



Shaw Research & Consulting

Real Estate Analysis & Market Feasibility Services

**A SENIOR RENTAL HOUSING
MARKET FEASIBILITY ANALYSIS
FOR
LEXINGTON, SOUTH CAROLINA
*(Lexington County)***

Villas at Northlake Apartments

*Citizens Drive, just west of N. Lake Drive
Lexington, South Carolina 29072*

February 25, 2019

Prepared for:

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CERTIFICATE OF ACCURACY AND RELIABILITY

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



Steven R. Shaw
SHAW RESEARCH & CONSULTING, LLC

Date: February 25, 2019

INTRODUCTION

Shaw Research & Consulting, LLC has prepared the following rental housing study to examine and analyze the Lexington area as it pertains to the market feasibility of Villas at Northlake Apartments, a proposed 43-unit affordable rental housing development targeting low-income senior households. The subject proposal is to be located within the northcentral portion of the town of Lexington at the west end of Citizens Drive, just west of North Lake Drive and less than one-eighth mile north of Sunset Boulevard (U.S. 378), within an area consisting of a mix of residential and commercial usages.

The purpose of this report is to analyze the market feasibility of the subject proposal based on the project specifications and site location presented in the following section. Findings and conclusions will be based through an analytic evaluation of demographic trends, recent economic patterns, existing rental housing conditions, detailed fieldwork and site visit, and a demand forecast for rental housing throughout the Lexington market area. All fieldwork and community data collection was conducted on January 13, 2019 by Steven Shaw. A phone survey of existing rental developments identified within the PMA, as well as site visits to those properties deemed most comparable to the subject, was also reviewed to further measure the potential market depth for the subject proposal.

This study assumes Low Income Housing Tax Credits (LIHTC) will be utilized in the development of the subject rental facility, along with the associated rent and income restrictions obtained from the South Carolina State Housing Finance and Development Authority (SCSHFDA). As a result, the proposed Villas at Northlake Apartments will feature a total of 43 units restricted to senior households at 50 percent and 60 percent of the area median income (AMI). Furthermore, there are no unrestricted (market rate) or project-based rental assistance (PBRA) units proposed within the subject development.

EXECUTIVE SUMMARY

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

- 1) The subject proposal is a 43-unit rental development targeting low-income senior households. The facility will consist of a mix of one- and two-bedroom units restricted to households at or below 50 and 60 percent of AMI.
- 2) Demand estimates for the proposed development show sufficient statistical support for the introduction and absorption of additional rental units within the Lexington PMA. Capture rates are presented in Exhibit S-2 (following the executive summary), and are clearly reflective of the need for affordable senior rental housing locally.
- 3) Occupancy rates for affordable rental housing are quite positive throughout the market area at the current time. As such, an overall occupancy rate of 95.7 percent was calculated among 20 properties (including three senior) included in a January 2019 survey of rental developments identified and contacted within or near the PMA.
- 4) Relatively limited senior rental options are presently available with the Lexington area. Among the three existing senior-only properties surveyed, a combined occupancy rate of 99.3 percent was calculated, with only one vacancy reported among a total of 144 units and each project maintaining a waiting list – providing clear evidence of the demand for affordable senior housing locally.
- 5) Overall, affordable LIHTC rental options (family and senior) have been extremely successful throughout the Lexington PMA, as well. Based on survey results, the six tax credit properties were a combined 99.1 percent occupied.
- 6) Based on U.S. Census figures and ESRI forecasts, senior demographic patterns throughout the Lexington area have been extraordinarily positive since 2000. As such, the senior population (55 and over) within the PMA increased by 44 percent between 2010 and 2018, representing nearly 5,000 additional senior residents during this time. Furthermore, future projections indicate these gains will continue, with an additional increase of 18 percent (almost 3,000 seniors) anticipated between 2018 and 2023. Considering this strong growth, the demand for additional senior housing will undoubtedly escalate as well.
- 7) The proposed site location can be considered a positive factor. As such, the majority of necessary services are situated within a relatively short distance of the site, with several retail opportunities within walking distance of the site, and a number of other opportunities less than ½ mile away (including Walmart, Food Lion, CVS/Pharmacy with MinuteClinic, and Regal Northlake Village Theater, among others).

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

- 9) Considering the subject's proposed targeting, unit mix, affordable rental rates, and competitive unit sizes and development features, the introduction of Villas at Northlake Apartments should prove successful. Based on extremely positive senior demographic patterns, and high occupancy levels throughout the local rental stock (especially among senior properties), and the current construction of a similar LIHTC property, a newly constructed senior-only rental option will likely be successful within the Lexington PMA. As such, evidence presented within the market study suggests a normal lease-up period (between five and seven months) should be anticipated based on project characteristics as proposed. Furthermore, the development of the subject proposal will not have any adverse effect on any other existing rental property – either affordable or market rate.

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

Development Name:	<u>VILLAS AT NORTHLAKE APTS</u>	Total # Units:	<u>43</u>
Location:	<u>Citizens Drive, Lexington, South Carolina SC</u>	# LIHTC Units:	<u>43</u>
PMA Boundary:	<u>North = 3 miles; South = 2.25 miles; East = 5 miles; West = 6 miles</u>		
Development Type:	<u>Family</u> <u>X</u> <u>Older Persons</u>	Farthest Boundary Distance to Subject:	<u>6 miles</u>

RENTAL HOUSING STOCK (found on page 51)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	20	2,302	99	95.7%
Market-Rate Housing	10	1,904	97	94.9%
Assisted/Subsidized Housing not to include LIHTC	0	0	0	NA
LIHTC (All that are stabilized)*	5	232	2	99.1%
Stabilized Comps**	5	232	2	99.1%
Non-stabilized Comps	0	0	0	NA

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

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

Subject Development					Adjusted Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
2	1 BR	1.0	788	\$525	\$979	\$1.22	46.4%	\$1,320	\$1.93
4	1 BR	1.0	788	\$625	\$979	\$1.22	36.2%	\$1,320	\$1.93
7	2 BR	2.0	964	\$650	\$1,041	\$1.05	37.5%	\$1,178	\$1.18
30	2 BR	2.0	964	\$750	\$1,041	\$1.05	27.9%	\$1,178	\$1.18
Gross Potential Rent Monthly*				\$30,600	\$44,383		31.05%		

*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 32)

	2010		2018		2021	
Renter Households	1,063	15.8%	1,485	15.8%	1,609	15.8%
Income-Qualified Renter HHs (LIHTC)	304	28.6%	425	28.6%	461	28.6%
Income-Qualified Renter HHs (MR)	0	0.0%	0	0.0%	0	0.0%

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 46)

Type of Demand	50%	60%	Market Rate	Other:	Other:	Overall
Renter Household Growth	24	27	--			36
Existing Households (Overburd + Substand)	98	110	--			144
Homeowner Conversion (Seniors)	29	35	--			44
Other:	--	--	--			--
Less Comparable/Competitive Supply	10	40	--			50
Net Income-Qualified Renter HHs	141	132	--	--	--	173

CAPTURE RATES (found on page 50)

Targeted Population	50%	60%	Market Rate	Other:	Other:	Overall
Capture Rate	6.4%	25.8%	--			24.8%

ABSORPTION RATE (found on page 50)

Absorption Period: 5 to 7 months

2019 S-2 RENT CALCULATION WORKSHEET							
	# Units	Bedroom Type	Proposed Tenant Paid Rent	Gross Potential Tenant Rent	Adjusted Market Rent	Gross Potential Market Rent	Tax Credit Gross Rent Advantage
40%	--	0 BR	--	--	--	--	
50%	--	0 BR	--	--	--	--	
60%	--	0 BR	--	--	--	--	
40%	--	1 BR	--	--	--	--	
50%	2	1 BR	\$525	\$1,050	\$979	\$1,958	
60%	4	1 BR	\$625	\$2,500	\$979	\$3,916	
40%	--	2 BR	--	--	--	--	
50%	7	2 BR	\$650	\$4,550	\$1,041	\$7,285	
60%	30	2 BR	\$750	\$22,500	\$1,041	\$31,223	
40%	--	3 BR	--	--	--	--	
50%	--	3 BR	--	--	--	--	
60%	--	3 BR	--	--	--	--	
40%	--	4 BR	--	--	--	--	
50%	--	4 BR	--	--	--	--	
60%	--	4 BR	--	--	--	--	
	Totals	43		\$30,600		\$44,383	31.05%

A. PROJECT DESCRIPTION

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

Project Name: VILLAS AT NORTHLAKE APTS Project Address: Citizens Drive Project City: Lexington, South Carolina County: Lexington County Total Units: 43 Occupancy Type: Older Persons (55+) Construction Type: New Construction									
Targeting/Mix	Number of Units	Unit Type	Number of Baths	Square Feet	Contract Rent	Utility Allow.	Gross Rent	Max. LIHTC Rent*	Incl. PBRA
One-Bedroom Units	6								
50% of Area Median Income	2	Apt	1.0	788	\$525	\$81	\$606	\$656	No
60% of Area Median Income	4	Apt	1.0	788	\$625	\$81	\$706	\$787	No
Two-Bedroom Units	37								
50% of Area Median Income	7	Apt	2.0	964	\$650	\$105	\$755	\$787	No
60% of Area Median Income	30	Apt	2.0	964	\$750	\$105	\$855	\$945	No

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

Project Description:

Development Location.....Lexington, South Carolina
 Construction Type.....New construction
 Occupancy TypeOlder Persons (55+)
 Target Income Group100% LIHTC (50% and 60% AMI)
 Special Population GroupN/A
 Number of Units by Unit TypeSee previous page
 Unit Sizes.....See previous page
 Rents and Utility InformationSee previous page
 Proposed Rental Assistance (PBRA).....None

Project Size:

Total Development Size.....43 units
 Number of Affordable Units.....43 units
 Number of Market Rate Units.....0 units
 Number of PBRA Units.....0 units
 Number of Employee Units0 unit

Development Characteristics:

Number of Total Units43 units
 Number of Garden Apartments.....43 units
 Number of Townhouses0 units
 Number of Residential Buildings.....1 (*maximum three story*)
 Number of Community Buildings0
 Exterior Construction.....Minimum 60% Brick

Unit Amenities:

- Frost Free Refrigerator
- Oven/Range
- Dishwasher
- Garbage Disposal
- Microwave
- Ceiling Fan
- Washer/Dryer Hook-Up
- Mini-Blinds/Vertical Blinds
- Central Air Conditioning
- Walk-In Closet
- In-Unit Emergency Call System

Development Amenities:

- Multi-Purpose Room w/ Kitchenette
- Equipped Computer Center
- On-Site Management Office
- Covered Gazebo w/ Picnic Tables
- On-Site Laundry Facility
- Elevator
- Camera Security System
- On-Site Hair Salon

Additional Assumptions:

- Water, sewer, and trash removal will be included in the rent. Electricity (including electric heat pump), cable television, internet access, and telephone charges will be paid by the tenant; and
- Market entry is scheduled for late 2020/early 2021.

B. SITE DESCRIPTION

1. Site Visit Date

All fieldwork and community data collection was conducted on January 13, 2019 by Steven Shaw.

2. Site Neighborhood and Overview

The subject property is located within the northcentral portion of the town of Lexington at the west end of Citizens Drive, just west of North Lake Drive and one-eighth mile north of Sunset Boulevard (U.S. 378). Additionally, the site is roughly one mile north of Main Street (U.S. 1) and 2½ miles north of I-20. Characteristics of the immediate neighborhood is somewhat mixed, consisting of commercial and residential properties. As such, Palmetto Citizens Federal Credit Union is adjacent to the east, and two restaurants are adjacent to the north (San Jose Mexican and Carolina Wings and Rib House). Waterway Apartments can be found adjacent to the west, while a single-family home is immediately to the south. Additionally, a smaller shopping center (currently being remodeled) can be found within walking distance to the north at the northwest corner of Northpoint Drive and Lake Drive – consisting of the Regal Northlake Village 8 Theater, Lexington Beverage Outlet, and Ole Timey Meat Market to name a few. Overall, the immediate neighborhood has a distinct commercial presence, with large retail concentrations nearby along Sunset Boulevard and Lake Drive.

The subject property consists of approximately 2.9 acres of generally flat, undeveloped, and mostly wooded property. Situated within Census Tract 210.27 of Lexington County, the site is currently zoned as High Density Residential (HDR), with a PUD (Planned Urban Development) special overlay allowing for development of the subject proposal. Based on surrounding usages, current zoning throughout the neighborhood should not impede or negatively affect the viability of the subject proposal. As such, adjacent land usage is as follows:

- North:** Commercial/Restaurants
- South:** Commercial/Single-family/Undeveloped property
- West:** Multi-Family Apartments (The Waterway Apartments)
- East:** Commercial/Bank

Primary access to the site will be from Citizens Drive to the east, a low-volume residential street (essentially serving as the entrance drive to Palmetto Citizens Federal Credit Union) less than one-tenth mile in length and dead-ends into the subject property. Additionally, a secondary access drive will be from Northpoint Drive to the north. Both of these streets provide convenient access to Lake Drive, which is a moderately-traveled five-lane roadway providing convenient access to much of the area's commercial/retail opportunities. Overall, the subject property's location will have generally positive curb appeal and ingress/egress for seniors, with no visible traffic congestion and most nearby properties in good condition. Although the site will have only limited visibility from a well-traveled roadway, its location is within ¼ mile of both Lake Drive and Sunset Boulevard, representing one of Lexington's foremost thoroughfares offering abundant retail, medical, and other services, and should be considered a positive attribute and suitable for multi-family housing.

3. Nearby Retail

The subject property is situated within walking distance to various retail opportunities, with a number of additional popular venues nearby. As such, the site is just south of a small shopping center (with the Lexington Beverage Outlet and Ole Timey Meat Market), and within one-tenth mile of the Lexington Towne Centre (with a Food Lion grocery, Books-A-Million, Stein Mart, Tuesday Morning, and more). Further, a number of other retail/commercial opportunities can be found nearby along Sunset Boulevard, with a Walmart Supercenter, CVS/Pharmacy, Dollar Tree, Bi-Lo grocery, and Lexington Place shopping center all within one mile of the subject.

4. Medical Offices and Hospitals

Numerous medical services and physician offices can be found throughout the immediate area as well. The nearest full-service hospital is the Lexington Medical Center (a 438-bed medical complex which anchors a countywide medical network), located approximately seven mile east of the site at the intersection of Sunset Boulevard and I-26. In addition to a CVS MinuteClinic situated approximately one-third mile away, several medical facilities can be found within 1½ miles – including the LMC-Lexington, which also has an urgent care.

5. Other PMA Services

Additional services of note within the market area include a library, senior center, and several parks and recreational facilities. The Lexington Leisure Center and Senior Center is approximately 1¼ miles southwest of the site at the corner of Columbia Avenue and Park Road, offering numerous activities and programming for local senior residents. In addition, fixed-route bus/transit services are not available locally.

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

Retail

- 1. Towne Centre shopping center0.1 mile east
(includes Food Lion grocery, Books-A-Million, Hibbett Sports, Famous Hair, Stein Mart, Tuesday Morning, and more)
- 2. Walmart Supercenter0.5 miles east
- 3. Dollar Tree0.5 miles east
- 4. Ole Timey Meat Market.....< 0.1 mile north
- 5. Bi-Lo grocery0.9 miles southwest
- 6. CVS/Pharmacy (with MinuteClinic).....0.3 miles east
- 7. Big Kmart/Goodwill/Food Lion1.4 miles southwest
- 8. Lexington Place shopping center0.9 miles east
(includes Publix Super Market, Ross Dress for Less, TJ Maxx, Sally Beauty Supply, Kohl's, and more)

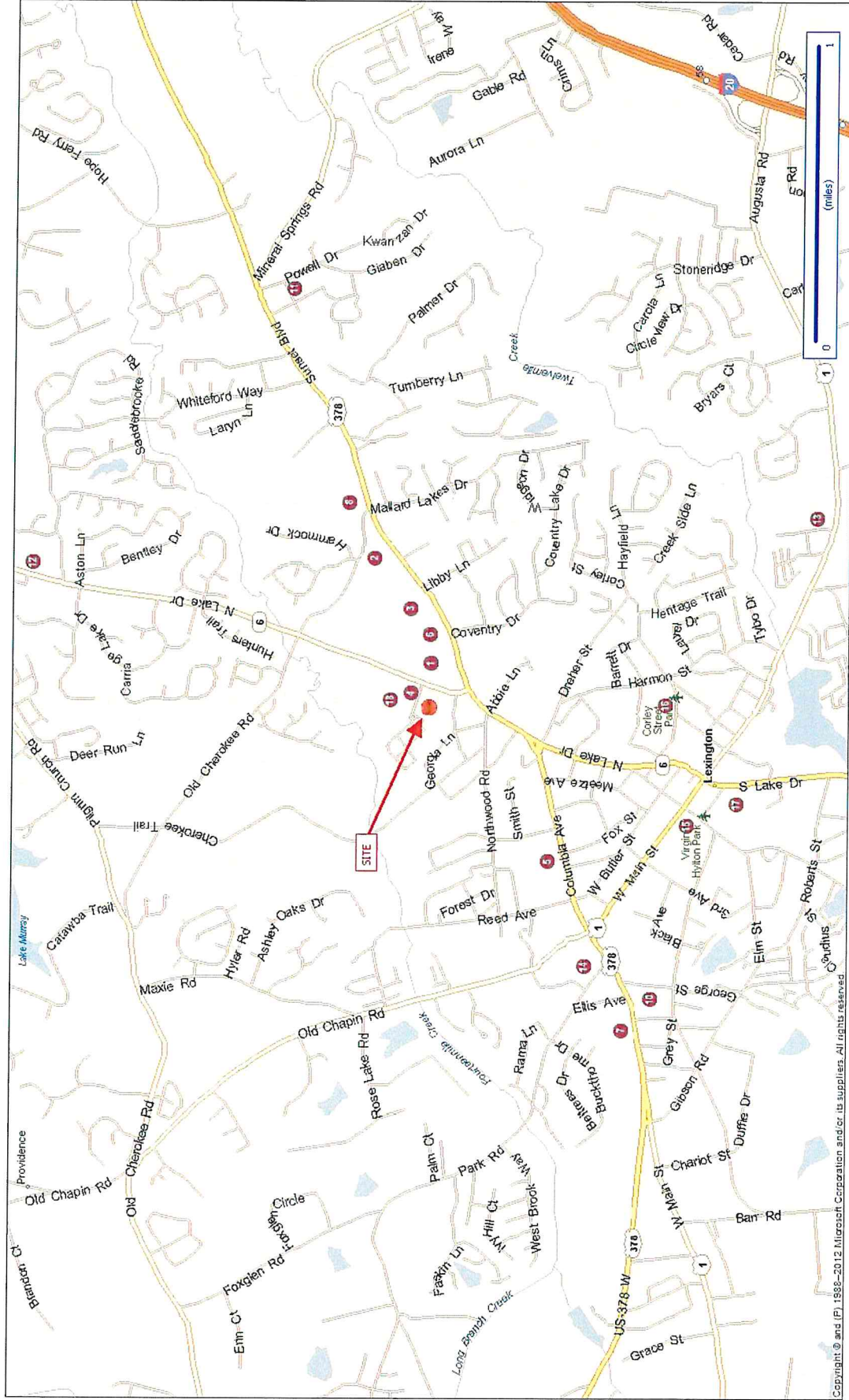
Medical

- 9. Lexington Medical Center – Main Campus (not on map)7.2 miles east
- 10. Lexington Medical Center – Lexington (w/ Urgent Care).....1.5 miles southwest
- 11. Lexington Family Practice1.7 miles east
- 12. Lakeview Family Medicine1.5 miles north
- 6. CVS MinuteClinic0.3 miles east

