

# NATIONAL LAND ADVISORY GROUP

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**AN APARTMENT ANALYSIS  
IN THE  
TOWN OF  
ESTILL, SOUTH CAROLINA  
FOR A PROPOSED FAMILY  
DEVELOPMENT  
UNDER THE  
LOW INCOME HOUSING TAX CREDIT PROGRAM  
(PARRISH GREENE)**

**PREPARED FOR:**

SOUTH CAROLINA STATE HOUSING FINANCE  
AND DEVELOPMENT AUTHORITY &

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## **I. INTRODUCTION**

### **A. OBJECTIVES**

This study analyzes the market feasibility for the new construction of a family rental development, Parrish Greene, in the Town of Estill, Hampton County, South Carolina in association with the South Carolina State Housing Finance and Development Authority's Low Income Housing Tax Credit program. After fully discussing the scope and area of the survey with Mr. Jeffrey Woda, President of The Woda Group, Inc.; National Land Advisory Group undertook the analysis.

### **B. METHODOLOGY & LIMITATIONS**

The methodology we use in our studies is centered on three analytical principles: the Primary Market Area (PMA), a field survey of the modern apartments and rental housing in the primary and secondary (if necessary) market areas, and the application and analysis generated for demographic and economic purposes.

A complete analysis for new construction within the rental market requires five considerations: a field survey of modern apartments; an analysis of area housing; an analysis of the area economy; a demographic analysis; and recommendations for development. Information is gathered from many internal and external sources, including, but not limited to: real estate owners, property managers, state and public government officials, public records, real estate professionals, U.S. Census Bureau, major employers, local chamber or development organizations and secondary demographic services. National Land Advisory Group accepts the materials and data from these sources as correct information, and assumes no liability for inaccurate data or analysis.

An important consideration in identifying support (supply and demand characteristics) is to determine the Primary Market Area (PMA). The establishment of a Primary Market Area is typically the smallest geographic area from which the proposed development is expected to draw a majority of its potential residents. The market area generally relates to the natural, socioeconomic and/or manmade characteristics and boundaries of the subject site area.

Additionally, input into defining the PMA includes interviews with area government officials; transportation alternatives; and the evaluation of existing housing, demographic and socioeconomic trends and patterns. Of course, personal site visits and the interaction with nearby neighborhoods or communities are strongly applied. When defining the specific development opportunities, National Land Advisory Group will not comprise any market or sub-market area larger than the subject site area defined by this report. No radius analysis is used in the compilation of data.

Every effort has been made to insure the accuracy of the data contained within this analysis. Demographic and economic estimates and projections have been obtained from government agencies at national, state and county levels, as well as third party suppliers. Market information has been obtained from sources presumed to be reliable, including developers, owners and representatives. However, this information cannot be warranted by National Land Advisory Group. While the methodology employed in this analysis allows for a margin of error in base data, it is assumed that the market data and government estimates and projections are substantially accurate.

The data in this report is derived from several sources: the U.S. Census Bureau, the American Community Survey, Applied Geographic Solutions/FBI UCR, Nielsen Claritas, and Ribbon Demographics. The data is apportioned to the various geographies using a Geospatial Information System (GIS). The GIS allocates data points such as population, households, and housing units, using Census block group apportionment or Census tract apportionment - depending on the availability of data. The GIS will apportion the data based on the location of Census block points as they relate to the geography that the data is

being apportioned for. In other words, the GIS will examine the data associated with the block points that lie within a geographical boundary (PMA, place, county, or state) and will then proportionally allocate associated data from a block group or census tract, to the principal geographical boundary that is receiving the data. Official geographic boundaries are provided by the U.S. Census Bureau and reflect the official boundaries as of July, 2010. The data in this report that utilizes Census and American Community Survey data may differ slightly from data that is aggregated using the American Factfinder tool. The potential differences in the data can be attributed to rounding, apportioning, and access to masked data that is not provided to the general public. The differences, if any, are generally less than 1%. However, smaller geographies such as places with less than 2,000 people are susceptible to greater variations between data points.

The U.S. Census no longer collects detailed housing and demographic information - data that was formerly collected by the long form of the Decennial Census. This data is now collected by the American Community Survey (ACS). The ACS is conducted more frequently (quarterly) but utilizes a much smaller sample size; therefore there can be high margins of error in some instances. The margins of error will decrease proportionally as the population base increases and the size of the geography increases. This report utilizes data from the 2006-2010 ACS, which is an average of estimates taken over a five year period and eventually weighted back to the official 2010 Census. The ACS recommends that its data only be compared to other, non-overlapping ACS datasets. Please use caution when examining any data derived from the ACS, especially in less populated areas.

The objective of this report is to gather, analyze, and present as many market components as reasonably possible within the time constraints agreed upon. The conclusions contained in this report are based on the best judgments of the analysts; we make no guarantees or assurances that the projections or conclusions will be realized as stated. It is our function to provide our best effort in data collection, and to express opinions based on our evaluations. National Land Advisory Group, at all times, has remained an unbiased, third party principal.

**C. SOUTH CAROLINA STATE HOUSING FINANCE AND DEVELOPMENT  
AUTHORITY'S REQUIREMENTS**

According to the South Carolina State Housing Finance and Development Authority's 2015 Low-Income Housing Tax Credit Program, specific requirements needed for analysis of market viability have been completed and incorporated into the market feasibility study prepared by National Land Advisory Group, in the sections as follows:

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## **D. CONSULTANT'S STATEMENT & MARKET STUDY CERTIFICATION**

### **CONSULTANT'S STATEMENT & LIMITATIONS**

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

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

While the document specifies National Land Advisory Group the certification is always signed by the individual completing the study and attesting to the certification.

## MARKET STUDY CERTIFICATION

The undersigned, a recognized firm of independent market analysts knowledgeable and experienced in the development of affordable rental properties, completed this Market Study of Parrish Greene Apartments (project name) for Mr. Jeffrey Woda of The Woda Group, LLC (developer/owner name).

The market analyst does hereby state, in our best judgment that a market exists for the proposed project as of March 20, 2015. The market analyst makes no guarantees or assurances that projections or conclusions in the study will be realized as stated.

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

By: National Land Advisory Group  
(Market Analyst Company/Firm)

By:  / President  
(Authorized Representative)

By:  / Field Analyst  
(Authorized Representative)

Date: March 20, 2015

## II. EXECUTIVE SUMMARY

### A. DEVELOPMENT RECOMMENDATIONS

- ◆ This study has established that a market exists for the new construction of a 28-unit multi-family rental housing project to be developed within the criteria set forth by the South Carolina State Housing Finance and Development Authority's Low Income Housing Tax Credit Program.
- ◆ With the proposed plans to develop 6-units (21.4%) available to households with incomes at or below the 50% of the area income and 22-units (78.6%) available to households with incomes at or below the 60% of the area income, the subject site located in the Town of Estill, South Carolina is proposed as follows:

#### UNIT BY TYPE AND BEDROOM

BEDROOM	TWO	THREE
BATHROOMS	1.75	2.0
NUMBER OF UNITS		
50%	3	3
60%	18	4
SQUARE FEET (approx.)	950	1,100
GROSS RENT	\$590-\$625	\$702-\$742
UTILITY ALLOWANCE *	\$140	\$172
NET RENT	\$450-\$485	\$530-\$570

\* estimated by developer and local housing agency

- ◆ The proposed new development will be a development for family occupancy. The development will be located on approximately 4.67 acres. The proposed 28-unit family development is estimated to begin construction in the Spring 2016, to be completed in the Spring 2017. Pre-leasing will start two months prior to opening. The development consists of 28-units in 5 two-story buildings. Parking, for a total of 65 surface spaces will be in the adjacent open spaces within the development.
- ◆ Each unit in the proposed new construction and would contain energy star appliances, including a self-cleaning range, refrigerator, dishwasher, disposal, microwave, air conditioning, carpeting, blinds, ceiling fans, extra storage, patio, washer/dryer hook-ups and one and three-quarters or two full bathrooms. Additionally, the units will have a Range Queen extinguishing system be pre-wired for high speed internet.

- ◆ Project amenities associated with a family-orientated development are important to the success of the proposed facility, including: on-site rental management office, community room with kitchen, computer room, security and a park setting.
- ◆ The units will include the following utilities: electric, water/sewer services and trash removal. The tenants will be responsible for electric; however a utility allowance of \$140 for a two-bedroom unit and \$172 for a three-bedroom unit is estimated. The units will be cable-ready.
- ◆ The development will maintain a consistent and effective landscaping plan throughout the site, especially maintaining a good front door image. From a marketing point of view, it would be beneficial if the proposed sites would be able to use some natural settings, if possible, to develop an environment within this development. The Town of Estill area apartment developments have not done a good job in creating a complete development theme or environment.
- ◆ The development and unit plans were reviewed. The family rental units are appropriate for the Town of Estill. The unit amenities are adequate for the targeted market, while the unit styles, specifically the design and square footage, will positively influence the absorption, offering a flexibility of living style for family occupants.
- ◆ The subject site is adequately located within fifteen miles of all essential resident services, including but not limited to: government, educational, shopping, employment and medical facilities. There is no public transportation available in the subject site area.
- ◆ The proposed rents combined with the current rental market absorption pattern would result in an overall vacancy rate of less than 3.0% for the proposed development. Within the overall LIHTC market, the vacancy rate would result in a rate of 2.0% or less.
- ◆ The absorption potential for tenants in the Estill rental market, based on the proposed net rent is excellent. It is anticipated, because of the criteria set forth by the income and household size for units for the Low Income Tax Credit Program, the depth of the market demand for units, assumption of new product, as well as the design associated with this product, absorption is expected to be equal to the area average of 4 to 6 units per month, resulting in a 4.7 to 7.0 month absorption period for the 28-unit LIHTC development. The absorption rate may be higher in the initial months of rent-up.

## **B. HOUSING MARKET SUMMARY**

- ◆ At the time of this study, in the Estill market area, a comparable survey of family LIHTC, government subsidized and market-rate units was conducted in the market area. There are no market-rate units in the area. There is one low income housing tax credit (LIHTC) senior development with 25-units that was surveyed, however all of the units have additional subsidizes associated with the units. An additional 92 government subsidized development units in two developments with a non-existent vacancy rate, were located and surveyed in the Estill market area. Vacancies for the LIHTC/government subsidized units are also non-existent.

- ◆ When vacancies are available, it is due to natural turnover in the market area. Reviewing the LIHTC units, the market still appears limited by supply rather than demand.
- ◆ The Estill government subsidized apartment base contains a disproportionate ratio of one-bedroom units in the market area. Within these one-bedroom units, the vacancy rate is non-existent.
- ◆ Median rents are not available due to the lack of market-rate product in the Estill market area.
- ◆ Under the SCSHFDA guidelines, one development has received LIHTC allocations in the Estill area since 1998. This one development is for senior housing. However, some seniors are reported within the other government developments. The development offers 50% and 60% rents of AMI's. All of the development units have additional government subsidies under a HUD program.
- ◆ Overall, the one senior development contains 25 LIHTC units, of which none are vacant or a 100.0% occupancy rate.
- ◆ In a review of comparable properties and rent adjustments in the Estill PMA, it was noted that there are no family developments in the immediate area that would be the most comparable to the product. Therefore developments outside the immediate area (secondary market) were reviewed. Market areas, nearby Estill were surveyed, but the lack of market-rate housing was again very evident. When an extended area was reviewed, approximately a 30 – 35 minute drive in different directions, several communities had comparable bedroom types in properties, including Hampton, Waltersboro, Ridgeland and Hardeeville.
- ◆ There are four family developments are market-rate, with a potential to attract the proposed market segment associated to the product and tenant base. All of these developments are market-rate family developments with market segment associated to the product and tenant base. As noted, within the four competitive developments, a total of 714-units exist with 11 vacant units or an overall 97.9% occupancy rate.
- ◆ It should be noted that the average of the achievable comparable net two-bedroom unit is \$846, somewhat higher than the adjusted proposed \$450-\$485 (50% & 60% AMI) average net rent. The proposed two-bedroom rent represents 53.2%-57.3% of the average comparable two-bedroom rent in the market area. It should be noted that the average of the achievable comparable net three-bedroom unit is \$1,060, somewhat higher than the adjusted proposed \$530-\$570 (50% & 60% AMI) average net rent. The proposed three-bedroom rent represents 50.0%-53.8% of the average comparable three-bedroom rent in the market area.
- ◆ When reviewing the comparable developments, the proposed rents are within the appropriate rent differentials. Therefore, based on the current existing rental market, the proposed development would be a value in the market area.

### C. DEMAND ANALYSIS AND CAPTURE RATE

- ◆ The following demand estimates are based on any applicable income restrictions and requirements set forth by the South Carolina State Housing Finance and Development Authority, current family households, proposed households, turnover ratios of units in the market area and the percent of renter qualified family households within the Primary Market Area.
- ◆ Overall (excluding any overlap of income ranges), the adjusted annual income range specified appropriate by the tax credit program for low to moderate-income households is \$20,229 (lower end of one-person household moderate-income) to \$35,040 (five person household moderate-income) for the Estill Primary Market Area. In 2014, there are 244 households in the Estill Primary Market Area of the proposed site was within this income range.
- ◆ Within these competitive rent ranges, the market can support the proposed 28-unit tax credit development for family occupancy under the 50% and 60% programs. In 2014, based on the proposed and competitive product in the Estill market area, the proposed 28-unit family development of LIHTC units represents an overall 28.0% capture rate within the market area.
- ◆ All of these calculations are appropriate capture and penetration factors, especially with the factor of the development being new construction. Combined with sensitivity to market rents and a quality construction, these renter households' percentages represent a good base of appropriate income family households.

### D. MARKET STUDY CRITERIA ANALYSIS

- ◆ Based on the SCSHFDA QAP Market Criteria, the subject property needs to be measured on four levels: Capture Rate, Market Advantage, Overall Vacancy Rate and the Absorption/Lease-Up Periods. The following are charts evaluating the desired criteria:

#### a) Capture Rate

The capture rate for income qualified households in the market area for the project is at or below 30.0%.

- ✓ The proposed development capture rate is 28.0%.

#### b) Market Advantage

The developments must have a minimal market advantage of 10%.

2015 S-2 RENT CALCULATION WORKSHEET

# Units	Bedroom Type	Proposed Tenant Paid Rent	Gross Proposed Tenant Rent by Bedroom Type	Adjusted Market Rent	Gross Adjusted Market Rent by Bedroom Type	Tax Credit Gross Rent Advantage
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
	1 BR		\$0		\$0	
	1 BR		\$0		\$0	
	1 BR		\$0		\$0	
3	2 BR	\$450	\$1,350	\$846	\$2,538	
18	2 BR	\$485	\$8,730	\$846	\$15,228	
	2 BR		\$0		\$0	
3	3 BR	\$530	\$1,590	\$1,060	\$3,180	
4	3 BR	\$570	\$2,280	\$1,060	\$4,240	
	3 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
<b>Totals</b>	<b>28</b>		<b>\$13,950</b>		<b>\$25,186</b>	<b>44.61%</b>

✓ The proposed market advantage is **44.61%**.

**e) Overall Occupancy Rate**

The overall existing vacancy rate for stabilized LIHTC developments is less than 10.0%.

✓ The LIHTC vacancy rate in the market area is estimated at **0.0%**.

**d) Absorption/Lease Up Periods**

Estimated lease-up time for the project is less than one year.

✓ The estimated absorption period for the proposed development is **4.7 – 7.0 months**.

### 2015 EXHIBIT S – 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY:

Development Name:	Parrish Greene	Total # Units: <b>28</b>
Location:	Estill, Hampton County	# LIHTC Units: <b>28</b>
PMA Boundary:	See Section III-B	
Development Type:	<input checked="" type="checkbox"/> Family <input type="checkbox"/> Older Persons	Farthest Boundary Distance to Subject: <b>14 miles</b>

#### RENTAL HOUSING STOCK (found on page \_\_\_)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	3	117	0	100.0%
Market-Rate Housing	-			%
Assisted/Subsidized Housing not to include LIHTC	2	92	0	100.0%
<b>LIHTC (All that are stabilized)*</b>	<b>1</b>	<b>25</b>	<b>0</b>	<b>100.0%</b>
Stabilized Comps**	4	714	15	97.9%
Non-stabilized Comps	-			%

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

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

Subject Development					Adjusted Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
3	2	1.75	950	\$450	\$846	\$.81	46.8%	\$1190	\$.99
18	2	1.75	950	\$485	\$846	\$.81	42.7%	\$1190	\$.99
3	3	2.0	1050	\$530	\$1060	\$.80	50.0%	\$1550	\$1.04
4	3	2.0	1050	\$570	\$1060	\$.80	46.2%	\$1550	\$1.04
				\$	\$	\$	%	\$	\$
<b>Gross Potential Rent Monthly*</b>				<b>\$13,950</b>	<b>\$25,186</b>		<b>44.6%</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 IV)

	2000		2014		2017	
Renter Households	760	29.1%	643	27.9%	624	27.7%
Income-Qualified Renter HHs (LIHTC)	221	29.1%	244	37.9%	230	36.8%
Income-Qualified Renter HHs (MR)	(if applicable)	%		%		%

#### TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page VII-D)

Type of Demand	50%	60%	Market-rate	Other:___	Other:___	Overall
Renter Household Growth	(1)	(13)				(14)
Existing Households (Overburd + Substand)	43	71				114
Homeowner conversion (Seniors)						
Other:						
Less Comparable/Competitive Supply	0	0				0
<b>Net Income-qualified Renter HHs</b>	<b>42</b>	<b>58</b>				<b>100</b>

#### CAPTURE RATES (found on page VII-D)

Targeted Population	50%	60%	Market-rate	Other:___	Other:___	Overall
Capture Rate	14.2%	37.9%				28.0%

#### ABSORPTION RATE (found on page VII-E)

Absorption Period	<b>4.7-7.0</b>	months
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### **III. SITE**

#### **A. DESCRIPTION**

The subject site is located on the northern part of the Town of Estill, South Carolina. The subject site is currently occupied by heavy brush and mature trees. The subject site is flat. The subject site is located on the north side of Nixville Road (State Route 3), approximately two-tenths mile west of the Nixville Road and Rooster Ridge Road. Subject site is located in a residential area with some commercial facilities located nearby.

#### **NORTH**

Located on the north side of the subject site are additional wooded areas. Farther north is a small creek, Shuman Avenue and scattered single-family residences of the northern area of the Town of Estill. Farther north is undeveloped land and farm lands and Black Creek. Located north of the subject site area, along Columbia Highway is family Dollar, Dollar General and the Galaxy Foods Center.

#### **WEST**

Located to the west of the subject site are mature trees. Farther west are wooded areas and scattered single-family residences located along Nixville Road. Several plots of agricultural land are also located within this immediate area.

#### **EAST**

Located to the east of the subject site, on the north side of Nixville Road, are scattered single-family homes. Farther east, located approximately two-tenths of a mile is Rooster Ridge Road. Scattered single-family homes are located along Rooster Ridge Road. Farther east is Columbia Highway (U.S. Route 321), a major north/south artery for the Town of Estill. Located along U.S. Route 321 are many commercial and retail establishments. Included within these establishments is the Tuten's IGA food store, a hardware store and several smaller retail establishments. Located on the east side of Columbia Highway (U.S. Route 321) are single-family residences, located in the northeast area of Estill. Located

immediately on the east side of Columbia Highway is Harry's Car Care auto repair, the Three-Way Food Mart and service station and the U.S. Post Office. Additionally, located within this immediate area, within one-half mile of the subject site are the Palmetto Inn, as well as restaurants and the Bobop's Gas Station. Farther east, east of the single-family residences is the Estill Elementary School; and the Estill Middle School.

### SOUTH

Located on the south side of Nixville Road are scattered single-family residences. Nixville Road (State Route 3) is a major east/west artery for the area. Located on the south side of Nixville Road is the intersection of Keene Avenue. Several single-family homes are located further south along Keene Avenue and Johnston Avenue. Located within the center of the town, approximately one-half mile south is a pharmacy. Located further south, located along Columbia Highway are scattered commercial and retail facilities including the Estelle City Hall and Police Department. Several major employers are located on the southern part of the town.

### GENERAL

In general, the subject site is located in the north area of the Town of Estill in a residential neighborhood area. The subject site is located north of Estill Road, immediately west of Rooster Ridge Road. The subject site contains a heavily wooded area. The subject site has excellent ingress and egress as it has frontage on Nixville Road (State Route 3). Accessibility to major roadways is a positive for this area being nearby to Columbia Highway (U.S. Route 312). All essential resident services, except medical, are located within three miles of the subject site. Medical facilities are located approximately 15 miles northeast of the subject site.

## **B. PRIMARY MARKET AREA**

The Primary Market Area (PMA) is defined by and includes the immediate population base and part of the surrounding urban populations. An important consideration in identifying support (supply and demand characteristics) is to determine the Primary Market Area (PMA). The establishment of a PMA is typically the smallest geographic area from which the proposed development is expected to draw a majority of its potential residents. The market area generally relates to the natural, socioeconomic and/or manmade characteristics and boundaries of the subject site area.

Additionally, input into defining the PMA includes interviews with area government officials; transportation alternatives; and the evaluation of existing housing, demographic and socioeconomic trends and patterns. Of course, personal site visits and the interaction with nearby neighborhoods or communities are strongly applied. When defining the specific development opportunities, National Land Advisory Group will not comprise any market or sub-market area larger than the subject site area defined by this report. No radius analysis was used in the compilation of data.

The Estill PMA consists of all of the Town Of Estill, as well as portions of the surrounding adjacent Townships in Hampton County. The Primary Market Area is roughly bounded by State Route 363 and SC S-3-104 to the northeast, the boundary of the State of South Carolina and State of Georgia, including the Towns of Scotia and Furman and the county line to the southwest, the Hampton County governmental boundary line to the northwest and to the southeast. The Estill PMA includes all or part of the following census tracts: 204 and 205 which are located in Hampton County.

