

HOUSING MARKET STUDY
FOR
SUMMER PLACE APARTMENTS
A LIHTC NEW CONSTRUCTION PROJECT FOR FAMILIES

LOCATED IN:

**THE CITY OF SPARTANBURG,
SPARTANBURG COUNTY, SOUTH CAROLINA**

PREPARED FOR:

**SOUTH CAROLINA STATE HOUSING FINANCE
AND DEVELOPMENT AUTHORITY**

PREPARED BY:

WAVERLY RESEARCH GROUP, INC.
5015 Silverton Court
Las Cruces, New Mexico 88011

APRIL, 2006

STATEMENT OF CONTINGENT AND LIMITING CONDITIONS

1. The consultants declare that they do not have, and will not have in the future, any material interest in the proposed project, and that there is no identity between them and the applicant. Further, the consultants declare that the payment of the study fee is in no way contingent upon a favorable study conclusion, nor upon approval of the project by any agency, before or after the fact.
2. The consultants have based this analysis on information about conditions in Spartanburg City and Spartanburg County, South Carolina, which has been obtained from the most pertinent and current available sources, and every reasonable effort has been made to insure its accuracy and reliability. However, the consultants assume no responsibility for inaccuracies in reporting by any of the Federal, State, or Municipal agencies cited, nor for any data withheld or erroneously reported by sources cited during the normal course of a thorough investigation. The consultants reserve the right to alter their conclusions on the basis of any discovered inaccuracies.
3. No opinion of a legal, architectural, or engineering nature is intentionally expressed or implied.
4. The fee charged for this study does not include payment for testimony nor further consultation.
5. This analysis assumes a free and fair real estate market place, with no constraints imposed by any market element based on race, age, or gender, except for age eligibility established by law for units designated for occupancy by elderly households.
6. The study is designed to satisfy the underwriting guidelines, rules and methodology requirements of SCSHFDA and the conclusions reflect the predicted ability of the project to meet or exceed SCSHFDA market thresholds. A positive conclusion does not necessarily imply that the project would be feasible or successful under different underwriting standards, and this study does not necessarily incorporate generally accepted market analysis standards and elements pre-empted by SCSHFDA guidelines.

The consultants affirm that the principal of the firm has made a physical inspection of the site and market area, and that information has been used in the full assessment of the need and demand for new rental units.

The consultants certify that no identity of interest exists between the preparer and the developer or owner of the proposed project, and that the market study complies to the best of our ability with the requirements of the 2006 QAP, Exhibit S.

MARKET ANALYST'S CERTIFICATION

I affirm that I have made a physical inspection of the market and surrounding area and that the information obtained in the field has been used to determine the need and demand for new rental 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 interest in the project or 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 is accurate and can be relied upon by SCSHFDA to present a true assessment of the low-income housing rental market.



Donald F. Robinson, Market Study Author

April 10, 2006

Date

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INTRODUCTION

The following is a professional real estate market study for the determination of the need and demand for an assisted multi-family development for family households in Spartanburg County, South Carolina. The study follows standard procedures for a multi-family market study, including the identification and analysis of the site circumstances, the demographic and income characteristics, and economic conditions in the market area; evaluation of the existing multi-family housing supply, and determination of projected demand among family households for rental housing.

The study will conform to professional standards of real estate market analysis, and is designed to satisfy the market study requirements of the Low Income Housing Tax Credit program as outlined in Exhibit S of the South Carolina State Housing Finance & Development Authority (SCSHFDA) 2006 application instructions, as well as incorporating additional guidelines promulgated by SCSHFDA. Unless otherwise specified in those guidelines, terms in this study will conform to definitions compiled and published by the National Council of Affordable Housing Market Analysts, and supplemented by specific definitions in the text.

The analyst performed a comprehensive on-site analysis in the market area, surrounding neighborhoods, and the site on Friday, March 17, 2006 and Saturday, March 18, 2006. Personal interviews were conducted with local area real estate professionals, municipal planners and other persons knowledgeable of the local housing market, particularly local area rental management firms and apartment managers.

Among sources used and cited throughout the study are the U.S. Census of Population and Housing, the South Carolina Employment Security Commission, the U.S. Department of Housing and Urban Development, the Upstate Alliance and pertinent information and materials collected from local professional real estate sources. Throughout the demographic analysis of this study, estimates and projections including households, tenure, household size and age, and income distribution are derived from data supplied by Ribbon Demographics in the form of HISTA tables using **CLARITAS** base data and assumptions. The HISTA data are a method of presenting **CLARITAS** data that is more directly pertinent to this type of demographic analysis. Current estimates determined by the US Census are also considered in the population forecasts, as are additional County data published by **CLARITAS**.

Other, specific elements of the methodology are discussed in the text of the study.

PROJECT DESCRIPTION

Summer Place will be located on Vanderbilt Road at the intersection of Wofford Street and Baltimore Street in the City of Spartanburg, Spartanburg County, South Carolina. The project will involve the demolition of 120 existing multi-family units on the site (Hub City Courts Apartments) and the new construction of the proposed, and will be restricted to occupancy by LIHTC-eligible family households. The 53 units are targeted to households with incomes less than 50% and 60% of Area Median Income (AMI), and all 53 units will carry project-based Section 8 units. Note: the processing of the allocation of Section 8 to this specific project is underway, and should be completed during this application process period.

As proposed, the project will comprise 50 3BR/2.5Ba two-story units and 3 3BR/2Ba one-story units. In total, there will be 25 duplex and 3 detached buildings. The 3BR duplex units will have 1,274 sq. ft. and the detached units will have 1,452 sq. ft. Units will be totally electric, and the tenant will be responsible for utilities; tenant rent will reflect allowances for utility costs. Trash collection will be provided at no cost to the residents. The project profile is summarized below:

<u>Units</u>	<u>Mix</u>	<u>Size (Sq. Ft.)</u>	<u>Net Rent</u>	<u>Utility Allowance</u>	<u>Gross Rent</u>	<u>Target AMI</u>	<u>Proposed Subsidy</u>
36	3BR/2.5Ba	1,274	\$540	\$173	\$713	50%	Section 8
14	3BR/2.5Ba	1,274	\$577	\$173	\$750	60%	Section 8
3	3BR/2Ba	1,452	\$577	\$173	\$750	60%	Section 8

DEVELOPMENT AMENITIES

- *1,200+ sq. ft. community building with
 - Community room with kitchenette
 - Management office
 - Computer center with at least 2 computers
- *Landscaping
- *Playground
- *School bus stop and shelter

UNIT AMENITIES

- | | |
|---------------------------------------|---|
| *Electric range | *Refrigerator |
| *Washer & dryer hook-ups | *Garbage disposal |
| *Dishwasher | *Range Queen |
| *Ceiling fans w/light in bedroom | *Patios or balconies |
| *Pre-wired for cable television | *Pre-wired for high speed internet access |
| *Central air-conditioning (heat pump) | *Wall to wall carpeting |
| *Front porches and backyard patios | |

PARKING

The project will include 106 parking spaces. Parking spaces will be located at the front of each residential building with additional spaces serving the community building.

SITE AND NEIGHBORHOOD DESCRIPTION

The subject site is located at the intersection of Wofford Street and Baltimore Avenue and is bordered to the south by Vanderbilt Road which branches off Baltimore. The property lies south of Wofford and west of Baltimore. The site is roughly ½ mile north of Hwy 29 (W. Main St.) and 1 mile west of the intersection of Wofford St. and N. Church St. (US 221 & Hwy 56). The project address is 700 Vanderbilt Road, Spartanburg, SC 29301, in Census Tract 205 which is a qualified census tract.

Wofford St., Vanderbilt Rd., and Baltimore Ave. are all minor streets within a residential area providing access to older homes on the north side of Wofford and newly built homes (Ernest Rice Estates) to the east and single family to the south. Local traffic on surrounding streets will not impede access to the site.

Access to the residential buildings will be via three access points, two directly off Vanderbilt Road and one off of Baltimore Avenue near the intersection of Vanderbilt. The main internal driveway will curve through the site linking the residential buildings, their parking spaces, four in front of each building, and the community building; the central driveway will link Vanderbilt Rd. with the main drive within the complex. The entire development will be visible from all three roads. A school bus stop is located adjacent to the existing office.

The site is permissively zoned for multi-family use. Public water, sanitary sewer, electric, telephone and cable television are all available to the site.

No road or infrastructure improvements are planned for the immediate site vicinity. The Spartanburg Area Transportation Study (SPATS) does not list any planned road improvements for the market area, although improvements to US 29 southwest of the site were recently completed. The site is not located in a flood plain.

SITE AND NEIGHBORHOOD CHARACTERISTICS

The site is an elongated trapezoid shaped parcel comprising 11.99 acres, with roughly 520 feet of frontage on Wofford St., 180 feet on Baltimore, 540 feet on Vanderbilt and 480 feet on the western boundary. The site currently houses 120 apartments known as Hub City Courts constructed in 1940; part of Spartanburg Housing Authority's public housing.

The topography is typical of the area, ranging from nearly flat at the site location to gently rolling to the south and west, with a steeper slope further to the southwest. There is some older growth vegetation between the site and adjacent homes to the west but is not overgrown.

Land immediately adjacent to the site, in all directions, is developed with single family homes; attractive single family homes on individual parcels directly opposite the site on Wofford St. mostly comprise brick ranch-style houses. There are newly constructed single family homes to the east in Ernest Rice Estates, which comprises 53 new affordable for-sale homes. A small church is located to the southwest of the site at the intersection of Vanderbilt and Hillandale Road, with another relatively new single family subdivision along Hillandale.

The site is located approximately 1 mile west of Spartanburg's CBD and northwest of commercial and retail businesses located on W. Main St/Ezell Blvd. and John B. White Blvd. Spartanburg Regional Hospital is located 1.3 miles northwest. The site is within 1 to 2 miles of local grocery stores, a branch of the Spartanburg Public Library, and fire and police downtown.

Commercial land use is more intense further west, near the intersection of Interstate 26 and US 29 (Ezell Boulevard), and includes lodging, fast food restaurants, "big box" retail stores and small shopping centers, with a very extensive variety of national chain vendors. Westgate Mall is in the same area, with includes a variety of better known retail stores; however, Proffit's, one of the anchors, has closed.

The pictures on the following pages show the site and surrounding land uses, along with a map noting the site location.



Existing Hub City unit at site



Site from Vanderbilt



Eastern border of site



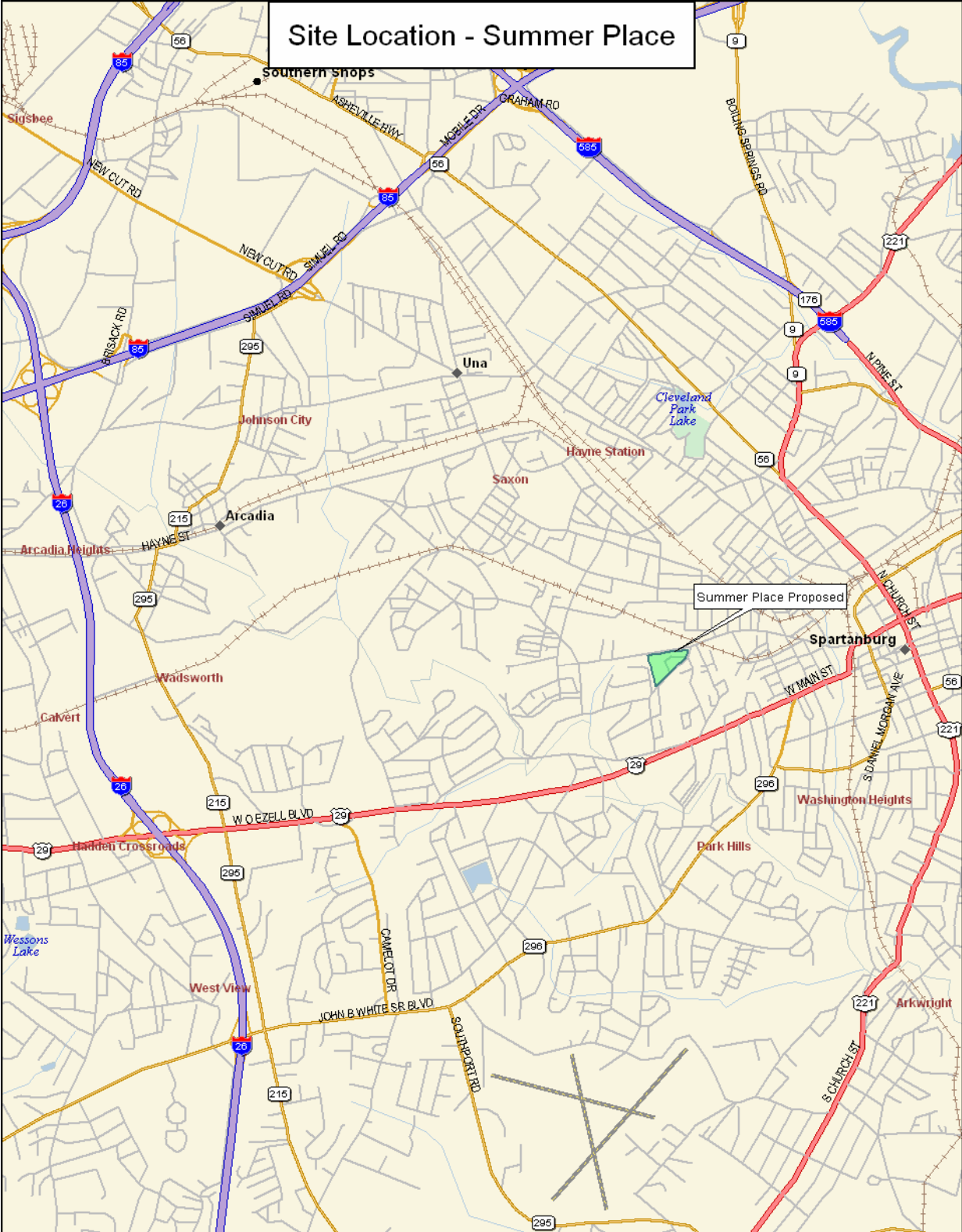
Adjacent single family home on Wofford, north of site



Adjacent church to west of site



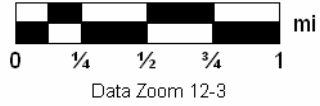
Single family residence in Ernest Rice Estates southeast of site



Site Location - Summer Place



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ACCESS TO SERVICES

The site is easily accessible to support services located within and surrounding Spartanburg. Spartanburg has a distinct central business district with a variety of municipal, retail and commercial services; including banks, post office, library, police and fire protection all within 1 to 2 miles of the site

A full-service grocery store (Bi-Lo), fast food restaurants, drug stores and similar retail uses are located south of the site on John B. White Blvd. Much of the US 29 corridor south of the site is highway commercial development, with various retail and service outlets. Biggerstaff Grocery is located less than a mile northwest of the site.

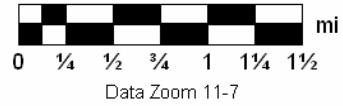
Basic medical services are available throughout Spartanburg for both family practitioners and dentists. Spartanburg Regional Hospital, the city's largest employer, is located 1.3 miles northwest and has a full range of more extensive medical services. Schools serving the site are Cleveland Elementary School driving distance of 1.5 miles off of Howard St., Carver Junior High 1.8 miles southeast on S. Church St. and Spartanburg High School 3.8 miles east of downtown Spartanburg.

A map showing the site and typical community services is presented on the following page.

Community Services Spartanburg



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CONCLUSION

Access to services available within the City of Spartanburg and the adjacent areas is good, and includes residential support services utilized on a day-to-day basis. Access to more extensive support services (hospital, specialty medical services, etc.) in Spartanburg is good, and would be considered normal and generally acceptable among residents.

The site is considered very marketable, with few constraints once the existing Hub City Courts units have been removed, and has been acceptable in the local community. No topographic constraints were noted. The one environmental concern is the proximity to a railroad track, but a noise study conducted for SHA determined the noise level was within acceptable tolerances. Otherwise nothing was observed during the site visit that would detract from the marketability of the site and the project. Compared to other potential sites within the Town of Spartanburg and environs, the site is considered average to above average, with good curb appeal.

MARKET AREA DESCRIPTION

The definition of a market area for any real estate use is generally limited to the geographic area within which consumers will consider the available alternatives to be relatively equal. This process implicitly and explicitly considers the location and proximity to consumer generators, transportation access, and the proximity and scale of competitive options. Frequently, both a primary and a secondary area are defined, where the primary area consumers will have the greatest propensity to choose a specific product at a specific location, and the secondary area consumers are less likely to choose the product but will still generate significant demand.

In almost all new apartment developments, a number of the tenants come from outside the defined primary (and/or secondary) market area. Out-of-market demand is not necessarily specific to any geography, and is often "opportunity-oriented": demand is generated by the availability of units. Out-of-market demand includes elderly who return home (move-backs), elderly parents "imported" by their children, and households of any age who move because appropriate and affordable housing options are available.

This evaluation considers demand from the defined primary market area only. No secondary market area was delineated, and there is no adjustment for out-of-market demand. In this case, the defined primary market area broadly reflects the geographic area from which most tenants will come.

PRIMARY MARKET AREA

An affordable housing market area definition is typically based on analysis of population and housing development, transportation and geographic patterns, housing stock conditions, and the location of competitive affordable housing. In this case, the primary factors are the site location within Spartanburg County, density and similarity of existing residential development, geo-political boundaries, the location of other apartment projects, historic development patterns, as well as access to employment and services. A further consideration is the availability of secondary data from the U.S. Census.

In South Carolina, data at the sub-County level are available for incorporated places; Census designated places (CDPs), Census County Divisions (CCDs), Census Tracts, Block Groups and Blocks. Complete data are not available for all levels in the Census hierarchy however; data at the Block Group and Block level are frequently withheld to avoid disclosure. In the rural areas of South Carolina, CCDs and Census Tracts are generally coextensive, and the boundaries are frequently arbitrary, for ease of data collection and reporting. The final definition of a Primary Market Area is ultimately based on a "best fit" geography, which utilizes the geographic area for which data are available that most closely

corresponds with the area identified through the analysis of the other factors previously noted.

Based on these factors, the effective market area for the project is defined as the following 13 Census Tracts in Spartanburg County, plus two block groups of a fourteenth Census Tract. This area can loosely be defined as including the western part of the City including the Central Business District.

CT 201	CT 206.02	CT 210.01
CT 203.01	CT 206.03	CT 216
CT 204	CT 207	CT 217
CT 205	CT 208	CT 219.01, Block Group 1
CT 206.01	CT 209	CT 219.01, Block Group 2

The rationale for this definition is explained below.

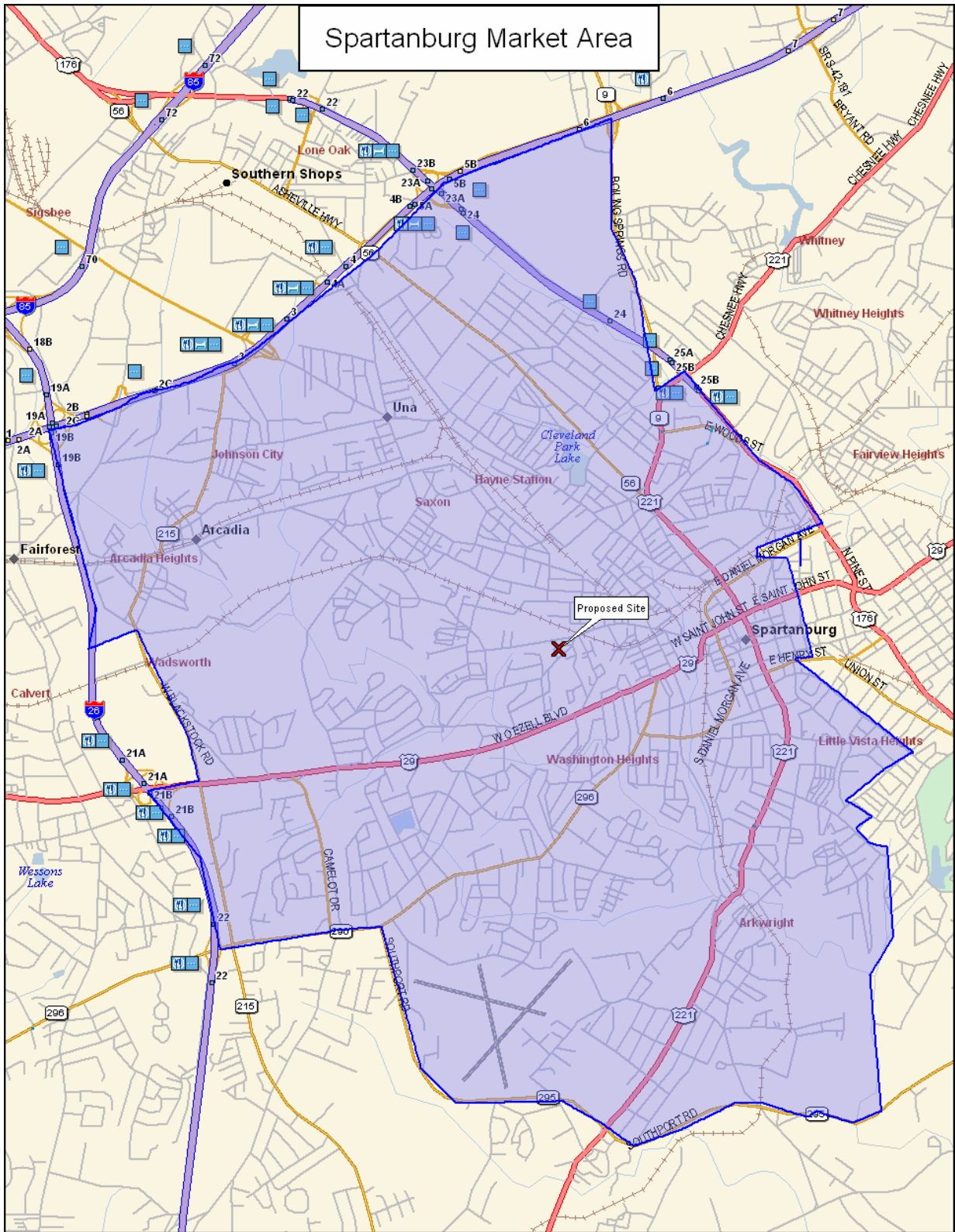
Spartanburg County is located in the "upstate" section of South Carolina, southeast of the Blue Ridge Mountains in the Piedmont. Spartanburg County is bordered by the State of North Carolina to the north, Greenville County to the west, Laurens County to the southwest, and Cherokee County and Union County to the east. The City of Spartanburg is the largest City in the County, and serves as the County seat. There are 12 other incorporated municipalities within Spartanburg County, as well as a number of unincorporated population centers. Several smaller municipalities, including Chesnee, Inman, Woodruff, Cowpens and the Duncan-Lyman-Wellford area are sufficiently large and distinct to form their own market areas. Similarly, the unincorporated community of Boiling Springs is separate and distinct from Spartanburg, and forms its own market area, generally including the suburban and exurban area north of I-85 in the Highway 9 corridor.