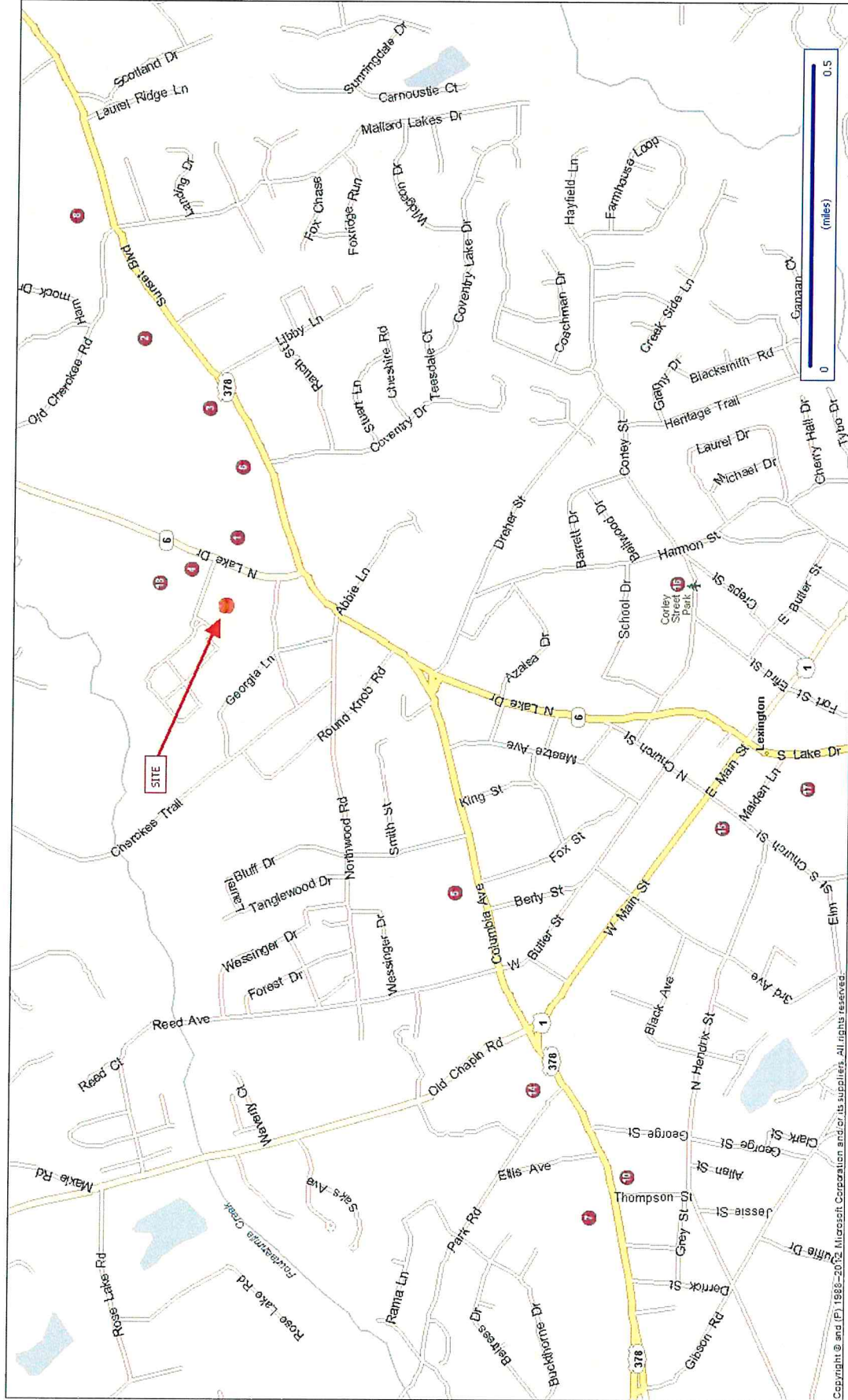
Recreation/Other

- 13. Lexington County Public Library2.0 miles south
- 14. Lexington Leisure Center/Senior Center1.3 miles southwest
- 15. Icehouse Amphitheater1.3 miles south
- 16. Corley Park1.0 mile south
- 17. Virginia Hylton Park.....1.2 miles south
- 18. Regal Northlake Village 8 Theater< 0.1 mile north

Map 1: Local Features/Amenities – Lexington Area



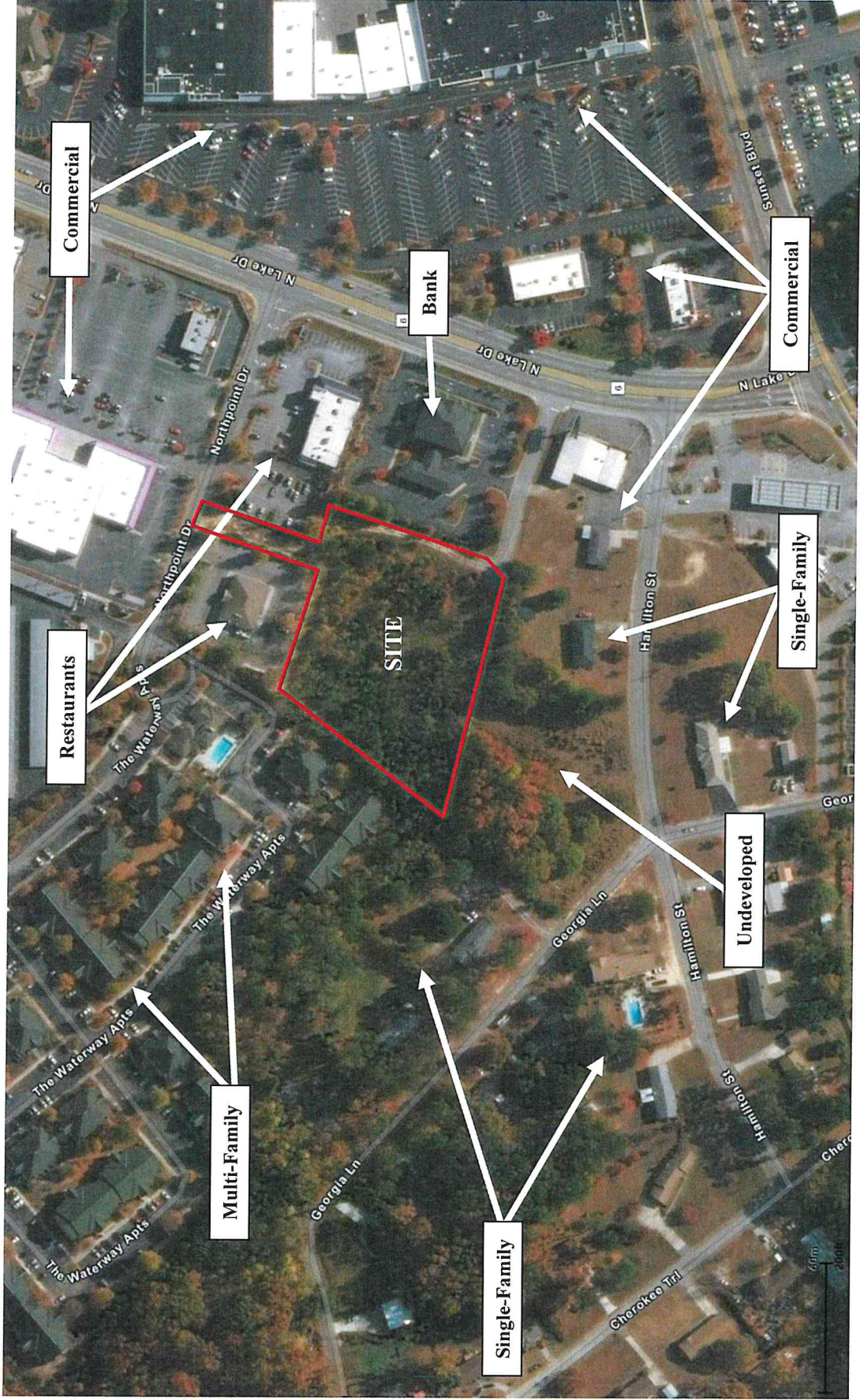
Map 2: Local Features/Amenities – Close View



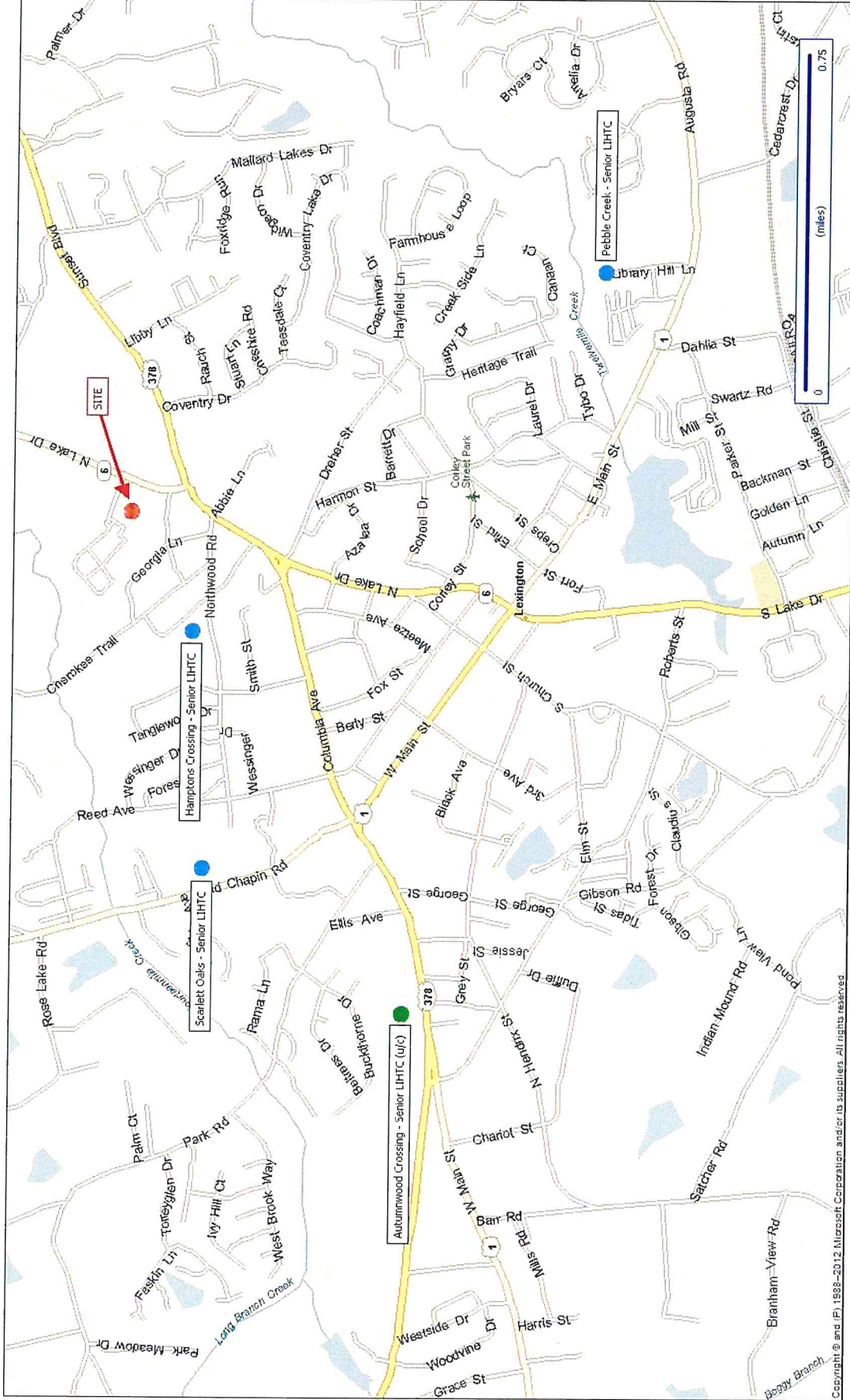
Map 3: Site Location – Town of Lexington



Map 4: Site Location - Aerial Photo



Map 5: Affordable Senior Rental Housing – Lexington Area



Site/Neighborhood Photos



**SITE – Villas at Northlake Apartments
Citizens Drive, Lexington, SC
Facing west from end of Citizens Drive
Site is at end of street and to right**



**SITE – Villas at Northlake Apartments
Citizens Drive, Lexington, SC
Facing northwest from end of Citizens Drive**



**SITE – Villas at Northlake Apartments
Citizens Drive, Lexington, SC
Facing south from parking lot of adjacent restaurant**



**SITE – Villas at Northlake Apartments
Citizens Drive, Lexington, SC
Facing east from parking lot of adjacent apartments**



**SOUTH – Vacant property adjacent to south of site
Facing north from Hamilton Street**



**SOUTH – Single-family home adjacent to south of site
Facing north from Hamilton Street
Site is behind home**



**NORTH – Restaurant adjacent to north of site
Facing south from Northpoint Drive
Site is behind building**



**SOUTH – Restaurant adjacent to north of site
Photo is rear of restaurant
Facing north from edge of site**



**EAST – Bank adjacent to east of site
Facing north from Citizens Drive
Site is to left**



**WEST – Apartments adjacent to west of site
The Waterway Apartment Homes
Facing south from apartment parking lot
Site is behind building to left**



**Facing east along Citizens Drive
Bank is on left
Photo is from site entrance**



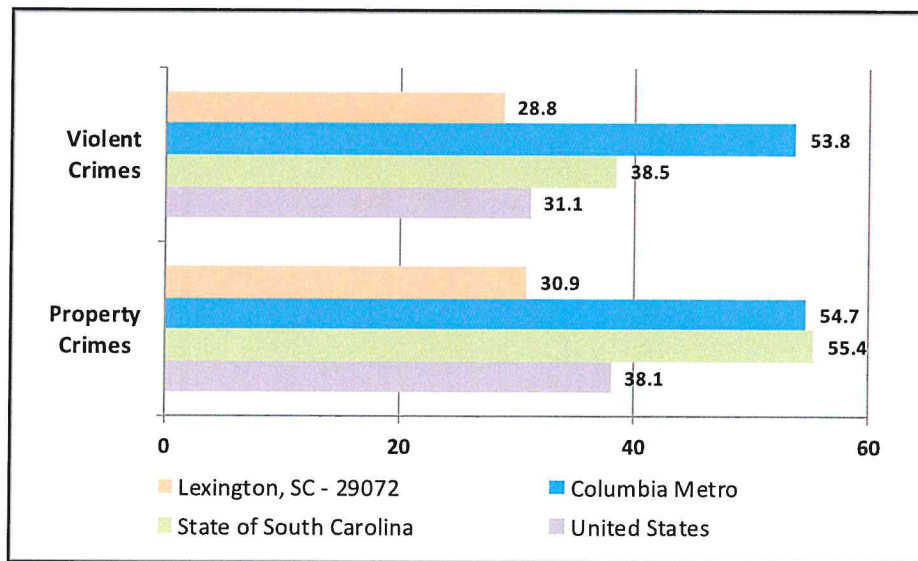
**Facing west along Citizens Drive
Photo is from Lake Drive
Bank is to right
Site is at end of street**

6. Crime Assessment

Based on crime information by zip code, the crime rates for the Lexington area are notably lower than region, state, and national levels. As such, on a scale from one (indicating low crime) to 100 (high crime), the area in which the subject property is situated (zip code 29072) had a violent crime (murder, non-negligent manslaughter, rape, robbery, and aggravated assault) score of 28.8 (as compared to the state index of 38.5), while the property crime (burglary, larceny-theft, motor vehicle theft, and arson) score was 30.9, which again was substantially lower than state figures (55.4 index).

In addition to crime statistics, first hand observations from a recent site visit also did not indicate any notable crime risk at the subject property or surrounding neighborhood. As such, extra security precautions (outside of lighting and intercom entry) should not be deemed a necessity. Considering these factors as well as information gathered during the site visit, there does not appear to be any noticeable security concerns within the immediate neighborhood surrounding the site.

Table 1: Crime Risk Index



7. Road/Infrastructure Improvements

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

8. Overall Site Conclusions

Overall, the majority of necessary services are situated within a short distance of the site, with several retail opportunities within walking distance of the site, and a number of other opportunities less than ½ mile away (including Walmart, Food Lion, CVS/Pharmacy with MinuteClinic, and Regal Northlake Village Theater, among others). Based on a site visit conducted January 13, 2019, overall site characteristics can be viewed as mostly positive, with no significant visible nuances that can have a potentially negative effect on the marketability or absorption of the subject property. The only potentially negative aspect of the site is the close proximity of a restaurant adjacent to the north of the site, but proper landscaping would likely mitigate any negative aspects. In addition, the subject property's location is readily accessible to both Lake Drive and Sunset Boulevard (each less than ¼ mile away), offering easy access to most local retail/commercial, medical, recreational, and other noteworthy areas. The subject property has a generally positive curb appeal (including ingress/egress), with no visible traffic congestion and most nearby properties in good condition.

C. PRIMARY MARKET AREA DELINEATION

The Primary Market Area (PMA) is defined as the geographic area from which the subject property (either proposed or existing) is expected to draw the *majority* of its residents. For the purpose of this report, the defined PMA consists of the town of Lexington and the immediately surrounding area. More specifically, the PMA is comprised of 14 census tracts, reaching approximately three miles to the north of the site, six miles to the west, five miles to the east, and 2¼ miles to the south. As such, the aforementioned primary market area delineation can be considered as a realistic indication of the potential draw of the subject proposal based on the characteristics of the Lexington area – including being the county seat, an aging population, the general lack of non-subsidized senior housing locally, and the site’s proximity to U.S. 378, U.S. 1, NC 6, and I-20, providing relatively convenient transportation throughout most areas of the Lexington area.

