pickens County	
	#	%	#	%	#	%
Total Population	5,649	100.0%	44,627	100.0%	126,807	100.0%
Population Reporting One Race	5,529	97.9%	43,662	97.8%	124,249	98.0%
White	4,943	87.5%	39,117	87.7%	111,394	87.8%
Black	488	8.6%	3,352	7.5%	8,230	6.5%
American Indian	11	0.2%	95	0.2%	286	0.2%
Asian	32	0.6%	178	0.4%	2,261	1.8%
Pacific Islander	0	0.0%	12	0.0%	28	0.0%
Some Other Race	55	1.0%	908	2.0%	2,050	1.6%
Population Reporting Two Races	120	2.1%	965	2.2%	2,558	2.0%

Source: 2010 Census; Esri

4. Income Characteristics

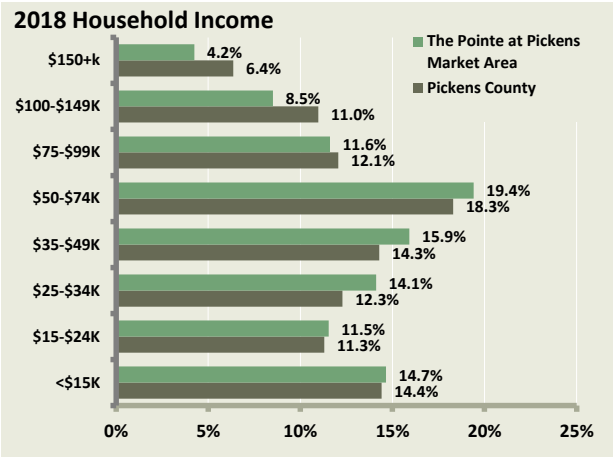
According to income distributions provided by Esri, households in the Pointe at Pickens Market Area had a 2018 median household income of \$45,135, which is \$3,448 or 7.2 percent lower than the \$47,583 median in Pickens County (Table 19). Over one-quarter (26.2 percent) of market area households earn less than \$25,000 per year and 30 percent earn \$25,000 to \$49,999.



Table 19 Household Income

Estimated 2018 Household Income		Pickens County		The Pointe at Pickens Market Area	
		#	%	#	%
less than \$15,000		6,912	14.4%	2,596	14.7%
\$15,000 - \$24,999		5,417	11.3%	2,043	11.5%
\$25,000 - \$34,999		5,893	12.3%	2,500	14.1%
\$35,000 - \$49,999		6,851	14.3%	2,820	15.9%
\$50,000 - \$74,999		8,772	18.3%	3,439	19.4%
\$75,000 - \$99,999		5,784	12.1%	2,056	11.6%
\$100,000 - \$149,999		5,260	11.0%	1,507	8.5%
\$150,000 Over		3,050	6.4%	752	4.2%
Total		47,939	100%	17,713	100%
Median Income		\$47,583		\$44,135	

Source: Esri; Real Property Research Group, Inc.

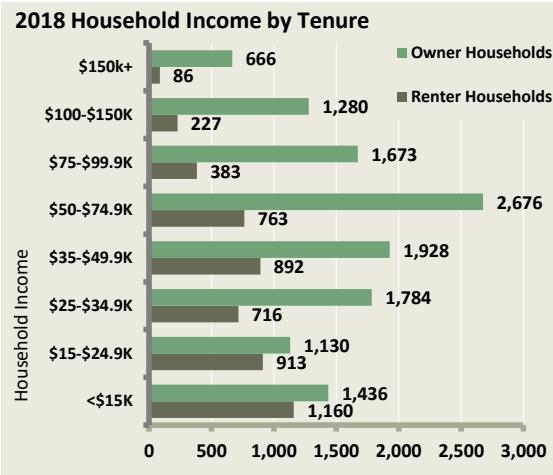


The Pointe at Pickens Market Area has a large proportion of low to moderate income renter households. Based on the U.S. Census Bureau’s American Community Survey data, the breakdown of tenure, and household estimates, RPRG estimates that the median income of the Pointe at Pickens Market Area households by tenure is \$31,950 for renters and \$50,067 for owners (Table 20). Approximately 40 percent of renter households earn less than \$25,000 including 22.6 percent earning less than \$15,000. Roughly 31 percent of renter households earn \$25,000 to \$49,999, and 28.4 percent of renter households earn at least \$50,000 compared to 50.1 percent of owner households earning at or above \$50,000.

Table 20 Household Income by Tenure

Estimated 2018 HH Income		Renter Households		Owner Households	
		#	%	#	%
The Pointe at Pickens Market Area					
less than \$15,000		1,160	22.6%	1,436	11.4%
\$15,000 - \$24,999		913	17.8%	1,130	9.0%
\$25,000 - \$34,999		716	13.9%	1,784	14.2%
\$35,000 - \$49,999		892	17.4%	1,928	15.3%
\$50,000 - \$74,999		763	14.9%	2,676	21.3%
\$75,000 - \$99,999		383	7.5%	1,673	13.3%
\$100,000 - \$149,999		227	4.4%	1,280	10.2%
\$150,000 over		86	1.7%	666	5.3%
Total		5,139	100%	12,574	100%
Median Income		\$31,950		\$50,067	

Source: American Community Survey 2013-2017 Estimates, RPRG, Inc.



Thirty-six percent of renter households in the Pointe at Pickens Market Area pay at least 35 percent of income for rent (Table 21). Roughly nine percent of renter households are living in substandard conditions; however, this only includes overcrowding and incomplete plumbing.



Table 21 Cost Burdened and Substandard Calculation, Pointe at Pickens Market Area

Rent Cost Burden		
Total Households	#	%
Less than 10.0 percent	270	5.2%
10.0 to 14.9 percent	464	8.9%
15.0 to 19.9 percent	562	10.8%
20.0 to 24.9 percent	728	14.0%
25.0 to 29.9 percent	396	7.6%
30.0 to 34.9 percent	463	8.9%
35.0 to 39.9 percent	315	6.1%
40.0 to 49.9 percent	466	9.0%
50.0 percent or more	906	17.5%
Not computed	621	12.0%
Total	5,191	100.0%
> 35% income on rent	313	36.0%

Source: American Community Survey 2013-2017

Substandardness	
Total Households	
Owner occupied:	
Complete plumbing facilities:	11,910
1.00 or less occupants per room	11,735
1.01 or more occupants per room	175
Lacking complete plumbing facilities:	50
Overcrowded or lacking plumbing	225
Renter occupied:	
Complete plumbing facilities:	5,006
1.00 or less occupants per room	4,724
1.01 or more occupants per room	282
Lacking complete plumbing facilities:	185
Overcrowded or lacking plumbing	467
Substandard Housing	692
% Total Stock Substandard	4.0%
% Rental Stock Substandard	9.0%



7. COMPETITIVE HOUSING ANALYSIS

A. Introduction and Sources of Information

This section presents data and analyses pertaining to the supply of housing in the Pointe at Pickens Market Area. We pursued several avenues of research in an attempt to identify residential rental projects that are actively being planned or that are currently under construction within the Pointe at Pickens Market Area. The rental survey of competitive projects was conducted in January 2019.

B. Overview of Market Area Housing Stock

Based on the 2013-2017 ACS survey, the Pointe at Pickens Market Area’s renter occupied units are contained within a variety of structures including 21.1 percent in multi-family structures with 5+ units, 13.6 percent in structures with 2-4 units, and 45.9 percent in single-family detached homes. The county’s renter occupied housing stock has a greater concentration of units in structures with 5+ units (34.2 percent), 14.9 percent of units in structures with 2-4 units, and a much lower percentage of units (31.4 percent) in single-family detached homes (Table 22). Mobile homes account for a significant percentage of the rentals in both areas at 18.4 percent in the market area and 17.4 percent in the county.

The renter-occupied housing stock in the Pointe at Pickens Market Area has an older median year built when compared to Pickens County, or 1979 versus 1986. The median year built of the Pointe at Pickens Market Area’s owner-occupied stock was also older at 1977, compared Pickens County’s median year built of 1984 (Table 23). Over one-quarter (28.6 percent) of renter occupied units in the Pointe at Pickens Market Area have been constructed since 1990 and 38.3 percent were constructed between 1970 to 1989.

According to ACS data, the median value among owner-occupied housing units in the Pointe at Pickens Market Area was \$105,747, approximately \$26,586 or 20.1 percent below Pickens County’s median of \$132,333 (Table 24). ACS estimates home values based upon homeowners’ assessments of the values of their homes. This data is traditionally a less accurate and reliable indicator of home prices in an area than actual sales data but offers insight of relative housing values among two or more areas.

Table 22 Renter Occupied Units by Structure

Renter Occupied Housing Units	Pickens County		The Pointe at Pickens Market Area	
	#	%	#	%
Single-Family Detached	4,667	31.4%	2,382	45.9%
Single-Family Attached	302	2.0%	55	1.1%
2-4 Unit Bldgs	2,213	14.9%	704	13.6%
5+ Unit Bldgs	5,081	34.2%	1,094	21.1%
Mobile Homes	2,589	17.4%	956	18.4%
Total	14,852	100%	5,191	100%

Source: American Community Survey 2013-2017



Table 23 Dwelling Units by Year Built and Tenure

Year Built	Owner Occupied				Renter Occupied			
	Pickens County		The Pointe at Pickens Market Area		Pickens County		The Pointe at Pickens Market Area	
	#	%	#	%	#	%	#	%
2014 or later	307	1.0%	105	0.9%	180	1.2%	43	0.8%
2010 to 2013	759	2.4%	105	0.9%	529	3.6%	72	1.4%
2000 to 2009	5,431	17.2%	1,646	13.8%	2,141	14.4%	683	13.2%
1990 to 1999	6,606	20.9%	2,045	17.1%	3,563	24.0%	688	13.3%
1980 to 1989	5,100	16.2%	1,608	13.4%	3,195	21.5%	1,058	20.4%
1970 to 1979	5,481	17.4%	2,349	19.6%	2,208	14.9%	930	17.9%
1960 to 1969	2,964	9.4%	1,369	11.4%	958	6.5%	448	8.6%
1950 to 1959	2,327	7.4%	1,254	10.5%	868	5.8%	537	10.3%
1940 to 1949	1,128	3.6%	615	5.1%	355	2.4%	241	4.6%
1939 or earlier	1,473	4.7%	864	7.2%	855	5.8%	491	9.5%
TOTAL	31,576	100%	11,960	100%	14,852	100%	5,191	100%
MEDIAN YEAR BUILT	1984		1977		1986		1979	

Source: American Community Survey 2013-2017

Table 24 Value of Owner Occupied Housing Stock

2013-2017 Home Value		Pickens County		The Pointe at Pickens Market Area	
		#	%	#	%
less than	\$60,000	4,951	15.7%	2,439	20.4%
	\$60,000 - \$99,999	6,001	19.0%	3,143	26.3%
	\$100,000 - \$149,999	7,182	22.7%	3,002	25.1%
	\$150,000 - \$199,999	5,456	17.3%	1,842	15.4%
	\$200,000 - \$299,999	4,657	14.7%	967	8.1%
	\$300,000 - \$399,999	1,609	5.1%	360	3.0%
	\$400,000 - \$499,999	743	2.4%	94	0.8%
	\$500,000 - \$749,999	600	1.9%	39	0.3%
	\$750,000 over	377	1.2%	74	0.6%
Total		31,576	100%	11,960	100%
Median Value		\$132,333		\$105,747	

Source: American Community Survey 2013-2017

C. Survey of Competitive Rental Communities

1. Introduction to the Rental Housing Survey

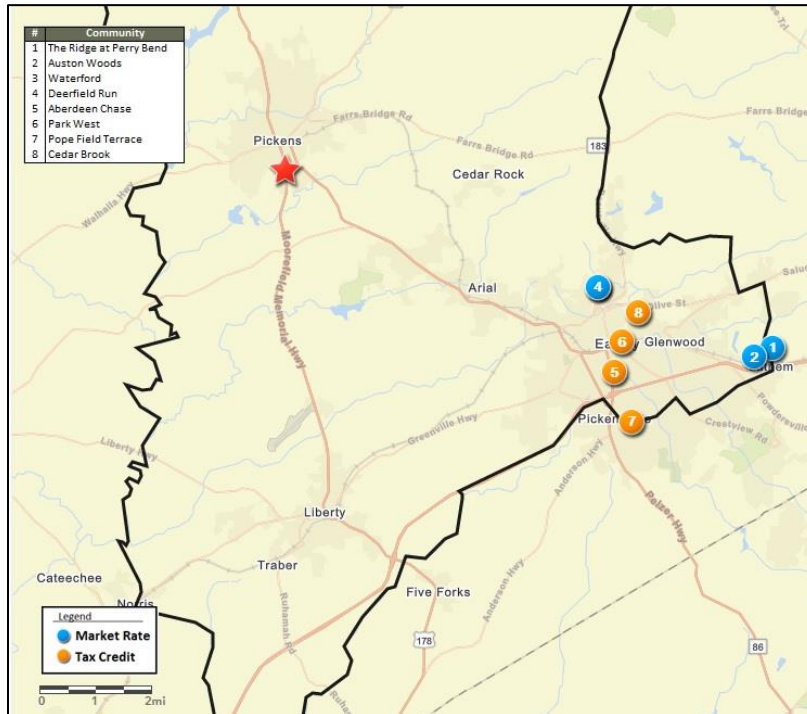
As part of this analysis, RPRG surveyed eight general occupancy rental communities in the Pointe at Pickens Market Area including four market rate communities and four LIHTC communities. The competitive surveys do not include deeply subsidized or senior communities as they are not

comparable with the units proposed at the subject property. Profile sheets with detailed information on each surveyed community, including photographs, are attached as Appendix 5.