The City of Spartanburg can be divided into submarkets based on several factors. There are no physical barriers such as a major river within the City, but the existing highway system and railroad lines have contributed to development of distinctly different neighborhoods. School district boundaries further divide the City and County, and the applicable district is frequently cited in ads for apartments and homes for sale. Finally, the market area definition recognizes that many households prefer to remain close to their "home" neighborhood, and are reluctant to move far from friends and service providers used for much of their lives.


South of the defined market area, the community comprises a suburban area that becomes increasingly rural further south. The PMA boundary on the east generally separates the eastern Spartanburg area from the central city and western parts, and the character of housing development is different with lower density than the site area. Similarly, the areas west of Interstate 26 and north of I-85 business are more suburban in character.


While it is likely that some residents at the proposed project will be drawn from adjacent or reasonably close areas, some potential local residents may choose to migrate to other neighborhoods in Spartanburg, Greenville or other parts of the metro area. It is the consultant's opinion, fostered by conversations with local officials and residents in Spartanburg and the County, that the net migration effect will balance at zero, and the defined market area will best represent the population served by the proposed project.

The market area is shown on the map on the following page.




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ECONOMIC AND DEMOGRAPHIC BASE

Demand for any real estate use is typically a function of three basic indices - employment, population and households, and income. Employment trends reflect the economic health of the market, as well as the potential for sustained growth. Population and particularly household data indicate the strength of the consumer base, and the characteristics of those consumer households affect product design and marketing. Analysis of the income distribution identifies the ability of target segments to afford a specific product.

For this study, reflecting a specified methodology and an affordable product, these three indices are examined with specific demand goals in mind. Need by type is based on household strength and income distribution, segmented by age, to identify eligible households. Demand is estimated using growth trends, mobility, tenure, and income segmentation, to determine the consumer base to evaluate in the competitive environment. Finally, household characteristics such as household size and age help determine the housing features in demand by the consumers.

Normally this type of analysis relies on Department of Housing and Urban Development (HUD) estimates of income medians, levels, and program limits for consumer households. The 2005 HUD income limits and data are used in this study in defining upper income limits for target household segments, as required by the LIHTC guidelines. For comparison purposes, the HUD Fair Market Rents are also identified, and reflect the final 2006 FMR's published in 2005.

For the purposes of this analysis, the forecast period is defined as three years, from 2005 to 2008, in accordance with SCSHFDA market study requirements. This allows sufficient time in the next two years for predevelopment planning, financial approvals by multiple agencies, actual construction, and leasing, and establishes a base year using current estimates rather than projections. The proposed project could commence construction in early 2007, with a completion in mid to late 2007 or early 2008.

This type of study usually includes data at the County, market area and town; in this case, these levels are represented by Spartanburg County, the defined Summer Place Market Area, and the City of Spartanburg.

EMPLOYMENT

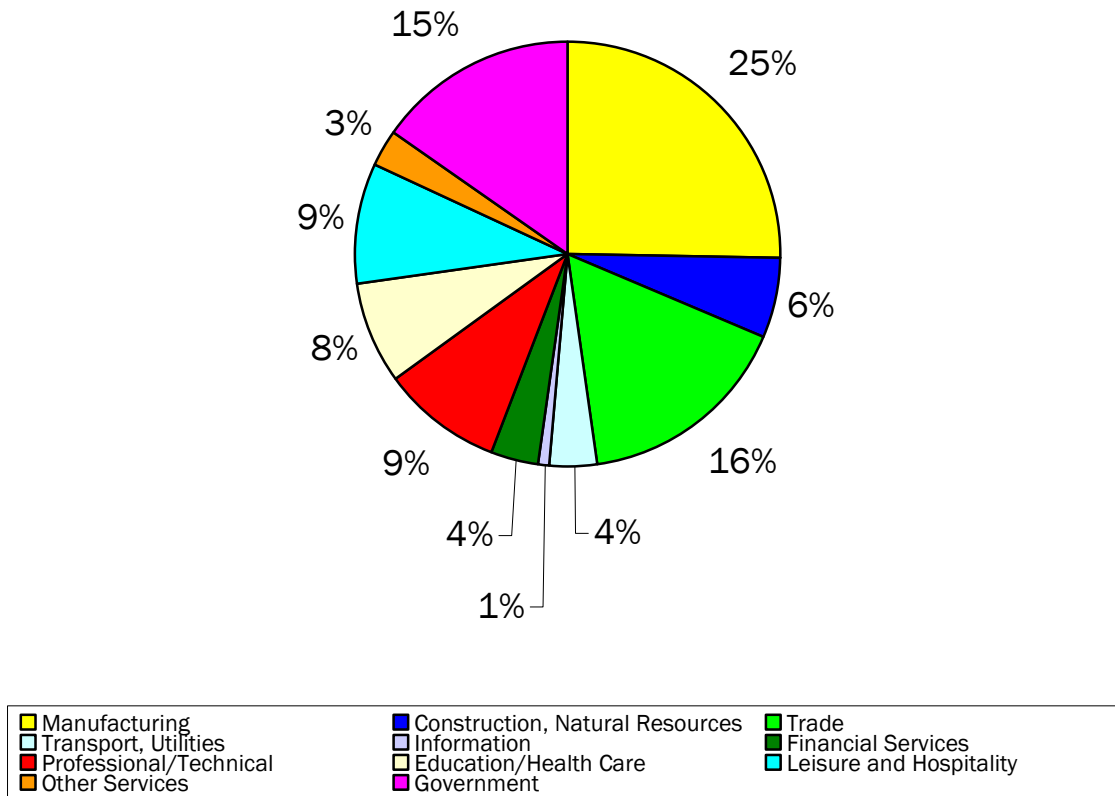
The economic situation for the City of Spartanburg and environs is statistically represented by the employment activity, both in workers and jobs, in Spartanburg County as a whole. The County in this case encompasses a somewhat larger economy, and is a broader geographic and categorical employment base than the City and the market area. Generally changes in family households reflect a fairly direct relationship with employment, unlike elderly household dynamics, and the employment data reflect the vitality and stability of the area for growth and development in general. At the broader, regional level, Spartanburg County is the location of significant employment growth in the Upstate region, much of it in the I-85 corridor on the west side of Spartanburg County.

Labor data for 2005 reflect an increase in employment over the past year following mixed results between 2000 and 2004, although there was a substantial change in the methodology and benchmarking of data in 2005 that make direct comparisons less reliable. The unemployment rate is well above national averages and has increased significantly since 2000. Manufacturing is still an important part of the economy, but Spartanburg County has lost a significant number of manufacturing jobs, particularly in the textile industry. Since 1999, there have been more than 8,000 jobs lost in the County, reflecting both layoffs and closings.

The national economy in general has shown sluggish signals lately, with a significant recession in 2000 – 2002, and a purported recovery in 2003 and 2004, but with very little recapture of the jobs lost. During 2005, the economy had basically recovered back to the job levels of January 2000. The recession was highlighted by lower factory orders and increasing transfer of jobs offshore, increased unemployment claims, increasing and longer layoffs and reduced consumer confidence, while the recovery has shown fewer primary employment jobs such as manufacturing, and more service and government jobs. The Spartanburg County economy reflects the impact from these trends, particularly with the loss of jobs overseas. Overall, Spartanburg County did record improvement in line with the national growth trends of the late 1990's, but correspondingly declined in the past three years, and has shown some improvement in the last year.

Manufacturing has historically dominated employment in Spartanburg County, despite declines in recent years. Figure 1 illustrates the segmentation of the jobs in the County by industry, detailing the predominance of Manufacturing, Trade and Government sector jobs.

**FIGURE 1: JOB SECTORS, 2005
SPARTANBURG COUNTY**



Jobs data have historically been reported using the Standard Industrial Classification (SIC) system. This has now been replaced by the North American Industry Classification System (NAICS), which will serve as the new structure for classifying business activity in the United States. The South Carolina Employment Security Commission began publishing NAICS-based state and local employment estimates in 2002. Unlike some states, revised/converted data for prior years have not yet been released to replace previously published SIC data; further, the County-level SIC data are no longer published. Accordingly, detailed analysis of long-term trends is not possible.

Table 2 presents jobs data by place of work for Spartanburg County for 2002 and 2005 (second quarter) reported under the new NAICS system. There was an overall net loss of 350 private sector jobs, chiefly in Manufacturing and Trade. Service employment increased, particularly Financial Services and Health/Education Services, but there was also an increase in Transportation and Government.

TABLE 1
 EMPLOYMENT BY INDUSTRY GROUP (NAICS)
 SPARTANBURG COUNTY
 2002 - 2005
 (Place of Work)

	Quarter 2		Proportion	Growth	Average Wage/Week
	2002	2005			
JOB:					
Manufacturing	32,344	29,187	25.2%	-3.4%	\$890
Construction, Natural Resources	6,730	6,929	6.0%	1.0%	\$640
Trade	19,511	18,797	16.3%	-1.2%	\$537
Transport/Utilities	3,642	4,234	3.7%	5.1%	\$594
Information	1,012	963	0.8%	-1.6%	\$670
Financial Services	3,861	4,282	3.7%	3.5%	\$801
Professional/Technical Svcs.	10,167	10,327	8.9%	0.5%	\$688
Education/Health Care Services	8,593	8,988	7.8%	1.5%	\$737
Leisure and Hospitality	10,274	10,707	9.3%	1.4%	\$243
Other Services	3,069	2,939	2.5%	-1.4%	\$419
Government	<u>16,745</u>	<u>17,693</u>	15.3%	1.9%	<u>\$709</u>
Total	115,947	115,598	100.0%	-0.1%	\$670
Total Private	99,202	97,653	84.5%	-0.5%	\$663
NOTES: 1. Annual growth rates are compound, not simple averages.					
2. Data use NAICS system.					
SOURCE: South Carolina Employment Security Commission					

Table 2 indicates selected major employers in Spartanburg County. Some of the largest manufacturing employers in the Spartanburg area are Kohler Corporation, Exopack and Mount Vernon Mills. Additionally, there are a number of smaller employers in the industrial parks and in other locations in the Highway 221 and US 176 and US 29 corridors in the Spartanburg urbanized area. Site vicinity employers include the small retail and fast food outlets, employers in the Central Business District, Converse College and Wofford College. The largest employers in Spartanburg County are BMW and the Spartanburg Regional Medical Center.

The Spartanburg County Economic Development Corporation is the lead economic development agency in Spartanburg County. The Economic Development Corporation has a full-time staff that actively recruits new business. The South Carolina Department of Commerce also promotes Spartanburg County (along with other SC counties) to international and out-of state companies. On a regional level the Upstate Alliance, a public/private

regional economic South Carolina development organization, also markets the 10 counties of the Upstate to potential employers.

On the positive side, the most significant addition to the employment base announced in 2005 was a \$16.9 million expansion by Draexlmaier, which will result in 165 new jobs. A \$20 million investment by Benteler Automotive was announced in February 2005, with the creation of 115 jobs in Spartanburg County. Many of the new facilities and expansions are automotive related (including rear view mirrors), reflecting the importance of BMW in the County economy. The Upstate region as a whole has seen over \$712 million in capital investment resulting in the creation of 2,900 jobs in the past year.

The area has also absorbed some negative economic events in recent years. The South Carolina Employment Security Commission reported loss of nearly 800 jobs in 2005-2006, and over 2,900 jobs in 2003 and 2004 through layoffs and closures, or around 24% of the total job loss in the 10-county Upstate region. Job losses included 200 retail jobs at Kmart (Spartanburg), 240 jobs at Winn Dixie, and 300 jobs at One Price Clothing (Duncan) from closures. Kohler laid off 175 employees in 2003, and Pindrum Staffing (BMW) laid off over 500 employees.

TABLE 2
SELECTED MAJOR EMPLOYERS
SPARTANBURG COUNTY
2006

<u>Employer</u>	<u>Product/Service</u>	<u>Employees</u>
<u>Duncan</u>		
Cryovac Division-Sealed Air Corp.	Flexible plastic packaging material	1,152
AFL Telecommunications	Fiber optic cable	670
BMG Entertainment	CD/Tape Distribution	600
Duncan Schools (District 5)	Education	439
<u>Spartanburg County</u>		
Spartanburg Regional Medical Center	Health Care	4,511
BMW Manufacturing Corp.	Automobiles	4,415
Spartanburg County School District 7	Public Education	1,400
Spartanburg County	Government	1,379
Michelin North America, Inc.	Radial truck tires	952
Kohler Co	China plumbing fixtures	909
Reeves Brothers Inc	Offset Printing blankets	672
SOURCES: Spartanburg County Economic Development Corporation Upstate Alliance South Carolina		

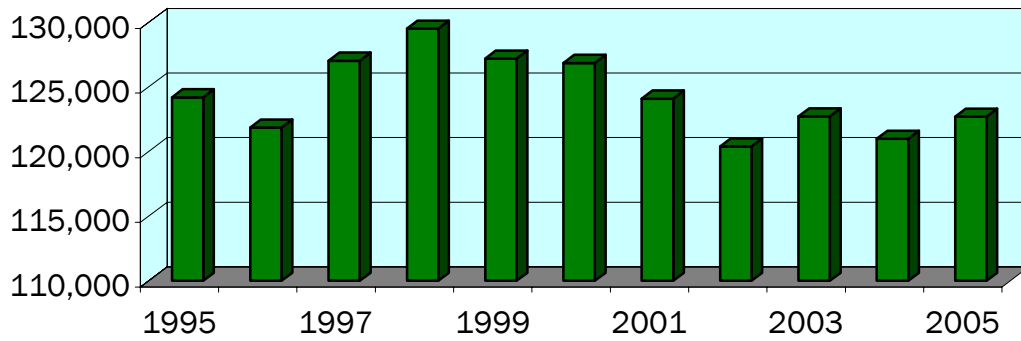
There was an overall increase in employment during the 90's in Spartanburg County, (average 1.1% per year). There was a decline in employment in between 1999 and 2004, followed by a rebound in the past year. Overall, between 2000 and 2004 there was a loss of 5,800+ employed persons coupled with an increase in the unemployment rate to 7.6%. See Table 3.

TABLE 3 LABOR FORCE TRENDS SPARTANBURG COUNTY 1990 - 2005 (Place of Residence)				
	<u>1990</u>	<u>2000</u>	<u>2004</u>	<u>2005</u>
Civilian Labor Force	119,457	131,398	131,026	132,586
Employment	114,262	126,867	121,003	122,708
Unemployment	5,195	4,531	10,023	9,878
Unemployment Rate	4.3%	3.4%	7.6%	7.5%
CHANGES IN EMPLOYMENT LEVELS				
	NUMBER		GROWTH RATE	
	<u>Total</u>	<u>Annual</u>	<u>Total</u>	<u>Annual</u>
1990 - 2000	11,941	1,194	10.0%	1.1%
2000 - 2004	-5,864	-1,466	-4.6%	-1.2%
2004 - 2005	1,705	1,705	1.4%	1.4%
NOTES: 1. 1990-2005 data are annual averages; due to substantial changes in benchmarks and methodology, data are not strictly comparable from year to year. 2. Annual growth rates are compound rates, not simple averages.				
SOURCE: South Carolina Employment Security Commission				

(NOTE: there have been several changes in the employment data reporting system in the past few years, which make data difficult to compare directly, in both this section and the job trends section.)

Year-to-year changes in employment levels are shown graphically in Figure 2.

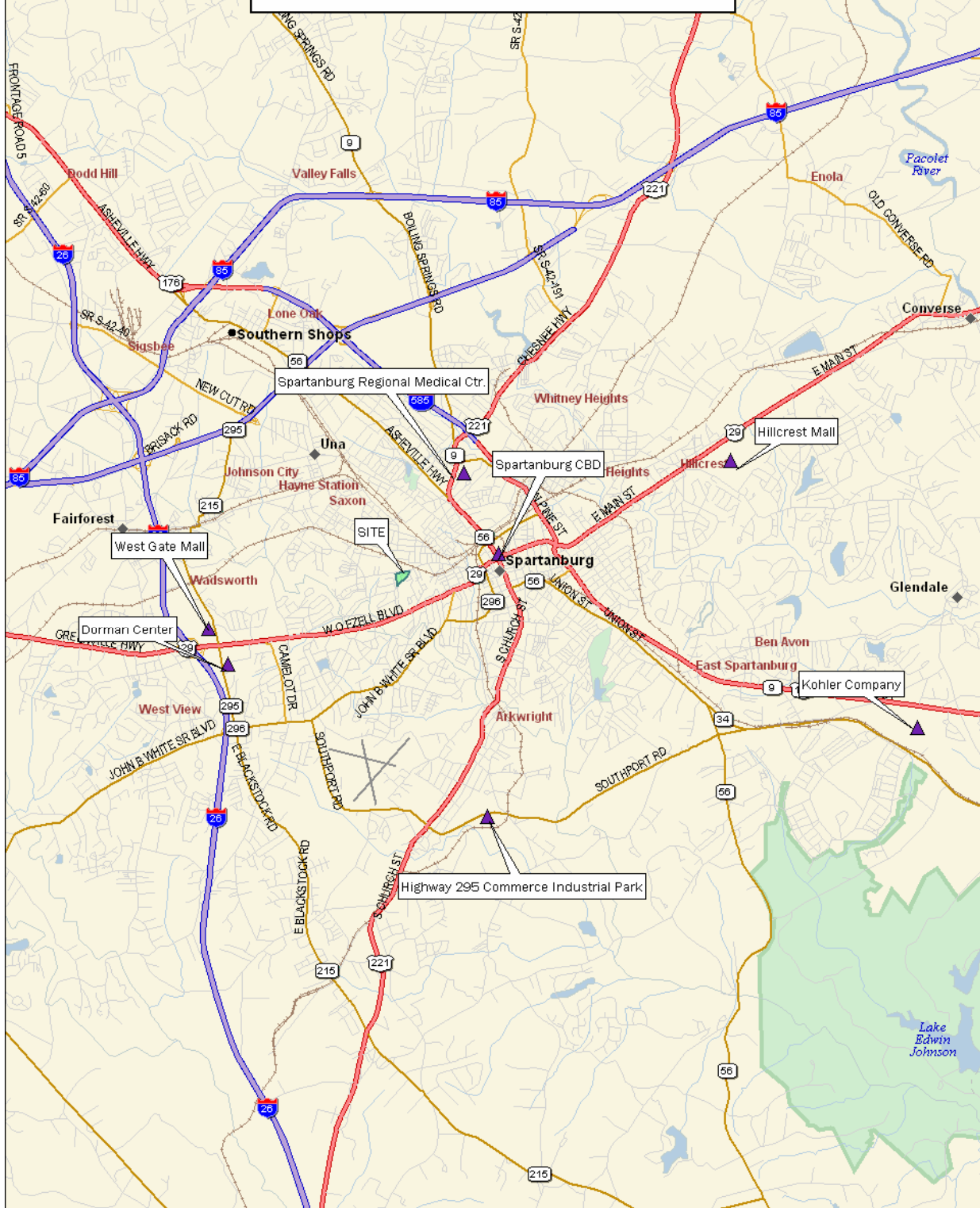
**FIGURE 2: EMPLOYMENT TRENDS,
SPARTANBURG COUNTY**



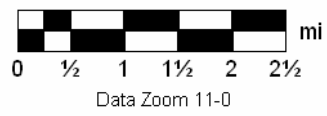
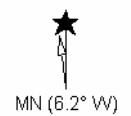
The two sets of data combined, workers and jobs, indicate an economic climate that has suffered some reversals in line with the national economic downturn and its aftermath. Overall job levels have decreased, and the unemployment rate has increased. The unemployment rate for the County is above state and national levels. At the same time, the worker base is somewhat larger than the job base, indicating use of job opportunities in adjacent counties, particularly Greenville County.

The map on the following page indicates the areas of employment concentration in the City with respect to the subject site.

Spartanburg Employment Centers



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Commuting patterns from the 2000 Census indicate that 92% of the Summer Place PMA workers, compared to 81.6% of the Spartanburg County workers, have jobs in the County of residence. An insignificant ratio of area employees (0.5%) work out of state.

The time that workers spend in commuting indicate that commuting to other areas from the City does occur, but that there are significant employment opportunities in proximity to the market area. Some 39.5% of the market area workers drive 15 minutes or less to work, and only 18.5% travel 30 minutes or more. The largest group travels between 15 and 19 minutes (19%). In Spartanburg County, the commuting statistics are slightly more spread out, with 26% traveling longer than 30 minutes, and 29.1% of the workers traveling less than 15 minutes to work. Commuting data and proportions are provided in Table 5.