The Town of Estill, which is located in the south central portion of Hampton County, has excellent access to major arteries, including: U.S. Route 321 and 601 and State Route 3. State and Federal branch offices are located in the City of Charleston, South Carolina, located approximately seventy-five miles east of the subject site.

### C. SITE AND LOCATION ANALYSIS

<b>Community Amenities</b>	<b>Name</b>	<b>Driving Distance From Site (Miles)</b>
Major Employers/ Employment Centers	Ecogy BioFuels	0.6 Southwest
	Federal Correctional Institute	4.3 Southwest
Convenience Store	3-Way Food Mart	0.1 Southeast
	Bobops	0.3 East
	SE and KE Carryout	0.3 Southeast
	Shell	0.6 South
Grocery	Tuten's IGA	0.4 Southeast
	Galaxy Foods Center	0.7 Northeast
Discount Department Store	Southern Home & Hardware	0.3 Southeast
	Wiggins & Son Hardware	0.5 Southeast
	Family Dollar	0.7 Northeast
	Dollar General	0.8 North
Schools: Elementary Middle/Junior High Senior High	Estill Elementary School	0.6 East
	Estill Middle School	0.9 Southwest
	Estill High School	2.1 North
Hospital	Hampton Regional Medical Center	14.7 Northeast
Police	Estill Police Department	0.7 South
Fire	Estill Fire Rescue	1.0 Southeast
Post Office	US Post Office	0.2 East
Bank	Palmetto State Bank	0.5 Southeast
Gas Station	3-Way Food Mart	0.1 Southeast
	Bobops	0.3 East
	Shell	0.6 South
Pharmacy	Hanna's Discount Pharmacy	0.5 Southeast
Restaurant	Soul Foods	0.3 Southeast
	Blimpie Subs & Salads	0.3 East
	El Zarape	0.3 Southeast
	Elizabeth's Ice Cream & Deli	0.4 Southeast
	China Town Chinese Restaurant	0.5 Southeast
Rigdon's Fried Chicken	0.5 South	
Day Care	Estill Southeast	1.2 Southeast
Library	Estill Library	0.7 Southeast
Park	Lake Warren State Park	9.5 Northeast
Church	Estill Presbyterian Church	0.3 Southeast
	New Life Christian Ministry	0.5 Southeast



**SUBJECT SITE  
ESTILL, SOUTH CAROLINA**



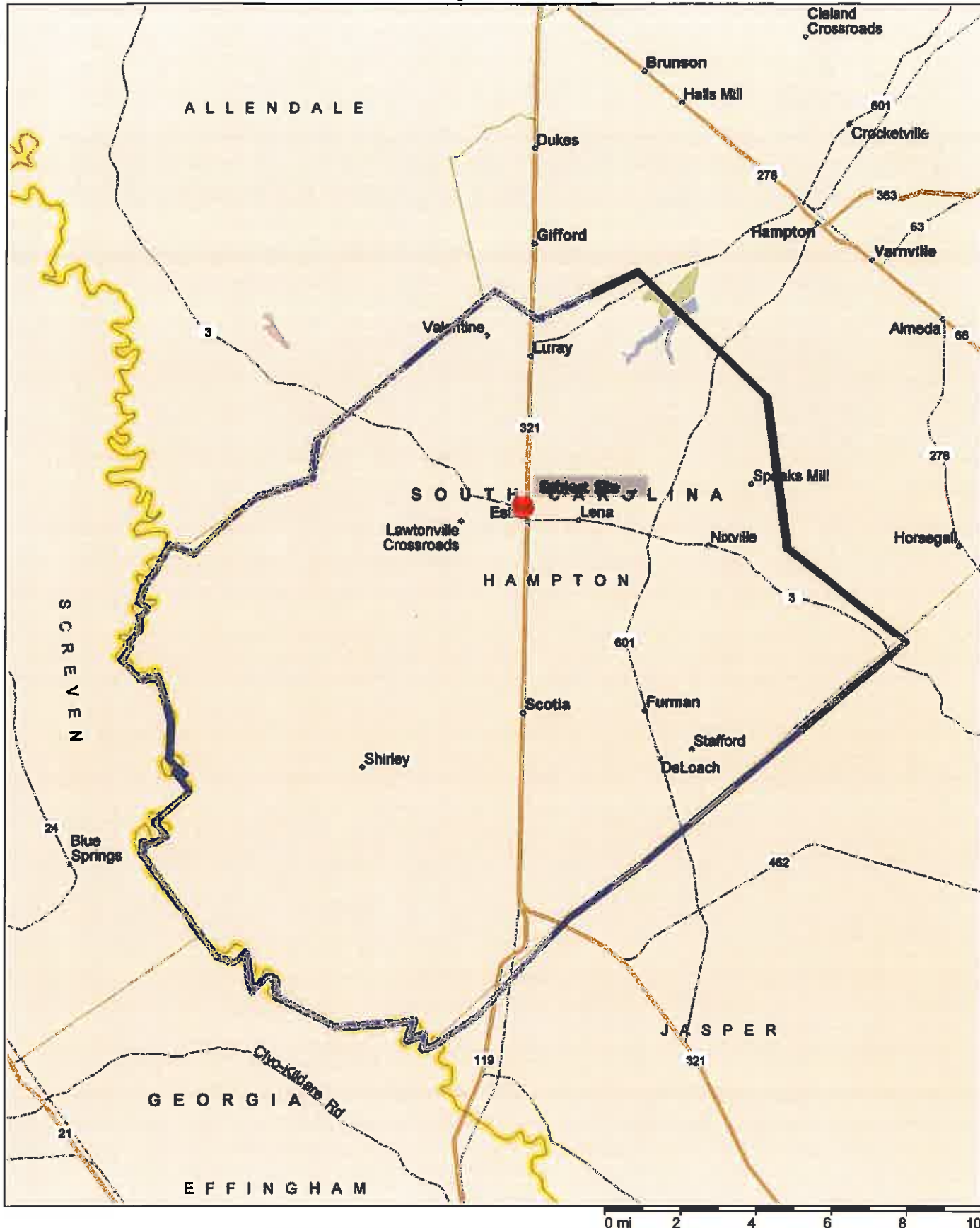
**NORTH - SOUTH  
EAST - WEST**

# Area Map



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# Primary Market Area



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# Estill, SC: Map of Neighborhood Services



- |                   |                   |               |             |
|-------------------|-------------------|---------------|-------------|
| Site              | Elementary School | Grocery       | Pharmacy    |
| Bank              | Major Employer    | High School   | Police      |
| Child Care        | Fire              | Library       | Post Office |
| Church            | Gas               | Middle School | Restaurant  |
| Convenience Store |                   | Shopping      |             |

#### **IV. DEMOGRAPHIC & ECONOMIC INFORMATION**

The following is a summary of the demographics and economic situation in the Town of Estill, South Carolina. Information on population, area income analysis, crime, employment, unemployment and existing housing conditions was compiled for the Town of Estill, the Estill Primary Market Area (PMA) and Hampton County. This information will show past, current, and future trends.

##### **A. LOCATION**

The Town of Estill is located in the south central area of Hampton County, in the southern part of the State of South Carolina at the crossroads of State Road 3 and U.S. Route 321. The City of Charleston, South Carolina is located approximately seventy-five miles east of the Town of Estill area. The subject site area is located in the northern portion of Estill.

##### **B. UTILITIES**

Electric service is provided by the South Carolina Electric & Gas Company. Gas service is also provided by the South Carolina Electric & Gas Company. Water, storm and sewer services are provided by the Town of Estill. Telephone service is provided by Century Link.

##### **C. FINANCIAL SOURCES**

There is one banking and/or savings and loan institution in the Town of Estill area. Additional financial and banking services can be obtained in nearby communities, including the City of Hampton area (12 miles).

##### **D. MEDIA**

Estill receives one local television station from the Savannah area. Additional stations are received from the nearby community of August, Georgia. Radio service is also provided by one local radio station in the Hampton area; other service outlets are provided from the Savannah area. Cable TV is available for the Estill area through Dish TV.

The Hampton County Guardian is the weekly newspaper. Other newspapers are distributed from the Savannah area. Several smaller weekly and local newspapers are also available and distributed in the area.

#### **E. EDUCATION**

The education system serving the proposed site area is the Hampton County School District 2 consisting of one elementary, one middle and one high school. There is one private elementary and secondary schools in the area. Several institutions of higher education are located within the immediate area, including Technical College – Low County and South Carolina State College located in Hampton, approximately 11 miles northeast and several institutions of higher learning located in Savannah, Georgia, located fifty miles south of the site.

#### **F. POPULATION & HOUSEHOLDS**

The population of the Town of Estill was 2,040 in 2010. In 2014, the newly published population number is 1,904, a decrease of 6.7%. Population is expected to number 1,856 by 2017, decreasing 2.5% from 2014. The Town of Estill households numbered 723 in 2010 and decreased 7.5% to 669 in 2014. Households are expected to number 642 by 2017, decreasing 4.0% from 2014.

The population of the Estill Primary Market Area was 7,246 in 2010. In 2014, the newly published population number is 6,803, a decrease of 6.1%. Population is expected to number 6,638 by 2017, decreasing 2.4% from 2014. The Estill PMA households numbered 2,385 in 2010 and decreased 3.4% to 2,304 in 2014. Households are expected to number 2,249 by 2017, decreasing 2.4% from 2014.

Hampton County population was 21,090 in 2010. The most recent population number is 20,144 for 2014, a decrease of 4.5%. Population is expected to number 19,829 by 2017, decreasing 1.6% from 2014. Hampton County households numbered 7,598 in 2010 and

decreased 4.1% to 7,286 in 2014. Households are projected to number 7,185 by 2017, decreasing 1.4% from 2014.

**TABLE 1**  
**POPULATION AND HOUSEHOLDS**  
**Town of Estill – Estill PMA – Hampton County**  
**2000 – 2010 – 2014 – 2017 (Projected)**

<u>Population</u>	<u>Estill</u>	<u>Estill PMA</u>	<u>Hampton County</u>
2000	2,406	8,045	21,386
2010	2,040	7,246	21,090
Change 2000-2010	-15.2%	-9.9%	-1.4%
2014	1,904	6,803	20,144
Change 2010-2014	-6.7%	-6.1%	-4.5%
2017	1,856	6,638	19,829
Change 2014-2017	-2.5%	-2.4%	-1.6%
<u>Households</u>	<u>Estill</u>	<u>Estill PMA</u>	<u>Hampton County</u>
2000	874	2,613	7,444
2010	723	2,385	7,598
Change 2000-2010	-17.3%	-8.7%	2.1%
2014	669	2,304	7,286
Change 2010-2014	-7.5%	-3.4%	-4.1%
2017	642	2,249	7,185
Change 2014-2017	-4.0%	-2.4%	-1.4%

*Sources: U.S. Census Bureau; Nielsen Claritas*

In 2017, the estimated population per household in the Town of Estill is 2.89, compared to 3.61 for the Estill PMA and 2.76 in Hampton County. The population per household for 2014 was 2.85 in the Town of Estill, 3.60 for the Estill PMA and 2.76 in Hampton County. In 2010, the population per household was 2.82 for the Town of Estill, 3.56 in the Estill PMA and 2.78 in Hampton County.

Within the group quarters, a small percentage of the population is in group quarters, 4.5% in the Town of Estill and 7.3% in Hampton County. A majority of the households in the Town of Estill and Hampton County are in traditional family households. The average household size for the Town of Estill is 2.69 compared to 2.57 for Hampton County.

**TABLE 2**  
**GROUP QUARTERS AND HOUSEHOLDS**  
**Town of Estill – Hampton County**  
**Census 2010**

	<b>Estill</b>		<b>Hampton County</b>	
	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>
Total Population	2,040	100.0%	21,090	100.0%
In Group Quarters	92	4.5%	1,531	7.3%
Institutionalized	92	4.5%	1,488	7.1%
Noninstitutionalized	0	0.0%	43	0.2%
In Households	1,948	95.5%	19,559	92.7%
Family	1,705	83.6%	16,864	80.0%
Nonfamily	243	11.9%	2,695	12.8%
Total Households	723		7,598	
Average Household Size	2.69		2.57	

*Source: U.S. Census Bureau, 2010 Census Summary File 1*

In the Estill Primary Market Area, family households (under the age of 55) decreased 8.5% for renter households and 17.2% for owner households from 2010 to 2014. Between 2014 and 2017, family renter households (under the age of 55) are projected to decrease 4.1%, while the owner households are estimated to decrease 5.7%.

In the Estill Primary Market Area, senior households (ages to 55 to 61) increased 16.3% for renter households and 4.1% for owner households from 2010 to 2014. Between 2014

and 2017, senior renter households (ages 55 to 61) are projected to decrease 5.3%, while the owner households are estimated to decrease 5.6%.

In the Estill Primary Market Area, senior households (ages 62 years and older) increased 7.0% for renter households and 20.0% for owner households from 2010 to 2014. Between 2014 and 2017, senior renter households (age 62 years and older) are projected to increase 2.5%, while the owner households are estimated to increase 4.3%.

**TABLE 3**  
**RENTER & OWNER HOUSEHOLD TRENDS**  
**Estill PMA**

2010 (2006-2010 ACS) – 2014 (Estimated) – 2017 (Projected)

<u>Renter Households</u>	Under 55 Years	55-61 Years	62+ Years
2010	507	49	114
2014	464	57	122
Change 2010-2014	-8.5%	16.3%	7.0%
2017	445	54	125
Change 2014-2017	-4.1%	-5.3%	2.5%
<u>Owner Households</u>	Under 55 Years	55-61 Years	62+ Years
2010	949	279	487
2014	786	290	585
Change 2010-2014	-17.2%	4.1%	20.0%
2017	741	274	610
Change 2014-2017	-5.7%	-5.6%	4.3%

Sources: U.S. Census Bureau; Nielsen Claritas

In 2010 the median age for Estill PMA residents was 39.0 years. An analysis of age groups determined that 26.4% were under the age of 21; 62.3% were 21 to 64 years old; and 11.3% were 65 years or older.

In 2014 the median age for Estill PMA residents is 39.8 years. An analysis of age groups determined that 24.3% are under the age of 21; 62.3% are 21 to 64 years old; and 13.5% are 65 years or older.

In 2017 the median age for Estill PMA residents is projected to be 39.8 years. An analysis of age groups determined that 23.4% will be under the age of 21; 61.8% will be 21 to 64 years old; and 14.9% will be 65 years or older.

For reference, the average age in the Estill PMA was 38.2 in 2010 and increased to 39.5 in 2014. The average age is projected to be 40.0 in 2017.

**TABLE 4  
POPULATION BY AGE & SEX  
Estill PMA**

Age	Census 2000			Census 2010			Current Year Estimates - 2014			Three-Year Projections - 2017		
	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total
0 to 4 Years	257	241	498	167	157	324	145	135	281	139	131	270
5 to 9 Years	330	304	634	167	153	320	150	137	287	141	131	272
10 to 14 Years	310	300	610	202	168	370	165	139	304	151	133	283
15 to 17 Years	200	173	373	127	126	253	115	96	211	103	87	191
18 to 20 Years	91	91	182	133	101	234	116	88	204	110	82	192
21 to 24 Years	249	160	409	191	118	309	200	137	327	197	116	316
25 to 34 Years	1,033	420	1,453	574	266	840	594	260	854	618	267	884
35 to 44 Years	664	491	1,355	621	312	933	566	250	818	553	235	787
45 to 54 Years	655	485	1,140	511	382	893	426	337	763	399	297	697
55 to 64 Years	303	248	551	365	350	715	365	327	692	344	319	662
65 to 74 Years	166	244	410	190	178	368	226	222	448	244	245	489
75 to 84 Years	114	196	310	78	121	199	85	112	197	92	114	206
85 Years and Up	37	83	120	25	61	86	25	59	84	25	59	85
<b>Total</b>	<b>4,609</b>	<b>3,436</b>	<b>8,045</b>	<b>3,351</b>	<b>2,493</b>	<b>5,844</b>	<b>3,179</b>	<b>2,290</b>	<b>5,469</b>	<b>3,115</b>	<b>2,218</b>	<b>5,334</b>
Median Age	33.4	35.6	34.0	36.4	40.5	38.0	36.2	42.5	38.6	36.2	42.8	38.6
Average Age	34.4	36.8	35.4	37.2	39.5	38.2	38.0	41.2	39.4	38.3	41.8	39.8

Source: Nielsen Claritas



**PERCENT POPULATION BY AGE & SEX**

**EstIII PMA**

Age	Census 2000			Census 2010			Current Year Estimates - 2014			Three-Year Projections - 2017		
	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total
0 to 4 Years	3.2%	3.0%	<b>6.2%</b>	2.9%	2.7%	<b>5.5%</b>	2.7%	2.5%	<b>5.1%</b>	2.6%	2.5%	<b>5.1%</b>
5 to 9 Years	4.1%	3.8%	<b>7.9%</b>	2.9%	2.6%	<b>5.5%</b>	2.7%	2.5%	<b>5.3%</b>	2.6%	2.4%	<b>5.1%</b>
10 to 14 Years	3.9%	3.7%	<b>7.6%</b>	3.5%	2.9%	<b>6.3%</b>	3.0%	2.5%	<b>5.6%</b>	2.8%	2.5%	<b>5.3%</b>
15 to 17 Years	2.5%	2.2%	<b>4.6%</b>	2.2%	2.2%	<b>4.3%</b>	2.1%	1.8%	<b>3.9%</b>	1.9%	1.6%	<b>3.6%</b>
18 to 20 Years	1.1%	1.1%	<b>2.3%</b>	2.3%	1.7%	<b>4.0%</b>	2.1%	1.6%	<b>3.7%</b>	2.1%	1.5%	<b>3.6%</b>
21 to 24 Years	3.1%	2.0%	<b>5.1%</b>	3.3%	2.0%	<b>5.3%</b>	3.7%	2.3%	<b>6.0%</b>	3.7%	2.2%	<b>5.9%</b>
25 to 34 Years	12.8%	5.2%	<b>18.1%</b>	9.8%	4.6%	<b>14.4%</b>	10.9%	4.7%	<b>15.6%</b>	11.6%	5.0%	<b>16.6%</b>
35 to 44 Years	10.7%	3.1%	<b>16.8%</b>	10.6%	5.3%	<b>16.0%</b>	10.4%	4.6%	<b>15.0%</b>	10.4%	4.4%	<b>14.8%</b>
45 to 54 Years	8.1%	6.0%	<b>14.2%</b>	8.7%	6.5%	<b>15.3%</b>	7.8%	6.2%	<b>14.0%</b>	7.5%	5.6%	<b>13.1%</b>
55 to 64 Years	3.8%	3.1%	<b>6.8%</b>	6.2%	6.0%	<b>12.2%</b>	6.7%	6.0%	<b>12.6%</b>	6.4%	6.0%	<b>12.4%</b>
65 to 74 Years	2.1%	3.0%	<b>5.1%</b>	3.3%	3.0%	<b>6.3%</b>	4.1%	4.1%	<b>8.2%</b>	4.6%	4.6%	<b>9.2%</b>
75 to 84 Years	1.4%	2.4%	<b>3.9%</b>	1.3%	2.1%	<b>3.4%</b>	1.5%	2.1%	<b>3.6%</b>	1.7%	2.1%	<b>3.9%</b>
85 Years and Up	<u>0.5%</u>	<u>1.0%</u>	<b><u>1.5%</u></b>	<u>0.4%</u>	<u>1.0%</u>	<b><u>1.5%</u></b>	<u>0.5%</u>	<u>1.1%</u>	<b><u>1.5%</u></b>	<u>0.5%</u>	<u>1.1%</u>	<b><u>1.6%</u></b>
<b>Total</b>	<b>57.3%</b>	<b>42.7%</b>	<b>100.0%</b>	<b>57.3%</b>	<b>42.7%</b>	<b>100.0%</b>	<b>58.1%</b>	<b>41.9%</b>	<b>100.0%</b>	<b>58.4%</b>	<b>41.6%</b>	<b>100.0%</b>

Source: Nielsen Claritas

**TABLE 5**  
**POPULATION**  
**BY RACE AND HISPANIC OR LATINO ORIGIN**  
**Census Tract 9204, Hampton County, South Carolina – South Carolina**  
**Census 2010**

Race	9204	
	Number	Percent
<b>One Race</b>	6,509	98.8%
White	2,571	39.0%
Black or African American	3,676	55.8%
American Indian & Alaska Native	38	0.6%
American Indian, specified <sup>1</sup>	12	0.2%
Alaska Native, specified <sup>1</sup>	0	0.0%
Both American Indian & Alaska Native, specified <sup>1</sup>	0	0.0%
American Indian or Alaska Native, not specified	26	0.4%
Asian	12	0.2%
Native Hawaiian & Other Pacific Islander	6	0.1%
Some Other Race	206	3.1%
<b>Two or More Races</b>	81	1.2%
Two races with Some Other Race	24	0.4%
Two races without Some Other Race	53	0.8%
Three or more races with Some Other Race	2	<0.1%
Three or more races without Some Other Race	2	<0.1%
<b>TOTAL POPULATION</b>	<b>6,590</b>	<b>100.0%</b>
<b>Hispanic or Latino</b>		
Hispanic or Latino (of any race)	531	8.1%
Mexican	352	5.3%
Puerto Rican	63	1.0%
Cuban	44	0.7%
Other Hispanic or Latino <sup>2</sup>	72	1.1%
Not Hispanic or Latino	<u>6,059</u>	91.9%
<b>TOTAL POPULATION</b>	<b>6,590</b>	<b>100.0%</b>
<b>Race &amp; Hispanic or Latino</b>		
<b>One Race</b>	6,509	98.8%
Hispanic or Latino	506	7.7%
Not Hispanic or Latino	6,003	91.1%
<b>Two or More Races</b>	81	1.2%
Hispanic or Latino	25	0.4%
Not Hispanic or Latino	<u>56</u>	0.8%
<b>TOTAL POPULATION</b>	<b>6,590</b>	<b>100.0%</b>

<sup>1</sup> "American Indian, specified" includes people who provided a specific American Indian tribe, such as Navajo or Blackfeet. "Alaska Native, specified" includes people who provided a specific Alaska Native group, such as Inupiat or Yup'ik.