Additional factors such as socio-economic conditions and patterns, local roadway infrastructure, commuting patterns, physical boundaries, and personal experience were also utilized when defining the primary market area. As such, the PMA is comprised of the following census tracts:

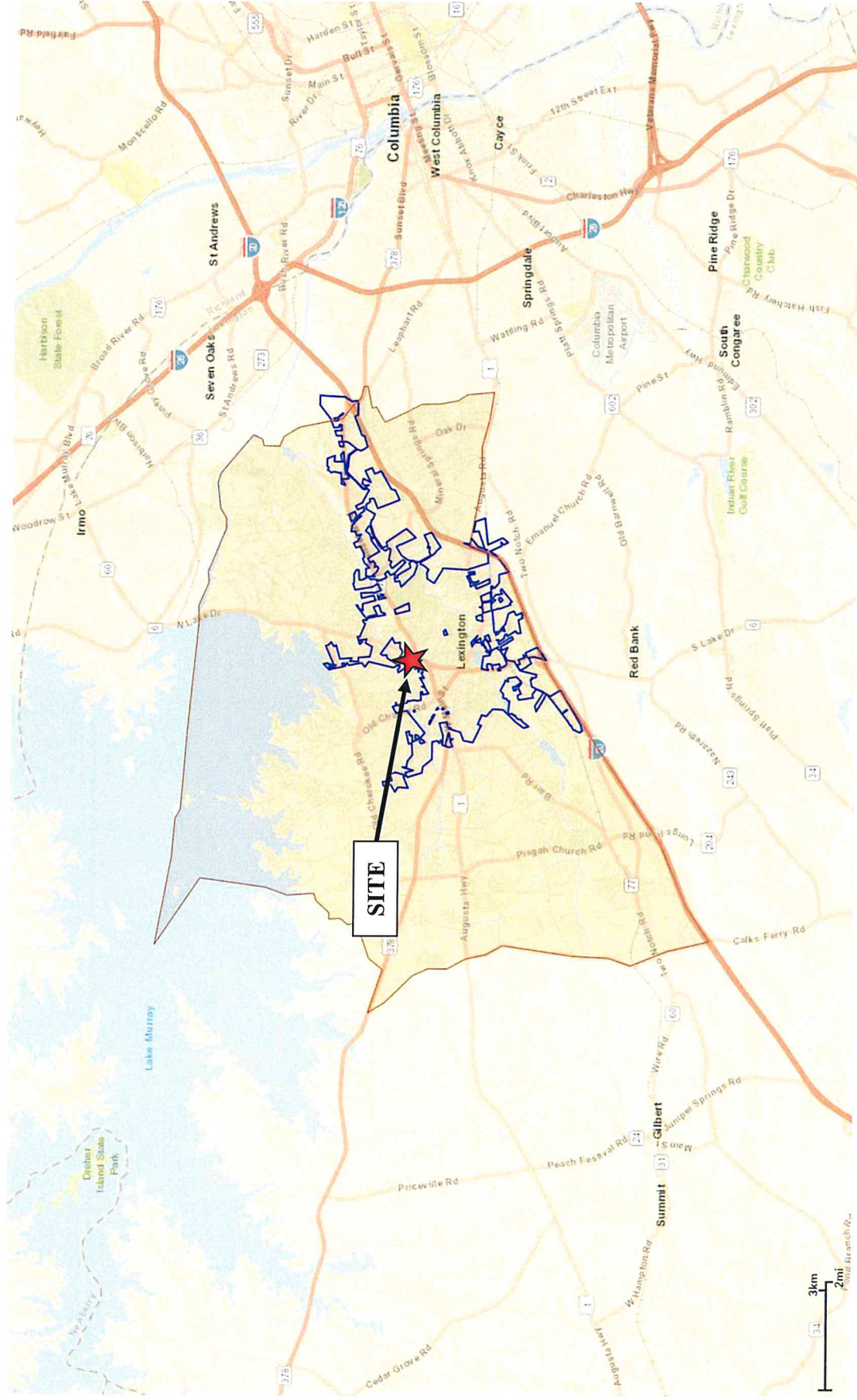
• Tract 210.14	• Tract 210.22	• Tract 210.25	• Tract 210.28	• Tract 210.31
• Tract 210.19	• Tract 210.23	• Tract 210.26	• Tract 210.29	• Tract 210.32
• Tract 210.20	• Tract 210.24	• Tract 210.27*	• Tract 210.30	

* Site is located in Census Tract 210.27

Map 6: State of South Carolina



Map 7: Lexington PMA



NOTE: Shaded area is PMA; Blue outline is town of Lexington

Map 8: Primary Market Area – Census Tracts

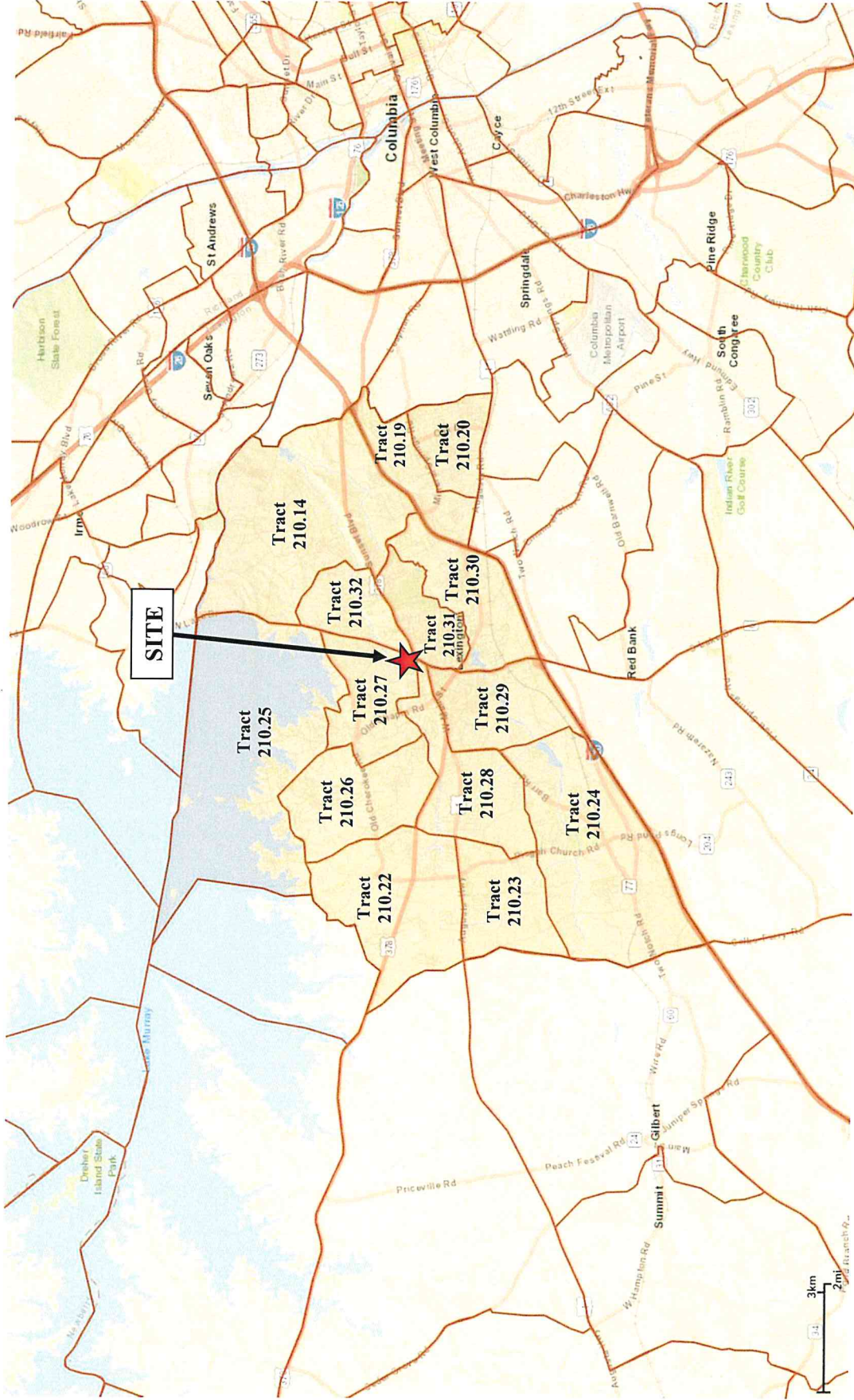


Table 2: Race Distribution (2010)

Census Tract 210.27 - Lexington County, SC		
	<u>Number</u>	<u>Percent</u>
Total Population (all races)	3,992	100.0%
White*	3,709	92.9%
Black or African American*	122	3.1%
American Indian/Alaska Native*	28	0.7%
Asian*	151	3.8%
Native Hawaiian/Pacific Islander*	0	0.0%
Other Race*	12	0.3%

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

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

D. MARKET AREA ECONOMY

1. Employment by Industry

According to information from the South Carolina Department of Employment and Workforce, the largest individual employment industries within Lexington County were retail trade and health care/social services (both at 14 percent of all jobs), followed by persons employed in accommodation/food services (ten percent). Based on a comparison of employment by industry from 2012, the majority of industries experienced an increase in net jobs. As such, the transportation/warehousing sector had the largest growth (3,235 new jobs since 2012), followed by retail trade, administrative/waste services, and accommodation/food services (each industry increasing by more than 2,200 jobs). In contrast, educational services experienced the greatest decline between 2012 and 2017 (272 fewer jobs), while arts/entertainment/recreation decreased by 199 jobs.

Table 3: Employment by Industry – Lexington County (2012-2017)

<u>Industry</u>	<u>Annual 2017</u>		<u>Annual 2012</u>		<u>Change (2012-2017)</u>	
	<u>Number Employed</u>	<u>Percent</u>	<u>Number Employed</u>	<u>Percent</u>	<u>Number Employed</u>	<u>Percent</u>
Total, All Industries	117,872	100.0%	98,912	100.0%	18,960	19%
Agriculture, forestry, fishing and hunting	797	0.7%	1,001	1.0%	(204)	(20%)
Mining	105	0.1%	110	0.1%	(5)	(5%)
Utilities	2,389	2.0%	2,315	2.3%	74	3%
Construction	6,428	5.5%	5,164	5.2%	1,264	24%
Manufacturing	10,614	9.0%	9,771	9.9%	843	9%
Wholesale trade	6,390	5.4%	5,157	5.2%	1,233	24%
Retail trade	16,597	14.1%	13,757	13.9%	2,840	21%
Transportation and warehousing	8,546	7.3%	5,311	5.4%	3,235	61%
Information	1,884	1.6%	737	0.7%	1,147	156%
Finance and insurance	2,759	2.3%	2,568	2.6%	191	7%
Real estate and rental and leasing	1,873	1.6%	1,781	1.8%	92	5%
Professional and technical services	3,376	2.9%	2,920	3.0%	456	16%
Management of companies and enterprises	1,128	1.0%	983	1.0%	145	15%
Administrative and waste services	8,506	7.2%	6,162	6.2%	2,344	38%
Educational services	9,948	8.4%	10,220	10.3%	(272)	(3%)
Health care and social assistance	15,957	13.5%	14,298	14.5%	1,659	12%
Arts, entertainment, and recreation	827	0.7%	1,026	1.0%	(199)	(19%)
Accommodation and food services	11,741	10.0%	9,493	9.6%	2,248	24%
Other services, exc. public administration	3,345	2.8%	3,130	3.2%	215	7%
Public administration	4,665	4.0%	3,007	3.0%	1,658	55%

* - Data Not Available

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

2. Commuting Patterns

Overall, the majority of PMA residents stay within the county to work. Based on place of employment (using American Community Survey data), 60 percent of PMA residents are employed within Lexington County, while 38 percent work outside of the county (most of which commute to neighboring Richland County).

Furthermore, an overwhelming majority of workers throughout Lexington County traveled alone to their place of employment, whether it was within the county or commuting outside of the area. According to ACS data, approximately 84 percent of workers within the PMA drove alone to their place of employment, while seven percent carpooled in some manner. Only a very small number (roughly four percent) utilized public transportation, walked, or used some other means to get to work.

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

EMPLOYMENT BY PLACE OF WORK						
	Town of Lexington		Lexington PMA		Lexington County	
Total	9,458	100.0%	29,241	100.0%	134,607	100.0%
Worked in State of Residence	9,254	97.8%	28,716	98.2%	132,660	98.6%
Worked in County of Residence	5,512	58.3%	17,567	60.1%	77,219	57.4%
Worked Outside County of Residence	3,742	39.6%	11,149	38.1%	55,441	41.2%
Worked Outside State of Residence	204	2.2%	525	1.8%	1,947	1.4%
MEANS OF TRANSPORTATION TO WORK						
	Town of Lexington		Lexington PMA		Lexington County	
Total	9,458	100.0%	29,241	100.0%	133,132	100.0%
Drove Alone - Car, Truck, or Van	7,868	83.2%	24,644	84.3%	111,461	83.7%
Carpooled - Car, Truck, or Van	742	7.8%	2,043	7.0%	11,986	9.0%
Public Transportation	0	0.0%	18	0.1%	255	0.2%
Walked	220	2.3%	333	1.1%	1,007	0.8%
Other Means	234	2.5%	783	2.7%	3,173	2.4%
Worked at Home	394	4.2%	1,420	4.9%	5,250	3.9%
Source: U.S. Census Bureau; American Community Survey						

Table 5: Employment Commuting Patterns (2010)

Top Places Residents Are Commuting TO		Top Places Residents Are Commuting FROM	
	<u>Number</u>		<u>Number</u>
Richland County, SC	47,271	Richland County, SC	25,396
Aiken County, SC	816	Newberry County, SC	2,253
Orangeburg County, SC	621	Saluda County, SC	1,758
Newberry County, SC	594	Aiken County, SC	1,643
Calhoun County, SC	571	Orangeburg County, SC	1,134
Saluda County, SC	419	Kershaw County, SC	1,039
Source: U.S. Census Bureau - 2010			

3. Largest Employers

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

Lexington County Top Employers (Listed Alphabetically)	
Akebono Corporation North America	Amazon.com
Babcock Center, Inc.	Charter Communications LLC
General Information Solutions LLC	House of Raeford Farms Inc.
Lexington County	Lexington County Health Services
Lexington County School District 1	Lexington School District 2
Lexington County School District 5	Michelin North America Inc.
Publix Super Markets Inc.	Richland County Commission for Tech
Scana Services Inc.	South Carolina Electric and Gas Co.
Southeastern Freight Lines Inc.	United Parcel Service
Wal-Mart Associates Inc.	Walter P Rawl & Sons Inc.
Source: SC Department of Employment & Workforce – 2018 Q2	

4. Employment and Unemployment Trends

The overall economy throughout Lexington County has demonstrated continued improvement in recent years, with employment increases in each of the last eight years as well as a consistently improving unemployment rate since 2010. As such, Lexington County recorded an overall increase of approximately 20,400 jobs since 2010, representing an increase of 17 percent (an average annual increase of 2.1 percent). In addition, the most recent unemployment rate was calculated at 2.6 percent in November 2018, improving from 3.5 percent in November 2017 and representing the county’s lowest rate since 2005. In comparison, the state and national unemployment rates for November 2018 were 3.1 and 3.5 percent, respectively.

Table 6: Historical Employment Trends

Year	Lexington County				Employment Annual Change			Unemployment Rate		
	Labor Force	Number Employed	Annual Change	Percent Change	Lexington County	South Carolina	United States	Lexington County	South Carolina	United States
2005	127,602	121,370	--	--	--	--	--	4.9%	6.7%	5.1%
2006	130,643	124,541	3,171	2.6%	2.6%	2.3%	1.9%	4.7%	6.4%	4.6%
2007	131,525	126,132	1,591	1.3%	1.3%	1.6%	1.1%	4.1%	5.7%	4.6%
2008	132,615	126,144	12	0.0%	0.0%	-0.5%	-0.5%	4.9%	6.8%	5.8%
2009	132,981	122,305	(3,839)	-3.0%	-3.0%	-4.3%	-3.8%	8.0%	11.2%	9.3%
2010	132,937	122,033	(272)	-0.2%	-0.2%	0.2%	-0.6%	8.2%	11.2%	9.6%
2011	134,344	123,621	1,588	1.3%	1.3%	1.6%	0.6%	8.0%	10.6%	8.9%
2012	136,586	127,020	3,399	2.7%	2.7%	2.0%	1.9%	7.0%	9.2%	8.1%
2013	137,690	129,722	2,702	2.1%	2.1%	2.1%	1.0%	5.8%	7.6%	7.4%
2014	141,639	134,483	4,761	3.7%	3.7%	2.7%	1.7%	5.1%	6.4%	6.2%
2015	145,451	138,389	3,906	2.9%	2.9%	2.6%	1.7%	4.9%	6.0%	5.3%
2016	146,929	141,093	2,704	2.0%	2.0%	2.4%	1.7%	4.0%	4.8%	4.9%
2017	147,870	142,516	1,423	1.0%	1.0%	1.2%	1.3%	3.6%	4.3%	4.4%
Nov-2017*	146,334	141,173	---	---	---	---	---	3.5%	4.0%	3.9%
Nov-2018*	146,242	142,425	1,252	0.9%	0.9%	1.1%	1.9%	2.6%	3.1%	3.5%

Lexington County				South Carolina		
	Number	Percent	Ann. Avg.		Percent	Ann. Avg.
Change (2005-Present):	21,055	17.3%	1.3%	Change (2005-Present):	15.9%	1.2%
Change (2010-Present):	20,392	16.7%	2.1%	Change (2010-Present):	16.8%	2.1%
Change (2015-Present):	4,036	2.9%	1.0%	Change (2015-Present):	4.7%	1.6%
Change (2005-2010):	663	0.5%	0.1%	Change (2005-2010):	-0.7%	-0.1%
Change (2010-2015):	16,356	13.4%	2.7%	Change (2010-2015):	11.5%	2.3%