2. Location

The surveyed communities are all southeast of the subject site in Easley (Map 6). The only multi-family rental communities in Pickens are deeply subsidized communities, which are not comparable with the units proposed at the subject property.

Map 6 Surveyed Rental Communities



3. Age of Communities

The average year built of surveyed rental communities in the market area is 2006. LIHTC communities were much newer with an average year built of 2011 compared to an average of 2001 for market rate communities. The Ridge at Perry Bend (2018) is the newest market rate community and Aberdeen Chase (2015) is the newest LIHTC community.

4. Structure Type

Six rental communities offer garden style apartments and two communities offer townhomes exclusively. Out of the four surveyed LIHTC communities, two offer garden style apartments and two offer townhome style units.

5. Size of Communities

The surveyed communities range from 27 to 240 units with an average of 100 units per community. Market rate communities are larger averaging 155 units and LIHTC communities average 46 units (ranging 27 to 60 units).



6. Vacancy Rates

The eight stabilized communities combine for 800 units and 19 vacancies for an aggregate vacancy rate of 2.4 percent. The four LIHTC communities combined for only two vacancies among 182 units for an aggregate vacancy rate of 1.1 percent (Table 25). A new market rate community recently concluded lease up – The Ridge at Perry Bend has 240 units and 14 vacancies for a vacancy rate of 5.8 percent.

Among properties able to provide unit distributions and vacancies by floorplan, vacancy rates were, 0.0 percent for one-bedroom units, 1.6 percent for two-bedroom units, and 0.0 percent for three-bedroom units (Table 26).

7. Rent Concessions

One surveyed community reported rental incentives: The Ridge at Perry Road, delivered in 2018 and recently stabilized, is offering a \$500 rental concession on three-bedroom units.

8. Absorption History

The Ridge at Perry Bend (market rate community) opened in January 2018 and leased 266 units in roughly one year for a monthly absorption rate of 26.5 units.

Table 25 Rental Summary, Surveyed Rental Communities

Map #	Community	Year Built	Structure Type	Total Units	Vacant Units	Vacancy Rate	Avg 1BR Rent (1)	Avg 2BR Rent (1)	Incentive
	Subject Property - 50% AMI		Gar	10				\$528	
	Subject Property - 60% AMI		Gar	38				\$565	
1	The Ridge at Perry Bend	2018	Gar	240	14	5.8%	\$864	\$1,089	\$500 off for 3br
2	Auston Woods	2007	Gar	194	1	0.5%	\$700	\$814	None
3	Waterford	1992	Gar	128	1	0.8%		\$750	None
4	Deerfield Run	1988	Gar	56	1	1.8%		\$700	None
5	Aberdeen Chase*	2015	TH	27	0	0.0%		\$693	None
6	Park West*	2003	Gar	60	2	3.3%		\$677	None
7	Pope Field Terrace*	2013	Gar	56	0	0.0%	\$475	\$543	None
8	Cedar Brook*	2013	TH	39	0	0.0%		\$435	None
	Total			800	19	2.4%			
	Average	2006		100			\$680	\$713	
	LIHTC Total			182	2	1.1%			
	LIHTC Average	2011		46			\$475	\$587	

(1) Rent is contract rent, and not adjusted for utilities or incentives

(*) Tax Credit Community

Source: Phone Survey, RPRG, Inc. January 2019



Table 26 Vacancy by Floorplan

Community	Total Units		Vacant Units by Floorplan								
	Units	Vacant	One Bedroom			Two Bedroom			Three Bedroom		
	Units	Vacant	Units	Vacant	Vac. Rate	Units	Vacant	Vac. Rate	Units	Vacant	Vac. Rate
Waterford	128	1				96	1	1.0%	32	0	0.0%
Aberdeen Chase	27	0				15	0	0.0%	12	0	0.0%
Deerfield Run	56	1				56	1	1.8%			
Park West	60	2				44	2	4.5%	16	0	0.0%
Pope Field Terrace	56	0	12	0	0.0%	28	0	0.0%	16	0	0.0%
Cedar Brook	39	0				4	0	0.0%	31	0	0.0%
Total Reporting Breakdown	366	4	12	0	0.0%	243	4	1.6%	107	0	0.0%
Total Percentage		100.0%	3.3%	0.0%		66.4%	100.0%		29.2%	0.0%	

Source: Phone Survey, RPRG, Inc. January 2019

D. Analysis of Rental Pricing and Product

1. Payment of Utility Costs

All surveyed communities except The Ridge at Perry Bend include the cost of trash removal and four communities also include water/sewer (Table 27). The Pointe at Pickens will offer water/sewer, and trash removal.

2. Unit Features

All communities include a dishwasher in each apartment and seven also include microwaves. Washer/dryer connections are included in eight communities and The Ridge at Perry Bend offers a full-size washer/dryer in all units. The Pointe at Pickens will be competitive with surveyed rental communities in the market area as its unit features will include dishwashers, microwaves, and washer/dryer connections.

Table 27 Utilities and Unit Features – Surveyed Rental Communities

Community	Heat Type	Utilities Included in Rent						Dish-washer	Micro-wave	Parking	In-Unit Laundry
		Heat	Hot Water	Cooking	Electric	Water	Trash				
Subject Property	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	STD	STD	Surface	Hook Ups
The Ridge at Perry Bend	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	STD	STD	Surface	STD-Full
Auston Woods	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	STD		Surface	Hook Ups
Waterford	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	STD	STD	Surface	Hook Ups
Deerfield Run	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	STD	STD	Surface	Hook Ups
Aberdeen Chase	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	STD	STD	Surface	Hook Ups
Park West	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	STD	STD	Surface	Hook Ups
Pope Field Terrace	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	STD	STD	Surface	Hook Ups
Cedar Brook	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	STD	STD	Surface	Hook Ups

Source: Phone Survey, RPRG, Inc. January 2019



3. Parking

All surveyed communities include free surface parking. Only The Ridge at Perry Bend offers detached garages.

4. Community Amenities

Clubhouses and business centers are the most common amenities within the market area, both of which are offered at six communities (Table 28). Other common amenities include a fitness room (five communities), a playground (four communities), and a pool (three communities). LIHTC communities all offer a clubhouse, playground, and business center; three also offer a fitness room. The Pointe at Pickens will include a clubhouse, playground, and gazebo/picnic shelter. These amenities will be competitive with the existing rental stock in the market area and are appropriate given the proposed rents and target market.

Table 28 Community Amenities – Surveyed Rental Communities

Community	Clubhouse	Fitness Room	Pool	Hot Tub	Playground	Tennis Court	Business Center	Gated Entry
Subject Property	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The Ridge at Perry Bend	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Auston Woods	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Waterford	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Deerfield Run	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Aberdeen Chase	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Park West	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Pope Field Terrace	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Cedar Brook	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Source: Phone Survey, RPRG, Inc. January 2019

5. Distribution of Units by Bedroom Type

Unit distributions were available for all communities except The Ridge at Perry Bend. Among communities providing a distribution, two-bedroom units are the most common unit type at 54.5 percent (Table 29). Three-bedroom units total 27.5 percent of units and one-bedroom units are least common at 18 percent.

6. Effective Rents

Unit rents presented in (Table 29) are net or effective rents, as opposed to street or advertised rents. To arrive at effective rents, we apply adjustments to street rents at some communities in order to control for current rental incentives. The net rents further reflect adjustments to street rents to equalize the impact of utility expenses across complexes. Specifically, the net rents represent the hypothetical situation where water, sewer, and trash removal are included in monthly rents at all



communities, with tenants responsible for other utility costs. Among the surveyed rental communities in the market area, net rents, unit sizes, and rents per square foot are as follows:

- **Two-bedroom** rents average \$689 with a range from \$455 to \$1,119. The average two-bedroom unit has 1,050 square feet for an average rent per square foot of \$0.66.
- **Three-bedroom** rents average \$759 with a range from \$530 to \$1,288. The average three-bedroom rent per square foot is \$0.60 based on an average size of 1,259 square feet.

These overall averages include both market rate and LIHTC communities. LIHTC rents are among the lowest in the market area and the proposed units at The Pointe at Pickens will be priced below the highest priced LIHTC communities.

Table 29 Salient Characteristics, Surveyed Rental Communities

Community	Total Units	One Bedroom Units			Two Bedroom Units			Three Bedroom Units					
		Units	Rent(1)	SF	Rent/SF	Units	Rent(1)	SF	Rent/SF	Units	Rent(1)	SF	Rent/SF
Subject Property 50% AMI	10					5	\$528	967	\$0.55	5	\$580	1,124	\$0.52
Subject Property 60% AMI	38					19	\$565	967	\$0.58	19	\$665	1,124	\$0.59
The Ridge at Perry Bend	240		\$889	875	\$1.02		\$1,119	1,269	\$0.88		\$1,288	1,444	\$0.89
Auston Woods	194	88	\$715	738	\$0.97	60	\$834	981	\$0.85	46	\$945	1,451	\$0.65
Aberdeen Chase 60% AMI*	20					12	\$753	1,038	\$0.73	8	\$845	1,172	\$0.72
Waterford	128					96	\$750	1,000	\$0.75	32	\$850	1,200	\$0.71
Park West 60% AMI *	30					22	\$734	986	\$0.74	8	\$775	1,193	\$0.65
Deerfield Run	56					56	\$700	1,000	\$0.70				
Park West 50% AMI *	30					22	\$620	986	\$0.63	8	\$720	1,193	\$0.60
Aberdeen Chase 50%AMI*	7					3	\$553	1,038	\$0.53	4	\$614	1,172	\$0.52
Pope Field Terrace 60% AMI*	40	6	\$500	852	\$0.59	23	\$550	1,103	\$0.50	11	\$610	1,254	\$0.49
Pope Field Terrace 50% AMI*	16	6	\$450	852	\$0.53	5	\$510	1,103	\$0.46	5	\$560	1,254	\$0.45
Cedar Brook 50% AMI*	19					4	\$455			15	\$530		
Cedar Brook 60% AMI*	16									16	\$610		
Total/Average	800		\$639	829	\$0.77		\$689	1,050	\$0.66		\$759	1,259	\$0.60
Unit Distribution	556	100				303				153			
% of Total	69.5%	18.0%				54.5%				27.5%			

(1) Rent is adjusted to include water/sewer, trash, and Incentives

Source: Phone Survey, RPRG, Inc. January 2019

(*) Tax Credit Community

E. Housing Authority Data / Subsidized Housing List

South Carolina Regional Housing Authority #1 covers Easley, Pickens, and Liberty in Pickens County and manages approximately 250 Section 8 vouchers with a current waitlist of nearly one year for elderly and disabled and two years for remaining residents (according to Don Roads). The authority also manages 78 public housing units and the current waitlist for one-bedroom units is 5 people while the waitlist for two-bedroom units is one person (according to Donna Pitt).