<sup>2</sup> This category is comprised of people whose origins are from the Dominican Republic, Spain, and Spanish-speaking Central or South American countries. It also includes general origin responses such as "Latino" or "Hispanic."

Source: U.S. Census Bureau, 2010 Census Summary File 1 (Table QT-P3)

In a 2010 analysis of household composition in the Town of Estill and Hampton County, there were 723 and 7,598 total households respectively. A distribution of family makeup, compared with each other is as follows:

	Estill				Hampton County			
	<u>Owner-Occupied</u>		<u>Renter-Occupied</u>		<u>Owner-Occupied</u>		<u>Renter-Occupied</u>	
	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>
<b>Households</b>								
Married Couples	214	48.9%	50	17.5%	2,855	51.0%	487	24.4%
Families w/ Male Head Only	17	3.9%	23	8.1%	277	4.9%	137	6.9%
Families w/ Female Head Only	81	18.5%	122	42.8%	872	15.6%	583	29.2%
<b>Non-Family Households</b>								
Living Alone	118	26.3%	81	28.4%	1,438	25.7%	695	34.8%
Not Living Alone	<u>8</u>	<u>1.8%</u>	<u>9</u>	<u>3.2%</u>	<u>158</u>	<u>2.8%</u>	<u>96</u>	<u>4.8%</u>
<b>TOTAL Households</b>	<b>438</b>	<b>100.0%</b>	<b>285</b>	<b>100.0%</b>	<b>5,600</b>	<b>100.0%</b>	<b>1,998</b>	<b>100.0%</b>
<b>Householders 65 Years &amp; Older</b>								
Married Couples	51	37.5%	5	13.2%	688	42.5%	43	14.8%
Families w/ Male Head Only	4	2.9%	3	7.9%	51	3.1%	13	4.5%
Families w/ Female Head Only	21	15.4%	7	18.4%	220	13.6%	48	16.5%
<b>Non-Family Households</b>								
Living Alone	58	42.6%	23	60.5%	626	38.6%	185	63.6%
Not Living Alone	<u>2</u>	<u>1.5%</u>	<u>0</u>	<u>0.0%</u>	<u>35</u>	<u>2.2%</u>	<u>2</u>	<u>0.7%</u>
<b>TOTAL Households 65+</b>	<b>136</b>	<b>100.0%</b>	<b>38</b>	<b>100.0%</b>	<b>1,620</b>	<b>100.0%</b>	<b>291</b>	<b>100.0%</b>
<b>Estill PMA</b>								
	<b>2000</b>		<b>2006-2010</b>		<b>2014</b>		<b>2017</b>	
<u>Households</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>
Owner-Occupied	1,853	70.9%	1,715	71.9%	1,661	72.1%	1,625	72.3%
Renter-Occupied	760	29.1%	670	28.1%	643	27.9%	624	27.7%

Sources: U.S. Census Bureau, 2010 Census Summary File 1; Nielsen Claritas and Ribbon Demographics

## G. INCOME

In the Town of Estill, median per household income was \$42,373 for 2014 and is projected to increase to \$47,214 in 2017. The median per household income in the Estill Primary Market Area was \$38,459 in 2014 and is projected to increase to \$40,399 in 2017. The median per household income in Hampton County for 2014 was \$35,850 and is projected to increase to \$37,707 in 2017.

**TABLE 7**  
**MEDIAN HOUSEHOLD INCOME TRENDS**  
**Town of Estill – Estill PMA – Hampton County**  
2000 (Census) – 2014 (Estimated) – 2017 (Projected)

<b>Median Household Income</b>	<b>Estill</b>	<b>Estill PMA</b>	<b>Hampton County</b>
2000	\$26,223	\$29,240	\$28,369
2014	\$42,373	\$38,459	\$35,850
Change 2000 - 2014	61.6%	31.5%	26.4%
2017	\$47,214	\$40,399	\$37,707
Change 2014 - 2017	11.4%	5.0%	5.2%

Sources: U.S. Census Bureau; Nielsen Claritas

By age group, the 2014 household income for Estill PMA households was largest in the 55 to 64 age range. For 2017, the largest projected income is in the 55 to 64 age range. Between 2014 and 2017 in the Estill PMA, the largest percent change is projected to be in the 65 to 74 age group and the \$150,000 to \$199,999 income range.

TABLE 8  
**DISTRIBUTION OF INCOME**  
**BY HOUSEHOLD SIZE, TENURE AND AGE**  
**Estill PMA**  
*Census 2000*

<b>Renter Households</b>						
Under Age 55 Years						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	46	36	36	29	17	164
\$10,000 - 20,000	32	25	15	11	24	108
\$20,000 - 30,000	28	21	25	17	23	114
\$30,000 - 40,000	21	21	13	17	25	97
\$40,000 - 50,000	10	15	11	12	10	58
\$50,000 - 60,000	0	3	0	3	4	10
\$60,000+	0	7	6	3	8	24
<b>Total</b>	<b>137</b>	<b>128</b>	<b>106</b>	<b>92</b>	<b>111</b>	<b>575</b>
<b>Renter Households</b>						
Aged 55-61 Years						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	9	6	3	0	3	21
\$10,000 - 20,000	2	3	2	0	0	8
\$20,000 - 30,000	6	8	6	4	4	28
\$30,000 - 40,000	0	3	0	0	0	3
\$40,000 - 50,000	0	0	0	0	0	0
\$50,000 - 60,000	0	0	0	0	0	0
\$60,000+	3	3	0	0	0	6
<b>Total</b>	<b>21</b>	<b>23</b>	<b>11</b>	<b>4</b>	<b>7</b>	<b>66</b>
<b>Renter Households</b>						
Aged 62+ Years						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	29	11	0	3	0	44
\$10,000 - 20,000	12	3	8	6	0	29
\$20,000 - 30,000	13	3	6	9	0	31
\$30,000 - 40,000	2	0	0	0	0	2
\$40,000 - 50,000	5	3	0	0	0	8
\$50,000 - 60,000	0	2	0	0	0	2
\$60,000+	0	3	0	0	0	3
<b>Total</b>	<b>62</b>	<b>26</b>	<b>14</b>	<b>18</b>	<b>0</b>	<b>119</b>

Sources: U.S. Bureau of the Census, 2006-2010 American Community Survey; Ribbon Demographics (Nielsen Claritas)

**DISTRIBUTION OF INCOME  
BY HOUSEHOLD SIZE, TENURE AND AGE**

**Estill PMA**

*Census 2000*

**Owner Households**

**Under Age 55 Years**

	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	45	34	24	11	11	125
\$10,000 - 20,000	35	34	42	41	36	189
\$20,000 - 30,000	23	42	33	43	53	194
\$30,000 - 40,000	15	46	43	49	38	191
\$40,000 - 50,000	7	26	30	44	36	143
\$50,000 - 60,000	7	20	16	27	27	98
\$60,000+	<u>3</u>	<u>55</u>	<u>62</u>	<u>58</u>	<u>45</u>	<u>224</u>
<b>Total</b>	<b>136</b>	<b>257</b>	<b>250</b>	<b>274</b>	<b>246</b>	<b>1,163</b>

**Owner Households**

**Aged 55-61 Years**

	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	12	10	0	0	2	24
\$10,000 - 20,000	11	15	2	0	0	28
\$20,000 - 30,000	2	15	3	2	2	25
\$30,000 - 40,000	3	14	3	3	0	23
\$40,000 - 50,000	6	9	6	0	0	21
\$50,000 - 60,000	0	11	2	2	0	15
\$60,000+	<u>6</u>	<u>30</u>	<u>10</u>	<u>4</u>	<u>0</u>	<u>50</u>
<b>Total</b>	<b>40</b>	<b>105</b>	<b>26</b>	<b>11</b>	<b>4</b>	<b>186</b>

**Owner Households**

**Aged 62+ Years**

	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	119	21	6	3	7	156
\$10,000 - 20,000	56	48	3	3	7	117
\$20,000 - 30,000	20	35	3	3	7	68
\$30,000 - 40,000	11	23	3	6	7	50
\$40,000 - 50,000	3	22	8	3	3	39
\$50,000 - 60,000	3	13	2	3	5	27
\$60,000+	<u>3</u>	<u>33</u>	<u>5</u>	<u>3</u>	<u>3</u>	<u>47</u>
<b>Total</b>	<b>215</b>	<b>196</b>	<b>30</b>	<b>24</b>	<b>39</b>	<b>504</b>

Sources: U.S. Bureau of the Census, 2006-2010 American Community Survey; Ribbon Demographics (Nielsen Claritas)

TABLE 9  
**DISTRIBUTION OF INCOME  
 BY HOUSEHOLD SIZE, TENURE AND AGE**  
 Estill PMA

*Base Year: 2006 - 2010 Estimates*

<b>Renter Households</b>						
Under Age 55 Years						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	30	35	24	3	10	<b>102</b>
\$10,000 - 20,000	15	20	12	23	13	<b>83</b>
\$20,000 - 30,000	22	43	19	15	32	<b>131</b>
\$30,000 - 40,000	33	23	31	16	31	<b>134</b>
\$40,000 - 50,000	8	4	8	9	0	<b>29</b>
\$50,000 - 60,000	0	0	6	0	0	<b>6</b>
\$60,000+	<u>2</u>	<u>1</u>	<u>4</u>	<u>14</u>	<u>1</u>	<b><u>22</u></b>
<b>Total</b>	<b>110</b>	<b>126</b>	<b>104</b>	<b>80</b>	<b>87</b>	<b>507</b>
<b>Renter Households</b>						
Aged 55-61 Years						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	9	0	0	0	0	<b>9</b>
\$10,000 - 20,000	0	1	0	7	0	<b>8</b>
\$20,000 - 30,000	4	4	5	5	2	<b>20</b>
\$30,000 - 40,000	0	0	0	0	0	<b>0</b>
\$40,000 - 50,000	0	7	0	0	0	<b>7</b>
\$50,000 - 60,000	1	1	0	0	0	<b>2</b>
\$60,000+	<u>0</u>	<u>1</u>	<u>1</u>	<u>1</u>	<u>0</u>	<b><u>3</u></b>
<b>Total</b>	<b>14</b>	<b>14</b>	<b>6</b>	<b>13</b>	<b>2</b>	<b>49</b>
<b>Renter Households</b>						
Aged 62+ Years						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	47	1	0	1	0	<b>49</b>
\$10,000 - 20,000	16	0	0	1	0	<b>17</b>
\$20,000 - 30,000	11	6	6	7	6	<b>36</b>
\$30,000 - 40,000	0	0	0	0	0	<b>0</b>
\$40,000 - 50,000	1	0	0	0	0	<b>1</b>
\$50,000 - 60,000	1	0	0	1	0	<b>2</b>
\$60,000+	<u>5</u>	<u>0</u>	<u>1</u>	<u>3</u>	<u>0</u>	<b><u>9</u></b>
<b>Total</b>	<b>81</b>	<b>7</b>	<b>7</b>	<b>13</b>	<b>6</b>	<b>114</b>

Sources: U.S. Bureau of the Census, 2006-2010 American Community Survey; Ribbon Demographics (Nielsen Claritas)

**DISTRIBUTION OF INCOME  
BY HOUSEHOLD SIZE, TENURE AND AGE**

**Estill PMA**

*Base Year: 2006 - 2010 Estimates*

**Owner Households**

Under Age 55 Years

	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	24	15	9	0	27	75
\$10,000 - 20,000	43	15	6	18	0	82
\$20,000 - 30,000	20	22	8	0	15	65
\$30,000 - 40,000	3	12	21	68	34	138
\$40,000 - 50,000	2	16	44	26	40	128
\$50,000 - 60,000	0	46	29	30	16	121
\$60,000+	1	52	81	138	68	340
<b>Total</b>	<b>93</b>	<b>178</b>	<b>198</b>	<b>280</b>	<b>200</b>	<b>949</b>

**Owner Households**

Aged 55-61 Years

	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	9	26	0	0	0	35
\$10,000 - 20,000	28	7	0	0	7	42
\$20,000 - 30,000	0	30	0	0	0	30
\$30,000 - 40,000	9	25	0	1	0	35
\$40,000 - 50,000	0	10	0	0	10	20
\$50,000 - 60,000	2	16	0	0	1	19
\$60,000+	1	73	9	0	15	98
<b>Total</b>	<b>49</b>	<b>187</b>	<b>9</b>	<b>1</b>	<b>33</b>	<b>279</b>

**Owner Households**

Aged 62+ Years

	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	70	6	2	0	0	78
\$10,000 - 20,000	39	39	10	1	4	93
\$20,000 - 30,000	35	29	18	0	0	82
\$30,000 - 40,000	35	32	8	0	1	76
\$40,000 - 50,000	5	16	26	0	0	47
\$50,000 - 60,000	6	6	1	0	0	13
\$60,000+	31	44	9	1	13	98
<b>Total</b>	<b>221</b>	<b>172</b>	<b>74</b>	<b>2</b>	<b>18</b>	<b>487</b>

Sources: U.S. Bureau of the Census, 2006-2010 American Community Survey; Ribbon Demographics (Nielsen Claritas)



TABLE 10  
**DISTRIBUTION OF INCOME  
 BY HOUSEHOLD SIZE, TENURE AND AGE**  
 Estill PMA

*Current Year Estimates - 2014*

<b>Renter Households</b>						
Under Age 55 Years						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	26	27	19	1	14	<b>86</b>
\$10,000 - 20,000	10	15	12	15	14	<b>66</b>
\$20,000 - 30,000	31	36	18	14	26	<b>125</b>
\$30,000 - 40,000	26	22	30	16	24	<b>118</b>
\$40,000 - 50,000	12	3	7	7	1	<b>31</b>
\$50,000 - 60,000	0	0	10	0	0	<b>10</b>
\$60,000+	<u>6</u>	<u>3</u>	<u>4</u>	<u>13</u>	<u>1</u>	<b><u>28</u></b>
<b>Total</b>	<b>110</b>	<b>106</b>	<b>101</b>	<b>67</b>	<b>80</b>	<b>464</b>
<b>Renter Households</b>						
Aged 55-61 Years						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	10	0	0	0	0	<b>10</b>
\$10,000 - 20,000	0	0	0	5	1	<b>6</b>
\$20,000 - 30,000	4	5	5	4	2	<b>20</b>
\$30,000 - 40,000	0	0	0	0	0	<b>0</b>
\$40,000 - 50,000	0	11	0	0	0	<b>10</b>
\$50,000 - 60,000	3	1	0	1	0	<b>6</b>
\$60,000+	<u>0</u>	<u>4</u>	<u>1</u>	<u>0</u>	<u>0</u>	<b><u>5</u></b>
<b>Total</b>	<b>17</b>	<b>20</b>	<b>6</b>	<b>10</b>	<b>3</b>	<b>57</b>
<b>Renter Households</b>						
Aged 62+ Years						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	35	2	0	1	0	<b>38</b>
\$10,000 - 20,000	25	1	1	1	0	<b>28</b>
\$20,000 - 30,000	10	6	7	7	6	<b>36</b>
\$30,000 - 40,000	0	0	0	1	1	<b>2</b>
\$40,000 - 50,000	0	0	0	2	0	<b>2</b>
\$50,000 - 60,000	1	2	0	1	0	<b>4</b>
\$60,000+	<u>3</u>	<u>1</u>	<u>1</u>	<u>7</u>	<u>0</u>	<b><u>12</u></b>
<b>Total</b>	<b>74</b>	<b>12</b>	<b>9</b>	<b>20</b>	<b>7</b>	<b>122</b>

Sources: U.S. Bureau of the Census, 2006-2010 American Community Survey; Ribbon Demographics (Nielsen Claritas)

**DISTRIBUTION OF INCOME  
BY HOUSEHOLD SIZE, TENURE AND AGE  
Estill PMA**

*Current Year Estimates - 2014*

<b>Owner Households</b>						
Under Age 55 Years						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	21	7	4	0	18	50
\$10,000 - 20,000	27	5	5	26	0	63
\$20,000 - 30,000	9	9	6	0	3	27
\$30,000 - 40,000	1	4	17	24	13	59
\$40,000 - 50,000	1	15	35	29	52	132
\$50,000 - 60,000	0	40	25	18	11	94
\$60,000+	<u>5</u>	<u>42</u>	<u>74</u>	<u>170</u>	<u>71</u>	<u>362</u>
<b>Total</b>	<b>64</b>	<b>122</b>	<b>166</b>	<b>266</b>	<b>168</b>	<b>786</b>
<b>Owner Households</b>						
Aged 55-61 Years						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	10	20	1	0	0	32
\$10,000 - 20,000	29	3	0	0	2	34
\$20,000 - 30,000	1	27	0	0	0	28
\$30,000 - 40,000	10	20	0	3	0	34
\$40,000 - 50,000	0	13	0	0	7	20
\$50,000 - 60,000	2	11	0	0	1	13
\$60,000+	<u>6</u>	<u>86</u>	<u>10</u>	<u>0</u>	<u>27</u>	<u>130</u>
<b>Total</b>	<b>59</b>	<b>180</b>	<b>11</b>	<b>3</b>	<b>37</b>	<b>290</b>
<b>Owner Households</b>						
Aged 62+ Years						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	48	2	3	0	0	53
\$10,000 - 20,000	42	35	13	0	8	99
\$20,000 - 30,000	48	33	28	0	0	109
\$30,000 - 40,000	37	45	10	0	0	92
\$40,000 - 50,000	4	25	27	0	0	56
\$50,000 - 60,000	8	20	1	0	0	29
\$60,000+	<u>42</u>	<u>60</u>	<u>14</u>	<u>3</u>	<u>28</u>	<u>147</u>
<b>Total</b>	<b>229</b>	<b>220</b>	<b>97</b>	<b>3</b>	<b>36</b>	<b>585</b>

Sources: U.S. Bureau of the Census, 2006-2010 American Community Survey; Ribbon Demographics (Nielsen Claritas)

TABLE 11  
**DISTRIBUTION OF INCOME**  
**BY HOUSEHOLD SIZE, TENURE AND AGE**  
**Estill PMA**

*Three-Year Projections - 2017*

<b>Renter Households</b>						
Under Age 55 Years						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	24	24	19	1	11	79
\$10,000 - 20,000	10	15	8	13	14	60
\$20,000 - 30,000	29	33	18	15	27	122
\$30,000 - 40,000	26	20	23	15	24	108
\$40,000 - 50,000	9	3	9	6	1	29
\$50,000 - 60,000	0	0	13	0	0	13
\$60,000+	6	5	3	16	4	34
<b>Total</b>	<b>105</b>	<b>101</b>	<b>93</b>	<b>66</b>	<b>81</b>	<b>445</b>
<b>Renter Households</b>						
Aged 55-61 Years						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	10	0	0	0	0	10
\$10,000 - 20,000	0	0	0	5	1	6
\$20,000 - 30,000	6	6	3	3	2	20
\$30,000 - 40,000	0	0	0	0	0	0
\$40,000 - 50,000	0	9	0	0	0	9
\$50,000 - 60,000	2	1	0	1	0	4
\$60,000+	0	5	1	0	0	6
<b>Total</b>	<b>19</b>	<b>21</b>	<b>4</b>	<b>9</b>	<b>3</b>	<b>54</b>
<b>Renter Households</b>						
Aged 62+ Years						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	35	2	0	1	0	37
\$10,000 - 20,000	25	1	1	1	0	28
\$20,000 - 30,000	10	6	7	7	6	36
\$30,000 - 40,000	0	0	0	1	1	2
\$40,000 - 50,000	0	0	0	2	0	2
\$50,000 - 60,000	2	2	0	1	0	5
\$60,000+	6	1	1	7	0	15
<b>Total</b>	<b>77</b>	<b>12</b>	<b>9</b>	<b>20</b>	<b>7</b>	<b>125</b>

Sources: U.S. Bureau of the Census, 2006-2010 American Community Survey; Ribbon Demographics (Nielsen Claritas)

**DISTRIBUTION OF INCOME  
BY HOUSEHOLD SIZE, TENURE AND AGE  
Estill PMA**

*Three-Year Projections - 2017*

**Owner Households**

Under Age 55 Years

	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	15	4	6	0	12	<b>38</b>
\$10,000 - 20,000	24	4	3	20	0	<b>51</b>
\$20,000 - 30,000	9	7	6	0	3	<b>25</b>
\$30,000 - 40,000	1	3	12	19	9	<b>43</b>
\$40,000 - 50,000	1	12	32	29	49	<b>123</b>
\$50,000 - 60,000	0	37	27	21	14	<b>99</b>
\$60,000+	<u>5</u>	<u>42</u>	<u>74</u>	<u>170</u>	<u>72</u>	<b>362</b>
<b>Total</b>	<b>54</b>	<b>109</b>	<b>159</b>	<b>260</b>	<b>159</b>	<b>741</b>

**Owner Households**

Aged 55-61 Years

	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	10	16	1	0	0	<b>26</b>
\$10,000 - 20,000	23	3	0	0	2	<b>27</b>
\$20,000 - 30,000	1	24	0	0	0	<b>25</b>
\$30,000 - 40,000	9	16	0	2	0	<b>28</b>
\$40,000 - 50,000	0	13	0	0	5	<b>18</b>
\$50,000 - 60,000	2	12	1	0	1	<b>16</b>
\$60,000+	<u>8</u>	<u>87</u>	<u>9</u>	<u>0</u>	<u>29</u>	<b>133</b>
<b>Total</b>	<b>53</b>	<b>171</b>	<b>11</b>	<b>2</b>	<b>37</b>	<b>274</b>

**Owner Households**

Aged 62+ Years

	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0 - 10,000	48	2	2	0	0	<b>53</b>
\$10,000 - 20,000	41	29	13	0	8	<b>91</b>
\$20,000 - 30,000	52	33	27	0	0	<b>112</b>
\$30,000 - 40,000	34	48	10	0	0	<b>92</b>
\$40,000 - 50,000	3	26	23	0	0	<b>52</b>
\$50,000 - 60,000	10	27	1	0	0	<b>38</b>
\$60,000+	<u>48</u>	<u>68</u>	<u>24</u>	<u>3</u>	<u>28</u>	<b>172</b>
<b>Total</b>	<b>237</b>	<b>232</b>	<b>100</b>	<b>4</b>	<b>36</b>	<b>610</b>