*Monthly data not seasonally adjusted

Figure 1: Employment Growth

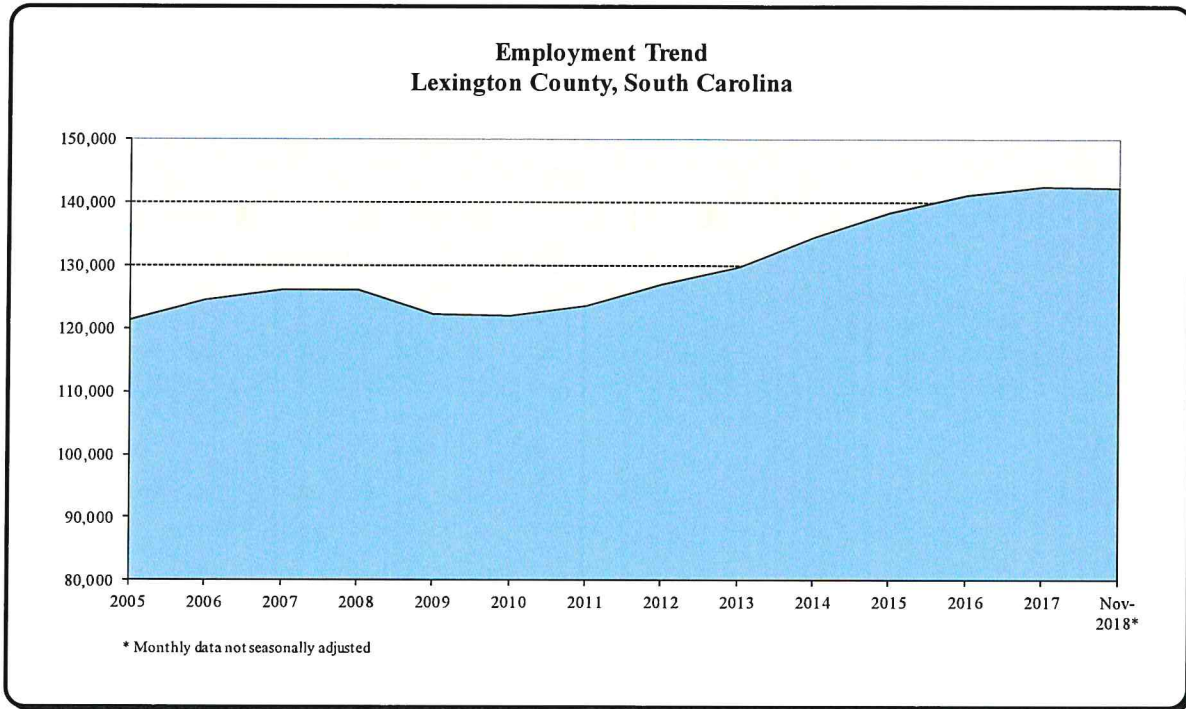
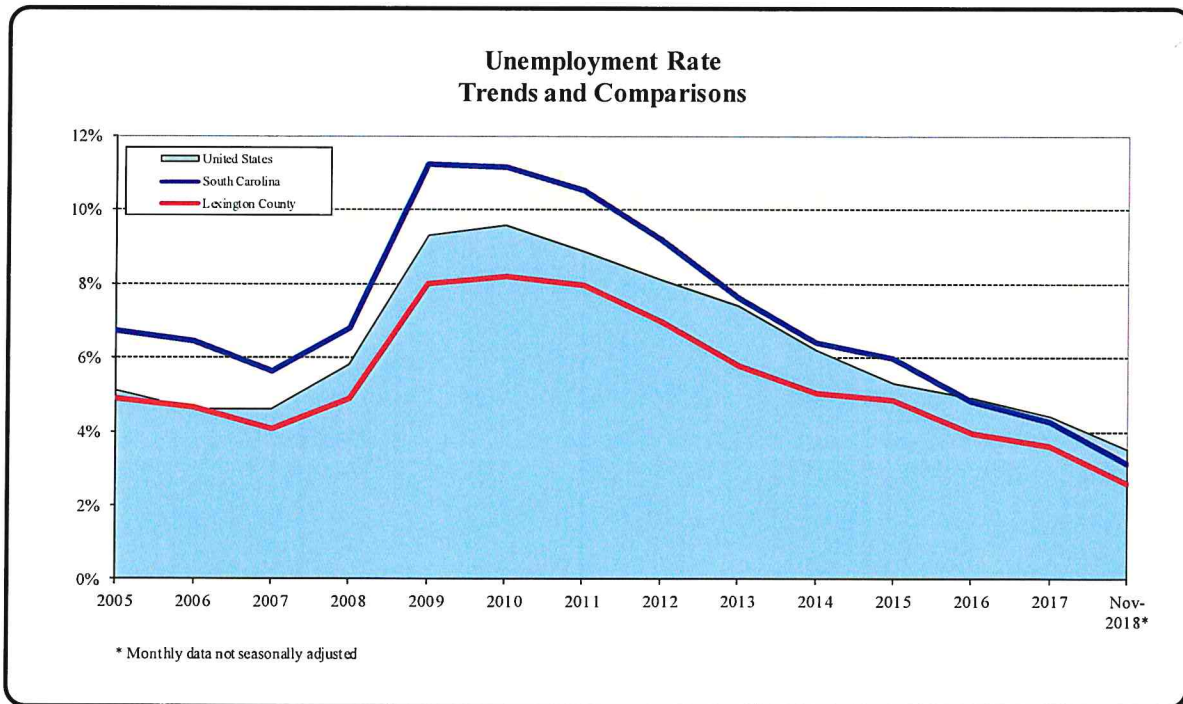
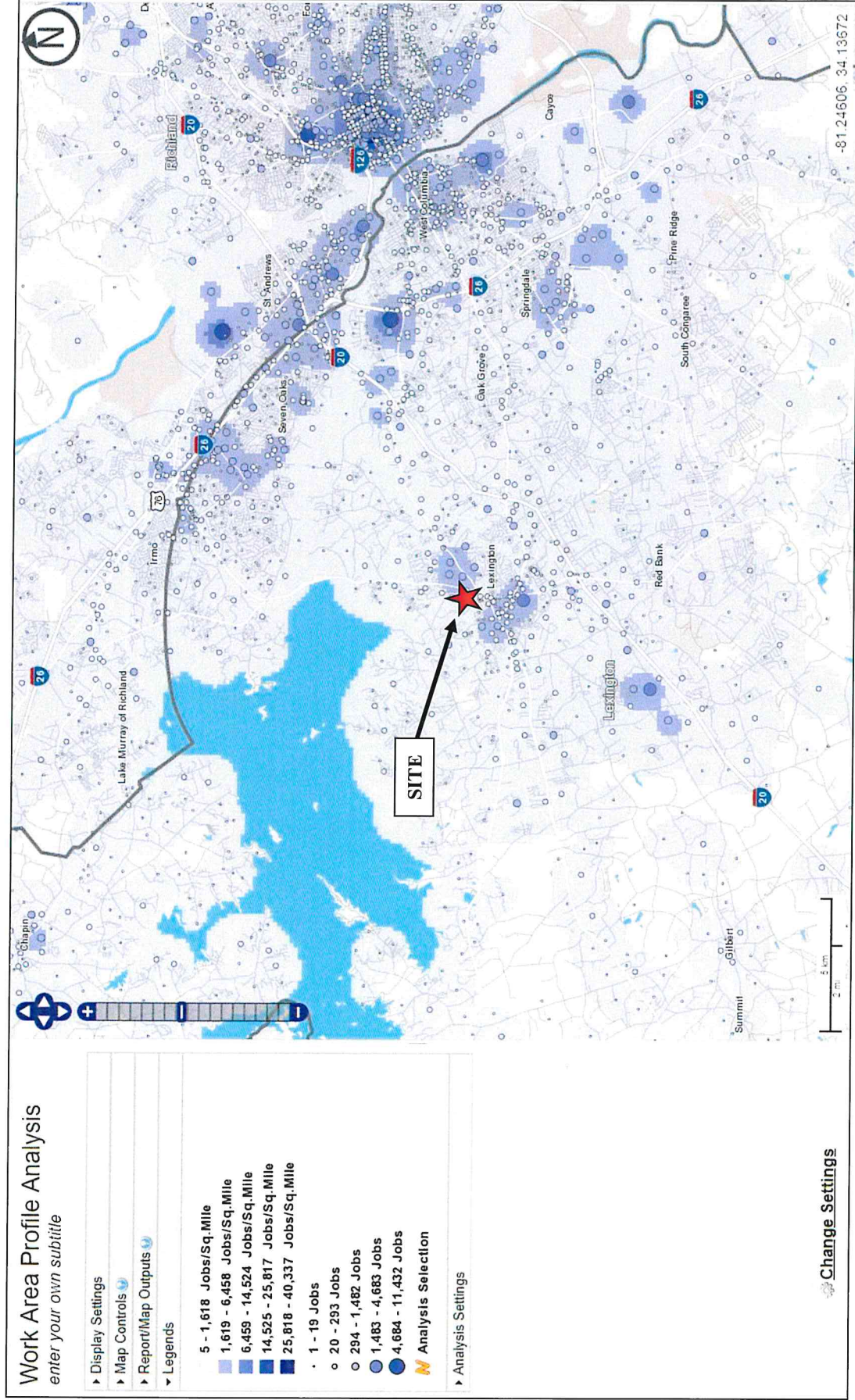


Figure 2: Historical Unemployment Rate



Map 9: Employment Concentrations – Lexington County



E. COMMUNITY DEMOGRAPHIC DATA

1. Population Trends

Based on U.S. Census data and ESRI forecasts, much of Lexington County has experienced quite positive demographic patterns since 2000, including both the town of Lexington and the PMA. Overall, the PMA had an estimated population of 61,895 persons in 2018, representing an increase of 20 percent from 2010 (a gain of nearly 10,500 persons). In comparison, the town increased by a similar 20 percent during this time, while the county increased by a somewhat more modest 13 percent between 2010 and 2018.

Future projections indicate continued strong growth over the next five years, with an estimated increase of 11 percent anticipated within the PMA between 2018 and 2023 (roughly 6,500 additional persons), while Lexington proper is expected to increase by a similar nine percent during this time.

Table 7: Population Trends (2000 to 2023)

	<u>2000</u>	<u>2010</u>	<u>2018</u>	<u>2021</u>	<u>2023</u>
Town of Lexington	12,403	17,870	21,355	22,517	23,292
Lexington PMA	32,302	51,423	61,895	65,800	68,404
Lexington County	216,014	262,391	296,672	310,606	319,895
		2000-2010	2010-2018	2018-2021	2018-2023
		<u>Change</u>	<u>Change</u>	<u>Change</u>	<u>Change</u>
Town of Lexington		44.1%	19.5%	5.4%	9.1%
Lexington PMA		59.2%	20.4%	6.3%	10.5%
Lexington County		21.5%	13.1%	4.7%	7.8%
		2000-2010	2010-2018	2018-2021	2018-2023
		<u>Ann. Change</u>	<u>Ann. Change</u>	<u>Ann. Change</u>	<u>Ann. Change</u>
Town of Lexington		3.7%	2.3%	1.8%	1.8%
Lexington PMA		4.8%	2.3%	2.1%	2.0%
Lexington County		2.0%	1.5%	1.5%	1.5%
Source: U.S. Census American FactFinder; ESRI Business Analyst; Shaw Research & Consulting, LLC					

The largest population group for the PMA in 2010 consisted of persons between the ages of 20 and 44 years, accounting for 35 percent of all persons. In comparison, this age group also represented the largest cohort within both the town and county as a whole. Persons under the age of 20 years also accounted for a relatively large portion of the population in each area. As such, 29 percent of the total population in the PMA was within this age cohort in 2010, while representing approximately 27 percent of the overall town and county populations.

When reviewing distribution patterns between 2000 and 2023, the aging of the population is clearly evident for the PMA and especially Lexington itself. While the proportion of persons under the age of 45 has steadily declined since 2000 (and is expected to decrease further through 2023), the fastest growing portion of the population base is the older age segments. Within the PMA, persons over the age of 55 years, which represented 17 percent of the population in 2000, is expected to increase to account for 28 percent of all persons by 2023 – an aging trend largely explained by the continued aging of the baby boom generation.

As such, the increasing percentage of persons above the age of 55 seen throughout Lexington and the PMA (expected to represent more than 41 percent of all persons within the PMA in 2023) signifies positive trends for the subject proposal by providing a growing base of potential senior tenants for the subject development.

Table 8: Age Distribution (2000 to 2023)

	Town of Lexington			Lexington PMA			Lexington County					
	2010 Number	2000 Percent	2010 Percent	2023 Percent	2010 Number	2000 Percent	2010 Percent	2023 Percent	2010 Number	2000 Percent	2010 Percent	2023 Percent
Under 20 years	4,757	29.4%	26.6%	24.3%	14,657	29.5%	28.5%	26.1%	70,724	28.5%	27.0%	24.6%
20 to 24 years	1,257	5.2%	7.0%	5.9%	2,566	4.1%	5.0%	5.3%	16,313	5.9%	6.2%	5.6%
25 to 34 years	2,978	19.2%	16.7%	14.4%	6,937	14.7%	13.5%	12.9%	34,320	14.4%	13.1%	13.1%
35 to 44 years	2,884	20.3%	16.1%	14.8%	8,218	19.8%	16.0%	14.5%	36,557	17.2%	13.9%	13.3%
45 to 54 years	2,485	12.1%	13.9%	12.7%	7,816	15.2%	15.2%	13.3%	39,846	14.7%	15.2%	12.4%
55 to 64 years	1,674	6.2%	9.4%	11.9%	5,716	8.1%	11.1%	12.2%	32,520	9.1%	12.4%	13.1%
65 to 74 years	955	3.8%	5.3%	9.1%	3,114	4.7%	6.1%	9.4%	18,847	5.7%	7.2%	10.9%
75 to 84 years	579	3.0%	3.2%	4.9%	1,675	3.1%	3.3%	4.7%	9,540	3.4%	3.6%	5.4%
85 years and older	301	0.8%	1.7%	1.9%	724	0.9%	1.4%	1.6%	3,724	1.1%	1.4%	1.7%
Under 20 years	4,757	29.4%	26.6%	24.3%	14,657	29.5%	28.5%	26.1%	70,724	28.5%	27.0%	24.6%
20 to 44 years	7,119	44.8%	39.8%	35.1%	17,721	38.6%	34.5%	32.7%	87,190	37.5%	33.2%	32.0%
45 to 64 years	4,159	18.3%	23.3%	24.7%	13,532	23.3%	26.3%	25.4%	72,366	23.8%	27.6%	25.5%
65 years and older	1,835	7.5%	10.3%	15.9%	5,513	8.7%	10.7%	15.8%	32,111	10.2%	12.2%	18.0%
55 years and older	3,509	13.8%	19.6%	27.8%	11,229	16.8%	21.8%	27.9%	64,631	19.3%	24.6%	31.1%
75 years and older	880	3.8%	4.9%	6.8%	2,399	4.0%	4.7%	6.3%	13,264	4.5%	5.1%	7.1%
Non-Elderly (<65)	16,035	92.5%	89.7%	84.1%	45,910	91.3%	89.3%	84.2%	230,280	89.8%	87.8%	82.0%
Elderly (65+)	1,835	7.5%	10.3%	15.9%	5,513	8.7%	10.7%	15.8%	32,111	10.2%	12.2%	18.0%

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

2. Household Trends

Similar to population patterns, the number of households has also exhibited substantial increases since 2000. As such, occupied households within the PMA numbered 23,419 units in 2018, representing an increase of 19 percent from 2010 (a gain of more than 3,800 households). Further, ESRI forecasts over the next five years indicate this number will continue to increase at a similar rate (by nearly 2,400 households) between 2018 and 2023. In comparison, the number of households increased by a similar 19 percent within Lexington between 2010 and 2018, and is anticipated to increase by an additional nine percent through 2023.

Table 9: Household Trends (2000 to 2023)

	<u>2000</u>	<u>2010</u>	<u>2018</u>	<u>2021</u>	<u>2023</u>
Town of Lexington	4,701	7,345	8,727	9,204	9,522
Lexington PMA	11,768	19,606	23,419	24,852	25,808
Lexington County	83,240	102,733	115,218	120,410	123,871
		2000-2010	2010-2018	2018-2021	2018-2023
		<u>Change</u>	<u>Change</u>	<u>Change</u>	<u>Change</u>
Town of Lexington		56.2%	18.8%	5.5%	9.1%
Lexington PMA		66.6%	19.4%	6.1%	10.2%
Lexington County		23.4%	12.2%	4.5%	7.5%

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

Table 10: Average Household Size (2000 to 2023)

	<u>2000</u>	<u>2010</u>	<u>2018</u>	<u>2021</u>	<u>2023</u>
Town of Lexington	2.50	2.31	2.34	2.35	2.35
Lexington PMA	2.65	2.55	2.59	2.59	2.60
Lexington County	2.56	2.53	2.55	2.56	2.56
		2000-2010	2010-2018	2018-2021	2018-2023
		<u>Change</u>	<u>Change</u>	<u>Change</u>	<u>Change</u>
Town of Lexington		-7.6%	1.4%	0.2%	0.3%
Lexington PMA		-3.7%	1.2%	0.3%	0.5%
Lexington County		-1.1%	0.9%	0.2%	0.4%

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

Renter-occupied households throughout the market area have also exhibited strong gains over the past two decades. According to U.S. Census figures and ESRI estimates, a total of 5,002 renter-occupied households are estimated within the PMA for 2018, representing an increase of 15 percent from 2010 figures (a gain of approximately 640 additional rental units). In addition, a projected increase of seven percent (almost 350 additional rental units) is forecast for the PMA between 2018 and 2023.

Overall, a somewhat moderate ratio of renter households exists throughout the Lexington market area. For the PMA, the renter household percentage was calculated at 21 percent in 2017, slightly lower than both the town and county ratios (at 31 percent and 27 percent, respectively).

Table 11: Renter Household Trends (2000 to 2023)

	<u>2000</u>	<u>2010</u>	<u>2018</u>	<u>2021</u>	<u>2023</u>
Town of Lexington	973	2,927	2,733	2,831	2,897
Lexington PMA	1,954	4,365	5,002	5,208	5,345
Lexington County	18,975	26,942	30,692	31,687	32,350
		<u>2000-2010</u>	<u>2010-2018</u>	<u>2018-2021</u>	<u>2018-2023</u>
		<u>Change</u>	<u>Change</u>	<u>Change</u>	<u>Change</u>
Town of Lexington		200.8%	-6.6%	3.6%	6.0%
Lexington PMA		123.4%	14.6%	4.1%	6.9%
Lexington County		42.0%	13.9%	3.2%	5.4%
	<u>% Renter</u>	<u>% Renter</u>	<u>% Renter</u>	<u>% Renter</u>	<u>% Renter</u>
	<u>2000</u>	<u>2010</u>	<u>2018</u>	<u>2021</u>	<u>2023</u>
Town of Lexington	20.7%	39.9%	31.3%	30.8%	30.4%
Lexington PMA	16.6%	22.3%	21.4%	21.0%	20.7%
Lexington County	22.8%	26.2%	26.6%	26.3%	26.1%
Source: U.S. Census American FactFinder; ESRI Business Analyst; Shaw Research & Consulting, LLC					

Similar to overall households, renter household sizes for the Lexington PMA were generally larger than those reported for the town of Lexington, on average, and somewhat lower than unit sizes for the county as a whole. Furthermore, renter sizes increased somewhat over the past decade in the PMA (from 2.22 persons per unit in 2000 to 2.34 persons per unit in 2010). Despite the increase in average size, the overwhelming majority of rental units locally contained just one or two persons (65 percent), with three persons occupying 16 percent of units, and 19 percent of units with four or more persons.

Table 12: Rental Units by Size (2010)

	<u>One</u>	<u>Two</u>	<u>Three</u>	<u>Four</u>	<u>5 or More</u>	Median Persons Per Rental Unit	
	<u>Person</u>	<u>Persons</u>	<u>Persons</u>	<u>Persons</u>	<u>Persons</u>	<u>2000</u>	<u>2010</u>
Town of Lexington	1,342	812	388	252	133	2.08	2.01
Lexington PMA	1,704	1,138	679	491	353	2.22	2.34
Lexington County	8,799	7,037	4,598	3,550	2,958	2.33	2.52
	<u>1 Person</u>	<u>2 Person</u>	<u>3 Person</u>	<u>4 Person</u>	<u>5+ Person</u>	Median Change	
	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>	<u>Percent</u>		
Town of Lexington	45.8%	27.7%	13.3%	8.6%	4.5%	-3.4%	
Lexington PMA	39.0%	26.1%	15.6%	11.2%	8.1%	5.3%	
Lexington County	32.7%	26.1%	17.1%	13.2%	11.0%	8.2%	

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

3. Senior-Specific Demographic Data

As noted earlier, the senior population cohort is anticipated to experience extraordinary growth throughout Lexington County, as compared to other age segments. As such, a total of 16,170 seniors (age 55 years and over) are estimated in the PMA for 2018, representing an increase of 44 percent from 2010 (nearly 5,000 additional seniors). The 2018 figure represents 26 percent of the overall population, which is an increase from a representation of just 17 percent in 2000. Furthermore, this positive trend is anticipated to continue, with an additional increase of 18 percent (almost 3,000 seniors) forecast between 2018 and 2023.