A list of all subsidized communities in the market area is detailed in (Table 30) and the location relative to the site is shown on (Map 7). The LIHTC communities not included in survey include 47 Overbrook Street (1 unit); 119 Sunset Circle (1 unit); Peachtree Senior Village (senior community); and Companion at Walnut Hill (senior community).

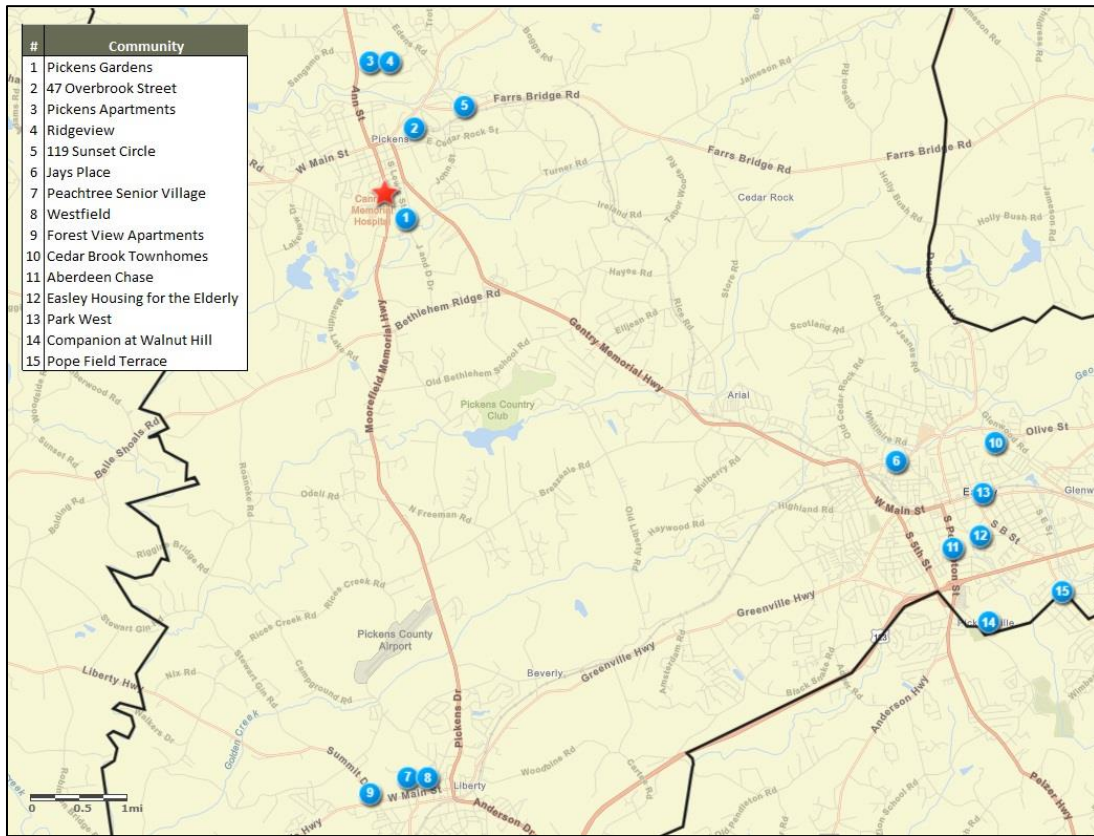


Table 30 Subsidized Rental Communities, Pointe at Pickens Market Area

Community	Subsidy	Type	Address	City	Distance
Pickens Gardens	Sec. 8	General	102 Garden Drive	Pickens	0.5 mile
47 Overbrook Street	LIHTC	General	47 Overbrook Street	Pickens	0.9 mile
Pickens Apartments	USDA / LIHTC	General	209 India Drive	Pickens	1.5 miles
Ridgeview	USDA / LIHTC	General	117 Ridgeview Drive	Pickens	1.6 miles
119 Sunset Circle	LIHTC	General	119 Sunset Circle	Pickens	1.7 miles
Jays Place	Sec. 8	Senior	119 Louns Drive	Easley	6.5 miles
Peachtree Senior Village	LIHTC	Senior	120 N Peachtree St ...	Liberty	6.7 miles
Westfield	USDA	General	201 Annie Street	Liberty	6.7 miles
Forest View Apartments	USDA / LIHTC	General	311 Summit Drive	Liberty	7.5 miles
Cedar Brook Townhomes	LIHTC	General	120 Beverly Drive	Easley	7.5 miles
Aberdeen Chase	LIHTC	General	510 S Pendleton Street	Easley	7.6 miles
Easley Housing for the Elderly	Sec. 8	Senior	207 E 2nd Avenue	Easley	7.7 miles
Park West	LIHTC	General	429 North East Main Street	Easley	7.9 miles
Companion at Walnut Hill	LIHTC	Senior	201 Walnut Hill Dr	Easley	8.3 miles
Pope Field Terrace	LIHTC	General	110 Pearson Rd	Easley	9 miles

Source: HUD, USDA, SCHFA

Map 7 Subsidized Rental Communities, Pointe at Pickens Market Area





F. Potential Competition from For-Sale Housing and Scattered Site Rentals

Given the low proposed rents and income ranges targeted, for-sale housing will not compete with The Pointe at Pickens. The market area has sufficient multi-family rental options and scattered site rentals are not considered a significant source of competition for the proposed units at the subject property. Although single-family detached homes and mobile homes account for notable percentages of the overall housing stock, these units are generally older, lower quality, and not professionally managed.

G. Proposed and Under Construction Rental Communities

For the purposes of this analysis, we contacted planners from the cities of Pickens (Ray Holiday) and Easley (Tommy Holcombe). Pickens reported no pipeline. Easley reported a 24-unit multi-family project was permitted in January 2019, with construction expected to commence shortly. The building permit was issued to Powers Construction Company. The complex will be market rate and not comparable to the subject property, which has no market rate units. The most recent LIHTC allocation in the market area was in 2015 for Peachtree Senior Village, a 40-unit senior community that opened in 2017 in the city of Liberty. These age-restricted units will not compete with the general occupancy units at the subject property. The newest general occupancy community opened in 2015.

H. Estimate of Market Rent

To better understand how the proposed rents, compare with the rental market, rents of the most comparable communities are adjusted for a variety of factors including curb appeal, square footage, utilities, and amenities. The adjustments made in this analysis are broken down into four classifications. These classifications and an explanation of the adjustments made follows:

- Rents Charged – current rents charged, adjusted for utilities and incentives, if applicable.
- Design, Location, Condition – adjustments made in this section include:
 - Building Design - An adjustment was made, if necessary, to reflect the attractiveness of the proposed product relative to the comparable communities above and beyond what is applied for year built and/or condition (Table 31).
 - Year Built/Rehabbed - We applied a value of \$0.75 for each year newer a property is relative to a comparable.

Table 31 Market Rent Adjustments Summary

- Condition and Neighborhood – We rated these features on a scale of 1 to 5 with 5 being the most desirable. An adjustment of \$20 per variance was applied for condition as this factor is also accounted for in “year built.” The Neighborhood or location adjustment is

Rent Adjustments Summary	
B. Design, Location, Condition	
Structure / Stories	
Year Built / Condition	\$0.75
Quality/Street Appeal	\$20.00
Location	\$20.00
C. Unit Equipment / Amenities	
Number of Bedrooms	\$75.00
Number of Bathrooms	\$30.00
Unit Interior Square Feet	\$0.25
Balcony / Patio / Porch	\$5.00
AC Type:	\$5.00
Range / Refrigerator	\$25.00
Microwave / Dishwasher	\$5.00
Washer / Dryer: In Unit	\$25.00
Washer / Dryer: Hook-ups	\$5.00
D. Site Equipment / Amenities	
Parking (\$ Fee)	
Club House	\$10.00
Pool	\$15.00
Recreation Areas	\$5.00
Fitness Center	\$10.00



generally \$20 per numerical variance.

- Square Footage – Differences between comparable communities and the subject property are accounted for by an adjustment of \$0.25 per foot.
- Unit Equipment/Amenities – Adjustments were made for amenities included or excluded at the subject property. The exact value of each specific value is somewhat subjective as particular amenities are more attractive to certain renters and less important to others. Adjustment values were between \$5 and \$25 for each amenity. Adjustments of \$75 per bedroom and \$30 per bathroom were applied where applicable.
- Site Equipment – Adjustments were made in the same manner as with the unit amenities. Adjustment values were between \$5 and \$15 for each amenity.

Based on our adjustment calculations, the estimated market rents for the units at The Pointe at Pickens are \$862 for two-bedroom units (Table 32) and \$999 for three-bedroom units (Table 33). The proposed 60 percent rents result in market advantages of 34.5 percent for two-bedroom units and 33.4 percent for three-bedroom units. Market advantages for 50 percent units are 38.7 percent for two-bedroom units and 41.9 percent for three-bedroom units. The overall weighted average market advantage is 35.27 percent (Table 34). As these market rents are above maximum LIHTC levels, achievable/restricted rent for LIHTC units would be LIHTC maximums.



Table 32 Estimate of Market Rent, Two-bedroom Units

Two Bedroom Units									
Subject Property		Comparable Property #1		Comparable Property #2		Comparable Property #3		Comparable Property #4	
Pointe at Pickens Pendleton Street/Liberty Drive Pickens, Pickens County		The Ridge at Perry Bend		Auston Woods		Deerfield Run		Waterford	
		130 Perry Bend Circle		107 Auston Woods Circle		102 Deerfield Run		122 Riverstone Court	
		Easley	Pickens	Easley	Pickens	Easley	Pickens	Easley	Pickens
A. Rents Charged	Subject	Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Street Rent (60% LIHTC)	\$565	\$1,119	\$0	\$834	\$0	\$700	\$0	\$750	\$0
Utilities Included	W, S, T	None	\$30	Trash	\$20	W, S, T	\$0	W, S, T	\$0
Rent Concessions		None	\$0	None	\$0	None	\$0	None	\$0
Effective Rent	\$565	\$1,149		\$854		\$700		\$750	
<i>In parts B thru D, adjustments were made only for differences</i>									
B. Design, Location, Condition		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Structure / Stories	Garden	Garden / 3	\$0	Garden / 3	\$0	Garden/2	\$0	Garden	\$0
Year Built / Condition	2021	2018	\$2	2007	\$11	1988	\$25	1992	\$22
Quality/Street Appeal	Above Average	Excellent	(\$20)	Above Average	\$0	Average	\$20	Average	\$20
Location	Average	Average	\$0	Average	\$0	Average	\$0	Average	\$0
C. Unit Equipment / Amenities		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Number of Bedrooms	2	2	\$0	2	\$0	2	\$0	2	\$0
Number of Bathrooms	2	2	\$0	2	\$0	2	\$0	2	\$0
Unit Interior Square Feet	973	1,269	(\$74)	981	(\$2)	1,000	(\$7)	1,000	(\$7)
Balcony / Patio / Porch	Yes	Yes	\$0	Yes	\$0	Yes	\$0	Yes	\$0
AC Type:	Central	Central	\$0	Central	\$0	Central	\$0	Central	\$0
Range / Refrigerator	Yes / Yes	Yes / Yes	\$0	Yes / Yes	\$0	Yes / Yes	\$0	Yes / Yes	\$0
Microwave / Dishwasher	Yes / Yes	Yes / Yes	\$0	No / Yes	\$5	Yes / Yes	\$0	Yes / Yes	\$0
Washer / Dryer: In Unit	No	Yes	(\$25)	No	\$0	No	\$0	No	\$0
Luxury Finishes	No	Yes	\$50	No	\$0	No	\$0	No	\$0
Washer / Dryer: Hook-ups	Yes	No	\$5	Yes	\$0	Yes	\$0	Yes	\$0
D. Site Equipment / Amenities		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Parking (\$ Fee)	Free Surface	Free Surface	\$0	Free Surface	\$0	Free Surface	\$0	Free Surface	\$0
Club House	Yes	Yes	\$0	Yes	\$0	No	\$10	No	\$10
Pool	No	Yes	(\$15)	Yes	(\$15)	No	\$0	Yes	(\$15)
Recreation Areas	Yes	Yes	\$0	No	\$5	No	\$5	No	\$5
Fitness Center	No	Yes	(\$10)	Yes	(\$10)	No	\$0	No	\$0
E. Adjustments Recap		Positive	Negative	Positive	Negative	Positive	Negative	Positive	Negative
Total Number of Adjustments		3	5	3	3	4	1	4	2
Sum of Adjustments B to D		\$57	(\$144)	\$21	(\$27)	\$60	(\$7)	\$57	(\$22)
F. Total Summary									
Gross Total Adjustment		\$201		\$48		\$67		\$79	
Net Total Adjustment		(\$87)		(\$6)		\$53		\$35	
G. Adjusted And Achievable Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
Adjusted Rent		\$1,062		\$848		\$753		\$785	
% of Effective Rent		92.4%		99.3%		107.5%		104.7%	
Estimated Market Rent	\$862								
Rent Advantage \$	\$297								
Rent Advantage %	34.5%								