TABLE 5 COMMUTING TRENDS SUMMER PLACE MARKET AREA 2000 (From Residence)				
	PRIMARY MARKET AREA		SPARTANBURG COUNTY	
Workers By Place Of Residence:				
Worked in County	12,296	91.9%	95,496	81.6%
Worked Outside County, In State	1,014	7.6%	19,388	16.6%
Worked Out of State	<u>72</u>	0.5%	<u>2,212</u>	1.9%
Total Workers	13,382		117,096	
Travel Time to Work:				
Less than 5 minutes	375	2.9%	2,778	2.4%
5 - 9 minutes	1,871	14.2%	11,703	10.2%
10 - 14 minutes	2,948	22.4%	18,932	16.5%
15 - 19 minutes	3,169	24.1%	22,832	19.9%
20 - 24 minutes	1,864	14.2%	20,350	17.7%
25 - 29 minutes	483	3.7%	8,389	7.3%
30 - 44 minutes	1,561	11.9%	20,337	17.7%
45 - 59 minutes	378	2.9%	4,983	4.3%
60 minutes or more	488	3.7%	4,496	3.9%
SOURCES: 2000 Census of Population, SF3				

CONCLUSIONS

Housing demand in the Summer Place PMA area is dependent on conditions in the broader Spartanburg County economy. There are no large employers in the immediate site vicinity, but many are nearby in the CBD and in the various industrial parks in the major transportation corridors. Public transportation is available from the site to concentrations of retail employment, including the CBD, East Main Street (Hillcrest Mall), and Westgate Mall and the Dorman Center on the west side of Spartanburg.

POPULATION AND HOUSEHOLDS

Population trends and projections, and particularly household formations, are the basic indicators of the need and demand for housing. Tables 5 through 10 provide indicators of the trends for population and household growth. For this market area, the Summer Place Market Area and Spartanburg County data are analyzed, supplemented by additional data on the City of Spartanburg where appropriate.

MARKET AREA DEMOGRAPHICS

For purposes of this analysis, data from the 2000 Census for the Summer Place Market Area are presented and compared to data from the 1990 Census. As previously noted, the estimates and projections are derived from HISTA tables using CLARITAS base data supplemented by Census estimates.

The population of the Summer Place Market Area experienced a moderate decrease between 1990 and 2000 (950 persons or -0.3% annually), similar to population loss experienced by the City as a whole. This trend is still negative, but has improved slightly since 2000. Based on projections, the PMA should see a loss of 225 persons in the population base during the forecast period.

The same data and projections show different trends in the general population in the County. The general population increased by nearly 27,000 persons during the 90's or 1.1% per year – considered average. The general population is expected to increase less rapidly - at about 0.9% - during the forecast period.

The population of the City of Spartanburg decreased by nearly 3,800 persons to 39,673 people during the 1990's, or around -0.9% per year. A further decrease to 37,650 persons is forecast.

TABLE 5
POPULATION TRENDS
SUMMER PLACE MARKET AREA
1990 - 2008

	<u>1990</u>	<u>2000</u>	<u>2005</u>	<u>2008</u>
City of Spartanburg	43,467	39,673	38,375	37,650
Spartanburg County	226,800	253,782	266,800	274,000
Summer Place Market Area	36,117	35,161	34,775	34,550
Total Population Change				
Summer Place Market Area				
Total Population Change	NUMBER		GROWTH RATE	
	<u>Total</u>	<u>Annual</u>	<u>Total</u>	<u>Annual</u>
1990 - 2000	-956	-96	-2.6%	-0.3%
2000 - 2005	-386	-77	-1.1%	-0.2%
2005 - 2008	-225	-75	-0.6%	-0.2%
Spartanburg County				
Total Population Change	NUMBER		GROWTH RATE	
	<u>Total</u>	<u>Annual</u>	<u>Total</u>	<u>Annual</u>
1990 - 2000	26,982	2,698	11.9%	1.1%
2000 - 2005	13,018	2,604	5.1%	1.0%
2005 - 2008	7,200	2,400	2.7%	0.9%
NOTES: 1. 2008 data are projections.				
2. Annual growth rates are compound rates, not averages.				
SOURCES: 1990 Census of Population				
2000 Census of Population, SF1				
2004 and 2005 Census Estimates				
Demographics USA 2005 - County Edition (Claritas)				

Mobility in the population confirms that a modest amount of in-migration has occurred, and that net migration trend corresponds to the moderate growth. Around 16.6% of the Summer Place Market Area and the Spartanburg County populations moved into the area within the five-year period prior to the 2000 Census.

The age distribution tables (Tables 6 and 7) detail the growth rates among the various population segments between 1990 and 2000. The data show declines in most age cohorts, except among the mature wage-earners and the older elderly – a result of population maturation. The change between 1990 and 2000 for the household formation

segment (18-34) indicated a loss of -10.8%, while the more mature segment of 35 to 54 year olds increased by 14%. The decrease in the number of elderly was highest in the 65-74 segment, with a loss of 604 persons, or -19.4%.

TABLE 6 POPULATION AGE DISTRIBUTION SUMMER PLACE MARKET AREA 1990 - 2000				
	<u>1990</u>	<u>2000</u>	<u>Change</u>	<u>Percent Change</u>
Less than 18 years	9,232	8,825	-407	-4.4%
Proportion	25.6%	25.1%		
18 - 34 years	10,452	9,322	-1,130	-10.8%
Proportion	28.9%	26.5%		
35 - 54 years	8,024	9,120	1,096	13.7%
Proportion	22.2%	25.9%		
55 - 64 years	3,086	2,899	-187	-6.1%
Proportion	8.5%	8.2%		
65 - 74 years	3,108	2,504	-604	-19.4%
Proportion	8.6%	7.1%		
75 years and over	2,215	2,491	276	12.5%
Proportion	6.1%	7.1%		
Total Population	36,117	35,161		
Sources: 1990 Census of Population 2000 Census of Population, SF1				

In the County, the young senior segment recorded an increase of 18.9%, and the mature wage earner segment showed a gain of 24.3%. The increase in the number of elderly was highest in the oldest age segment, while children recorded a gain of 12.6%. The 65 - 74 segment recorded loss of 212 persons, or -1.2%.

TABLE 7
POPULATION AGE DISTRIBUTION
SPARTANBURG COUNTY
1990 - 2000

	<u>1990</u>	<u>2000</u>	<u>Change</u>	<u>Percent Change</u>
Less than 18 years	55,867	62,901	7,034	12.6%
Proportion	24.6%	24.8%		
18 - 34 years	61,296	59,781	-1,515	-2.5%
Proportion	27.0%	23.6%		
35 - 54 years	60,487	75,160	14,673	24.3%
Proportion	26.7%	29.6%		
55 - 64 years	20,365	24,209	3,844	18.9%
Proportion	9.0%	9.5%		
65 - 74 years	17,333	17,121	-212	-1.2%
Proportion	7.6%	6.7%		
75 years and over	11,452	14,619	3,167	27.7%
Proportion	5.0%	5.8%		
Total Population	226,800	253,791		
Sources: 1990 Census of Population 2000 Census of Population, SF1				

HOUSEHOLDS

Household growth in the Summer Place Market Area was modest during the 90's, corresponding to a decrease in household size, which offset the moderate population loss. The number of households is projected to increase by 18 households annually in the forecast period, largely due to a continued decrease in household size and minor declines in population conditions.

In the County, the growth averaged 1.46% per year or around 13,200 households. The number of County households is projected to increase by 1,000 per year during the forecast period. See Table 8.

In almost every market, rural and urban, there has been a decline in the household size since 1960, due to a number of sociological factors. These include smaller families, fewer extended or three generation families, greater number of divorces and single parents, increased personal longevity yielding more elderly, one- and two-person households, etc. (By definition, the minimum household size is 1.0.) This has been true in both Spartanburg County and in the PMA, with a decrease in household size recorded between 1990 and 2000.

TABLE 8 HOUSEHOLD TRENDS SUMMER PLACE MARKET AREA 1990 - 2008					
	<u>Year</u>	<u>Population</u>	<u>In Group Quarters</u>	<u>Households</u>	<u>Persons Per Household</u>
Summer Place Market /	1990	36,117	2,061	13,335	2.55
	2000	35,161	2,523	13,425	2.43
	2005	34,775	2,700	13,495	2.38
	2008	34,550	2,750	13,550	2.35
Spartanburg County	1990	226,800	6,061	84,503	2.61
	2000	253,782	7,430	97,735	2.52
	2005	266,800	7,600	104,800	2.47
	2008	274,000	7,650	107,800	2.47
HOUSEHOLD TREND ANALYSIS - PRIMARY MARKET AREA					
	NUMBER		GROWTH RATE		
	<u>Total</u>	<u>Annual</u>	<u>Total</u>	<u>Annual</u>	
1990 - 2000	90	9	0.7%	0.1%	
2000 - 2005	70	14	0.5%	0.1%	
2005 - 2008	55	18	0.4%	0.1%	
NOTES: 1. 2008 data are projections.					
2. Annual growth rates are compound rates, not averages.					
SOURCES: 1990 Census of Population and Housing					
2000 Census of Population, SF1					
Demographics USA 2005 - County Edition (Claritas)					
Ribbon Demographics/CLARITAS HISTA data					

Tenure among households showed a slightly decreasing proportion of renters over the 90's for the Summer Place Market Area, from 52.4% in 1990 to 51.8% in 2000. The

ratios are projected to remain constant in the PMA at around 51.5% over the forecast period. The tenure ratios in the PMA reflect the concentration of rental projects in the urban Spartanburg area compared to Spartanburg County as a whole. Net renter household growth in this market is projected to be around only 28 units in the forecast period, all things being equal.

Different trends were apparent in Spartanburg County as a whole during the 90's, with a net increase in the number of renters, but a decline in the ratio from 30.2% to 28%. The ratio of renters in Spartanburg County is projected to continue to decrease during the forecast period, to just 27.6% of all households. See Table 9.

TABLE 9 HOUSEHOLDS BY TENURE SUMMER PLACE MARKET AREA 1990 - 2008					
Summer Place Market Area					
	<u>Households</u>	<u>Owner</u>	<u>Percent</u>	<u>Renter</u>	<u>Percent</u>
1990	13,335	6,345	47.6%	6,990	52.4%
2000	13,425	6,466	48.2%	6,959	51.8%
2005	13,495	6,545	48.5%	6,950	51.5%
2008	13,550	6,572	48.5%	6,978	51.5%
Spartanburg County					
	<u>Households</u>	<u>Owner</u>	<u>Percent</u>	<u>Renter</u>	<u>Percent</u>
1990	84,503	58,959	69.8%	25,544	30.2%
2000	97,735	70,339	72.0%	27,396	28.0%
2005	104,800	75,900	72.4%	28,900	27.6%
2008	107,800	78,101	72.4%	29,700	27.6%
SOURCES: 1990 Census of Population and Housing 2000 Census of Population, SF1 Ribbon Demographics/CLARITAS HISTA data					

Household size data from the 2000 Census provide an indication that the population in Spartanburg County varies slightly from national norms, but the Summer Place Market Area is generally typical – 8.4% of all County households and 9.3% of all Summer Place Market Area households have five people or more (10% is typical). The majority of the households are still in the more traditional sizes of two to four (66.8% in the County and 58.8% in the PMA), and around 24.8% of County and 25.3% of PMA households are persons living alone.

These proportions do vary somewhat with tenure. Again, in the market area, 54% of renters are in 2-4 person households, but 37% are persons living alone. In Spartanburg County, 35.1% of all renters live alone while 56% are in 2-4 person households. These PMA trends imply that a mix of one and two bedroom units would be the most appropriate for family units, but a few larger units are also needed to maintain balance in the mix.

TABLE 10
HOUSEHOLDS BY SIZE
SUMMER PLACE MARKET AREA
2000

Summer Place Market Area	<u>Owner-Occupied</u>			<u>Renter-Occupied</u>		
	<u>Number</u>	<u>Percent</u>	<u>Cumulative Percentage</u>	<u>Number</u>	<u>Percent</u>	<u>Cumulative Percentage</u>
Household Size						
One Person	1,734	26.8%	26.8%	2,546	36.6%	36.6%
Two Persons	2,265	35.0%	61.8%	1,780	25.6%	62.2%
Three Persons	1,118	17.3%	79.1%	1,176	16.9%	79.1%
Four Persons	750	11.6%	90.7%	809	11.6%	90.7%
Five Persons	372	5.8%	96.5%	359	5.2%	95.8%
Six Persons	140	2.2%	98.7%	154	2.2%	98.1%
Seven or More Persons	<u>87</u>	1.3%	100.0%	135	1.9%	100.0%
Total Households	6,466	100.0%		6,959	100.0%	
Spartanburg County	<u>Owner-Occupied</u>			<u>Renter-Occupied</u>		
	<u>Number</u>	<u>Percent</u>	<u>Cumulative Percentage</u>	<u>Number</u>	<u>Percent</u>	<u>Cumulative Percentage</u>
One Person	14,675	20.9%	20.9%	9,612	35.1%	35.1%
Two Persons	25,758	36.6%	57.5%	7,404	27.0%	62.1%
Three Persons	13,427	19.1%	76.6%	4,739	17.3%	79.4%
Four Persons	10,668	15.2%	91.7%	3,266	11.9%	91.3%
Five Persons	3,991	5.7%	97.4%	1,459	5.3%	96.7%
Six Persons	1,188	1.7%	99.1%	532	1.9%	98.6%
Seven or More Persons	<u>632</u>	<u>0.9%</u>	100.0%	<u>384</u>	<u>1.4%</u>	100.0%
Total Households	70,339	100.0%		27,396	100.0%	

SOURCE: 2000 Census of Population, SF1

Since it is expected that the 53 units at the proposed will be filled from the Spartanburg Housing Authority wait lists, the SHA provided a distribution of the households currently in public housing units and on the SHA waiting list. These data indicate that tenants at SHA projects tend to follow the PMA distribution – around 37% of the PMA renters

have 3 or more persons, and would likely be eligible for the proposed 3BR units, and 36.3% of the public housing tenants have 3 or more persons. To a certain extent, the household size distribution reflects what is available and occupied, and not necessarily what would be preferred by consumers. However, these data support the continued need for 3BR units.

INCOME

One of the first discriminating factors in residential analysis is income eligibility and affordability. The market study must distinguish between gross demand and effective demand - effective demand is represented by those households that can both qualify for and afford to rent the proposed low-income multi-family development. (For market-rate housing, the eligibility is unlimited, but affordability is nearly as an important a factor as in assisted housing.) In order to quantify this effective demand, the income distribution of the market area households must be analyzed.

Establishing the factor to identify which target households are eligible by income requires the definition of the limits of the affordable income range. Typically in LIHTC demand analysis, the upper limit is set using HUD limits for the LIHTC program, at 50% and/or 60% of the area median income adjusted for household size. This analysis converts household size into bedroom mix using maximum reasonable occupancies, given the household size distribution in Table 10. Therefore, a 1BR unit can accommodate three people, but the expected average is 1.5 persons; 2BR = 3 people; and 3BR = 4.5 people.

TABLE 11 LIHTC INCOME LIMITS AND MAXIMUM RENTS SPARTANBURG, SC MSA 2005							
Bedroom <u>Mix</u>	Average Household <u>Size</u>	Income <u>Limit</u>	<u>50% of AMI</u> Maximum <u>Rent</u>	Proposed <u>Rent</u>	Income <u>Limit</u>	<u>60% of AMI</u> Maximum <u>Rent</u>	Proposed <u>Rent</u>
3BR	4.5 persons	\$28,550	\$714	\$713	\$34,250	\$856	\$750
* NOTE: These rents are Contract Rents plus Utilities. All units would carry Project Based Subsidies so the effective rents are <u>limited to 30%</u> of the household's income.							
2005 Median Family Income			\$54,900				
HUD 2006 Fair Market Rents:			<u>0BR</u>	<u>1BR</u>	<u>2BR</u>	<u>3BR</u>	<u>4BR</u>
			\$462	\$478	\$558	\$702	\$723
SOURCES: U.S. Department of Housing and Urban Development.							

Note: The Fair Market Rents for all units are **lower** than the LIHTC maximum rents at both the 50 percent and 60 percent of median income levels. Further, the MSA designations have been changed since 2005, and the FMR's for the resulting Spartanburg MSA are lower than the 2005 FMR's; the proposed rents area also marginally higher. However, since all units will carry full subsidies, Voucher holders are not likely tenants, and in any case would only pay 30% of their income for rent.

LIHTC INCOME LIMITS AND TARGET INCOME RANGE

The affordability range, including both upper and lower income limits, is defined by the subject rents and general affordability standards. Lower limits in most cases are established by assuming that a family household can afford to pay **up to 35%** of its income for housing expenses, including utilities. The upper limit is established by program income limits and the SCSHFDA guidelines. However, in this case the lower limit would effectively be \$0; the upper limit remains as the LIHTC limit.

NOTE: The most recent Consumer Expenditure Survey (CEX, 2003) indicates that the average cost paid by all renter households is around 33.1% of gross income. However, the average cost paid by lower income households (households where the gross income [or the category "Income Before Taxes"] is less than \$28,600) is **47% of income**. For seniors, including homeowners, the average cost of housing is 42% of income. In very tight markets, some renters have paid in excess of 50% of their incomes for housing, but that limit tends to defeat the purpose of the LIHTC and other affordable housing programs.

In this case, the affordability range, particularly the upper limit, is defined by the program regulations. LIHTC program income limits adjusted for household size establishes the upper limit for tax credit units. In this case, the upper limit is equal to the LIHTC limit for 4.5-person households at the 50% AMI level for all units.

<u>Number of Units</u>	<u>Bedroom Size</u>	<u>Gross Rent</u>	<u>Minimum Income</u>	<u>Maximum Income</u>	<u>AMI</u>
36	3BR/2.5Ba	\$713	\$0	\$28,550	50%
14	3BR/2.5Ba	\$750	\$0	\$34,250	60%
3	3BR/2Ba	\$750	\$0	\$34,250	60%

Given the limitations of available data, and without regard to the overlap in the affordability ranges, the overall income range for units with subsidies is set at \$0 to \$28,550 at the 50% AMI level, and \$0 to \$34,250 at the 60% level. This analysis uses the income distributions for family households in the defined Market Area as the income standard, rather than the County as a whole.

Median household incomes among all households in the Summer Place Market Area are moderate with modest increases since 1999. The median income for all households was roughly \$31,800 in 1999 and \$23,850 for renters. These are projected to be \$33,400 for all households and only \$24,600 for renters in 2005. Base year estimates are used to reflect constant dollars between incomes and rents.

Even with the increases over recent years, there are a significant proportion of renter households who could not afford to pay market or LIHTC rents without project-based subsidies, but there is also a small proportion that needs affordable rents without subsidies. Nearly one in five of all households and $\frac{1}{4}$ of renter households fall in the target affordability segment at the 50% AMI level.

The SHA also provided income distributions for its tenants and for the waiting lists. Unlike the household size data, these income data show significant variance from the overall renter incomes. Less than 20% of all renters have incomes below \$10,000, but 57% of the public housing tenants earn less than \$10,000. Virtually by definition, all of the current tenants and qualified waiting list households would be eligible by income for the proposed units.

TABLE 12
HOUSEHOLD INCOME DISTRIBUTION
SUMMER PLACE MARKET AREA

1999				
Household Income Range	ALL HOUSEHOLDS		RENTER HOUSEHOLDS	
	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>
\$0 - 10,000	1,571	11.7%	1,294	18.6%
\$10,000 - 20,000	2,349	17.5%	1,580	22.7%
\$20,000 - 30,000	2,469	18.4%	1,573	22.6%
\$30,000 - 40,000	1,799	13.4%	1,009	14.5%
\$40,000 - 50,000	1,718	12.8%	668	9.6%
\$50,000 and over	<u>3,517</u>	26.2%	<u>835</u>	12.0%
TOTAL	13,425	100.0%	6,959	100.0%
Median	\$31,800		\$23,850	
2005				
Household Income Range	ALL HOUSEHOLDS		RENTER HOUSEHOLDS	
	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>
\$0 - 10,000	1,565	11.6%	1,286	18.5%
\$10,000 - 20,000	2,186	16.2%	1,536	22.1%
\$20,000 - 30,000	2,375	17.6%	1,529	22.0%
\$30,000 - 40,000	1,822	13.5%	1,015	14.6%
\$40,000 - 50,000	1,714	12.7%	667	9.6%
\$50,000 and over	<u>3,833</u>	28.4%	<u>917</u>	13.2%
TOTAL	13,495	100.0%	6,950	100.0%
Median	\$33,400		\$24,600	
Target Range				
\$0 - \$28,550 (50%)	5,782	42.8%	4,129	59.4%
\$0 - \$34,250 (60%)	6,901	51.1%	4,782	68.8%
SOURCES: 2000 Census of Population, SF3 Ribbon Demographics/CLARITAS HISTA data				

HOUSING SUPPLY ANALYSIS

This section of the study examines the existing multi-family housing supply and its ability to satisfy the needs of the household population segments identified in the prior section, based on data from the 2000 Census. Further, the competitive environment is explored to define general rental market conditions, focusing on affordable options. The most directly competitive units are examined in greater detail regarding vacancy and waiting lists, unit and project features, rent levels and subsidies.

For purposes of this analysis, seasonal or second homes are excluded; only year-round units are considered. For the Summer Place PMA this is insignificant, with only 35 such units, representing 0.2% of the total housing stock.

HOUSING STOCK CONDITION AND AFFORDABILITY

In 2000, there were 842 occupied units (6.3% of the occupied housing stock) that either lacked plumbing or were overcrowded, and therefore defined as substandard. Of these, 613 or 73% were renter occupied. **112 of these occupied units reflected units which lacked plumbing;** the balance were defined as overcrowded, which implies a need for at least some units with higher bedroom mix including 3BR units, particularly among family households. A substantial proportion for an urban area - (7.5%) or 1,138 units of the housing stock - were in mobile homes in 2000. Other factors yielding substandard or non-competitive conditions are not evaluated.

