

Market Feasibility Analysis

Broad River Village Phase I
State Route 170 and Ashton Overlook Drive
Port Royal, Beaufort County, South Carolina 29906

Prepared For

Mr. Anthony Gary
Village Capital Corporation/Pedcor Housing Corporation
770 Third Avenue Southwest
Carmel, Indiana 46032

Effective Date

January 29, 2020

Job Reference Number

20-116 JW



155 E. Columbus Street, Suite 220
Pickerington, Ohio 43147
Phone: (614) 833-9300
Bowennational.com

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

Development Name:	Broad River Village Phase I	Total # Units: 160
Location:	State Route 170 & Ashton Overlook Drive, Port Royal, SC 29906 (Beaufort County)	# LIHTC Units: 160
PMA Boundary:	Bay Pines Road, Shanklin Road and Beaufort River to the north; Beaufort River to the east, Battery Creek to the south; and Broad River to the west.	
Development Type:	X Family Older Persons	Farthest Boundary Distance to Subject: 6.3 miles

RENTAL HOUSING STOCK (found on page H-14 and Add. A-3)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	32	2,460	93	96.2%
Market-Rate Housing	19 [^]	1,613	93	94.2%
Assisted/Subsidized Housing not to include LIHTC	5 [^]	232	0	100.0%
LIHTC (All that are stabilized)*	10[^]	615	0	100.0%
Stabilized Comps**	5	299	0	100.0%
Non-stabilized Comps	0	-	-	-

* 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.

[^]Includes mixed-income properties.

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
24	Studio	1.0	578	\$766	\$995	\$1.72	23.02%	\$1,097	\$1.50
48	One-Br.	1.0	814	\$809	\$1,260	\$1.55	35.79%	\$1,320	\$1.70
48	Two-Br.	2.0	1,110	\$970	\$1,440	\$1.30	32.64%	\$1,554	\$1.36
40	Three-Br.	2.0	1,301	\$1,104	\$1,495	\$1.15	26.15%	\$1,531	\$1.12
Gross Potential Rent Monthly*				\$147,936	\$213,280		30.64%		

*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 F-4 & G-4)

	2011	2019		2022	
Renter Households		6,296	43.3%	6,564	42.8%
Income-Qualified Renter HHs (LIHTC)		2,144	14.7%	2,198	14.3%
Income-Qualified Renter HHs (MR)		N/A	N/A	N/A	N/A

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page G-4)

Type of Demand	50%	60%	Market-rate	Other: __	Other: __	Overall
Renter Household Growth	-	54	-	-	-	54
Existing Households (Overburd + Substand)	-	836	-	-	-	836
Homeowner conversion (Seniors)	-	-	-	-	-	-
Other:	-	-	-	-	-	-
Less Comparable/Competitive Supply	-	0	-	-	-	0
Net Income-qualified Renter HHs	-	890	-	-	-	890

CAPTURE RATES (found on page G-4)

Targeted Population	50%	60%	Market-rate	Other: __	Other: __	Overall
Capture Rate	-	18.0%	-	-	-	18.0%

ABSORPTION RATE (found on page G-6)

Absorption Period: 12 months

2019 S-2 RENT CALCULATION WORKSHEET

# Units	Bedroom Type	Proposed Tenant Paid Rent	Gross Proposed Tenant Rent	Adjusted Market Rent	Gross Adjusted Market Rent	Tax Credit Gross Rent Advantage	
24	0 BR	\$766	\$18,384	\$995	\$23,880	[REDACTED]	
	0 BR		\$0		\$0		
	0 BR		\$0		\$0		
48	1 BR	\$809	\$38,832	\$1,260	\$60,480		
	1 BR		\$0		\$0		
	1 BR		\$0		\$0		
48	2 BR	\$970	\$46,560	\$1,440	\$69,120		
	2 BR		\$0		\$0		
	2 BR		\$0		\$0		
40	3 BR	\$1,104	\$44,160	\$1,495	\$59,800		
	3 BR		\$0		\$0		
	3 BR		\$0		\$0		
	4 BR		\$0		\$0		
	4 BR		\$0		\$0		
	4 BR		\$0		\$0		
Totals	160	[REDACTED]	\$147,936	[REDACTED]	\$213,280		30.64%

B. Project Description

Project Name:	Broad River Village Phase I
Location:	State Route 170 & Ashton Overlook Drive, Port Royal, SC 29906 (Beaufort County)
Census Tract:	5.02
Target Market:	Family
Construction Type:	New Construction
Funding Source:	4% Tax-Exempt Bond