Table 33 Estimate of Market Rent, Three-bedroom Units

Three Bedroom Units							
Subject Property	Comparable Property #1		Comparable Property #2		Comparable Property #3		
Pointe at Pickens	The Ridge at Perry Bend		Auston Woods		Waterford		
Pendleton Street/Liberty Drive	130 Perry Bend Circle		107 Auston Woods Circle		122 Riverstone Court		
Pickens, Pickens County	Easley	Pickens	Easley	Pickens	Easley	Pickens	
A. Rents Charged	Subject	Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Street Rent (60% LIHTC)	\$665	\$1,288	\$0	\$945	\$0	\$850	\$0
Utilities Included	W, S, T	None	\$35	Trash	\$25	W, S, T	\$0
Rent Concessions		None	\$0	None	\$0	None	\$0
Effective Rent	\$665	\$1,323		\$970		\$850	
<i>In parts B thru D, adjustments were made only for differences</i>							
B. Design, Location, Condition		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Structure / Stories	Garden	Garden / 3	\$0	Garden / 3	\$0	Garden	\$0
Year Built / Condition	2021	2018	\$2	2007	\$11	1992	\$22
Quality/Street Appeal	Above Average	Excellent	(\$20)	Above Average	\$0	Average	\$20
Location	Average	Average	\$0	Average	\$0	Average	\$0
C. Unit Equipment / Amenities		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Number of Bedrooms	3	3	\$0	3	\$0	3	\$0
Number of Bathrooms	2	2	\$0	2	\$0	2	\$0
Unit Interior Square Feet	1,136	1,444	(\$77)	1,451	(\$79)	1,200	(\$16)
Balcony / Patio / Porch	Yes	Yes	\$0	Yes	\$0	Yes	\$0
AC: (C)entral / (W)all / (N)or	Central	Central	\$0	Central	\$0	Central	\$0
Range / Refrigerator	Yes / Yes	Yes / Yes	\$0	Yes / Yes	\$0	Yes / Yes	\$0
Microwave / Dishwasher	Yes / Yes	Yes / Yes	\$0	No / Yes	\$5	Yes / Yes	\$0
Washer / Dryer: In Unit	No	Yes	(\$25)	No	\$0	No	\$0
Luxury Finishes	No	No	\$50	No	\$0	No	\$0
Washer / Dryer: Hook-ups	Yes	No	\$5	Yes	\$0	Yes	\$0
D. Site Equipment / Amenities		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Parking (\$ Fee)	Free Surface	Free Surface	\$0	Free Surface	\$0	Free Surface	\$0
Club House	Yes	Yes	\$0	Yes	\$0	No	\$10
Pool	No	Yes	(\$15)	Yes	(\$15)	Yes	(\$15)
Recreation Areas	Yes	Yes	\$0	No	\$5	No	\$5
Fitness Center	No	Yes	(\$10)	Yes	(\$10)	No	\$0
E. Adjustments Recap		Positive	Negative	Positive	Negative	Positive	Negative
Total Number of Adjustments		3	5	3	3	4	2
Sum of Adjustments B to D		\$57	(\$147)	\$21	(\$104)	\$57	(\$31)
F. Total Summary							
Gross Total Adjustment		\$204		\$125		\$88	
Net Total Adjustment		(\$90)		(\$83)		\$26	
G. Adjusted And Achievable Rents		Adj. Rent		Adj. Rent		Adj. Rent	
Adjusted Rent		\$1,233		\$887		\$876	
% of Effective Rent		93.2%		91.4%		103.1%	
Estimated Market Rent	\$999						
Rent Advantage \$	\$334						
Rent Advantage %	33.4%						



Table 34 Rent Advantage Summary

50% AMI Units	Two Bedroom	Three Bedroom	60% AMI Units	Two Bedroom	Three Bedroom
Subject Rent	\$528	\$580	Subject Rent	\$565	\$665
Est. Market Rent	\$862	\$999	Est. Market Rent	\$862	\$999
Rent Advantage (\$)	\$334	\$419	Rent Advantage (\$)	\$297	\$334
Rent Advantage (%)	38.7%	41.9%	Rent Advantage (%)	34.5%	33.4%
Proposed Units	5	5	Proposed Units	19	19
Overall Market Advantage				35.27%	

8. FINDINGS AND CONCLUSIONS

A. Key Findings

Based on the preceding review of the subject project, demographic and competitive housing trends in the Pointe at Pickens Market Area, RPRG offers the following key findings:

1. Site and Neighborhood Analysis

The Pointe at Pickens is in an established neighborhood just south of downtown Pickens and northwest of Easley.

- The neighborhood surrounding The Pointe at Pickens is a mixture of residential and commercial uses. Residential uses include both single-family detached homes and commercial uses include a medical center, church, and retail.
- The subject site is proximate to a number of community amenities including shopping, health care, and recreational uses.
- The subject site is appropriate for the proposed use and is comparable with existing LIHTC communities in the market area.

2. Economic Context

Pickens County's economy is steady with moderate job growth and reduced unemployment rates.

- Pickens County's labor force remained relatively flat from 2010 to 2014 but has been increasing since 2015. As of 2017, the labor force reached 56,658 workers, the highest annual average since 2009. Since 2010, the number of employed workers has increased by nearly 6,000 and the number of unemployed workers has been more than halved.
- Pickens County's average unemployment rate of 3.7 percent through the third quarter of 2018 is comparable to the state's 3.7 percent rate and below the nation's rate of 4.0 percent.
- Leisure-Hospitality was the largest economic sector in Pickens County, totaling 17.5 percent of all jobs. The Trade-Transportation-Utilities and Manufacturing sectors also accounted for at least 15 percent of jobs within the county.

3. Demographic Trends

The Pointe at Pickens Market Area has an older population when compared to the county, a lower renter percentage, and lower median income. The market area's demographics reflect a significant number of lower income renter households.

- The population of the Pointe at Pickens Market Area increased by 1,857 people (4.3 percent) and 619 households (3.6 percent) from 2010 to 2018, adding 232 people and 77 households annually. The market area is projected to continue growing through 2021 with annual increases of 315 people and 113 households.
- The Pointe at Pickens Market Area's median age is 40 compared to 36 percent in the county. The older median is due in large part to the higher percentage of the population age 35 and older; 57.7 percent of the market area's population falls within this range compared to 51.7 percent of the county's population.
- Multiple person households without children were the most common household type in the market area and county, at 40.9 percent and 44.9 percent respectively. Nearly one-third of the Pointe at Pickens Market Area's households had children and 26.4 percent were single person households.



- Renter percentages were 29.0 percent in market area and 31.5 percent in the county as of 2018. Renter households accounted for almost all net household growth over the past 18 years with an average annual increase of 65 renter households from 2000 to 2018.
- Approximately 31.5 percent of renter householders are under the age of 35 in the market area compared to nearly half of the county's population. Working age adults age 35-54 account for 36.6 percent of the market area's renter householders and 25.9 percent of the county's renter householders.
- The Pointe at Pickens Market Area's 2018 median income of \$44,135 was \$3,448 or 7.2 percent lower than the \$47,583 median income in Pickens County.
- The market area's median income by tenure was \$31,950 for renter households and \$50,067 for owner households. Roughly 40 percent of renter households earn less than \$25,000 and 31.3 percent earn \$25,000 to \$49,999.

4. Competitive Housing Analysis

RPRG surveyed eight general occupancy rental communities including four market rate communities and four LIHTC communities.

- The average year built of surveyed rental communities in the market area is 2006. LIHTC communities are generally newer with an average year built of 2011. The newest LIHTC community was built in 2015 and the newest market rate community was built in 2018.
- The market area's aggregate vacancy rate was 2.4 percent. LIHTC communities had only two vacancies out of 182 units, for an aggregate vacancy rate of 1.1 percent. Most of the LIHTC communities had waiting lists. One market rate community, The Ridge at Perry Bend, opened in January 2018 and recently stabilized.
- Vacancies by floorplan were available for six of the surveyed communities and included rates of 0.0 percent for one-bedroom units, 1.6 percent for two-bedroom units, and 0.0 percent for three-bedroom units.
- Among all surveyed rental communities in the market area, net rents, unit sizes, and rents per square foot are as follows:
 - **Two-bedroom** rents average \$689 with a range from \$455 to \$1,119. The average two-bedroom unit has 1,050 square feet for an average rent per square foot of \$0.66.
 - **Three-bedroom** rents average \$759 with a range from \$530 to \$1,288. The average three-bedroom rent per square foot is \$0.60 based on an average size of 1,259 square feet.
- These overall averages include both market rate and LIHTC communities. LIHTC rents are among the lowest in the market area and the highest priced LIHTC community is well above the subject's proposed 60 percent AMI rents.
- Based on our adjustment calculations, the estimated market rents for the units at The Pointe at Pickens are \$862 for two-bedroom units and \$999 for three-bedroom units. All floorplans have at least a 33.4 percent market advantage with an overall market advantage of 35.27 percent.
- RPRG did not identify any comparable communities in the multi-family pipeline and no LIHTC communities have been awarded in the market area since 2015. The last community to be awarded was Peachtree Senior Village, a 40-unit senior community.



B. Affordability Analysis

1. Methodology

The Affordability Analysis tests the percent of income-qualified households in the market area that the subject community must capture in order to achieve full occupancy.

The first component of the Affordability Analyses involves looking at the total household income distribution and renter household income distribution among primary market area households for the target year of 2021. RPRG calculated the income distribution for both total households and renter households based on the relationship between owner and renter household incomes by income cohort from the 2013-2017 American Community Survey along with estimates and projected income growth as projected by Esri (Table 35).

A housing unit is typically said to be affordable to households that would be expending a certain percentage of their annual income or less on the expenses related to living in that unit. In the case of rental units, these expenses are generally of two types – monthly contract rents paid to landlords and payment of utility bills for which the tenant is responsible. The sum of the contract rent, and utility bills is referred to as a household’s ‘gross rent burden’. For the Affordability Analyses, RPRG employs a 35 percent gross rent burden.

The subject property will target renter households earning up to 50 percent and 60 percent of the Area Median Income (AMI), adjusted for household size. Maximum income limits are derived from 2018 income limits for the Greenville-Mauldin-Easley, SC MSA as computed by HUD and are based on average household sizes of 1.5 persons per bedroom, rounded up to the nearest whole number per SCSHFDA’s Market Study Guidelines.

Table 35 2021 Income Distribution by Tenure

The Pointe at Pickens Market Area		Total Households		Renter Households	
2021 Income		#	%	#	%
less than	\$15,000	2,344	13.0%	1,086	20.7%
	\$15,000 - \$24,999	1,855	10.3%	859	16.4%
	\$25,000 - \$34,999	2,349	13.0%	697	13.3%
	\$35,000 - \$49,999	2,781	15.4%	912	17.4%
	\$50,000 - \$74,999	3,611	20.0%	831	15.9%
	\$75,000 - \$99,999	2,337	12.9%	452	8.6%
	\$100,000 - \$149,999	1,865	10.3%	292	5.6%
	\$150,000 Over	910	5.0%	108	2.1%
Total		18,052	100%	5,237	100%
Median Income		\$48,366		\$34,654	

Source: American Community Survey 2013-2017 Projections, RPRG, Inc.