Rent overburden is a much more prevalent condition in the Spartanburg PMA. According to the 2000 Census, 31.5% of all renters in the PMA paid more than 35% of income for rent. Among the lower income segments, households with less than \$10,000 income, some 63.6% were rent over-burdened. In the \$0 - \$20,000 group, which most closely corresponds to the target segment for the proposed project, 56.7% were rent over-burdened.

COMPETITIVE ENVIRONMENT

As part of the analysis of the supply conditions in the Spartanburg Market Area, Waverly conducted a survey of comparable and competitive apartments in the area. The survey included ten program assisted projects with 836 units and six conventional projects with 1,185 units, for a total of 2,021 units. Waverly also conducted a similar survey in 2005, which provides some trend indications in the supply analysis as well.

Market conditions in rental housing in the Spartanburg area indicate several key factors, including the following:

- The survey included 16 rental projects comprising 2,021 units. Of the assisted properties four (496 units) were developed under the LIHTC program, one (150 units) is a fully subsidized HUD Section 8 project, and three are public housing. Two of the properties included in the survey are located outside of the defined PMA; Country Gardens Estates I & II which are new (2002 & 2003) LIHTC and West Winfield Acres, also LIHTC located closely outside of the defined PMA but comprising single family homes making it comparable to the subject. All of the conventional apartments are within the PMA.
- The public housing projects owned by the Spartanburg Housing Authority were identified, but given the age and condition of much of the inventory, only the three in proximity to, or new on the market, were included in the detailed survey. Data for the entire inventory is presented in aggregate format and the location of the three public housing sites used in the primary survey are noted on the apartment map.
- The most direct comparable to the proposed is the Tobias Hartwell rental units, located southeast of the downtown. This project has recently (2002) been completed, in much the same manner as the proposed – the removal of older projects and replacement by a mix of 2BR and 3BR units in a very attractive, low density duplex configuration. The 118 units are fully subsidized and maintain average occupancy of 97%, which is considered normal turnover. The units were very rapidly absorbed upon their introduction.
- All of the existing LIHTC projects are considered somewhat comparable to the subject based on unit mix, amenities, availability of subsidy and other factors, but none are directly comparable in all aspects. The three-bedroom units at Country Gardens Estates and West Winfield Acres are most comparable to the LIHTC units proposed, based on project age, amenities and features, but are not similar in location and particularly income targeting, since neither have significant project-based rental assistance. The fully subsidized units at Oakview and Barksdale, and the 10 public housing units at Country Gardens Estates I are considered comparable based on availability of subsidy, but age and condition of units at Oakview and Barksdale make those projects less-than-competitive with new units with modern features and amenities.
- Crescent Hill has full subsidies and a unit mix that includes 1BR, 2BR and 3BR units and is located in established residential areas in the PMA, and despite project age, the units could be considered alternatives to the subject.
- No apartments were advertised for rent in the Spartanburg Herald-Journal on Saturday, March 18, 2006, other than units at complexes reported elsewhere in this section:

- Current occupancy data was provided by all managers of assisted properties but only four of the six conventional properties provided vacancy with two complexes declining due to the management company's policy of not sharing information about occupancy, vacancy, turnover data or tenant information. A disinclination to respond to questions about occupancy frequently accompanies soft market conditions – when projects are less full, the managers do not want to talk about it. Most project managers reported high turnover over the past few months, a result of volatility in the job market, and also a higher number of defaults and “skips”, or households vacating without notice or payment.
- The extended vacancy rates, represented by 2nd and 4th quarter data from 2005 can only be demonstrated in the assisted projects and even then the managers could not verify the occupancy data that was obtained from the SCSHFDA web site. In the one property that could verify the 2nd and 4th quarter data (Hunt Club LIHTC TEB) the manager stated the SCSHFDA information was inaccurate and she was able to supply the correct numbers. Vacancy by type of project is shown below. It should be noted that there were no market rate properties reporting 2nd and 4th quarter information; therefore, no vacancy rate was calculated for the overall market.

Total Vacancy All Properties

	<u>2Q '05</u>	<u>4Q '05</u>	<u>Current</u>
Units Reporting Vacancies	NA	NA	1,460
Total Units Vacant	NA	NA	78
Vacancy Rate	NA	NA	5.34%
	Mkt. not reporting		(11 out of 16)

Assisted Vacancy

	<u>2Q '05</u>	<u>4Q '05</u>	<u>Current</u>
Units Reporting Vacancies	786	836	836
Total Units Vacant	30	43	40
Vacancy Rate	3.82%	5.14%	4.78%
	(9 out of 10)	(All 10)	(All 10)

Market Rate Vacancy

	<u>2Q '05</u>	<u>4Q '05</u>	<u>Current</u>
Units Reporting Vacancies	NA	NA	624
Total Units Vacant	NA	NA	38
Vacancy Rate	NA	NA	6.09%
	1 reporting	1 reporting	(4 out of 6)

- Country Garden Estates II was completed in October 2004, and at the time of the survey in 2005 had only leased 9 of the 50 units, an average absorption rate of 2 units per month. Management reported a consistent volume of calls, but applications are frequently not returned. The location of this project is considered somewhat remote, and since it is not on a bus route, requires personal transportation to access services. Further, there are limited recreational amenities, and rents are net of all utilities, such that tenants pay water and sewer in addition to electric and gas; and, although on the low end of the range for 3BR LIHTC units, are high compared to rents for 3BR units in older, but acceptable, conventional projects. From June 2005 to December 2005 the complex absorbed at an average of 4 units per month gaining and maintaining full occupancy since December, 2005 and both Phase I and II share a waiting list of 200+ applications.
- The most extensive waiting list other than Country Gardens is 40 applications at Crescent Hill which is fully subsidized. Spartanburg Housing Authority maintains one list for all properties and is reported to have 533 households on the list. Other projects report no waiting list.

- The unit and project amenities among the assisted projects in the Spartanburg PMA are typical of rental projects of their respective age; older properties have fewer amenities while newer LIHTC have more extensive amenities packages. All offer range and refrigerator, have cable hook-up, and air-conditioning (except Barksdale. Six have dishwashers and garbage disposals, 5 have washer-dryer hookups; and one offers a washer and dryer in the unit for an additional fee. Six have carpeting, 5 window treatments, and 7 have ceiling fans and/or a patio balcony. Storage (3 projects) is limited to small attached sheds on the back of the unit.

Project amenities are limited to laundry rooms (3 projects), community room or club house (4) and playgrounds (4). Hunt Club is the only property with a fitness center, swimming pool and tennis court. Eight have an on-site manager during the day with scheduled office hours.

- Unit amenities in the conventional projects include full appliance packages, air-conditioning, carpet, washer-dryer hookups in all units, window treatments, patio or balcony and cable access plus a variety other features.

Project amenities at all properties include full-time on-site managers, laundry rooms, and swimming pools; 3 have tennis courts, 5 a clubhouse or community rooms, 5 have playgrounds and fitness center. Other amenities are also available.

- The Spartanburg Housing Authority manages 1,184 public housing units on 14 sites, plus 38 single-family scattered site units (1,222 units total). Most of the public housing units are targeted to families, and most are older projects built prior to 1970. The former Phyllis Goins site has been demolished as part of the HOPE VI revitalization plan; Northside is undergoing renovation, and units at Tobias Hartwell were replaced as part of an earlier HOPE VI grant. Occupancy levels are generally high, despite age and condition of part of the inventory, and currently stand at around 96%, excluding units off-line for maintenance and renovation. The waiting list has over 533 applicants. A detailed breakdown of the public housing inventory by bedroom mix follows.

Spartanburg Public Housing Projects

Project	Studio	1BR	2BR	3BR	4BR	5NR	TOTAL
Hub City Courts	0	24	68	28	0	0	120
Woodworth Homes	0	10	36	44	8	2	100
Camp Croft	0	18	72	30	0	0	120
Cammie Claggett	0	16	30	58	38	8	150
Archibald Rutledge	90	60	0	0	0	0	150
Rutledge Village	30	18	2	0	0	0	50
Prince Hall	0	0	80	20	0	0	100
Leland/Spruce	0	8	42	8	0	0	58
Tobias Hartwell	0	0	78	40	0	0	118 *
Frank Gooch	0	36	0	0	0	0	36
Watson	0	4	10	10	4	0	28 *
Barksdale	0	0	8	26	10	0	44 *
Country Estates	0	0	2	6	2	0	10
Northside	8	36	36	14	6	0	100
Scattered Sites	<u>0</u>	<u>0</u>	<u>0</u>	<u>35</u>	<u>3</u>	<u>0</u>	<u>38</u>
	128	230	464	319	71	10	1,222
	10.5%	18.8%	38.0%	26.1%	5.8%	0.8%	

- The following is a list of projects currently under development by SHA as supplied by the Director:
 1. Summer Place, construction of 100 rental units will begin 9/06 and should be complete in 9 months.
 2. 78 rental units will begin 11/06 at Page Lake and will be completed 9 months later.
 3. Woodworth Homes was 100 units and 46 are being removed now; construction of 54 new units will begin Fall '06 and will be completed in 9 months; once complete, tenants from remaining older units will be moved to the new units and the remaining 54 original units are planned for demolition.

- There are no other approved or planned rental projects in the PMA at this time other than the ones being developed by the Housing Authority. The County Planning Office reported two new conventional projects either under construction or in planning, but both are well outside the PMA and the City.

- Administration of the Housing Choice Vouchers for both the City and County has recently been transferred to the Spartanburg Housing Authority. At this time, there are 1,599 vouchers allocated in the combined areas, with a waiting list of 408. 550 applications were received when the waiting list was opened for 6 hours

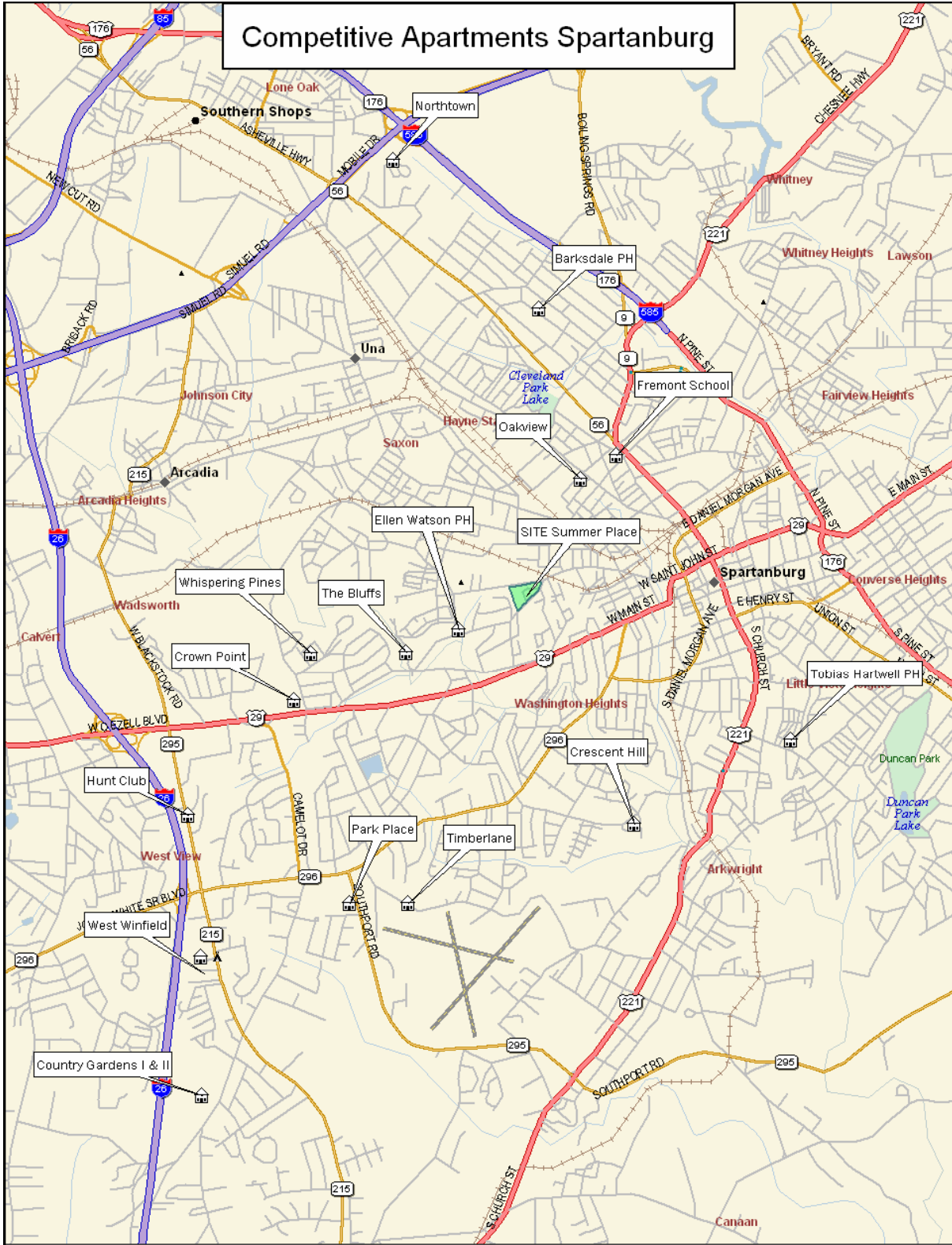
yesterday Thursday, April 6th, 2006. This was the first time that S8 was opened for 3 years.

- The for-sale market in Spartanburg and environs comprises a range of options, from older mill houses in the City of Spartanburg to large homes with acreage in the more rural parts of the County. Homes in all price ranges are offered, and vary with age, size, condition, and location of individual units. Both a local zoning administrator and a Spartanburg realtor interviewed in this analysis reported that local for-sale market activity was still very active (new sub-divisions “selling like hotcakes”, and “smoking” were the adjectives used). The average home sale price at this time is around \$134,000, which would entail a mortgage payment before taxes and maintenance of around \$700. Although the higher end properties lost some tenants to home-purchase options in the past year, the higher current interest rates and higher sales prices have nearly eliminated the price advantage for purchasers.
- Based on the data from the survey of the Spartanburg rental market, it is estimated that the fully subsidized units in the proposed project are unlikely to have any impact on the existing apartment market in the short and medium term. The SHA is unable to provide sufficient housing for its waiting list, and the subject units will be among the most attractive in the system. The scale of the proposed compared to the overall subsidized rentals suggests that the impact on would be limited to normal turnover associated with a new project introduction, and that such turnover vacancies will likely be re-filled quickly.

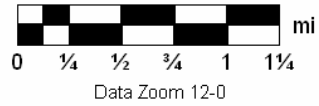
It is emphasized that local managers and realtors provide the individual project information voluntarily. In some cases, the managers are unwilling or unable to provide complete information, or may inadvertently provide incorrect information. Despite these potential problems, the compilation and synthesis of the status of the comparables is considered to provide the best indication of the competitive position of the subject project.

A map indicating project locations is provided on the following page, followed by summary tables reflecting apartment project details. Each project is then discussed individually, and photographs of the local complexes are included.

Competitive Apartments Spartanburg



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**COMPETITIVE APARTMENTS - ASSISTED
Spartanburg SC**

Apartment Complex		Built	Total	Bedroom Size				WL	Program
				Studio	1 BR	2 BR	3 BR		
Summer Place	SUBJECT		50				53		LIHTC
700 Vanderbilt Rd.	Rent						1,274-1,452		50/60% AMI
Spartanburg, SC	SF						\$540-577		
	Rent/SF						\$0.40-0.42		
Country Gardens I		2002	50		10	30	10	200+	LIHTC
1124 Old Anderson Mill Rd.	Rent				\$382/485	\$454/576	\$507/650		50/60% AMI
Moore, SC	SF				907	1,158-1,184	1,272-1,276		Public Housing
(864) 574-0072	Rent/SF				\$0.42/0.53	\$0.39/0.49	\$0.40/0.51		(10 units)
Country Gardens II		2004	50				50	Shares with	LIHTC
1124 Old Anderson Mill Rd.	Rent						\$648	Phase I	60% AMI
Moore, SC	SF						1,276		
(864) 574-0072	Rent/SF						\$0.51		
Fremont School		2003	46	10	22	14		2 on 2BR	LIHTC
600 Magnolia St.	Rent	Adaptive		\$385/415	\$450/500	\$545/575		Apps	50/60% AMI
Spartanburg, SC	SF	Reuse		484	747	952			
(864) 585-1486	Rent/SF			\$0.80/0.86	\$0.60/0.67	\$0.57/0.60			
Hunt Club		1986	204		76	48	80	None	LIHTC TEB
1000 Hunt Club Lane	Rent				\$499-589	\$529-539	\$569-679		Market Rate
Spartanburg, SC	SF				694-826	840-904	928-1,048		
(864) 576-0928	Rent/SF				\$0.71-0.72	\$0.60-0.63	\$0.62-0.65		
Oakview		1950	106			106		None	LIHTC
650 Howard St.	Rent	Rehab				BOI			HUD
Spartanburg, SC	SF	1991				850			Section 8
(864) 583-7963	Rent/SF					NA			
West Winfield Acres		1999	40				40	None	LIHTC
1824 Tamara Way	Rent						\$584/710/725		
Spartanburg, SC	SF						1,260		
(864) 574-7481	Rent/SF						\$0.46-0.58		
Crescent Hill		1971	150			36	78	36	40
108 Pine Needle Dr.	Rent	Rehab				BOI	BOI	BOI	Apps
Spartanburg, SC	SF	2001				871	1,039	1,108	Section 8
(864) 582-7877	Rent/SF					NA	NA	NA	
Louvenia Barksdale		1982	44			8	26	10	533
350 Pierpont Ave.,	Rent					BOI	BOI	BOI	PH list
Spartanburg, SC	SF					NA	NA	NA	
(864) 598-6012	Rent/SF					NA	NA	NA	
Tobias Hartwell		2002	118			78	40	533	Public Housing
Various Addresses	Rent					BOI	BOI	PH list	
Spartanburg, SC	SF					NA	NA		
(864) 598-6012	Rent/SF					NA	NA		
Ellen Watson		1982	28		4	10	10	4	533
100 Vanderbilt Lane	Rent				BOI	BOI	BOI	BOI	PH list
Spartanburg, SC	SF				NA	NA	NA	NA	
(864) 598-6012	Rent/SF				NA	NA	NA	NA	
Total Units			836	10	112	330	334	50	
Proportion				1.20%	13.40%	39.47%	39.95%	5.98%	

**COMPETITIVE APARTMENTS - ASSISTED
Spartanburg, SC**

Apartment Complex	Vacant Units			WL	Program
	2Q '05	4Q '05	Current		
Summer Place 700 Vanderbilt Rd. Spartanburg, SC					LIHTC 50/60% AMI
Country Gardens I 1124 Old Anderson Mill Rd. Moore, SC (864) 574-0072	3	1	0	200+	LIHTC 50/60% AMI Public Housing (10 units)
Country Gardens II 1124 Old Anderson Mill Rd. Moore, SC (864) 574-0072	28*	0	0	Shares with Phase I	LIHTC 60% AMI
Fremont School 600 Magnolia St. Spartanburg, SC (864) 585-1486	0	8	4	2 on 2BR Apps	LIHTC 50/60% AMI
Hunt Club 1000 Hunt Club Lane Spartanburg, SC (864) 576-0928	6	21	19	None	LIHTC TEB Market Rate
Oakview 650 Howard St. Spartanburg, SC (864) 583-7963	8	2	6	None	LIHTC HUD Section 8
West Winfield Acres 1824 Tamara Way Spartanburg, SC (864) 574-7481	0	2	4	None	LIHTC
Crescent Hill 108 Pine Needle Dr. Spartanburg, SC (864) 582-7877	5	4	0	40 Apps	HUD Section 8
Louvenia Barksdale 350 Pierpont Ave., Spartanburg, SC (864) 598-6012	1	2	2	533 PH list	Public Housing
Tobias Hartwell Various Addresses Spartanburg, SC (864) 598-6012	6	1	4	533 PH list	Public Housing
Ellen Watson 100 Vanderbilt Lane Spartanburg, SC (864) 598-6012	1	2	1	533 PH list	Public Housing
Units Reporting Vacancies	786	836	836		
Total Units Vacant	30	43	40		
Vacancy Rate	3.82%	5.14%	4.78%		

Complex: Country Gardens Estates I
Address: 1124 Old Anderson Mill Rd, Moore
Phone Number: (864) 574-0072

Interview Date: March 17, 2006
Contact: Crystal Williams
Position/Title: Manager

Development Program: LIHTC 50/60%
Rent Subsidy/Type: Public Housing
Subsidized Units: 10 units
Housing Choice Vouchers: 27 vouchers in use

Date Built: 2002
Style of Apt.: 1 & 2 story Townhouse
Condition: Excellent
Age Restricted: None

<u>Unit Size/Bath</u>	<u>Units</u>	<u>50/60% AMI</u>	<u>Square Footage</u>	<u>Rent/SF</u>	<u>UA</u>	<u>Vacant</u>	<u>WL</u>
1BR/ 1Ba	10	\$382/\$485	907	\$0.42-0.53	\$132	0	22
2BR/ 2Ba	30	\$454/\$576	1,158-1,184	\$0.39-0.49	\$165	0	126
3BR/ 2Ba	10	\$507/\$650	1,272-1,276	\$0.40-0.51	\$203	0	55
Total:	50					Total: 0	203

Occupancy End of 2nd Qtr. '05: 94% * SCSHFDA **Current Occupancy:** 100%
Occupancy End of 4th Qtr. '05: 98% * SCSHFDA **Average Annual Occupancy:** 96%

