



**Shaw Research & Consulting**

***Real Estate Analysis & Market Feasibility Services***

**A RENTAL HOUSING  
MARKET FEASIBILITY ANALYSIS  
FOR  
CLINTON, SOUTH CAROLINA  
*(Laurens County)***

***Stone Pointe Apartments***

*Shadow Wood Drive, East of Jacobs Highway  
Clinton, South Carolina 29325*

**March 24, 2015**

***Prepared for:***

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**CERTIFICATE OF ACCURACY AND RELIABILITY**

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



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Steven R. Shaw  
**SHAW RESEARCH & CONSULTING**

Date: March 24, 2015

## INTRODUCTION

Shaw Research & Consulting has prepared the following rental housing study to examine and analyze the Clinton area as it pertains to the market feasibility of Stone Pointe Apartments, a proposed 48-unit affordable rental housing development targeted for low-income family households. The subject proposal is to be located in the southern portion of the city of Clinton along Shadow Wood Drive (near the northeast intersection of Springdale Drive and Jacobs Highway), and approximately one mile south downtown Clinton. Furthermore, the immediate neighborhood surrounding the subject property has a mixture of usages, including residential, commercial, medical, and undeveloped densely wooded property. Overall, most buildings within the immediate area are in fair to good condition.

The purpose of this report is to analyze the market feasibility of the subject proposal based on the project specifications and site location presented in the following section. Findings and conclusions will be based through an analytic evaluation of demographic trends, recent economic patterns, existing rental housing conditions, detailed fieldwork and site visit, and a demand forecast for rental housing within the Clinton market area. All fieldwork and community data collection was conducted on February 28, 2015 by Steven Shaw. A phone survey of existing rental developments identified within the PMA, as well as site visits to those properties deemed most comparable to the subject, was also reviewed to further measure the potential market depth for the subject proposal.

This study assumes Low Income Housing Tax Credits (LIHTC) will be utilized in the development of the subject rental facility, along with the associated rent and income restrictions obtained from the South Carolina State Housing Finance and Development Authority (SCSHFDA). As a result, the proposed Stone Pointe Apartments will feature a total of 48 units (24 two-bedroom units and 24 three-bedroom units) restricted to households at 50 percent and 60 percent of the area median income (AMI). Furthermore, there are no unrestricted (market rate) or project-based rental assistance (PBRA) units proposed within the subject development.

## EXECUTIVE SUMMARY

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

- 1) The subject proposal is a 48-unit rental development targeting low-income family households. The facility will consist of a mix of two and three bedroom units restricted to households at 50 and 60 percent of AMI.
- 2) Demand estimates for the proposed development show sufficient statistical support for the introduction and absorption of additional tax credit rental units within the Clinton PMA. As such, capture rates as presented in Exhibit S-2 (following the executive summary) are reflective of the need for additional affordable rental housing and within industry-accepted thresholds.
- 3) Occupancy rates for rental housing are relatively positive throughout the market area at the current time. As such, an overall occupancy rate of 96.7 percent was calculated from a January 2015 survey of 16 family-oriented rental developments identified and contacted within the PMA.
- 4) Somewhat limited family tax credit options are available throughout the PMA. The only truly comparable property, Clinton Green, is a 40-unit development constructed in 2009. The manager reported one vacancy (98 percent occupied) which will be filled from the current wait list of more than 15 persons – representative of the acceptance and demand for affordable rental options locally.
- 5) The proposal represents a modern product with numerous amenities and features at an affordable rental level. As such, in comparison to Clinton Green – the subject proposal's rental rates (at 60 percent AMI) are five percent lower with larger unit sizes (ranging between 12 and 20 percent larger) – providing an indication of the competitive positioning of the proposal, as well as appropriate rental rates.
- 6) The proposed site location can also be considered as an extremely positive attribute, with a grocery, pharmacy, library, and YMCA all within walking distance.
- 7) Based on U.S. Census figures and ESRI forecasts, demographic patterns throughout the Clinton area have exhibited small declines in recent years. As such, the overall population within the PMA is estimated to have decreased by less than one percent between 2010 and 2014, representing a loss of roughly 350 persons during this time.

- 8) Considering the subject's proposed targeting, spacious unit sizes, and development features, the introduction of Stone Pointe Apartments should prove successful. Based on positive occupancy levels throughout the local rental stock, as well as a highly successful similar family LIHTC property (98 percent occupied with a waiting list), a newly constructed affordable rental option would be successful within the Clinton PMA. As such, evidence presented within the market study suggests a normal absorption period (between seven and nine months) should be anticipated based on project characteristics as proposed. Furthermore, the development of the subject proposal will not have any adverse effect on any other existing rental property – either affordable or market rate.

2015 EXHIBIT S - 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY:			
Development Name:	STONE POINTE APTS	Total # Units:	48
Location:	Shadow Wood Drive	# LIHTC Units:	48
PMA Boundary:	North=County border; South=Beaverdam Creek/Little River; West=Rabon Creek; East=County border		
Development Type:	<input checked="" type="checkbox"/> Family	<input type="checkbox"/> Older Persons	Farthest Boundary Distance to Subject: 12 Miles

RENTAL HOUSING STOCK (found on page 53)				
Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	16	814	27	96.7%
Market-Rate Housing	3	75	6	92.0%
Assisted/Subsidized Housing not to include LIHTC	11	679	18	97.3%
<b>LIHTC (All that are stabilized)*</b>	<b>2</b>	<b>60</b>	<b>3</b>	<b>95.0%</b>
Stabilized Comps**	2	60	3	95.0%
Non-stabilized Comps	0	0	0	NA

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

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

Subject Development					Adjusted Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
0	1 BR	1.0	--	--	--	--	--	--	--
0	1 BR	1.0	--	--	--	--	--	--	--
5	2 BR	2.0	1,075	\$385	\$627	\$0.70	38.6%	\$550	\$0.60
19	2 BR	2.0	1,075	\$485	\$627	\$0.70	22.7%	\$550	\$0.60
5	3 BR	2.0	1,225	\$430	\$710	\$0.63	39.4%	\$650	\$0.63
19	3 BR	2.0	1,225	\$545	\$710	\$0.63	23.3%	\$650	\$0.63
<b>Gross Potential Rent Monthly*</b>				<b>\$23,645</b>	<b>\$32,099</b>		<b>26.34%</b>		

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

DEMOGRAPHIC DATA (found on page 39)						
	2010		2014		2017	
Renter Households	4,999	34.4%	5,120	35.5%	5,211	36.3%
Income-Qualified Renter HHs (LIHTC)	1,402	28.1%	1,436	28.1%	1,462	28.1%
Income-Qualified Renter HHs (MR)	0	0.0%	0	0.0%	0	0.0%

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 47)						
Type of Demand	50%	60%	Market Rate	Other:	Other:	Overall
Renter Household Growth	18	17				25
Existing Households (Overburd + Substand)	532	482				737
Homeowner Conversion (Seniors)	--	--				--
Other:	--	--				--
Less Comparable/Competitive Supply	0	0				0
<b>Net Income-Qualified Renter HHs</b>	<b>551</b>	<b>498</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>763</b>

CAPTURE RATES (found on page 47)						
Targeted Population	50%	60%	Market Rate	Other:	Other:	Overall
Capture Rate	1.8%	7.6%				6.3%

ABSORPTION RATE (found on page 49)	
Absorption Period:	7 to 9 months

<b>2015 S-2 RENT CALCULATION WORKSHEET</b>						
<b># Units</b>	<b>Bedroom Type</b>	<b>Proposed Tenant Paid Rent</b>	<b>Gross Potential Tenant Rent</b>	<b>Adjusted Market Rent</b>	<b>Gross Potential Market Rent</b>	<b>Tax Credit Gross Rent Advantage</b>
0	0 BR		\$0		\$0	
0	0 BR		\$0		\$0	
0	0 BR		\$0		\$0	
0	1 BR		\$0		\$0	
0	1 BR		\$0		\$0	
0	1 BR		\$0		\$0	
5	2 BR	\$385	\$1,925	\$627	\$3,137	
19	2 BR	\$485	\$9,215	\$627	\$11,920	
0	2 BR		\$0		\$0	
5	3 BR	\$430	\$2,150	\$710	\$3,551	
19	3 BR	\$545	\$10,355	\$710	\$13,492	
0	3 BR		\$0		\$0	
0	4 BR		\$0		\$0	
0	4 BR		\$0		\$0	
0	4 BR		\$0		\$0	
<b>Totals</b>	<b>48</b>		<b>\$23,645</b>		<b>\$32,099</b>	<b>26.34%</b>



## A. PROJECT DESCRIPTION

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

<b>Project Name:</b>	<b>STONE POINTE APTS</b>								
<b>Project Address:</b>	<b>Shadow Wood Drive</b>								
<b>Project City:</b>	<b>Clinton, South Carolina</b>								
<b>County:</b>	<b>Laurens County</b>								
<b>Total Units:</b>	<b>48</b>								
<b>Occupancy Type:</b>	<b>Family</b>								
<b>Construction Type:</b>	<b>New Construction</b>								
<b>Income Targeting*:</b>	<i>Overall - \$18,514 to \$31,770</i>								
	<i>50% AMI - \$18,514 to \$26,475</i>								
	<i>60% AMI - \$21,943 to \$31,770</i>								
Targeting/Mix	Number of Units	Unit Type	Number of Baths	Square Feet	Contract Rent	Utility Allow.	Gross Rent	Max. LIHTC Rent*	Incl. PBRA
<b>Two-Bedroom Units</b>	<b>24</b>								
50% of Area Median Income	5	Apt	2.0	1,075	<b>\$385</b>	\$155	\$540	\$573	No
60% of Area Median Income	19	Apt	2.0	1,075	<b>\$485</b>	\$155	\$640	\$688	No
<b>Three-Bedroom Units</b>	<b>24</b>								
50% of Area Median Income	5	Apt	2.0	1,225	<b>\$430</b>	\$193	\$623	\$661	No
60% of Area Median Income	19	Apt	2.0	1,225	<b>\$545</b>	\$193	\$738	\$794	No

\*Maximum LIHTC Rents and Income Limits are based on 2015 Income & Rent Limits (effective 3/6/2015) obtained from SCSHFDA website ([www.schousing.com](http://www.schousing.com)).

**Project Description:**

Development Location.....Clinton, South Carolina  
 Construction Type.....New construction  
 Occupancy Type .....Family  
 Target Income Group .....100% LIHTC (50% and 60% AMI)  
 Special Population Group .....N/A  
 Number of Units by Unit Type .....See previous page  
 Unit Sizes .....See previous page  
 Rents and Utility Information .....See previous page  
 Proposed Rental Assistance (PBRA) .....0 units

**Project Size:**

Total Development Size.....48 units  
 Number of Affordable Units.....48 units  
 Number of Market Rate Units.....0 units  
 Number of PBRA Units .....0 units  
 Number of Employee Units .....0 units

**Development Characteristics:**

Number of Total Units.....48 units  
 Number of Garden Apartments.....48 units  
 Number of Townhouses.....0 units  
 Number of Residential Buildings.....3 (maximum two-story)  
 Number of Community Buildings .....1  
 Exterior Construction.....Minimum 70% Brick

**Unit Amenities:**

- Frost Free Refrigerator w/ Ice Maker
- Oven/Range
- Dishwasher
- Garbage Disposal
- Microwave
- Ceiling Fans
- Washer/Dryer Hook-Up
- Mini-Blinds/Vertical Blinds
- Central Heat/Air Conditioning
- Walk-In Closet
- Sunroom

**Development Amenities:**

- Community Building
- Multi-Purpose Room w/ Kitchenette
- Equipped Computer Center w/ Internet
- Video Camera Security System
- On-Site Laundry Facility
- Playground
- Covered Picnic Shelter and Grills
- On-Site Management Office

**Additional Assumptions:**

- Only trash removal will be included in the rent. Water, sewer, electricity (including electric heat pump), cable television, internet access, and telephone charges will be paid by the tenant;
- Market entry is scheduled for late 2016/early 2017;

## B. SITE DESCRIPTION

### 1. Site Visit Date

All fieldwork and community data collection was conducted on February 28, 2015 by Steven Shaw.

### 2. Site Neighborhood and Overview

The subject property is located within the southern portion of the city of Clinton at the east end of Shadow Wood Drive, near the northeast corner of Springdale Drive and Jacobs Highway. The site is approximately one mile south of downtown Clinton, within a predominantly residential area and within walking distance to numerous retail properties. As such, three multi-family buildings (two duplexes and a four-unit townhome building in fair condition) are situated adjacent to the west of the subject, while single-family homes (in mostly good condition) can be found adjacent to the south. Furthermore, undeveloped densely wooded property is located adjacent to the east and north of the proposed site. The area immediately west of the site along Jacobs Highway has a wide variety of usages, with a grocery store, pharmacy, two banks, day care center, dentist office, and YMCA all within walking distance of the site. Areas to the south and east are increasingly undeveloped while areas to the north and west are largely commercial oriented.

The subject property consists of approximately 8.66 acres of undeveloped, densely wooded property. Situated within Census Tract 9208 of Laurens County with no current zoning (due to being outside of the city and within the county's jurisdiction). Access to the site will be from Shadow Wood Drive, a low-volume secondary residential street providing a direct link to Jacobs Highway. Furthermore, the entrance to the site will be at the western part of Shadow Wood Drive, thereby limiting exposure to the multi-family properties at the eastern end of the street. Based on current usages, zoning throughout the immediate neighborhood should not impede or negatively affect the viability of the subject proposal. As such, adjacent land usage is as follows:

- North:** Undeveloped, densely wooded property
- South:** Single-family homes (*most in good condition*)
- West:** Multi-family buildings (*in fair condition*)/commercial/professional
- East:** Undeveloped, densely wooded property

The subject property's location along a seemingly quiet residential street near a major commercial/retail corridor provides a generally positive curb appeal. Although the site will have limited visibility from a well-traveled roadway, its location just east of Jacobs Highway offers abundant retail opportunities, and should be considered a positive attribute and suitable for multi-family housing.

### **3. Nearby Retail**

As previously mentioned, numerous retail opportunities can be found near the subject property, much of which is within walking distance of the site. As such, a Bi-Lo grocery store and CVS/Pharmacy are situated along the west side of Jacobs Highway (just north of Shadow Wood Drive), while a gift shop and convenience store are located to the south. Furthermore, an Ingle's Grocery, Fred's Super Dollar, and Dollar General are all within one-half mile of the site. Several additional retail centers are a relatively short drive away – including downtown Clinton (roughly one mile to the north) as well as along Broad Street (Highway 56/72) and Carolina Avenue (U.S. 76). It should also be noted that Laurens offers a number of retail opportunities, as well – including a Walmart Supercenter located approximately 7¾ miles from the site.

### **4. Medical Offices and Hospitals**

The nearest hospital is the Laurens County Medical Campus, which is part of the Greenville Health System and situated approximately five miles northwest of the subject property midway between Clinton and Laurens. In addition, the newly constructed Self Medical Center can be found near the hospital. While numerous physician and other medical/specialty offices can be found near the hospital, a small number of clinics can be found locally – including Advanced Family Medicine located approximately 1¼ miles away in downtown Clinton.

### **5. Other PMA Services**

Additional services of note within the market area include a library, YMCA, and several parks and recreation centers. Most noteworthy are the Clinton Public Library and Clinton Family YMCA, both of which are located within walking distance of the site (within one-third mile away). In addition, fixed-route bus/transit services are not currently offered within Clinton or Laurens County.