2. Affordability Analysis

The steps in the affordability analysis (Table 36) are as follows:

- Looking at the 50 percent two-bedroom units, the overall shelter cost at the proposed rent would be \$698 (\$528 net rent plus a \$170 allowance to cover utilities except water/sewer and trash removal).
- By applying a 35 percent rent burden to this gross rent, we determined that a two-bedroom unit at 50 percent AMI would be affordable to renter households earning at least \$23,931 per year. A total of 3,384 renter households are projected to earn at least this amount in 2021.
- Based on an average household size of 3.0 persons, the maximum income limit for a two-bedroom unit at 50 percent AMI is \$29,950. According to the interpolated income distribution for 2021, 2,947 market area renter households will have incomes exceeding this income limit.
- Subtracting the 2,947 renter households with incomes above the maximum income limit from the 3,384 renter households that could afford to rent this unit, RPRG computes that 437 renter households in the market area will be within the band of affordability for the subject's two-bedroom units at 50 percent AMI.
- The subject property would need to capture 1.1 percent of these income-qualified renter households to absorb the five two-bedroom units at 50 percent AMI.
- Using the same methodology, we determined the band of qualified renter households for remaining floor plan types and income levels offered in the community. We also computed the capture rate for all units. The remaining renter capture rates by floor plan range from 0.9 percent to 2.6 percent.
- By income level, renter capture rates are 4.5 percent for 50 percent units, 0.8 percent for 60 percent units, and 3.7 percent for the project as a whole.
- All capture rates are within reasonable and achievable levels, indicating sufficient income qualified renter households will exist in the Pointe at Pickens Market Area as of 2021 to support the 48 units proposed at The Pointe at Pickens.



Table 36 Affordability Analysis, The Pointe at Pickens

50% AMI	35% Rent Burden	Two Bedroom Units		Three Bedroom Units	
Number of Units		5		5	
Net Rent/Gross Rent		\$528		\$580	
Gross Rent		\$698		\$807	
Income Range (Min, Max)		\$23,931	\$29,950	\$27,669	\$35,950
Renter Households					
Range of Qualified Hhlds		3,384	2,947	3,106	2,537
# Qualified Households		437		569	
Renter HH Capture Rate		1.1%		0.9%	

60% AMI	35% Rent Burden	Two Bedroom Units		Three Bedroom Units	
Number of Units		19		19	
Net Rent		\$565		\$665	
Gross Rent		\$735		\$892	
Income Range (Min, Max)		\$25,200	\$35,940	\$30,583	\$43,140
Renter Households					
Range of Qualified Hhlds		3,278	2,537	2,903	2,100
# Qualified Households		741		803	
Renter HH Capture Rate		2.6%		2.4%	

Income Target	Renter Households = 5,237			
	Band of Qualified Hhlds		# Qualified HHs	Capture Rate
50% AMI	\$23,931 3,384	\$35,950 2,537	847	4.5%
60% AMI	\$25,200 3,278	\$43,140 2,100	1,178	0.8%
LIHTC Units	\$23,931 3,384	\$43,140 2,100	1,284	3.7%

Source: Income Projections, RPRG, Inc.

C. Derivation of Demand

1. Demand Methodology

The South Carolina State Housing Finance and Development Authority’s LIHTC demand methodology for general occupancy communities consists of three components:

- The first component of demand is household growth. This number is the number of income qualified renter households projected to move into the Pointe at Pickens Market Area between the base years of 2018 and estimated placed in service year of 2021.



- The second component of demand is income qualified renter households living in substandard households. “Substandard” is defined as having more than 1.01 persons per room and/or lacking complete plumbing facilities. According to 2013-2017 American Community Survey (ACS) data, nine percent of the rental units in the Pointe at Pickens Market Area are “substandard” (see Table 21).
- The third and final component of demand is cost burdened renters, which is defined as those renter households paying more than 35 percent of household income for housing costs. According to ACS data, 30.0 percent of Pointe at Pickens Market Area renter households are categorized as cost burdened (see Table 21).

2. Demand Analysis

According to SCSHFDA’s demand requirements, directly comparable units built or approved in the Pointe at Pickens Market Area since the base year are to be subtracted from the demand estimates. No such units were identified in the Pointe at Pickens Market Area meet this criterion. A 24-unit multi-family project is in the pipeline in Easley, but this community will be market rate and not directly comparable to the subject property.

The overall demand capture rates by AMI level are 3.0 percent for 50 percent units, 8.1 percent for 60 percent units, and 9.4 percent for the project as a whole (Table 37). By floor plan, capture rates range from 2.9 percent to 14.1 percent (Table 38). Three-bedroom units have been adjusted to include only large households. As such, all capture rates are considered reasonable and achievable. The only threshold for capture rates per SCSHFDA is 30 percent for all units.

Table 37 Demand by AMI Level

<i>Income Target</i>	50% AMI	60% AMI	Total Units
<i>Minimum Income Limit</i>	\$23,931	\$25,200	\$23,931
<i>Maximum Income Limit</i>	\$35,950	\$43,140	\$43,140
(A) Renter Income Qualification Percentage	16.2%	22.5%	24.5%
Demand from New Renter Households <i>Calculation: (C-B) * A</i>	14	20	22
Plus			
Demand from Substandard Housing <i>Calculation: B * D * F * A</i>	74	104	113
Plus			
Demand from Rent Over-burdened Households <i>Calculation: B * E * F * A</i>	248	346	377
Equals			
Total PMA Demand	337	469	511
Less			
Comparable Units	0	0	0
Equals			
Net Demand	337	469	511
Proposed Units	10	38	48
Capture Rate	3.0%	8.1%	9.4%



Demand Calculation Inputs	
A) % of Renter Hhlds with Qualifying Income	see above
B) 2018 Households	17,636
C) 2021 Households	17,939
(D) ACS Substandard Percentage	9.0%
(E) ACS Rent Over-Burdened Percentage	30.0%
(F) 2018 Renter Percent	29.0%

Table 38 Demand by Floor Plan

Two Bedroom Units	50% AMI	60% AMI
<i>Minimum Income Limit</i>	\$23,931	\$25,200
<i>Maximum Income Limit</i>	\$29,950	\$35,940
<i>Renter Income Qualification Percentage</i>	8.3%	14.1%
Total Demand	174	295
Supply	0	0
Net Demand	174	295
Units Proposed	5	19
Capture Rate	2.9%	6.4%

Three Bedroom Units	50% AMI	60% AMI
<i>Minimum Income Limit</i>	\$27,669	\$30,583
<i>Maximum Income Limit</i>	\$35,950	\$43,140
<i>Renter Income Qualification Percentage</i>	10.9%	15.3%
Total Demand	226	320
Large HH Size Adjustment (3+ persons)	42.2%	42.2%
Adjusted Demand	96	135
Supply	0	0
Net Demand	96	135
Units Proposed	5	19
Capture Rate	5.2%	14.1%

Demand by floor plan is based on gross demand multiplied by each floor plan's income qualification percentage.

D. Target Markets

The Pointe at Pickens will offer two and three-bedroom floor plans with 50 percent and 60 percent rents positioned near the bottom of the rental market. These units will appeal to a wide variety of low income households including couples, roommates, and families with children.

E. Product Evaluation

Considered in the context of the competitive environment and in light of the planned development, the relative position of The Pointe at Pickens is as follows:

- **Site:** The subject site is an established neighborhood of Pickens. Surrounding land uses are residential (including single-family detached homes) and commercial (medical and small retail uses). The site is proximate to neighborhood amenities including public schools, regional employment, medical services, and recreational amenities. The site is appropriate for the



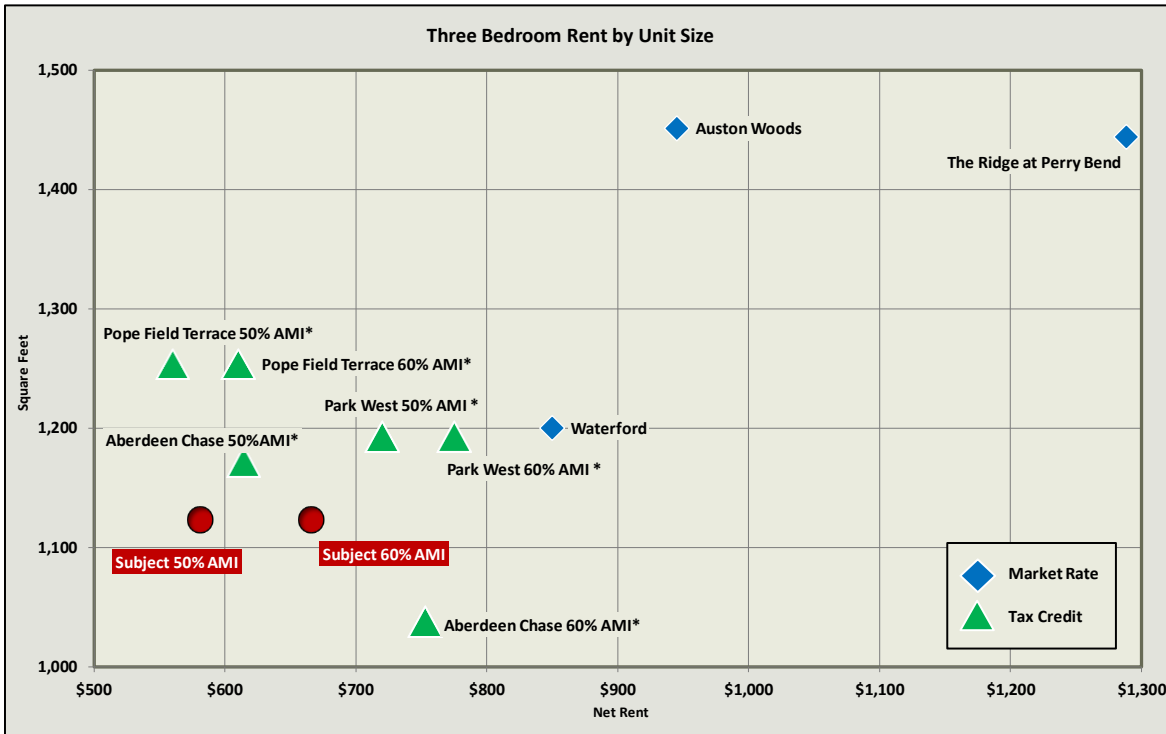
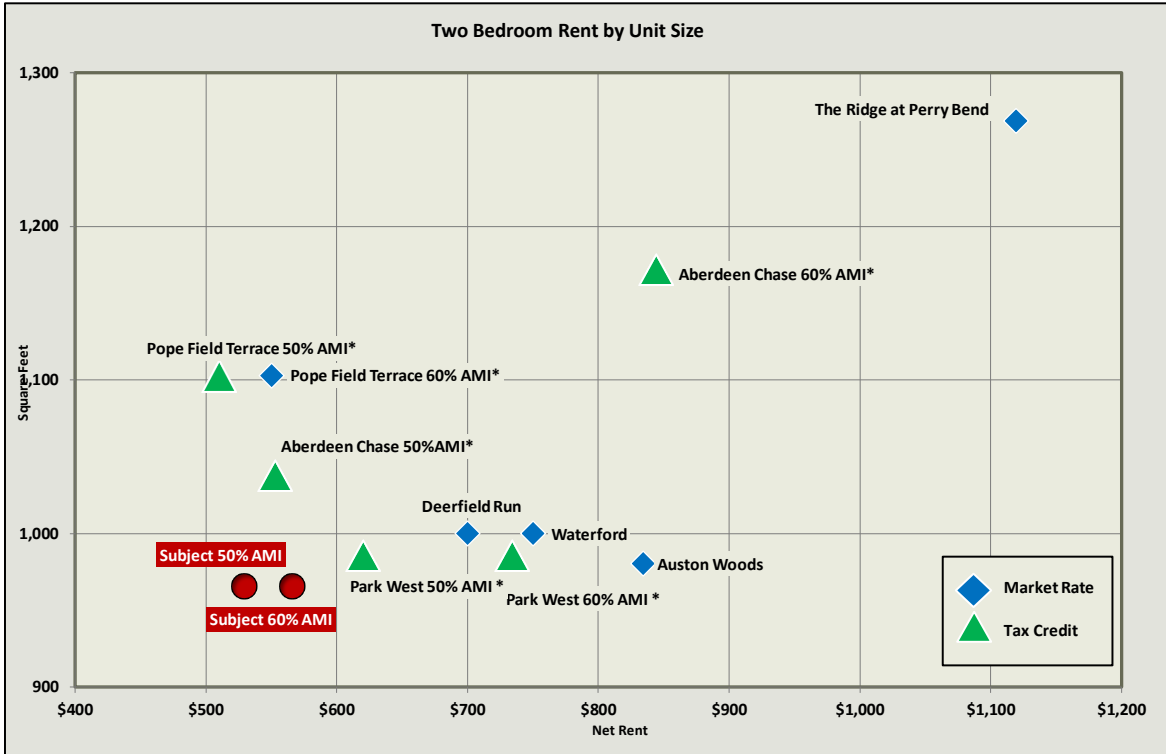
- proposed development of low-income housing and will be competitive with existing LIHTC communities in the market area.
- **Unit Distribution:** The unit mix at the subject property will include an even distribution of two and three-bedroom units, including 24 of each. The unit distribution includes a higher percentage of three-bedroom units than the overall market, but the existing distribution is skewed by the market rate communities. LIHTC communities include a higher percentage of two and three-bedroom units than market rate communities. The proposed unit mix is reasonable and appropriate; given the relatively small number of total units, we do not anticipate any issues with the proposed unit mix.
 - **Unit Size:** The proposed unit sizes of 967 square feet for two-bedroom units and 1,124 square feet for three-bedroom units is roughly 100 square feet smaller than the overall average floorplan size of comparable units. However, on a rent per square foot basis the subject falls in the middle of the comparable range and below overall averages.
 - **Unit Features:** The newly constructed units at The Pointe at Pickens will offer kitchens with dishwashers, disposals, and microwaves. Flooring will be a combination of wall-to-wall carpeting and vinyl tile in the kitchen/bathrooms. In addition, all units will include washer/dryer connections, ceiling fans, window blinds, and a patio or balcony. The proposed unit features at The Pointe at Pickens will be competitive with existing LIHTC communities.
 - **Community Amenities:** The Pointe at Pickens's amenity package will include a clubhouse, playground, and picnic area/gazebo which will be competitive with the Pointe at Pickens Market Area's existing LIHTC communities and lower priced market rate communities. The proposed amenities are appropriate and will be well received by the proposed target market.
 - **Marketability:** The proposed units at The Pointe at Pickens will be well received in the market area. The proposed rents are reasonable and appropriate given the product to be constructed. All units will have at least a 33.4 percent rent advantage with an overall market advantage of 35.27 percent.