Typical Turnover: Less than 10 per year **Security Deposit:** \$200 up to 1 month's rent
Days Unit Vacant: 5 days to clean bx tenants **Application Fee:** 35 + \$10 per adult
Initial Absorption: Not available **Pet Policy/Fees:** \$250 NRF

Unit Amenities:

- | | | | | |
|---|--|---|--|---|
| <input checked="" type="checkbox"/> Refrigerator | <input checked="" type="checkbox"/> Cable ready | <input type="checkbox"/> Fireplace | Utl. Included: | Heating Fuel: |
| <input checked="" type="checkbox"/> Stove | <input checked="" type="checkbox"/> Internet ready | <input type="checkbox"/> Ceiling fans | <input type="checkbox"/> All | <input checked="" type="checkbox"/> Gas |
| <input checked="" type="checkbox"/> Dishwasher | Flooring | <input checked="" type="checkbox"/> Patio/Balcony | <input checked="" type="checkbox"/> None | <input type="checkbox"/> Electric |
| <input checked="" type="checkbox"/> Disposal | <input checked="" type="checkbox"/> Carpet | <input checked="" type="checkbox"/> Storage | <input type="checkbox"/> Cold Water | <input type="checkbox"/> Oil |
| <input type="checkbox"/> Microwave | <input type="checkbox"/> Hardwood | <input type="checkbox"/> Vaulted Ceilings | <input type="checkbox"/> Sewer | Air Conditioning: |
| <input type="checkbox"/> Washer & Dryer | <input checked="" type="checkbox"/> Vinyl/tile | <input checked="" type="checkbox"/> Walk-in Closets | <input type="checkbox"/> Trash | <input checked="" type="checkbox"/> Central |
| <input checked="" type="checkbox"/> W/ D Hook-ups | Windows | (S) Select Units | <input type="checkbox"/> Heat | <input type="checkbox"/> Wall/window |
| <input type="checkbox"/> Fire Sprinklers | <input type="checkbox"/> Shades | (\$) Additional Fee | <input type="checkbox"/> Hot water | <input type="checkbox"/> Tenant Provides |
| <input type="checkbox"/> Security Alarms | <input checked="" type="checkbox"/> Miniblinds | | <input type="checkbox"/> Gas | |
| <input type="checkbox"/> Emergency Call | <input type="checkbox"/> Verticals | | | |

Project Amenities:

- | | | | | |
|--|--|--|--|--|
| <input checked="" type="checkbox"/> On-site Mgt. | <input type="checkbox"/> Clubhouse | <input type="checkbox"/> Swimming Pool | <input type="checkbox"/> Car Wash Area | <input type="checkbox"/> Sports Court |
| <input type="checkbox"/> Laundry Room | <input checked="" type="checkbox"/> Community Room | <input type="checkbox"/> Tennis Courts | <input type="checkbox"/> Garage/Carport | <input type="checkbox"/> Jacuzzi/Spa |
| <input type="checkbox"/> Security Intercom/Gated | <input type="checkbox"/> Business Center | <input type="checkbox"/> Playground | <input checked="" type="checkbox"/> Volleyball | <input type="checkbox"/> Picnic/Grill Area |
| <input type="checkbox"/> Elevators | <input type="checkbox"/> Fitness Center | <input type="checkbox"/> Trails | <input checked="" type="checkbox"/> Basketball | <input type="checkbox"/> Mini-storage |

Premium Fees: None

Additional Information: *Manager could not verify 2nd and 4th quarter occupancy.
 Tenants are primarily single head of household with children from Spartanburg and Greenville.
 Greenville and Spartanburg. The waiting list has not been purged in over a year.

Complex: Country Gardens Estates II **Interview Date:** March 17, 2006
Address: 1124 Old Anderson Mill Rd, Moore **Contact:** Crystal Williams
Phone Number: (864) 574-0072 **Position/Title:** Manager

Development Program: LIHTC **Date Built:** 2004
Rent Subsidy/Type: None **Style of Apt.:** 2 story townhouse
Subsidized Units: None **Condition:** Excellent
Housing Choice Vouchers: 18 vouchers in use **Age Restricted:** None

<u>Unit Size/Bath</u>	<u>Units</u>	<u>60% AMI Rent</u>	<u>Square Footage</u>	<u>Rent/SF</u>	<u>UA</u>	<u>Vacant</u>	<u>WL</u>
3BR/ 2Ba	50	\$648	1,276	\$0.51	\$203	0	0
Total:	50				Total:	0	200+

Occupancy End of 2nd Qtr. '05: 44% * SCSHFDA **Current Occupancy:** 100%
Occupancy End of 4th Qtr. '05: 100% * SCSHFDA **Average Annual Occupancy:** 96-100%

Typical Turnover: Six per year **Security Deposit:** \$200 up to 1 month's rent
Days Unit Vacant: 5 days, cleaning time **Application Fee:** 35 + \$10 per adult
Initial Absorption: Over a year **Pet Policy/Fees:** \$250 NRF

Unit Amenities:

- | | | | | |
|---|--|---|--|---|
| <input checked="" type="checkbox"/> Refrigerator | <input checked="" type="checkbox"/> Cable ready | <input type="checkbox"/> Fireplace | Utl. Included: | Heating Fuel: |
| <input checked="" type="checkbox"/> Stove | <input checked="" type="checkbox"/> Internet ready | <input type="checkbox"/> Ceiling fans | <input type="checkbox"/> All | <input checked="" type="checkbox"/> Gas |
| <input checked="" type="checkbox"/> Dishwasher | Flooring | <input checked="" type="checkbox"/> Patio/Balcony | <input checked="" type="checkbox"/> None | <input type="checkbox"/> Electric |
| <input checked="" type="checkbox"/> Disposal | <input checked="" type="checkbox"/> Carpet | <input type="checkbox"/> Storage | <input type="checkbox"/> Cold Water | <input type="checkbox"/> Oil |
| <input type="checkbox"/> Microwave | <input type="checkbox"/> Hardwood | <input type="checkbox"/> Vaulted Ceilings | <input type="checkbox"/> Sewer | Air Conditioning: |
| <input type="checkbox"/> Washer & Dryer | <input checked="" type="checkbox"/> Vinyl/tile | <input checked="" type="checkbox"/> Walk-in Closets | <input type="checkbox"/> Trash | <input checked="" type="checkbox"/> Central |
| <input checked="" type="checkbox"/> W/ D Hook-ups | Windows | (S) Select Units | <input type="checkbox"/> Heat | <input type="checkbox"/> Wall/window |
| <input type="checkbox"/> Fire Sprinklers | <input type="checkbox"/> Shades | (\$) Additional Fee | <input type="checkbox"/> Hot water | <input type="checkbox"/> Tenant Provides |
| <input type="checkbox"/> Security Alarms | <input checked="" type="checkbox"/> Miniblinds | | <input type="checkbox"/> Gas | |
| <input type="checkbox"/> Emergency Call | <input type="checkbox"/> Verticals | | | |

Project Amenities:

- | | | | | |
|--|--|--|--|--|
| <input checked="" type="checkbox"/> On-site Mgt. | <input type="checkbox"/> Clubhouse | <input type="checkbox"/> Swimming Pool | <input type="checkbox"/> Car Wash Area | <input type="checkbox"/> Sports Court |
| <input type="checkbox"/> Laundry Room | <input checked="" type="checkbox"/> Community Room | <input type="checkbox"/> Tennis Courts | <input type="checkbox"/> Garage/Carport | <input type="checkbox"/> Jacuzzi/Spa |
| <input type="checkbox"/> Security Intercom/Gated | <input type="checkbox"/> Business Center | <input type="checkbox"/> Playground | <input checked="" type="checkbox"/> Volleyball | <input type="checkbox"/> Picnic/Grill Area |
| <input type="checkbox"/> Elevators | <input type="checkbox"/> Fitness Center | <input type="checkbox"/> Trails | <input checked="" type="checkbox"/> Basketball | <input type="checkbox"/> Mini-storage |

Premium Fees: None

Additional Information: *Manager could not verify 2nd and 4th quarter occupancy.
Tenants are primarily single head of household with children from Spartanburg and Greenville.
Greenville and Spartanburg. The waiting list has not been purged in over a year.
Very slow absorption (<2 units/month) but now staying full with a long waiting list.



Country Gardens Estates I Apartments



Country Gardens Estates II Apartments

Complex: Fremont School Apartments
Address: 600 Magnolia Street
Phone Number: (864) 585-1486

Interview Date: March 21, 2006
Contact: Tabitha
Position/Title: New Manager

Development Program: LIHTC
Rent Subsidy/Type: None
Subsidized Units: None
Housing Choice Vouchers: 2 vouchers in use

Date Built: 2003 Adaptive re-use
Style of Apt.: Renovated school
Condition: Average
Age Restricted: None

<u>Unit Size/Bath</u>	<u>Units</u>	<u>50/60% AMI</u>	<u>Square Footage</u>	<u>Rent/SF</u>	<u>UA</u>	<u>Vacant</u>	<u>WL</u>
OBR/ 1Ba	10	\$385/\$415	484	\$0.80/0.86	\$0	2	0
1BR/ 1Ba	22	\$450/\$500	747	\$0.60/0.67	\$0	1	2
2BR/ 1Ba	14	\$545/\$575	952	\$0.57/0.60	\$0	1	0
Total:	46					Total: 4	2

Occupancy End of 2nd Qtr. '05: 100% * SCSHFDA **Current Occupancy:** 91%
Occupancy End of 4th Qtr. '05: 83% * SCSHFDA **Average Annual Occupancy:** 90%

Typical Turnover: Average 2 per month **Security Deposit:** \$200
Days Unit Vacant: Less than one month **Application Fee:** \$25
Initial Absorption: "Hard to say" **Pet Policy/Fees:** No pets

Unit Amenities:

- | | | | | |
|--|---|--|---|--|
| <input checked="" type="checkbox"/> Refrigerator | <input checked="" type="checkbox"/> Cable ready | <input type="checkbox"/> Fireplace | Utl. Included: | Heating Fuel: |
| <input checked="" type="checkbox"/> Stove | <input type="checkbox"/> Internet ready | <input checked="" type="checkbox"/> Ceiling fans | <input checked="" type="checkbox"/> All | <input type="checkbox"/> Gas |
| <input checked="" type="checkbox"/> Dishwasher | Flooring | <input type="checkbox"/> Patio/Balcony | <input type="checkbox"/> None | <input checked="" type="checkbox"/> Electric |
| <input checked="" type="checkbox"/> Disposal | <input checked="" type="checkbox"/> Carpet | <input type="checkbox"/> Storage | <input type="checkbox"/> Cold Water | <input type="checkbox"/> Oil |
| <input checked="" type="checkbox"/> Microwave | <input type="checkbox"/> Hardwood | <input type="checkbox"/> Vaulted Ceilings | <input type="checkbox"/> Sewer | Air Conditioning: |
| <input type="checkbox"/> Washer & Dryer | <input checked="" type="checkbox"/> Vinyl/tile | <input type="checkbox"/> Walk-in Closets | <input type="checkbox"/> Trash | <input checked="" type="checkbox"/> Central |
| <input type="checkbox"/> W/ D Hook-ups | Windows | (S) Select Units | <input type="checkbox"/> Heat | <input type="checkbox"/> Wall/window |
| <input type="checkbox"/> Fire Sprinklers | <input type="checkbox"/> Shades | (\$) Additional Fee | <input type="checkbox"/> Hot water | <input type="checkbox"/> Tenant Provides |
| <input type="checkbox"/> Security Alarms | <input checked="" type="checkbox"/> Miniblinds | | <input type="checkbox"/> Gas | |
| <input type="checkbox"/> Emergency Call | <input type="checkbox"/> Verticals | | | |

Project Amenities:

- | | | | | |
|--|--|--|---|---|
| <input checked="" type="checkbox"/> On-site Mgt. | <input type="checkbox"/> Clubhouse | <input type="checkbox"/> Swimming Pool | <input type="checkbox"/> Car Wash Area | <input type="checkbox"/> Sports Court |
| <input checked="" type="checkbox"/> Laundry Room | <input type="checkbox"/> Community Room | <input type="checkbox"/> Tennis Courts | <input type="checkbox"/> Garage/Carport | <input type="checkbox"/> Jacuzzi/Spa |
| <input type="checkbox"/> Security Intercom/Gated | <input type="checkbox"/> Business Center | <input checked="" type="checkbox"/> Playground | <input type="checkbox"/> Volleyball | <input checked="" type="checkbox"/> Picnic/Grill Area |
| <input type="checkbox"/> Elevators | <input type="checkbox"/> Fitness Center | <input type="checkbox"/> Trails | <input type="checkbox"/> Basketball | <input type="checkbox"/> Mini-storage |

Premium Fees: None

Additional Information: *Manager could not verify 2nd and 4th quarter occupancy. Most tenants are seniors from the Spartanburg/Greenville area. Most are on public assistance.

Complex: Hunt Club Apartments **Interview Date:** March 27, 2006
Address: 1000 Hunt Club Lane, Spartanburg **Contact:** Janice Vinson
Phone Number: (864) 576-0928 **Position/Title:** Manager
Development Program: Conventional/ TEB **Date Built:** 1986
Rent Subsidy/Type: None **Style of Apt.:** 2 story garden
Subsidized Units: None **Condition:** Average
Housing Choice Vouchers: Accept # not available **Age Restricted:** Family

Unit Size/Bath	Units	Rent	Square Footage	Rent/SF	UA	Vacant	WL
1BR/ 1Ba	72	\$499	694	\$0.72	\$122	2	0
1BR/ 1Ba Den	4	\$589	826	\$0.71	\$122	0	0
2BR/ 1Ba	24	\$529	840	\$0.63	\$153	2	0
2BR/ 1Ba	24	\$539	901	\$0.60	\$153	1	0
2BR/ 2Ba	76	\$569	928	\$0.61	\$153	14	0
2BR/ 2Ba	4	\$679	1,048	\$0.65	\$153	0	0
Total: 204					Total: 19 0		

Occupancy End of 2nd Qtr. '05: 97% **Current Occupancy:** 91%
Occupancy End of 4th Qtr. '05: 87% **Average Annual Occupancy:** 90-92%

Typical Turnover: 8 to 10 per year **Security Deposit:** \$150
Days Unit Vacant: Over a couple of months **Application Fee:** \$25 administration fee
Initial Absorption: Not available **Pet Policy/Fees:** \$150 SD

Unit Amenities:

- | | | | | |
|--|---|---|--|--|
| <input checked="" type="checkbox"/> Refrigerator | <input checked="" type="checkbox"/> Cable ready | <input type="checkbox"/> Ceiling fans | Utl. Included: | Heating Fuel: |
| <input checked="" type="checkbox"/> Stove | <input type="checkbox"/> Internet ready | <input type="checkbox"/> Fireplace | <input type="checkbox"/> All | <input type="checkbox"/> Gas |
| <input type="checkbox"/> Dishwasher | Flooring | | <input type="checkbox"/> None | <input checked="" type="checkbox"/> Electric |
| <input type="checkbox"/> Disposal | <input checked="" type="checkbox"/> Carpet | <input type="checkbox"/> Patio/Balcony | <input checked="" type="checkbox"/> Cold Water | <input type="checkbox"/> Oil |
| <input type="checkbox"/> Microwave | <input type="checkbox"/> Hardwood | <input type="checkbox"/> Storage | <input checked="" type="checkbox"/> Sewer | Air Conditioning: |
| <input type="checkbox"/> Washer & Dryer | <input checked="" type="checkbox"/> Vinyl/tile | <input type="checkbox"/> Vaulted Ceilings | <input checked="" type="checkbox"/> Trash | <input checked="" type="checkbox"/> Central |
| <input type="checkbox"/> W/ D Hook-ups | Windows | | <input type="checkbox"/> Heat | <input type="checkbox"/> Wall/window |
| <input type="checkbox"/> Fire Sprinklers | <input type="checkbox"/> Shades | (S) Select Units | <input type="checkbox"/> Hot water | <input type="checkbox"/> Tenant Provides |
| <input type="checkbox"/> Security Alarms | <input checked="" type="checkbox"/> Miniblinds | (\$) Additional Fee | <input type="checkbox"/> Gas | |
| <input type="checkbox"/> Emergency Call | <input type="checkbox"/> Verticals | | | |

Project Amenities:

- | | | | | |
|--|--|---|---|--|
| <input checked="" type="checkbox"/> On-site Mgt. | <input type="checkbox"/> Clubhouse | <input checked="" type="checkbox"/> Swimming Pool | <input type="checkbox"/> Car Wash Area | <input type="checkbox"/> Sports Court |
| <input checked="" type="checkbox"/> Laundry Room | <input type="checkbox"/> Community Room | <input checked="" type="checkbox"/> Tennis Courts | <input type="checkbox"/> Garage/Carport | <input type="checkbox"/> Jacuzzi/Spa |
| <input type="checkbox"/> Security Intercom/Gated | <input type="checkbox"/> Business Center | <input checked="" type="checkbox"/> Playground | <input type="checkbox"/> Volleyball | <input type="checkbox"/> Picnic/Grill Area |
| <input type="checkbox"/> Elevators | <input type="checkbox"/> Fitness Center | <input type="checkbox"/> Trails | <input type="checkbox"/> Basketball | <input type="checkbox"/> Mini-storage |

Premium Fees: None

Additional Information: Manager stated the occupancy numbers on the SCSHFDA site were incorrect.

are single head of household, many work but have low paying jobs. Turnover is due to job transfers and tenants moving to rental homes.

Move-In Specials: Reduced rents for 10 to 15 month leases.



Fremont School Apartments



Hunt Club Apartments

Complex: Oakview Apartments
Address: 650 Howard Street
Phone Number: (864) 583-7963

Interview Date: March 17, 2006
Contact: Rita Chapman
Position/Title: Manager

Development Program: LIHTC, HUD Mod Rehab
Rent Subsidy/Type: HUD Section 8
Subsidized Units: 100% subsidized
Housing Choice Vouchers: None

Date Built: 1950, Rehab 1991
Style of Apt.: 2 story, garden
Condition: Average to poor
Age Restricted: None

<u>Unit Size/Bath</u>	<u>Units</u>	<u>Rent</u>	<u>Square Footage</u>	<u>Rent/SF</u>	<u>UA</u>	<u>Vacant</u>	<u>WL</u>
2BR/ 2Ba	106	BOI	850	NA	\$104	6	0
Total:						106	6
						0	0

Occupancy End of 2nd Qtr. '05: 92% * SCSHFDA **Current Occupancy:** 94%
Occupancy End of 4th Qtr. '05: 98% * SCSHFDA **Average Annual Occupancy:** 95-96%

Typical Turnover: 5 to 10 per month **Security Deposit:** \$50 - \$150
Days Unit Vacant: 30 days or more **Application Fee:** None
Initial Absorption: Not available **Pet Policy/Fees:** No pets allowed

Unit Amenities:

- | | | | | |
|--|---|---|--|---|
| <input checked="" type="checkbox"/> Refrigerator | <input checked="" type="checkbox"/> Cable ready | <input type="checkbox"/> Ceiling fans | Utl. Included: | Heating Fuel: |
| <input checked="" type="checkbox"/> Stove | <input type="checkbox"/> Internet ready | <input type="checkbox"/> Fireplace | <input type="checkbox"/> All | <input checked="" type="checkbox"/> Gas |
| <input type="checkbox"/> Dishwasher | Flooring | <input type="checkbox"/> Patio/Balcony | <input type="checkbox"/> None | <input type="checkbox"/> Electric |
| <input type="checkbox"/> Disposal | <input type="checkbox"/> Carpet | <input type="checkbox"/> Storage | <input checked="" type="checkbox"/> Cold Water | <input type="checkbox"/> Oil |
| <input type="checkbox"/> Microwave | <input type="checkbox"/> Hardwood | <input type="checkbox"/> Vaulted Ceilings | <input checked="" type="checkbox"/> Sewer | Air Conditioning: |
| <input type="checkbox"/> Washer & Dryer | <input checked="" type="checkbox"/> Vinyl/tile | <input type="checkbox"/> Walk-in Closets | <input checked="" type="checkbox"/> Trash | <input checked="" type="checkbox"/> Central |
| <input type="checkbox"/> W/ D Hook-ups | Windows | (S) Select Units | <input type="checkbox"/> Heat | <input type="checkbox"/> Wall/window |
| <input type="checkbox"/> Fire Sprinklers | <input type="checkbox"/> Shades | (\$) Additional Fee | <input type="checkbox"/> Hot water | <input type="checkbox"/> Tenant Provides |
| <input type="checkbox"/> Security Alarms | <input checked="" type="checkbox"/> Miniblinds | | <input type="checkbox"/> Gas | |
| <input type="checkbox"/> Emergency Call | <input type="checkbox"/> Verticals | | | |

Project Amenities:

- | | | | | |
|--|--|--|---|--|
| <input checked="" type="checkbox"/> On-site Mgt. | <input type="checkbox"/> Clubhouse | <input type="checkbox"/> Swimming Pool | <input type="checkbox"/> Car Wash Area | <input type="checkbox"/> Sports Court |
| <input checked="" type="checkbox"/> Laundry Room | <input type="checkbox"/> Community Room | <input type="checkbox"/> Tennis Courts | <input type="checkbox"/> Garage/Carport | <input type="checkbox"/> Jacuzzi/Spa |
| <input type="checkbox"/> Security Intercom/Gated | <input type="checkbox"/> Business Center | <input checked="" type="checkbox"/> Playground | <input type="checkbox"/> Volleyball | <input type="checkbox"/> Picnic/Grill Area |
| <input type="checkbox"/> Elevators | <input type="checkbox"/> Fitness Center | <input type="checkbox"/> Trails | <input type="checkbox"/> Basketball | <input type="checkbox"/> Mini-storage |

Premium Fees: None

Additional Information: *Manager could not verify 2nd and 4th quarter occupancy. 98% of tenants are from Spartanburg and are mothers with children on public assistance. Manager is states turnover is due to evictions and skips and said skips are become more frequent.