The following identifies pertinent locations and features within the Clinton market area, and can be found on the following map by the number next to the corresponding description (*all distances are estimated by paved roadway*):

### **Retail**

1. Bi-Lo Grocery .....0.1 mile west
2. CVS/Pharmacy.....0.1 mile northwest
3. Dollar General.....0.5 miles southwest
4. Sandlapper Express convenience store .....0.2 miles south
5. Peacock Flowers and Gifts.....0.1 mile west
6. Ingle's Grocery .....0.3 miles south
7. Fred's Super Dollar .....0.3 miles north
8. Clinton True Value Hardware.....1.5 miles north
9. Wilson's Club Market.....1.5 miles north
10. Family Dollar .....2.3 miles north
11. Dollar General.....2.8 miles north
12. Dollar General.....3.1 miles northwest
13. Walmart Supercenter (*not on map*) .....7.7 miles northwest

### **Education**

14. YMCA Child Care Academy.....0.1 mile west
15. Big Blue Marble Academy .....0.7 miles east
16. Bailey Child Development Center .....1.9 miles north
17. Clinton Elementary School .....0.5 miles southwest
18. Eastside Elementary School.....1.8 miles northeast
19. Ball Street Middle School.....2.5 miles northwest
20. Clinton High School .....3.0 miles northeast
21. Presbyterian College .....0.8 miles north

### **Medical**

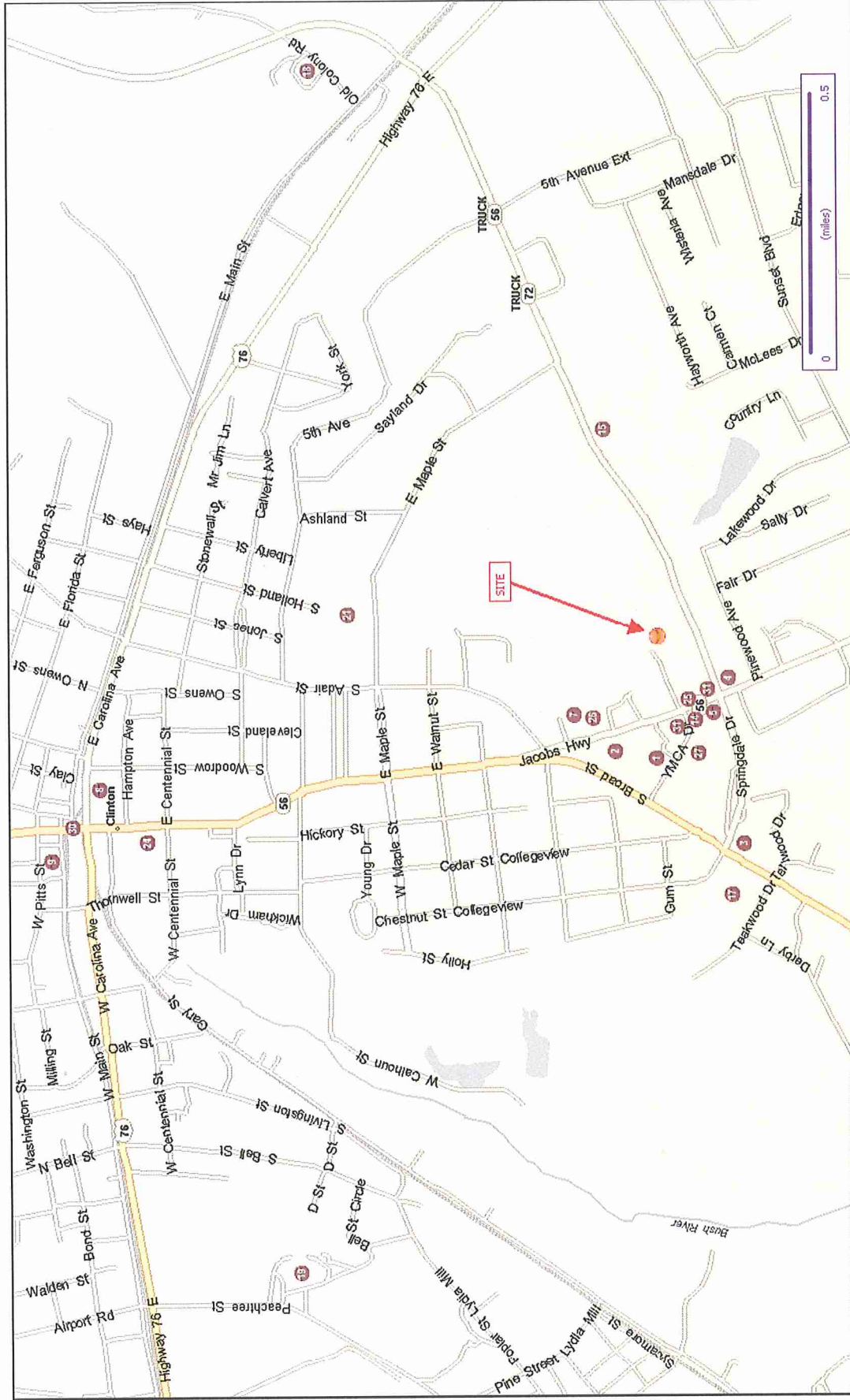
22. Greenville Health System/Laurens County Medical Campus .....5.0 miles northwest
23. Self Medical Center - Laurens .....5.1 miles northwest
24. Advanced Family Medicine.....1.2 miles north
25. Clinton Dental Care .....adjacent to west

### **Recreation/Other**

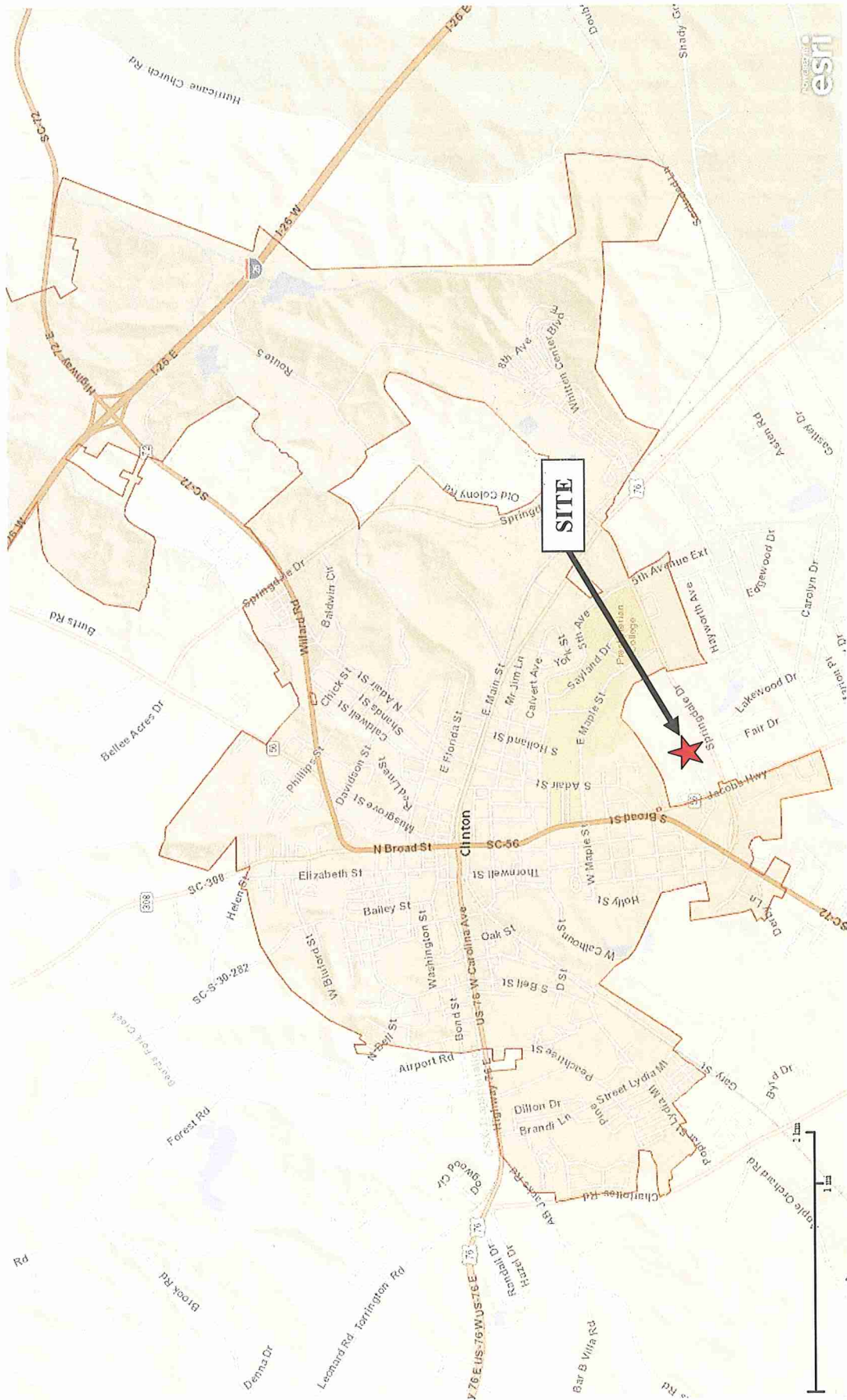
26. Clinton Public Library .....0.3 miles north
27. Clinton Family YMCA .....0.1 mile west
28. Pine Haven Park.....2.6 miles northeast
29. Josh and Ella Savage Park .....2.1 miles north
30. Downtown Clinton.....1.0 mile north
31. Arthur State Bank/Park Sterling Bank.....0.1 mile west



Map 2: Local Features/Amenities – Close View

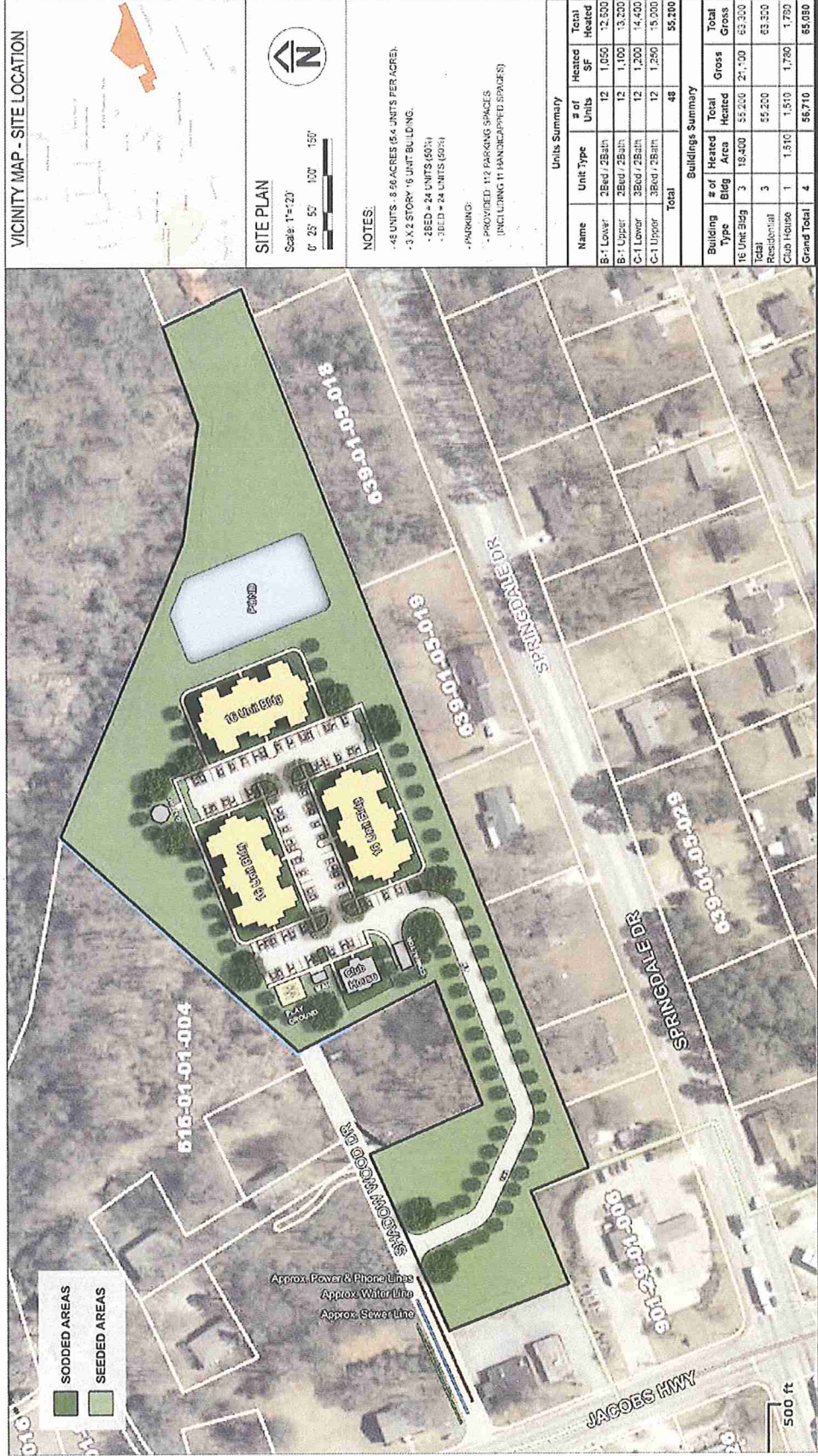


Map 3: Site Location – City of Clinton





Map 4: Site Plan – Stone Pointe Apartments

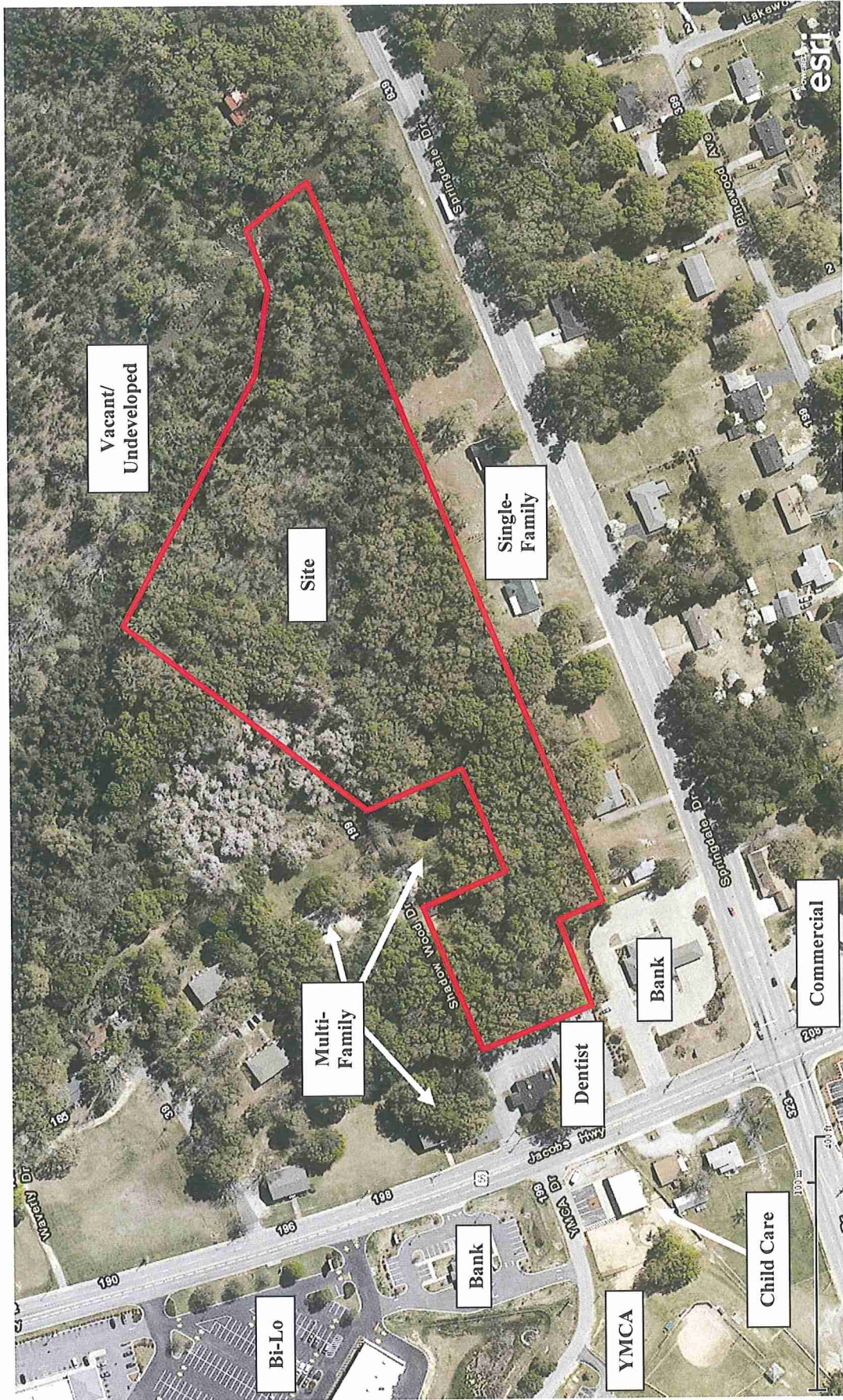


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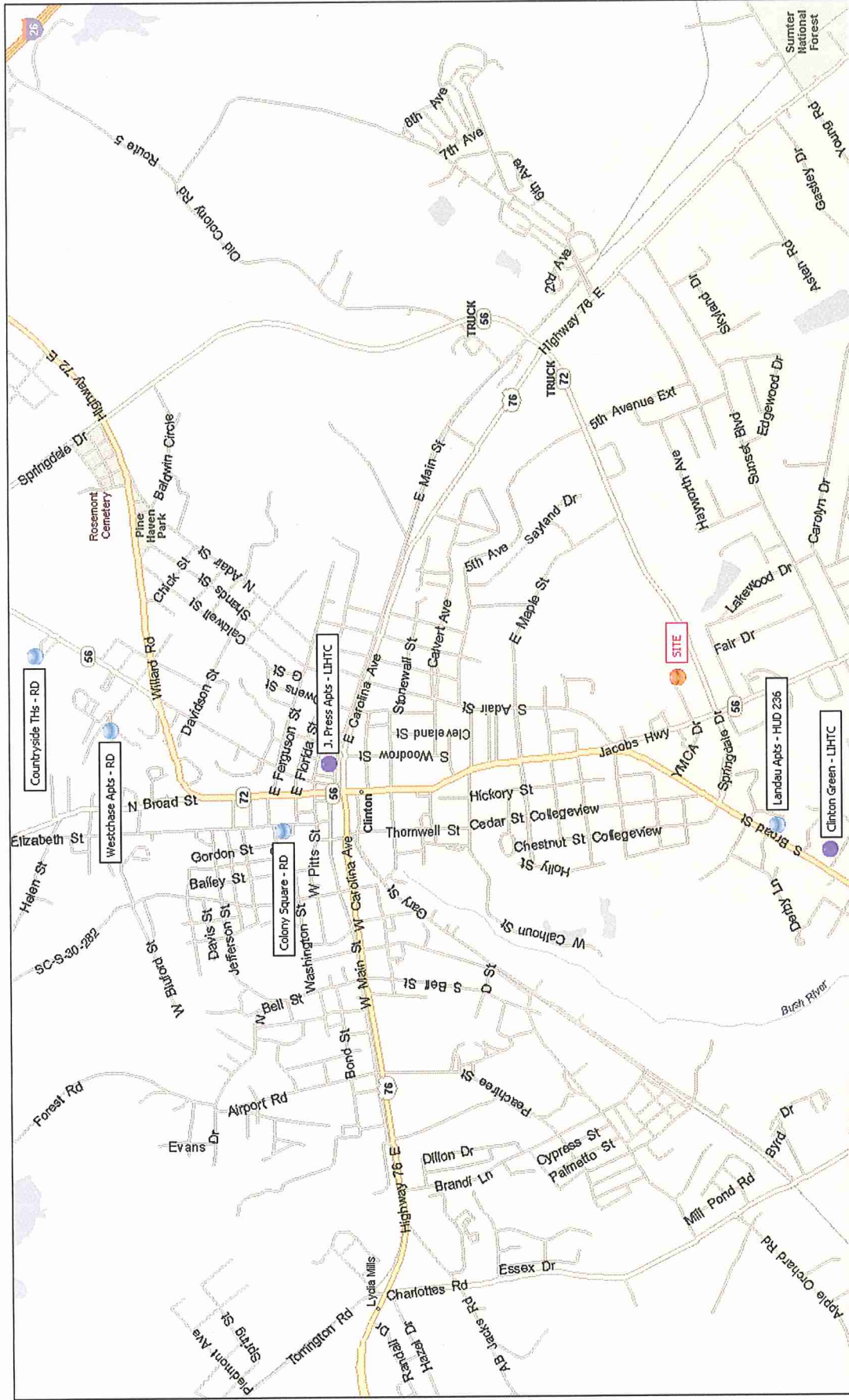
**STONE POINTE**  
 Location: Clinton, SC  
 Bradley Clinton, LLC

PDS - 15201 - 03/14/2015.  
 This document is intended to be used for presentation purposes only. Refer to Architectural, Surveys, and Civil drawings for technical information and measurements.