Sources: U.S. Bureau of the Census, 2006-2010 American Community Survey; Ribbon Demographics (Nielsen Claritas)

**TABLE 12  
HOUSEHOLDS BY INCOME AND AGE  
Estill PMA**

*Census Data - 2000*

Income	Age	Age	Age	Age	Age	Age	Age	Age	Total	Percent
	15 - 24 Years	25 - 34 Years	35 - 44 Years	45 - 54 Years	55 - 64 Years	65 - 74 Years	75 - 84 Years	85+ Years		
Less than \$15,000	54	89	111	124	92	118	83	28	699	26.8%
\$15,000 - \$24,999	30	61	82	79	65	56	28	12	413	15.8%
\$25,000 - \$34,999	19	53	69	69	54	52	24	11	351	13.4%
\$35,000 - \$49,999	20	72	87	67	56	69	22	3	396	15.2%
\$50,000 - \$74,999	13	42	76	68	89	44	6	1	339	13.0%
\$75,000 - \$99,999	8	28	42	51	28	31	4	0	192	7.3%
\$100,000 - \$124,999	0	21	24	30	31	34	0	0	140	5.4%
\$125,000 - \$149,999	0	3	0	15	0	3	1	0	22	0.8%
\$150,000 - \$199,999	1	5	3	0	1	3	0	0	13	0.5%
\$200,000 and up	0	0	13	18	12	5	0	0	48	1.8%
<b>Total</b>	<b>145</b>	<b>374</b>	<b>507</b>	<b>521</b>	<b>428</b>	<b>415</b>	<b>168</b>	<b>55</b>	<b>2,613</b>	<b>100.0%</b>
<b>Percent</b>	<b>5.5%</b>	<b>14.3%</b>	<b>19.4%</b>	<b>19.9%</b>	<b>16.4%</b>	<b>15.9%</b>	<b>6.4%</b>	<b>2.1%</b>	<b>100.0%</b>	

Source: U.S. Census Bureau; Nielsen Claritas

**HOUSEHOLDS BY INCOME AND AGE  
Estill PMA**

*Current Year Estimates - 2014*

Income	Age	Age	Age	Age	Age	Age	Age	Age	Total	Percent
	15 - 24 Years	25 - 34 Years	35 - 44 Years	45 - 54 Years	55 - 64 Years	65 - 74 Years	75 - 84 Years	85+ Years		
Less than \$15,000	35	57	60	75	99	81	47	22	476	20.6%
\$15,000 - \$24,999	21	39	42	52	73	55	30	12	324	14.1%
\$25,000 - \$34,999	3	17	30	35	38	77	34	13	248	10.8%
\$35,000 - \$49,999	6	53	53	74	81	57	19	4	347	15.0%
\$50,000 - \$74,999	1	56	65	68	87	66	17	3	362	15.7%
\$75,000 - \$99,999	4	44	59	71	57	23	4	2	263	11.4%
\$100,000 - \$124,999	0	22	32	36	33	23	3	0	148	6.4%
\$125,000 - \$149,999	0	5	3	26	31	8	1	1	75	3.2%
\$150,000 - \$199,999	0	0	0	0	8	0	0	0	8	0.3%
\$200,000 and up	0	1	7	20	20	6	1	0	54	2.3%
<b>Total</b>	<b>69</b>	<b>294</b>	<b>351</b>	<b>456</b>	<b>526</b>	<b>396</b>	<b>156</b>	<b>57</b>	<b>2,304</b>	<b>100.0%</b>
<b>Percent</b>	<b>3.0%</b>	<b>12.8%</b>	<b>15.2%</b>	<b>19.8%</b>	<b>22.8%</b>	<b>17.2%</b>	<b>6.8%</b>	<b>2.5%</b>	<b>100.0%</b>	

Source: U.S. Census Bureau; Nielsen Claritas

## HOUSEHOLDS BY INCOME AND AGE

Estill PMA

Three-Year Projections - 2017

Income	Age	Age	Age	Age	Age	Age	Age	Age	Total	Percent
	15 - 24 Years	25 - 34 Years	35 - 44 Years	45 - 54 Years	55 - 64 Years	65 - 74 Years	75 - 84 Years	85+ Years		
Less than \$15,000	32	56	54	60	84	78	47	22	433	19.3%
\$15,000 - \$24,999	19	39	39	43	64	55	30	11	300	13.4%
\$25,000 - \$34,999	3	26	27	29	37	77	34	12	245	10.9%
\$35,000 - \$49,999	6	51	57	59	69	60	19	4	325	14.5%
\$50,000 - \$74,999	1	59	72	67	80	71	20	3	374	16.6%
\$75,000 - \$99,999	4	38	60	66	67	26	4	2	268	11.9%
\$100,000 - \$124,999	0	16	25	25	29	30	3	0	128	5.7%
\$125,000 - \$149,999	0	5	3	29	24	11	1	1	75	3.3%
\$150,000 - \$199,999	0	0	0	16	15	6	2	0	40	1.8%
\$200,000 and up	0	1	7	21	21	9	1	0	60	2.7%
<b>Total</b>	<b>66</b>	<b>292</b>	<b>345</b>	<b>415</b>	<b>489</b>	<b>422</b>	<b>163</b>	<b>57</b>	<b>2,249</b>	<b>100.0%</b>
<b>Percent</b>	<b>2.9%</b>	<b>13.0%</b>	<b>15.3%</b>	<b>18.5%</b>	<b>21.8%</b>	<b>18.8%</b>	<b>7.2%</b>	<b>2.5%</b>	<b>100.0%</b>	

Source: U.S. Census Bureau; Nielsen Claritas

## HOUSEHOLDS BY INCOME AND AGE

Estill PMA

Projected Change - 2014 to 2017

Income	Age	Age	Age	Age	Age	Age	Age	Age	Total	Percent Change
	15 - 24 Years	25 - 34 Years	35 - 44 Years	45 - 54 Years	55 - 64 Years	65 - 74 Years	75 - 84 Years	85+ Years		
Less than \$15,000	-4	-1	-6	-16	-14	-2	0	1	-43	-9.0%
\$15,000 - \$24,999	-2	0	-4	-8	-9	0	1	-1	-23	-7.2%
\$25,000 - \$34,999	-1	-1	-2	-5	-1	0	1	-1	-11	-4.6%
\$35,000 - \$49,999	1	-2	-5	-15	-12	2	-1	0	-32	-9.2%
\$50,000 - \$74,999	0	2	-4	-11	-7	7	4	1	-8	-2.3%
\$75,000 - \$99,999	1	4	1	-5	1	3	0	1	5	2.1%
\$100,000 - \$124,999	0	4	3	-1	2	7	1	1	17	11.3%
\$125,000 - \$149,999	1	1	1	3	3	2	0	0	10	13.7%
\$150,000 - \$199,999	0	1	1	8	7	6	2	0	24	315.8%
\$200,000 and up	0	0	0	1	1	3	1	0	6	11.1%
<b>Total</b>	<b>-4</b>	<b>8</b>	<b>-16</b>	<b>-49</b>	<b>-29</b>	<b>28</b>	<b>7</b>	<b>0</b>	<b>-55</b>	<b>-2.4%</b>
<b>Percent Change</b>	<b>-6.1%</b>	<b>2.7%</b>	<b>-4.4%</b>	<b>-10.8%</b>	<b>-5.6%</b>	<b>7.1%</b>	<b>-4.6%</b>	<b>0.0%</b>	<b>-2.4%</b>	

Source: U.S. Census Bureau; Nielsen Claritas

## H. EMPLOYMENT

Total employment in Hampton County averaged 6,975 people in 2004 and 6,859 in 2013, a decrease of 1.7%. The annual average unemployment rate for Hampton County in 2013 was 10.3%, as compared to the State of South Carolina at 7.6%. The average unemployment rate has fluctuated over the past ten years, and the rate has typically been significantly higher than the average for the State of South Carolina. The annual unemployment rate for Hampton County peaked in 2009 at 15.0%, and dropped to its lowest level of 4.2% in 2000. The December 2014 preliminary unemployment rate of 9.0% is one of the lowest rates reported since 2008.

**TABLE 13**  
**EMPLOYMENT**  
**Hampton County – Lowcountry WIA – South Carolina – USA**  
**1995-2014**

<u>Year</u>	<u>Average Unemployment Rate</u>				<u>Employment</u>
	<u>Hampton County</u>	<u>Lowcountry WIA</u>	<u>South Carolina</u>	<u>USA</u>	<u>County</u>
1995	7.1%	4.4%	5.2%	5.6%	7,652
1996	6.9%	4.4%	5.8%	5.4%	7,940
1997	5.6%	3.3%	4.6%	4.9%	7,955
1998	4.9%	2.8%	3.8%	4.5%	8,134
1999	5.4%	3.1%	4.3%	4.2%	8,189
2000	4.2%	3.3%	3.8%	4.0%	8,033
2001	6.2%	4.4%	5.2%	4.7%	7,532
2002	7.4%	4.9%	5.8%	5.8%	7,497
2003	9.3%	5.7%	6.9%	6.0%	7,263
2004	9.4%	5.8%	6.8%	5.5%	6,975
2005	8.4%	5.6%	6.7%	5.1%	7,101
2006	7.1%	5.2%	6.4%	4.6%	7,390
2007	6.6%	4.8%	5.7%	4.6%	7,346
2008	8.9%	6.1%	6.8%	5.8%	7,035
2009	15.0%	10.3%	11.2%	9.3%	6,782
2010	14.1%	10.2%	11.2%	9.6%	6,910
2011	14.1%	10.4%	10.5%	8.9%	6,652
2012	12.1%	8.9%	9.2%	8.1%	6,734
2013	10.3%	7.6%	7.6%	7.4%	6,859
2014*	9.0%	6.2%	6.4%	5.4%	7,175
<b>Hampton County Employment</b>			<b>Percent Change 2004 - 2013</b>		<b>-1.7%</b>

\*Preliminary data thru December 2014 for County & WIA  
Source: Labor Market Information - State of South Carolina; Not seasonally adjusted

TABLE 14  
EMPLOYMENT TRENDS  
1995-2014

Hampton County, South Carolina							Lowcountry WIA, South Carolina						
Year	Civilian Labor Force		Employment		Unemployment		Year	Civilian Labor Force		Employment		Unemployment	
	Average	% change	Average	% change	Average	% change		Average	% change	Average	% change	Average	% change
1995	8,236	-	7,652	-	584	-	1995	74,704	-	71,430	-	3,274	-
1996	8,533	3.6%	7,940	3.8%	593	1.5%	1996	77,872	4.2%	74,460	4.2%	3,412	4.2%
1997	8,429	-1.2%	7,955	0.2%	474	-20.1%	1997	79,543	2.1%	76,891	3.3%	2,652	-22.3%
1998	8,551	1.4%	8,134	2.3%	417	-12.0%	1998	80,853	1.6%	78,552	2.2%	2,301	-13.2%
1999	8,652	1.2%	8,189	0.7%	463	11.0%	1999	82,268	5.0%	80,682	2.7%	2,586	12.4%
2000	8,385	-3.1%	8,033	-1.9%	352	-24.0%	2000	85,252	2.4%	82,367	2.1%	2,885	10.0%
2001	8,029	-4.2%	7,532	-6.2%	497	41.2%	2001	83,536	-2.0%	79,894	-3.0%	3,642	28.0%
2002	8,099	0.9%	7,497	-0.5%	602	21.1%	2002	86,581	3.6%	82,304	3.0%	4,277	17.4%
2003	8,007	-1.1%	7,263	-3.1%	744	23.6%	2003	89,652	3.5%	84,500	2.7%	5,152	20.0%
2004	7,695	-3.9%	6,975	-4.0%	720	-3.2%	2004	92,583	3.4%	87,326	3.3%	5,257	4.4%
2005	7,749	0.7%	7,101	1.8%	648	-10.0%	2005	95,554	3.1%	90,196	3.3%	5,358	0.0%
2006	7,955	2.7%	7,390	4.1%	565	-12.8%	2006	97,738	2.3%	92,627	2.7%	5,111	-4.6%
2007	7,886	-1.1%	7,346	-0.6%	520	-8.0%	2007	97,987	0.3%	93,249	0.7%	4,738	-7.3%
2008	7,722	-1.8%	7,035	-4.2%	688	32.3%	2008	96,220	-0.2%	92,205	-1.1%	6,015	27.0%
2009	7,979	3.3%	6,782	-3.6%	1,197	74.0%	2009	98,347	0.1%	88,220	-4.3%	10,127	68.4%
2010	8,040	0.8%	6,910	1.9%	1,130	-5.6%	2010	99,372	1.0%	89,226	1.1%	10,146	0.2%
2011	7,747	-3.6%	6,852	-3.7%	1,095	-3.1%	2011	97,161	-2.2%	87,104	-2.4%	10,077	-0.7%
2012	7,650	-1.1%	6,734	1.2%	926	-15.4%	2012	98,337	1.2%	89,556	2.8%	8,779	-13.9%
2013	7,650	-1.3%	6,859	3.1%	791	-27.8%	2013	99,358	2.2%	91,837	5.4%	7,521	-25.4%
2014*	7,888	3.0%	7,175	6.5%	713	-23.0%	2014*	102,608	4.3%	96,228	7.4%	6,380	-27.3%

\*Preliminary data for December 2014

Source: Labor Market Information - State of South Carolina; Not Seasonally Adjusted



In a distribution of employment for Third Quarter 2014 in Hampton County there were three prominent industries; the largest category was Public Administration which accounted for 18.6% of the employment base. The second largest category was Retail Trade at 18.1%, followed by Manufacturing at 15.9%. When reviewing the immediate site area, the government, retail and public administration categories are a high percentage of the employment base.

**TABLE 15**  
**DISTRIBUTION OF EMPLOYMENT**  
**Hampton County – South Carolina**  
**3rd Quarter 2014**

<b>Category</b>	<b>Hampton County</b>		<b>South Carolina</b>	
	<b>Number</b>	<b>Percent</b>	<b>Number</b>	<b>Percent</b>
Agriculture, Forestry, Fishing & Hunting	235	6.1%	11,389	0.6%
Mining, Quarrying, & Oil & Gas Extraction	-	-	1,179	0.1%
Utilities	-	-	17,486	0.9%
Construction	171	4.4%	82,930	4.4%
Manufacturing	616	15.9%	230,407	12.2%
Wholesale Trade	-	-	66,257	3.6%
Retail Trade	701	18.1%	238,349	12.6%
Transportation & Warehousing	180	4.7%	61,911	3.3%
Information	-	-	28,485	1.5%
Finance & Insurance	72	1.9%	66,668	3.5%
Real Estate & Rental & Leasing	25	0.6%	29,071	1.5%
Professional, Scientific, & Technical Services	158	4.1%	86,047	4.5%
Management of Companies & Enterprises	-	-	17,154	0.9%
Administrative & Support & Waste Mgmt Services	55	1.4%	153,547	8.1%
Educational Services	-	-	152,333	8.0%
Health Care & Social Assistance	481	12.4%	246,835	13.0%
Arts, Entertainment, & Recreation	-	-	32,545	1.7%
Accommodation & Food Services	322	8.3%	207,229	10.9%
Other Services (except Public Administration)	135	3.5%	49,799	2.6%
Public Administration	<u>718</u>	<u>18.6%</u>	<u>112,466</u>	<u>5.9%</u>
<b>TOTAL, All Industries</b>	<b>3,869</b>	<b>100.0%</b>	<b>1,894,087</b>	<b>100.0%</b>
Federal Government - Total, All Industries	-	-	32,115	1.7%
State Government - Total, All Industries	111	2.6%	89,119	4.7%
Local Government - Total, All Industries	929	21.9%	205,968	10.9%
Private - Total, All Industries	3,196	75.4%	1,566,887	82.7%

Source: Labor Market Information - State of South Carolina

Several major employers exist within the greater Town of Estill area, as follows:

Employer	# of Employees	Industry
Department Of Justice / Federal Correctional Institute	-	Government
Elliott Sawmilling Co	186	Forestry
CMT	41	Manufacturing
ADM	7	Food Processing
Hampton County	-	Government
Hampton County School District 2	-	Education
Dixie Poly Drum	40	Manufacturing
Hampton Regional Medical Center In	-	Medical
LeCreuset Of America	113	Distribution
J.R. Wilson Construction	42	Construction
McCray's	8	Manufacturing
Spencer Industries	20	Manufacturing
Shakespeare Composite Structures/Valmont	35	Manufacturing
Pruitthealth Estill	-	Medical
R&L Carriers Shared Services	55	Transportation

Source: Chamber of Commerce – Hampton County

Additionally, the Town of Estill and Hampton County area development officials are trying to secure new employment opportunities for the area, specifically for the area industrial parks. Especially within the progressive nature of the Town of Estill and Hampton County officials, working with the private and public sectors to facilitate retention or expansion of jobs for the area. There are several active industrial parks within the immediate area of the proposed site.

As noted by the major employers, the employment bases and suppliers associated with government and manufacturing services have a tremendous impact on the employment within the Town of Estill market area. Interviews with local company officials and area governmental officials indicated that slight increases to the base employment will continue through this year, with several companies that went through minor cutbacks in 2014, seeing a turnaround with the nation's economic condition. One major employment change happened in the last quarter of 2014; the Panolam Industries (Nevamar Corporation) closed

its plant manufacturing facility in the Town of Hampton in November 2014. The plant employed approximately 200 and moved its production to the New England area.

The majority of the Hampton County area employment base is a combination of government and manufacturing businesses, as in the above-mentioned employers. The diversity within its employment base is enough to maintain the employment base. In fact, according to the 2009-2013 American Community Survey data, 40.6% of the county employment base worked outside the county, a high percentage. This is typical in communities with strong metropolitan areas having a diverse employment base offering competitive opportunities. Additionally, the area transportation system combined with the location of nearby suburban communities is a function that will help maintain additional employment opportunities in other areas, while maintaining the Town of Estill area as a viable housing alternative.

TABLE 16

**ANALYSIS OF  
PLACE OF WORK**

**Residents of Hampton and Adjacent Counties in South Carolina**  
American Community Survey 2009-2013

County	Total Workforce Number	% Employed In County of Residence	% Employed Outside County of Residence	Mean Travel Time (in Minutes)
Allendale	2,656	62.5%	37.5%	23.4
Bamberg	5,610	58.0%	42.0%	23.6
Beaufort	72,284	91.6%	8.4%	20.9
Colleton	14,268	59.7%	40.3%	33.4
<b>Hampton*</b>	<b>7,311</b>	<b>59.4%</b>	<b>40.6%</b>	<b>28.9</b>
Jasper	10,918	44.4%	55.6%	27.6

\*SITE County

Source: U.S. Census Bureau, American Community Survey 2009-2013 5-Year Estimates (Table S0801)

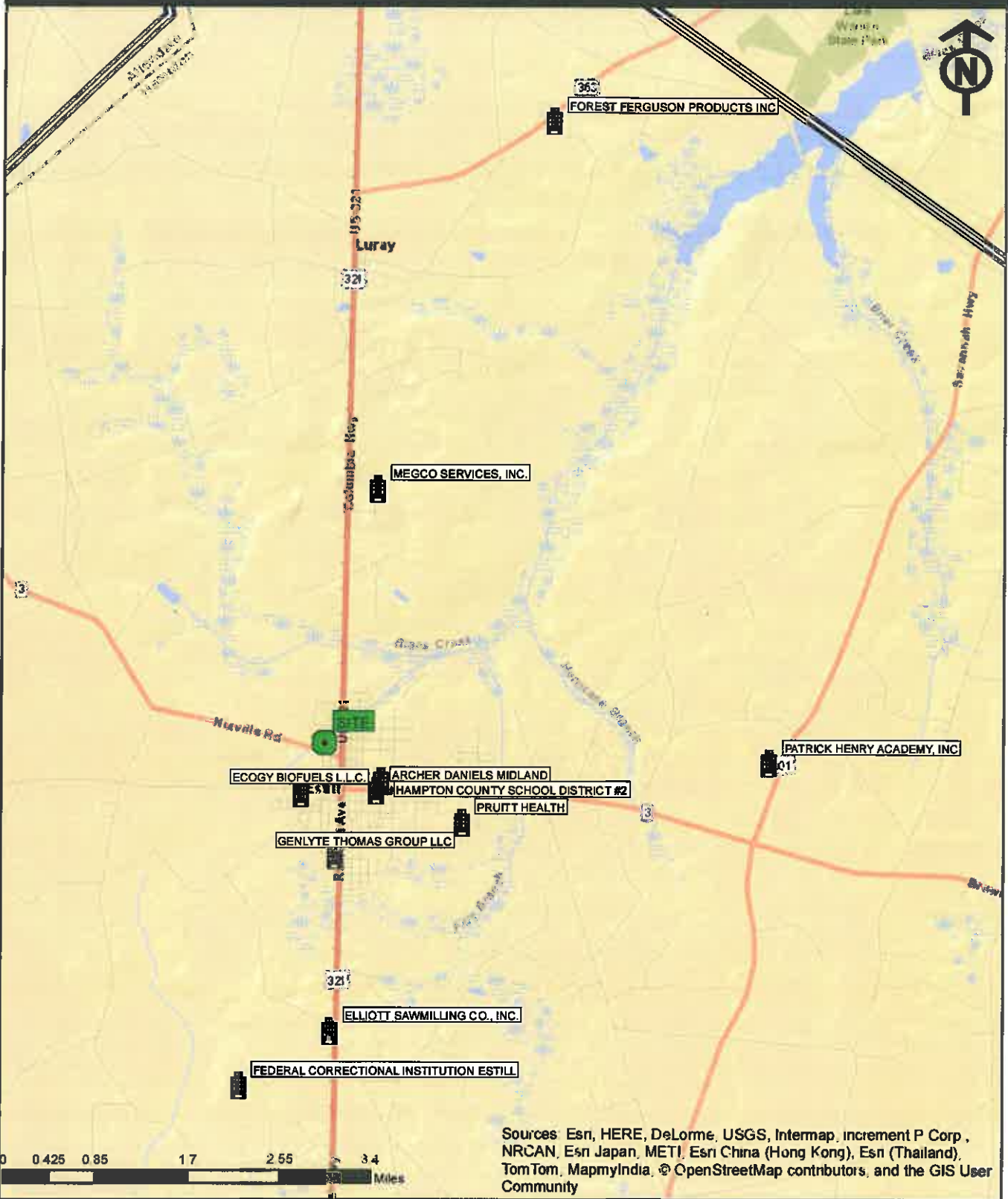
Third Quarter average weekly earnings for Hampton County had an increase of 4.6%; from \$651 per week in 2011 to \$681 per week in 2014. The largest gain in earnings was seen in the Real Estate and Rental and Leasing category, increasing 22.1% and averaging \$724 per week in Third Quarter 2014.