Complex: West Winfield Acres
Address: 1824 Tamara Way
Phone Number: (864) 574-7481

Interview Date: March 23, 2006
Contact: Karen Rosenberger
Position/Title: Manager

Development Program: LIHTC
Rent Subsidy/Type: None
Subsidized Units: None
Housing Choice Vouchers: 28 vouchers

Date Built: 2000
Style of Apt.: Single family detached
Condition: Very good
Age Restricted: None

<u>Unit Size/Bath</u>	<u>Units</u>	<u>Rent</u>	<u>Square Footage</u>	<u>Rent/SF</u>	<u>UA</u>	<u>Vacant</u>	<u>WL</u>
3BR/ 2Ba 50%	26	\$584	1,260	\$0.46	\$128	1	0
3BR/ 2Ba 60%	6	\$710	1,260	\$0.56	\$128	2	0
3BR/ 2Ba Mkt.	8	\$725	1,260	\$0.58	\$128	1	0
Total:	40				Total:	4	0

Occupancy End of 2nd Qtr. '05: 100% * SCSHFDA **Current Occupancy:** 90%
Occupancy End of 4th Qtr. '05: 95% * SCSHFDA **Average Annual Occupancy:** 95%

Typical Turnover: Two per month (increasing) **Security Deposit:** \$450
Days Unit Vacant: 30 days **Application Fee:** \$35
Initial Absorption: Four months **Pet Policy/Fees:** No pets allowed

Unit Amenities:

- | | | | | |
|---|---|---|--|--|
| <input checked="" type="checkbox"/> Refrigerator | <input checked="" type="checkbox"/> Cable ready | <input checked="" type="checkbox"/> Ceiling fans | Utl. Included: | Heating Fuel: |
| <input checked="" type="checkbox"/> Stove | <input type="checkbox"/> Internet ready | <input type="checkbox"/> Fireplace | <input type="checkbox"/> All | <input type="checkbox"/> Gas |
| <input checked="" type="checkbox"/> Dishwasher | Flooring | <input checked="" type="checkbox"/> Patio/Balcony | <input type="checkbox"/> None | <input checked="" type="checkbox"/> Electric |
| <input checked="" type="checkbox"/> Disposal | <input checked="" type="checkbox"/> Carpet | <input type="checkbox"/> Storage | <input checked="" type="checkbox"/> Cold Water | <input type="checkbox"/> Oil |
| <input type="checkbox"/> Microwave | <input type="checkbox"/> Hardwood | <input type="checkbox"/> Vaulted Ceilings | <input checked="" type="checkbox"/> Sewer | Air Conditioning: |
| <input type="checkbox"/> Washer & Dryer | <input checked="" type="checkbox"/> Vinyl/tile | <input checked="" type="checkbox"/> Walk-in Closets | <input checked="" type="checkbox"/> Trash | <input checked="" type="checkbox"/> Central |
| <input checked="" type="checkbox"/> W/ D Hook-ups | Windows | (S) Select Units | <input type="checkbox"/> Heat | <input type="checkbox"/> Wall/window |
| <input type="checkbox"/> Fire Sprinklers | <input type="checkbox"/> Shades | (\$) Additional Fee | <input type="checkbox"/> Hot water | <input type="checkbox"/> Tenant Provides |
| <input type="checkbox"/> Security Alarms | <input checked="" type="checkbox"/> Miniblinds | | <input type="checkbox"/> Gas | |
| <input type="checkbox"/> Emergency Call | <input checked="" type="checkbox"/> Verticals | | | |

Project Amenities: None

- | | | | | |
|--|--|--|---|--|
| <input checked="" type="checkbox"/> On-site Mgt. | <input type="checkbox"/> Clubhouse | <input type="checkbox"/> Swimming Pool | <input type="checkbox"/> Car Wash Area | <input type="checkbox"/> Sports Court |
| <input type="checkbox"/> Laundry Room | <input type="checkbox"/> Community Room | <input type="checkbox"/> Tennis Courts | <input type="checkbox"/> Garage/Carport | <input type="checkbox"/> Jacuzzi/Spa |
| <input type="checkbox"/> Security Intercom/Gated | <input type="checkbox"/> Business Center | <input checked="" type="checkbox"/> Playground | <input type="checkbox"/> Volleyball | <input checked="" type="checkbox"/> After School Program |
| <input type="checkbox"/> Elevators | <input type="checkbox"/> Fitness Center | <input type="checkbox"/> Trails | <input type="checkbox"/> Basketball | <input checked="" type="checkbox"/> Computer Room |

Premium Fees: None

Additional Information: *Manager could not verify 2nd and 4th quarter occupancy.



Oakview Apartments



West Winfield Homes

Complex: Crescent Hill Apartments
Address: 108 Pine Needle Drive
Phone Number: (864) 582-7877

Interview Date: March 21, 2006
Contact: Robin High
Position/Title: Manager

Development Program: HUD Section 8
Rent Subsidy/Type: HUD Section 8
Subsidized Units: 100% subsidized
Housing Choice Vouchers: None

Date Built: 1971, Rehab 2001
Style of Apt.: Townhouse
Condition: Average
Age Restricted: None

<u>Unit Size/Bath</u>	<u>Units</u>	<u>Rent</u>	<u>Square Footage</u>	<u>Rent/SF</u>	<u>UA</u>	<u>Vacant</u>	<u>WL</u>
2BR/ 1Ba	36	BOI	871	NA	\$102	0	0
3BR/ 1Ba	78	BOI	1,039	NA	\$123	0	0
4BR/ 1Ba	36	BOI	1,108	NA	\$155	0	0
Total: 150						Total: 0	"Long"

Occupancy End of 2nd Qtr. '05: Not Available
Occupancy End of 4th Qtr. '05: Not Available

Current Occupancy: 100%
Average Annual Occupancy: 99%

Typical Turnover: Two per month
Days Unit Vacant: Cleaning time between tenants
Initial Absorption: Not available

Security Deposit: BOI, equal to 1 mo. rent
Application Fee: None
Pet Policy/Fees: No pets

Unit Amenities:

- Refrigerator
- Stove
- Dishwasher
- Disposal
- Microwave
- Washer & Dryer
- W/ D Hook-ups
- Fire Sprinklers
- Security Alarms
- Emergency Call

- Cable ready
- Internet ready
- Flooring**
- Carpet
- Hardwood
- Vinyl/tile
- Windows**
- Shades
- Miniblinds
- Verticals

- Ceiling fans
- Fireplace
- Patio/Balcony
- Storage
- Vaulted Ceilings
- Walk-in Closets

(S) Select Units
 (\$) Additional Fee

- Utl. Included:**
- All
 - None
 - Cold Water
 - Sewer
 - Trash
 - Heat
 - Hot water
 - Gas

- Heating Fuel:**
- Gas
 - Electric
 - Oil
- Air Conditioning:**
- Central
 - Wall/window
 - Tenant Provides

Project Amenities:

- On-site Mgt.
- Laundry Room
- Security Intercom/Gated
- Elevators

- Clubhouse
- Community Room
- Business Center
- Fitness Center

- Swimming Pool
- Tennis Courts
- Playground
- Trails

- Car Wash Area
- Garage/Carport
- Volleyball
- Basketball

- Sports Court
- Jacuzzi/Spa
- After School Program
- Computer Room

Premium Fees: None

Additional Information: Manager did not have information on 2005 2nd and 4th quarter vacancy. Tenants are from Spartanburg, most are single-parent households w/children

Complex: Louvenia Barksdale Apartments
Address: 350 Pierpont Ave., Spartanburg
Phone Number: (864) 598-6012

Interview Date: March 28, 2006
Contact: Penny Culp
Position/Title: Executive Assistant

Development Program: Public Housing
Rent Subsidy/Type: Public Housing
Subsidized Units: All units
Housing Choice Vouchers: None

Date Built: 1982
Style of Apt.: Semi-detached
Condition: Good
Age Restricted: None, family

<u>Unit Size/Bath</u>	<u>Units</u>	<u>Rent</u>	<u>Square Footage</u>	<u>Rent/SF</u>	<u>UA</u>	<u>Vacant</u>	<u>WL</u>
2BR/ 2Ba	8	BOI	Not available	NA	\$0		0
3BR/ 1.5Ba	26	BOI	Not available	NA	\$0	2	0
4BR/ 2Ba	10	BOI	Not available	NA	\$0		0
Total:	44					2	533*

Occupancy End of 2nd Qtr. '05: 98%
Occupancy End of 4th Qtr. '05: 95%

Current Occupancy: 95%
Average Annual Occupancy: 95-98%

Typical Turnover: Not Provided
Days Unit Vacant: Not Provided
Initial Absorption: Not available

Security Deposit: Not Provided
Application Fee: Not Provided
Pet Policy/Fees: Not Provided

Unit Amenities:

- Refrigerator
- Stove
- Dishwasher
- Disposal
- Microwave
- Washer & Dryer
- W/ D Hook-ups
- Fire Sprinklers
- Security Alarms
- Emergency Call

- Cable ready
- Internet ready
- Flooring**
- Carpet
- Hardwood
- Vinyl/tile
- Windows**
- Shades
- Miniblinds
- Verticals

- Ceiling fans
- Fireplace
- Patio/Balcony
- Storage
- Vaulted Ceilings
- Walk-in Closets

(S) Select Units
 (\$) Additional Fee

- Utl. Included:**
- All
 - None
 - Cold Water
 - Sewer
 - Trash
 - Heat
 - Hot water
 - Gas

- Heating Fuel:**
- Gas
 - Electric
 - Oil

- Air Conditioning:**
- Central
 - Wall/window
 - Tenant Provides

Project Amenities:

- On-site Mgt.
- Laundry Room
- Security Intercom/Gated
- Elevators

- Clubhouse
- Community Room
- Business Center
- Fitness Center

- Swimming Pool
- Tennis Courts
- Playground
- Trails

- Car Wash Area
- Garage/Carport
- Volleyball
- Basketball

- Sports Court
- Jacuzzi/Spa
- Picnic/Grill Area
- Mini-storage

Premium Fees: None

Additional Information: Information was provided by filled out faxed sheets. Not all information was supplied. Over-all occupancy was given for public housing but was not provided for each complex; a proportion was applied for current 2006 vacancy. *The waiting list is for all public housing.



Crescent Hill Apartments

No Picture Available

Louvenia Barksdale Apartments

Complex: Tobias Hartwell Apartments
Address: Various addresses
Phone Number: (864) 598-6012

Interview Date: March 28, 2006
Contact: Penny Culp
Position/Title: Executive Assistant

Development Program: Public Housing
Rent Subsidy/Type: Public Housing
Subsidized Units: All units
Housing Choice Vouchers: None

Date Built: 2002
Style of Apt.: Detached duplex
Condition: Very good
Age Restricted: None, family

<u>Unit Size/Bath</u>	<u>Units</u>	<u>Rent</u>	<u>Square Footage</u>	<u>Rent/SF</u>	<u>UA</u>	<u>Vacant</u>	<u>WL</u>
2BR/ 2Ba	78	BOI	Not available	NA	\$0		0
3BR/ 1.5Ba	40	BOI	Not available	NA	\$0	4	0
Total: 118					Total:	4	533*

Occupancy End of 2nd Qtr. '05: 95%
Occupancy End of 4th Qtr. '05: 99%

Current Occupancy: 97%
Average Annual Occupancy: 97%

Typical Turnover: Not Provided
Days Unit Vacant: Not Provided
Initial Absorption: Not available

Security Deposit: Not Provided
Application Fee: Not Provided
Pet Policy/Fees: Not Provided

Unit Amenities:

- Refrigerator
- Stove
- Dishwasher
- Disposal
- Microwave
- Washer & Dryer
- W/ D Hook-ups
- Fire Sprinklers
- Security Alarms
- Emergency Call

- Cable ready
- Internet ready
- Flooring**
- Carpet
- Hardwood
- Vinyl/tile
- Windows**
- Shades
- Miniblinds
- Verticals

- Ceiling fans
- Fireplace
- Patio/Balcony
- Storage
- Vaulted Ceilings
- Walk-in Closets

(S) Select Units
 (\$) Additional Fee

- Utl. Included:**
- All
 - None
 - Cold Water
 - Sewer
 - Trash
 - Heat
 - Hot water
 - Gas

- Heating Fuel:**
- Gas
 - Electric
 - Oil
- Air Conditioning:**
- Central
 - Wall/window
 - Tenant Provides

Project Amenities:

- On-site Mgt.
- Laundry Room
- Security Intercom/Gated
- Elevators

- Clubhouse
- Community Room
- Business Center
- Fitness Center

- Swimming Pool
- Tennis Courts
- Playground
- Trails

- Car Wash Area
- Garage/Carport
- Volleyball
- Basketball

- Sports Court
- Jacuzzi/Spa
- Picnic/Grill Area
- Mini-storage

Premium Fees: None

Additional Information: Information was provided by filled out faxed sheets. Not all information was supplied. Over-all occupancy was given for public housing but was not provided for each complex; a proportion was applied for current 2006 vacancy. *The waiting list is for all public housing.

Complex: Ellen Watson Apartments
Address: 351 Textile Rd., Spartanburg
Phone Number: (864) 598-6012

Interview Date: March 28, 2006
Contact: Penny Culp
Position/Title: Executive Assistant

Development Program: Public Housing
Rent Subsidy/Type: Public Housing
Subsidized Units: All units
Housing Choice Vouchers: None

Date Built: 1982
Style of Apt.: Semi-detached
Condition: Good
Age Restricted: None, family

<u>Unit Size/Bath</u>	<u>Units</u>	<u>Rent</u>	<u>Square Footage</u>	<u>Rent/SF</u>	<u>UA</u>	<u>Vacant</u>	<u>WL</u>
1BR/ 1Ba	4	BOI	Not available	NA	\$0		0
2BR/ 2Ba	10	BOI	Not available	NA	\$0	1	0
3BR/ 1.5Ba	10	BOI	Not available	NA	\$0		0
4BR/ 2Ba	4	BOI	Not available	NA	\$0		0
Total:	28					1	533*

Occupancy End of 2nd Qtr. '05: 96%
Occupancy End of 4th Qtr. '05: 93%

Current Occupancy: 96%
Average Annual Occupancy: 95%

Typical Turnover: Not Provided
Days Unit Vacant: Not Provided
Initial Absorption: Not available

Security Deposit: Not Provided
Application Fee: Not Provided
Pet Policy/Fees: Not Provided

Unit Amenities:

- Refrigerator
- Stove
- Dishwasher
- Disposal
- Microwave
- Washer & Dryer
- W/ D Hook-ups
- Fire Sprinklers
- Security Alarms
- Emergency Call
- Cable ready
- Internet ready

Flooring

- Carpet
- Hardwood
- Vinyl/tile

Windows

- Shades
- Miniblinds
- Verticals

- Ceiling fans
- Fireplace
- Patio/Balcony
- Storage
- Vaulted Ceilings
- Walk-in Closets

(S) Select Units
 (\$) Additional Fee

Util. Included:

- All
- None
- Cold Water
- Sewer
- Trash
- Heat
- Hot water
- Gas

Heating Fuel:

- Gas
- Electric
- Oil

Air Conditioning:

- Central
- Wall/window
- Tenant Provides

Project Amenities: None

- On-site Mgt.
- Laundry Room
- Security Intercom/Gated
- Elevators
- Clubhouse
- Community Room
- Business Center
- Fitness Center
- Swimming Pool
- Tennis Courts
- Playground
- Trails
- Car Wash Area
- Garage/Carport
- Volleyball
- Basketball
- Sports Court
- Jacuzzi/Spa
- Picnic/Grill Area
- Mini-storage

Premium Fees: None

Additional Information: Information was provided by filled out faxed sheets. Not all information was supplied. Over-all occupancy was given for public housing but was not provided for each complex; a proportion was applied for current 2006 vacancy. *The waiting list is for all public housing.



Tobias Hartwell Apartments



Ellen Watson Apartments

COMPETITIVE APARTMENTS - MARKET RATE

Spartanburg, SC

Apartment Complex SUBJECT	Built	Total	Bedroom Size			Vacant Units			WL	Program
			1 BR	2 BR	3 BR	2Q'05	4Q'05	Current		
Summer Place 700 Vanderbilt Rd. Spartanburg, SC		50			53					LHTC 50/60% AMI
	Rent				1,274-1,452					
	SF				\$540-577					
	Rent/SF				\$0.40-0.42					
The Bluffs 100 Vanderbilt Ln. Spartanburg, SC (864) 574-4877		1982 144	48	80	16	"No Idea"	"No Idea"	7	None	Market Rate
	Rent		\$485	\$565-575	\$685					
	SF		700	875-925	1,125					
	Rent/SF		\$0.69	\$0.62-0.66	\$0.61					
Crown Point 201 Powell Mill Rd. Spartanburg, SC (864) 576-7670		1973 241	72	107	62	Declined	Declined	Declined	Declined	Market Rate
	Rent		\$429-512	\$519-590	\$570-693					
	SF		796-1,192	996-1,216	1,196-2,394					
	Rent/SF		\$0.43-0.54	\$0.44-0.53	\$0.29-0.48					
Northtown 425 Willowdale Dr. Spartanburg, SC (864) 598-9999		1997 204	NA	NA	NA	Not available	Not available	9	3	Market Rate
	Rent		\$549	\$649	\$799					
	SF		816	1,075	1,292					
	Rent/SF		\$0.67	\$0.60	\$0.62					
Park Place 110 Southport Road Spartanburg, SC (864) 576-4319		1986 184	64	96	24	Not available	Not available	13	None	Market Rate
	Rent		\$539-749	\$649-689	\$789					
	SF		804-1,174	1,044-1,188	1,284					
	Rent/SF		\$0.64-0.67	\$0.58-0.62	\$0.61					
Timberlane 106 Kensington Dr. Spartanburg, SC (864) 574-2717		1989 92	26	46	20	20	12	9	None	Market Rate
	Rent		\$450-575	\$550	\$650					
	SF		650-912	912	1,185					
	Rent/SF		\$0.63-0.69	\$0.60	\$0.55					
Whispering Pines 408 Abner Rd. Spartanburg, SC (864) 574-2980		1979 320	64	144	112	Declined	Declined	Declined	Declined	Market Rate
	Rent		\$399	\$465-475	\$540-545					
	SF		650	907	1,126					
	Rent/SF		\$0.61	\$0.51-0.52	\$0.48					
Total Units		1,185								
Units Reporting Mix		981	274	473	234	981				
Proportion			27.93%	48.22%	23.85%					
				Units Reporting Vacancies		92	92	624		
				Total Units Vacant		20	12	38		
				Vacancy Rate		21.74%	13.04%	6.09%		

Complex: The Bluffs Apartments
Address: 100 Vanderbilt Lane, Spartanburg
Phone Number: (864) 574-4877

Interview Date: March 24, 2006
Contact: Norma Revera
Position/Title: Manager

Development Program: Conventional
Rent Subsidy/Type: None
Subsidized Units: None
Housing Choice Vouchers: None

Date Built: 1982
Style of Apt.: 2 story garden
Condition: Average
Age Restricted: Family, none

<u>Unit Size/Bath</u>	<u>Units</u>	<u>Rent</u>	<u>Square Footage</u>	<u>Rent/SF</u>	<u>UA</u>	<u>Vacant</u>	<u>WL</u>
1BR/ 1Ba	48	\$485	700	\$0.69	\$0		0
2BR/ 1.5Ba TH	32	\$565	925	\$0.61	\$0	7	0
3BR/ 2Ba GA	48	\$575	875	\$0.66	\$0		0
3BR/ 2Ba	16	\$685	1,225	\$0.56	\$0		0
Total: 144					Total: 7 0		

Occupancy End of 2nd Qtr. '05: "No idea"
Occupancy End of 4th Qtr. '05: "No idea"

Current Occupancy: 95%
Average Annual Occupancy: Mid 90's

Typical Turnover: Not available
Days Unit Vacant: Approximately 30 days
Initial Absorption: Not available

Security Deposit: \$199
Application Fee: \$35
Pet Policy/Fees: \$200+ \$15/mo.

Unit Amenities:

- Refrigerator
- Stove
- Dishwasher
- Disposal
- Microwave
- Washer & Dryer
- W/ D Hook-ups
- Fire Sprinklers
- Security Alarms
- Emergency Call

- Cable ready
- Internet ready
- Flooring**
- Carpet
- Hardwood
- Vinyl/tile
- Windows**
- Shades
- Miniblinds
- Verticals

- Ceiling fans
- Fireplace
- Patio/Balcony
- Storage
- Vaulted Ceilings
- Walk-in Closets

(S) Select Units
 (\$) Additional Fee

- Utl. Included:**
- All
 - None
 - Cold Water
 - Sewer
 - Trash
 - Heat
 - Hot water
 - Gas

- Heating Fuel:**
- Gas
 - Electric
 - Oil
- Air Conditioning:**
- Central
 - Wall/window
 - Tenant Provides

Project Amenities:

- On-site Mgt.
- Laundry Room
- Security Intercom/Gated
- Elevators

- Clubhouse
- Community Room
- Business Center
- Fitness Center

- Swimming Pool
- Tennis Courts
- Playground
- Trails

- Car Wash Area
- Garage/Carport
- Volleyball
- Basketball

- Sports Court
- Jacuzzi/Spa
- Picnic/Grill Area
- Mini-storage

Premium Fees: None

Additional Information: Manager is new and could not provide historical data. Stated the tenants are "varied".