F. Price Position

As shown in Figure 9, the proposed 50 percent and 60 percent rents at The Pointe at Pickens will be among the lowest priced units in the market area. Market rate units are all priced higher than the subject, with the newest market rate community (The Ridge at Perry Bend) commanding the highest rents within the market area.



Figure 9 Price Position, The Pointe at Pickens





G. Absorption Estimate

The absorption estimate for the subject property is based on current market conditions and the competitive position of the subject property including:

- The Ridge at Perry, the most recent delivery to the market in 2018, is now stabilized after absorbing approximately 26 units per month.
- The market area is projected to add 98 renter households annually from 2018 to 2021.
- The four LIHTC communities have an aggregate LIHTC vacancy rate of 1.1 percent among 182 total units and three are 100 percent occupied.
- The proposed rents will be among the lowest in the market area with significant market advantages for all units.
- LIHTC demand capture rates are low and indicate demand for the proposed units.
- The proposed location and product is appropriate for the target market and will be well received.

Based on the factors listed above, we believe The Pointe at Pickens will lease-up at a rate of at least 12 units per month. At this rate, the subject property would reach a stabilized occupancy of 93 percent within three to four months.

H. Impact on Existing Market

Given the relatively small number of units, the construction of The Pointe at Pickens is not expected to have an adverse impact on existing rental communities in the Pointe at Pickens Market Area including those with tax credits. Overall, the rental market in the Pointe at Pickens Market Area is performing well. The county's economy is improving with significant recent growth and household growth projected to accelerate in the market area through 2021; therefore, demand for rental housing is expected to increase.

I. Final Conclusion and Recommendation

Based on an analysis of projected household growth trends, overall affordability and demand estimates, current rental market conditions, and socio-economic and demographic characteristics of the Pointe at Pickens Market Area, RPRG believes that the proposed The Pointe at Pickens will be able to successfully reach and maintain a stabilized occupancy of at least 93 percent following entrance into the rental market. Given the product to be constructed, the subject will be competitively positioned with existing market rate communities in the Pointe at Pickens Market Area and the units will be well received by the target market. We recommend proceeding with the project as proposed.

Handwritten signature of Leslie Burke in cursive.

Leslie Burke
Senior Market Analyst

Handwritten signature of Tad Scepaniak in cursive.

Tad Scepaniak
Managing Principal



9. APPENDIX 1 UNDERLYING ASSUMPTION AND LIMITING CONDITIONS

In conducting the analysis, we will make the following assumptions, except as otherwise noted in our report:

1. There is no zoning, building, safety, environmental or other federal, state or local laws, regulations or codes which would prohibit or impair the development, marketing or operation of the subject project in the manner contemplated in our report, and the subject project will be developed, marketed and operated in compliance with all applicable laws, regulations and codes.
2. No material changes will occur in (a) any federal, state or local law, regulation or code (including, without limitation, the Internal Revenue Code) affecting the subject project, or (b) any federal, state or local grant, financing or other program which is to be utilized in connection with the subject project.
3. The local, national and international economies will not deteriorate, and there will be no significant changes in interest rates or in rates of inflation or deflation.
4. The subject project will be served by adequate transportation, utilities and governmental facilities.
5. The subject project will not be subjected to any war, energy crisis, embargo, strike, earthquake, flood, fire or other casualty or act of God.
6. The subject project will be on the market at the time and with the product anticipated in our report, and at the price position specified in our report.
7. The subject project will be developed, marketed and operated in a highly professional manner.
8. No projects will be developed which will be in competition with the subject project, except as set forth in our report.
9. There are no existing judgments nor any pending or threatened litigation, which could hinder the development, marketing or operation of the subject project.



The analysis will be subject to the following limiting conditions, except as otherwise noted in our report:

1. The analysis contained in this report necessarily incorporates numerous estimates and assumptions with respect to property performance, general and local business and economic conditions, the absence of material changes in the competitive environment and other matters. Some estimates or assumptions, however, inevitably will not materialize, and unanticipated events and circumstances may occur; therefore, actual results achieved during the period covered by our analysis will vary from our estimates and the variations may be material.
2. Our absorption estimates are based on the assumption that the product recommendations set forth in our report will be followed without material deviation.
3. All estimates of future dollar amounts are based on the current value of the dollar, without any allowance for inflation or deflation.
4. We have no responsibility for considerations requiring expertise in other fields. Such considerations include, but are not limited to, legal matters, environmental matters, architectural matters, geologic considerations, such as soils and seismic stability, and civil, mechanical, electrical, structural and other engineering matters.
5. Information, estimates and opinions contained in or referred to in our report, which we have obtained from sources outside of this office, are assumed to be reliable and have not been independently verified.
6. The conclusions and recommendations in our report are subject to these Underlying Assumptions and Limiting Conditions and to any additional assumptions or conditions set forth in the body of our report.



10.APPENDIX 2 ANALYST CERTIFICATIONS

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.

A handwritten signature in cursive script, appearing to read 'Leslie Burke', is written above a horizontal line.

January 28, 2019

Leslie Burke
Senior Market Analyst
Real Property Research Group, Inc.

Date

A handwritten signature in cursive script, appearing to read 'Tad Scepaniak', is written above a horizontal line.

January 28, 2019

Tad Scepaniak
Managing Principal
Real Property Research Group, Inc.

Date

Warning: Title 18 U.S.C. 1001, provides in part that whoever knowingly and willfully makes or uses a document containing any false, fictitious, or fraudulent statement or entry, in any manner in the jurisdiction of any department or agency of the United States, shall be fined not more than \$10,000 or imprisoned for not more than five years or both.



11.APPENDIX 3 ANALYST RESUMES

TAD SCEPANIAK **Managing Principal**

Tad Scepianiak assumed the role of Real Property Research Group's Managing Principal in November 2017 following more than 15 years with the firm. Tad has extensive experience conducting market feasibility studies on a wide range of residential and mixed-use developments for developers, lenders, and government entities. Tad directs the firm's research and production of feasibility studies including large-scale housing assessments to detailed reports for a specific project on a specific site. He has extensive experience analyzing affordable rental communities developed under the Low Income Housing Tax Credit (LIHTC) program and market-rate apartments developed under the HUD 221(d)(4) program and conventional financing. Tad is the key contact for research contracts many state housing finance agencies, including several that commission market studies for LIHTC applications.

Tad is National Chair of the National Council of Housing Market Analysts (NCHMA) and previously served as Vice Chair and Co-Chair of Standards Committee. He has taken a lead role in the development of the organization's Standard Definitions and Recommended Market Study Content, and he has authored and co-authored white papers on market areas, derivation of market rents, and selection of comparable properties. Tad is also a founding member of the Atlanta chapter of the Lambda Alpha Land Economics Society.

Areas of Concentration:

- **Low Income Tax Credit Rental Housing:** Mr. Scepianiak has worked extensively with the Low Income Tax Credit program throughout the United States, with special emphasis on the Southeast and Mid-Atlantic regions.
- **Senior Housing:** Mr. Scepianiak has conducted feasibility analysis for a variety of senior oriented rental housing. The majority of this work has been under the Low Income Tax Credit program; however, his experience includes assisted living facilities and market rate senior rental communities.
- **Market Rate Rental Housing:** Mr. Scepianiak has conducted various projects for developers of market rate rental housing. The studies produced for these developers are generally used to determine the rental housing needs of a specific submarket and to obtain financing.
- **Public Housing Authority Consultation:** Tad has worked with Housing Authorities throughout the United States to document trends rental and for sale housing market trends to better understand redevelopment opportunities. He has completed studies examining development opportunities for housing authorities through the Choice Neighborhood Initiative or other programs in Florida, Georgia, North Carolina, South Carolina, Texas, and Tennessee.

Education:

Bachelor of Science – Marketing; Berry College – Rome, Georgia



ROBERT M. LEFENFELD
Founding Principal

Mr. Lefenfeld, Founding Principal of the firm, with over 30 years of experience in the field of residential market research. Before founding Real Property Research Group in 2001, Bob served as an officer of research subsidiaries of Reznick Fedder & Silverman and Legg Mason. Between 1998 and 2001, Bob was Managing Director of RF&S Realty Advisors, conducting residential market studies throughout the United States. From 1987 to 1995, Bob served as Senior Vice President of Legg Mason Realty Group, managing the firm's consulting practice and serving as publisher of a Mid-Atlantic residential data service, Housing Market Profiles. Prior to joining Legg Mason, Bob spent ten years with the Baltimore Metropolitan Council as a housing economist. Bob also served as Research Director for Regency Homes between 1995 and 1998, analyzing markets throughout the Eastern United States and evaluating the company's active building operation.

Bob provides input and guidance for the completion of the firm's research and analysis products. He combines extensive experience in the real estate industry with capabilities in database development and information management. Over the years, he has developed a series of information products and proprietary databases serving real estate professionals.

Bob has lectured and written extensively about residential real estate market analysis. Bob has created and teaches the market study module for the MBA HUD Underwriting course and has served as an adjunct professor for the Graduate Programs in Real Estate Development, School of Architecture, Planning and Preservation, University of Maryland College Park. He is the past National Chair of the National Council of Housing Market Analysts (NCHMA) and currently chairs its FHA Committee.