**TABLE 17**  
**AVERAGE WEEKLY EARNINGS**  
**Hampton County – South Carolina**  
**3rd Quarter 2011 – 2014**

<b>Category</b>	<b>Hampton County</b>		<b>% Change 2011-2014</b>	<b>South Carolina</b>
	<b>Average Wage 2011</b>	<b>Average Wage 2014</b>		<b>Average Wage 2014</b>
Agriculture, Forestry, Fishing & Hunting	\$762	\$835	9.6%	\$604
Mining, Quarrying, & Oil & Gas Extraction	-	-	-	\$1,037
Utilities	\$1,421	-	-	\$1,360
Construction	\$571	\$658	15.2%	\$871
Manufacturing	\$774	\$865	11.8%	\$1,018
Wholesale Trade	-	-	-	\$1,175
Retail Trade	\$435	\$430	-1.1%	\$487
Transportation & Warehousing	\$792	\$785	-0.9%	\$797
Information	-	-	-	\$996
Finance & Insurance	\$682	\$727	6.6%	\$1,059
Real Estate & Rental & Leasing	\$593	\$724	22.1%	\$737
Professional, Scientific, & Technical Services	\$778	\$843	8.4%	\$1,178
Management of Companies & Enterprises	-	-	-	\$1,207
Administrative & Support & Waste Mgmt Services	\$761	\$654	-14.1%	\$615
Educational Services	-	-	-	\$789
Health Care & Social Assistance	\$716	\$620	-13.4%	\$879
Arts, Entertainment & Recreation	-	-	-	\$358
Accommodation & Food Services	\$222	\$219	-1.4%	\$317
Other Services (except Public Administration)	\$396	\$444	12.1%	\$570
Public Administration	\$791	\$881	11.4%	\$807
<b>TOTAL, All Industries - Average Weekly Wage</b>	<b>\$651</b>	<b>\$681</b>	<b>4.6%</b>	<b>\$768</b>
Federal Government - Total, All Industries	\$1,117	-	-	\$1,307
State Government - Total, All Industries	\$630	\$612	-2.9%	\$855
Local Government - Total, All Industries	\$574	\$610	6.3%	\$777
Private - Total, All Industries	\$625	\$643	2.9%	\$751

Source: Labor Market Information - State of South Carolina

# Estill, SC: Map of Major Employers



Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P Corp, NRCAN, Esri Japan, METI, Esri China (Hong Kong), Esri (Thailand), TomTom, MapmyIndia, © OpenStreetMap contributors, and the GIS User Community

-  Site
-  PMA
-  Major Employers

## I. CRIME ISSUES

The source for crime data is the FBI Uniform Crime Report (UCR).

The FBI collects data from over 16,000 separate law enforcement jurisdictions across the country and compiles this data into the UCR. The FBI's Uniform Crime Reporting (UCR) Program collects offenses that come to the attention of law enforcement for violent crime and property crime, as well as data regarding clearances of these offenses. In addition, the FBI collects auxiliary data about these offenses (e.g., time of day of burglaries). The expanded offense data also include trends in both crime volume and crime rate per 100,000 inhabitants. Finally, the UCR Program collects expanded homicide data which includes information about homicide victims and offenders, weapons used, the circumstances surrounding the offenses, and justifiable homicides.

The following information is the most current, as reported to the FBI:

### 2014 CRIME RISK

	Town of Estill	Hampton County	South Carolina
	<u>Number</u>	<u>Number</u>	<u>Number</u>
<b>Personal Crime</b>			
Murder	314	100	142
Rape	41	83	132
Robbery	85	36	100
Assault	281	122	218
<b>TOTAL PERSONAL CRIME</b>	<b>180</b>	<b>85</b>	<b>148</b>
<b>Property Crime</b>			
Burglary	174	85	147
Larceny	101	52	141
Motor Vehicle	44	36	94
<b>TOTAL PROPERTY CRIME</b>	<b>106</b>	<b>129</b>	<b>122</b>
<b>Overall Crime Risk</b>	<b>149</b>	<b>73</b>	<b>139</b>

*Source: Applied Geographic Solutions; FBI Uniform Crime Report*

Crime Risk is a block group and higher level geographic database consisting of a series of standardized indexes for a range of serious crimes against both persons and property. It is derived from an extensive analysis of several years of crime reports from the vast majority of law enforcement jurisdictions nationwide. The crimes include murder, rape, robbery, assault, burglary, larceny, and motor vehicle theft. These categories are the primary reporting categories used by the FBI in its Uniform Crime Report (UCR), with the exception of Arson, for which data is very inconsistently reported at the jurisdictional level.

In accordance with the reporting procedures used in the UCR reports, aggregate indexes have been prepared for personal and property crimes separately, as well as a total index. While this provides a useful measure of the relative "overall" crime rate in an area, it must be recognized that these are unweighted indexes, in that a murder is weighted no more heavily than a purse snatching in the computation. For this reason, caution is advised when using any of the aggregate index values.

## V. HOUSING ANALYSIS

Information on building permits for Hampton County and the Unincorporated Area of Hampton County has been reported back to 1990; however permit information specific to the Town of Estill was not available. In an analysis of multi-family housing starts by building permits since 2005, new multi-family construction has been sporadic within Hampton County. Between 2012 and 2014, in Hampton County there were 4 multi-family units authorized.

Over the past ten years, Hampton County has averaged 1.0 multi-family start per year. From 2012 to 2014, multi-family units have averaged 1.3 units per year in Hampton County. Recent years have indicated a minimal increase in growth activity of multi-family units to the Hampton County base.

Single-family housing starts accounted for a majority of the overall starts in Hampton County. Since 2005, there have been single-family permits issued representing an average of 23.1 residences per year. Between 2012 and 2014, single-family starts in Hampton County averaged 8.0 single-family residences per year, indicating a decrease in activity.

Recent studies have indicated a net deficit of housing in Hampton County, of which a portion would apply towards the Town of Estill. However, because of the current activity in single-family building permit activity, deficits have increased slightly in recent years in comparison to the previous ten year period. Current 2015 preliminary totals for single-family residences indicate a decrease in activity of building permits within Hampton County. In comparison, 2015 totals indicate a lack of multi-family building activity within the area.

Interviews with local building and zoning government officials indicated that many areas, within the Town of Estill, have limited availability of zoned land appropriate for multi-family housing. The density range in the area has been from 4 to 10 units per acre, as



prescribed in the zoning regulations. However, it should be noted, that while this land is vacant and zoned, not all the land is available for building.

The following is a summary of building permit activity for the Unincorporated Area of Hampton County and Hampton County.

**TABLE 18**  
**HOUSING UNITS AUTHORIZED**  
**Unincorporated Area (Hampton County) – Hampton County – South Carolina**  
**1990 - 2015\***

<b>Year</b>	<b>Unincorporated Area* (Hampton County)</b>			<b>Hampton County</b>		
	<b>Total</b>	<b>Single-Family</b>	<b>Multi-Family</b>	<b>Total</b>	<b>Single-Family</b>	<b>Multi-Family</b>
1990	46	38	8	63	49	14
1991	40	40	0	75	51	24
1992	33	33	0	55	53	2
1993	48	48	0	57	57	0
1994	34	32	2	35	33	2
1995	22	22	0	22	22	0
1996	11	11	0	11	11	0
1997	11	11	0	11	11	0
1998	14	14	0	14	14	0
1999	23	23	0	23	23	0
2000	22	22	0	22	22	0
2001	29	29	0	29	29	0
2002	33	33	0	33	33	0
2003	31	31	0	31	31	0
2004	34	32	2	34	32	2
2005	46	40	6	46	40	6
2006	48	48	0	48	48	0
2007	30	30	0	30	30	0
2008	37	37	0	37	37	0
2009	28	28	0	28	28	0
2010	14	14	0	14	14	0
2011	9	9	0	10	10	0
2012	7	7	0	7	7	0
2013	12	12	0	12	12	0
2014	9	5	4	9	5	4
2015**	0	0	0	0	0	0

\*Unincorporated Area - Permit system covers the entire county except Hampton & Yemassee (2011) towns.  
\*\*Preliminary through January 2015  
Source: U.S. Department of Commerce, C-40 Const. Reports

Based on 2010 Census decennial data, the rental vacancy rate for rental units, regardless of age or condition, was 10.2% in the Town of Estill area and 11.3% in Hampton County. The rental units surveyed include all rentals available whether in multi-family, single-family or mobile home structures, while the vacancies included the seasonal fluctuation of the market area. The homeowner vacancy rate for owned, non-rental units, again regardless of age or condition, was 3.7% in the Town of Estill area and 1.8% in Hampton County.

**TABLE 19**  
**VACANCY RATES**  
**AND**  
**HOUSING CONDITIONS**  
**Town of Estill – Hampton County – South Carolina**  
**Census 2010**

	Estill		Hampton County		South Carolina	
	Number	Percent	Number	Percent	Number	Percent
Total Housing Units	909	100.0%	9,140	100.0%	2,137,683	100.0%
Occupied Housing	723	79.5%	7,598	83.1%	1,801,181	84.3%
Owner Occupied	438	48.2%	5,600	61.3%	1,248,805	58.4%
Vacant for Sale	17	3.7%	102	1.8%	36,523	2.8%
Vacant Sold, Not Occupied	5	1.1%	47	0.8%	8,519	0.7%
Total Owner Occupied Units	460	50.6%	5,749	62.9%	1,293,847	60.5%
Renter Occupied	285	31.4%	1,998	21.9%	552,376	25.8%
Vacant for Rent	33	10.2%	259	11.3%	92,746	14.3%
Rented, Not Occupied	4	1.2%	25	1.1%	3,957	0.6%
Total Renter Occupied Units	322	35.4%	2,282	25.0%	649,079	30.4%
For Seasonal/Recreational/Occasional Use	24	2.6%	392	4.3%	112,531	5.3%
For Migrant Workers	0	0.0%	3	<0.1%	370	<0.1%
Other Vacant	103	11.3%	714	7.8%	81,844	3.8%
<b>Total Vacancy Rate</b>		<b>20.5%</b>		<b>16.9%</b>		<b>15.7%</b>

\*\*"Other Vacant" category includes those neither for sale nor for rent, usually unrentable or dilapidated.

Source: U.S. Census Bureau, 2010 Census Summary File 1

As would be expected in owner-occupied housing, approximately 79.7% of the housing units within the Town of Estill are single-family detached or attached units, compared to 67.1% for Hampton County. Within renter-occupied housing, the Town of Estill has approximately 13.0% in 2 to 4 unit structures, 27.6% in structures of 5 to 19 units, and 11.5% in mobile homes. The Town of Estill has a total of 41.2% in renter-occupied detached units, slightly less than Hampton County at 45.9%. Approximately one-third of the housing in Hampton County is in mobile homes.

**TABLE 20**  
**HOUSING UNITS**  
**BY TYPE OF STRUCTURE**  
**Town of Estill – Hampton County – South Carolina**  
**American Community Survey 2006-2010**

	Estill		Hampton County		South Carolina	
	Number	Percent	Number	Percent	Number	Percent
<b>Owner-Occupied Housing Units</b>						
1 Unit, Detached	358	79.7%	3,639	66.9%	955,571	78.5%
1, Unit Attached	0	0.0%	10	0.2%	29,062	2.4%
2 Units	0	0.0%	0	0.0%	2,643	0.2%
3-4 Units	0	0.0%	12	0.2%	5,419	0.4%
5-9 Units	0	0.0%	0	0.0%	9,127	0.7%
10-19 Units	0	0.0%	28	0.5%	4,517	0.4%
20-49 Units	0	0.0%	0	0.0%	2,140	0.2%
50 or More Units	0	0.0%	0	0.0%	2,303	0.2%
Mobile Home	91	20.3%	1,748	32.2%	205,694	16.9%
Other	0	0.0%	0	0.0%	1,026	0.1%
<b>TOTAL</b>	<b>449</b>	<b>100.0%</b>	<b>5,437</b>	<b>100.0%</b>	<b>1,217,502</b>	<b>100.0%</b>
<b>Renter-Occupied Housing Units</b>						
1 Unit, Detached	140	41.2%	807	45.9%	182,549	34.8%
1, Unit Attached	0	0.0%	0	0.0%	15,307	2.9%
2 Units	37	10.9%	60	3.4%	33,783	6.4%
3-4 Units	7	2.1%	87	4.9%	43,316	8.3%
5-9 Units	94	27.6%	182	10.3%	69,071	13.2%
10-19 Units	0	0.0%	0	0.0%	42,889	8.2%
20-49 Units	18	5.3%	33	1.9%	24,418	4.7%
50 or More Units	5	1.5%	36	2.0%	16,914	3.2%
Mobile Home	39	11.5%	554	31.5%	95,762	18.3%
Other	0	0.0%	0	0.0%	483	0.1%
<b>TOTAL</b>	<b>340</b>	<b>100.0%</b>	<b>1,759</b>	<b>100.0%</b>	<b>524,492</b>	<b>100.0%</b>

Source: U.S. Census Bureau, American Community Survey 2006-2010 (Table B25032)

In 2010, the median gross rent for specified renter-occupied housing units was \$527 in the Town of Estill area as compared to \$580 in Hampton County and \$701 for the State of South Carolina. The median gross rents for the Town of Estill and Hampton County have increased 61.7% and 58.9%, respectively, from the 2000 median gross rents. It's interesting to note that approximately one-half (47.9%) of all units within the Town of Estill are in the \$500 to \$649 price range, while Hampton County has approximately one-quarter (24.3%) of all units in the gross rents range of \$500 to \$649.

**TABLE 21**  
**DISTRIBUTION OF**  
**GROSS RENT**  
**Town of Estill – Hampton County – South Carolina**  
**American Community Survey 2006-2010**

<b>GROSS RENT</b>	<b>Estill</b>		<b>Hampton County</b>		<b>South Carolina</b>	
	<b>Number</b>	<b>Percent</b>	<b>Number</b>	<b>Percent</b>	<b>Number</b>	<b>Percent</b>
Less than \$100	0	0.0%	5	0.3%	1,806	0.3%
\$100-\$149	26	7.6%	26	1.5%	3,104	0.6%
\$150-\$199	0	0.0%	32	1.8%	7,756	1.5%
\$200-\$249	19	5.6%	38	2.2%	8,966	1.7%
\$250-\$299	23	6.8%	42	2.4%	8,940	1.7%
\$300-\$349	57	16.8%	118	6.7%	10,912	2.1%
\$350-\$399	0	0.0%	17	1.0%	13,079	2.5%
\$400-\$449	0	0.0%	60	3.4%	18,951	3.6%
\$450-\$499	11	3.2%	112	6.4%	23,968	4.6%
\$500-\$549	37	10.9%	144	8.2%	30,547	5.8%
\$550-\$599	16	4.7%	105	6.0%	33,537	6.4%
\$600-\$649	110	32.4%	179	10.2%	36,202	6.9%
\$650-\$699	0	0.0%	74	4.2%	35,062	6.7%
\$700-\$749	9	2.6%	170	9.7%	33,636	6.4%
\$750-\$799	0	0.0%	58	3.3%	30,674	5.9%
\$800-\$899	4	1.2%	45	2.6%	52,181	9.9%
\$900-\$999	0	0.0%	38	2.2%	37,179	7.1%
\$1,000-\$1,249	0	0.0%	39	2.2%	46,875	8.9%
\$1,250-\$1,499	0	0.0%	0	0.0%	17,686	3.4%
\$1,500-\$1,999	0	0.0%	0	0.0%	10,925	2.1%
\$2,000 or More	0	0.0%	11	0.6%	5,165	1.0%
No Cash Rent	28	8.2%	446	25.4%	57,141	10.9%
<b>TOTAL</b>	<b>340</b>	<b>100.0%</b>	<b>1,759</b>	<b>100.0%</b>	<b>524,492</b>	<b>100.0%</b>
Median Rent - 2000		\$326		\$365		\$510
Median Rent - 2010		\$527		\$580		\$701
<b>Percent Change 2000 - 2010</b>		<b>61.7%</b>		<b>58.9%</b>		<b>37.5%</b>

Source: U.S. Census Bureau, Census 2000, American Community Survey 2006-2010 (Tables B25063, B25064)

In reference to the number of rent-overburdened households, the Town of Estill has 121 households or 35.6% contributing 35% or more of their household income to gross rent. Therefore, approximately one-third of the income-qualified households in the Town of Estill would be considered overburdened. In reference to the number of rent-overburdened households in Hampton County, there are 508 households or 28.9% contributing 35% or more of their household income to gross rent. Therefore, approximately one-quarter of the income-qualified households in Hampton County would be considered overburdened.

**TABLE 22**  
**DISTRIBUTION OF GROSS RENT**  
**AS A PERCENTAGE OF**  
**HOUSEHOLD INCOME**  
**Town of Estill – Hampton County – South Carolina**  
**American Community Survey 2006-2010**

	Estill		Hampton County		South Carolina	
	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>
Less Than 10 Percent	25	7.4%	61	3.5%	19,368	3.7%
10 to 14 Percent	19	5.6%	146	8.3%	42,978	8.2%
15 to 19 Percent	26	7.6%	259	14.7%	59,375	11.3%
20 to 24 Percent	28	8.2%	56	3.2%	57,325	10.9%
25 to 29 Percent	54	15.9%	158	9.0%	52,746	10.1%
30 to 34 Percent	19	5.6%	59	3.4%	38,995	7.4%
35 to 39 Percent	15	4.4%	89	5.1%	31,457	6.0%
40 to 49 Percent	57	16.8%	197	11.2%	40,722	7.8%
50 Percent or More	49	14.4%	222	12.6%	112,717	21.5%
Not Computed	<u>48</u>	<u>14.1%</u>	<u>512</u>	<u>29.1%</u>	<u>68,809</u>	<u>13.1%</u>
<b>TOTAL</b>	<b>340</b>	<b>100.0%</b>	<b>1,759</b>	<b>100.0%</b>	<b>524,492</b>	<b>100.0%</b>

Source: U.S. Census Bureau, American Community Survey 2006-2010 (Table B25070)

According to the 2006-2010 American Community Survey, none of the renter-occupied housing units in the Town of Estill lack complete plumbing and / or kitchen facilities. Within Hampton County, 2.3% of the renter-occupied housing units lack complete plumbing facilities, while 2.1% lack kitchen facilities. The median number of rooms for the Town of Estill area and Hampton County is 6.0, approximately a four-bedroom unit within owner-occupied housing; and ranges from 4.4 to 4.6 median rooms, or approximately a two-bedroom unit within renter-occupied housing.

**TABLE 23**  
**HOUSING QUALITY**  
**Town of Estill – Hampton County – South Carolina**  
**American Community Survey 2006-2010**

	Estill		Hampton County		South Carolina	
	Number	Percent	Number	Percent	Number	Percent
<b>Owner-Occupied Housing Units</b>						
Lacking Plumbing Facilities	0	0.0%	44	0.3%	4,511	0.4%
Lacking Kitchen Facilities	0	0.0%	13	0.2%	3,973	0.3%
<b>Number of Rooms</b>						
Three or less	7	1.6%	114	2.1%	23,339	1.9%
Four	5	1.1%	505	9.3%	105,521	8.7%
Five	118	26.3%	1,436	26.4%	283,295	23.3%
Six or more	<u>319</u>	<u>71.0%</u>	<u>3,382</u>	<u>62.2%</u>	<u>805,347</u>	<u>66.1%</u>
TOTAL	449	100.0%	5,437	100.0%	1,217,502	100.0%
<b>Median Rooms</b>	<b>6.0</b>		<b>6.0</b>		<b>6.2</b>	
<b>Renter-Occupied Housing Units</b>						
Lacking Plumbing Facilities	0	0.0%	41	2.3%	3,837	0.7%
Lacking Kitchen Facilities	0	0.0%	37	2.1%	6,344	1.2%
<b>Number of Rooms</b>						
Three or less	62	18.2%	354	20.1%	95,236	18.2%
Four	125	36.8%	492	28.0%	165,863	31.6%
Five	101	29.7%	489	27.8%	140,125	26.7%
Six or more	<u>52</u>	<u>15.3%</u>	<u>424</u>	<u>24.1%</u>	<u>123,268</u>	<u>23.5%</u>
TOTAL	340	100.0%	1,759	100.0%	524,492	100.0%
<b>Median Rooms</b>	<b>4.4</b>		<b>4.6</b>		<b>4.5</b>	

\* Rooms excluding bathrooms, porches, balconies, foyers, hallways or half-rooms

† Three rooms = 1 or less bedroom, Four rooms = 2 bedrooms, Five rooms = 3 bedrooms, etc.

Source: U.S. Census Bureau, American Community Survey 2006-2010 (Tables B25020, B25021, B25049, B25053)

Mobility patterns from the 2006-2010 American Community Survey revealed that within the Town of Estill area, 20.9% of the occupants in owner-occupied housing units and 52.9% of the occupants in renter-occupied housing units have moved within the past five years. For Hampton County, 12.9% of the occupants in owner-occupied units and 51.1% of the occupants in renter-occupied units have moved within the past five years. In the Town of Estill area, the average occupancy period for renter-occupied housing is 8.1 years, as compared to 8.5 years in Hampton County. The average occupancy period for owner-occupied housing is 23.9 years in the Town of Estill and somewhat lower in Hampton County at 20.4 years.