Complex: Crown Point Apartments
Address: 201 Powell Mill Road
Phone Number: (864) 576-7670

Interview Date: March 22, 2006
Contact: Kandi Holder
Position/Title: Manager

Development Program: Conventional
Rent Subsidy/Type: None
Subsidized Units: None
Housing Choice Vouchers: None

Date Built: 1973
Style of Apt.: 2 story garden
Condition: Fair
Age Restricted: Family, none

<u>Unit Size/Bath</u>	<u>Units</u>	<u>Rent</u>	<u>Square Footage</u>	<u>Rent/SF</u>	<u>UA</u>	<u>Vacant</u>	<u>WL</u>
1BR/ 1Ba	65	\$429	796	\$0.54	\$0	0	0
1BR/ 1Ba Rec	7	\$512	1,192	\$0.43	\$0	0	0
2BR/ 1Ba	45	\$519	996	\$0.52	\$0	0	0
2BR/ 2Ba Rec	5	\$537	1,216	\$0.44	\$0	0	0
2BR/ 2Ba	40	\$537	1,014	\$0.53	\$0	0	0
2BR/ 2Ba Delux	17	\$590	1,196	\$0.49	\$0	0	0
3BR/ 2Ba	54	\$570	1,196	\$0.48	\$0	0	0
3BR/ 2Ba Rec	8	\$693	2,394	\$0.29	\$0	0	0
Total: 241					Total: Declined any info		

Occupancy End of 2nd Qtr. '05: Declined
Occupancy End of 4th Qtr. '05: Declined

Current Occupancy: Declined
Average Annual Occupancy: Declined

Typical Turnover: Declined
Days Unit Vacant: Declined
Initial Absorption: Not available

Security Deposit: \$99 Special
Application Fee: \$35 per person
Pet Policy/Fees: \$200 fee +\$15/mo

Unit Amenities:

- Refrigerator
- Stove
- Dishwasher
- Disposal
- Microwave
- Washer & Dryer
- W/ D Hook-ups
- Fire Sprinklers
- Security Alarms
- Emergency Call
- Cable ready
- Internet ready

Flooring

- Carpet
- Hardwood
- Vinyl/tile

Windows

- Shades
- Miniblinds
- Verticals

- Ceiling fans
- Fireplace
- Patio/Balcony
- Storage
- Vaulted Ceilings
- Walk-in Closets

(S) Select Units
 (\$) Additional Fee

Util. Included:

- All
- None
- Cold Water
- Sewer
- Trash
- Heat
- Hot water
- Gas

Heating Fuel:

- Gas
- Electric
- Oil

Air Conditioning:

- Central
- Wall/window
- Tenant Provides

Project Amenities:

- On-site Mgt.
- Laundry Room
- Security Intercom/Gated
- Elevators
- Clubhouse
- Community Room
- Business Center
- Fitness Center
- Swimming Pool
- Tennis Courts
- Playground
- Trails
- Car Wash Area
- Garage/Carport
- Volleyball
- Basketball
- Sports Court
- Sauna
- Picnic/Grill Area
- Mini-storage

Premium Fees: None

Additional Information: This property was formerly known as Rose Hill. There is a new management company with a policy of declining all information on occupancy, vacancy, turnover or tenant information.



The Bluffs Apartments



Crown Point Apartments

Complex: Northtown Apartments
Address: 425 Willowdale Dr., Spartanburg
Phone Number: (864) 598-9999

Interview Date: March 24, 2006
Contact: Carmen Smith
Position/Title: Assistant Manger

Development Program: Conventional
Rent Subsidy/Type: None
Subsidized Units: None
Housing Choice Vouchers: None

Date Built: 1997
Style of Apt.: 3 story frame
Condition: Average
Age Restricted: Family, none

<u>Unit Size/Bath</u>	<u>Units</u>	<u>Rent</u>	<u>Square Footage</u>	<u>Rent/SF</u>	<u>UA</u>	<u>Vacant</u>	<u>WL</u>
1BR/ 1Ba	NA	\$549	816	\$0.67	\$0	0	
2BR/ 2Ba	NA	\$649	1,075	\$0.60	\$0	2	3
3BR/ 2Ba	NA	\$799	1,292	\$0.62	\$0	7	
Total: 204						Total: 9	3

Occupancy End of 2nd Qtr. '05: Not Available
Occupancy End of 4th Qtr. '05: Not Available

Current Occupancy: 96%
Average Annual Occupancy: Not available

Typical Turnover: 3 to 5 per month
Days Unit Vacant: 7 days
Initial Absorption: Not available

Security Deposit: \$88
Application Fee: \$40
Pet Policy/Fees: \$300-400 SD

Unit Amenities:

- Refrigerator
- Stove
- Dishwasher
- Disposal
- Microwave
- Washer & Dryer
- W/ D Hook-ups
- Fire Sprinklers
- Security Alarms
- Emergency Call

- Cable ready
- Internet ready

Flooring

- Carpet
- Hardwood
- Vinyl/tile

Windows

- Shades
- Miniblinds
- Verticals

- Ceiling fans
- Fireplace
- Patio/Balcony
- Storage
- Vaulted Ceilings
- Walk-in Closets

(S) Select Units
 (\$) Additional Fee

Utl. Included:

- All
- None
- Cold Water
- Sewer
- Trash
- Heat
- Hot water
- Gas

Heating Fuel:

- Gas
- Electric
- Oil

Air Conditioning:

- Central
- Wall/window
- Tenant Provides

Project Amenities:

- On-site Mgt.
- Laundry Room
- Security Intercom/Gated
- Elevators

- Clubhouse
- Community Room
- Business Center
- Fitness Center

- Swimming Pool
- Tennis Courts
- Playground
- Trails

- Car Wash Area
- Garage/Carport
- Volleyball
- Basketball

- Sports Court
- Jacuzzi/Spa
- Picnic/Grill Area
- Mini-storage

Premium Fees: None

Additional Information: Declined

Complex: Park Place Apartments
Address: 110 Southport Rd., Spartanburg
Phone Number: (864) 576-4319

Interview Date: March 27, 2006
Contact: Nikki Hodges
Position/Title: Manager

Development Program: Conventional
Rent Subsidy/Type: None
Subsidized Units: None
Housing Choice Vouchers: None

Date Built: 1986
Style of Apt.:
Condition:
Age Restricted: Family, none

<u>Unit Size/Bath</u>	<u>Units</u>	<u>Rent</u>	<u>Square Footage</u>	<u>Rent/SF</u>	<u>UA</u>	<u>Vacant</u>	<u>WL</u>
1BR/ 1Ba	48	\$539	804	\$0.67	\$0		0
1BR/ 1Ba	16	\$749	1,173	\$0.64	\$0		0
2BR/ 2Ba	48	\$649	1,044	\$0.62	\$0	13	0
2BR/ 2Ba	48	\$689	1,188	\$0.58	\$0		0
3BR/ 2Ba	24	\$789	1,284	\$0.61	\$0		0
Total: 184					Total: 13		0

Occupancy End of 2nd Qtr. '05: "No idea"
Occupancy End of 4th Qtr. '05: "No idea"

Current Occupancy: 93%
Average Annual Occupancy: 93%

Typical Turnover: 6 to 7 per month
Days Unit Vacant: 5 days to 30 days
Initial Absorption: Not available

Security Deposit: \$150-200
Application Fee: \$50
Pet Policy/Fees: \$300 NRF

Unit Amenities:

- Refrigerator
- Stove
- Dishwasher
- Disposal
- Microwave
- Washer & Dryer
- W/ D Hook-ups
- Fire Sprinklers
- Security Alarms
- Emergency Call

- Cable ready
- Internet ready
- Flooring**
- Carpet
- Hardwood
- Vinyl/tile
- Windows**
- Shades
- Miniblinds
- Verticals

- Ceiling fans
- Fireplace
- Patio/Balcony
- Storage
- Vaulted Ceilings
- Walk-in Closets

(S) Select Units
 (\$) Additional Fee

Utl. Included:

- All
- None
- Cold Water
- Sewer
- Trash
- Heat
- Hot water
- Gas

Heating Fuel:

- Gas
- Electric
- Oil

Air Conditioning:

- Central
- Wall/window
- Tenant Provides

Project Amenities:

- On-site Mgt.
- Laundry Room
- Security Officer
- Elevators

- Clubhouse
- Community Room
- Business Center
- Fitness Center

- Swimming Pool
- Tennis Courts
- Playground
- Trails

- Car Wash Area
- Garage/Carport
- Volleyball
- Basketball

- Sports Court
- Jacuzzi/Spa
- Picnic/Grill Area
- Mini-storage

Premium Fees: Gym membership, \$50/month for washer & dryer, \$20 for a fireplace

Additional Information: Most tenants are from Spartanburg, some families.

Move-In Specials: One half month free with 12 month lease.



Northtown Apartments



Park Place Apartments

Complex: Timberlane Apartments
Address: 106 Kensington Dr., Spartanburg
Phone Number: (864) 574-2717

Interview Date: March 27, 2006
Contact: Elizabeth Ballew
Position/Title: Manager

Development Program: Conventional
Rent Subsidy/Type: None
Subsidized Units: None
Housing Choice Vouchers: None

Date Built: 1989
Style of Apt.: 3 story garden
Condition: Good
Age Restricted: Family, none

<u>Unit Size/Bath</u>	<u>Units</u>	<u>Rent</u>	<u>Square Footage</u>	<u>Rent/SF</u>	<u>UA</u>	<u>Vacant</u>	<u>WL</u>
1BR/ 1Ba	18	\$450	650	\$0.69	\$0	0	0
1BR/ 1Ba Deluxe	8	\$575	912	\$0.63	\$0	1	0
2BR/ 2Ba TH	46	\$550	912	\$0.60	\$0	4	1
3BR/ 2Ba	20	\$650	1,185	\$0.55	\$0	4	1
Total:	92				Total:	9	2

Occupancy End of 2nd Qtr. '05: 78%
Occupancy End of 4th Qtr. '05: 87%

Current Occupancy: 90%
Average Annual Occupancy: 90%

Typical Turnover: Normally 2-3 per month
Days Unit Vacant: Months at a time
Initial Absorption: Not available

Security Deposit: \$200 or \$300 (bad credit)
Application Fee: \$9 credit check fee
Pet Policy/Fees: No pets

Unit Amenities:

- Refrigerator
- Stove
- Dishwasher
- Disposal
- Microwave
- Washer & Dryer
- W/ D Hook-ups
- Fire Sprinklers
- Security Alarms
- Emergency Call
- Cable ready
- Internet ready
- Flooring**
- Carpet
- Hardwood
- Vinyl/tile
- Windows**
- Shades
- Miniblinds
- Verticals

- Ceiling fans
- Fireplace
- Patio/Balcony
- Storage
- Vaulted Ceilings
- Walk-in Closets

(S) Select Units
 (\$) Additional Fee

Utl. Included:

- All
- None
- Cold Water
- Sewer
- Trash
- Heat
- Hot water
- Recycling

Heating Fuel:

- Gas
- Electric
- Oil

Air Conditioning:

- Central
- Wall/window
- Tenant Provides

Project Amenities:

- On-site Mgt.
- Laundry Room
- Security Intercom/Gated
- Elevators
- Clubhouse
- Community Room
- Business Center
- Fitness Center
- Swimming Pool
- Tennis Courts
- Playground
- Trails
- Car Wash Area
- Garage/Carport
- Volleyball
- Basketball
- Sports Court
- Jacuzzi/Spa
- Picnic/Grill Area
- Mini-storage

Premium Fees: None

Additional Information: Six units are furnished corporate apartments, 1 1BR rents for \$825 and the 5 2BR units rent for \$900. Two vacancies are in the 2BR corporate units. Most tenants are local and work in the health or educational fields.

Complex: Whispering Pines Apartments
Address: 408 Abner Road
Phone Number: (864) 574-2980

Interview Date: March 27, 2006
Contact: Billy Williams
Position/Title: Manager

Development Program: Conventional
Rent Subsidy/Type: None
Subsidized Units: None
Housing Choice Vouchers: None

Date Built: 1979
Style of Apt.: 2 story garden
Condition: Average
Age Restricted: Family, none

<u>Unit Size/Bath</u>	<u>Units</u>	<u>Rent</u>	<u>Square Footage</u>	<u>Rent/SF</u>	<u>UA</u>	<u>Vacant</u>	<u>WL</u>
1BR/ 1Ba	64	\$399	657	\$0.61	\$0	0	0
2BR/ 2Ba	144	\$465-475	907	\$0.51-0.52	\$0	0	0
3BR/ 2Ba	112	\$540-545	1,126	\$0.48	\$0	0	0
Total: 320					Total:	Declined	

Occupancy End of 2nd Qtr. '05: Declined
Occupancy End of 4th Qtr. '05: Declined

Current Occupancy: Declined
Average Annual Occupancy: Declined

Typical Turnover: Declined
Days Unit Vacant: Declined
Initial Absorption: Not available

Security Deposit: \$100
Application Fee: \$35/person
Pet Policy/Fees: \$400 +\$10/mo.

Unit Amenities:

- Refrigerator
- Stove
- Dishwasher
- Disposal
- Microwave
- Washer & Dryer
- W/ D Hook-ups
- Fire Sprinklers
- Security Alarms
- Emergency Call

- Cable ready
- Internet ready
- Flooring**
- Carpet
- Hardwood
- Vinyl/tile
- Windows**
- Shades
- Miniblinds
- Verticals

- Ceiling fans
- Fireplace
- Patio/Balcony
- Storage
- Vaulted Ceilings
- Walk-in Closets

(S) Select Units
 (\$) Additional Fee

- Utl. Included:**
- All
 - None
 - Cold Water
 - Sewer
 - Trash
 - Heat
 - Hot water
 - Gas

- Heating Fuel:**
- Gas
 - Electric
 - Oil
- Air Conditioning:**
- Central
 - Wall/window
 - Tenant Provides

Project Amenities:

- On-site Mgt.
- Laundry Room
- Security Intercom/Gated
- Elevators

- Clubhouse
- Community Room
- Business Center
- Fitness Center

- Swimming Pool
- Tennis Courts
- Playground
- Trails

- Car Wash Area
- Garage/Carport
- Volleyball
- Basketball

- Sports Court
- Jacuzzi/Spa
- Picnic/Grill Area
- Mini-storage

Premium Fees: None

Additional Information: New management company has a policy of declining all information on occupancy, vacancy, turnover or any tenant information.



Timberlane Apartments



Whispering Pines Apartments

ADJUSTED RENTS

As part of the rent positioning evaluation, the analysis has developed an adjusted market rent to compare the proposed with a hypothetical conventional ideal similar to the proposed. The derivation of the rent estimate is based on evaluation of the apartments in the defined area, comparing the specific rents with specific objective and subjective characteristics of the proposed Summer Place Apartments. An adjustment is made to the specific rent for these various factors to determine the equivalent rent if those characteristics were brought to "standard". The objective factors include size of unit, age, height (story), availability of unit and project amenities, rent discounts or premiums, utilities included in the rent and specific promotions. Subjective factors can include a variety of conditions that a consumer might consider, such as location and curb appeal, view, access to neighborhood and community services, condition of the units and the grounds, the impact of adjacent uses, etc. In this instance, the methodology has limited the adjustment factors to rather broad categories to derive a standard rent equivalent.

In a larger, more mature rental market such as Spartanburg, there are sufficient conventional properties to be used in this type of comparison to allow reasonably reliable estimates. In this case, with only 3BR units in evaluation, the process used market-rate projects from the conventional survey discussed above.

The following chart shows the derived market rents and the rent range of existing units.

ADJUSTED MARKET RENT DERIVATION SUMMER PLACE COMPETITIVE APARTMENTS 2006	
	3BR
1. Gross Rent Range:	\$540 - \$799
2. Apartment Average	\$645
3. Market Rent Estimate	\$770

The position of the proposed rents is well below the adjusted market rents above for the LIHTC units since the proposed units are fully subsidized and actual rents will be based on the tenant's income. Even at the maximum contract rent, the subject would be positioned less than 75% of the adjusted market rent.

LIHTC HOUSING DEMAND FORECAST

The demand for Low Income Housing Tax Credit (LIHTC) assisted apartment units for family tenants is generated from three major sources, and adjusted for two more minor sources of demand. The first major source is new household growth in the market area, adjusted for the demand via affordability/tenure. The second major source of demand is forecast to come from existing renter-occupied households within the market area who are currently in a rent overburden condition. The third source of demand is similarly generated from renter households living in substandard units.

These sources will be added together in order to quantify the total effective LIHTC eligible renter demand estimate for the subject development. The demand estimate will then be evaluated vis a vis the project, in order to estimate what percentage of the income-eligible target group would need to be attracted to the subject to achieve a feasible development.

Initially, this analysis examines the project in relation to general household population, including factors of tenure and income qualification. This indicates the proportion of the housing stock the project represents. Subsequently, the analysis addresses the derivation of the effective demand pool from which tenants are likely to be drawn, as described above.

GENERAL HOUSEHOLD POPULATION

This section presents data on the gross household population, and the proportion of the totals represented by the proposed project. Within this general category, broad qualifications for tenure, income and age are also provided. The data is used to give a general indication of the scale of this project in total and its position in the Spartanburg urban market, as currently proposed.

It must be emphasized that the defined PMA comprises a large housing market, with a very high proportion of renters. The size of the proposed project in a large market results in small measures of overall scale. However, this calculation does **not** adjust for the number of affordable units currently available in the market at the higher bedroom size. When considered in this context, the proposed project would comprise a somewhat larger proportion of the market area housing for that component.

Throughout the demand forecast process, income qualification is based on the distribution estimates derived in Table 12 from the previous section of the report.

TABLE 13 PROPOSED PROJECT SCALE SUMMER PLACE APARTMENTS		
Proposed Project Size (LIHTC Units)		53
	<u>Total</u>	<u>Project Proportion</u>
Total Households (2008)	13,550	0.4%
Total Renters	6,978	0.8%
Total Income Qualified Renters	4,801	1.1%

EFFECTIVE DEMAND POOL

DEMAND FROM NEW RENTER HOUSEHOLD GROWTH

For the primary market area, forecast housing demand through household formation totals reflects an increase of 55 units for overall households, including an increase of 28 renter households in the forecast period. By definition, growth equals demand for new housing units, which would imply demand for 28 new units from this component. This total is adjusted for income qualification at each AMI level. This calculation is summarized below:

New Renter Household Growth Calculation Summary

Renter Households projected in 2008:	6,978	
Renter Households in 2005:	6,950	
Renter-Occupied Unit Need:	28	
Income Qualification Rate:	<u>50% AMI</u>	<u>60% AMI</u>
	59.4%	68.8%
Income-Qualified Demand from New Renters:	17	19

DEMAND FROM EXISTING RENTER HOUSEHOLDS WITH RENT OVERBURDEN

In 2005, there were nearly 13,500 households and 6,950 renter households in the primary market area. These households are considered to be the basis for demand by

households already occupying housing units in the market area. This excludes existing rental units that are now vacant.

Based on the 2000 Census, it is estimated that over 31.5% of all renters, or nearly 2,200 renter households, suffer from rent overburden. Most of this condition is concentrated in the lowest income groups, and includes over 63% of households with incomes of less than \$20,000, and 48% of the households earning between \$10,000 and \$20,000. The segment most appropriate for the proposed - \$0 - \$30,000 - includes around 56.7% of the renters with over burden. Rent overburden is defined in this case as a condition where a household pays rent greater than 35% of its household income.

Application of this rate to the **income-qualified** renter bases in 2005 yields the following calculation, summarized below:

Existing Renter Household Calculation Summary - Rent Overburden

Gross Rental Pool (2005)	6,950	
	<u>50% AMI</u>	<u>60% AMI</u>
Income Qualification:	59.4%	68.8%
Income-Qualified Rental Pool:	4,129	4,782
Rent Overburden Rate:	56.7%	56.7%
Potential Effective Demand From Existing Renters with Rent Overburden (TARGET GROUP)	2,341	2,711

DEMAND FROM EXISTING RENTER HOUSEHOLDS IN SUBSTANDARD UNITS

SCSHDFA also allows a demand component from households in substandard units; typically this is likely to be a very minor source of demand, and is limited to households living in units without plumbing or in overcrowded conditions. In the Summer Place PMA, the number of substandard units is relatively low. This component calculation assumes that no additional units have been added which lack plumbing, and assumes that the condition is confined to the lower income groups.

According to the 2000 Census, substandard units comprised 6.3% of the total stock, and 8.8% of the occupied rental units. A lower rate of 2.7% is used in this case, to adjust for co-occurrence of rent overburden and substandard conditions with the very high incidence of rent overburden. This factor does **not** take any other measures of substandard condition into

account, including infestation by insects or other pests, inadequate or no heat source, or general deteriorating condition. The calculation is summarized below:

Existing Renter Household Calculation Summary - Substandard

Gross Rental Pool (2005)	6,950	
	<u>50% AMI</u>	<u>60% AMI</u>
Income Qualification:	59.4%	68.8%
Income-Qualified Rental Pool:	4,129	4,782
Substandard Rate:	<u>2.7%</u>	<u>2.7%</u>
Potential Effective Demand From Existing Renters in Substandard Units (TARGET GROUP)	113	130

ADJUSTMENT FOR NEW COMPARABLE UNITS

The demand methodology incorporates renter household growth since 2005 as one component, and identifies households experiencing rent overburden and substandard conditions in 2005 as different components. In both cases, the conditions use the year 2005 as a base year, and acknowledge the effect that the existing supply has on rental housing as of that date. An adjustment must be made for comparable units that have been built since 2005, or are funded to be built in the forecast period, that satisfy the demand from these components. There are 232 new subsidized units in process with the SHA at this time, although no other units are proposed in this market.

ADJUSTMENT FOR EXCESS VACANCY

The demand methodology also assumes that a project will achieve normal occupancy - sufficient to allow normal turnover, cleaning and refurbishing, and a degree of choice available for consumer - when 93% of the units are leased. In many cases where demand exceeds supply, the occupancy rate may be much higher. However, in those cases where the occupancy at affordable apartments is below the "normal occupancy" rate, an adjustment is required to acknowledge the availability of those units to satisfy the demand. This assisted market falls in the former category, where vacancy is less than the standard 7%, and no excess vacancy adjustment is required, despite the one project with apparent high vacancy.