Future population trends for the older senior segment (65 years and older) are equally as impressive as those exhibited by the 55 and older age group, representing strong growth throughout the entire senior segment. As can be seen, overall senior growth and propensities are an encouraging indication of the long-term viability of the subject proposal. Additionally, while considering senior population counts have experienced significant increases since 2000 and are expected to continue in the future, the demand for additional senior housing will likely escalate as well. In addition, the increasing percentage of persons over 55 years within the PMA is clearly representative of a steady source of potential renters as this group continues to age in place.

Table 13: Senior Population Trends (2000 to 2023)

55+ Population Trends					
	<u>2000</u>	<u>2010</u>	<u>2018</u>	<u>2021</u>	<u>2023</u>
Town of Lexington	1,347	3,509	5,568	6,029	6,482
Lexington PMA	5,414	11,229	16,170	17,668	19,111
Lexington County	41,665	64,631	86,993	93,311	99,549
		2000-2010	2010-2018	2018-2021	2018-2023
		<u>Change</u>	<u>Change</u>	<u>Change</u>	<u>Change</u>
Town of Lexington		160.5%	58.7%	8.3%	16.4%
Lexington PMA		107.4%	44.0%	9.3%	18.2%
Lexington County		55.1%	34.6%	7.3%	14.4%
<i>Percent of Population</i>					
	<u>2000</u>	<u>2010</u>	<u>2018</u>	<u>2021</u>	<u>2023</u>
Town of Lexington	10.9%	19.6%	26.1%	26.8%	27.8%
Lexington PMA	16.8%	21.8%	26.1%	26.9%	27.9%
Lexington County	19.3%	24.6%	29.3%	30.0%	31.1%
65+ Population Trends					
	<u>2000</u>	<u>2010</u>	<u>2018</u>	<u>2021</u>	<u>2023</u>
Town of Lexington	738	1,835	2,982	3,319	3,705
Lexington PMA	2,803	5,513	8,431	9,530	10,792
Lexington County	21,989	32,111	46,550	51,633	57,651
		2000-2010	2010-2018	2018-2021	2018-2023
		<u>Change</u>	<u>Change</u>	<u>Change</u>	<u>Change</u>
Town of Lexington		148.6%	62.5%	11.3%	24.2%
Lexington PMA		96.7%	52.9%	13.0%	28.0%
Lexington County		46.0%	45.0%	10.9%	23.8%
<i>Percent of Population</i>					
	<u>2000</u>	<u>2010</u>	<u>2018</u>	<u>2021</u>	<u>2023</u>
Town of Lexington	6.0%	10.3%	14.0%	14.7%	15.9%
Lexington PMA	8.7%	10.7%	13.6%	14.5%	15.8%
Lexington County	10.2%	12.2%	15.7%	16.6%	18.0%
Source: U.S. Census American FactFinder; ESRI Business Analyst; Shaw Research & Consulting, LLC					

As with senior population patterns, senior household trends (age 55 years and older) have also experienced substantial gains within the PMA and are also expected to continue to increase through 2023. According to Census and ESRI data, the number of senior households within the PMA increased by 40 percent between 2010 and 2018 (adding more than 2,675 additional senior households), while ESRI estimates a further gain of 16 percent between 2018 and 2023 – representing approximately 42 percent of all PMA households in 2023.

Table 14: Senior Household Trends (2000 to 2023)

55+ Household Trends					
	<u>2000</u>	<u>2010</u>	<u>2018</u>	<u>2021</u>	<u>2023</u>
Town of Lexington	868	2,356	3,474	3,741	3,990
Lexington PMA	3,137	6,739	9,417	10,203	10,923
Lexington County	25,335	39,876	51,485	54,851	58,041
		<u>2000-2010</u>	<u>2010-2018</u>	<u>2018-2021</u>	<u>2018-2023</u>
		<u>Change</u>	<u>Change</u>	<u>Change</u>	<u>Change</u>
Town of Lexington		171.4%	47.4%	7.7%	14.9%
Lexington PMA		114.9%	39.7%	8.4%	16.0%
Lexington County		57.4%	29.1%	6.5%	12.7%
<i>Percent of Households</i>					
	<u>2000</u>	<u>2010</u>	<u>2018</u>	<u>2021</u>	<u>2023</u>
Town of Lexington	18.5%	32.1%	39.8%	40.6%	41.9%
Lexington PMA	26.7%	34.4%	40.2%	41.1%	42.3%
Lexington County	30.4%	38.8%	44.7%	45.6%	46.9%
65+ Household Trends					
	<u>2000</u>	<u>2010</u>	<u>2018</u>	<u>2021</u>	<u>2023</u>
Town of Lexington	503	1,319	1,931	2,135	2,362
Lexington PMA	1,593	3,413	5,071	5,679	6,360
Lexington County	13,530	20,862	28,890	31,755	35,080
		<u>2000-2010</u>	<u>2010-2018</u>	<u>2018-2021</u>	<u>2018-2023</u>
		<u>Change</u>	<u>Change</u>	<u>Change</u>	<u>Change</u>
Town of Lexington		162.2%	46.4%	10.6%	22.3%
Lexington PMA		114.2%	48.6%	12.0%	25.4%
Lexington County		54.2%	38.5%	9.9%	21.4%
<i>Percent of Households</i>					
	<u>2000</u>	<u>2010</u>	<u>2018</u>	<u>2021</u>	<u>2023</u>
Town of Lexington	10.7%	18.0%	22.1%	23.2%	24.8%
Lexington PMA	13.5%	17.4%	21.7%	22.8%	24.6%
Lexington County	16.3%	20.3%	25.1%	26.4%	28.3%
Source: U.S. Census American FactFinder; ESRI Business Analyst; Shaw Research & Consulting, LLC					

Despite the substantial growth in the senior population throughout the area, the percentage of senior renter households is notably smaller than the overall renter household percentage. As such, senior renter households (55 and over) within the PMA numbered 1,485 units in 2018, representing roughly 16 percent of all senior-occupied households within the market area. In comparison, Lexington itself contained approximately 1,100 senior renter households, which was 32 percent of all senior households within the community.

Table 15: Senior Renter Household Trends (2000 to 2023)

Senior Renter HHs - 55+					
	<u>2000</u>	<u>2010</u>	<u>2018</u>	<u>2021</u>	<u>2023</u>
Town of Lexington	226	742	1,094	1,178	1,257
Lexington PMA	356	1,063	1,485	1,609	1,723
Lexington County	3,196	6,133	7,918	8,436	8,927
		<u>2000-2010</u>	<u>2010-2018</u>	<u>2018-2021</u>	<u>2018-2023</u>
		<u>Change</u>	<u>Change</u>	<u>Change</u>	<u>Change</u>
Town of Lexington		228.3%	47.4%	7.7%	14.9%
Lexington PMA		198.2%	39.7%	8.4%	16.0%
Lexington County		91.9%	29.1%	6.5%	12.7%
	<u>% Renter</u>	<u>% Renter</u>	<u>% Renter</u>	<u>% Renter</u>	<u>% Renter</u>
	<u>2000</u>	<u>2010</u>	<u>2018</u>	<u>2021</u>	<u>2023</u>
Town of Lexington	26.0%	31.5%	31.5%	31.5%	31.5%
Lexington PMA	11.4%	15.8%	15.8%	15.8%	15.8%
Lexington County	12.6%	15.4%	15.4%	15.4%	15.4%

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

4. Household Income Trends

While income levels for the Lexington area are well above state averages, income appreciation has been relatively modest over the past decade. Overall, much of the county recorded annual gains of between one and two percent between 2010 and 2018. As such, the median household income for 2018 was estimated at \$78,924 for the PMA, which was 11 percent greater than that estimated for both Lexington itself (\$71,370), and 35 percent above the county as a whole (\$58,558). Furthermore, the PMA figure represents an increase of 11 percent from 2010 (an average annual increase of 1.4 percent), while the town increased at a somewhat greater rate of 2.7 percent annually.

According to ESRI data, the rate of income growth is forecast to improve somewhat through 2023. As such, it is projected that the median income within the PMA will increase by 2.2 percent annually between 2018 and 2023, providing an indication that the local economy is expected to improve somewhat over the next five years.

Table 16: Median Household Incomes (1999 to 2023)

	<u>1999</u>	<u>2010</u>	<u>2018</u>	<u>2021</u>	<u>2023</u>
Town of Lexington	\$52,246	\$58,800	\$71,370	\$77,364	\$81,360
Lexington PMA	\$59,799	\$71,074	\$78,924	\$84,244	\$87,791
Lexington County	\$44,254	\$52,205	\$58,558	\$63,346	\$66,538
		<u>1999-2010</u>	<u>2010-2018</u>	<u>2018-2021</u>	<u>2018-2023</u>
		<u>Change</u>	<u>Change</u>	<u>Change</u>	<u>Change</u>
Town of Lexington		12.5%	21.4%	8.4%	14.0%
Lexington PMA		18.9%	11.0%	6.7%	11.2%
Lexington County		18.0%	12.2%	8.2%	13.6%
		<u>1999-2010</u>	<u>2010-2018</u>	<u>2018-2021</u>	<u>2018-2023</u>
		<u>Ann. Change</u>	<u>Ann. Change</u>	<u>Ann. Change</u>	<u>Ann. Change</u>
Town of Lexington		1.1%	2.7%	2.8%	2.8%
Lexington PMA		1.7%	1.4%	2.2%	2.2%
Lexington County		1.6%	1.5%	2.7%	2.7%
Source: U.S. Census American FactFinder; ESRI Business Analyst; Shaw Research & Consulting, LLC					

According to the U.S. Census Bureau, approximately 18 percent of all households within the Lexington PMA had an annual income of less than \$35,000 in 2018 – the portion of the population with the greatest need for affordable housing options. In comparison, the town and county had a somewhat higher proportion of incomes within this range, at 23 percent and 29 percent, respectively. As such, with approximately one-quarter of all households within Lexington earning less than \$35,000 per year, additional affordable housing options will likely be well received.

Table 17: Overall Household Income Distribution (2017)

Income Range	Town of Lexington		Lexington PMA		Lexington County	
	Number	Percent	Number	Percent	Number	Percent
Less than \$10,000	430	5.5%	764	3.5%	6,070	5.6%
\$10,000 to \$14,999	208	2.7%	498	2.3%	4,762	4.4%
\$15,000 to \$19,999	220	2.8%	738	3.3%	4,942	4.5%
\$20,000 to \$24,999	144	1.8%	659	3.0%	4,991	4.6%
\$25,000 to \$29,999	437	5.6%	715	3.2%	5,396	4.9%
\$30,000 to \$34,999	321	4.1%	616	2.8%	5,551	5.1%
\$35,000 to \$39,999	289	3.7%	639	2.9%	4,892	4.5%
\$40,000 to \$44,999	389	5.0%	747	3.4%	5,025	4.6%
\$45,000 to \$49,999	322	4.1%	849	3.8%	5,093	4.7%
\$50,000 to \$59,999	837	10.7%	1,895	8.6%	10,051	9.2%
\$60,000 to \$74,999	1,082	13.8%	2,638	12.0%	12,689	11.6%
\$75,000 to \$99,999	1,006	12.9%	3,493	15.8%	14,773	13.5%
\$100,000 to \$124,999	760	9.7%	2,731	12.4%	9,855	9.0%
\$125,000 to \$149,999	542	6.9%	1,757	8.0%	5,561	5.1%
\$150,000 to \$199,999	474	6.1%	1,723	7.8%	5,304	4.9%
\$200,000 and Over	364	4.7%	1,607	7.3%	4,296	3.9%
TOTAL	7,825	100.0%	22,069	100.0%	109,251	100.0%
Less than \$34,999	1,760	22.5%	3,990	18.1%	31,712	29.0%
\$35,000 to \$49,999	1,000	12.8%	2,235	10.1%	15,010	13.7%
\$50,000 to \$74,999	1,919	24.5%	4,533	20.5%	22,740	20.8%
\$75,000 to \$99,999	1,006	12.9%	3,493	15.8%	14,773	13.5%
\$100,000 and Over	2,140	27.3%	7,818	35.4%	25,016	22.9%

Source: American Community Survey

Based on the proposed income targeting and rent levels, the key income range for the subject proposal is \$18,180 to \$33,600 (in current dollars). Utilizing Census information available on household income by tenure, dollar values were inflated to current dollars using the Consumer Price Index calculator from the Bureau of Labor Statistic’s website. Based on this data, the targeted income range accounts for a moderate number of low-income senior households throughout the area. As such, roughly 19 percent of the PMA’s senior owner-occupied household number, and 29 percent of the senior renter-occupied household figure are within the income-qualified range. Overall, this income range accounts for 21 percent of all senior households within the PMA. Considering the relative density of the PMA, this equates to approximately 2,100 potential income-qualified households for the proposed development, including more than 450 income-qualified senior renter households.

Table 18: Senior Household Income by Tenure – Lexington PMA (2021)

Income Range	Number of 2021 Households (55+)			Percent of 2021 Households (55+)		
	<u>Total</u>	<u>Owner</u>	<u>Renter</u>	<u>Total</u>	<u>Owner</u>	<u>Renter</u>
Less than \$9,999	571	403	169	5.5%	4.7%	10.5%
\$10,000 to \$14,999	707	509	198	6.8%	5.9%	12.3%
\$15,000 to \$19,999	749	534	215	7.2%	6.2%	13.4%
\$20,000 to \$24,999	715	582	134	7.0%	6.8%	8.3%
\$25,000 to \$29,999	676	507	169	6.5%	5.9%	10.5%
\$30,000 to \$34,999	617	509	109	6.0%	5.9%	6.7%
\$35,000 to \$39,999	573	404	169	5.5%	4.7%	10.5%
\$40,000 to \$49,999	895	802	93	8.8%	9.3%	5.8%
\$50,000 and Over	<u>4,700</u>	<u>4,345</u>	<u>355</u>	<u>46.6%</u>	<u>50.6%</u>	<u>22.0%</u>
TOTAL	10,203	8,594	1,609	100.0%	100.0%	100.0%

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

The American Community Survey shows that approximately 36 percent of all renter households within the PMA are rent-overburdened; that is, they pay more than 35 percent of their incomes on rent and other housing expenses. Furthermore, ACS data shows that 43 percent of senior renter households (aged 65 and over) are overburdened within the PMA, while 54 percent of senior renter units within Lexington County as a whole are overburdened. As such, this data demonstrates that the need for affordable senior housing is evident within the PMA, and the income-targeting plan proposed for the subject would clearly help to alleviate this issue.

Table 19a: Renter Overburdened Households (2017)

Gross Rent as a % of Household Income	Town of Lexington		Lexington PMA		Lexington County	
	Number	Percent	Number	Percent	Number	Percent
Total Rental Units	2,855	100.0%	4,621	100.0%	28,779	100.0%
Less than 10.0 Percent	71	2.7%	104	2.5%	1,008	3.9%
10.0 to 14.9 Percent	260	9.8%	386	9.4%	2,722	10.6%
15.0 to 19.9 Percent	459	17.3%	742	18.1%	3,549	13.8%
20.0 to 24.9 Percent	427	16.1%	640	15.6%	3,320	13.0%
25.0 to 29.9 Percent	358	13.5%	493	12.0%	2,543	9.9%
30.0 to 34.9 Percent	170	6.4%	246	6.0%	2,802	10.9%
35.0 to 39.9 Percent	102	3.8%	255	6.2%	1,573	6.1%
40.0 to 49.9 Percent	334	12.6%	471	11.5%	2,688	10.5%
50 Percent or More	477	17.9%	762	18.6%	5,428	21.2%
Not Computed	197	--	522	--	3,146	--
35 Percent or More	913	34.3%	1,488	36.3%	9,689	37.8%
40 Percent or More	811	30.5%	1,233	30.1%	8,116	31.7%

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

Table 19b: Senior Renter Overburdened Households (2017)

Gross Rent as a % of Household Income	Town of Lexington		Lexington PMA		Lexington County	
	Number	Percent	Number	Percent	Number	Percent
Householder 65+ Years:	524	100.0%	762	100.0%	3,662	100.0%
Less than 20.0 Percent	116	24.4%	165	25.7%	697	23.0%
20.0 to 24.9 Percent	78	16.4%	98	15.3%	214	7.1%
25.0 to 29.9 Percent	49	10.3%	62	9.7%	214	7.1%
30.0 to 34.9 Percent	44	9.2%	44	6.9%	280	9.2%
35.0 Percent or More	189	39.7%	273	42.5%	1,628	53.7%
Not Computed	48	--	120	--	629	--

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

F. DEMAND ANALYSIS

1. Demand for Senior Tax Credit Rental Units

Demand calculations for each targeted income level of the subject proposal are illustrated in the following tables. Utilizing SCSHFDA guidelines, demand estimates will be measured from four key sources: household growth, substandard housing, rent-overburdened households, and elderly homeowners converting to renting. All demand sources will be income-qualified, based on the targeting plan of the subject proposal and current LIHTC income restrictions as published by SCSHFDA. Demand estimates will be calculated for units designated at each income level targeted in the subject proposal – in this case, at 50 percent and 60 percent of AMI. As such, calculations will be based on the starting rental rate, a 40 percent rent-to-income ratio, and a maximum income of \$33,600 (the 2-person income limit at 60 percent AMI for Lexington County). The resulting overall income-eligibility range (expressed in current-year dollars) for each targeted income level is as follows:

	<u>Minimum</u>	<u>Maximum</u>
50 percent of AMI	\$18,180	\$28,000
60 percent of AMI	\$21,180	\$33,600
Overall	\$18,180	\$33,600

By applying the income-qualified range and 2021 household forecasts to the current-year household income distribution by tenure (adjusted from census data based on the Labor Statistics’ Consumer Price Index), the number of income-qualified households can be calculated. As a result, 29 percent of all senior renter households within the PMA are estimated to fall within the stated LIHTC qualified income range. Based on U.S. Census data and projections from ESRI, approximately 124 additional senior renter households are anticipated between 2018 and 2021. By applying the income-qualified percentage to the overall eligible figure, a demand for 36 senior tax credit rental units can be calculated as a result of new rental household growth.

Using U.S. Census data on substandard rental housing, it is estimated that approximately five percent of all renter households within the Lexington PMA could be considered substandard, either by overcrowding (a greater than 1-to-1 ratio of persons to rooms) or incomplete plumbing facilities (a unit that lacks at least a sink, bathtub, or toilet). Applying this figure, along with the senior renter propensity and income-qualified percentage, to the number of households currently

present in 2010 (the base year utilized within the demand calculations), the tax credit demand resulting from substandard units is calculated at 15 units within the PMA.

Potential demand for the subject proposal may also arise from those senior households experiencing rent-overburden, defined by households paying greater than 35 percent of monthly income for rent. Excluding owner-occupied units, an estimate of market potential for the subject proposal based on American Community Survey data on rent-overburdened households is calculated. Using information contained within the ACS, the percentage of senior renter households within this overburdened range is reported at approximately 43 percent. Applying this rate to the number of renter households yields a total demand of 129 additional units as a result of rent overburden.