**TABLE 24**  
**MOBILITY PATTERNS**  
**BY HOUSING UNIT**  
**Town of Estill – Hampton County – South Carolina**  
**American Community Survey 2006-2010**

	Estill		Hampton County		South Carolina	
	Number	Percent	Number	Percent	Number	Percent
<b>Owner-Occupied Housing Units</b>						
Moved in 2005 or Later	94	20.9%	700	12.9%	270,544	22.2%
Moved in 2000-2004	8	1.3%	938	17.3%	279,744	23.0%
Moved in 1990-1999	42	9.4%	1,332	24.5%	312,278	25.6%
Moved in 1980-1989	121	26.9%	958	17.6%	148,150	12.2%
Moved in 1970-1979	137	30.5%	710	13.1%	112,214	9.2%
Moved in 1969 or earlier	47	10.5%	799	14.7%	94,572	7.8%
<b>TOTAL</b>	<b>449</b>	<b>100.0%</b>	<b>5,437</b>	<b>100.0%</b>	<b>1,217,502</b>	<b>100.0%</b>
<b>Average Years</b>	<b>23.9</b>		<b>20.4</b>		<b>15.5</b>	
<b>Renter-Occupied Housing Units</b>						
Moved in 2005 or Later	180	52.9%	898	51.1%	345,353	35.3%
Moved in 2000-2004	93	27.4%	413	23.5%	105,815	20.2%
Moved in 1990-1999	23	6.8%	258	14.7%	45,423	8.7%
Moved in 1980-1989	16	4.7%	79	4.5%	14,036	2.7%
Moved in 1970-1979	28	8.2%	42	2.4%	6,507	1.2%
Moved in 1969 or earlier	0	0.0%	69	3.9%	7,358	1.4%
<b>TOTAL</b>	<b>340</b>	<b>100.0%</b>	<b>1,759</b>	<b>100.0%</b>	<b>524,492</b>	<b>100.0%</b>
<b>Average Years</b>	<b>8.1</b>		<b>8.5</b>		<b>5.7</b>	

Source: U.S. Census Bureau, American Community Survey 2006-2010 (Table B25038)

The average age of householders in 2010 was 46.3 years for renter-occupied housing in the Town of Estill, with 30.5% of the renter base below the age of 35. In Hampton County, the average age of householders for renter-occupied housing was 46.3 years.

**TABLE 25**  
**HOUSING UNITS**  
**BY AGE OF HOUSEHOLDER**  
**Town of Estill – Hampton County – South Carolina**  
**Census 2010**

	Estill		Hampton County		South Carolina	
	Number	Percent	Number	Percent	Number	Percent
<b>Owner-Occupied Housing Units</b>						
Under 25 Years	8	1.8%	100	1.8%	17,132	1.4%
25 to 34 Years	26	5.9%	468	8.4%	127,978	10.2%
35 to 44 Years	57	13.0%	869	15.5%	208,648	16.7%
45 to 54 Years	90	20.5%	1,237	22.1%	271,475	21.7%
55 to 59 Years	52	11.9%	669	11.9%	138,407	11.1%
60 to 64 Years	69	15.8%	637	11.4%	139,143	11.1%
65 to 74 Years	78	17.8%	909	16.2%	200,422	16.0%
75 to 84 Years	36	8.2%	522	9.3%	111,323	8.9%
85 Years and Older	22	5.0%	189	3.4%	34,277	2.7%
<b>TOTAL</b>	<b>438</b>	<b>100.0%</b>	<b>5,600</b>	<b>100.0%</b>	<b>1,248,805</b>	<b>100.0%</b>
<b>Average Age</b>	<b>57.6</b>		<b>55.7</b>		<b>54.9</b>	
<b>Renter-Occupied Housing Units</b>						
Under 25 Years	24	8.4%	142	7.1%	71,339	12.9%
25 to 34 Years	63	22.1%	448	22.4%	139,948	25.3%
35 to 44 Years	58	20.4%	433	21.7%	107,375	19.4%
45 to 54 Years	46	16.1%	385	19.3%	96,611	17.5%
55 to 59 Years	30	10.5%	165	8.3%	37,837	6.8%
60 to 64 Years	26	9.1%	134	6.7%	29,875	5.4%
65 to 74 Years	18	6.3%	174	8.7%	35,816	6.5%
75 to 84 Years	15	5.3%	83	4.2%	21,381	3.9%
85 Years and Older	5	1.8%	34	1.7%	12,194	2.2%
<b>TOTAL</b>	<b>285</b>	<b>100.0%</b>	<b>1,998</b>	<b>100.0%</b>	<b>552,376</b>	<b>100.0%</b>
<b>Average Age</b>	<b>46.3</b>		<b>46.2</b>		<b>43.5</b>	

Source: U.S. Census Bureau, 2010 Census Summary File 1.



In 2010, households with one or two people totaled 58.6 for owner-occupied units and 51.6% for renter-occupied units within the Town of Estill. Hampton County households with one or two people totaled 59.5% for units occupied by owners and 57.8% for units occupied by renters. The average number of persons per household in renter-occupied units was 2.77 and 2.55, for the Town of Estill and Hampton County, respectively. Within owner-occupied units, the average number of persons per household was slightly higher in the Town of Estill at 2.64 compared to 2.58 in Hampton County.

**TABLE 26**  
**HOUSING UNITS**  
**BY PER PERSON**  
**Town of Estill – Hampton County – South Carolina**  
**Census 2010**

	Estill		Hampton County		South Carolina	
	Number	Percent	Number	Percent	Number	Percent
<b>Owner-Occupied Housing Units</b>						
1-Person Household	118	28.9%	1,438	25.7%	289,689	23.2%
2-Person Household	139	31.7%	1,891	33.8%	477,169	38.2%
3-Person Household	56	12.8%	904	15.1%	210,222	16.8%
4-Person Household	69	15.8%	731	13.1%	164,774	13.2%
5-Person Household	35	8.0%	398	7.1%	69,110	5.5%
6-Person Household	14	3.2%	145	2.6%	24,016	1.9%
7-Person Household	7	1.6%	93	1.7%	13,825	1.1%
<b>TOTAL</b>	<b>438</b>	<b>100.0%</b>	<b>5,600</b>	<b>100.0%</b>	<b>1,248,805</b>	<b>100.0%</b>
<b>AVERAGE</b>	<b>2.64</b>		<b>2.58</b>		<b>2.51</b>	
<b>Renter-Occupied Housing Units</b>						
1-Person Household	81	28.4%	695	34.8%	188,205	34.1%
2-Person Household	66	23.2%	459	23.0%	146,250	26.5%
3-Person Household	51	17.9%	330	16.5%	93,876	17.0%
4-Person Household	41	14.4%	251	12.6%	67,129	12.2%
5-Person Household	25	8.8%	163	8.2%	33,904	6.1%
6-Person Household	14	4.9%	59	3.0%	13,817	2.5%
7-Person Household	7	2.5%	41	2.1%	9,195	1.7%
<b>TOTAL</b>	<b>285</b>	<b>100.0%</b>	<b>1,998</b>	<b>100.0%</b>	<b>552,376</b>	<b>100.0%</b>
<b>AVERAGE</b>	<b>2.77</b>		<b>2.55</b>		<b>2.45</b>	

Source: U.S. Census Bureau, 2010 Census Summary File 1

## **VI. MODERN APARTMENT SURVEY**

### **A. RENTAL MARKET**

The following information and analysis is data collected from a field survey of the modern apartments in the Town of Estill, South Carolina PMA in March 2015, Richard Barnett and David Meier, field analysts with National Land Advisory Group. Every family and senior, market-rate and LIHTC apartment development with 8-units (+/-) or more were surveyed by age, unit amenities, square feet (when available), vacancies, rents, utilities, deposits, project amenities and tenant mix. The collected data includes the following:

- ◆ A distribution of both market rate and government subsidized developments by unit mix and vacancy.
- ◆ An analysis of apartment building trends, which includes the number of units, percent distribution, cumulative units, and vacancy rate by year built.
- ◆ A rent and vacancy analysis for studio, 1, 2, 3 and 4 bedroom units, which contains a distribution of units and vacancies by net rent ranges, when available.
- ◆ A project information analysis on each project, listed individually.
- ◆ There are some duplexes in the market area that have not been included in this survey analysis.
- ◆ The project rating given to each apartment development surveyed is a direct relationship between the physical characteristics and three common variables found at each development: unit amenities, development amenities and physical appearance (subjective in nature). For reference, the analysis will summarize these factors to a total of 1 to 10, with 1 being low quality and 10 being an excellent quality rating.

- ◆ The following is a breakdown of the surveyed developments:

**TABLE 27**

**DISTRIBUTION OF  
MARKET RATE, TAX CREDIT AND GOVERNMENT SUBSIDIZED  
APARTMENT UNITS AND VACANCIES  
ESTILL, SOUTH CAROLINA  
FEBRUARY 2014**

<u>MARKET RATE</u>	<u>UNITS</u>		<u>VACANCIES</u>	
	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>
One-Bedroom				
Two-Bedroom	N/A		N/A	
Three-Bedroom				
<b>TOTAL</b>				

<u>TAX CREDIT</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>
One-Bedroom				
Two-Bedroom	N/A		N/A	
Three-Bedroom				
<b>TOTAL</b>				

<u>GOVERNMENT SUBSIDIZED</u>	<u>Number</u>	<u>Percent</u>	<u>Number</u>	<u>Percent</u>
Studio	5	4.3%	0	0.0%
One-Bedroom	39	33.3%	0	0.0%
Two-Bedroom	38	32.5%	0	0.0%
Three-Bedroom	26	22.2%	0	0.0%
Four-Bedroom	9	7.7%	0	0.0%
<b>TOTAL</b>	117	100.0%	0	0.0%

- ◆ The Estill market area consists of LIHTC and government subsidized rental housing units. All (100.0%) of the units are government subsidized with a non-existent vacancy rate. One of the developments has a combination of LIHTC and government subsidized units with a non-existent vacancy rate.

- ◆ The Estill area had a large majority of the units built before 1975, representing approximately 47.9%. The most recent units have been built in 1980, representing 21.4% of the rental unit base surveyed.
- ◆ The Estill area has a 0.0 average annual release over the past ten years.

TABLE 28

**MULTI-FAMILY CONSTRUCTION TRENDS  
ESTILL, SOUTH CAROLINA  
1970-2014**

<u>YEAR OF PROJECT OPENING</u>	<u>NUMBER OF UNITS</u>	<u>PERCENT DISTRIBUTION</u>	<u>CUMULATIVE UNITS</u>
Before 1970	-	-	-
1970 - 1974	56	47.9%	56
1975 - 1980	61	52.1%	117
1981 - 1985	-	-	117
1986 - 1990	-	-	117
1991 - 1995	-	-	117
1996 - 2000	-	-	117
2001	-	-	117
2002	-	-	117
2003	-	-	117
2004	-	-	117
2005	-	-	117
2006	-	-	117
2007	-	-	117
2008	-	-	117
2009	-	-	117
2010	-	-	117
2011	-	-	117
2012	-	-	117
2013	-	-	117
2014	-	-	117
<b>TOTAL</b>	<b>117</b>	<b>100.0%</b>	

AVERAGE ANNUAL RELEASE OF UNITS: 2005-2014

0.0

- ◆ The Estill area has all government subsidized housing. Two of the developments are family and one is senior, which includes both the LIHTC and government subsidized financing.
- ◆ As noted before, all the family and senior orientated units are at the 100.0% occupancy rates.
- ◆ Interview were conducted with apartment community managers, Realtors and property owners regarding the rent ranges of rental units scattered throughout the Estill. There are some rental units located in the Estill area which are not part of the traditional apartment communities. In a review of these housing alternatives within the Estill market area, it was noted that there are several alternative rentals, including duplexes, tri-plexus, units above commercial store fronts and single-family residences.
- ◆ The following is an estimation of the rents for these types of facilities:

Studio	\$250-\$375
One-Bedroom	\$325-\$420
Two-Bedroom	\$450-\$550
Three-Bedroom	\$550-\$650

- ◆ The following is the modern apartment survey; a summary of this survey has been included in the conclusion section of this report.

**B. LOW INCOME HOUSING TAX CREDIT PROJECTS**

- ◆ Under the South Carolina SHFDA guidelines, one development within the Estill market area that has received LIHTC allocations since 1998, and has been included within this analysis, if within our market area. The following is the LIHTC development:

<u>DEVELOPMENT</u>	<u>YEAR</u>	<u>TYPE</u>	<u>UNITS</u>
Seagrove Village (#3)*	1980	Senior	25

\*Additional government subsidies

- ◆ There is one LIHTC development, which have been included within our field survey section; inside the Estill PMA.
- ◆ The one development is senior development and is 100% occupied. The development contains additional government subsidizes under the HUD Section 202 program.

### **C. PUBLIC HOUSING AGENCY SURVEY**

- ◆ Interviews were conducted with staff members at the South Carolina State County Housing Authority #3 (which oversees Estill), covering the HUD programs for Hampton County.
- ◆ An interview with the staff at the SC State County Housing Authority #3 office indicated that they have allocated over 36 households in the Section 8 Certificate and Voucher programs for Hampton County, of which a majority are leased. Additionally, an interview with the SC State County Housing Authority #3 staff indicated that there are over 18 family and elderly (one-bedroom) participants on a waiting list for housing. The list has been screened to include only qualified individuals and families.
- ◆ In accordance with the guidelines established for the LIHTC application and plan for the South Carolina State Housing Finance and Development Authority contact was initiated with the local governing public housing agency. Contact was made with Ms. Janie Robinson of the SC State County Housing Authority #3.

- ◆ The general consensus is the demand for affordable family housing is great in Hampton County. When told this proposed development will be for family housing, the authority was receptive to the idea noting such a development might fill a specific demand for the waiting list in the market.

#### **D. PLANNED OR PROPOSED DEVELOPMENT**

- ◆ Additionally, according to local governmental officials, no other rental developments have submitted formal plans for development for the subject site area of the Town of Estill. It must be noted that the Town of Estill has not been active in the multi-family development area.

#### **E. AREA INTERVIEWS**

In conducting the field analysis of the rental housing market in the Town of Estill, South Carolina interviews were conducted with an array of government officials, several realtors, the Housing Authority and some of the apartment managers. Telephone interviews were conducted over a period of time between March 1, 2015 and March 20, 2015. A visit to the site and to the comparable rental properties was made on the week of March 9, 2015.

Several apartment managers were interviewed during the site visits. It was determined that there is a lack of affordable housing in the market. All of the housing is affordable rental housing. An interview with Trasey Miller, manager of the Fairwood Apartments (803-625-2461) indicated a need for more affordable housing in the immediate area. There are not market-rate alternatives and potential tenants need to travel to other communities in order to find suitable rental housing. Her development maintains a long waiting list. George Hicks (803-625-4385) of the Seagrove Village Apartments noted a very similar concern, especially for senior housing.

In an interview with Vicki Woods, Deputy Clerk and Treasurer for the Town of Estill (803-625-3243) noted the lack of rental housing in the area, both affordable and market. Many potential tenants have to find alternative housing in nearby (and not so nearby) communities like Hampton and Savannah. She noted that there are occasional single-family rentals, but they are generally in poor to moderate condition. She noted the Town of Estill is not the big growth market, but some of that may be because of the lack of rental housing. She was positive for any additions to the market for rental housing. Several area Realtors were contacted, but mentioned that they have no rental alternatives for the immediate area.

During the visit to the Town of Estill, no signs of any new infrastructure, repairs or additions were noted. This would include new roads and or water/sewer lines, landscaping or any other beautification projects. However, because of the minimal major transportation routes, traffic is always congested.

Contact was made with the SC State County Housing Authority #3 (803-259-3588). The general consensus is the demand for affordable elderly and family housing is great for Hampton County. When told this proposed development will be for new construction for family housing, the authority was receptive to the idea noting such a development will continue to fill a specific demand for the waiting list in the market. They have a long waiting list.

#### **F. COMPARABLE PROPERTIES AND ACHIEVABLE RENTS**

In a review of comparable properties and achievable rent adjustments in the Estill Primary Market Area, it was noted that there are no family developments that would be considered as most comparable to the product. However, there are four family developments that are market-rate within 35 miles of the subject site. Because of the lack of product in the immediate area, these developments were used for comparison purposes. The following are a review of these developments and rent adjustments to the proposed subject site.



<u>Project #</u>	<u>Name</u>	<u># Units</u>	<u>Occupancy</u>	<u>Type</u>	<u>Year</u>
1.	Hampton Place – Hampton	40	100.0%	MR	1960
2.	Forest Pointe – Waltersboro	120	96.7%	MR	2002
3.	Auston Chase - Ridgeland	300	97.3%	MR	2009
4.	Courtney Bend – Hardeeville	254	98.8%	MR	2008

As noted, within the four competitive developments, a total of 714-units exist with 15 vacant units or an overall 97.9% occupancy rate.

The rent comparisons for the competitive analysis were based on the following: building structure, year built or renovated, overall quality rating, area/neighborhood rating, square footage, number of bathrooms, appliances, unit amenities, project amenities, utilities, on-site management, furnished units, etc. (see Rent Comparison Chart):

<u>RENT ADJUSTMENTS</u>			
<u>Project #</u>	<u>Name</u>	<u>Two-Bedroom</u>	<u>Three-Bedroom</u>
1.	Hampton Place – Hampton	\$620	-
2.	Forest Pointe – Waltersboro	\$664-\$739	\$761-\$786
3.	Auston Chase - Ridgeland	\$846-\$966	\$1,084-\$1,109
4.	Courtney Bend – Hardeeville	\$925-\$1,165	\$1,115-\$1,505
<b>Average (Net)</b>		<b>\$846</b>	<b>\$1,060</b>
<b>Subject Site</b>		<b>\$450-\$485</b>	<b>\$530-\$570</b>

It should be noted that the average of the achievable comparable net two-bedroom unit is \$846, somewhat higher than the adjusted proposed \$450-\$485 (50%-60% AMI) average net rent. The proposed two-bedroom rent represents 53.2%-57.3% of the average comparable two-bedroom rent in the market area. It should be noted that the average of the

achievable comparable net three-bedroom unit is \$1,060, somewhat higher than the adjusted proposed \$530-\$570 (50%-60% AMI) average net rent. The proposed three-bedroom rent represents 50.0%-53.8% of the average comparable three-bedroom rent in the market area. When reviewing the comparable developments, the proposed rents are within the appropriate rent differentials. Therefore, based on the current existing rental market, the proposed development would be a value in the market area.