TOTAL EFFECTIVE DEMAND POOL AND CAPTURE RATE

The net potential demand from all these sources, divided into target AMI levels, is shown in Table 14. This estimate comprises the total age and income qualified demand pool

from which the tenants at the proposed project will be drawn. The table also shows the capture rates required for each income target. Naturally, not every household in this effective demand pool will choose to enter the market for a new unit at this time; this is the gross effective demand.

Based on the demand estimate, **without project-based subsidies**, the subject project would need a capture rate of only **2.0%** of the overall effective income qualified demand.

TABLE 14 CALCULATION OF NET HOUSING DEMAND ESTIMATE SUMMER PLACE MARKET AREA			
<u>LIHTC NET DEMAND ESTIMATE:</u>	<u>50% AMI</u>	<u>60% AMI</u>	<u>Overall</u>
<u>GROSS DEMAND</u>			
Demand from New Income-Qualified Renters	17	19	19
Demand from Existing Households:			
Demand from Existing Rent Overburdened Renters	2,341	2,711	2,711
Demand from Renters in Substandard Units	<u>113</u>	<u>130</u>	<u>130</u>
TOTAL: Demand from Existing Households	2,454	2,842	2,842
Gross Income-Qualified Demand Estimate	2,471	2,861	2,861
<u>DEMAND ADJUSTMENTS</u>			
Comparable Apartments Added or Planned Available/Vacant Comparable Units in Excess of Normal Vacancy (7%)	0	232	232
Cohort Overlap Adjustment	<u>0</u>	<u>36</u>	<u>0</u>
Net Adjustments	<u>0</u>	<u>268</u>	<u>232</u>
Adjusted Demand Estimate	2,471	2,593	2,629
Units by Target Income Level	36	17	53
Required Capture Rate	1.5%	0.7%	2.0%

ESTIMATE OF DEMAND BY BEDROOM MIX

This section of the demand analysis expands the evaluation to individual bedroom categories and AMI levels. This part of the analysis only addresses the demand from the eligible population with PBRA.

Data from the 2003 American Housing Survey indicates the following preferences for bedroom mix among renter households:

Household Size	Bedroom Preference					
	1BR:	2BR:	3BR:	4BR:	5BR:	6BR:
1-person	53%	33%	8%			
2-person	24%	56%	16%			
3-person	12%	54%	30%			
4-person	6%	40%	41%	10%		
5-persons +		36%	45%	19%		

Demand by bedroom mix can be estimated using the above ratios and the renter household size distribution in Table 10. This estimation process also assumes that a similar proportion of **new** renter households will have 5 or more persons.

The demand estimate by bedroom type for a family project at each income category and at the 50% AMI level is as follows:

<u>50% of AMI</u>					<u>1BR</u>	<u>2BR</u>	<u>3BR</u>	
One-person HH	2,471	x	36.6%	=	904 HH	479	294	76
Two-person HH	2,471	x	25.6%	=	632 HH	149	355	104
Three-person HH	2,471	x	16.9%	=	418 HH	49	224	124
Four-person HH	2,471	x	11.6%	=	287 HH	18	115	117
Five-person+ HH	2,471	x	9.3%	=	230 HH	0	84	103
						695	1071	524

$$\text{Three-bedroom} \quad \frac{36}{524} = 6.9\%$$

The demand estimate by bedroom type for a family project at each income category and at the 60% AMI level is as follows:

<u>60% of AMI</u>					<u>1BR</u>	<u>2BR</u>	<u>3BR</u>	
One-person HH	2,593	x	36.6%	=	949 HH	503	308	80
Two-person HH	2,593	x	25.6%	=	663 HH	157	372	109
Three-person HH	2,593	x	16.9%	=	438 HH	51	235	130
Four-person HH	2,593	x	11.6%	=	301 HH	19	121	123
Five-person+ HH	2,593	x	9.3%	=	241 HH	0	88	108
						729	1124	550

$$\text{Three-bedroom} \quad \frac{17}{550} = 3.1\%$$

These capture rates by bedroom size are based on several assumptions that, while practical in dealing with available data, do not accurately predict consumer behavior. In particular, his model assumes exact conformity to existing patterns of household size and bedroom mix, without allowing any consumer choices based on availability. This implies that a household would prefer to wait – to not lease a different available unit for which the household were eligible – if the unit they are supposed to fit into is not available. In actual experience, a household may choose a three bedroom unit when initially looking for a 2BR, if the latter is already leased and they are eligible for the larger unit.

These analyses are based on the American Housing Survey, which also does not consider variance in behavior from these norms by age, which makes the model even less precise for senior apartments. Therefore the acceptable capture rates by bedroom mix can and are expected to be higher than the overall rate without indicating infeasibility.

The overall project demand and capture rates by target AMI level and by bedroom mix, adjusted for expected retention, is summarized below:

<u>SUMMARY: CAPTURE RATES</u>				
BEDROOMS	AMI LEVEL	NET DEMAND	UNITS PROPOSED	CAPTURE RATE
3BR	50%	524	36	6.9%
3BR	60%	550	17	3.1%
OVERALL		2,629	53	2.0%

These capture rates are considered aggressive, but achievable, and the project is considered feasible without PBRA.

ABSORPTION

Given the strength of demand estimated above, and the continuing demand and absorption of units in the market, the experience of Tobias Hartwell and the extent of the SHA waiting list, the worst case scenario for lease-up to the 93% stabilized occupancy point is estimated to be 4 months, or an average of under 13 units per month. The most likely scenario suggests a 2 month rent-up, at 25 units per month, while the best case would involve significant pre-leasing and full occupancy in the first month. This absorption potential is based on information gathered in the qualitative survey, the conditions inventory in the market at this time, and the assumption that the management will plan and execute an attractive

product, a rigorous tenant screening process, and a professional marketing and pre-leasing program.

The project is expected to be able to easily maintain a 93% or higher occupancy level into the foreseeable future.

MARKET CONCLUSIONS

Based on the preceding analysis, the following conclusions and recommendations can be reached regarding the rental market in the Summer Place Market Area and Spartanburg County:

- As proposed, Summer Place will have affordable rents and will have project based rental subsidies. The affordability range for each unit type is shown below:

<u>Number of Units</u>	<u>Bedroom Size</u>	<u>Gross Rent</u>	<u>Minimum Income</u>	<u>Maximum Income</u>	<u>AMI</u>
36	3BR/2.5Ba	\$713	\$0	\$28,550	50%
14	3BR/2.5Ba	\$750	\$0	\$34,250	60%
3	3BR/2Ba	\$750	\$0	\$34,250	60%

- Given the limitations of available data, the overall income range for units will be \$0 to \$34,250 and the proportion of eligible householders is 69% of the total renter households.
- Based on the methodology specified by SCSHFDA, the overall total demand pool and required capture rates by target AMI are shown below:

<u>AMI LEVEL</u>	<u>TOTAL DEMAND</u>	<u>CAPTURE RATE</u>
50%	2,471	1.5%
60%	2,593	0.7%
OVERALL	2,629	2.0%

- The demand calculations shown above do not take into account individual applicant eligibility based on credit history, or other screening factors used by the Authority.
- The capture rates by bedroom size and AMI level are as follows:

<u>SUMMARY: CAPTURE RATES</u>				
<u>BEDROOMS</u>	<u>AMI LEVEL</u>	<u>NET DEMAND</u>	<u>UNITS PROPOSED</u>	<u>CAPTURE RATE</u>
3BR	50%	524	36	6.9%
3BR	60%	550	17	3.1%
OVERALL		2,629	53	2.0%

- These capture rates by bedroom size and income group assume that units are rented to households at the AMI level shown in the application, and without any project-

based subsidies. Further, this calculation assumes that the bedroom preference segments are discrete in themselves.

- Given the analysis and conclusions of each of the report sections, this project is recommended as proposed, and no alterations are necessary. The project has a high potential for successful development, and should form a strong part of the overall SHA HOPE VI improvement program.
- A project of 53 low-density units, positioned with full rental subsidies, will likely have little difficulty in being very rapidly absorbed in the Summer Place Market Area. The project's ability to achieve and maintain stabilized occupancy levels of 93% or better in this area is also considered very likely. Absorption is considered likely to be 25 units per month or greater. This would result in an initial absorption period of two months.

As previously mentioned, the demand analysis was directed to a three-year forecast period, from 2005 to 2008. The conclusions of this market study and the project evaluation are considered valid for that time period.

OFFICIALS AND OTHER INFORMATION CONTACTS
AND
SUMMARY OF INTERVIEWS
Spartanburg, South Carolina

The following persons provided information on apartment projects included in the Housing Supply Section of the report information provided by these individuals is summarized on the individual apartment data sheets and specific facts or opinions are included in the body of the report where appropriate

Crystal Williams, Manager, Country Gardens Estates I & II, Moore, South Carolina, (864) 574-0072

Tabitha, Manager, Fremont School Apartments, Spartanburg, South Carolina, (864) 585-1486

Rita Chapman, Manager, Oakview Apartments, Spartanburg, South Carolina, (864) 583-7963

Karen Rosenberger, Manager, West Winfield Acres, Spartanburg, South Carolina, (864) 574-7481

Robin High, Manager, Crescent Hill Apartments, Spartanburg, South Carolina, (864) 582-7877

Kandi Holder, Manager, Crown Point (formerly Rose Hill) Apartments, Spartanburg, South Carolina, (864) 576-7670

Billy Williams, Manager, Whispering Pines Apartments, Spartanburg, South Carolina, (864) 574-2980

Elizabeth Ballew, Manager, Timberlane Apartments, Spartanburg, South Carolina, (864) 574-2717

Hunt Club Apartments, Spartanburg, South Carolina, (864) 576-0928

Norma Revera, Manager, The Bluffs Apartments, Spartanburg, South Carolina, (864) 574-4877

Nikki Hodges, Manager, Park Place Apartments, Spartanburg, South Carolina, (864) 576-4319

Carmen Smith, Assistant Manager, Northtown Apartments, Spartanburg, South Carolina, (864) 598-9999

Penny Culp, Executive Assistant, Spartanburg Housing Authority, Louvenia Barksdale, Tobias Hartwell and Ellen Watson Apartments, (864) 598-6012

The following persons/agencies were interviewed during the course of the site visit, which was conducted the week of March 7-12, 2005, or were interviewed and/or contacted, by telephone during the course of the study providing general information on Spartanburg County and the Town of Duncan

“Katie”, Spartanburg County Economic Development Corporation, 105 N Pine Street, Spartanburg, South Carolina, (864) 594-5041

Provided web page address to use for information on Spartanburg County

Spartanburg Area Chamber of Commerce, 105 N Pine Street, Spartanburg, South Carolina, (864) 594-5000

Carl Bowen, Director of Housing Choice Voucher Program, South Carolina State Housing Finance and Development Authority, Columbia, South Carolina, (803) 896-8670

Provided contact information for HCVs in Spartanburg County

John J Taylor, Section 8 Director, Spartanburg Housing Authority, Spartanburg, South Carolina, (864) 598-6020

Provided information on the number of Housing Choice Vouchers in use, the waiting list and utilization of the vouchers

Ms Sherry Dull, Principal Planner, Spartanburg County Planning Department, Spartanburg, South Carolina, (864) 3570

Ms Dull provided information on rental projects in planning and development within Spartanburg County Meridian @ River Run a 216 unit market rate apartment complex was approved in March 2006; grading has begun at the site located on Reidville Road, and building will commence within the next month Other projects were approved in 2004-2005 and include senior housing (Chesnee) student apartments (College Pointe Apartments near University of South Carolina), public housing duplexes (Collins Park) and one 264 unit upSouth Carolinaale complex on Hwy 9 called Boiling Springs Luxury Apartments Clemson University is creating a new engineering curriculum which will increase employment at the South Carolinahool and could potentially effect the need for housing and BMW has recently expanded No large companies are coming into the area only small commercial and retail space is being developed

Matt Schaeffer, Planner II, City of Spartanburg, Housing and Code Enforcement Department, Spartanburg, South Carolina, 864-596-2108

Mr. Schaeffer verified there were no other apartments being proposed or planned with in the City of Spartanburg other than the ones under development by the Housing Authority. Development is limited to small commercial shopping centers in the eastern section of Spartanburg. Proffit's Department Store has closed in Westside Mall and no new business has replaced it even though there is "talk" about it. Several projects are "in the works" but they have not been publicly announced so he is not at liberty to give any information about what they are.

"Christine", Realtor Assistant, Weichert Realtors, Peggy Wilson & Associates, LLC, Spartanburg, South Carolina, (864) 433-0090

No realtors were available to answer questions on the for sale market in Spartanburg Christine stated the market is "smoking" and everyone is extremely busy Referred on to the Spartanburg Board of Realtors (Who declined to provide information to Waverly Research Group, Inc in 2005 upon written request)

"Bobbie", Spartanburg Board of Realtors, (864) 583-3679

Bobbie stated that the average sales price in Spartanburg County is \$134,000 and that "they" did not track activity like days on market Declined to provide any other information

Secondary Sources cited:

Upstate Alliance South Carolina
Apartment Rental Guide, Greenville/Spartanburg/Anderson, Spring 2006
IWANNA, March 15,2006
Spartanburg Herald-Journal, Saturday, March 18, 2006

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APPENDIX A

EXHIBIT S - 2

SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY

EXHIBIT S – 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY

Development Name:	Summer Place Apartments	Total # Units: 53
Location:	Spartanburg, SC	# LIHTC Units: 53
PMA Boundary:	Boundaries of Census Tracts 201, 203.01, 204, 205, 206.01, 206.02, 206.03, 207, 208, 209,	
	210.01, 216, 217, and Block Groups 1&2 of CT 219,01	Farthest Boundary Distance to Subject: 3.5 miles

RENTAL HOUSING STOCK (found on pages 41, 47, 64)

Type	# Properties	Total Units	Vacant Units	Average Occupancy*
All Rental Housing	16	2,021	78	5.3%
Market-Rate Housing	8	1,185	38	6.1%
Assisted/Subsidized Housing	10	836	38	4.6%
LIHTC (All)	5	496	37	7.5%
Stabilized Comps**	2	158	6	3.6%
Non-stabilized Comps	0	0	0	0

* Average Occupancy percentages will be determined by using the second and fourth quarter rates reported for 2005.

** 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.

MONTHLY RENT COMPARISON (found on page 75)

Subject Development				Adjusted Market Rent			Highest Unadjusted Comp Rent	
Bedrooms	Baths	Size (SF)	Proposed Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
3	2.5	1274	\$540	\$770	\$0.60	29.9%	\$799	\$0.71
3	2.5	1274	\$577	\$770	\$0.60	25.1%	\$799	\$0.71
3	2	1452	\$577	\$770	\$0.53	25.1%	\$799	\$0.71
NOTE All units have Section 8				\$	\$	%	\$	\$
			\$	\$	\$	%	\$	\$
			\$	\$	\$	%	\$	\$

DEMOGRAPHIC DATA (found on page 28, 31, 32, 37)

	2000		2005		2008	
Population	35,161		34,775		34,550	
Households	13,425		13,495		13,550	
Renter Households	6,959	51.8%	6,950	51.5%	6,978	51.5%
Income-Qualified Renter HHS (LIHTC)	4,785	68.8%	4,782	68.8%	4,800	68.8%
Income-Qualified Renter HHS (MR)	(if applicable)	%		%		%

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 80)

Type of Demand	50%	60%	Market-rate	Other:___	Other:___	Overall
Renter Household Growth	17	19				19
Existing Households (Overburd + Substand)	2,454	2,842				2,842
Homeowner conversion (Seniors)	Na	Na				na
Other:						
Less Comparable/Competitive Supply	0	232				232
Net Income-qualified Renter HHs	2,471	2,629				2,629

CAPTURE RATES (found on page 80)

Targeted Population	50%	60%	Market-rate	Other:___	Other:___	Overall
Net Income-qualified Renter HHs	2,471	2,629				2,629
Proposed Subject Units	36	17				53
Capture Rate	1.5%	0.7%				2.0%

APPENDIX B

**SCSHFDA AUTHORIZTION TO PROCEED BASED ON PRE-MARKET ANALYSIS
INCLUDING MARKET AREA DEFINITION AND LIST OF COMPETITIVE DEVELOPMENTS**

From: Leanne.Johnson@schousing.com
Sent: Tuesday, March 28, 2006 7:34 AM
To: waverlygroup@qwest.net
Subject: RE: Proposed Market Area - Summer Place Apartments, Spartanburg

You have the go-ahead for this project.

THE WAVERLY RESEARCH GROUP, INC.

The Waverly Research Group, Inc. conducts market and economic feasibility studies, and provides general consulting services for real estate development projects. Waverly prepares studies analyzing market support for residential, industrial, and commercial properties including office, retail, hospitality (hotel/motel), and mixed-use development. Other, more specialized areas of expertise include health care facilities, options in housing for the elderly, low and moderate income (affordable) housing, due-diligence services for the financial services industry, and adaptive re-use studies for the renovation of underused and/or historic properties.

The Waverly Group also offers a variety of development consulting service to clients, including site selection, product development, market positioning, and economic impact studies. Waverly also evaluates the financial potential of development projects, and prepares pro-forma projections. In addition, Waverly assists municipalities and other government agencies in evaluating the potential for economic revitalization through redevelopment and adaptive re-use, and provides economic and market analysis services to assist land-use planning efforts.

The Waverly Group professionals have completed a wide variety of studies for housing, particularly multi-family affordable housing. These include standard apartments, farm labor housing, elderly independent living units, assisted living and enriched housing, and life care facilities. Geographic areas of operation include the Northeast (Vermont and Connecticut), the Mid Atlantic (New York, New Jersey, Delaware, Maryland, Virginia, and West Virginia), the Southeast (North Carolina, South Carolina, Tennessee, Kentucky, Georgia and Florida), the Mid West (Illinois, Iowa, Kansas and North Dakota) and the Southwest (Texas, New Mexico, Nevada and Arizona).

While most of the Waverly assignments are performed for private sector clients, in most cases the studies are designed to meet the requirements of various government programs and agencies, and in many cases are performed directly for the reviewing agency or for the lender or syndicator. The Waverly analysts are particularly experienced in projects under USDA Rural Development Section 515 and 514 programs, the Low Income Housing Tax Credit program, and the HUD HOME programs, the Section 202, Section 221(d)(4) and Section 232 programs, both as part of the MAP program, as well as various state programs. The firm also prepares full reviews of existing market studies for consistency and accuracy for public and private underwriters.

The principal of the Waverly Group, Donald F. Robinson, has 30 years experience in research and real estate consulting. He has worked throughout the United States, but is especially familiar with New York and the Mid-Atlantic, Southeast, and Southwest regions. The firm, formed in 1986, in Richmond, Virginia is now located in Las Cruces, New Mexico.

STATEMENT OF QUALIFICATIONS

Donald F. Robinson

Principal, Waverly Research Group, Inc., Las Cruces, New Mexico.

Former Director of Research, John E. Scott and Associates, Richmond, Virginia.

Former Research Associate, C. B. Robertson Associates, Inc., Richmond, Virginia.

Former Business Services Librarian, County of Henrico, Richmond, Virginia.

Graduate, University of Virginia, Charlottesville, Virginia, Bachelor of Arts, 1971.

Graduate, University of Illinois, Urbana, Illinois, Master of Science in Library Science, 1976.

Graduate, University of Richmond, Richmond, Virginia, Master of Business Administration, 1983.

Former Adjunct Instructor in Real Estate, University of Richmond.

Conducted economic, market and financial studies for private and public sector clients in the Mid-Atlantic, Southeast, Midwest, and Southwest United States. Studies have included development assignments in land use analysis; highest and best use; financial structuring and packaging; re-use of historic properties, redevelopment, and revitalization; housing, commercial, industrial, health care, recreation and hospitality analysis; space evaluation and site selection. Other services included private consulting assignments in land planning, investment analysis, regional economic base analysis, due diligence, and business evaluation and acquisition. Served as consultant to property owners, developers, health care institutions, non-profit foundations, financial institutions, public agencies, and other real estate professionals.

Mr. Robinson has worked as a real estate market analyst for 28 years, since 1978. He is now based in Las Cruces, New Mexico.

STATEMENT OF QUALIFICATIONS

Judy W. Maynard

Senior Research Analyst, The Waverly Research Group, Inc., Las Cruces, New Mexico.

Former Business Manager, Friends of the Richmond Public Library, Richmond, Virginia

Former Owner/Manager, Novel Futures Bookstore, Richmond, Virginia

Registered Nurse 1975-1983

St. John's Hospital – Drug and alcoholism treatment

St. Mary's Hospital – Psychiatric Unit & Psychiatric Intensive Care Unit

Chippenham Hospital/Tucker Pavilion – General medical and psychiatric nursing

Graduate, J. Sergeant Reynolds Community College, Associate in Applied Science in Nursing, 1975

Continuing Education in Drug and Alcoholism Rehabilitation, Virginia Commonwealth University, 1978 – 1982

Continuing Education in Accounting, John Tyler Community College, 1988

Has conducted market and field research for market studies in Virginia, New York, West Virginia, Vermont, Georgia, North Carolina, Florida, Arizona, New Mexico, North Dakota, Connecticut, Wyoming and Kansas. Studies have included multi-family housing for families and elderly households, major recreation facilities and healthcare facilities. Compiled research information using the US Census and other secondary sources. Conducted competitive surveys with government officials, property managers, owners, and healthcare professionals. Developed and implemented survey and market study forms to be used in the reporting of market opportunities and determining market rents.

Ms. Maynard has worked as a real estate market analyst since 1994. She is now based in Las Cruces, New Mexico.