Areas of Concentration:

- **Strategic Assessments:** Mr. Lefenfeld has conducted numerous corridor analyses throughout the United States to assist building and real estate companies in evaluating development opportunities. Such analyses document demographic, economic, competitive, and proposed development activity by submarket and discuss opportunities for development.
- **Feasibility Analysis:** Mr. Lefenfeld has conducted feasibility studies for various types of residential developments for builders and developers. Subjects for these analyses have included for-sale single-family and townhouse developments, age-restricted rental and for-sale developments, large multi-product PUDs, urban renovations and continuing care facilities for the elderly.
- **Information Products:** Bob has developed a series of proprietary databases to assist clients in monitoring growth trends. Subjects of these databases have included for sale housing, pipeline information, and rental communities.

Education:

Master of Urban and Regional Planning; The George Washington University.
Bachelor of Arts - Political Science; Northeastern University.



LESLIE BURKE
Senior Market Analyst

Ms. Burke has 30 years of institutional real estate experience in a wide variety of management roles and is well versed in accounting/reporting, asset and portfolio management, acquisitions, dispositions, underwriting, and finance. Ms. Burke's primary area of expertise is the development and execution of strategic plans for both asset-specific and portfolio level holdings for commercial real estate debt and equity. She is experienced in all property types, asset classes, and major U.S. markets. Areas of expertise include analyzing, evaluating, and underwriting investment strategies for both institutional owners and entrepreneurial ventures.

Ms. Burke spent over 13 years with MetLife in a variety of roles, including five years as a member of MetLife's Real Estate Investment Committee where she reviewed and approved debt and equity transactions. She also managed numerous enterprise-level special projects during her tenure at MetLife. Ms. Burke worked for Archon Group/Goldman Sachs as a Portfolio Manager where she was responsible for debt placement and leveraged returns for seventeen of Goldman's Whitehall Fund portfolios. As a Director at Prudential Mortgage Capital she was involved with underwriting both securitized conduit loans and balance sheet loans for Prudential Insurance Company. She has also been a consultant providing advisory services to institutional and private clients, using a national bench of commercial real estate professionals to provide tailored client solutions on an outsourced basis.

Ms. Burke is a non-practicing CPA and graduated with honors from SMU. She was the Graduate Assistant to Dr. Bill Bruggeman, renowned author and holder of the Clara and Leo F. Corrigan Chair in Real Estate at SMU since 1978.

Ms. Burke was a charter member of NAIOP's Asset Management Forum and is also active in CREW (Commercial Real Estate Women) at the Atlanta Chapter and National Network levels, holding numerous leadership positions over the past decade.

Education:

Master of Business Administration; Southern Methodist University
Bachelor of Business Administration; Southern Methodist University



12.APPENDIX 4 NCHMA CHECKLIST

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

		Page Number(s)
Executive Summary		
1	Executive Summary	1
Scope of Work		
2	Scope of Work	6
Project Description		
3	Unit mix including bedrooms, bathrooms, square footage, rents, and income targeting	9
4	Utilities (and utility sources) included in rent	9, 41
5	Target market/population description	8
6	Project description including unit features and community amenities	9
7	Date of construction/preliminary completion	9
8	If rehabilitation, scope of work, existing rents, and existing vacancies	N/A
Location		
9	Concise description of the site and adjacent parcels	10
10	Site photos/maps	12,13
11	Map of community services	17
12	Site evaluation/neighborhood including visibility, accessibility, and crime	13-16
Market Area		
13	PMA description	26
14	PMA MAP	27
Employment and Economy		
15	At-Place employment trends	20
16	Employment by sector	21
17	Unemployment rates	19
18	Area major employers/employment centers and proximity to site	22
19	Recent or planned employment expansions/reductions	24
Demographic Characteristics		
20	Population and household estimates and projections	29
21	Area building permits	30
22	Population and household characteristics including income, tenure, and size	28-34
23	For senior or special needs projects, provide data specific to target market	N/A
Competitive Environment		
24	Comparable property profiles and photos	Appendix
25	Map of comparable properties	39
26	Existing rental housing evaluation including vacancy and rents	40



27	Comparison of subject property to comparable properties	41
28	Discussion of availability and cost of other affordable housing options including homeownership, if applicable	45
29	Rental communities under construction, approved, or proposed	45
30	For senior or special needs populations, provide data specific to target market	N/A
Affordability, Demand, and Penetration Rate Analysis		
31	Estimate of demand	55
32	Affordability analysis with capture rate	54
33	Penetration rate analysis with capture rate	N/A
Analysis/Conclusions		
34	Absorption rate and estimated stabilized occupancy for subject	58
35	Evaluation of proposed rent levels including estimate of market/achievable rents.	45
36	Precise statement of key conclusions	59
37	Market strengths and weaknesses impacting project	58
38	Recommendations and/or modification to project discussion	59
39	Discussion of subject property's impact on existing housing	59
40	Discussion of risks or other mitigating circumstances impacting project projection	59
41	Interviews with area housing stakeholders	6
Other Requirements		
42	Certifications	Appendix
43	Statement of qualifications	Appendix
44	Sources of data not otherwise identified	N/A



13.APPENDIX 5 MARKET AREA RENTAL COMMUNITY PROFILES

Community	Address	City	Survey Date	Phone Number	Contact
Aberdeen Chase	100 Aberdeen Chase Dr.	Easley	1/28/2019	864-529-9902	Property Manager
Auston Woods	107 Auston Woods Cir.	Easley	1/25/2019	864-859-3050	Property Manager
Cedar Brook	101 Cedar Brook Cir.	Easley	1/30/2019	864-859-1144	Property Manager
Deerfield Run	102 Deerfield Run	Easley	1/28/2019	864-855-4711	Property Manager
Park West	300 DuVall Street	Easley	1/28/2019	864-859-3353	Property Manager
Pope Field Terrace	505 Pope Field Rd.	Easley	1/30/2019	864-859-7747	Property Manager
The Ridge at Perry Bend	130 Perry Bend Cir.	Easley	1/28/2019	864-859-3311	Property Manager
Waterford	122 Riverstone Court	Easley	1/30/2019	864-855-4711	Property Manager

Aberdeen Chase

Multifamily Community Profile

100 Aberdeen Chase Dr.
Easley, SC 29640

Community Type: LIHTC - General

Structure Type: Townhouse

27 Units 0.0% Vacant (0 units vacant) as of 1/30/2019

Opened in 2015



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	% Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Two	55.6%	\$713	1,038	\$0.69	<input type="checkbox"/>	<input type="checkbox"/>
Two/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Three	44.4%	\$768	1,172	\$0.66	<input type="checkbox"/>	<input type="checkbox"/>
Four+	--	--	--	--	<input type="checkbox"/>	<input checked="" type="checkbox"/>
					<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

Features	
Standard: Dishwasher; Disposal; Microwave; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony	
Select Units:	--
Optional(\$):	--
Security:	--
Parking 1: Free Surface Parking	Parking 2: --
Fee: --	Fee: --
Property Manager:	--
Owner:	--

Comments

Wait list.

Lease up info not available. 1st move ins 12/11/2015.

Floorplans (Published Rents as of 1/30/2019) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Townhouse	--	2	2	3	\$533	1,038	\$.51	LIHTC/ 50%	1/30/19	0.0%	--	\$713	\$768
Townhouse	--	2	2	12	\$733	1,038	\$.71	LIHTC/ 60%	2/7/18	3.7%	--	\$670	\$688
Townhouse	--	3	2	4	\$589	1,172	\$.50	LIHTC/ 50%	3/15/16	0.0%	--	\$509	\$583
Townhouse	--	3	2	8	\$820	1,172	\$.70	LIHTC/ 60%					

Adjustments to Rent

Incentives:

None

Utilities in Rent: Heat Fuel: Electric

Heat: Cooking: Wtr/Swr:

Hot Water: Electricity: Trash:

Auston Woods

Multifamily Community Profile

107 Auston Woods Circle
Easley, SC 29642

Community Type: Market Rate - General

Structure Type: 3-Story Garden

194 Units 0.5% Vacant (1 units vacant) as of 1/25/2019

Opened in 2007



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	% Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	\$715	738	\$0.97	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	--	\$834	981	\$0.85	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input checked="" type="checkbox"/>
Three	--	\$945	1,451	\$0.65	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
					Playground: <input type="checkbox"/>	

Features	
Standard: Dishwasher; Disposal; In Unit Laundry (Hook-ups); Central A/C; Storage (In Unit); Carpet	
Select Units: Patio/Balcony	
Optional(\$): --	
Security: --	
Parking 1: Free Surface Parking Fee: --	Parking 2: -- Fee: --
Property Manager: South Corp Propertie Owner: --	

Comments

Unit mix is 88 1BRs, 60 2BRs, 46 3BRs.
Theater, BBQ area.
Walk-in closets. Laminate countertops. Picnic areas.

Floorplans (Published Rents as of 1/25/2019) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$660	696	\$0.95	Market	1/25/19	0.5%	\$715	\$834	\$945
Garden	Patio/Balcony	1	1	--	\$725	696	\$1.04	Market	2/27/18	2.1%	\$652	\$800	\$920
Garden	Sunroom	1	1	--	\$715	821	\$0.87	Market	3/15/16	0.0%	\$643	\$771	\$890
Garden	Sunroom	2	2	--	\$820	1,029	\$0.80	Market	7/27/15	1.0%	\$633	\$753	\$875
w/ Pantry & Sunroom / G	Sunroom	2	2	--	\$840	1,096	\$0.77	Market					
Garden	--	2	2	--	\$790	904	\$0.87	Market					
Garden	Patio/Balcony	2	2	--	\$810	904	\$0.90	Market					
w/ Pantry & Patio / Gar	Patio/Balcony	2	2	--	\$810	970	\$0.84	Market					
w/ Patio & Sunroom / Gar	Patio/Balcony	3	2	--	\$930	1,451	\$0.64	Market					
Garden	Sunroom	3	2	--	\$910	1,451	\$0.63	Market					

Adjustments to Rent

Incentives: None

Utilities in Rent: Heat Fuel: Electric
 Heat: Cooking: Wtr/Swr:
 Hot Water: Electricity: Trash:

Auston Woods

SC077-016685

Cedar Brook

Multifamily Community Profile

101 Cedar brook Cir.
Easley, SC 29640

CommunityType: LIHTC - General

Structure Type: Townhouse

39 Units 0.0% Vacant (0 units vacant) as of 1/30/2019

Opened in 2013



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One	--	--	--	--	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	10.3%	\$455	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	79.5%	\$504	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Four+	10.3%	\$565	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	
Features						
Standard: Dishwasher; Disposal; Microwave; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Carpet / Ceramic						
Select Units: --						
Optional(\$): --						
Security: --						
Parking 1: Free Surface Parking			Parking 2: --			
Fee: --			Fee: --			
Property Manager: --						
Owner: --						

Comments

Opened November 2013 but management was unsure of lease-up timing.

Floorplans (Published Rents as of 1/30/2019) (2)

Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Townhouse	--	2	2	4	\$435	--	--	LIHTC/ 50%	1/30/19	0.0%	--	\$455	\$504
Townhouse	--	3	2.5	16	\$455	--	--	LIHTC/ 50%	2/7/18	7.7%	--	\$440	\$492
Townhouse	--	3	2.5	15	\$505	--	--	LIHTC/ 60%	3/15/16	0.0%	--	\$420	\$472
Townhouse	--	4	3	4	\$535	--	--	LIHTC/ 60%	3/18/15	0.0%	--	\$410	\$462

Adjustments to Rent

Incentives:

None

Utilities in Rent: Heat Fuel: Electric

Heat: Cooking: Wtr/Swr:

Hot Water: Electricity: Trash:

Deerfield Run

Multifamily Community Profile

102 Deerfield Run
Easley, SC 29640

CommunityType: Market Rate - General

Structure Type: 2-Story Garden

56 Units 1.8% Vacant (1 units vacant) as of 1/30/2019

Opened in 1988



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
One	--	--	--	--	Comm Rm:	Basketball:
One/Den	--	--	--	--	Centrl Lndry:	Tennis:
Two	100.0%	\$700	1,000	\$0.70	Elevator:	Volleyball:
Two/Den	--	--	--	--	Fitness:	CarWash:
Three	--	--	--	--	Hot Tub:	BusinessCtr:
Four+	--	--	--	--	Sauna:	ComputerCtr:
					Playground:	<input type="checkbox"/>

Features	
Standard: Dishwasher; Disposal; Microwave; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Carpet / Vinyl/Linoleum	
Select Units:	--
Optional(\$):	--
Security:	--
Parking 1: Free Surface Parking	Parking 2: --
Fee: --	Fee: --
Property Manager: Powers Prop.	
Owner: --	

Comments

Located just east of Glenwood Road on Olive Street.
vacant unit is getting rehabed 1/30/19

Floorplans (Published Rents as of 1/30/2019) (2)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program
Garden	--	2	2	56	\$700	1,000	\$.70	Market

Historic Vacancy & Eff. Rent (1)

Date	%Vac	1BR \$	2BR \$	3BR \$
1/30/19	1.8%	--	\$700	--
2/7/18	0.0%	--	\$675	--
3/10/16	0.0%	--	\$625	--
7/27/15	0.0%	--	\$590	--

Adjustments to Rent

Incentives:
None

Utilities in Rent: Heat Fuel: **Electric**

Heat: Cooking: Wtr/Swr:

Hot Water: Electricity: Trash:

© 2019 Real Property Research Group, Inc. (1) Effective Rent is Published Rent, net of concessions and assumes that water, sewer and trash is included in rent
(2) Published Rent is rent as quoted by management.