Rent Comparability Grid

Unit Type →

Two Bedroom

Subject's FHA #:

Subject		Comp #1		Comp #2		Comp #3		Comp #4	
Project Name		Hampton Place		Forest Pointe		Auston Chase		Courtney Bend	
Street Address		425 Wade Hampton		504 Forest Circle		59 Summerlake		321 Donegale	
City County		Hampton		Waltersboro		Ridgeland		Hardeeville	
A Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$475		650-725		870-990		950-1190	
2	Date Last Leased (mo/yr)								
3	Rent Concessions								
4	Occupancy for Unit Type	100%		98%		99%		98%	
5	Effective Rent & Rent/ sq. ft	\$475	0.5938	650-725	.70-.79	870-990	.82-.84	950-1190	.88-.99
In Parts B thru E, adjust only for differences the subject's market values.									
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	2		3		2 & 3		2	
7	Yr. Built/Yr. Renovated	2017	\$57	2002	\$15	2009	\$8	2008	\$9
8	Condition / Street Appeal	G	\$5	G		G		G	
9	Neighborhood	G	\$5	G		G		G	
10	Same Market? Miles to Subj								
C. Unit Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	2		2		2		2	
12	# Baths	1.75	\$10	2		2		2	
13	Unit Interior Sq. Ft.	950	\$15	923	\$3	1036-1211	(\$17)	1084-1197	(\$19)
14	Balcony/ Patio	X		X		X		X	
15	AC: Central/ Wall	X		X		X		X	
16	Range/ refrigerator	XX		XX		XX		XX	
17	Microwave/ Dishwasher	XX	\$12	X	\$6	XX		XX	
18	Washer/Dryer Hook-up	X		X		X		X	
19	Washer/Dryer					X	(\$15)	X	(\$15)
20	Floor Coverings	X		X		X		X	
21	Window Coverings	X	\$6	X		X		X	
22	Cable/ Satellite/Internet								
23	Special Features	X							
D. Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking ( \$ Fee)			S	(\$10)	S	(\$10)	S	(\$10)
25	Extra Storage					X	(\$5)		
26	Security	X	\$5		\$5		\$5		\$5
27	Clubhouse/ Meeting Rooms	XX	\$10	XX		XX		XX	
28	Pool/ Recreation Areas	X	\$5	XX	(\$5)	XXX	(\$10)	XX	(\$5)
29	Laundry Room	X	\$10	X			\$10		\$10
30	On Site Mgmt Office	X	\$10	X			\$10	X	
31	Other								
32	Neighborhood Networks								
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	T-E		T-E		T-E		T-E	
34	Cooling (in rent?/ type)	T-E		T-E		T-E		T-E	
35	Cooking (in rent?/ type)	T-E		T-E		T-E		T-E	
36	Hot Water (in rent?/ type)	T-E		T-E		T-E		T-E	
37	Other Electric								
38	Cold Water/ Sewer	L	(\$5)	L		L		L	
39	Trash /Recycling	L		L		L		L	
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	12		4	2	4	5	3	4
41	Sum Adjustments B to D	\$150		\$29	(\$15)	\$33	(\$57)	\$24	(\$49)
42	Sum Utility Adjustments		(\$5)						
G. Adjusted & Market Rents		Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	\$145	\$155	\$14	\$44	(\$24)	\$90	(\$25)	\$73
44	Adjusted Rent (5+ 43)	\$620		664-739		846-966		925-1165	
45	Adj Rent/Last rent								
46	Estimated Market Rent	\$846.00		← Estimated Market Rent					

Appraiser's Signature \_\_\_\_\_ Date \_\_\_\_\_

Attached are explanations of :

a. why & how each adjustment was made  
b. how market rent was derived from adjusted rents

Rent Comparability Grid

Unit Type →

Three Bedroom

Subject's FHA #:

Subject		Comp #1		Comp #2		Comp #3		Comp #4	
Project Name		Hampton Place		Forest Pointe		Auston Chase		Courtney Bend	
Street Address		425 Wade Hampton		504 Forest Circle		59 Summerlake		321 Donegale	
City County		Hampton		Waltersboro		Ridgeland		Hardeeville	
Subject		Data		Data		Data		Data	
Subject		\$ Adj		\$ Adj		\$ Adj		\$ Adj	
A	Rents Charged								
1	\$ Last Rent / Restricted?			750-775		1120-1145		1160-1550	
2	Date Last Leased (mo/yr)								
3	Rent Concessions								
4	Occupancy for Unit Type			95%		92%		100%	
5	Effective Rent & Rent/ sq. ft			750-775	.68-.71	1120-1145	.80-.82	1160-1550	.78-1.04
<i>In Parts B thru E, adjust only for differences the subject's market values.</i>									
B.	Design, Location, Condition	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	2		3		2 & 3		2	
7	Yr. Built/Yr. Renovated	2017		2002	\$15	2009	\$8	2008	\$9
8	Condition /Street Appeal	G		G		G		G	
9	Neighborhood	G		G		G		G	
10	Same Market? Miles to Subj	F		G		G		G	
C.	Unit Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	3		3		3		3	
12	# Baths	2		2		2		2	
13	Unit Interior Sq. Ft.	1100		1093		1394	(\$29)	1490	(\$39)
14	Balcony/ Patio	X	X	X		X		X	
15	AC: Central/ Wall	X	X	X		X		X	
16	Range/ refrigerator	XX	XX	XX		XX		XX	
17	Microwave/ Dishwasher	XX		X	\$6	XX		XX	
18	Washer/Dryer Hook-up	X	X	X		X		X	
19	Washer/Dryer					X	(\$15)	X	(\$15)
20	Floor Coverings	X	X	X		X		X	
21	Window Coverings	X		X		X		X	
22	Cable/ Satellite/Internet								
23	Special Features	X							
D	Site Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking ( \$ Fee)			S	(\$10)	S	(\$10)	S	(\$10)
25	Extra Storage					X	(\$5)		
26	Security	X			\$5		\$5		\$5
27	Clubhouse/ Meeting Rooms	XX		XX		XX		XX	
28	Pool/ Recreation Areas	X		XX	(\$5)	XXX	(\$10)	XX	(\$5)
29	Laundry Room	X		X			\$10		\$10
30	On Site Mgmt Office	X		X			\$10	X	
31	Other								
32	Neighborhood Networks								
E.	Utilities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	T-E		T-E		T-E		T-E	
34	Cooling (in rent?/ type)	T-E		T-E		T-E		T-E	
35	Cooking (in rent?/ type)	T-E		T-E		T-E		T-E	
36	Hot Water (in rent?/ type)	T-E		T-E		T-E		T-E	
37	Other Electric								
38	Cold Water/ Sewer	L		L		L		L	
39	Trash /Recycling	L		L		L		L	
F.	Adjustments Recap	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D			3	2	4	5	3	4
41	Sum Adjustments B to D			\$26	(\$15)	\$33	(\$69)	\$24	(\$69)
42	Sum Utility Adjustments								
		Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E			\$17	\$41	(\$36)	\$102	(\$45)	\$93
G.	Adjusted & Market Rents	Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)			761-786		1084-1109		1115-1505	
45	Adj Rent/Last rent								
46	Estimated Market Rent		\$1,060		← Estimated Market Rent				

Appraiser's Signature \_\_\_\_\_ Date \_\_\_\_\_

Attached are explanations of:

a. why & how each adjustment was made  
b. how market rent was derived from adjusted rents



**NATIONAL LAND ADVISORY GROUP**

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**APARTMENT  
FIELD SURVEY**

**INDIVIDUAL SUMMARY**



**PROJECT DESCRIPTION AND INFORMATION**

Estill, South Carolina

March 2015

Apartment Project #	Project Name	Address	City, State	Phone Number	Contact	Year Built	Project Type	Quality Rating	Total Units	Total Vacant	Percent Occupied
1	Fairwood Apartments	137 Grayson St	Estill, SC	(803) 625-2461	Trasey	1971	Gov't	5.5	56	0	100.0%
2	Estill Village	210 Grayson St E	Estill, SC	(803) 793-7300		1978	Gov't	5.5	36	0	100.0%
3	Seagrove Village	184 S Liberty St	Estill, SC	(803) 625-4385	George	1980	Gov't / LIHTC	7.0	25	0	100.0%

**RENT AND VACANCY ANALYSIS BY  
STUDIO UNITS  
Estill, South Carolina  
March 2015**

Apartment Project #	Project Name	Style	#	Vacant	Rent	Sq. Ft.
1	Fairwood Apartments					
2	Estill Village	G	5	0	\$469*	
3	Seagrove Village					

**RENT AND VACANCY ANALYSIS BY  
ONE-BEDROOM UNITS  
Estill, South Carolina  
March 2015**

Apartment Project #	Project Name	Style	Number	Vacant	Rent 1.0 Bath	Rent 1.5 Bath	Sq. Ft.
1	Fairwood Apartments	G	4	0	\$540*		
2	Estill Village	G	10	0	\$470-479*		
3	Seagrove Village	G	25	0	\$750*		



**RENT AND VACANCY ANALYSIS BY  
TWO-BEDROOM UNITS**  
Estill, South Carolina  
March 2015

Apartment Project #	Project Name	Style	Number	Vacant	Rent 1.0 Bath	Rent 1.5 Bath	Rent 2.0+ Bath	Sq. Ft.
1	Fairwood Apartments	G	30	0	\$634*			
2	Estill Village	G	8	0	\$551*			
3	Seagrove Village							

**RENT AND VACANCY ANALYSIS BY  
THREE-BEDROOM UNITS  
Estill, South Carolina  
March 2015**

Apartment Project #	Project Name	Style	Number	Vacant	Rent 1.0 Bath	Rent 1.5 Bath	Rent 2.0+ Bath	Sq. Ft.
1	Fairwood Apartments	G	18	0	\$721*			
2	Estill Village	G	8	0	\$619			
3	Seagrove Village							

**RENT AND VACANCY ANALYSIS BY  
FOUR-BEDROOM UNITS**  
Estill, South Carolina  
March 2015

Apartment Project #	Project Name	Style	Number	Vacant	Rent 1.0 Bath	Rent 1.5 Bath	Rent 2.0+ Bath	Sq. Ft.
1	Fairwood Apartments	G	4	0	\$819*			
2	Estill Village	G	5	0	\$651*			
3	Seagrove Village							

**UNIT AMENITIES**  
**Estill, South Carolina**  
**March 2015**

Apartment Project #	Project Name	Range / Stove	Refrigerator	Dishwasher	Garbage Disposal	Microwave	Breakfast Bar	Other	Air Conditioning	Drapes / Blinds	Carpeting	Fireplace	Washer / Dryer	Washer / Dryer Hookups	Patio or Balcony	Ceiling Fans	Security Alarm	Walk-in Closet(s)	Handicapped Design	Other
		Kitchen Appliances								Unit Amenities										
1	Fairwood Apartments	X	X							X	X									
2	Estill Village	X	X							X	X									
3	Seagrove Village	X	X						X	X	X			X						

**PROJECT AMENITIES**

Estill, South Carolina

March 2015

Apartment Project #	Project Name	Garages	Carports	Club House	Rental Office / Management	Activity/Arts-Crafts Room	Laundry Room	Playground	Sauna / Jacuzzi	Tennis Court	Basketball / Volleyball Court	Computer / Office Room	Swimming Pool	Exercise Room	Security Guardhouse / Gate	Elevator	Storage Areas	Picnic Area	Lake / Water Feature	Other
1	Fairwood Apartments				X	X														
2	Estill Village				X															
3	Seagrove Village			X		X														

**UTILITY ANALYSIS**  
 Estill, South Carolina  
 March 2015

Apartment Project #	Project Name	Electric	Heat			Water	Sewer	Trash	Cable	Internet Wired
			Gas	Electric	Hot Water					
1	Fairwood Apartments	T		T		L	L	L		
2	Estill Village	T		T		L	L	L		
3	Seagrove Village	T		T		L	L	L		

T=Tenant  
 L=Landlord

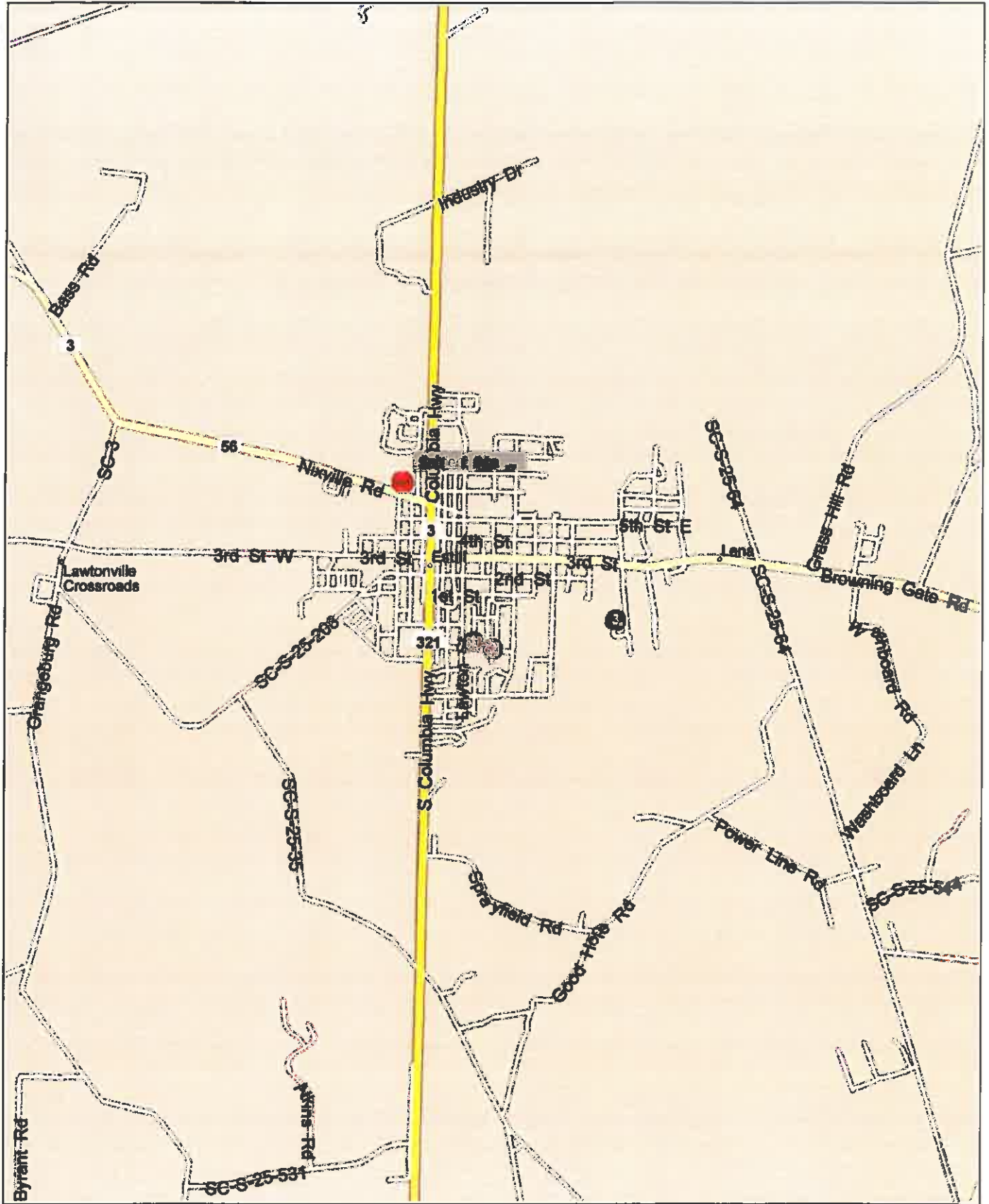
**PROJECT FEES AND COMMENTS**

Estill, South Carolina

March 2015

Apartment Project #	Project Name	Pets	Security	Application Fee	Comments
1	Fairwood Apartments		1 month		*Government Subsidized - HUD Section 8 - Family - Waiting list - 1 & 2 story
2	Estill Village		1 month		*Government Subsidized - HUD Section 8 - Family - Housing Authority - Waiting list - 1 & 2 story
3	Seagrove Village		1 month		*Government Subsidized - HUD Section 202 - Senior & Disabled - LIHTC Property - Waiting list - 1 story

# Apartment Map



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**APARTMENT  
FIELD SURVEY**

**PHOTOGRAPHS  
(SELECTED)**



**NATIONAL LAND ADVISORY GROUP**

2404 East Main Street • Columbus, Ohio 43209  
Phone: 614.545.3900 • Fax: 614.545.4900



**#1 Fairwood  
Apartments**



**#2 Estill Village**



**#3 Seagrove Village**



## **VII. CONCLUSIONS**

### **A. INTRODUCTION**

These conclusions are based upon the income qualification standards of the South Carolina State Housing Finance and Development Authority's Low Income Tax Credit Program; economic and demographic statistics; area perception and growth; an analysis of supply and demand characteristics, absorption trends of residential construction; survey of the multi-family rental market in the Town of Estill, South Carolina. The tax credit program, for rental housing, is a function of household size and income limitations based on area median incomes. In addition, previous experience, based on analysis of existing rental housing developments, aided in identifying family trends which enabled us to develop support criteria for the recommendations.

### **B. MARKET SUMMARY**

The following is a summary of the demographic, economic and housing criteria that affect the level of support for the proposed tax credit family rental development.

Total households are an important housing indicator. The population of the Estill Primary Market Area was 7,246 in 2010. In 2014, the newly published population number is 6,803 a decrease of 6.1%. Population is expected to number 6,638 by 2017, decreasing 2.4% from 2014. The Estill PMA households numbered 2,613 in 2010. In 2014, households number 2,304, a decrease of 3.4%. Households are expected to number 2,249 by 2017, decreasing 2.4% by 2014.

In the Estill Primary Market Area, family households (under the age of 55) decreased 8.5% for renter households and 17.2% for owner households from 2010 to 2014. Between 2014 and 2017, family renter households (under the age of 55) are projected to decrease 4.1%, while the owner households are estimated to decrease 5.7%.

In the Estill Primary Market Area, senior households (ages 55 to 61) increased 16.3% for renter households and 4.1% for owner households from 2010 to 2014. Between 2014 and 2017, senior renter households (ages 55 to 61) are projected to decrease 5.3%, while the owner households are estimated to decrease 5.6%.

In the Estill Primary Market Area, senior households (ages 62 years and older) increased 7.0% for renter households and 20.0% for owner households from 2010 to 2014. Between 2014 and 2017, senior renter households (age 62 years and older) are projected to increase 2.5%, while the owner households are estimated to increase 4.3%.

The median per household income in the Estill Primary Market Area is \$38,459 in 2014 and is projected to increase to \$40,399 in 2017.

Employment in Hampton County decreased 1.7%, from 6,975 in 2004 to 6,859 in 2013. In recent years, the employment levels in Hampton County and the Town of Estill has been stable, around the 6,900 number, which is an attribute for today's economy. Total overall employment in 2014 has increased slightly in the Hampton County area. The employment base of Hampton County is dominated by the following industries or categories: public administrative, retail and manufacturing as reflected by the area's largest employers.

At the end of 2013, the unemployment rate of Hampton County was 10.3%, somewhat lower than previous year of analysis. Between 2010 and 2013, the unemployment rate has ranged from 10.3% to 14.1%. The unemployment rate for Hampton County has typically been higher than the state average. The unemployment rate is estimated to decrease for 2014.

Estill has always been a center for manufacturing, government, education and agricultural operations; this is especially true within the immediate subject site area. The area's larger employers consist of: Department of Justice/Federal Correctional Institute, Elliot Sawmilling Company, LeCreuset of America and Hampton County School District. Additionally, the Estill employment base has had some recent employment reductions; however one company has gone through changes in 2014 resulting in a loss of 200 jobs. The proximity to the employment base of Savannah, Hilton Head and Hampton is a big advantage for the area. The Estill area is currently poised for expansion at any of the area's industrial parks, some in the immediate site area.

Of the six area counties, Hampton County ranks third in the percentage of persons employed outside their county of residence, 40.6%. This somewhat higher percentage can be contributed to the accessibility and proximity of solid and diverse employment opportunities offered in the greater area, including Savannah, Georgia. Additionally, because of the strong bases of several employment sections in these areas, any increase or decrease in the immediate employment center would have limited effect on mobility patterns of residents within this market area. The accessibility to other employment areas can help maintain Estill as a viable housing option and alternative.

Housing activity has been active, but minimal in Hampton County in the ten year period surveyed, however with some growth in multi-family market and in the single-family markets. The Town of Estill (unincorporated area of Hampton County) has had minimal activity. Over the past ten years, the overall housing units authorized in the unincorporated area of Hampton County have had an average of 24.1 per year. Over the past ten years, the overall housing units authorized in Hampton County have averaged 24.1 units per year, averaging 1.0 for multi-family units and 23.1 for single-family units per year. However, within recent years, construction has been weighted heavily towards single-family permits again, with a three year average of 1.3 for multi-family permits and 8.0 for single-family permits for Hampton County.

In 2010, nearly one-third (35.4%) of the total housing units in Estill were rental units, offering an established base of rental units. The reported vacancy rate was 10.2% for all the rental units. In Hampton County, multi-family units represented 25.0% of all the housing units in 2010. The reported vacancy rate was 11.3%, again for all rental unit types. The median number of occupants in renter-occupied living units in Estill was 2.77 in 2010, somewhat higher than the 2.55 for renter-occupied units only in Hampton County.

The 2010 Census reports a total of 340 specified renter-occupied housing units in the Town of Estill and 1,759 in Hampton County. The median rent in 2010 for the Town of Estill was \$527, somewhat lower than Hampton County at \$580. All rents in the Town of Estill ranged from less than \$100 to less than \$900. The largest percentage of units was in the \$500 - \$649 range, representing 47.9% of the units.

Median gross rents in both the Town of Estill and Hampton County are estimated to increase approximately 61.7% and 58.9% in 2010.

At the time of this study, in the Estill market area, a comparable survey of family LIHTC, government subsidized and market-rate units was conducted in the market area. There are no market-rate units in the area. There is one low income housing tax credit (LIHTC) senior development with 25-units that was surveyed, however all of the units have additional subsidies associated with the units. An additional 92 government subsidized development units in two developments with a non-existent vacancy rate, were located and surveyed in the Estill market area. Vacancies for the LIHTC/government subsidized units are also non-existent. When vacancies are available, it is due to natural turnover in the market area. Reviewing the LIHTC units, the market still appears limited by supply rather than demand.

The Estill government subsidized apartment base contains a disproportionate ratio of one-bedroom units in the market area. Within these one-bedroom units, the vacancy rate is non-existent.

It should be noted that the Estill rental market has been experiencing no apartment growth in the past several years. Between 2008 and 2014, there have been no LIHTC or market-rate units added to the Estill rental market. The Estill area has several smaller sized developments. Management indicated that the vacancies, when existing, are somewhat seasonal and typically being higher in the fall/winter season.

Median rents are not available due to the lack of market-rate product in the Estill market area.

Under the SCSHFDA guidelines, one development has received LIHTC allocations in the Estill area since 1998. This one development is for senior housing. However, some seniors are reported within the other government developments. The development offers 50% and 60% rents of AMI's. All of the development units have additional government subsidies under a HUD program. Overall, the one senior development contains 25 LIHTC units, of which none are vacant or a 100.0% occupancy rate.

In a review of comparable properties and rent adjustments in the Estill PMA, it was noted that there are no family developments in the immediate area that would be the most comparable to the product. Therefore developments outside the immediate area (secondary market) were reviewed. Market areas, nearby Estill were surveyed, but the lack of market-rate housing was again very evident. When an extended area was reviewed, approximately a 30 – 35 minute drive in different directions, several communities had comparable bedroom types in properties, including Hampton, Waltersboro, Ridgeland and Hardeeville.

There are four family developments are market-rate, with a potential to attract the proposed market segment associated to the product and tenant base. All of these developments are market-rate family developments with market segment associated to the product and tenant base. As noted, within the four competitive developments, a total of 714-units exist with 11 vacant units or an overall 97.9% occupancy rate.

It should be noted that the average of the achievable comparable net two-bedroom unit is \$846, somewhat higher than the adjusted proposed \$450-\$485 (50% & 60% AMI) average net rent. The proposed two-bedroom rent represents 53.2%-57.3% of the average comparable two-bedroom rent in the market area. It should be noted that the average of the achievable comparable net three-bedroom unit is \$1,060, somewhat higher than the adjusted proposed \$530-\$570 (50% & 60% AMI) average net rent. The proposed three-bedroom rent represents 50.0%-53.8% of the average comparable three-bedroom rent in the market area. When reviewing the comparable developments, the proposed rents are within the appropriate rent differentials. Therefore, based on the current existing rental market, the proposed development would be a value in the market area.

In a review of the government subsidized rental units in the immediate market area, it was noted that vacancies are non-existent. An interview with the SC County Housing Authority #3 office, which services the Hampton County area, indicated that they have over 36 families (elderly and family) under the Section 8 Certificate and Voucher program for the overall area. Additionally, there are over 18 individuals on a closed waiting list.

As in previous experiences with local housing authorities, it is expected that additional support for the proposed development could be generated from these prospective tenants, as well as the tenants currently on area developments waiting lists.