The subject project involves the new construction of the 160-unit Broad River Village Phase I rental community at State Route 170 and Ashton Overlook Drive in Port Royal, South Carolina. The project will target general-occupancy (family) households earning up to 60% of Area Median Household Income (AMHI) under the 4% Tax-Exempt Bond program. None of the units within the subject development will receive project-based rental assistance. The proposed project is expected to be complete in late 2022. Additional details of the subject development are summarized as follows:

Proposed Unit Configuration						Program Rents			
Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Collected Rent	Utility Allowance	Gross Rent	Max. Allowable LIHTC Gross Rent
24	Studio	1.0	Garden	578	60%	\$766	\$67	\$833	\$834
48	One-Br.	1.0	Garden	814	60%	\$809	\$77	\$886	\$894
48	Two-Br.	2.0	Garden	1,110	60%	\$970	\$101	\$1,071	\$1,072
40	Three-Br.	2.0	Garden	1,301	60%	\$1,104	\$123	\$1,227	\$1,239
160	Total								

Source: Village Capital Corporation and Pedcor Housing Corporation
AMHI – Area Median Household Income (Beaufort County, SC HUD Metro FMR Area; 2019)

Building/Site Information	
Residential Buildings:	One (1) two-story and seven (7) three-story buildings
Building Style:	Walk-up
Community Buildings:	1 stand-alone with 4,500 sq. ft.
Acres:	~22.0

Construction Timeline	
Original Year Built:	Not Applicable
Construction Start:	Late 2020
Begin Preleasing:	Mid 2021
Construction End:	Late 2022

Unit Amenities		
• Electric Range	• Microwave	• Carpet & Composite Flooring
• Refrigerator	• In-Unit Washer/Dryer Hookups	• Window Blinds
• Garbage Disposal	• Central Air Conditioning	• Walk-In Closet
• Dishwasher	• Patio/Balcony with Storage Closet	• Ceiling Fans

Community Amenities

- | | | |
|--------------------------------|----------------------------------|------------------------------------|
| • Bike Racks/Storage | • Computer Center | • Copy/Print/Fax |
| • Laundry Room | • On-Site Management | • Lake/Pond |
| • Cabana | • Common Patio | • Clubhouse |
| • Conference room | • Community Room | • Community Kitchen |
| • Gazebo | • Basketball Court | • Bocce Ball Court |
| • Firepit | • Fitness Center | • Picnic Area with Grills |
| • Hiking/Walking Trail | • Sports Court | • Playground |
| • Security Cameras (Clubhouse) | • Detached Garages (\$120/month) | • Surface Parking Lot (320 Spaces) |

Utility Responsibility

	Heat	Hot Water	Cooking	General Electric	Cold Water	Sewer	Trash
Paid By	Tenant	Tenant	Tenant	Tenant	Landlord	Landlord	Landlord
Source	Electric	Electric	Electric				

FLOOR AND SITE PLAN REVIEW:

Floor plans were provided for the subject project for review at the time this report was prepared. Based on these plans and additional information provided by the developer, the subject property is anticipated to offer a total of 160 units comprised of studio through three-bedroom garden-style units located within one (1) two-story and seven (7) three-story walk-up style buildings. The subject units will range in size from 578 to 1,301 square feet and will offer relatively open floor plans. Each unit will also feature a patio/balcony area and a dedicated laundry area with washer/dryer hookups. The subject's two- and three-bedroom units will include two (2.0) full bathrooms, while the studio and one-bedroom units will include one (1.0) full bathroom.

The subject development will be constructed on an approximate 22.0-acre parcel which in addition to the residential buildings, will also include one non-residential community building. This community building will be approximately 4,500 square feet in size and will feature but not be limited to an on-site management office, community space/clubhouse, computer center and fitness center. The subject property will also offer various outdoor community amenities such as a playground, basketball court, hiking/walking trail, and picnic area. Surface parking will be provided throughout the property, as well as additional detached garage parking spaces available to the tenants for an optional monthly fee of \$120.