And lastly, another source of demand is elderly homeowners converting to rental housing. It is conservatively estimated that approximately four percent of senior homeowners would convert to a rental property should an affordable option become readily available. Utilizing 2010 household figures, it is calculated that 19 percent of all senior owner households within the PMA are estimated to fall within the stated LIHTC qualified income range. Considering the income-qualified owner households and estimated conversion, a demand of 44 units has been determined arising from existing elderly owner households.

Although there has been no comparable LIHTC multi-family senior rental developments placed in service since 2018 within the Lexington PMA, one property is currently under construction. Therefore, units from Autumnwood Crossing Apartments (a 50-unit senior facility allocated tax credits in 2017) need to be deducted from the three sources of demand listed previously. As such, combining all above factors results in an overall senior demand of 173 LIHTC units for 2021. Calculations by individual bedroom size are also provided utilizing the same methodology. As such, it is clear that sufficient demand exists for the project and each unit type proposed. Therefore, a new rental housing option for low-income senior households should receive a positive response due to the strong demographic growth within the Lexington area coupled with the general lack of similar tax credit rental options targeted specifically to seniors.

Table 20: Senior Demand Calculation – by Income Targeting

2010 Total Occupied Households 55+	6,739		
2010 Owner-Occupied Households 55+	5,676		
2010 Renter-Occupied Households 55+	1,063		
		Income Targeting	
		50%	60%
		AMI	AMI
			Total
QUALIFIED-INCOME RANGE			LIHTC
Minimum Annual Income		\$18,180	\$21,180
Maximum Annual Income		\$28,000	\$33,600
DEMAND FROM NEW HOUSEHOLD GROWTH			
Renter Household Growth, 2018-2021		124	124
Percent Income Qualified Renter Households		19.5%	21.8%
Total Demand From New Households		24	27
DEMAND FROM EXISTING RENTER HOUSEHOLDS			
Percent of Renters in Substandard Housing		4.9%	4.9%
Percent Income Qualified Renter Households		19.5%	21.8%
Total Demand From Substandard Renter HHs		10	11
Percent of Renters Rent-Overburdened		42.5%	42.5%
Percent Income Qualified Renter Households		19.5%	21.8%
Total Demand From Overburdened Renter HHs		88	98
DEMAND FROM EXISTING OWNER HOUSEHOLDS			
Owner to Renter Conversion Rate		4.0%	4.0%
Percent Income Qualified		12.6%	15.3%
Total Demand from Owner Households		29	35
Total Demand From Existing Households		127	145
TOTAL DEMAND		151	172
LESS: Total Comparable Activity Since 2018		10	40
TOTAL NET DEMAND		141	132
PROPOSED NUMBER OF UNITS		9	34
CAPTURE RATE		6.4%	25.8%
Note: Totals may not sum due to rounding			

Table 21: Senior Demand Calculation – by Bedroom Size

2010 Total Occupied Households 55+	6,739						
2010 Owner-Occupied Households 55+	5,676						
2010 Renter-Occupied Households 55+	1,063						
		One-Bedroom Units			Two-Bedroom Units		
		50% AMI	60% AMI	Total LIHTC	50% AMI	60% AMI	Total LIHTC
QUALIFIED-INCOME RANGE							
Minimum Annual Income		\$18,180	\$21,180	\$18,180	\$22,650	\$25,650	\$22,650
Maximum Annual Income		\$28,000	\$33,600	\$33,600	\$28,000	\$33,600	\$33,600
DEMAND FROM NEW HOUSEHOLD GROWTH							
Renter Household Growth, 2018-2021		124	124	124	124	124	124
Percent Income Qualified Renter Households		19.5%	21.8%	28.6%	10.2%	14.0%	19.3%
Total Demand From New Households		24	27	36	13	17	24
DEMAND FROM EXISTING RENTER HOUSEHOLDS							
Percent of Renters in Substandard Housing		4.9%	4.9%	4.9%	4.9%	4.9%	4.9%
Percent Income Qualified Renter Households		19.5%	21.8%	28.6%	10.2%	14.0%	19.3%
Total Demand From Substandard Renter HHs		10	11	15	5	7	10
Percent of Renters Rent-Overburdened		42.5%	42.5%	42.5%	42.5%	42.5%	42.5%
Percent Income Qualified Renter Households		19.5%	21.8%	28.6%	10.2%	14.0%	19.3%
Total Demand From Overburdened Renter HHs		88	98	129	46	63	87
DEMAND FROM EXISTING RENTER HOUSEHOLDS							
Owner to Renter Conversion Rate		4.0%	4.0%	4.0%	4.0%	4.0%	4.0%
Percent Owner Households Income Qualified		12.6%	15.3%	19.2%	6.7%	9.4%	13.4%
Total Demand from Owner Households		29	35	44	15	21	30
Total Demand From Existing Households		127	145	188	67	92	128
TOTAL DEMAND		151	172	223	79	109	152
LESS: Total Comparable Activity Since 2018		4	6	10	6	34	40
TOTAL NET DEMAND		147	166	213	73	75	112
PROPOSED NUMBER OF UNITS		2	4	6	7	30	37
CAPTURE RATE		1.4%	2.4%	2.8%	9.5%	39.9%	33.2%
Note: Totals may not sum due to rounding							

2. Capture and Absorption Rates

Utilizing information from the demand forecast calculations, capture rates provide an indication of the percentage of annual income-qualified demand necessary for the successful absorption of the subject property. An overall capture rate of 24.8 percent was determined based on the demand calculation (including renter household growth, substandard and overburdened units among existing renter households, potential senior owner households, and excluding any comparable activity since 2018), providing a generally positive indication of the overall general market depth for the subject proposal. More specifically, the capture rate for units restricted at 50 percent AMI was calculated at 6.4 percent, while the 60 percent AMI capture rate was at 25.8 percent. As such, these capture rates provide an overall positive indication of the need for affordable senior rental options locally and are within acceptable industry thresholds.

Taking into consideration the overall occupancy rates for the Lexington PMA (most importantly the success of LIHTC projects), and also factoring in the rapid lease-up of the most recent senior tax credit property (Hampton's Crossing was fully leased in less than four months of opening in 2017), the overall absorption period to reach 93 percent occupancy is estimated at five to seven months. This determination also takes into consideration a market entry in late 2020/early 2021; Autumnwood Crossing will be fully absorbed before the subject enters the market; a minimum of 20 percent of units pre-leased; and assumes all units will enter the market at approximately the same time. Based on this information, no market-related concerns are present.

G. SUPPLY/COMPARABLE RENTAL ANALYSIS

1. Lexington PMA Rental Market Characteristics

As part of the rental analysis for the Lexington PMA, a survey of existing rental projects within and near the Lexington primary market area was completed by Shaw Research & Consulting in January 2019. As such, a total of 20 apartment properties within or near the PMA (including four senior facilities) were identified and questioned for information such as current rental rates, amenities, and vacancy levels. It should be noted that several local properties would not participate or return phone calls, and are therefore not included in the survey results – the most noteworthy senior facilities are Cinnaberry Pointe (in Irmo) and Scarlett Oaks (Lexington). Results from the survey provide an indication of overall market conditions throughout the Lexington area, and are discussed below and illustrated on the following pages.

Considering the developments responding to our survey, a total of 2,302 units were reported, with the majority of units containing two bedrooms. Among the properties providing a specific unit breakdown, 27 percent of all units had one bedroom, 62 percent had two bedrooms, and 14 percent of units contained three bedrooms - there were no efficiency or four-bedroom units reported in the survey. The average age was 16 years old (an average build date of 2003), with six properties built/rehabbed since 2010. In addition, ten facilities reported to have some sort of income eligibility requirements – with six tax credit developments (two family and four senior), and four Rural Development projects (all family with varying levels of rental assistance).

Overall conditions for the Lexington rental market appear to be relatively positive at the current time. Among the properties included in the survey, the overall occupancy rate was calculated at 95.7 percent – with 154 developments at 97 percent occupancy or better. When breaking down occupancy rates by financing type, the ten market rate developments were a combined 94.9 percent occupied, the five existing LIHTC properties averaged 99.1 percent, the four Rural Development projects were all 100 percent occupied – clearly demonstrating quite positive conditions throughout the local market for both market rate and affordable rental housing.

2. Comparable Senior Rental Market Characteristics

Considering the subject property will be developed utilizing tax credits and be marketed specifically towards senior residents, Shaw Research has identified four tax credit facilities within the PMA as being most comparable – one of which is currently under construction (Autumnwood Crossing). As previously noted, two senior developments would not participate in the survey (Cinnaberry Pointe, which is outside of the PMA in Irmo; and nearby Scarlett Oaks). According to survey results, the combined occupancy rate for these developments (not including Autumnwood Crossing) was calculated at 99.3 percent, with only one vacancy reported among a combined 144 senior units. Detailed results on rent levels and unit sizes are also illustrated in the tables on the following pages - the average senior LIHTC rent for a one-bedroom unit was calculated at \$571 per month with an average size of 794 square feet (the resulting average rent per square foot ratio is \$0.72), while two-bedroom units averaged \$656 and 1,003 square feet (\$0.65 per square foot). In comparison to tax credit averages, the subject proposal's rental rates are quite competitive with generally competitive unit sizes. When considering units at 60 percent AMI, the proposed rents are approximately six percent above senior LIHTC averages, although two-bedroom units will be below those reported at Pebble Creek Apartments.

All three existing senior tax credit properties have been constructed since 2011, with two fully occupied and the third at 98 percent occupancy. Furthermore, all three facilities reported to be maintaining a waiting list ranging from nine persons to one year. In addition, the most recent senior project was constructed in 2017 (Hampton's Crossing) and was fully occupied in less than four months and presently has more than 20 persons on a waiting list – demonstrating the demand for affordable senior units locally.

From a market standpoint, it is evident that sufficient demand is present for the development of additional affordable tax credit units targeting low-income senior households. However, based on prevailing rental rates and income levels, the rent structure is crucial for the long-term viability of any new rental development. As such, considering the proposed unit mix (which includes one and two-bedroom units) along with the competitive unit sizes and features, and income targeting (at 50 percent and 60 percent AMI), the proposed rental rates are appropriate and achievable for the local rental market, and should be considered a positive factor.

3. Comparable Pipeline Units

According to SCSHFDA information and local government officials, there is one directly comparable senior multi-family LIHTC rental development currently proposed or under construction within the Lexington PMA. Autumnwood Crossing is a 50-unit facility awarded tax credits in 2017, and is currently under construction with an approximate market entry date of late 2019. Because this property is expected to be fully absorbed before the subject proposal enters the market, it is anticipated to have little impact on the absorption or marketability of the subject.

4. Impact on Existing Tax Credit Properties

Based on current occupancy levels and waiting lists at most existing tax credit properties within the survey (including all senior projects), as well the general lack of similar senior LIHTC housing locally, the construction of the proposal will not have any adverse impact on existing rental properties – either affordable or market rate. Considering the extremely strong future senior demographic growth anticipated for the PMA, affordable housing will continue to be in demand locally.

Table 22: Rental Housing Survey - Overall

Project Name	Year Built/ Rehab	Total Units	Studio/ Eff.	1 BR	2 BR	3 BR	4 BR	Heat Incl.	W/S Incl.	Elect. Incl.	Occup. Rate	Type	Location
Autumnwood Crossing	U/C	50	0	10	40	0	0	No	Yes	No	NA	SR 55+	Lexington
Hampton's Crossing Apts	2017	48	0	12	36	0	0	No	Yes	No	100%	SR 55+	Lexington
Pebble Creek Apts	2011	48	0	0	48	0	0	No	Yes	No	100%	SR 55+	Lexington
Wescott Place Senior Apts	2013	48	0	18	30	0	0	No	Yes	No	98%	SR 55+	Lexington
Cedarcrest Village Apts	2007	300	0	60	180	60	0	No	No	No	97%	Open	Lexington
Churchwood Apartments	1983	48	0	16	32	0	0	No	Yes	No	100%	Open	Lexington
Court Lane Apartments	1971	32	0	0	NA	NA	0	No	Yes	No	100%	Open	Lexington
Fern Hall Apts	2004	40	0	0	16	24	0	No	No	No	100%	Open	Lexington
Fern Hall Crossing	2007	48	0	4	20	24	0	No	No	No	98%	Open	Lexington
Lauren Ridge Apts	2009	216	0	60	108	48	0	No	Yes	No	98%	Open	Lexington
Lullwater at Saluda Pointe	2007	280	0	86	166	28	0	No	No	No	92%	Open	Lexington
Overlook at Golden Hills	2007	204	0	NA	NA	NA	0	No	Yes	No	91%	Open	Lexington
River Bluff of Lexington	2015	200	0	NA	NA	NA	0	No	No	No	97%	Open	Lexington
Sweetbriar Apts	1986	48	0	16	32	0	0	No	Yes	No	100%	Open	Lexington
The Oaks	2019	32	0	8	24	0	0	No	Yes	No	94%	Open	Lexington
The Reserve at Mill Landing	2000	260	0	NA	NA	NA	0	No	No	No	92%	Open	Lexington
The Waterway Apts	2000	200	0	72	120	8	0	No	No	No	94%	Open	Lexington
Thornhill Apartments	2000	180	0	40	110	30	0	No	No	No	100%	Open	Lexington
Town and Country THs	2012	46	0	12	NA	0	0	No	Yes	No	100%	Open	Lexington
Westfield Gardens Apts	1986	24	0	8	16	0	0	No	No	No	100%	Open	Lexington
Totals and Averages	2003	2,302	0%	422	978	222	0	Overall Occupancy:		95.7%			
				27%	62%	14%	0%	Senior Occupancy:		99.3%			
<i>Unit Distribution</i>													
SUBJECT PROJECT		43	0	6	37	0	0	No	Yes	No		SR 55+	Lexington
VILLAS AT NORTHLAKE APTS	2021												

Note: Shaded Properties are LIHTC

Table 23: Rental Housing Summary - Overall

Project Name	Year Built/Rehab	Total Units	Studio/ Eff.	1 BR	2 BR	3 BR	4 BR	Heat Incl.	W/S Incl.	Elect. Incl.	Occup. Rate	Type	Location
Unit Distribution													
Totals and Averages	2003	2,302	0 0%	422 27%	978 62%	222 14%	0 0%				95.7%		
SUBJECT PROJECT													
VILLAS AT NORTHLAKE APTS	2021	43	0	6	37	0	0	No	Yes	No		SR 55+	Lexington
SUMMARY													
	Number of Dev.	Year Built/Rehab	Total Units	Studio/ Eff.	1BR	2BR	3BR	4BR	Average Occup.	Senior Occup.			
Total Developments	20	2003	2,302	0	422	978	222	0	95.7%	99.3%			
Market Rate Only	10	2004	1,904	0	326	708	174	0	94.9%	--			
LIHTC Only	6	2010	282	0	44	190	48	0	99.1%	99.3%			
Rural Development	4	1992	166	0	52	80	0	0	100.0%	--			

Table 24: Rent Range for 1 & 2 Bedrooms - Overall

Project Name	Program	PBRA Units	IBR Rent		IBR Square Feet		Rent per Square Foot Range		2BR Rent		2BR Square Feet		Rent per Square Foot Range			
			LOW	HIGH	LOW	HIGH	LOW	HIGH	LOW	HIGH	LOW	HIGH	LOW	HIGH		
Autumnwood Crossing	LIHTC	0			775		\$0.74	\$0.74	\$550	\$650	975		\$0.56	\$0.67		
Hampton's Crossing Apts	LIHTC	0	\$575		775		\$0.74	\$0.74	\$643	\$758	975		\$0.67	\$0.79		
Pebble Creek Apts	LIHTC	0					\$0.65	\$0.72	\$637	\$699	1,106		\$0.58	\$0.63		
Wescott Place Senior Apts	LIHTC	0	\$539	\$599	832		\$0.65	\$0.72	\$637	\$699	1,106		\$0.58	\$0.63		
Cedarcrest Village Apts	Market	0	\$879	\$1,320	685	771	\$1.14	\$1.93	\$933	\$1,122	950	1,035	\$0.90	\$1.18		
Churchwood Apartments	RD	0	\$705		540		\$1.31	\$1.31	\$749		817		\$0.92	\$0.92		
Court Lane Apartments	Market	0							\$749	\$675	500	600	\$1.13	\$1.35		
Fern Hall Apts	LIHTC	0							\$581	\$760	1,184		\$0.49	\$0.64		
Fern Hall Crossing	LIHTC	0	\$520		1,000		\$0.52	\$0.52	\$600	\$760	1,200		\$0.50	\$0.63		
Lauren Ridge Apts	Market	0	\$1,133		904		\$1.25	\$1.25	\$1,178		1,072		\$1.10	\$1.10		
Lullwater at Saluda Pointe	Market	0	\$955		801	907	\$1.05	\$1.19	\$1,120		1,136	1,234	\$0.91	\$0.99		
Overlook at Golden Hills	Market	0		\$969	788	922	\$1.05	\$1.23	\$952	\$993	1,058		\$0.90	\$0.94		
River Bluff of Lexington	Market	0	\$979		698		\$1.40	\$1.40	\$1,099		951		\$1.16	\$1.16		
Sweetbriar Apts	RD	0	\$480	\$633	600		\$0.80	\$1.06	\$525	\$732	700		\$0.75	\$1.05		
The Oaks	Market	0	\$750		800		\$0.94	\$0.94	\$800		800		\$1.00	\$1.00		
The Reserve at Mill Landing	Market	0	\$913	\$963	716	780	\$1.17	\$1.34	\$1,053	\$1,093	1,058	1,145	\$0.92	\$1.03		
The Waterway Apts	Market	0	\$856	\$915	798		\$1.07	\$1.15	\$905	\$1,040	1,042	1,149	\$0.79	\$1.00		
Thornhill Apartments	Market	0	\$835		841		\$0.99	\$0.99	\$905	\$950	1,020	1,177	\$0.77	\$0.93		
Town and Country THs	RD/LIHTC	46	\$575	\$615	603	692	\$0.83	\$1.02	\$620	\$660	908		\$0.68	\$0.73		
Westfield Gardens Apts	RD	10	\$470	\$616	600		\$0.78	\$1.03	\$515	\$703	700		\$0.74	\$1.00		
Totals and Averages		56		\$774	765		\$1.01	\$1.01	\$811		979		\$0.83	\$0.83		
SUBJECT PROPERTY																
VILLAS AT NORTHLAKE APTS			LIHTC	0	\$525	\$625	788	788	\$0.67	\$0.79	\$650	\$750	964	964	\$0.67	\$0.78
SUMMARY																
Overall				\$774	765		\$1.01	\$1.01	\$811		979		\$0.83	\$0.83		
Market Rate Only				\$956	801		\$1.19	\$1.19	\$988		995		\$0.99	\$0.99		
LIHTC Only				\$558	846		\$0.66	\$0.66	\$664		1,066		\$0.62	\$0.62		
Rural Development				\$585	607		\$0.96	\$0.96	\$643		781		\$0.82	\$0.82		