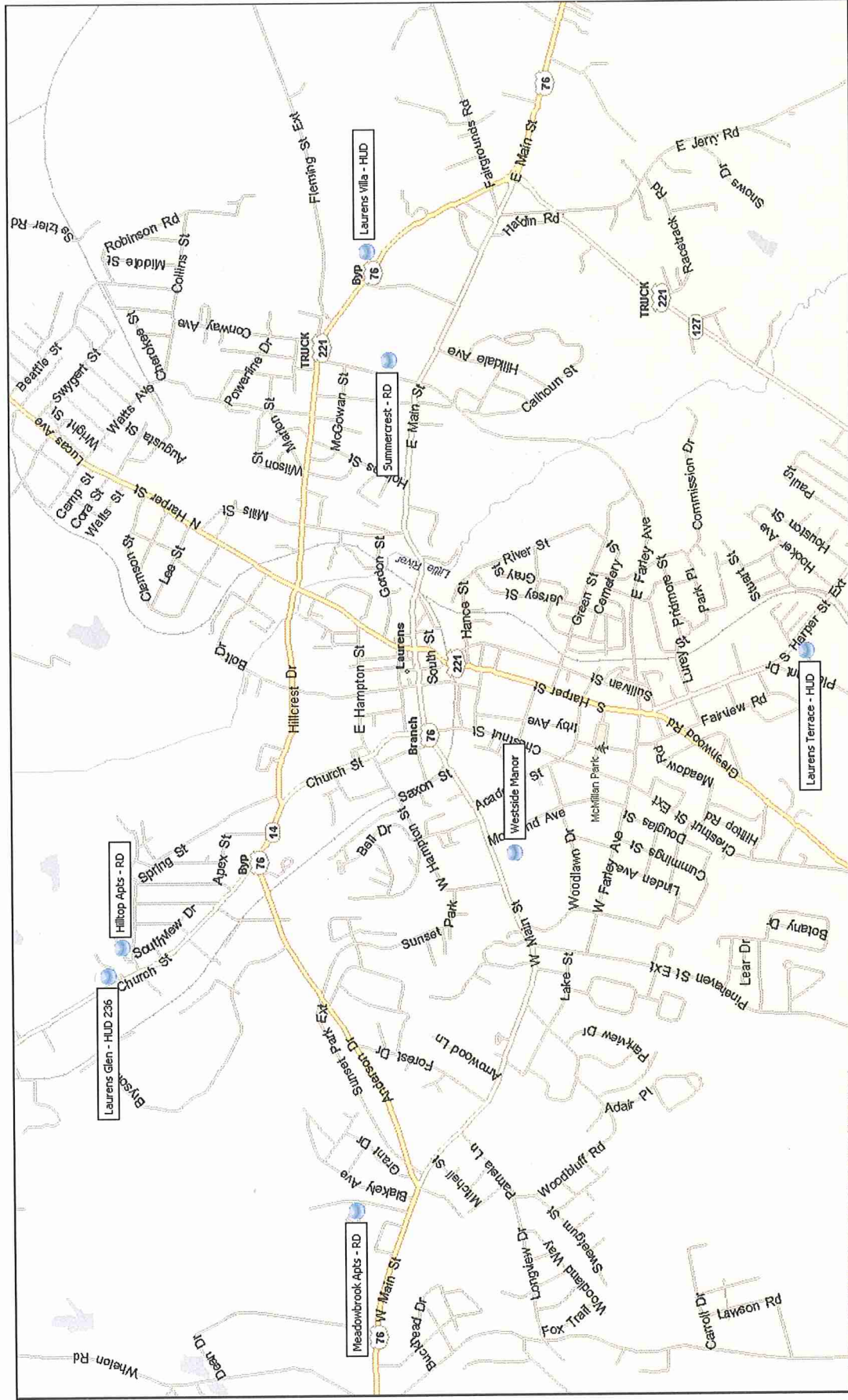
Map 5: Site Location - Aerial Photo



Map 6a: Affordable Rental Housing - Clinton



Map 6b: Affordable Rental Housing - Laurens



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Site/Neighborhood Photos



**SITE – Stone Pointe Apartments  
Shadow Wood Drive  
Clinton, SC**



**SITE – Stone Pointe Apartments  
Shadow Wood Drive  
Clinton, SC**



**SITE – Stone Pointe Apartments  
Shadow Wood Drive  
Clinton, SC  
Facing east at end of Shadow Wood Drive  
Duplex is on right**



**SITE – Stone Pointe Apartments  
Shadow Wood Drive  
Clinton, SC**



Facing east along Shadow Wood Drive  
Site entrance will be on right



Facing west from east end of Shadow Wood Drive



Single-family home adjacent to site on south  
Facing north from Springdale Drive



Single-family home adjacent to site on south  
Facing north from Springdale Drive



**Wooded property and single-family home adjacent to east of site  
Facing north from Springdale Drive  
Site is on left**



**Medical/Professional building adjacent to west of site  
Facing southwest from Shadow Wood Drive  
Building is on southeast corner of Shadow Wood Drive and Jacobs Highway**



**Duplex building adjacent to west of site  
Located on south side of Shadow Wood Drive**



**Townhome building adjacent to west of site  
Located on north side of Shadow Wood Drive**

### **6. Crime Assessment**

According to crime data by zip code, the overall crime index within the immediate area is somewhat higher than both state and national levels. According to data obtained from CLResearch.com, which provides demographic and lifestyle statistics by zip code, the area in which the subject property is situated (zip code 29325) had a Total Crime Risk index of 152 – as compared to 130 for the state (whereas an index of 100 is the national average). According to index values, Assault Risk was the highest factor by far (at 388), followed by Murder Risk (187), and Larceny Risk (144). Conversely, Automotive Theft Risk and Robbery Risk were the lowest of all factors (at 59 and 50, respectively), and were the only index values below both state and national norms. Considering these factors as well as information gathered during the site visit, there does not appear to be any noticeable security concerns within the immediate neighborhood surrounding the site. However, it is still recommended to include a form of security measures (such as cameras or intercom-entry) within the subject property to deter any potential crime issues.

**Table 1: Crime Risk Index**

	<b>Zip: 29325</b>	<b>State</b>
	<b><u>Index*</u></b>	<b><u>Index*</u></b>
<b>Total 2010 Crime Risk Index</b>	<b>152</b>	<b>130</b>
<b>Personal Crime Index</b>	<b>221</b>	<b>165</b>
<b>Murder Risk</b>	187	138
<b>Rape Risk</b>	142	138
<b>Robbery Risk</b>	50	95
<b>Assault Risk</b>	388	200
<b>Property Crime Index</b>	<b>119</b>	<b>124</b>
<b>Burglary Risk</b>	136	137
<b>Larceny Risk</b>	144	125
<b>Automotive Theft Risk</b>	59	91
*Values are represented as an index, where the value 100 represents the national average.		
Source: CLResearch.com - Data by Zip Code		



**7. Road/Infrastructure Improvements**

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

**8. Overall Site Conclusions**

Overall, the majority of necessary services are situated within a short distance of the site, including a Bi-Lo grocery, CVS/Pharmacy, YMCA, and Library within walking distance. Furthermore, additional retail center, schools, medical offices, and other various services are located throughout the immediate area. Based on a site visit conducted February 28, 2015, overall site characteristics can be viewed as mostly positive, with no significant visible nuances that can have a potentially negative effect on the marketability or absorption of the subject property. In addition, the subject property's location is readily accessible to Jacobs Highway to the west, offering relatively easy access to much of the city and PMA. As such, the subject property has a generally positive curb appeal, with most nearby properties (residential, commercial, or otherwise) in fair to good condition.

### C. PRIMARY MARKET AREA DELINEATION

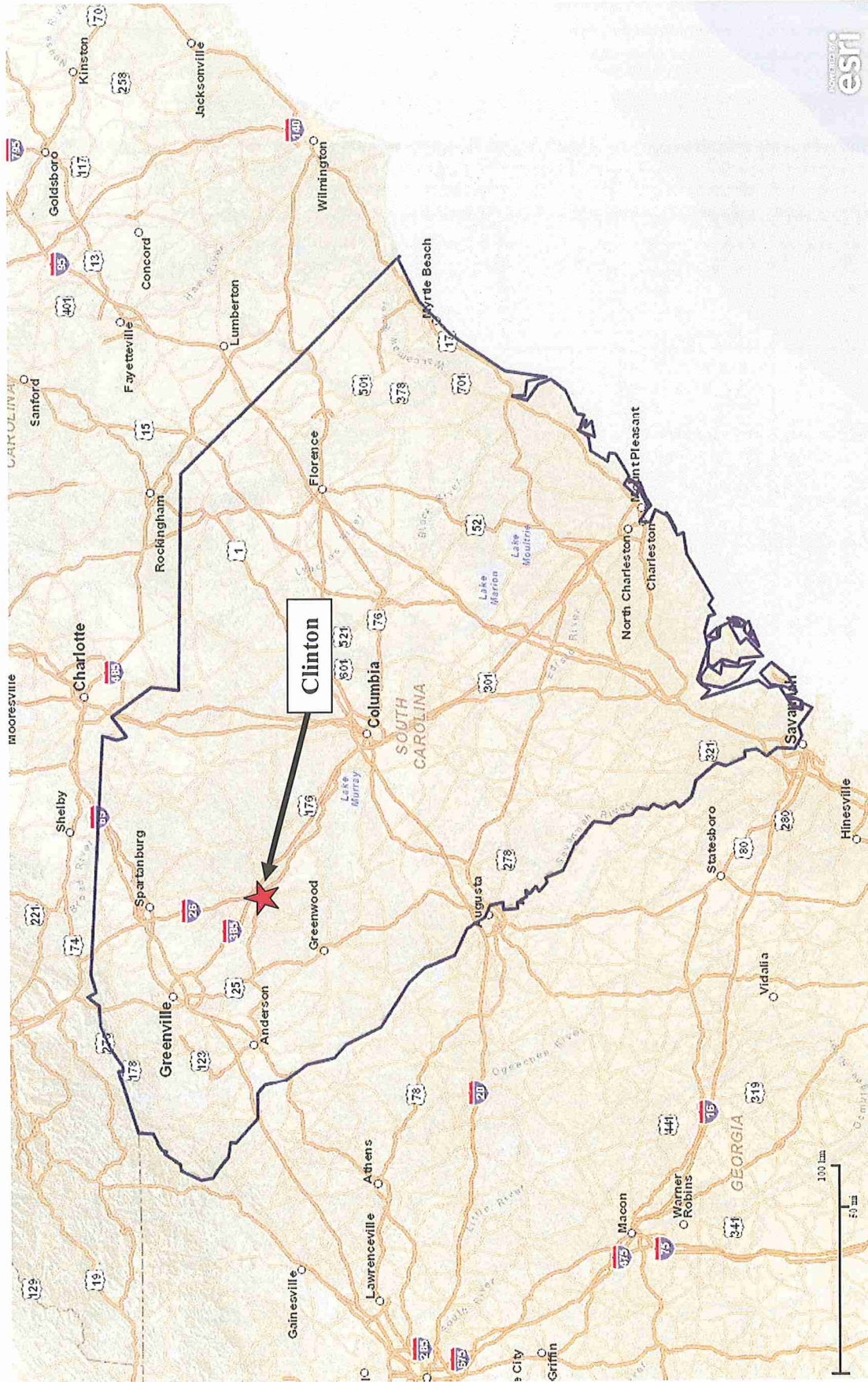
The Primary Market Area (PMA) is defined as the geographic area from which the subject property (either proposed or existing) is expected to draw the *majority* of its residents. For the purpose of this report, the Clinton PMA consists of the city of Clinton and the surrounding area – and also includes the community of Laurens. More specifically, the PMA is comprised of nine census tracts in central Laurens County, and reaches approximately nine miles to the north and south of the site, 8½ miles to the east, and roughly 12 miles to the west. As such, the aforementioned primary market area delineation can be considered as a realistic indication of the potential draw of the subject proposal based on the close proximity and similar characteristics between Clinton and Laurens. Additionally, the site is located near several key roadways (including U.S. 76, SC Highway 56, SC Highway 72, and Interstate 26), each providing relatively convenient access throughout the majority of the PMA and Laurens County.

Factors such as socio-economic conditions and patterns, local roadway infrastructure, commuting patterns, physical boundaries, and personal experience were utilized when defining the primary market area. Furthermore, the PMA is also based on a previously SCSHFDA-approved delineation, and is comprised of the following census tracts (*all within Laurens County*):

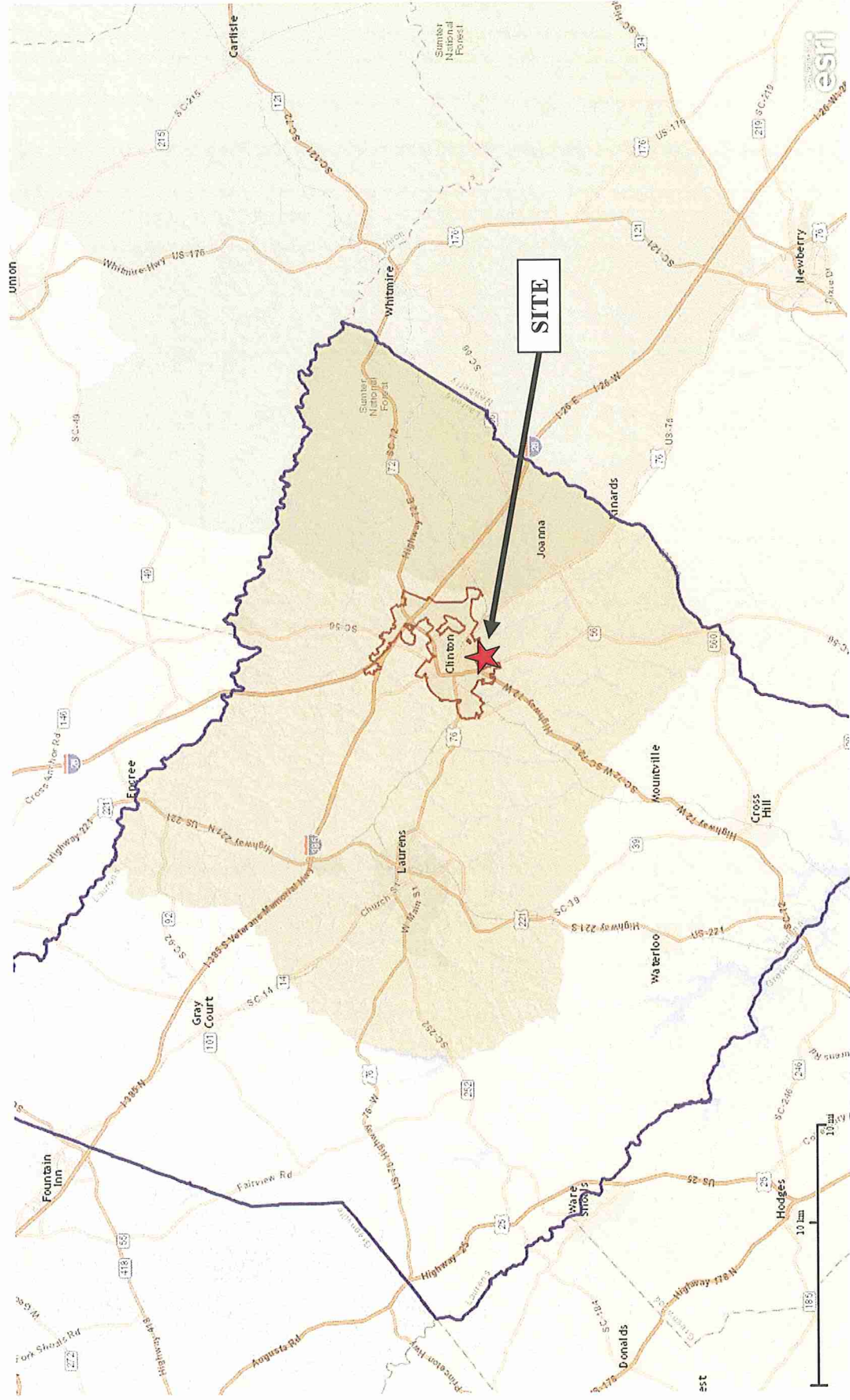
- Tract 9203.01
- Tract 9203.02
- Tract 9204.00
- Tract 9205.01
- Tract 9205.02
- Tract 9206.00
- Tract 9207.00
- Tract 9208.00\*
- Tract 9209.00