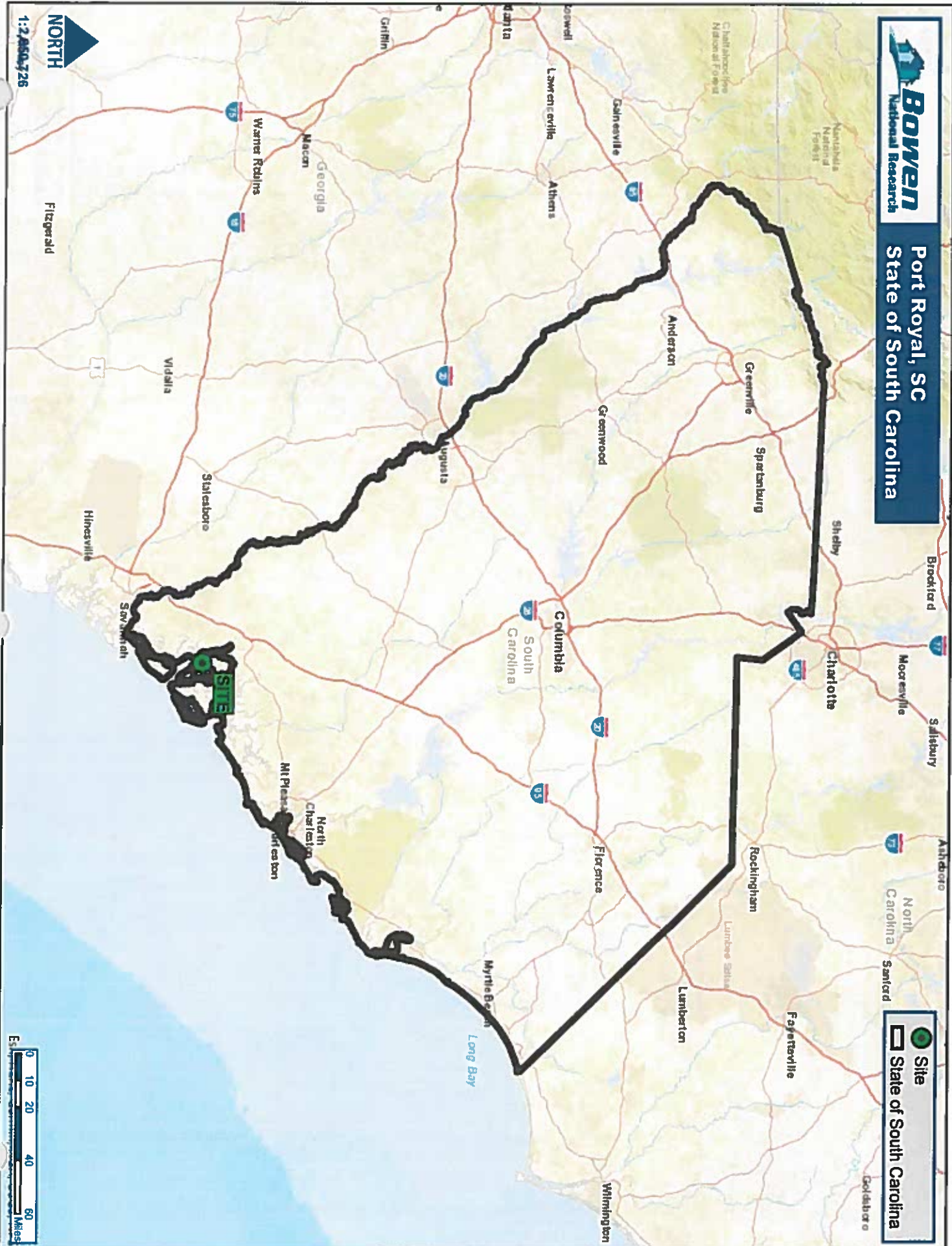
Overall, the subject property appears to be marketable in terms of overall design. Nonetheless, we have conducted an in-depth comparable/competitive analysis included in *Section H* to better determine the overall marketability and competitive position of the subject property within the Port Royal market.

A state map, an area map and a site neighborhood map are on the following pages.