Note: Shaded Properties are LIHTC

Table 25a: Project Amenities - Overall

Project Name	Heat Type	Central Air	Wall A/C	Garbage Disposal	Dish Washer	Microwave	Ceiling Fan	Walk-in Closet	Mini Blinds	Patio/Balcony	Club/Comm. Room	Computer Center	Exercise Room
Autumnwood Crossing	ELE	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	NA	Yes	Yes	Yes
Hampton's Crossing Apts	ELE	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes
Pebble Creek Apts	ELE	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	No
Wescott Place Senior Apts	ELE	Yes	No	Yes	Yes	Yes	Yes	No	Yes	No	Yes	No	Yes
Cedarcrest Village Apts	ELE	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Churchwood Apartments	ELE	Yes	No	No	No	No	No	No	Yes	No	No	No	No
Court Lane Apartments	ELE	Yes	No	Yes	No	No	No	Yes	Yes	No	No	No	No
Fern Hall Apts	ELE	Yes	No	No	Yes	No	No	No	Yes	Yes	Yes	No	No
Fern Hall Crossing	ELE	Yes	No	No	Yes	No	No	No	Yes	Yes	Yes	No	No
Lauren Ridge Apts	ELE	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Lullwater at Saluda Pointe	ELE	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Overlook at Golden Hills	ELE	Yes	No	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
River Bluff of Lexington	ELE	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes
Sweetbriar Apts	ELE	Yes	No	No	No	No	No	Some	Yes	Yes	No	No	No
The Oaks	ELE	Yes	No	Yes	Yes	No	Yes	Yes	Yes	Yes	No	No	No
The Reserve at Mill Landing	ELE	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
The Waterway Apts	ELE	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Thornhill Apartments	ELE	Yes	No	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Town and Country THs	ELE	Yes	No	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	No	Yes
Westfield Gardens Apts	ELE	Yes	No	No	No	No	No	Some	Yes	No	No	No	No
Totals and Averages	--	100%	0%	65%	80%	45%	70%	75%	100%	65%	70%	50%	55%
SUBJECT PROJECT													
VILLAS AT NORTHLAKE APTS													
SUMMARY													
Overall	--	100%	0%	65%	80%	45%	70%	75%	100%	65%	70%	50%	55%
Market Rate Only	--	100%	0%	90%	100%	50%	90%	100%	100%	80%	80%	70%	80%
LIHTC Only	--	100%	0%	67%	100%	67%	67%	50%	100%	50%	100%	50%	50%
Rural Development	--	100%	0%	0%	0%	0%	25%	50%	100%	50%	0%	0%	0%

Note: Shaded Properties are LIHTC

Table 25b: Project Amenities - Overall

Project Name	Gazebo	Elevator	Exterior Storage	On-Site Mgt	Security Gate	Security Intercom	Coin Op Laundry	Laundry Hookup	In-unit Laundry	Carpport	Garage	Emerg. Pull Cord	Activities	Library
Autumnwood Crossing	No	Yes	No	Yes	No	Yes	Yes	Yes	No	No	No	Yes	NA	NA
Hampton's Crossing Apts	Yes	Yes	No	Yes	No	Yes	Yes	Yes	No	No	No	Yes	No	No
Pebble Creek Apts	Yes	Yes	No	Yes	No	Yes	Yes	Yes	No	No	No	Yes	Yes	Yes
Wescott Place Senior Apts	Yes	Yes	No	Yes	No	Yes	Yes	Yes	No	No	Yes	Yes	Yes	Yes
Cedarcrest Village Apts	No	No	Yes	Yes	Yes	Yes	Yes	Yes	No	No	Yes			
Churchwood Apartments	No	No	Yes	Yes	No	No	No	Yes	No	No	No			
Court Lane Apartments	No	No	No	No	No	No	Yes	No	No	No	No			
Fern Hall Apts	No	No	Yes	Yes	No	No	Yes	Yes	No	No	No			
Fern Hall Crossing	No	No	Yes	Yes	No	No	Yes	Yes	No	No	No			
Lauren Ridge Apts	No	No	Yes	Yes	No	No	Yes	Yes	No	No	Yes			
Lullwater at Saluda Pointe	No	No	No	Yes	Yes	No	Yes	Yes	No	No	Yes			
Overlook at Golden Hills	No	No	Yes	Yes	No	Yes	No	No	Yes	No	Yes			
River Bluff of Lexington	No	No	No	Yes	Yes	Yes	Yes	Yes	No	No	No			
Sweetbriar Apts	No	No	Yes	Yes	No	No	Yes	Yes	No	No	No			
The Oaks	No	No	No	Yes	No	No	No	Yes	Yes	No	No			
The Reserve at Mill Landing	No	No	Yes	Yes	No	Yes	Yes	Yes	No	No	Yes			
The Waterway Apts	No	No	Yes	Yes	No	No	No	Yes	No	No	No			
Thornhill Apartments	No	No	Yes	Yes	No	No	No	No	Yes	No	No			
Town and Country THs	No	No	Yes	Yes	No	No	Yes	Yes	No	No	Yes			
Westfield Gardens Apts	No	No	Yes	Yes	No	No	Yes	Yes	No	No	No			
Totals and Averages	15%	20%	60%	95%	15%	40%	80%	85%	15%	0%	35%	20%	15%	15%
SUBJECT PROJECT														
VILLAS AT NORTHLAKE APTS														
SUMMARY														
Overall	15%	20%	60%	95%	15%	40%	80%	85%	15%	0%	35%	20%	15%	15%
Market Rate Only	0%	0%	60%	90%	30%	40%	70%	70%	30%	0%	60%	0%	0%	0%
LIHTC Only	50%	67%	33%	100%	0%	67%	100%	100%	0%	0%	17%	67%	50%	50%
Rural Development	0%	0%	100%	100%	0%	0%	75%	100%	0%	0%	0%	0%	0%	0%

Note: Shaded Properties are LIHTC

Table 26: Other Information - Overall

Project Name	Address	City	Telephone Number	Contact	On-Site Mgt	Waiting List	Concessions/Notes	Survey Date
Autumnwood Crossing	1002 W Main St	Lexington	NA	NA	Yes	NA	Under Construction	NA
Hampton's Crossing Apts	515 Northwood Rd	Lexington	(803) 520-4379	Sondra	Yes	21 Names	None	15-Jan-19
Pebble Creek Apts	136 Library Hill Lane	Lexington	(803) 520-6481	melony	Yes	9 Names	None	28-Jan-19
Wescott Place Senior Apts	5601 Wescott Road	Lexington	(803) 731-7607	Erica	Yes	6-12 Months	None	15-Jan-19
Cedarcrest Village Apts	959 East Main Street	Lexington	(803) 957-2555	Amber	Yes	No	None	16-Jan-19
Churchwood Apartments	144 Old Chapin Road	Lexington	(803) 957-4908	Ronnie	Yes	3-12 Months	None	16-Jan-19
Court Lane Apartments	325 South Lake Drive	Lexington	(803) 359-9888	Bridget	No	No	None	15-Jan-19
Fern Hall Apts	600 Fern Hall Drive	Lexington	(803) 708-7598	Michael	Yes	No	None	15-Jan-19
Fern Hall Crossing	600 Fern Hall Drive	Lexington	803-951-1874	Michael	Yes	No	None	15-Jan-19
Lauren Ridge Apts	500 Carlen Avenue	Lexington	(803) 520-4623	Sherri	Yes	No	Utilities free for 3 months	15-Jan-19
Lullwater at Saluda Pointe	101 Saluda Pointe Drive	Lexington	(803) 808-1605	Mammy	Yes	No	Seven \$100 off vouchers	15-Jan-19
Overlook at Golden Hills	300 Caughman Farm Lane	Lexington	(803) 359-2009	Gail	Yes	No	No app fee for 2 year lease	15-Jan-19
River Bluff of Lexington	300 Palmetto Park Blvd	Lexington	(803) 234-5771	Sara	Yes	No	\$100 off select 2BR units	16-Jan-19
Sweetbriar Apts	200 Libby Lane	Lexington	(803) 359-2006	Mary	Yes	Yes	None	16-Jan-19
The Oaks	126 Swartz Rd	Lexington	(803) 470-6215	Greg	Yes	No	1/2 off security deposit	22-Jan-19
The Reserve at Mill Landing	809 East Main Street	Lexington	(803) 996-2500	Jordan	Yes	No	None	15-Jan-19
The Waterway Apts	121 Northpointe Drive	Lexington	(803) 951-2025	Christie	Yes	No	None	15-Jan-19
Thornhill Apartments	930 East Main Street	Lexington	(803) 356-0542	Malaine	Yes	Small	None	15-Jan-19
Town and Country THs	301 Roberts Street	Lexington	(803) 951-7396	Julie	Yes	17 Names	None	16-Jan-19
Westfield Gardens Apts	345 Community Drive	Lexington	(803) 957-9055	Mary	Yes	No	None	28-Jan-19

Note: Shaded Properties are LIHTC

Table 27: Rental Housing Survey - Comparable

Project Name	Year Built/Rehab	Total Units	Studio/ Eff.	1 BR	2 BR	3 BR	4 BR	Heat Incl.	W/S Incl.	Elect. Incl.	Occup. Rate	Type	Location
Autumnwood Crossing	U/C	50	0	10	40	0	0	No	Yes	No	NA	SR 55+	Lexington
Hampton's Crossing Apts	2017	48	0	12	36	0	0	No	Yes	No	100%	SR 55+	Lexington
Pebble Creek Apts	2011	48	0	0	48	0	0	No	Yes	No	100%	SR 55+	Lexington
Wescott Place Senior Apts	2013	48	0	18	30	0	0	No	Yes	No	98%	SR 55+	Lexington
Totals and Averages	2014	144	0 0%	40 28%	154 107%	0 0%	0 0%				99.3%		
SUBJECT PROJECT													
VILLAS AT NORTHLAKE APTS	2021	43	0	6	37	0	0	No	Yes	No		SR 55+	Lexington

Table 28: Rent Range for 1 & 2 Bedrooms - Comparable

Project Name	Program	PBRA Units	1BR Rent		1BR Square Feet		Rent per Square Foot Range		2BR Rent		2BR Square Feet		Rent per Square Foot Range	
			LOW	HIGH	LOW	HIGH	LOW	HIGH	LOW	HIGH	LOW	HIGH	LOW	HIGH
Autumnwood Crossing	LIHTC	0			775		\$0.74	\$0.74	\$550	\$650	975		\$0.56	\$0.67
Hampton's Crossing Apts	LIHTC	0	\$575		775		\$0.74	\$0.74	\$643	\$758	957		\$0.67	\$0.79
Pebble Creek Apts	LIHTC	0					\$0.65	\$0.72	\$637	\$699	1,106		\$0.58	\$0.63
Wescott Place Senior Apts	LIHTC	0	\$539	\$599	832		\$0.65	\$0.72						
Totals and Averages		0		\$571		794		\$0.72		\$656		1,003		\$0.65
SUBJECT PROPERTY														
VILLAS AT NORTHLAKE APTS	LIHTC	0	\$525	\$625	788	788	\$0.67	\$0.79	\$650	\$750	964	964	\$0.67	\$0.78

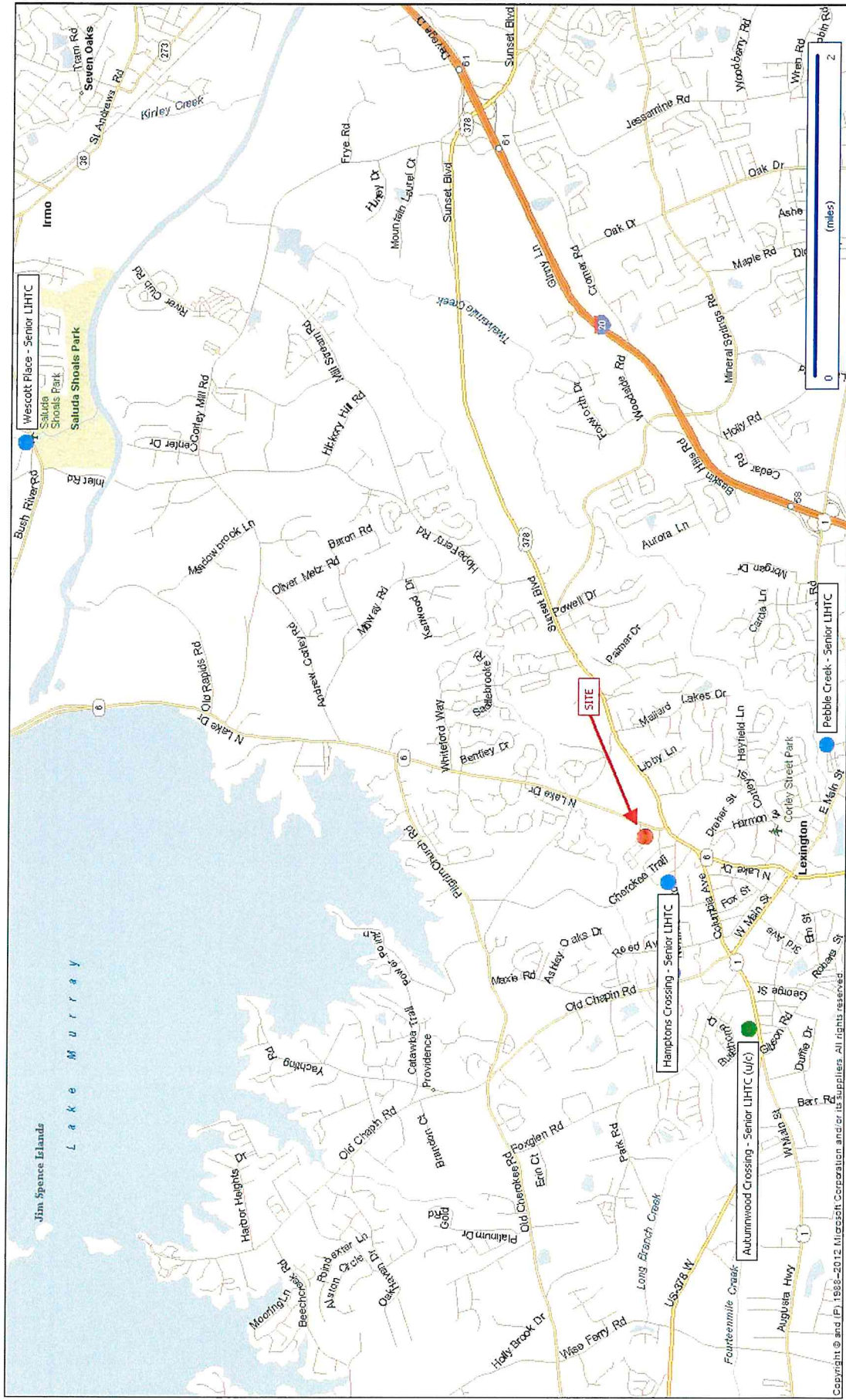
Table 29a: Project Amenities - Comparable


Project Name	Heat Type	Central Air	Wall A/C	Garbage Disposal	Dish Washer	Microwave	Ceiling Fan	Walk-in Closet	Mini Blinds	Patio/Balcony	Club/Comm. Room	Computer Center	Exercise Room
Autumnwood Crossing	ELE	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	NA	Yes	Yes	Yes
Hampton's Crossing Apts	ELE	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes
Pebble Creek Apts	ELE	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	No
Wescott Place Senior Apts	ELE	Yes	No	Yes	Yes	Yes	Yes	No	Yes	No	Yes	No	Yes
Totals and Averages	--	100%	0%	100%	100%	100%	100%	75%	100%	25%	100%	75%	75%
SUBJECT PROJECT													
VILLAS AT NORTHLAKE APTS	ELE	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	No


Table 29b: Project Amenities - Comparable


Project Name	Gazebo	Elevator	Exterior Storage	On-Site Mgt	Security Intercom	Coin Op Laundry	Laundry Hookup	In-unit Laundry	Carport	Garage	Emerg. Pull Cord	Activities	Library
Autumnwood Crossing	No	Yes	No	Yes	Yes	Yes	Yes	No	No	No	Yes	NA	NA
Hampton's Crossing Apts	Yes	Yes	No	Yes	Yes	Yes	Yes	No	No	No	Yes	No	No
Pebble Creek Apts	Yes	Yes	No	Yes	Yes	Yes	Yes	No	No	No	Yes	Yes	Yes
Wescott Place Senior Apts	Yes	Yes	No	Yes	Yes	Yes	Yes	No	No	Yes	Yes	Yes	Yes
Totals and Averages	75%	100%	0%	100%	100%	100%	100%	0%	0%	25%	100%	75%	75%
SUBJECT PROJECT													
VILLAS AT NORTHLAKE APTS	Yes	Yes	No	Yes	Yes	Yes	Yes	No	No	No	Yes	Yes	No


Map 10: Senior LIHTC Rental Developments – Lexington, SC



COMPARABLE PROJECT INFORMATION											
Project Name: Hampton's Crossing Apts Address: 515 Northwood Rd City: Lexington State: SC Zip Code: 29072 Phone Number: (803) 520-4379 Contact Name: Sondra Contact Date: 01/15/19 Current Occup: 100.0%											
DEVELOPMENT CHARACTERISTICS											
Total Units: 48		Year Built: 2017									
Project Type: SR 55+		Floors: 3									
Program: LIHTC		Accept Vouchers: Yes									
PBRA Units*: 0		Voucher #: NA									
* Including Section 8, Rental Assistance, and any other Project-Based Subsidy											
UNIT CONFIGURATION/RENTAL RATES											
BR	Bath	Target	Type	# Units	Square Feet		Contract Rent		Vacant	Occup. Rate	Wait List
					Low	High	Low	High			
TOTAL 1-BEDROOM UNITS				12					0	100.0%	
1	1.0	60	Apt	12	775		\$575		0	100.0%	Yes
TOTAL 2-BEDROOM UNITS				36					0	100.0%	
2	2.0	50	Apt	26	975		\$550		0	100.0%	Yes
2	2.0	60	Apt	10	975		\$650		0	100.0%	Yes
TOTAL DEVELOPMENT				48					0	100.0%	21 Names
AMENITIES											
<u>Unit Amenities</u>				<u>Development Amenities</u>				<u>Laundry Type</u>			
<input checked="" type="checkbox"/>	- Central A/C			<input type="checkbox"/>	- Clubhouse			<input checked="" type="checkbox"/>	- Coin-Operated Laundry		
<input type="checkbox"/>	- Wall A/C Unit			<input checked="" type="checkbox"/>	- Community Room			<input checked="" type="checkbox"/>	- In-Unit Hook-Up		
<input checked="" type="checkbox"/>	- Garbage Disposal			<input checked="" type="checkbox"/>	- Computer Center			<input type="checkbox"/>	- In-Unit Washer/Dryer		
<input checked="" type="checkbox"/>	- Dishwasher			<input checked="" type="checkbox"/>	- Exercise/Fitness Room			<u>Parking Type</u>			
<input checked="" type="checkbox"/>	- Microwave			<input checked="" type="checkbox"/>	- Community Kitchen			<input checked="" type="checkbox"/>	- Surface Lot		
<input checked="" type="checkbox"/>	- Ceiling Fan			<input type="checkbox"/>	- Swimming Pool			<input type="checkbox"/>	- Carport		
<input checked="" type="checkbox"/>	- Walk-In Closet			<input type="checkbox"/>	- Playground			<input type="checkbox"/>	- Garage (att)		
<input checked="" type="checkbox"/>	- Mini-Blinds			<input checked="" type="checkbox"/>	- Gazebo			<input type="checkbox"/>	- Garage (det)		
<input type="checkbox"/>	- Draperies			<input checked="" type="checkbox"/>	- Elevator						
<input type="checkbox"/>	- Patio/Balcony			<input type="checkbox"/>	- Storage						
<input type="checkbox"/>	- Basement			<input type="checkbox"/>	- Sports Courts			<u>Utilities Included</u>			
<input type="checkbox"/>	- Fireplace			<input checked="" type="checkbox"/>	- On-Site Management			<input type="checkbox"/>	- Heat		
<input checked="" type="checkbox"/>	- High-Speed Internet			<input type="checkbox"/>	- Security - Access Gate			<input type="checkbox"/>	- Electricity		
				<input checked="" type="checkbox"/>	- Security - Intercom			<input checked="" type="checkbox"/>	- Trash Removal		
								<input checked="" type="checkbox"/>	- Water/Sewer		