\* Site is located in Census Tract 9208

Map 7: State of South Carolina

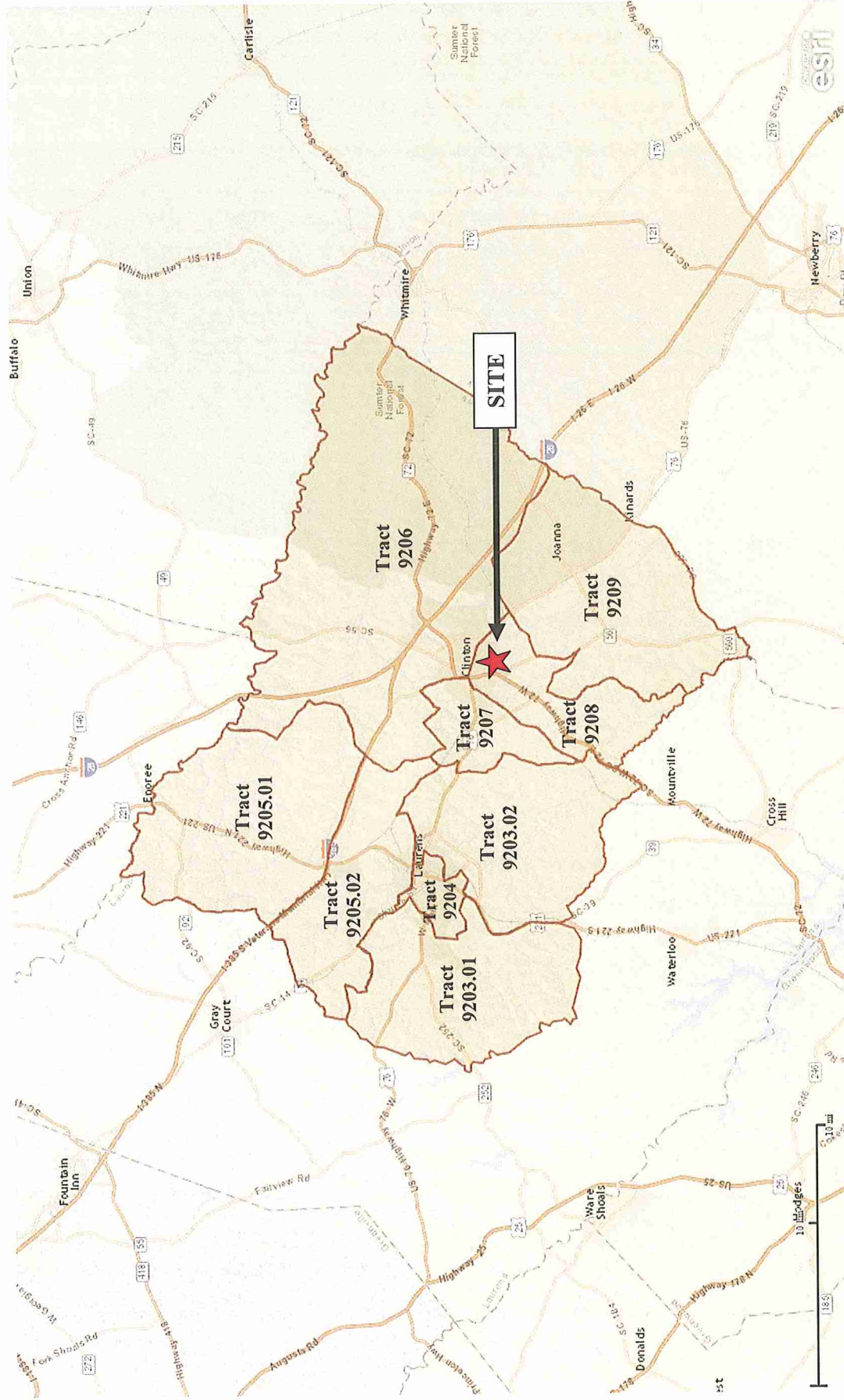


Map 8: Primary Market Area – Laurens County



NOTE: Light shaded area is PMA; Darker shaded area is city of Clinton. Blue outline is Laurens County

Map 9: Clinton Primary Market Area – Census Tracts



**Table 2: Race Distribution (2010)**

<b>Census Tract 9208 - Laurens County, SC</b>		
	<u>Number</u>	<u>Percent</u>
<b>Total Population (all races)</b>	<b>5,214</b>	<b>100.0%</b>
White*	4,224	81.0%
Black or African American*	872	16.7%
American Indian/Alaska Native*	20	0.4%
Asian*	55	1.1%
Native Hawaiian/Pacific Islander*	3	0.1%
Other Race*	91	1.7%

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

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

## D. MARKET AREA ECONOMY

### 1. Employment by Industry

According to information from the South Carolina Department of Employment and Workforce, the largest individual employment industry by far within Laurens County was manufacturing (at approximately 34 percent of all jobs), followed by persons employed in health care/social assistance (ten percent), and educational services (nine percent). Based on a comparison of employment by industry from 2009, slightly more than one-half of industries experienced a net gain in jobs over the past five years. Manufacturing had the largest growth by far (with nearly 1,900 new jobs), followed by professional/technical services (555 jobs), and arts/entertainment/recreation (205 jobs). In contrast, industries experiencing the greatest declines include “other” services and public administration, both declining by more than 185 jobs between 2009 and 2014.

**Table 3: Employment by Industry – Laurens County (2Q 2014)**

Industry	2014 (2Q)		2009		Change from 2009	
	Number Employed	Percent	Number Employed	Percent	Number Employed	Percent
Total, All Industries - Private	20,231	100.0%	17,827	100.0%	2,404	13.5%
Other services, exc. public administration	245	1.2%	437	2.5%	-192	-43.9%
Public administration	1,681	8.3%	1,870	10.5%	-189	-10.1%
Information	161	0.8%	306	1.7%	-145	-47.4%
Educational services	1,719	8.5%	1,843	10.4%	-124	-6.7%
Finance and insurance	239	1.2%	275	1.5%	-36	-13.1%
Real estate and rental and leasing	34	0.2%	64	0.4%	-30	-46.9%
Construction	487	2.4%	494	2.8%	-7	-1.4%
Transportation and warehousing	1,376	6.8%	1,382	7.8%	-6	-0.4%
Utilities	246	1.2%	238	1.3%	8	3.4%
Health care and social assistance	2,060	10.2%	2,045	11.5%	15	0.7%
Agriculture, forestry, fishing and hunting	75	0.4%	56	0.3%	19	33.9%
Accommodation and food services	1,139	5.6%	1,117	6.3%	22	2.0%
Administrative and waste services	566	2.8%	470	2.6%	96	20.4%
Retail trade	1,669	8.3%	1,537	8.6%	132	8.6%
Wholesale trade	380	1.9%	186	1.0%	194	104.3%
Arts, entertainment, and recreation	322	1.6%	117	0.7%	205	175.2%
Professional and technical services	854	4.2%	299	1.7%	555	185.6%
Manufacturing	6,952	34.4%	5,069	28.5%	1,883	37.1%
Mining	*	*	*	*	*	*
Management of companies and enterprises	10	0.0%	*	*	*	*
Unclassified	*	*	*	*	*	*

\* - Data Not Available  
Source: South Carolina Department of Employment & Workforce - Laurens County, SC (2009 - 2014)

## **2. Commuting Patterns**

Based on place of employment (using 2013 American Community Survey data), 71 percent of PMA residents are employed within Laurens County, while 29 percent work outside of the county – most of which commute to neighboring Greenville County for employment, as well as Greenwood County to a lesser extent.

An overwhelming majority of workers throughout Laurens County traveled alone to their place of employment, whether it was within the county or commuting outside of the area. According to ACS data, approximately 79 percent of workers within the PMA drove alone to their place of employment, while 14 percent carpooled in some manner. A relatively small number (six percent) utilized public transportation, walked, or some other means to work.



**Table 4: Place of Work/ Means of Transportation (2013)**

<b>EMPLOYMENT BY PLACE OF WORK</b>						
	<b>City of Clinton</b>		<b>Clinton PMA</b>		<b>Laurens County</b>	
<b>Total</b>	<b>3,031</b>	<b>100.0%</b>	<b>14,222</b>	<b>100.0%</b>	<b>26,384</b>	<b>100.0%</b>
<b>Worked in State of Residence</b>	2,986	98.5%	14,002	98.5%	26,017	98.6%
<b>Worked in County of Residence</b>	2,407	79.4%	10,139	71.3%	14,825	56.2%
<b>Worked Outside County of Residence</b>	579	19.1%	3,863	27.2%	11,192	42.4%
<b>Worked Outside State of Residence</b>	45	1.5%	220	1.5%	367	1.4%
<b>MEANS OF TRANSPORTATION TO WORK</b>						
	<b>City of Clinton</b>		<b>Clinton PMA</b>		<b>Laurens County</b>	
<b>Total</b>	<b>3,031</b>	<b>100.0%</b>	<b>14,222</b>	<b>100.0%</b>	<b>26,138</b>	<b>100.0%</b>
<b>Drove Alone - Car, Truck, or Van</b>	2,047	67.5%	11,205	78.8%	21,483	82.2%
<b>Carpooled - Car, Truck, or Van</b>	362	11.9%	1,935	13.6%	3,062	11.7%
<b>Public Transportation</b>	65	2.1%	94	0.7%	94	0.4%
<b>Walked</b>	352	11.6%	593	4.2%	683	2.6%
<b>Other Means</b>	103	3.4%	156	1.1%	202	0.8%
<b>Worked at Home</b>	102	3.4%	239	1.7%	614	2.3%

Source: U.S. Census Bureau; 2008-2012 American Community Survey

**Table 5: Employment Commuting Patterns (2010)**

<b>Persons Commuting TO Laurens County</b>		<b>Persons Commuting FROM Laurens County</b>	
<b>Commuters Living In:</b>	<b><u>Number</u></b>	<b>Commuters Working In :</b>	<b><u>Number</u></b>
Greenville County, SC	6,982	Greenville County, SC	2,241
Greenwood County, SC	1,805	Greenwood County, SC	723
Spartanburg County, SC	1,619	Newberry County, SC	578
Newberry County, SC	633	Spartanburg County, SC	556
Richland County, SC	297	Anderson County, SC	233
Anderson County, SC	229	Union County, SC	183
Union County, SC	81	Abbeville County, SC	153

Source: U.S. Census Bureau - 2010

### 3. Largest Employers

Below is a chart depicting the 20 largest employers within Laurens County, according to information obtained through the South Carolina Department of Employment and Workforce:

<b>Laurens County Top Employers</b> <i>(Listed Alphabetically)</i>	
Anderson Hardwood Floors, Inc.	Asten Johnson, Inc.
D & W Fine Pack, LLC	Effex Management Solutions, LLC
Faurecia Interior Systems, Inc.	Greenville Hospital System
Laurens County	Laurens County Disabilities and Special
Laurens County School District #55	Laurens County School District #56
Marathon Staffing, Inc.	National Health Corporation
Presbyterian College	Rich Products Corporation
SC Dept. of Disabilities and Special Nds	Shaw Constructors
Sterilite Corporation	Teknor Apex Company
Walmart Associates, Inc.	ZF Transmissions – Greenville, LLC
<i>Source: SC Department of Employment &amp; Workforce – 2014 Q2</i>	

### 4. Employment and Unemployment Trends

Overall employment throughout Laurens County has fluctuated over the past decade, although levels have increased in three of the last four years. As such, Laurens County recorded an increase of roughly 940 jobs between 2010 and 2014, representing an increase of three percent (an annual increase of 0.9 percent). In addition, the average annual unemployment rate for 2014 was calculated at 6.1 percent, which was the county's lowest rate since 2000. In comparison, the state and national annual unemployment rates for 2014 were 6.0 and 6.2 percent, respectively.

More recently, an increase of nearly 500 jobs was recorded between December 2013 and December 2014. Despite this increase, however, the unemployment rate increased slightly from 5.8 percent to 6.4 percent –slightly above both the state and national averages (6.2 percent and 5.4 percent, respectively).

Figure 1: Employment Growth

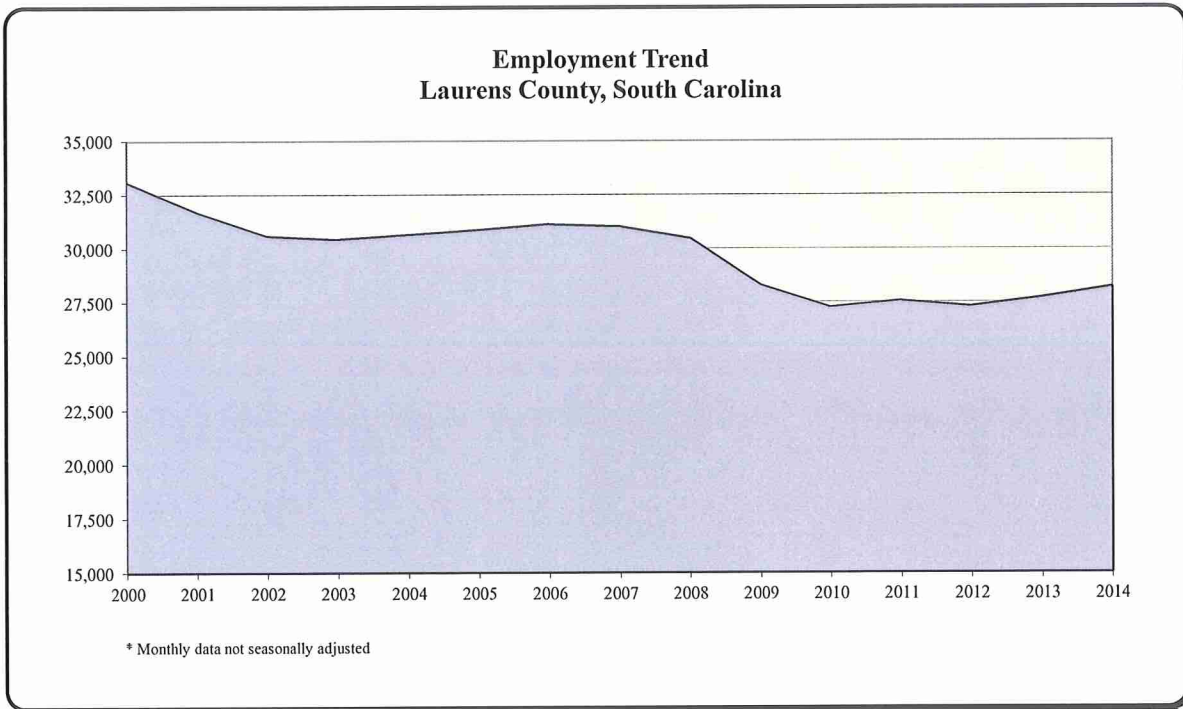
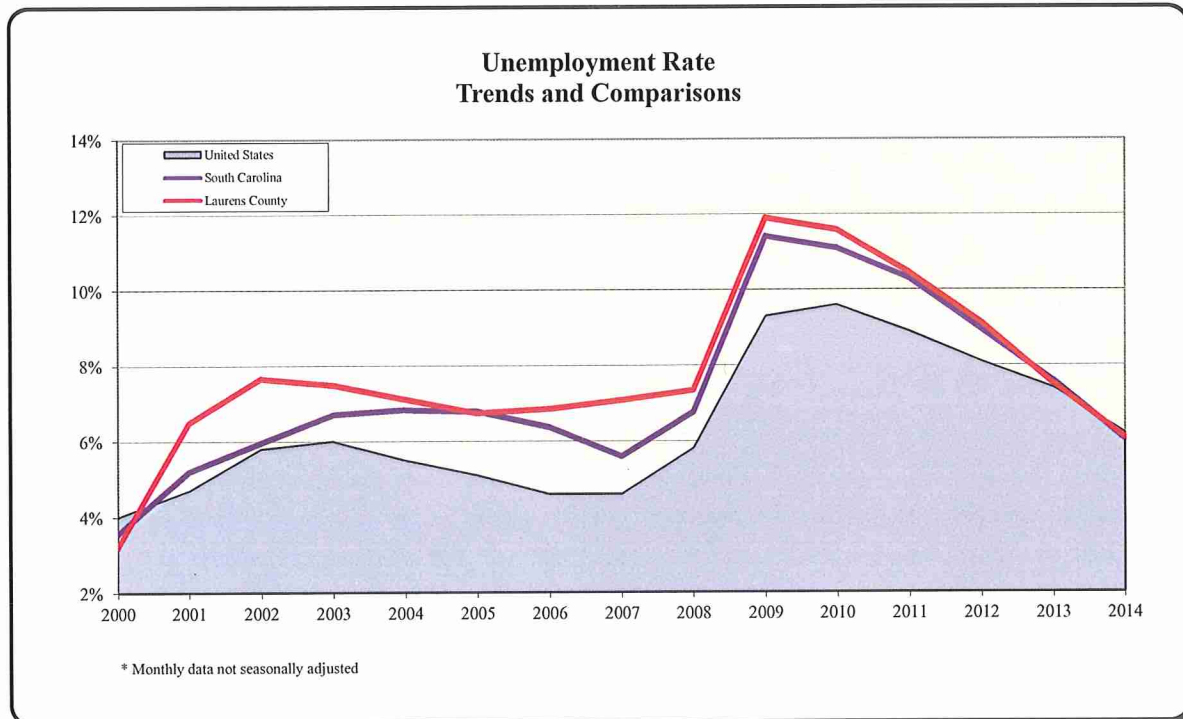


Figure 2: Historical Unemployment Rate



**Table 6: Historical Employment Trends**

Year	Laurens County				Employment Annual Change			Unemployment Rate		
	Labor Force	Number Employed	Annual Change	Percent Change	Laurens County	South Carolina	United States	Laurens County	South Carolina	United States
2000	34,185	33,089	---	---	---	---	---	3.2%	3.6%	4.0%
2001	33,914	31,713	(1,376)	-4.2%	-4.2%	-4.3%	0.0%	6.5%	5.2%	4.7%
2002	33,144	30,604	(1,109)	-3.5%	-3.5%	-0.5%	-0.3%	7.7%	6.0%	5.8%
2003	32,910	30,444	(160)	-0.5%	-0.5%	1.5%	0.9%	7.5%	6.7%	6.0%
2004	32,996	30,650	206	0.7%	0.7%	1.8%	1.1%	7.1%	6.8%	5.5%
2005	33,101	30,871	221	0.7%	0.7%	1.8%	1.8%	6.7%	6.8%	5.1%
2006	33,428	31,139	268	0.9%	0.9%	2.5%	1.9%	6.8%	6.4%	4.6%
2007	33,404	31,038	(101)	-0.3%	-0.3%	2.0%	1.1%	7.1%	5.6%	4.6%
2008	32,911	30,494	(544)	-1.8%	-1.8%	-0.6%	-0.5%	7.3%	6.8%	5.8%
2009	32,134	28,306	(2,188)	-7.2%	-7.2%	-4.3%	-3.8%	11.9%	11.4%	9.3%
2010	30,847	27,270	(1,036)	-3.7%	-3.7%	0.7%	-0.6%	11.6%	11.1%	9.6%
2011	30,785	27,565	295	1.1%	1.1%	1.5%	0.6%	10.5%	10.3%	8.9%
2012	30,045	27,302	(263)	-1.0%	-1.0%	1.8%	1.9%	9.1%	9.0%	8.1%
2013	29,953	27,703	401	1.5%	1.5%	1.4%	1.0%	7.5%	7.6%	7.4%
2014	30,032	28,208	505	1.8%	1.8%	1.5%	1.7%	6.1%	6.0%	6.2%
Dec-13*	29,534	27,831	---	---	---	---	---	5.8%	6.3%	6.5%
Dec-14*	30,269	28,328	497	1.8%	1.8%	1.7%	1.9%	6.4%	6.2%	5.4%

Laurens County				South Carolina		
	Number	Percent	Ann. Avg.		Percent	Ann. Avg.
Change (2000-Present):	(4,761)	-14.4%	-1.0%	Change (2000-Present):	6.8%	0.5%
Change (2005-Present):	(2,543)	-8.2%	-0.9%	Change (2005-Present):	6.5%	0.7%
Change (2010-Present):	1,058	3.9%	1.0%	Change (2010-Present):	6.4%	1.6%
Change (2000-2005):	(2,218)	-6.7%	-1.3%	Change (2000-2005):	0.3%	0.1%
Change (2005-2010):	(3,601)	-11.7%	-2.3%	Change (2005-2010):	0.1%	0.0%
Change (2010-2014):	938	3.4%	0.9%	Change (2010-2014):	6.3%	1.6%

\*Monthly data not seasonally adjusted

Map 10: Employment Concentrations – Clinton Area



**E. COMMUNITY DEMOGRAPHIC DATA**

**1. Population Trends**

Based on U.S. Census data and ESRI forecasts, much of Laurens County has exhibited slightly declining demographic patterns since 2000, including Clinton and the market area. Overall, the PMA had an estimated population of 37,893 persons in 2014, representing a decrease of one percent from 2010 (a loss of roughly 350 persons). Additionally, the city and county both experienced similar losses (less than one percent) between 2010 and 2014.