Park West

Multifamily Community Profile

300 DuVall Street
Easley, SC 29640

Community Type: LIHTC - General
Structure Type: 3-Story Garden

60 Units 3.3% Vacant (2 units vacant) as of 1/30/2019

Opened in 2003



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	% Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Two	73.3%	\$677	986	\$0.69	<input type="checkbox"/>	<input type="checkbox"/>
Two/Den	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
Three	26.7%	\$748	1,193	\$0.63	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Four+	--	--	--	--	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Features						
Standard: Dishwasher; Disposal; Microwave; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Carpet						
Select Units: --						
Optional(\$): --						
Security: Unit Alarms						
Parking 1: Free Surface Parking			Parking 2: --			
Fee: --			Fee: --			
Property Manager: UMS						
Owner: --						

Comments

Primarily 3-story structures. One 2-story.
On-site management office.
Vacant are 2BRs

Floorplans (Published Rents as of 1/30/2019) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	2	1.5	22	\$620	986	\$.63	LIHTC/ 50%	1/30/19	3.3%	--	\$677	\$748
Garden	--	2	1.5	22	\$734	986	\$.74	LIHTC/ 60%	3/15/16	3.3%	--	\$635	\$698
Garden	--	3	2	8	\$720	1,193	\$.60	LIHTC/ 50%	3/18/15	0.0%	--	\$599	\$688
Garden	--	3	2	8	\$775	1,193	\$.65	LIHTC/ 60%	12/31/14	0.0%	--	\$599	\$688
Adjustments to Rent													
Incentives: None													
Utilities in Rent: Heat Fuel: Electric													
Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input checked="" type="checkbox"/>													
Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>													

Park West

SC077-014498

Pope Field Terrace

Multifamily Community Profile

505 Pope Field Rd.
Easley, SC 29642

CommunityType: LIHTC - General
Structure Type: 2-Story Garden

56 Units 0.0% Vacant (0 units vacant) as of 1/30/2019

Opened in 2013



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One	21.4%	\$475	852	\$0.56	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	50.0%	\$543	1,103	\$0.49	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	28.6%	\$594	1,254	\$0.47	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	
Features						
Standard: Dishwasher; Disposal; Microwave; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Storage (In Unit)						
Select Units: --						
Optional(\$): --						
Security: --						
Parking 1: Free Surface Parking			Parking 2: --			
Fee: --			Fee: --			
Property Manager: --						
Owner: --						

Comments

Waitlist 2 years for 1br and 6mo for 3br
All residents were pre-qualified prior to construction completion; property was fully occupied 9 days after opening.
Opened in October 2013, has walking trail

Floorplans (Published Rents as of 1/30/2019) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	6	\$450	852	\$.53	LIHTC/ 50%	1/30/19	0.0%	\$475	\$543	\$594
Garden	--	1	1	6	\$500	852	\$.59	LIHTC/ 60%	2/7/18	0.0%	\$475	\$543	\$594
Garden	--	2	2	23	\$550	1,103	\$.50	LIHTC/ 60%	3/11/16	0.0%	\$404	\$472	\$523
Garden	--	2	2	5	\$510	1,103	\$.46	LIHTC/ 50%	7/29/15	0.0%	\$404	\$472	\$523
Garden	--	3	2	5	\$560	1,254	\$.45	LIHTC/ 50%					
Garden	--	3	2	11	\$610	1,254	\$.49	LIHTC/ 60%					
Adjustments to Rent													
Incentives: None													
Utilities in Rent: Heat Fuel: Electric													
Heat: <input type="checkbox"/> Cooking: <input type="checkbox"/> Wtr/Swr: <input checked="" type="checkbox"/>													
Hot Water: <input type="checkbox"/> Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>													

Pope Field Terrace

SC077-019891

The Ridge at Perry Bend

Multifamily Community Profile

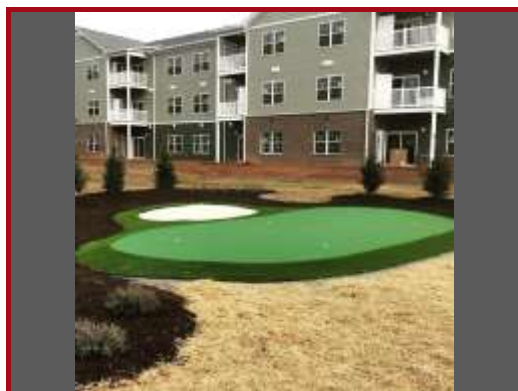
130 Perry Bend Cir.
Easley, SC 29640

CommunityType: Market Rate - General

Structure Type: 3-Story Garden

240 Units 5.8% Vacant (14 units vacant) as of 1/30/2019

Opened in 2018



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	% Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input checked="" type="checkbox"/>	Pool-Outdr: <input checked="" type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One	--	\$889	875	\$1.02	Centrl Lndry: <input type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	--	\$1,119	1,269	\$0.88	Fitness: <input checked="" type="checkbox"/>	CarWash: <input checked="" type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Three	--	\$1,288	1,444	\$0.89	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
Four+	--	--	--	--	Playground: <input type="checkbox"/>	

Features	
Standard: Dishwasher; Disposal; Microwave; Ice Maker; Ceiling Fan; In Unit Laundry (Full Size); Central A/C; Patio/Balcony	
Select Units:	--
Optional(\$):	--
Security:	--
Parking 1: Free Surface Parking Fee: --	Parking 2: Detached Garage Fee: \$100
Property Manager:	--
Owner:	--

Comments

Black appliances, laminate countertops.
Opened 01/02/2018, leased
Out of lease up end of January 2019, all vacant are 2BRs

Floorplans (Published Rents as of 1/30/2019) (2)

Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$849	864	\$0.98	Market	1/30/19	5.8%	\$889	\$1,119	\$1,288
Garden	--	1	1	--	\$879	886	\$0.99	Market	2/27/18*	77.9%	\$879	\$1,084	\$1,264
Garden	--	2	2	--	\$1,029	1,236	\$0.83	Market	* Indicates initial lease-up.				
Garden	--	2	2	--	\$1,149	1,302	\$0.88	Market					
Garden	--	3	2	--	\$1,294	1,444	\$0.90	Market					

Adjustments to Rent

Incentives:

\$500 off for 3br

Utilities in Rent: Heat Fuel: Electric

Heat: Cooking: Wtr/Swr:

Hot Water: Electricity: Trash:

The Ridge at Perry Bend

SC077-027667

Waterford

Multifamily Community Profile

122 Riverstone Court
Easley, SC 29640

CommunityType: Market Rate - General

Structure Type: 2-Story Garden

128 Units 0.8% Vacant (1 units vacant) as of 1/30/2019

Opened in 1992



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	--	--	--	Comm Rm:	Basketball:
One/Den	--	--	--	--	Centrl Lndry:	Tennis:
Two	75.0%	\$750	1,000	\$0.75	Elevator:	Volleyball:
Two/Den	--	--	--	--	Fitness:	CarWash:
Three	25.0%	\$850	1,200	\$0.71	Hot Tub:	BusinessCtr:
Four+	--	--	--	--	Sauna:	ComputerCtr:
					Playground:	<input type="checkbox"/>

Features	
Standard: Dishwasher; Disposal; Microwave; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Carpet / Vinyl/Linoleum	
Select Units:	--
Optional(\$):	--
Security:	--
Parking 1: Free Surface Parking	Parking 2: --
Fee: --	Fee: --
Property Manager: Powers Prop.	
Owner: --	

Comments

Vacant is a 2 BR

Floorplans (Published Rents as of 1/30/2019) (2)

Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	2	2	96	\$750	1,000	\$0.75	Market	1/30/19	0.8%	--	\$750	\$850
Garden	--	3	2	32	\$850	1,200	\$0.71	Market	2/7/18	0.0%	--	\$725	\$800
									3/11/16	0.0%	--	\$675	\$775
									7/27/15	0.0%	--	\$650	\$750

Adjustments to Rent

Incentives:

None

Utilities in Rent: Heat Fuel: Electric

Heat: Cooking: Wtr/Swr:

Hot Water: Electricity: Trash:

Waterford

SC077-014502

2019 EXHIBIT S – 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY:

Development Name: The Pointe at Pickens Total # Units: 48
 Location: Pendleton Street, Pickens, Pickens County # LIHTC Units: 48
 PMA Boundary: N – Table Rock Road, E – Dacusville Hwy, S – Eighteenmile Creek., W – Twelvemile Creek
 Development Type: X Family Older Persons Farthest Boundary Distance to Subject: 9.9 miles

RENTAL HOUSING STOCK (found on pages 39 and 43)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	8	800	19	97.6%
Market-Rate Housing	4	618	17	97.2%
Assisted/Subsidized Housing not to include LIHTC				
LIHTC (All that are stabilized) *	4	182	2	98.9%
Stabilized Comps**	8	800	19	97.6%
Non-stabilized Comps				

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

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

Subject Development					Adjusted Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
5	2	2	967	\$528	\$862	\$0.89	38.7%	\$1,119	\$0.88
19	2	2	967	\$565	\$862	\$0.89	34.5%	\$1,119	\$0.88
5	3	2	1,124	\$580	\$999	\$0.88	41.9%	\$1,288	\$0.89
19	3	2	1,124	\$665	\$999	\$0.88	33.4%	\$1,288	\$0.89
Gross Potential Rent Monthly*					\$28,910	\$44,664	35.27%		

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

DEMOGRAPHIC DATA (found on page 33, 52)

	2011	2018	2021
Renter Households	% 5,139	29.0%	5,237 29.0%
Income-Qualified Renter HHs (LIHTC)	% 1,297	25.2%	1,284 24.5%
Income-Qualified Renter HHs (MR)	%	%	%

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 54)

Type of Demand	50%	60%	Overall
Renter Household Growth	14	20	22
Existing Households (Overburd + Substand)	322	450	490
Homeowner conversion (Seniors)			
Other:			
Less Comparable/Competitive Supply	0	0	0
Net Income-qualified Renter HHs	337	469	511

CAPTURE RATES (found on page 55)

Targeted Population	50%	60%	Market-rate	Other:	Other:	Overall
Capture Rate	3.0%	8.1%				9.4%

ABSORPTION RATE (found on page 59)

Absorption Period: Three to four months

2019 S-2 RENT CALCULATION WORKSHEET

# Units	Bedroom Type	Proposed Tenant Paid Rent	Gross Proposed Tenant Rent by Bedroom Type	Adjusted Market Rent	Gross Adjusted Market Rent by Bedroom Type	Tax Credit Gross Rent Advantage
5	2 BR	\$528	\$2,640	\$862	\$4,310	
19	2 BR	\$565	\$10,735	\$862	\$16,378	
5	3 BR	\$580	\$2,900	\$999	\$4,995	
19	3 BR	\$665	\$12,635	\$999	\$18,981	
Totals	48		\$28,910		\$44,664	