COMPARABLE PROJECT INFORMATION											
Project Name: Pebble Creek Apts Address: 136 Library Hill Lane City: Lexington State: SC Zip Code: 29072 Phone Number: (803) 520-6481 Contact Name: melony Contact Date: 01/28/19 Current Occup: 100.0%											
DEVELOPMENT CHARACTERISTICS											
Total Units: 48		Year Built: 2011		Project Type: SR 55+		Floors: 3		Program: LIHTC		Accept Vouchers: Yes	
PBRA Units*: 0		Voucher #: 10		<small>* Including Section 8, Rental Assistance, and any other Project-Based Subsidy</small>							
UNIT CONFIGURATION/RENTAL RATES											
<u>BR</u>	<u>Bath</u>	<u>Target</u>	<u>Type</u>	<u># Units</u>	<u>Square Feet</u>		<u>Contract Rent</u>		<u>Vacant</u>	<u>Occup. Rate</u>	<u>Wait List</u>
					<u>Low</u>	<u>High</u>	<u>Low</u>	<u>High</u>			
TOTAL 2-BEDROOM UNITS				48					0	100.0%	
2	2.0	50	Apt	24		957	\$643		0	100.0%	Yes
2	2.0	60	Apt	24		957	\$758		0	100.0%	Yes
TOTAL DEVELOPMENT				48					0	100.0%	9 Names
AMENITIES											
<u>Unit Amenities</u>				<u>Development Amenities</u>				<u>Laundry Type</u>			
<input checked="" type="checkbox"/> - Central A/C <input type="checkbox"/> - Wall A/C Unit <input checked="" type="checkbox"/> - Garbage Disposal <input checked="" type="checkbox"/> - Dishwasher <input checked="" type="checkbox"/> - Microwave <input checked="" type="checkbox"/> - Ceiling Fan <input checked="" type="checkbox"/> - Walk-In Closet <input checked="" type="checkbox"/> - Mini-Blinds <input type="checkbox"/> - Draperies <input type="checkbox"/> - Patio/Balcony <input type="checkbox"/> - Basement <input type="checkbox"/> - Fireplace <input type="checkbox"/> - High-Speed Internet				<input type="checkbox"/> - Clubhouse <input checked="" type="checkbox"/> - Community Room <input checked="" type="checkbox"/> - Computer Center <input type="checkbox"/> - Exercise/Fitness Room <input checked="" type="checkbox"/> - Community Kitchen <input type="checkbox"/> - Swimming Pool <input type="checkbox"/> - Playground <input checked="" type="checkbox"/> - Gazebo <input checked="" type="checkbox"/> - Elevator <input type="checkbox"/> - Storage <input type="checkbox"/> - Sports Courts <input checked="" type="checkbox"/> - On-Site Management <input type="checkbox"/> - Security - Access Gate <input checked="" type="checkbox"/> - Security - Intercom				<input checked="" type="checkbox"/> - Coin-Operated Laundry <input checked="" type="checkbox"/> - In-Unit Hook-Up <input type="checkbox"/> - In-Unit Washer/Dryer <u>Parking Type</u> <input checked="" type="checkbox"/> - Surface Lot <input type="checkbox"/> - Carport \$0 <input type="checkbox"/> - Garage (att) \$0 <input type="checkbox"/> - Garage (det) \$0 <u>Utilities Included</u> <input type="checkbox"/> - Heat ELE <input type="checkbox"/> - Electricity <input checked="" type="checkbox"/> - Trash Removal <input checked="" type="checkbox"/> - Water/Sewer			

COMPARABLE PROJECT INFORMATION												
Project Name: Wescott Place Senior Apts Address: 5601 Wescott Road City: Lexington State: SC Zip Code: 29212 Phone Number: (803) 731-7607 Contact Name: Erica Contact Date: 01/15/19 Current Occup: 97.9%												
DEVELOPMENT CHARACTERISTICS												
Total Units: 48		Year Built: 2013		Project Type: SR 55+		Floors: 3		Program: LIHTC		Accept Vouchers: Yes		
PBRA Units*: 0		Voucher #: Enter										
* Including Section 8, Rental Assistance, and any other Project-Based Subsidy												
UNIT CONFIGURATION/RENTAL RATES												
BR	Bath	Target	Type	# Units	Square Feet		Contract Rent		Vacant	Occup. Rate	Wait List	
					Low	High	Low	High				
TOTAL 1-BEDROOM UNITS				18					1	94.4%		
1	1.0	50	Apt	8			\$539		0	100.0%	Yes	
1	1.0	60	Apt	10			\$599		1	90.0%	Yes	
TOTAL 2-BEDROOM UNITS				30					0	100.0%		
2	2.0	50	Apt	12			\$637 \$662		0	100.0%	Yes	
2	2.0	60	Apt	18			\$699		0	100.0%	Yes	
TOTAL DEVELOPMENT				48					1	97.9%	6-12 Months	
AMENITIES												
Unit Amenities				Development Amenities				Laundry Type				
<input checked="" type="checkbox"/> - Central A/C <input type="checkbox"/> - Wall A/C Unit <input checked="" type="checkbox"/> - Garbage Disposal <input checked="" type="checkbox"/> - Dishwasher <input checked="" type="checkbox"/> - Microwave <input checked="" type="checkbox"/> - Ceiling Fan <input type="checkbox"/> - Walk-In Closet <input checked="" type="checkbox"/> - Mini-Blinds <input type="checkbox"/> - Draperies <input type="checkbox"/> - Patio/Balcony <input type="checkbox"/> - Basement <input type="checkbox"/> - Fireplace <input type="checkbox"/> - High-Speed Internet				<input type="checkbox"/> - Clubhouse <input checked="" type="checkbox"/> - Community Room <input type="checkbox"/> - Computer Center <input checked="" type="checkbox"/> - Exercise/Fitness Room <input checked="" type="checkbox"/> - Community Kitchen <input type="checkbox"/> - Swimming Pool <input type="checkbox"/> - Playground <input checked="" type="checkbox"/> - Gazebo <input checked="" type="checkbox"/> - Elevator <input type="checkbox"/> - Storage <input type="checkbox"/> - Sports Courts <input checked="" type="checkbox"/> - On-Site Management <input type="checkbox"/> - Security - Access Gate <input checked="" type="checkbox"/> - Security - Intercom				<input checked="" type="checkbox"/> - Coin-Operated Laundry <input checked="" type="checkbox"/> - In-Unit Hook-Up <input type="checkbox"/> - In-Unit Washer/Dryer Parking Type <input type="checkbox"/> - Surface Lot <input type="checkbox"/> - Carport \$0 <input checked="" type="checkbox"/> - Garage (att) included <input type="checkbox"/> - Garage (det) \$0 Utilities Included <input type="checkbox"/> - Heat ELE <input type="checkbox"/> - Electricity <input checked="" type="checkbox"/> - Trash Removal <input checked="" type="checkbox"/> - Water/Sewer				

COMPARABLE PROJECT INFORMATION												
Project Name: Autumnwood Crossing Address: 1002 W Main St City: Lexington State: SC Zip Code: 29072 Phone Number: under construction Contact Name: 0 Contact Date: Enter Current Occup: 0.0%												
DEVELOPMENT CHARACTERISTICS												
Total Units: 50		Year Built: U/C		Project Type: SR 55+		Floors: 2		Program: LIHTC		Accept Vouchers: Yes		
PBRA Units*: 0		Voucher #: NA		<small>* Including Section 8, Rental Assistance, and any other Project-Based Subsidy</small>								
UNIT CONFIGURATION/RENTAL RATES												
BR	Bath	Target	Type	# Units	Square Feet		Contract Rent		Vacant	Occup. Rate	Wait List	
					Low	High	Low	High				
TOTAL 1-BEDROOM UNITS				10					NA	NA		
1	1.0	50	Apt	4	775							
1	1.0	60	Apt	6	775							
TOTAL 2-BEDROOM UNITS				40					NA	NA		
2	2.0	50	Apt	6	975							
2	2.0	60	Apt	34	975							
TOTAL DEVELOPMENT				50					Under Construction			
AMENITIES												
<u>Unit Amenities</u>				<u>Development Amenities</u>				<u>Laundry Type</u>				
<input checked="" type="checkbox"/> - Central A/C <input type="checkbox"/> - Wall A/C Unit <input checked="" type="checkbox"/> - Garbage Disposal <input checked="" type="checkbox"/> - Dishwasher <input checked="" type="checkbox"/> - Microwave <input checked="" type="checkbox"/> - Ceiling Fan <input checked="" type="checkbox"/> - Walk-In Closet <input checked="" type="checkbox"/> - Mini-Blinds <input type="checkbox"/> - Draperies <input type="checkbox"/> - Patio/Balcony <input type="checkbox"/> - Basement <input type="checkbox"/> - Fireplace <input type="checkbox"/> - High-Speed Internet				<input type="checkbox"/> - Clubhouse <input checked="" type="checkbox"/> - Community Room <input checked="" type="checkbox"/> - Computer Center <input checked="" type="checkbox"/> - Exercise/Fitness Room <input checked="" type="checkbox"/> - Community Kitchen <input type="checkbox"/> - Swimming Pool <input type="checkbox"/> - Playground <input type="checkbox"/> - Gazebo <input checked="" type="checkbox"/> - Elevator <input type="checkbox"/> - Storage <input type="checkbox"/> - Sports Courts <input checked="" type="checkbox"/> - On-Site Management <input type="checkbox"/> - Security - Access Gate <input checked="" type="checkbox"/> - Security - Intercom				<input checked="" type="checkbox"/> - Coin-Operated Laundry <input checked="" type="checkbox"/> - In-Unit Hook-Up <input type="checkbox"/> - In-Unit Washer/Dryer <u>Parking Type</u> <input checked="" type="checkbox"/> - Surface Lot <input type="checkbox"/> - Carport \$0 <input type="checkbox"/> - Garage (att) \$0 <input type="checkbox"/> - Garage (det) \$0 <u>Utilities Included</u> <input type="checkbox"/> - Heat ELE <input type="checkbox"/> - Electricity <input checked="" type="checkbox"/> - Trash Removal <input checked="" type="checkbox"/> - Water/Sewer				

5. Market Rent Calculations

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

Four properties were selected to determine the estimated market rate, based largely on construction date, location, and building type – these projects include Overlook at Golden Hills, River Bluff of Lexington, The Reserve at Mill Landing, and The Waterway Apartments. Using the Rent Comparability Grid on the following pages, the following is a summary of the estimated market rents by bedroom size along with the subject property’s corresponding market advantage:

	Proposed Net Rent	Estimated Market Rent	Market Advantage
One-Bedroom Units			
50% AMI	\$525	\$979	46%
60% AMI	\$625	\$979	36%
Two-Bedroom Units			
50% AMI	\$650	\$1,041	38%
60% AMI	\$750	\$1,041	28%

Rent Comparability Grid

Subject Property		Comp #1		Comp #2		Comp #3		Comp #4	
Project Name		Overlook at Golden Hills		River Bluff of Lexington		The Reserve at Mill Landing		The Waterway Apts	
Project City	Subject Data	Lexington		Lexington		Lexington		Lexington	
Date Surveyed		1/16/19		1/16/19		1/15/19		1/15/19	
A. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Structure Type	Apt								
Yr. Built/Yr. Renovated	2021	2007	\$11	2015	\$5	2000	\$16	2000	\$16
Condition /Street Appeal									
B. Unit Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Central A/C	Yes	Yes		Yes		Yes		Yes	
Garbage Disposal	Yes	Yes		Yes		Yes		Yes	
Dishwasher	Yes	Yes		Yes		Yes		Yes	
Microwave	Yes	No	\$3	Yes		Yes		No	\$3
Walk-In Closet	Yes	Yes		Yes		Yes		Yes	
Mini-Blinds	Yes	Yes		Yes		Yes		Yes	
Patio/Balcony	Yes	Yes		No	\$3	Yes		Yes	
Basement	No	No		No		No		No	
Fireplace	No	No		No		Yes	(\$3)	No	
C. Site Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Clubhouse	No	Yes	(\$3)	Yes	(\$3)	Yes	(\$3)	Yes	(\$3)
Community Room	Yes	Yes		Yes		Yes		Yes	
Computer Center	Yes	Yes		Yes		Yes		Yes	
Exercise Room	No	Yes	(\$3)	Yes	(\$3)	Yes	(\$3)	Yes	(\$3)
Swimming Pool	No	Yes	(\$5)	Yes	(\$5)	Yes	(\$5)	Yes	(\$5)
Playground	No	No		Yes	(\$5)	Yes	(\$5)	Yes	(\$5)
Sports Courts	No	No		Yes	(\$3)	Yes	(\$3)	No	
On-Site Management	Yes	Yes		Yes		Yes		Yes	
Security - Access Gate	No	No		Yes	(\$3)	No		No	
Security - Intercom	Yes	Yes		Yes		Yes		No	\$3
D. Other Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Coin-Operated Laundry	Yes	No	\$5	Yes		Yes		No	\$5
In-Unit Hook-Up	Yes	No	\$10	Yes		Yes		No	\$10
In-Unit Washer/Dryer	No	Yes	(\$25)	No		No		Yes	(\$25)
Carport	No	No		No		No		No	
Garage (attached)	No	No		No		No		No	
Garage (detached)	No	Yes	(\$15)	No		Yes	(\$15)	No	
E. Utilities Included		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
Heat	No	No		No		No		No	
Electric	No	No		No		No		No	
Trash Removal	Yes	Yes		No	XX	Yes		No	XX
Water/Sewer	Yes	Yes		No	XX	No	XX	No	XX
Heat Type	ELE	ELE		ELE		ELE		ELE	
Utility Adjustments									
One-Bedroom Units					\$88		\$78		\$88
Two-Bedroom Units					\$93		\$83		\$93

<i>Subject Property</i>		<i>Comp #1</i>		<i>Comp #2</i>		<i>Comp #3</i>		<i>Comp #4</i>	
Project Name		Overlook at Golden Hills		River Bluff of Lexington		The Reserve at Mill Landing		The Waterway Apts	
Project City	Subject Data	Lexington		Lexington		Lexington		Lexington	
Date Surveyed		1/16/2019		1/16/2019		1/15/2019		1/15/2019	
F. Average Unit Sizes		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
One-Bedroom Units	788	855	(\$10)	698	\$14	748	\$6	798	(\$2)
Two-Bedroom Units	964	1,058	(\$14)	951	\$2	1,102	(\$21)	1,096	(\$20)
G. Number of Bathrooms		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
One-Bedroom Units	1.0	1.0	\$0	1.0	\$0	1.0	\$0	1.0	\$0
Two-Bedroom Units	2.0	2.0	\$0	2.0	\$0	2.0	\$0	2.0	\$0
G. Total Adjustments Recap									
One-Bedroom Units			(\$33)		\$87		\$63		\$82
Two-Bedroom Units			(\$37)		\$80		\$41		\$69

		<i>Comp #1</i>		<i>Comp #2</i>		<i>Comp #3</i>		<i>Comp #4</i>	
Project Name		Overlook at Golden Hills		River Bluff of Lexington		The Reserve at Mill Landing		The Waterway Apts	
Project City	Subject Data	Lexington		Lexington		Lexington		Lexington	
Date Surveyed		1/16/2019		1/16/2019		1/15/2019		1/15/2019	
H. Rent/Adjustment Summary		Unadjust ed Rent	Adjusted Rent	Unadjust ed Rent	Adjusted Rent	Unadjust ed Rent	Adjusted Rent	Unadjust ed Rent	Adjusted Rent
Market Rate Units									
One-Bedroom Units	\$979	\$969	\$936	\$979	\$1,066	\$913	\$976	\$856	\$938
Two-Bedroom Units	\$1,041	\$952	\$915	\$1,099	\$1,179	\$1,053	\$1,094	\$905	\$974

H. INTERVIEWS

Throughout the course of performing this analysis of the Lexington rental market, many individuals were contacted. Based on discussions with local government officials, there is one directly comparable rental development proposed or under construction within the PMA at this time. Autumnwood Crossing is a 50-unit senior LIHTC project currently under construction.

1. **Autumnwood Crossing** – Senior - 207 Topsider Court
 - a. Under construction
 - b. 50 units – LIHTC
 - c. Not sure on opening date

In addition, officials offered no opinion on the need for affordable housing. The following planning department was contacted:

- **Lexington, SC** -
Contact: Tori Bassett, Permit Technician
Phone: (803) 359-4164
Date: 1/19/2018

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

I. CONCLUSIONS/RECOMMENDATIONS

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

1. Senior demographic patterns have been extremely strong since 2000 throughout the Lexington area. The number of seniors (55 years and over) within the PMA increased by 44 percent (nearly 5,000 seniors) between 2010 and 2018, with an additional 18 percent gain (almost 3,000 seniors) expected through 2023;
2. Occupancy levels within the PMA are quite positive throughout the Lexington area, especially among affordable rental developments. Based on survey results, the overall occupancy rate was calculated at 95.7 percent, with the six tax credit properties a combined 99.1 percent;
3. Relatively limited senior-only rental options are available locally, with only two senior LIHTC properties currently within the PMA, and one under construction. Considering the three senior tax credit projects within the survey (one was just outside the PMA), an occupancy rate of 99.3 percent was determined, with only one vacancy among 144 units and all three reporting a waiting list – providing clear evidence for the strong demand for affordable senior housing locally;
4. The proposal represents a modern product with numerous amenities and features at an affordable rental level. As such, the proposed rents are competitive in relation to other senior LIHTC properties within the survey, and can be considered appropriate and achievable for the local PMA;
5. The location of the subject property can also be considered a positive factor. The site is situated within a short distance of various retail, medical, and recreational areas, as well as most necessary services for senior residents;
6. A sufficient statistical demand calculation. Considering the rapid lease-up of the most recent senior LIHTC property (Hampton's Crossing), the absorption period for the subject proposal is estimated at approximately five to seven months.

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

J. SIGNED STATEMENT REQUIREMENTS

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



Steven R. Shaw
SHAW RESEARCH AND CONSULTING, LLC

Date: February 25, 2019

K. SOURCES

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

L. RESUME

STEVEN R. SHAW SHAW RESEARCH & CONSULTING, LLC

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

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

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

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