Future projections indicate continued small declines throughout the area, with another one percent decrease anticipated for the PMA between 2014 and 2019 (nearly 450 fewer persons), and a similar one percent loss for Clinton proper. In comparison, the overall population within Laurens County as a whole is expected to again decrease by less than one percent between 2014 and 2019.

**Table 7: Population Trends (2000 to 2019)**

	<u>2000</u>	<u>2010</u>	<u>2014</u>	<u>2017</u>	<u>2019</u>
City of Clinton	9,492	8,490	8,425	8,376	8,344
Clinton PMA	40,316	38,248	37,893	37,626	37,448
Laurens County	69,567	66,537	66,390	66,279	66,205
		<u>2000-2010</u>	<u>2010-2014</u>	<u>2014-2017</u>	<u>2014-2019</u>
		<u>Change</u>	<u>Change</u>	<u>Change</u>	<u>Change</u>
City of Clinton		-10.6%	-0.8%	-0.6%	-1.0%
Clinton PMA		-5.1%	-0.9%	-0.7%	-1.2%
Laurens County		-4.4%	-0.2%	-0.2%	-0.3%
		<u>2000-2010</u>	<u>2010-2014</u>	<u>2014-2017</u>	<u>2014-2019</u>
		<u>Ann. Change</u>	<u>Ann. Change</u>	<u>Ann. Change</u>	<u>Ann. Change</u>
City of Clinton		-1.1%	-0.2%	-0.2%	-0.2%
Clinton PMA		-0.5%	-0.2%	-0.2%	-0.2%
Laurens County		-0.4%	-0.1%	-0.1%	-0.1%

Source: U.S. Census - 2000/2010; ESRI Business Analyst; Shaw Research & Consulting

The largest population group for the PMA in 2010 consisted of persons between the ages of 20 and 44 years, accounting for 31 percent of all persons. In comparison, this age group also represented the largest cohort within both the city and county as a whole. Persons under the age of 20 years also accounted for a relatively large portion of the population in each area. As such, 27 percent of the total population in the PMA was within this age cohort in 2010, while representing similar proportions of the overall city and county populations.

When reviewing distribution patterns between 2000 and 2019, the aging of the population is clearly evident within all three areas analyzed. The proportion of persons under the age of 44 has consistently declined slightly since 2000, and is expected to decrease further through 2019. In contrast, the fastest growing portion of the population base is the older age segments. Within the PMA, persons 55 years and over, which represented 25 percent of the population in 2000, is expected to increase to account for 33 percent of all persons by 2019 – clearly demonstrating the aging of the baby boom generation as the younger age cohorts are anticipated to decline during this time.

Although decreasing somewhat, the steady percentage of population below the age of 45 seen throughout Clinton and the PMA (57 percent and 55 percent of all persons in 2019, respectively) signifies positive trends for the subject proposal by continuing to provide a solid base of potential tenants for the subject development.

Table 8: Age Distribution (2000 to 2019)

	City of Clinton			Clinton PMA			Laurens County		
	2010 Number	2000 Percent	2019 Percent	2010 Number	2000 Percent	2019 Percent	2010 Number	2000 Percent	2019 Percent
Under 20 years	2,494	29.9%	27.0%	10,220	27.9%	25.5%	17,597	28.3%	24.6%
20 to 24 years	1,135	11.8%	9.3%	2,939	7.0%	6.6%	4,455	6.2%	6.0%
25 to 34 years	793	11.2%	10.8%	4,143	12.9%	11.6%	7,165	13.6%	11.8%
35 to 44 years	867	12.4%	9.8%	4,638	13.9%	11.0%	8,616	14.9%	11.2%
45 to 54 years	999	11.1%	11.2%	5,241	13.5%	11.8%	9,803	13.8%	12.8%
55 to 59 years	475	3.7%	6.8%	2,624	5.4%	7.0%	4,691	5.6%	7.4%
60 to 64 years	358	4.2%	5.6%	2,259	4.4%	6.6%	4,222	4.4%	7.0%
65 to 74 years	553	7.1%	9.6%	3,206	7.5%	11.0%	5,586	7.1%	11.6%
75 to 84 years	476	5.7%	6.3%	1,996	5.2%	6.0%	3,109	4.4%	5.5%
85 years and older	340	3.0%	3.5%	982	2.2%	2.8%	1,293	1.6%	2.1%
Under 20 years	2,494	29.9%	27.0%	10,220	27.9%	25.5%	17,597	28.3%	24.6%
20 to 44 years	2,795	35.5%	29.9%	11,720	33.8%	29.3%	20,236	34.7%	29.1%
45 to 64 years	1,832	18.9%	23.6%	10,124	23.3%	25.4%	18,716	23.8%	27.2%
65 years and older	1,369	15.8%	19.5%	6,184	15.0%	19.8%	9,988	13.2%	19.2%
55 years and older	2,202	23.6%	31.8%	11,067	24.9%	33.4%	18,901	23.2%	33.5%
75 years and older	816	8.7%	9.9%	2,978	7.5%	8.8%	4,402	6.0%	7.6%
Non-Elderly (<65)	7,121	84.2%	80.5%	32,064	85.0%	80.2%	56,549	86.8%	80.8%
Elderly (65+)	1,369	15.8%	19.5%	6,184	15.0%	19.8%	9,988	13.2%	19.2%

Source: U.S. Census - 2000/2010; ESRI Business Analyst; Shaw Research & Consulting



**2. Household Trends**

Similar to population patterns, the Clinton area has experienced slightly declining household trends since 2000. As such, occupied households within the PMA numbered 14,427 units in 2014, representing a decrease of one percent from 2000 (a loss of approximately 100 households). ESRI forecasts for 2019 indicate this number will continue to decrease, albeit slightly, with another decrease of one percent (roughly 125 fewer households) anticipated between 2014 and 2019. In comparison, similar declining trends are expected within Clinton itself, while Laurens County as a whole is anticipated to increase slightly between 2010 and 2019 (by roughly 70 housing units).

**Table 9: Household Trends (2000 to 2019)**

	<u>2000</u>	<u>2010</u>	<u>2014</u>	<u>2017</u>	<u>2019</u>
City of Clinton	3,009	2,767	2,750	2,736	2,728
Clinton PMA	15,161	14,529	14,427	14,350	14,298
Laurens County	26,290	25,525	25,556	25,578	25,594
		<u>2000-2010</u>	<u>2010-2014</u>	<u>2014-2017</u>	<u>2014-2019</u>
		<u>Change</u>	<u>Change</u>	<u>Change</u>	<u>Change</u>
City of Clinton		-8.0%	-0.6%	-0.5%	-0.8%
Clinton PMA		-4.2%	-0.7%	-0.5%	-0.9%
Laurens County		-2.9%	0.1%	0.1%	0.1%

Source: U.S. Census - 2000/2010; ESRI Business Analyst; Shaw Research & Consulting

**Table 10: Average Household Size (2000 to 2019)**

	<u>2000</u>	<u>2010</u>	<u>2014</u>	<u>2017</u>	<u>2019</u>
City of Clinton	2.59	2.40	2.39	2.39	2.38
Clinton PMA	2.49	2.47	2.46	2.45	2.45
Laurens County	2.55	2.51	2.50	2.50	2.49
		<u>2000-2010</u>	<u>2010-2014</u>	<u>2014-2017</u>	<u>2014-2019</u>
		<u>Change</u>	<u>Change</u>	<u>Change</u>	<u>Change</u>
City of Clinton		-7.4%	-0.3%	-0.3%	-0.4%
Clinton PMA		-0.8%	-0.3%	-0.2%	-0.4%
Laurens County		-1.3%	-0.3%	-0.3%	-0.4%

Source: U.S. Census - 2000/2010; ESRI Business Analyst; Shaw Research & Consulting

Despite declines in the overall number of households, renter-occupied households throughout the Clinton market area have exhibited notable gains over the past decade. According to U.S. Census figures and ESRI estimates, a total of 5,120 renter-occupied households are estimated within the PMA for 2014, representing an increase of two percent from 2010 figures (a gain of approximately 120 additional rental units).

Overall, a moderate ratio of renter households exists throughout the Clinton market area. For the PMA, the renter household percentage was calculated at 36 percent in 2014, slightly lower than the city ratio (49 percent), and slightly higher than the county’s renter representation (29 percent). Furthermore, it should also be noted that renter propensities within the PMA have consistently risen since 2000, increasing by approximately six percentage points between 2000 and 2014.

**Table 11: Renter Household Trends (2000 to 2017)**

	<u>2000</u>	<u>2010</u>	<u>2014</u>	<u>2017</u>	<u>2000-2010</u> <u>Change</u>	<u>2010-2014</u> <u>Change</u>	<u>2014-2017</u> <u>Change</u>
City of Clinton	1,146	1,428	1,352	1,295	24.6%	-5.3%	-4.2%
Clinton PMA	4,434	4,999	5,120	5,211	12.7%	2.4%	1.8%
Laurens County	5,918	7,150	7,402	7,590	20.8%	3.5%	2.5%
	<u>% Renter</u> <u>2000</u>	<u>% Renter</u> <u>2010</u>	<u>% Renter</u> <u>2014</u>	<u>% Renter</u> <u>2017</u>			
City of Clinton	38.1%	51.6%	49.2%	47.3%			
Clinton PMA	29.2%	34.4%	35.5%	36.3%			
Laurens County	22.5%	28.0%	29.0%	29.7%			

Source: U.S. Census - 2000/2010; ESRI Business Analyst; Shaw Research & Consulting

As with overall households, renter household sizes for the Clinton PMA were generally larger than those reported for Clinton, on average. However, in contrast to overall household patterns, average renter sizes actually increased over the past decade – from 2.43 persons per rental unit in 2000 to 2.50 persons per unit in 2010. Despite the increase in average size, the majority of units locally contained just one or two persons (59 percent), with three persons occupying 18 percent of units, and 23 percent of units with four or more persons.

**Table 12: Rental Units by Size (2010)**

	<u>One Person</u>	<u>Two Persons</u>	<u>Three Persons</u>	<u>Four Persons</u>	<u>5 or More Persons</u>	<u>Median Persons Per Rental Unit</u>	
						<u>2000</u>	<u>2010</u>
City of Clinton	530	312	276	172	138	2.29	2.45
Clinton PMA	1,765	1,183	892	637	522	2.43	2.50
Laurens County	2,377	1,748	1,282	953	790	2.44	2.53
	<u>1 Person Percent</u>	<u>2 Person Percent</u>	<u>3 Person Percent</u>	<u>4 Person Percent</u>	<u>5+ Person Percent</u>	<u>Median Change</u>	
City of Clinton	37.1%	21.8%	19.3%	12.0%	9.7%	7.0%	
Clinton PMA	35.3%	23.7%	17.8%	12.7%	10.4%	3.0%	
Laurens County	33.2%	24.4%	17.9%	13.3%	11.0%	3.7%	

Source: U.S. Census - 2000/2010; Shaw Research & Consulting

**3. Household Income Trends**

Income levels throughout the Clinton area have experienced somewhat sluggish gains over the past decade. While the PMA recorded increases of 0.9 percent annually between 1999 and 2010, it is anticipated that income appreciation will rise slightly to 1.2 percent annually through 2019. In 2014, the median household income for the PMA was estimated at \$35,970, which was roughly 18 percent higher than that estimated for Clinton proper (\$30,535), but seven percent lower than that recorded for Laurens County as a whole (\$38,564). Furthermore, the PMA figure represents an increase of just two percent from 2010 (an average annual increase of 0.6 percent), while the city and county both increased at similarly slow rates between 2010 and 2014 (at 0.9 percent and 0.8 percent annually, respectively).

According to ESRI data, the rate of income growth is forecast to remain lackluster through 2019. As such, it is projected that the median income within the PMA will increase by 1.2 percent annually between 2014 and 2019, remaining somewhat lower than income appreciation anticipated throughout the city and county as a whole for the same time span.

**Table 13: Median Household Incomes (1999 to 2019)**

	<u>1999</u>	<u>2010</u>	<u>2014</u>	<u>2017</u>	<u>2019</u>
City of Clinton	\$26,383	\$29,411	\$30,535	\$31,658	\$33,344
Clinton PMA	\$31,709	\$35,118	\$35,970	\$36,822	\$38,100
Laurens County	\$33,827	\$37,383	\$38,564	\$39,746	\$41,517
		<u>1999-2010</u>	<u>2010-2014</u>	<u>2014-2017</u>	<u>2014-2019</u>
		<u>Change</u>	<u>Change</u>	<u>Change</u>	<u>Change</u>
City of Clinton		11.5%	3.8%	3.8%	9.2%
Clinton PMA		10.7%	2.4%	2.4%	5.9%
Laurens County		10.5%	3.2%	3.2%	7.7%
		<u>1999-2010</u>	<u>2010-2014</u>	<u>2014-2017</u>	<u>2014-2019</u>
		<u>Ann. Change</u>	<u>Ann. Change</u>	<u>Ann. Change</u>	<u>Ann. Change</u>
City of Clinton		1.0%	0.9%	1.2%	1.8%
Clinton PMA		0.9%	0.6%	0.8%	1.2%
Laurens County		0.9%	0.8%	1.0%	1.5%

Source: U.S. Census - 2000/2010; ESRI Business Analyst; Shaw Research & Consulting

According to the most recent American Housing Survey through the U.S. Census Bureau, approximately 51 percent of all households within the Clinton PMA had an annual income of less than \$35,000 in 2013 – the portion of the population with the greatest need for affordable housing options. In comparison, a somewhat larger 60 percent of city households had incomes within this range as well. With more than one-half of all households within Clinton and the immediate area earning less than \$35,000 per year, additional affordable housing options will undoubtedly be well received.

**Table 14: Overall Household Income Distribution (2013)**

	City of Clinton		Clinton PMA		Laurens County	
	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>
Less than \$10,000	446	17.8%	1,355	9.5%	2,175	8.6%
\$10,000 to \$14,999	275	11.0%	1,202	8.4%	1,675	6.7%
\$15,000 to \$19,999	145	5.8%	1,393	9.8%	2,419	9.6%
\$20,000 to \$24,999	200	8.0%	1,619	11.4%	2,412	9.6%
\$25,000 to \$29,999	229	9.1%	893	6.3%	1,579	6.3%
\$30,000 to \$34,999	212	8.5%	836	5.9%	1,519	6.0%
\$35,000 to \$39,999	77	3.1%	684	4.8%	1,469	5.8%
\$40,000 to \$44,999	114	4.5%	751	5.3%	1,423	5.7%
\$45,000 to \$49,999	100	4.0%	657	4.6%	1,144	4.5%
\$50,000 to \$59,999	212	8.5%	1,369	9.6%	2,602	10.3%
\$60,000 to \$74,999	168	6.7%	1,156	8.1%	2,222	8.8%
\$75,000 to \$99,999	226	9.0%	1,313	9.2%	2,327	9.2%
\$100,000 to \$124,999	65	2.6%	572	4.0%	1,112	4.4%
\$125,000 to \$149,999	22	0.9%	172	1.2%	385	1.5%
\$150,000 to \$199,999	9	0.4%	158	1.1%	493	2.0%
\$200,000 and Over	8	0.3%	114	0.8%	228	0.9%
<b>TOTAL</b>	<b>2,508</b>	<b>100.0%</b>	<b>14,244</b>	<b>100.0%</b>	<b>25,184</b>	<b>100.0%</b>
Less than \$34,999	1,507	60.1%	7,298	51.2%	11,779	46.8%
\$35,000 to \$49,999	291	11.6%	2,092	14.7%	4,036	16.0%
\$50,000 to \$74,999	380	15.2%	2,525	17.7%	4,824	19.2%
\$75,000 to \$99,999	226	9.0%	1,313	9.2%	2,327	9.2%
\$100,000 and Over	104	4.1%	1,016	7.1%	2,218	8.8%

Source: 2008 - 2012 American Community Survey

Based on the proposed income targeting and rent levels, the key income range for the subject proposal is \$18,514 to \$31,770 (in current dollars). Utilizing Census information available on household income by tenure, dollar values were inflated to current dollars using the Consumer Price Index calculator from the Bureau of Labor Statistic's website. Based on this data, the targeted income range accounts for a sizeable number of low-income households throughout the area. As such, roughly 20 percent of the PMA's owner-occupied household number, and 28 percent of the renter-occupied household figure are within the income-qualified range. Overall, this income range accounted for 22 percent of all households within the PMA. Considering the relative density of the PMA, this equates to approximately 3,250 potential income-qualified households for the proposed development, including nearly 1,500 income-qualified renter households.