**C. TAX CREDIT PROGRAM INCOME QUALIFICATIONS**

The Town of Estill/Hampton County support for the Low Income Tax Credit Housing Program units is based upon the household size and the appropriate income limits supported by a proposed base rent. However, rent restrictions are based on the number of bedrooms per unit rather than the actual family size as follows:

<u>BEDROOM PER UNIT</u>	<u>PERSONS PER BEDROOM (BASIS)</u>
STUDIO	1.0
ONE-BEDROOM	1.5
TWO-BEDROOM	3.0
THREE-BEDROOM	4.5
FOUR-BEDROOM	6.0

The development, in order to be a qualified tax credit rental project, must meet the needs of one of the following occupancy and rent restrictions:

- ◆ At least 20.0% of the rental units must be reserved for tenants at 50.0% or less of the area median income adjusted for family size or
- ◆ At least 40.0% of the rental units must be reserved for tenants at 60.0% or less of the area median income adjusted for family size or
- ◆ Deep Rent skewing option.

Based on the United States Department of Housing and Urban Development estimates, the median income for the Estill, South Carolina (Hampton County) area, the following is a distribution by person, of the maximum allowable income and rent available under 50% and 60% program (non-metro), proposed for this development:



**50% AND 60% PROGRAM OPTION  
MAXIMUM INCOME/RENT LEVEL**

	<b>50%</b>	<b>60%</b>
<b>ONE-PERSON</b>	\$18,950	\$22,740
<b>TWO-PERSON</b>	\$21,650	\$25,980
<b>THREE-PERSON</b>	\$24,350	\$29,220
<b>FOUR-PERSON</b>	\$27,050	\$32,460
<b>FIVE-PERSON</b>	\$29,200	\$35,040
<b>SIX-PERSON</b>	\$31,400	\$37,680

The following is the adjusted annual income range specified appropriate by the tax credit 50% and 60% program for low to moderate-income family households for the Estill PMA. The income range is calculated using the SCSHFDA guidelines and the proposed gross rents by unit type, **excluding any income overlap on the overall range**. The following is a summary of **renter-occupied** households in the PMA of the proposed site within this income range for 2014:

<b>Family Households Estill, South Carolina PMA</b>					
	<b>Income Range</b>	<b>Persons</b>	<b>2014 Renter- Occupied</b>	<b>2017 Renter- Occupied</b>	<b>Change 13-16</b>
<b>50%</b>	\$20,229-\$25,315	1 – 5	92	91	(1)
<b>60%</b>	\$25,316-\$35,040	1 – 5	152	139	(13)
<b>Overall</b>	\$20,315-\$35,040	1 – 5	244	230	(14)

Overall (excluding any overlap of income ranges), the adjusted annual income range specified appropriate by the tax credit program for low to moderate-income households is \$20,229 (lower end of one-person household moderate-income) to \$35,040 (five-person household moderate-income) for the Estill Primary Market Area. In 2014, there are 244 households in the Estill Primary Market Area of the proposed site was within this income range.

The following chart is derived by following the tax credit program's guidelines for calculating gross and net rents, by the number of bedrooms in each rental unit, for the Estill, South Carolina area:

TYPE OF UNIT	AMI	GROSS RENT PER MONTH	UTILITY COST	NET RENT
TWO-BEDROOM	50%	\$608	\$140	\$468
	60%	\$730	\$140	\$590

TYPE OF UNIT	AMI	GROSS RENT PER MONTH	UTILITY COST	NET RENT
THREE-BEDROOM	50%	\$703	\$172	\$531
	60%	\$843	\$172	\$671

These rents are the maximum allowable gross rents for the LIHTC Program. It should be noted that utility calculations are estimates provided by the local housing agency and developer, and are based on the current statistics available for one and two story units with similar utility rates.

#### D. DEMAND ANALYSIS

The following demand estimates are based on any applicable income restrictions and requirements set forth by the South Carolina State Housing Finance and Development Authority, current households, proposed households, turnover ratios of units in the market area and the percent of renter qualified households within the Primary Market Area. Additionally, when needed, previous experiences and/or proprietary research completed by our organization was used in the calculation of appropriate Primary Market Area demand analysis percentages.

The projected number of new rental households is the difference of household growth in the Primary Market Area from 2014 to the estimated 2017 households statistics as follows: 230 (2017) – 244 (2014) = (14) total households.

PRIMARY MARKET AREA DEMAND  
FROM EXISTING AND PROJECTED HOUSEHOLDS:

	50%	60%	Overall
New Projected HH (2014-2017)	(1)	(13)	(14)
<b>Demand of Projected Renter HH (2014-2017)</b>	<b>(1)</b>	<b>(13)</b>	<b>(14)</b>
Total Qualified Rental HH	92	152	244
Rent Overburdened Households (%)	42.1%	42.1%	42.1%
<b>Total Qualified Renter HH</b>	<b>39</b>	<b>64</b>	<b>103</b>
Total Qualified Rental HH	92	152	244
Substandard Housing (%)	4.5%	4.5%	4.5%
<b>Total Qualified Renter HH</b>	<b>4</b>	<b>7</b>	<b>11</b>
<i>Estimated Annual Demand</i>	<b>42</b>	<b>58</b>	<b>100</b>
<i>Supply</i> (comparable, u/c or proposed units)	0	0	0
<i>Net Demand</i>	<b>42</b>	<b>58</b>	<b>100</b>

The rent burden is estimated from the analysis of Table 21 - Distribution of Gross Rent of Household Income. We take a conservation approach and use the number of the Town of Estill only, not the Primary Market Area, which typically would be higher (noted by the Hampton County) statistic. Additionally, substandard housing is combination of the previous analysis acceptability, the housing quality on Table 22 and the type of housing on Table 19.

Because of the many factors required in the Demand and Affordability Analyses the information is combined from several sources throughout the entire analysis, followed-up by Section IX - Market Study Terminology.

Based on the above analysis for 2014, the annual net demand for the 50% and 60% median income households in the Primary Market Area is estimated at 42 and 58 units per year, respectively. Within the above analysis for 2014, the annual net demand for the overall development based on the median income households in the Primary Market Area is estimated at 100 units per year.

The Estill Primary Market Area penetration factor for tax credit units is based on the number of renter households in the appropriate income ranges supporting the proposed rents. The capture rate factor, calculated by dividing the number of proposed units within a specific program and the number of net demand of households in the appropriate income ranges.

<b>Bedroom &amp; % AMI</b>	<b>Total Demand</b>	<b>Supply</b>		<b>Net Demand</b>	<b>Proposed Units</b>	<b>Capture Rate</b>
		<b>Existing</b>	<b>Pipeline</b>			
<b>Two-Bedroom</b>						
50%	32	-	-	32	3	9.4%
60%	44	-	-	44	18	40.9%
<b>Three-Bedroom</b>						
50%	10	-	-	10	3	30.0%
60%	14	-	-	14	4	28.6%
<b>Overall</b>	<b>100</b>	<b>-</b>	<b>-</b>	<b>100</b>	<b>28</b>	<b>28.0%</b>

\* Excluding any overlap of incomes.

**Penetration Factor:** Proposed & Existing LIHTC Units/Age & Income Qualified

$$28 + 0 / 244 = 11.5\%$$

Within these competitive rent ranges, the market can support the proposed 28-unit tax credit development for family occupancy under the 50% and 60% programs. In 2014, based on the proposed and competitive product in the Estill market area, the proposed 28-unit family development of LIHTC units represents an overall 28.0% capture rate within the market area. When including any surveyed existing family LIHTC units (including the additional subsidies) within the Estill PMA, the penetration factor is 11.5%.

All of these calculations are appropriate capture and penetration factors, especially with the factor of the development being new construction. Combined with sensitivity to market rents and a quality construction, these renter households' percentages represent a good base of appropriate income family households. Because of the regional nature of the subject site area and the proposed product and targeted market, the actual market area could be larger than the proposed Primary Market Area.

**E. RECOMMENDATIONS**

This study has established that a market exists for the new construction of a 28-unit family rental housing project, to be developed within the criteria set forth by the South Carolina State Housing Finance and Development Authority's Low Income Housing Tax Credit Program.

With the proposed plans to develop 6-units (21.4%) available to households with incomes at or below the 50% of the area income and 22-units (78.6%) available to households with incomes at or below the 60% of the area income, the subject site located in the Town of Estill, South Carolina is proposed as follows:

	<u><b>UNIT BY TYPE AND BEDROOM</b></u>	
<b>BEDROOM</b>	<b>TWO</b>	<b>THREE</b>
<b>BATHROOMS</b>	1.75	2.0
<b>NUMBER OF UNITS</b>		
50%	3	3
60%	18	4
<b>SQUARE FEET (approx.)</b>	950	1,100
<b>GROSS RENT</b>	\$590-\$625	\$702-\$742
<b>UTILITY ALLOWANCE *</b>	\$140	\$172
<b>NET RENT</b>	\$450-\$485	\$530-\$570

\* estimated by developer and local housing agency

The proposed new development will be a two-story development for family occupancy. The development will be located on approximately 4.67 acres. The proposed 28-unit family development is estimated to begin construction in the Spring 2016, to be completed in the Spring 2017. Pre-leasing will start two months prior to opening. The development consists of 28-units in 5 two-story buildings. Parking, for a total of 65 surface spaces will be in the adjacent open spaces within the development.

Each unit in the proposed new construction and would contain energy star appliances, including a self-cleaning range, refrigerator, dishwasher, disposal, microwave, air conditioning, carpeting, blinds, ceiling fans, extra storage, patio, washer/dryer hook-ups and one and three-quarters or two full bathrooms. Additionally, the units will have a Range Queen extinguishing system be pre-wired for high speed internet.

Project amenities associated with a family-orientated development are important to the success of the proposed facility, including: on-site rental management office, community room with kitchen, computer room, security and a park setting. The units will include the following utilities: electric, water/sewer services and trash removal. The tenants will be responsible for electric; however a utility allowance of \$140 for a two-bedroom unit and \$172 for a three-bedroom unit is estimated. The units will be cable-ready.

The development will maintain a consistent and effective landscaping plan throughout the site, especially maintaining a good front door image. From a marketing point of view, it would be beneficial if the proposed sites would be able to use some natural settings, if possible, to develop an environment within this development. The Town of Estill area apartment developments have not done a good job in creating a complete development theme or environment.

The development and unit plans were reviewed. The proposed rental units are appropriate for the Estill market area. The unit and project amenities are adequate for the targeted family market, while the unit styles, specifically the design and square footage, will positively influence the absorption, offering a flexibility of living style for family occupants. Additional upgrades will be made to the exterior and landscaping. Additionally, extensive landscaping should take place between any other existing developments, when appropriate.

Because of the high percentage of family units, a strong marketing plan and development layout should focus on family needs. The area has excellent accessibility to the entire area, as well as having good visibility. Because of the existing apartment and rental base located in the Town of Estill area and specifically the subject site, this rental base will help create a synergism effect of established renters. Because of the good accessibility to major arteries in the Town of Estill area, detail should be given to marketing the development and the procedure for transportation routes to the proposed site. Superior signage and advertising will be an advantage, because of the amount of traffic associated with the proposed site.

Additionally, the proposed net rents need to be viewed as competitive or a value within the Estill rental market area in order to achieve an appropriate market penetration. The proposed gross rents are within the guidelines established for the low-income tax credit program as summarized as below:

<b>Two-Bedroom</b>					
<b>AMI</b>	<b>Proposed Gross Rent</b>	<b>Max. LIHTC Gross Rent</b>	<b>Median Market Rent*</b>	<b>Achievable Rent*</b>	<b>Fair Market Rent (FMR)</b>
<b>50%</b>	\$590	\$608	n/a	\$986	\$608
	<b>Percent (%)</b>	97.0%		59.8%	97.0%
<b>60%</b>	\$625	\$730	n/a	\$986	\$608
	<b>Percent (%)</b>	85.6%		63.4%	102.8%
<b>Three-Bedroom</b>					
<b>AMI</b>	<b>Proposed Gross Rent</b>	<b>Max. LIHTC Gross Rent</b>	<b>Median Market Rent*</b>	<b>Achievable Rent*</b>	<b>Fair Market Rent (FMR)</b>
<b>50%</b>	\$702	\$703	n/a	\$1,232	\$765
	<b>Percent (%)</b>	99.9%		57.0%	91.8%
<b>60%</b>	\$742	\$843	n/a	\$1,232	\$765
	<b>Percent (%)</b>	88.0%		60.2%	97.0%

Based on the current rental market conditions, and the proposed gross rent of \$590-\$625 for a two-bedroom unit and \$702-\$742 for a three-bedroom unit, combined with a development of quality construction, the proposed development will be perceived as a value in the Estill market area. Additionally, the non-existent percentage of median market rent and achievable rent is low, combined with minimal market-rate and LIHTC product in the market area, the proposed LIHTC development will be an added rental value. We anticipate that a good portion (85.0%) of the support for the units will be generated from the existing rental base.

The step-up opportunity for tenants in the Town of Estill area secondary rental market, based on the proposed net rent for a two-bedroom and three-bedroom is minimal, as the proposed rents are in the lower quartile of the market area rents. However, and more importantly, there is a good base of units at net rents higher than the proposed net rents of the development.

The design features, specifically the style and square footage, will create a potential product value in the rental market. More specifically, the area competition is not as much as a concern, because of the lack of quality units in the area. Additionally, previous experiences of rental developments in the Town of Estill area indicate that the two-bedroom and three-bedroom proposed rents are in line with the alternative rental markets. Therefore, the proposed rents are targeted properly for not only immediate step-up opportunities, but market acceptability.

The absorption potential for tenants in the Estill rental market, based on the proposed net rent is excellent. Additionally, in the past, newer product in the Estill area has had positive acceptability and absorption patterns, with a product at a higher market rent. The proposed 28-unit family rental development should create a strong pre-leasing activity program to have a successful initial rent-up period. Absorption, while traditionally viewed as a function of the market-rate housing market, must also consider the impact of income and household size criteria set forth by the tax credit competitive rental developments within the Estill market area.

The rental market in the Estill area has historically been more a function of demand rather than supply, thereby affecting absorption. Factors, other than the existing rental market that affect absorption, would include: demographic characteristics, employment opportunities, area growth and proposed product acceptability. The Estill market area has successfully absorbed on average



4 to 10 units per month at selected comparable developments. It is anticipated, because of the criteria set forth by the income and household size for units for the Low-Income Tax Credit Program, the depth of the market demand for units, assumption of new product, as well as the design associated with this product, absorption is expected to be equal to the area average of 4 to 6 units per month, resulting in a 4.7 to 7.0 month absorption period for the 28-unit LIHTC development. The absorption rate may be higher in the initial months of rent-up.

## VIII. COMPANY PROFILE

### NATIONAL LAND ADVISORY GROUP

National Land Advisory Group is a multi-faceted corporation engaged in the market research and consulting of various real estate activities. National Land Advisory Group supplies consulting services to real estate and finance professionals and state housing agencies through conducting market feasibility studies. Areas of concentration include residential housing and commercial developments. Research activity has been conducted on a national basis.

The National Land Advisory Group has researched residential and commercial markets for growth potential and investment opportunities, prepared feasibility studies for conventional and assisted housing developments, and determined feasibility for both family and elderly facilities. Recent income-assisted housing analyses have been conducted for Low Income Housing Tax Credit (LIHTC) program, as well as developments associated with the Housing and Urban Development and Rural Housing Development Programs. The associates of National Land Advisory Group have performed market feasibility analyses for rental, condominium, and single-family subdivision developments, as well as, commercial, recreational, hotel/motel and industrial developments in numerous communities throughout the United States.

Additionally, National Land Advisory Group evaluates land acquisitions, specializing in helping developers capitalize on residential and commercial opportunities. National Land's investment methodology has resulted in the successful acquisition of numerous parcels of undeveloped land which are either completed or under development by an associated developer or client. National Land's acquisition task includes market research, formal development planning, working with professional planning consultants and local government planning officials.

An independent market analyst, Richard Barnett, President of National Land Advisory Group specializes in both the residential and commercial sectors. Combining over twenty years of professional experience in the housing field with a degree in Real Estate and Urban Development from The Ohio State University, Mr. Barnett brings a wealth of information and insight into his analyses of housing markets. Between 1978 and 1987, Mr. Barnett served as a real estate consultant and market analyst, in the capacity of vice-president of a national real estate research firm. Since 1987, with the establishment of National Land Advisory Group, Mr. Barnett has been associated with hundreds of market studies for housing and commercial developments throughout the United States.

Richard Barnett of the National Land Advisory Group was a charter member of the National Council of Housing Market Analysts, as well as members or speakers of the Multi-Family World Conference, Ohio Housing Capital Corporation's Annual Housing Conference, Ohio Housing Council, Ohio Housing Finance Agency's Advisory Committee, Council of Rural Housing and Development and the National Housing Rehabilitation Association. Mr. Barnett is also a graduate of the Wexner Heritage Foundation Leadership Program.

Recently, real estate market analysis studies have been completed in the following states:

Alabama	Arkansas	California	Colorado
Florida	Georgia	Idaho	Illinois
Indiana	Iowa	Kentucky	Louisiana
Michigan	Minnesota	Mississippi	Missouri
Nebraska	Nevada	New Jersey	New Mexico
New York	North Carolina	Ohio	Pennsylvania
South Carolina	Tennessee	Texas	Utah
Virginia	Washington DC	West Virginia	Wisconsin

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## IX. MARKET STUDY INDEX

### NCHMA Market Study Index

Members of the National Council of Housing Market Analysts provide the following checklist referencing various components necessary to conduct a comprehensive market study for rental housing built with low income housing tax credits. By completing the following checklist, the NCHMA Analyst certifies that he or she has performed all necessary work to support the conclusions included within the comprehensive market study. Components reported in the market study are indicated by a page number.

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8. Date of construction/preliminary completion	VII – E
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12. Concise description of the site and adjacent parcels	III – A
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46. Derivation of Achievable Restricted Rent	VI – E, VII – E
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48. Market strengths and weaknesses impacting project	VII
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51. Absorption projection with issues impacting performance	VII – E
52. Discussion of risks or other mitigating circumstances impacting project	II
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**Exhibit S-2**  
**Primary Market Area**  
**Analysis Summary**

### 2015 EXHIBIT S – 2 SCSHFDA PRIMARY MARKET AREA ANALYSIS SUMMARY:

Development Name:	Parrish Greene	Total # Units: 28
Location:	Estill, Hampton County	# LIHTC Units: 28
PMA Boundary:	See Section III-B	
Development Type:	<input checked="" type="checkbox"/> Family <input type="checkbox"/> Older Persons	Farthest Boundary Distance to Subject: 14 miles

#### RENTAL HOUSING STOCK (found on page \_\_\_)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	3	117	0	100.0%
Market-Rate Housing	-			%
Assisted/Subsidized Housing not to include LIHTC	2	92	0	100.0%
<b>LIHTC (All that are stabilized)*</b>	<b>1</b>	<b>25</b>	<b>0</b>	<b>100.0%</b>
Stabilized Comps**	4	714	15	97.9%
Non-stabilized Comps	-			%

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

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

Subject Development					Adjusted Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
3	2	1.75	950	\$450	\$846	\$.81	46.8%	\$1190	\$.99
18	2	1.75	950	\$485	\$846	\$.81	42.7%	\$1190	\$.99
3	3	2.0	1050	\$530	\$1060	\$.80	50.0%	\$1550	\$1.04
4	3	2.0	1050	\$570	\$1060	\$.80	46.2%	\$1550	\$1.04
				\$	\$	\$	%	\$	\$
<b>Gross Potential Rent Monthly*</b>				<b>\$13,950</b>	<b>\$25,186</b>		<b>44.6%</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 IV)

	2000		2014		2017	
Renter Households	760	29.1%	643	27.9%	624	27.7%
Income-Qualified Renter HHs (LIHTC)	221	29.1%	244	37.9%	230	36.8%
Income-Qualified Renter HHs (MR)	(if applicable)	%		%		%

#### TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page VII-D)

Type of Demand	50%	60%	Market-rate	Other: __	Other: __	Overall
Renter Household Growth	(1)	(13)				(14)
Existing Households (Overburd + Substand)	43	71				114
Homeowner conversion (Seniors)						
Other:						
Less Comparable/Competitive Supply	0	0				0
<b>Net Income-qualified Renter HHs</b>	<b>42</b>	<b>58</b>				<b>100</b>

#### CAPTURE RATES (found on page VII-D)

Targeted Population	50%	60%	Market-rate	Other: __	Other: __	Overall
Capture Rate	14.2%	37.9%				28.0%

#### ABSORPTION RATE (found on page VII-E)

Absorption Period 4.7-7.0 months

**Exhibit S-2**  
**Rent Calculation**  
**Worksheet**



2015 S-2 RENT CALCULATION WORKSHEET

# Units	Bedroom Type	Proposed Tenant Paid Rent	Gross Proposed Tenant Rent by Bedroom Type	Adjusted Market Rent	Gross Adjusted Market Rent by Bedroom Type	Tax Credit Gross Rent Advantage
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
	0 BR		\$0		\$0	
	1 BR		\$0		\$0	
	1 BR		\$0		\$0	
	1 BR		\$0		\$0	
3	2 BR	\$450	\$1,350	\$846	\$2,538	
18	2 BR	\$485	\$8,730	\$846	\$15,228	
	2 BR		\$0		\$0	
3	3 BR	\$530	\$1,590	\$1,060	\$3,180	
4	3 BR	\$570	\$2,280	\$1,060	\$4,240	
	3 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
	4 BR		\$0		\$0	
<b>Totals</b>	<b>28</b>		<b>\$13,950</b>		<b>\$25,186</b>	<b>44.61%</b>

✓ The proposed market advantage is **44.61%**.

**c) Overall Occupancy Rate**

The overall existing vacancy rate for stabilized LIHTC developments is less than 10.0%.

✓ The LIHTC vacancy rate in the market area is estimated at **0.0%**.

**d) Absorption/Lease Up Periods**

Estimated lease-up time for the project is less than one year.

✓ The estimated absorption period for the proposed development is **4.7 – 7.0 months**.