**Table 15: Household Income by Tenure – Clinton PMA (2017)**

	Number of 2017 Households			Percent of 2017 Households		
	<u>Total</u>	<u>Owner</u>	<u>Renter</u>	<u>Total</u>	<u>Owner</u>	<u>Renter</u>
Less than \$5,100	734	270	464	5.0%	3.0%	8.9%
\$5,100 to \$10,200	669	202	467	4.5%	2.2%	9.0%
\$10,201 to \$15,300	1,233	542	691	8.4%	5.9%	13.3%
\$15,301 to \$20,400	1,430	615	815	9.8%	6.7%	15.6%
\$20,401 to \$25,500	1,639	959	679	11.4%	10.5%	13.0%
\$25,501 to \$35,700	1,755	972	783	12.1%	10.6%	15.0%
\$35,701 to \$51,000	2,093	1,500	593	14.7%	16.4%	11.4%
\$51,001 to \$75,500	2,503	2,047	456	17.7%	22.4%	8.8%
\$76,501 and Over	<u>2,296</u>	<u>2,032</u>	<u>264</u>	<u>16.4%</u>	<u>22.2%</u>	<u>5.1%</u>
<b>Total</b>	<b>14,350</b>	<b>9,139</b>	<b>5,211</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

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

The 2013 American Community Survey shows that approximately 47 percent of all renter households within the PMA are rent-overburdened; that is, they pay more than 35 percent of their incomes on rent and other housing expenses. As such, this data demonstrates that the need for affordable housing is quite apparent in the PMA, and the income-targeting plan proposed for the subject would clearly help to alleviate this issue.

**Table 16: Renter Overburdened Households (2013)**

Gross Rent as a % of Household Income	City of Clinton		Clinton PMA		Laurens County	
	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>
Total Rental Units	1,463	100.0%	4,879	100.0%	7,129	100.0%
Less than 10.0 Percent	56	4.6%	110	2.7%	207	3.5%
10.0 to 14.9 Percent	120	9.9%	277	6.7%	546	9.3%
15.0 to 19.9 Percent	74	6.1%	436	10.6%	584	9.9%
20.0 to 24.9 Percent	202	16.7%	523	12.7%	770	13.1%
25.0 to 29.9 Percent	74	6.1%	347	8.4%	536	9.1%
30.0 to 34.9 Percent	102	8.4%	469	11.4%	537	9.1%
35.0 to 39.9 Percent	143	11.8%	458	11.1%	679	11.5%
40.0 to 49.9 Percent	140	11.6%	523	12.7%	689	11.7%
50 Percent or More	297	24.6%	969	23.6%	1,332	22.7%
Not Computed	255	--	767	--	1,249	--
<b>35 Percent or More</b>	<b>580</b>	<b>48.0%</b>	<b>1,950</b>	<b>47.4%</b>	<b>2,700</b>	<b>45.9%</b>
<b>40 Percent or More</b>	<b>437</b>	<b>36.2%</b>	<b>1,492</b>	<b>36.3%</b>	<b>2,021</b>	<b>34.4%</b>
Source: U.S. Census Bureau; 2008-2012 American Community Survey						

**F. DEMAND ANALYSIS**

**1. Demand for Tax Credit Rental Units**

Demand calculations for each targeted income level of the subject proposal are illustrated in the following tables. Utilizing SCSHFDA guidelines, demand estimates will be measured from three key sources: household growth, substandard housing, and rent-overburdened households. All demand sources will be income-qualified, based on the targeting plan of the subject proposal and current LIHTC income restrictions as published by SCSHFDA. Demand estimates will be calculated for units designated at each income level targeted in the subject proposal – in this case, at 50 percent and 60 percent of AMI. As such, calculations will be based on the starting rental rate, a 35 percent rent-to-income ratio, and a maximum income of \$31,770 (the 4.5-person income limit at 60 percent AMI for Laurens County). The resulting overall income-eligibility range (expressed in current-year dollars) for each targeted income level is as follows:

	<u>Minimum</u>	<u>Maximum</u>
<b>50 percent of AMI</b> .....	\$18,514 .....	\$26,475
<b>60 percent of AMI</b> .....	\$21,943 .....	\$31,770
<b>Overall</b> .....	<b>\$18,514</b> .....	<b>\$31,770</b>

By applying the income-qualified range and 2017 household forecasts to the current-year household income distribution by tenure (adjusted from 2010 data based on the Labor Statistics’ Consumer Price Index), the number of income-qualified households can be calculated. As a result, 28 percent of all renter households within the PMA are estimated to fall within the stated LIHTC qualified income range. More specifically, 20 percent of all renter households are income-qualified for units at 50 percent of AMI, while 18 percent of renters are income-eligible for units restricted at 60 percent of AMI.

Based on U.S. Census data and projections from ESRI, approximately 91 additional renter households are anticipated between 2014 and 2017. By applying the income-qualified percentage to the overall eligible figure, a demand for 25 tax credit rental units can be calculated as a result of new rental household growth.



Using U.S. Census data on substandard rental housing, it is estimated that approximately five percent of all renter households within the PMA could be considered substandard, either by overcrowding (a greater than 1-to-1 ratio of persons to rooms) or incomplete plumbing facilities (a unit that lacks at least a sink, bathtub, or toilet). Applying this figure, along with the renter propensity and income-qualified percentage, to the number of households currently present in 2010 (the base year utilized within the demand calculations), the tax credit demand resulting from substandard units is calculated at 72 units within the PMA.

And lastly, potential demand for the subject proposal may also arise from those households experiencing rent-overburden, defined by households paying greater than 35 percent of monthly income for rent. Excluding owner-occupied units, an estimate of market potential for the subject proposal based on American Housing Survey data on rent-overburdened households paying more than 35 percent of monthly income for rent is calculated. Using information contained within the 2013 ACS, the percentage of renter households within this overburdened range is reported at approximately 47 percent. Applying this rate to the number of renter households yields a total demand of 665 additional units as a result of rent overburden.

There are no comparable LIHTC rental units within the defined PMA currently under construction, placed in service in 2014, or received an allocation in 2014. Therefore, no units need to be deducted from the three sources of demand listed previously. As such, combining all above factors results in an overall demand of 763 LIHTC units for 2017.

Calculations by individual bedroom size are also provided utilizing the same methodology. As such, it is clear that sufficient demand exists for the project and each unit type proposed. Therefore, a new rental housing option for low-income households should receive a positive response due to overall positive occupancy levels throughout the rental market, as well as a sizeable waiting list at Clinton Green (the most comparable property to the subject).

**Table 17: Demand Calculation – by Income Targeting (2017)**

2010 Total Occupied Households	14,529			
2010 Owner-Occupied Households	9,530			
2010 Renter-Occupied Households	4,999			
		<b>Income Targeting</b>		
		<b>50%</b>	<b>60%</b>	<b>Total</b>
		<b>AMI</b>	<b>AMI</b>	<b>LIHTC</b>
<b>QUALIFIED-INCOME RANGE</b>				
Minimum Annual Income		\$18,514	\$21,943	\$18,514
Maximum Annual Income		\$26,475	\$31,770	\$31,770
<b>DEMAND FROM NEW HOUSEHOLD GROWTH</b>				
Renter Household Growth, 2014-2017		91	91	91
Percent Income Qualified Renter Households		20.3%	18.3%	28.1%
<b>Total Demand From New Households</b>		<b>18</b>	<b>17</b>	<b>25</b>
<b>DEMAND FROM EXISTING HOUSEHOLDS</b>				
Percent of Renters in Substandard Housing		5.2%	5.2%	5.2%
Percent Income Qualified Renter Households		20.3%	18.3%	28.1%
<b>Total Demand From Substandard Renter Households</b>		<b>52</b>	<b>47</b>	<b>72</b>
Percent of Renters Rent-Overburdened		47.4%	47.4%	47.4%
Percent Income Qualified Renter Households		20.3%	18.3%	28.1%
<b>Total Demand From Overburdened Renter Households</b>		<b>480</b>	<b>434</b>	<b>665</b>
<b>Total Demand From Existing Households</b>		<b>532</b>	<b>482</b>	<b>737</b>
<b>TOTAL DEMAND</b>		<b>551</b>	<b>498</b>	<b>763</b>
<b>LESS: Total Comparable Activity Since 2014/Under Construction</b>		<b>0</b>	<b>0</b>	<b>0</b>
<b>TOTAL NET DEMAND</b>		<b>551</b>	<b>498</b>	<b>763</b>
<b>PROPOSED NUMBER OF UNITS</b>		<b>10</b>	<b>38</b>	<b>48</b>
<b>CAPTURE RATE</b>		<b>1.8%</b>	<b>7.6%</b>	<b>6.3%</b>
Note: Totals may not sum due to rounding				

**Table 18: Demand Calculation – by Bedroom Size (2017)**

2010 Total Occupied Households	14,529						
2010 Owner-Occupied Households	9,530						
2010 Renter-Occupied Households	4,999						
		Two-Bedroom Units			Three-Bedroom Units		
		50% AMI	60% AMI	Total LIHTC	50% AMI	60% AMI	Total LIHTC
<b>QUALIFIED-INCOME RANGE</b>							
Minimum Annual Income		\$18,514	\$21,943	\$18,514	\$21,360	\$25,303	\$21,360
Maximum Annual Income		\$22,950	\$27,540	\$27,540	\$26,475	\$31,770	\$31,770
<b>DEMAND FROM NEW HOUSEHOLD GROWTH</b>							
Renter Household Growth, 2014-2017		91	91	91	91	91	91
Percent Income Qualified Renter Households		12%	12%	22%	12%	10%	20%
<b>Total Demand From New Households</b>		11	11	20	11	9	18
<b>DEMAND FROM EXISTING HOUSEHOLDS</b>							
Percent of Renters in Substandard Housing		5.2%	5.2%	5.2%	5.2%	5.2%	5.2%
Percent Income Qualified Renter Households		12%	12%	22%	12%	10%	20%
<b>Total Demand From Substandard Renter Households</b>		32	31	56	31	25	51
Percent of Renters Rent-Overburdened		47.4%	47.4%	47.4%	47.4%	47.4%	47.4%
Percent Income Qualified Renter Households		12%	12%	22%	12%	10%	20%
<b>Total Demand From Overburdened Renter Households</b>		292	287	517	285	231	470
<b>Total Demand From Existing Households</b>		323	318	574	316	256	521
<b>TOTAL DEMAND</b>		335	329	593	327	265	539
<b>LESS: Total Comparable Activity Since 2014/Under Construction</b>		0	0	0	0	0	0
<b>TOTAL NET DEMAND</b>		335	329	593	327	265	539
<b>PROPOSED NUMBER OF UNITS</b>		5	19	24	5	19	24
<b>CAPTURE RATE</b>		1.5%	5.8%	4.0%	1.5%	7.2%	4.5%
<b>Note: Totals may not sum due to rounding</b>							

## 2. Capture and Absorption Rates

Utilizing information from the demand forecast calculations, capture rates provide an indication of the percentage of annual income-qualified demand necessary for the successful absorption of the subject property. An overall capture rate of 6.3 percent was determined for LIHTC units based on the demand calculation (including renter household growth, substandard and overburdened units among existing renter households, and excluding any comparable activity since 2014), providing a generally positive indication of the overall general market depth for the subject proposal. More specifically, the capture rate for units restricted at 50 percent AMI was calculated at 1.8 percent, while the 60 percent AMI capture rate was 7.6 percent. As such, these capture rates provide an overall positive indication of the need for affordable rental options locally and are well within industry-accepted thresholds.

Taking into consideration the positive demand calculations, the success and long waiting list at Clinton Green Apartments, and also the proposed features and affordable rental rates within the subject, an estimate of the overall absorption period to reach 93 percent occupancy is estimated at seven to nine months. This determination takes into consideration the age and condition of other local properties, as well as the general lack of similar LIHTC housing within the Clinton/Laurens area. Based on this information, no market-related concerns are present and a normal absorption should be anticipated.

## G. SUPPLY/COMPARABLE RENTAL ANALYSIS

### 1. Clinton PMA Rental Market Characteristics

As part of the rental analysis for the Clinton area, a survey of existing rental projects within the primary market area was completed by Shaw Research & Consulting in January 2015. Excluding senior-only developments, a total of 16 apartment properties were identified within the communities of Clinton and Laurens, and questioned for information such as current rental rates, amenities, and vacancy levels. Results from the survey provide an indication of overall market conditions throughout the area, and are discussed below and illustrated on the following pages.

Considering the developments responding to our survey, a total of 814 units were reported, with the majority of units containing two bedrooms. Among the properties providing a specific unit breakdown, 18 percent of all units had one bedroom, 57 percent had two bedrooms, and 23 percent of units contained three bedrooms. There were no studio/efficiency and only a few four-bedroom units reported in the survey. The average age of the rental properties was 19 years old (an average build/rehab date of 1996), with seven properties built or rehabbed since 2005. In addition, 13 of the 16 facilities reported to have some sort of income eligibility requirements – with two tax credit developments, two subsidized projects, and nine properties using another affordable housing program (most of which were Rural Development with various levels of rental assistance available).

Overall conditions for the Clinton rental market appear to be relatively positive at the current time. Among the properties included in the survey, the overall occupancy rate was calculated at 96.7 percent. When breaking down occupancy rates by financing type, the three market rate developments averaged 92 percent occupied, the two tax credit properties were a combined 95 percent occupied, the two subsidized projects were 99.2 percent occupied, and the nine other affordable facilities averaged 97 percent occupancy.

## 2. Comparable Rental Market Characteristics

Considering the subject property will be developed utilizing tax credits, Shaw Research has identified two tax credit facilities within the PMA as being most comparable – Clinton Green Apartments and J. Press Apartments. Detailed results on rent levels and unit sizes are also illustrated in the tables on the following pages. Clinton Green is the most comparable property to the subject proposal - consisting of 40 tax credit units constructed in 2009 located in the southern edge of Clinton. According to the leasing manager, there was one vacancy which will be filled from the waiting list of more than 15 persons. J. Press Apartments consists of 20 tax credit units in a commercial building near the downtown area of Clinton. The somewhat lower occupancy rate is not surprising, as the property has relatively poor visibility (no real noticeable signage and an entrance in the rear of the building facing a parking lot) and is only in fair condition. Furthermore, the manager was not very cooperative and would only answer limited questions.

In comparison to Clinton Green, the subject proposal's rental rates are very competitive with notably larger unit sizes. As such, the subject proposal's rental rates at 60 percent AMI are roughly five percent lower, with unit sizes ranging between 12 and 20 percent larger. As such, the proposal's rent-per-square-foot ratios are superior to those at Clinton Green, as well as most other local rental options.

From a market standpoint, it is evident that sufficient demand is present for the development of additional affordable tax credit units targeting low-income family households. However, based on prevailing rental rates and income levels, the rent structure is crucial for the long-term viability of any new rental development. As such, considering the proposal's income targeting, unit sizes, amenity levels, and rent-per-square foot ratios, the asking rental rates within the subject are clearly appropriate for the local rental market.

### **3. Comparable Pipeline Units**

According to SCSHFDA information and local government officials, no directly comparable rental properties are currently proposed or under construction within the market area. The most recent LIHTC activity was the construction of Fairgrounds Senior Village – a 42-unit senior property allocated tax credits in 2012 situated in Laurens.

### **4. Impact on Existing Tax Credit Properties**

Based on the current occupancy rates among both LIHTC developments included in the survey, the construction of the proposal will not have any long-term adverse impact on existing affordable rental properties. Although it is likely that J. Press Apartments may lose a few tenants to the subject proposal, it is not expected to cause any long-term occupancy concerns. As such, considering the characteristics of the immediate area and positive occupancy levels at Clinton Green (along with a sizeable waiting list), affordable housing will undoubtedly continue to be in demand locally.

### **5. Competitive Environment**

According to Realtor.com, price points are relatively affordable within the immediate area as compared to previous years. However, considering recent recessionary conditions throughout the state and region, home-ownership (especially those homes needing monetary improvement) is not a viable alternative to a large percentage of households in the PMA, especially among the target market for the subject development who have generally lower incomes and a greater likelihood of having credit issues and/or require some level of assistance for housing expenses. As such, the subject will have limited competition with home-ownership options.

Table 19: Rental Housing Survey - Overall

Project Name	Year Built/ Rehab	Total Units	Studio/ Eff.	1 BR	2 BR	3 BR	4 BR	Heat Incl.	W/S Incl.	Electric Incl.	Occup. Rate	Type	Location
Chateau Arms Apts	2001	50	0	8	34	8	0	No	No	No	96%	Open	Laurens
Clinton Green Apts	2009	40	0	0	27	13	0	No	No	No	98%	Open	Clinton
Colony Square Apts	2010	32	0	8	24	0	0	No	No	No	97%	Open	Clinton
Countryside THs	2008	52	0	10	26	16	0	No	No	No	100%	Open	Clinton
Hilltop Apartments	1979	72	0	8	56	8	0	No	No	No	96%	Open	Laurens
J. Press Apartments	2001	20	0	8	7	5	0	No	Yes	No	90%	Open	Clinton
Landau Apartments	1971	80	0	14	58	8	0	Yes	Yes	No	98%	Open	Clinton
Laurens Glen Apts	1977	60	0	12	32	16	0	No	No	No	93%	Open	Laurens
Laurens Terrace Apts	2012	60	0	0	20	40	0	No	No	No	98%	Open	Laurens
Laurens Villa Apts	2012	60	0	20	27	8	5	No	Yes	No	100%	Open	Laurens
Meadowbrook Apts	2009	48	0	9	24	15	0	No	No	No	94%	Open	Laurens
Octagon House Apts	1997	13	0	3	10	0	0	No	No	No	85%	Open	Laurens
Summercrest Apartments	2008	90	0	30	60	0	0	No	No	No	99%	Open	Laurens
The Settlers Apts	1975	12	0	0	NA	NA	0	No	No	No	83%	Open	Clinton
Westchase Apts	1990	85	0	8	33	34	10	No	Yes	No	99%	Open	Clinton
Westside Manor Apts	1975	40	0	8	22	10	0	No	No	No	95%	Open	Laurens
Totals and Averages	1996	814	0	146	460	181	15				96.7%		
<i>Unit Distribution</i>													
SUBJECT PROJECT		2017	48	0	0	24	24	0	No	No	No	Open	Clinton
SUMMARY													
	Number of Dev.	Year Built	Total Units	Studio/ Eff.	1BR	2BR	3BR	4BR	Average Occup.				
Total Developments	16	1996	814	0	146	460	181	15	96.7%				
Market Rate Only	3	1991	75	0	11	44	8	0	92.0%				
LIHTC Only	2	2005	60	0	8	34	18	0	95.0%				
Other Affordable (RD/Other)	9	1992	559	0	107	335	107	10	97.0%				
Subsidized Only	2	2012	120	0	20	47	48	5	99.2%				

Note: Shaded Properties are LIHTC



Table 20: Rent Range for 1 & 2 Bedrooms - Overall

Project Name	Program	PBRA Units	1BR Rent		1BR Square Feet		Rent per Square Foot Range		2BR Rent		2BR Square Feet		Rent per Square Foot Range	
			LOW	HIGH	LOW	HIGH	LOW	HIGH	LOW	HIGH	LOW	HIGH	LOW	HIGH
Chateau Arms Apts	Market	0	\$380		650		\$0.58		\$475	\$500	866		\$0.55	
Clinton Green Apts	LIHTC	0							\$403	\$513	887		\$0.45	\$0.58
Colony Square Apts	RD/LIHTC	0	\$400	\$476	644	\$0.74			\$480	\$506	849		\$0.57	\$0.60
Countryside THs	RD/LIHTC	0	\$375	\$425	640	\$0.66			\$410	\$460	882		\$0.46	\$0.52
Hilltop Apartments	RD/LIHTC	20	\$390	\$499	500	\$1.00			\$420	\$535	775	997	\$0.54	\$0.54
J. Press Apartments	LIHTC	0	\$332	\$407					\$387	\$482				
Landau Apartments	Market/BOI	60	\$375		672		\$0.56		\$475		830			\$0.57
Laurens Glen Apts	Market/BOI	29	\$371						\$441					
Laurens Terrace Apts	BOI-HUD	60												
Laurens Villa Apts	BOI-HUD	60	\$365	\$432	625				\$410	\$477	960			
Meadowbrook Apts	RD	0	\$425						\$450					
Octagon House Apts	Market	0	\$410	\$468	647	\$0.69			\$470	\$528	849	882	\$0.55	\$0.60
Summcrest Apartments	RD/LIHTC	42	\$405	\$523					\$495	\$550	1,000			
The Settlers Apts	Market	0	\$364		640				\$445	\$568	900			
Westchase Apts	RD	85							\$429					
Westside Manor Apts	Other	0												
Totals and Averages		356		\$412	633	\$0.65				\$471	890			\$0.53
<b>SUBJECT PROPERTY</b>														
STONE POINTE APTS			LIHTC	0	NA	NA	NA	NA	\$385	\$485	1,075		\$0.36	\$0.45
<b>SUMMARY</b>														
Overall				\$412	633	\$0.65				\$471	890			\$0.53
Market Rate Only				\$403	661	\$0.61				\$494	899			NA
LIHTC Only				\$370	NA	NA				\$446	887			\$0.50
Other Affordable (RD/Other)				\$419	632	\$0.66				\$470	871			\$0.54
Subsidized Only				NA	625	NA				NA	960			NA

Note: Shaded Properties are LIHTC

Table 21: Rent Range for 3 & 4 Bedrooms - Overall

Project Name	Program	3BR Rent		3BR Square Feet		Rent per Square Foot Range		4BR Rent		4BR Square Feet		Rent per Square Foot Range	
		LOW	HIGH	LOW	HIGH	LOW	HIGH	LOW	HIGH	LOW	HIGH	LOW	HIGH
Chateau Arms Apts	Market	\$550	\$575	1,002		\$0.55							
Clinton Green Apts	LIHTC	\$457	\$575	1,094		\$0.42	\$0.53						
Colony Square Apts	RD/LIHTC												
Countryside THs	RD/LIHTC	\$430	\$480	992		\$0.43	\$0.48						
Hilltop Apartments	RD/LIHTC	\$435	\$584	988	1,125	\$0.44	\$0.52						
J. Press Apartments	LIHTC	\$463	\$557										
Landau Apartments	Market/BOI	\$509		1,027		\$0.50							
Laurens Glen Apts	Market/BOI	\$492											
Laurens Terrace Apts	BOI-HUD												
Laurens Villa Apts	BOI-HUD			1,140						1,240			
Meadowbrook Apts	RD	\$465	\$532										
Octagon House Apts	Market												
Summercrest Apartments	RD/LIHTC												
The Settlers Apts	Market	\$625	\$650	1,000	1,500	\$0.63	\$0.43						
Westchase Apts	RD	\$505	\$635					\$530	\$713				
Westside Manor Apts	Other	\$479		1,120		\$0.43							
Totals and Averages			\$526		1,099		\$0.48		\$622		1,240		\$0.50
<b>SUBJECT PROPERTY</b>													
<b>STONE POINTE APTS</b>			\$430		1,225		\$0.35	\$0.44		NA		NA	NA
<b>SUMMARY</b>													
Overall			\$526		1,099		\$0.48		\$622		1,240		\$0.50
Market Rate Only			\$567		1,132		\$0.50		NA		NA		NA
LIHTC Only			\$513		1,094		\$0.47		NA		NA		NA
Other Affordable (RD/Other)			\$504		1,050		\$0.48		\$622		NA		NA
Subsidized Only			NA		1,140		NA		NA		1,240		NA

Note: Shaded Properties are LIHTC

Table 22a: Project Amenities - Overall

Project Name	Central Air	Wall A/C	A/C Sleeve	Garbage Disposal	Dish Washer	Microwave	Ceiling Fan	Walk-in Closet	Mini Blinds	Patio/Balcony	Hi-Speed Internet	Club/Comm. Room	Computer Center	Exercise Room
Chateau Arms Apts	Yes	No	No	No	Yes	No	Yes	No	Yes	Yes	No	No	No	No
Clinton Green Apts	Yes	No	No	Yes	Yes	No	Yes	Yes	Yes	Yes	No	No	Yes	No
Colony Square Apts	Yes	No	No	No	No	No	Yes	Yes	Yes	Yes	No	No	No	No
Countryside THs	Yes	No	No	No	Yes	No	Yes	Yes	Yes	Yes	No	No	No	No
Hilltop Apartments	Yes	No	No	Yes	No	No	No	No	Yes	No	No	No	No	No
J. Press Apartments	Yes	No	No	No	No	No	Yes	Yes	Yes	No	No	No	No	Yes
Landau Apartments	Yes	No	No	No	No	No	Yes	No	Yes	No	No	No	No	No
Laurens Glen Apts	Yes	No	No	No	No	No	No	Yes	Yes	No	No	No	No	No
Laurens Terrace Apts	Yes	No	No	No	No	No	No	Yes	Yes	No	No	No	No	No
Laurens Villa Apts	Yes	No	No	No	No	No	No	Yes	Yes	No	No	Yes	No	No
Meadowbrook Apts	Yes	No	No	No	No	No	No	No	Yes	Yes	No	Yes	No	No
Octagon House Apts	No	No	No	No	No	No	No	No	No	No	No	No	No	No
Summercrest Apartments	Yes	No	No	No	Yes	No	Yes	Yes	Yes	Yes	No	Yes	No	No
The Settlers Apts	Yes	No	No	Yes	Yes	No	No	No	Yes	Yes	No	No	No	No
Westchase Apts	Yes	No	No	No	No	No	No	No	Yes	No	No	No	No	No
Westside Manor Apts	Yes	No	No	Yes	Yes	No	No	Yes	Yes	Yes	No	No	No	No
Totals and Averages	94%	0%	0%	25%	38%	0%	44%	56%	94%	50%	0%	19%	6%	6%
<b>SUBJECT PROJECT</b>														
<b>STONE POINTE APTS</b>														
<b>SUMMARY</b>														
Overall	94%	0%	0%	25%	38%	0%	44%	56%	94%	50%	0%	19%	6%	6%
Market Rate Only	67%	0%	0%	33%	67%	0%	33%	0%	67%	67%	0%	0%	0%	0%
LIHTC Only	100%	0%	0%	50%	50%	0%	100%	100%	100%	50%	0%	0%	50%	50%
Other Affordable (RD/Other)	100%	0%	0%	22%	33%	0%	44%	56%	100%	56%	0%	22%	0%	0%
Subsidized Only	100%	0%	0%	0%	0%	0%	0%	100%	100%	0%	0%	50%	0%	0%

Note: Shaded Properties are LIHTC

Table 22b: Project Amenities - Overall

Project Name	Pool	Playground	Gazebo	Elevator	Exterior Storage	Sports Courts	On-Site Mgt	Security Gate	Security Intercom	Coin Op Laundry	Laundry Hookup	In-unit Laundry	Carport	Garage
Chateau Arms Apts	No	Yes	No	No	No	No	Yes	No	No	Yes	Some	No	No	No
Clinton Green Apts	No	Yes	Yes	No	Yes	No	No	No	No	Yes	Yes	No	No	No
Colony Square Apts	No	Yes	No	No	Yes	No	Yes	No	No	Yes	Yes	No	No	No
Countryside THs	No	Yes	No	No	Yes	No	Yes	No	No	Yes	Yes	No	No	No
Hilltop Apartments	No	Yes	No	No	Yes	No	Yes	Yes	Yes	Yes	No	No	No	No
J. Press Apartments	No	No	No	No	No	No	Yes	No	No	Yes	No	No	No	No
Landau Apartments	No	Yes	No	No	Yes	No	Yes	No	No	Yes	No	No	No	No
Laurens Glen Apts	No	Yes	No	No	No	No	Yes	No	No	Yes	Yes	No	No	No
Laurens Terrace Apts	No	No	No	No	No	No	No	No	Yes	Yes	No	No	No	No
Laurens Villa Apts	No	Yes	No	No	Yes	No	Yes	Yes	Yes	Yes	No	No	No	No
Meadowbrook Apts	No	Yes	No	No	No	No	Yes	No	No	Yes	Yes	No	No	No
Octagon House Apts	No	No	No	No	No	No	No	No	No	No	No	No	No	No
Summcrest Apartments	No	Yes	No	No	Yes	No	Yes	No	No	Yes	Yes	No	No	No
The Settlers Apts	No	No	No	No	No	No	No	No	No	No	Yes	No	No	No
Westchase Apts	No	Yes	No	No	No	No	Yes	Yes	Yes	Yes	No	No	No	No
Westside Manor Apts	No	Yes	No	No	No	No	Yes	No	No	Yes	No	No	No	No
Totals and Averages	0%	75%	6%	0%	44%	0%	75%	0%	25%	88%	44%	0%	0%	0%
<b>SUBJECT PROJECT</b>														
STONE POINTE APTS	No	Yes	Yes	No	No	No	Yes	No	No	Yes	Yes	No	No	No
<b>SUMMARY</b>														
Overall	0%	75%	6%	0%	44%	0%	75%	0%	25%	88%	44%	0%	0%	0%
Market Rate Only	0%	33%	0%	0%	0%	0%	33%	0%	0%	33%	33%	0%	0%	0%
LIHTC Only	0%	50%	50%	0%	50%	0%	50%	0%	0%	100%	50%	0%	0%	0%
Other Affordable (RD/Other)	0%	100%	0%	0%	56%	0%	100%	0%	22%	100%	56%	0%	0%	0%
Subsidized Only	0%	50%	0%	0%	50%	0%	50%	0%	100%	100%	0%	0%	0%	0%

Note: Shaded Properties are LIHTC

Table 23: Rental Housing Survey - Comparable

Project Name	Year Built	Total Units	Studio/ Eff.	1 BR	2 BR	3 BR	4 BR	Heat Incl.	W/S Incl.	Electric Incl.	Occup. Rate	Type	Location
Clinton Green Apts	2009	40	0	0	27	13	0	No	No	No	98%	Open	Clinton
Countryside THs	1983	52	0	10	26	16	0	No	No	No	100%	Open	Clinton
J. Press Apartments	2001	20	0	8	7	5	0	No	Yes	No	90%	Open	Clinton
Totals and Averages	1998	112	0 0%	18 16%	60 54%	34 30%	0 0%				97.3%		
<b>SUBJECT PROPERTY</b>													
STONE POINTE APTS	2017	48	0	0	24	24	0	No	No	No		Open	Clinton

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

Project Name	Program	PBRA Units	1BR Rent		1BR Square Feet		Rent per Square Foot Range	2BR Rent		2BR Square Feet		Rent per Square Foot Range
			LOW	HIGH	LOW	HIGH		LOW	HIGH	LOW	HIGH	
Clinton Green Apts	LIHTC	0	\$375	\$425			\$0.59	\$403	\$513	887		\$0.45
Countryside THs	RD/LIHTC	0	\$332	\$407	640		\$0.66	\$410	\$460	882		\$0.46
J. Press Apartments	LIHTC	0						\$387	\$482			\$0.52
Totals and Averages		0		\$385	640		\$0.60		\$443	885		\$0.50
<b>SUBJECT PROPERTY</b>												
STONE POINTE APTS	LIHTC	0		NA	NA		NA	\$385	\$485	1,075		\$0.36

Table 25: Rent Range for 3 & 4 Bedrooms - Comparable

Project Name	Program	3BR Rent		3BR Square Feet		Rent per Square Foot Range	4BR Rent		4BR Square Feet		Rent per Square Foot Range
		LOW	HIGH	LOW	HIGH		LOW	HIGH	LOW	HIGH	
Clinton Green Apts	LIHTC	\$457	\$575	1,094		\$0.42					
Countryside THs	RD/LIHTC	\$430	\$480	992		\$0.43	\$0.53				
J. Press Apartments	LIHTC	\$463	\$557				\$0.48				
Totals and Averages			\$494	1,043		\$0.47		NA	NA	NA	NA
<b>SUBJECT PROPERTY</b>											
STONE POINTE APTS	LIHTC	\$430	\$545	1,225		\$0.35	\$0.44	NA	NA	NA	NA

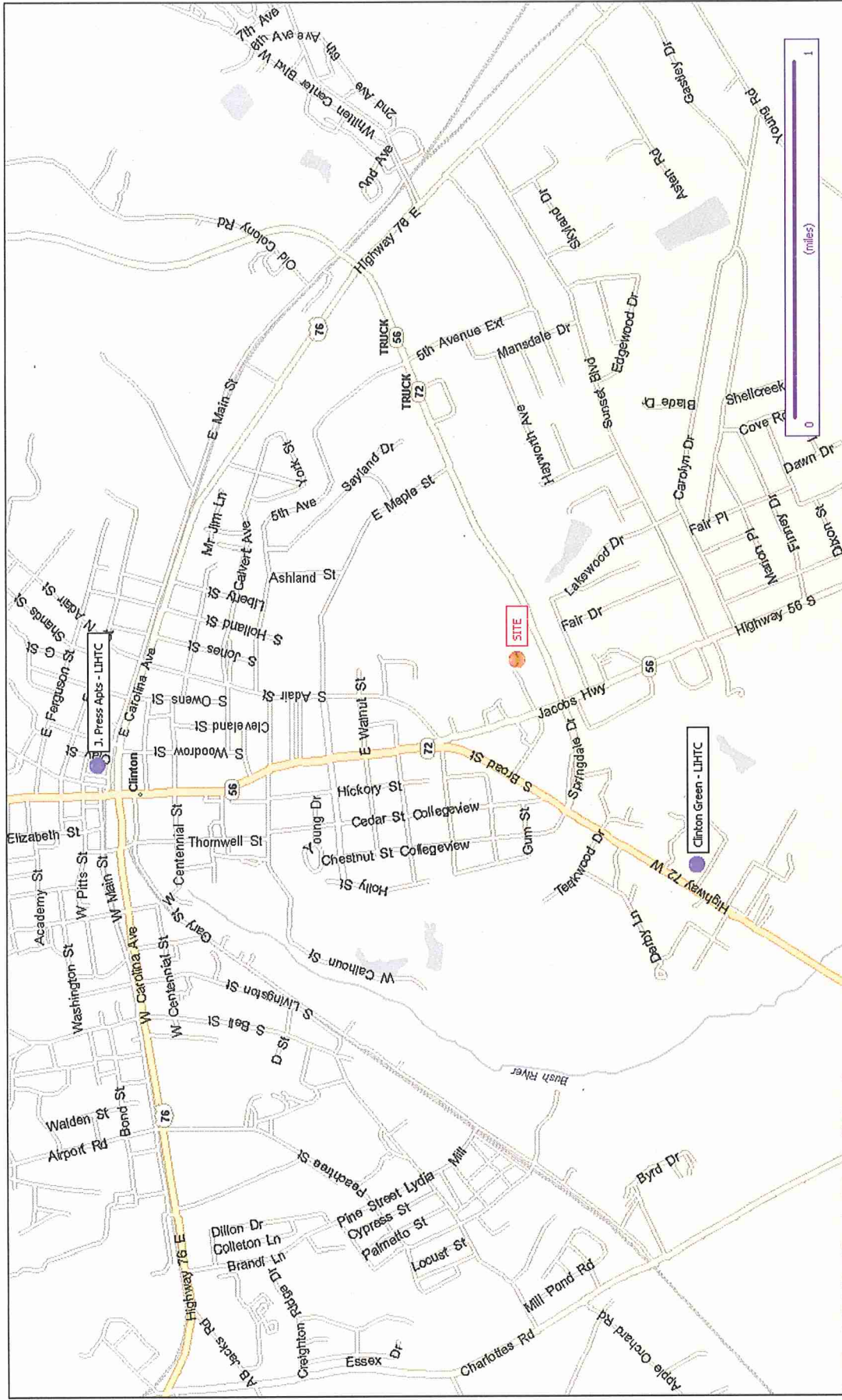
Table 26a: Project Amenities - Comparable

Project Name	Central Air	Wall A/C	A/C Sleeve	Garbage Disposal	Dish Washer	Microwave	Ceiling Fan	Walk-in Closet	Mini Blinds	Patio/Balcony	Hi-Speed Internet	Club/Comm. Room	Computer Center	Exercise Room
Clinton Green Apts	Yes	No	No	Yes	Yes	No	Yes	Yes	Yes	Yes	No	No	Yes	No
Countryside THs	Yes	No	No	No	Yes	No	Yes	Yes	Yes	Yes	No	No	No	No
J. Press Apartments	Yes	No	No	No	No	No	Yes	Yes	Yes	No	No	No	No	Yes
Totals and Averages	100%	0%	0%	33%	67%	0%	100%	100%	100%	67%	0%	0%	33%	33%
<b>SUBJECT PROJECT</b>														
STONE POINTE APTS	Yes	No	No	Yes	Yes	Yes	Yes	Yes	Yes	No	No	Yes	Yes	No


Table 26b: Project Amenities - Comparable

Project Name	Pool	Playground	Gazebo	Elevator	Exterior Storage	Sports Courts	On-Site Mgt	Security Gate	Security Intercom	Coin Op Laundry	Laundry Hookup	In-unit Laundry	Carpport	Garage
Clinton Green Apts	No	Yes	Yes	No	Yes	No	No	No	No	Yes	Yes	No	No	No
Countryside THs	No	Yes	No	No	Yes	No	Yes	No	No	Yes	Yes	No	No	No
J. Press Apartments	No	No	No	No	No	No	Yes	No	No	Yes	No	No	No	No
Totals and Averages	0%	67%	33%	0%	67%	0%	67%	0%	0%	100%	67%	0%	0%	0%
<b>SUBJECT PROJECT</b>														
STONE POINTE APTS	No	Yes	Yes	No	No	No	Yes	No	No	Yes	Yes	No	No	No


Map 11: Comparable LIHTC Rental Developments



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COMPARABLE PROJECT INFORMATION											
<b>Project Name:</b> Clinton Green Apts <b>Address:</b> 100 Houser Circle <b>City:</b> Clinton <b>State:</b> SC <b>Zip Code:</b> 29325  <b>Phone Number:</b> (864) 547-1662 <b>Contact Name:</b> Ranzella <b>Contact Date:</b> 01/15/15 <b>Current Occup:</b> 97.5%											
DEVELOPMENT CHARACTERISTICS											
<b>Total Units:</b>	40	<b>Year Built:</b>	2009								
<b>Project Type:</b>	Open	<b>Floors:</b>	2								
<b>Program:</b>	LIHTC	<b>Accept Vouchers:</b>	Yes								
<b>PBRA Units*:</b>	0	<b>Voucher #:</b>	3								
* Including Section 8, Rental Assistance, and any other Project-Based Subsidy											
UNIT CONFIGURATION/RENTAL RATES											
BR	Bath	Target	Type	# Units	Square Feet		Contract Rent		Vacant	Occup. Rate	Wait List
					Low	High	Low	High			
<b>TOTAL 2-BEDROOM UNITS</b>				27					1	96.3%	
2	1.0	50	Apt	18	887		\$403		0	100.0%	Yes
2	1.0	60	Apt	9	887		\$513		1	88.9%	Yes
<b>TOTAL 3-BEDROOM UNITS</b>				13					0	100.0%	
3	2.0	50	Apt	8	1,094		\$457		0	100.0%	Yes
3	2.0	60	Apt	5	1,094		\$575		0	100.0%	Yes
<b>TOTAL DEVELOPMENT</b>				40					1	97.5%	15 Names
AMENITIES											
<u>Unit Amenities</u>				<u>Development Amenities</u>				<u>Laundry Type</u>			
<input checked="" type="checkbox"/>	- Central A/C			<input type="checkbox"/>	- Clubhouse			<input checked="" type="checkbox"/>	- Coin-Operated Laundry		
<input type="checkbox"/>	- Wall A/C Unit			<input type="checkbox"/>	- Community Room			<input checked="" type="checkbox"/>	- In-Unit Hook-Up		
<input checked="" type="checkbox"/>	- Garbage Disposal			<input checked="" type="checkbox"/>	- Computer Center			<input type="checkbox"/>	- In-Unit Washer/Dryer		
<input checked="" type="checkbox"/>	- Dishwasher			<input type="checkbox"/>	- Exercise/Fitness Room			<u>Parking Type</u>			
<input type="checkbox"/>	- Microwave			<input type="checkbox"/>	- Community Kitchen			<input checked="" type="checkbox"/>	- Surface Lot		
<input checked="" type="checkbox"/>	- Ceiling Fan			<input type="checkbox"/>	- Swimming Pool			<input type="checkbox"/>	- Carport		
<input checked="" type="checkbox"/>	- Walk-In Closet			<input checked="" type="checkbox"/>	- Playground			<input type="checkbox"/>	- Garage (att)		
<input checked="" type="checkbox"/>	- Mini-Blinds			<input checked="" type="checkbox"/>	- Gazebo			<input type="checkbox"/>	- Garage (det)		
<input type="checkbox"/>	- Draperies			<input type="checkbox"/>	- Elevator			<u>Utilities Included</u>			
<input checked="" type="checkbox"/>	- Patio/Balcony			<input checked="" type="checkbox"/>	- Storage			<input type="checkbox"/>	- Heat		
<input type="checkbox"/>	- Basement			<input type="checkbox"/>	- Sports Courts			<input type="checkbox"/>	- Electricity		
<input type="checkbox"/>	- Fireplace			<input type="checkbox"/>	- On-Site Management			<input checked="" type="checkbox"/>	- Trash Removal		
<input type="checkbox"/>	- High-Speed Internet			<input type="checkbox"/>	- Security - Access Gate			<input type="checkbox"/>	- Water/Sewer		
											ELE



COMPARABLE PROJECT INFORMATION											
<b>Project Name:</b> J. Press Apartments <b>Address:</b> 110 Clay Street <b>City:</b> Clinton <b>State:</b> SC <b>Zip Code:</b> 29325  <b>Phone Number:</b> (864) 938-0403 <b>Contact Name:</b> Charles <b>Contact Date:</b> 01/15/15 <b>Current Occup:</b> 90.0%											
DEVELOPMENT CHARACTERISTICS											
<b>Total Units:</b> 20 <b>Project Type:</b> Open <b>Program:</b> LIHTC <b>PBRA Units*:</b> 0		<b>Year Built:</b> 2001 <b>Floors:</b> 2 <b>Accept Vouchers:</b> Yes <b>Voucher #:</b> 2									
* Including Section 8, Rental Assistance, and any other Project-Based Subsidy											
UNIT CONFIGURATION/RENTAL RATES											
BR	Bath	Target	Type	# Units	Square Feet		Contract Rent		Vacant	Occup. Rate	Wait List
					Low	High	Low	High			
<b>TOTAL 1-BEDROOM UNITS</b>				<b>8</b>					<b>1</b>	<b>87.5%</b>	
1	1.0	50	Apt	NA		NA		\$332	0	100.0%	No
1	1.0	60	Apt	NA		NA		\$407	1	NA	No
<b>TOTAL 2-BEDROOM UNITS</b>				<b>7</b>					<b>1</b>	<b>85.7%</b>	
2	1.0	50	Apt	NA		NA		\$387	0	100.0%	No
2	1.0	60	Apt	NA		NA		\$482	1	NA	No
<b>TOTAL 3-BEDROOM UNITS</b>				<b>5</b>					<b>0</b>	<b>100.0%</b>	
3	1.5 or 2	50	Apt	NA		NA		\$463	0	100.0%	No
3	1.5 or 2	60	Apt	NA		NA		\$557	0	100.0%	No
<b>TOTAL DEVELOPMENT</b>				<b>20</b>					<b>2</b>	<b>90.0%</b>	<b>None</b>
AMENITIES											
<u>Unit Amenities</u> <input checked="" type="checkbox"/> - Central A/C <input type="checkbox"/> - Wall A/C Unit <input type="checkbox"/> - Garbage Disposal <input type="checkbox"/> - Dishwasher <input type="checkbox"/> - Microwave <input checked="" type="checkbox"/> - Ceiling Fan <input checked="" type="checkbox"/> - Walk-In Closet <input checked="" type="checkbox"/> - Mini-Blinds <input type="checkbox"/> - Draperies <input type="checkbox"/> - Patio/Balcony <input type="checkbox"/> - Basement <input type="checkbox"/> - Fireplace <input type="checkbox"/> - High-Speed Internet				<u>Development Amenities</u> <input type="checkbox"/> - Clubhouse <input type="checkbox"/> - Community Room <input type="checkbox"/> - Computer Center <input checked="" type="checkbox"/> - Exercise/Fitness Room <input type="checkbox"/> - Community Kitchen <input type="checkbox"/> - Swimming Pool <input type="checkbox"/> - Playground <input type="checkbox"/> - Gazebo <input type="checkbox"/> - Elevator <input type="checkbox"/> - Storage <input type="checkbox"/> - Sports Courts <input checked="" type="checkbox"/> - On-Site Management <input type="checkbox"/> - Security - Access Gate <input type="checkbox"/> - Security - Intercom				<u>Laundry Type</u> <input checked="" type="checkbox"/> - Coin-Operated Laundry <input type="checkbox"/> - In-Unit Hook-Up <input type="checkbox"/> - In-Unit Washer/Dryer  <u>Parking Type</u> <input checked="" type="checkbox"/> - Surface Lot <input type="checkbox"/> - Carport                      \$0 <input type="checkbox"/> - Garage (att)                      \$0 <input type="checkbox"/> - Garage (det)                      \$0  <u>Utilities Included</u> <input type="checkbox"/> - Heat                      ELE <input type="checkbox"/> - Electricity <input checked="" type="checkbox"/> - Trash Removal <input checked="" type="checkbox"/> - Water/Sewer			

### 6. Market Rent Calculations

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

A total of three market-rate properties were selected to determine the estimated market rate, based largely on the availability of two and three-bedroom units, location, and building type. Using the Rent Comparability Grid on the following pages, the following is a summary of the estimated market rents by bedroom size along with the subject property's corresponding market advantage:

	Proposed Net Rent	Estimated Market Rent	Market Advantage
<b>Two-Bedroom Units</b>			
50% AMI	\$385	\$627	39%
60% AMI	\$485	\$627	23%
<b>Three-Bedroom Units</b>			
50% AMI	\$430	\$710	39%
60% AMI	\$545	\$710	23%

**Rent Comparability Grid**

<b>Subject Property</b>		<b>Comp #1</b>		<b>Comp #2</b>		<b>Comp #3</b>	
Project Name		Chateau Arms Apts		Octagon House Apts		The Settlers Apts	
Project City	<b>Subject Data</b>	Laurens		Laurens		Clinton	
Date Surveyed		1/15/15		1/15/15		3/20/15	
<b>A. Design, Location, Condition</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
Structure Type	Apts	Apts	\$0	Apts	\$0	Apts/THs	\$0
Yr. Built/Yr. Renovated	2017	1979	\$29	1997	\$15	1975	\$32
Condition /Street Appeal	Good	Fair	\$25	Fair	\$35	Fair	\$25
<b>B. Unit Amenities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
Central A/C	Yes	Yes		No	\$15	Yes	
Garbage Disposal	Yes	No	\$3	No	\$3	Yes	
Dishwasher	Yes	Yes		No	\$3	Yes	
Microwave	Yes	No	\$3	No	\$3	No	\$3
Walk-In Closet	Yes	No	\$3	No	\$3	No	\$3
Mini-Blinds	Yes	Yes		No	\$3	Yes	
Patio/Balcony	No	Yes	(\$3)	No		Yes	(\$3)
Basement	No	No		No		No	
Fireplace	No	No		No		No	
<b>C. Site Amenities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
Clubhouse	Yes	No	\$3	No	\$3	No	\$3
Community Room	Yes	No	\$3	No	\$3	No	\$3
Computer Center	Yes	No	\$3	No	\$3	No	\$3
Exercise Room	No	No		No		No	
Swimming Pool	No	No		No		No	
Playground	Yes	Yes		No	\$5	No	\$5
Sports Courts	No	No		No		No	
On-Site Management	Yes	Yes		No	\$3	No	\$3
Security - Access Gate	No	No		No		No	
Security - Intercom	No	No		No		No	
<b>D. Other Amenities</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
Coin-Operated Laundry	Yes	Yes		No	\$5	No	\$5
In-Unit Hook-Up	Yes	Some		No	\$5	Yes	
In-Unit Washer/Dryer	No	No		No		No	
Carport	No	No		No		No	
Garage (attached)	No	No		No		No	
Garage (detached)	No	No		No		No	
<b>E. Utilities Included</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
Heat	No	No		No		No	
Electric	No	No		No		No	
Trash Removal	Yes	Yes		Yes		Yes	
Water/Sewer	No	No		No		No	
Heat Type	ELE	ELE		ELE		ELE	
Utility Adjustments							
Efficiency Units							
One-Bedroom Units							
Two-Bedroom Units							
Three-Bedroom Units							
Four-Bedroom Units							

<i>Subject Property</i>		<i>Comp #1</i>		<i>Comp #2</i>		<i>Comp #3</i>	
Project Name		Chateau Arms Apts		Octagon House Apts		The Settlers Apts	
Project City	<b>Subject Data</b>	Laurens		Laurens		Clinton	
Date Surveyed		42019		42019		42083	
<b>F. Average Unit Sizes</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
Two-Bedroom Units	1100	866	\$35		\$25	1,000	\$15
Three-Bedroom Units	1260	1,002	\$39			1,250	\$2
<b>G. Number of Bathrooms</b>		<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>	<b>Data</b>	<b>\$ Adj</b>
Two-Bedroom Units	2.0	1.5	\$15	1.0	\$30	1.0	\$30
Three-Bedroom Units	2.0	1.5	\$15			1.5	\$15
<b>G. Total Adjustments Recap</b>							
Two-Bedroom Units			\$119		\$162		\$127
Three-Bedroom Units			\$122				\$98

		<i>Comp #1</i>		<i>Comp #2</i>		<i>Comp #3</i>	
Project Name		Chateau Arms Apts		Octagon House Apts		The Settlers Apts	
Project City	<b>Subject Data</b>	Laurens		Laurens		Clinton	
Date Surveyed		42019		42019		42083	
<b>H. Rent/Adjustment Summary</b>		<b>Unadjusted Rent</b>	<b>Adjusted Rent</b>	<b>Unadjusted Rent</b>	<b>Adjusted Rent</b>	<b>Unadjusted Rent</b>	<b>Adjusted Rent</b>
<b>Market Rate Units</b>							
Two-Bedroom Units	<b>\$627</b>	\$475	\$594	\$450	\$612	\$550	\$677
Three-Bedroom Units	<b>\$710</b>	\$550	\$672			\$650	\$748

## H. INTERVIEWS

Throughout the course of performing this analysis of the Clinton rental market, many individuals were contacted. Based on discussions with local government officials, there was no directly comparable multi-family rental activity reported (planned or under construction) within either Clinton or Laurens. In addition, Clinton officials noted a great need for quality affordable housing throughout the area, while Laurens officials would not provide a comment/opinion. As such, the following planning departments were contacted:

Location: City of Clinton  
Contact: Steven Tyler, Director of Community and Economic Development  
Phone: 864-833-7505  
Date: 3/2/2015

Location: City of Laurens  
Contact: Jackie Williams, Code Enforcement – Building and Zoning  
Phone: 864-984-2613  
Date: 3/5/2015

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

## I. CONCLUSIONS/RECOMMENDATIONS

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

1. Relatively positive occupancy levels throughout the market area, with an overall occupancy rate of 96.7 percent calculated among 16 properties surveyed within Laurens and Clinton;
2. Somewhat limited family tax credit options are available throughout the PMA, with only two developments totaling 60 units. The most comparable property, Clinton Green, is a 40-unit development constructed in 2009 – the manager reported one vacancy (98 percent) which will be filled from the current wait list of more than 15 persons;
3. The subject proposal's rental rates and unit sizes are far superior to Clinton Green – 60 percent AMI rents average five percent lower with unit sizes ranging between 12 and 20 percent larger;
4. A generally positive site location within walking distance of a grocery, pharmacy, and YMCA, as well as a short distance from other services required for multi-family housing;
5. The proposal represents a modern product with numerous amenities and features at an affordable rental level; and
6. A sufficient statistical demand calculation, with capture rates within industry-accepted thresholds and an absorption period estimated at approximately seven to nine months.

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

**J. SIGNED STATEMENT REQUIREMENTS**

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



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Steven R. Shaw  
**SHAW RESEARCH AND CONSULTING**

Date: March 24, 2015

## K. SOURCES

2000 U.S. Census of Population and Housing - U.S. Census Bureau  
2010 U.S. Census of Population and Housing – U.S. Census Bureau  
2009-2013 American Community Survey – 5-Year Estimates – U.S. Census Bureau  
2013/2018 Demographic Forecasts, ESRI Business Analyst Online  
Apartment Listings – LIHTC – <http://lihtc.findthedata.org>  
Apartment Listings – [www.socialserve.com](http://www.socialserve.com)  
Apartment Listings – Yahoo! Local – <http://local.yahoo.com>  
Community Info – Laurens County Chamber of Commerce – [www.laurenscounty.org/cc/](http://www.laurenscounty.org/cc/)  
Community Profile 2015 – Laurens County – SC Department of Employment & Workforce  
CPI Inflation Calculator – Bureau of Labor Statistics – U.S. Department of Labor  
Crime Data – CLRsearch.com  
Crime Data – ESRI Business Analyst Online  
ESRI ArcView, Version 3.3  
ESRI Business Analyst Online  
Government Info – Laurens County, SC – [www.laurenscountysc.org](http://www.laurenscountysc.org)  
Government Info – City of Clinton, SC – [www.cityofclintonsc.com](http://www.cityofclintonsc.com)  
Income & Rent Limits 2015 – South Carolina State Housing Finance & Development Authority  
Interviews with community planning officials  
Interviews with managers and leasing specialists at local rental developments  
South Carolina Industry Data – SC Works Online Services  
South Carolina Labor Market Information – U.S. Bureau of Labor Statistics  
South Carolina LIHTC Allocations – SC State Housing Finance & Development Authority  
Microsoft Streets and Trips 2013



## L. RESUME

### STEVEN R. SHAW SHAW RESEARCH & CONSULTING

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

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

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

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