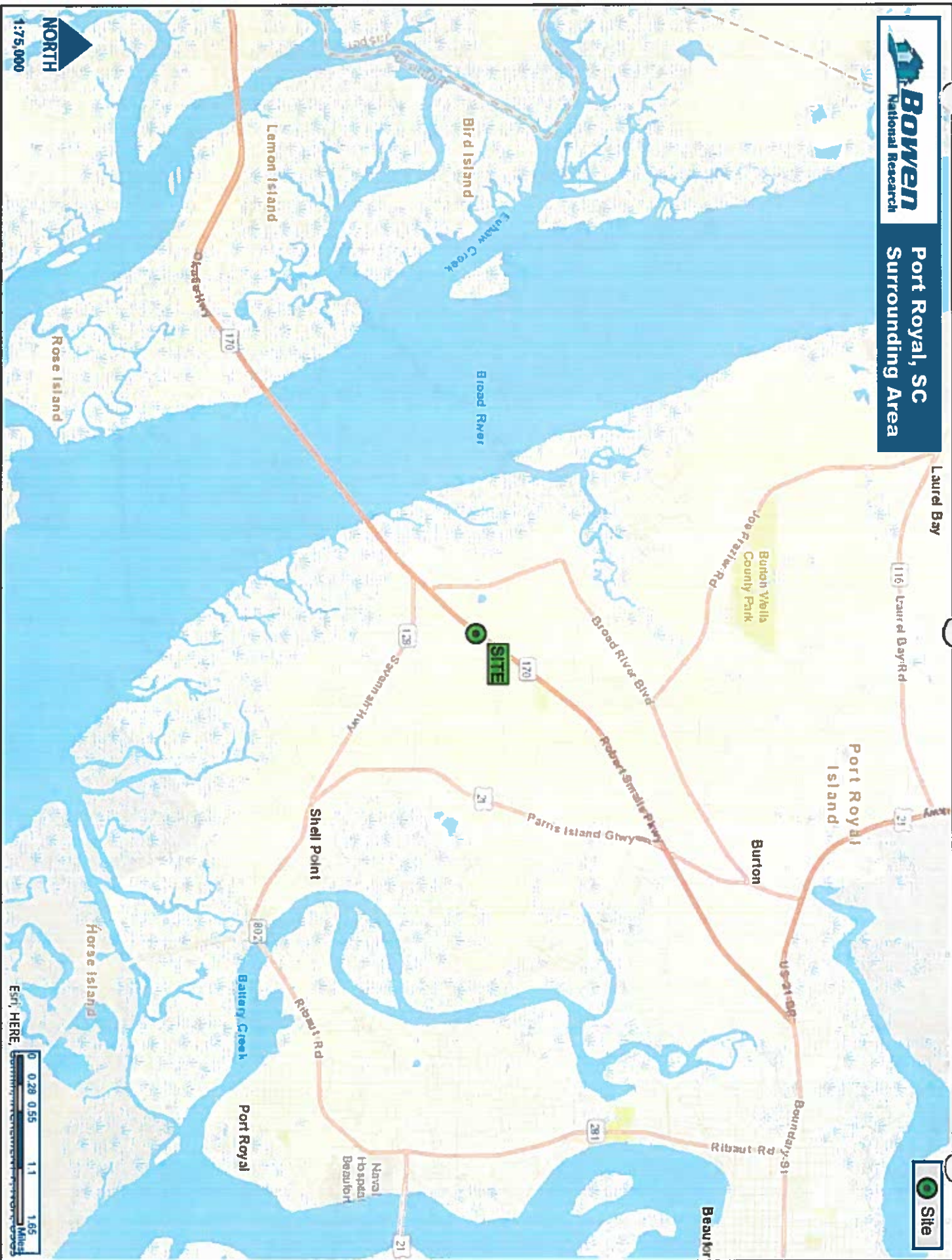


Port Royal, SC State of South Carolina

- Site
- State of South Carolina



NORTH
1:2,850,326



1:75,000



ESRI, HERE

C. Site Description and Evaluation

1. SITE INSPECTION DATE

Bowen National Research personally inspected the subject site during the week of January 20, 2020. The following is a summary of our site evaluation, including an analysis of the site's proximity to community services.

2. SITE DESCRIPTION AND SURROUNDING LAND USES

The subject site consists of wooded land situated south of the intersection of State Route 170 and Ashton Overlook Drive in Port Royal, South Carolina. Located within Beaufort County, Port Royal is approximately 30.0 miles northeast of Savannah, Georgia and approximately 55.0 miles southwest of Charleston, South Carolina. Following is a description of surrounding land uses:

North -	The northern boundary is defined by Abberly Pointe (Map ID 2), a market-rate rental property in excellent condition. State Route 170, a moderately traveled arterial roadway, is located farther north of the site. Wooded land and scattered single-family homes extend north.
East -	The eastern boundary is defined by wooded land, which extends east to Castle Rock Road, a lightly traveled roadway. The Beaufort-Jasper Water and Sewer Authority and wooded land extend farther east of the site.
South -	The southern site boundary is defined by wooded land, which extends south to State Route 128, a moderately traveled arterial roadway. PARC at Broad River (Map ID 19), a multifamily market-rate property in excellent condition and wooded land extend farther south of the site.
West -	The western boundary is defined by State Route 170, a furniture/mattress store and offices for the Beaufort Vocational Rehabilitation center. Wooded land extends west to Broad River Boulevard, followed by multifamily and single-family residential structures extending to the Habersham/Euhaw Creek waterway.

The site is situated within a partially established and primarily residential portion of Port Royal comprised of multifamily homes and single-family homes in good to excellent condition, and wooded land. As such, the new construction subject site is expected to fit well with the surrounding land uses and they should contribute to its marketability.

3. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

The site is served by the community services detailed in the following table:

Community Services	Name	Driving Distance From Site (Miles)
Major Highways	State Route 170	0.1 West
	State Route 128	0.8 South
Public Bus Stop	Palmetto Breeze	On-Site
Major Employers/ Employment Centers	Beaufort County School District	1.8 North
	Beaufort Memorial Hospital	7.0 East
Convenience Store	Circle K	0.8 Southwest
	Shop N Go	2.3 East
	Express Mart	2.4 Southeast
Grocery	Walmart	2.4 Northeast
	Gff Asian Grocery	3.4 Northeast
	Bi-Lo	3.4 Southeast
Discount Department Store	Dollar Tree	2.3 Northeast
	Walmart	2.4 Northeast
	Dollar General	2.4 Southeast
	Dollar Tree	3.4 Northeast
Shopping Center/Mall	Cross Creek Shopping Center	2.4 Northeast
Schools:		
Elementary	Broad River Elementary School	1.6 North
Middle/Junior High	Robert Smalls Middle School	2.1 Northeast
High	Battery Creek High School	2.6 Northeast
Hospital	AFC Urgent Care	2.6 Northeast
	Beaufort Memorial Hospital	7.0 East
Police	Beaufort County Sheriff's Department	5.8 Northeast
Fire	Beaufort/Port Royal Fire Department	1.0 Northeast
Post Office	U.S. Post Office	4.4 Northeast
Bank	Woodforest National Bank	2.4 Northeast
	CPM Federal Credit Union	3.7 Southeast
	Regions Bank	4.0 Northeast
Recreational Facilities	Beaufort County Recreation Center	2.9 North
Gas Station	Circle K	0.8 Southwest
	Shop N Go	2.3 East
	Express Mart	2.4 Southeast
Pharmacy	Walmart Pharmacy	2.4 Northeast
	Walgreens	4.5 Northeast
Restaurant	Los Hermanos	0.5 Northeast
	Roadhouse Ribs	1.3 Southwest
	Sonic Drive-In	2.3 Northeast
	Ruby Tuesday	2.3 Northeast
Day Care	Alpha Christian Child Development Center	1.0 South
	Discovery Place Childcare	2.0 Southeast
	Creative Beginnings	2.1 Southeast
Park	Burton Wells Park	2.8 North
Church	Calvary Baptist Church	1.2 South
	Healing Waters Wesleyan	1.7 Northeast
	Third Macedonia Baptist	1.8 North

As the preceding illustrates, several area services such as dining, banking, shopping, and schools, as well as various other basic community services are located within approximately 2.5 miles of the subject site. Most services are easily accessible given the site's proximity to State Route 170, which serves as a commercial corridor and arterial roadway within the area and borders the site to the west. Many services are located at Cross Creek shopping center, which includes various restaurants, retailers and a Walmart.

Public safety services are provided by the Beaufort County Sheriff's Department and Beaufort/Port Royal Fire Department, which are located 5.8 miles and 1.0 mile northeast of the site, respectively. The nearest full-service hospital is the Beaufort Memorial Hospital, which is located 7.0 miles east of the site, however, AFC Urgent Care is an urgent care medical center located 2.6 miles northeast of the site. Although a public bus stop is not located within walking distance of the subject site, Palmetto Breeze offers a call-ahead public transportation service throughout the area through reservations must be made in advance. Overall, the subject project's proximity to area community services is expected to contribute to the marketability of the site.

4. SITE PHOTOGRAPHS

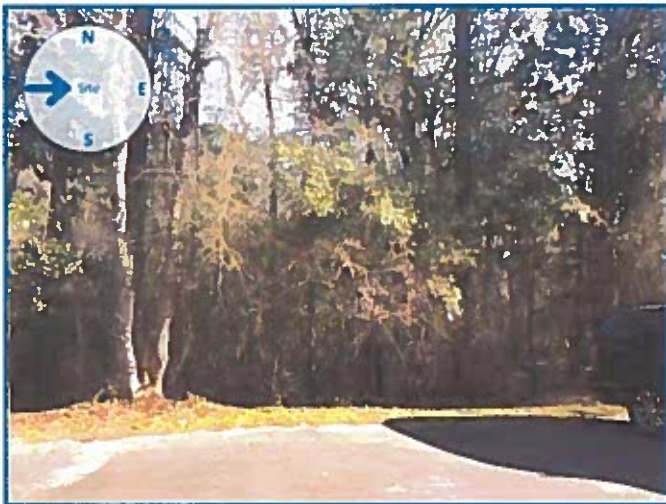
Photographs of the subject site and surrounding land uses are on the following pages.



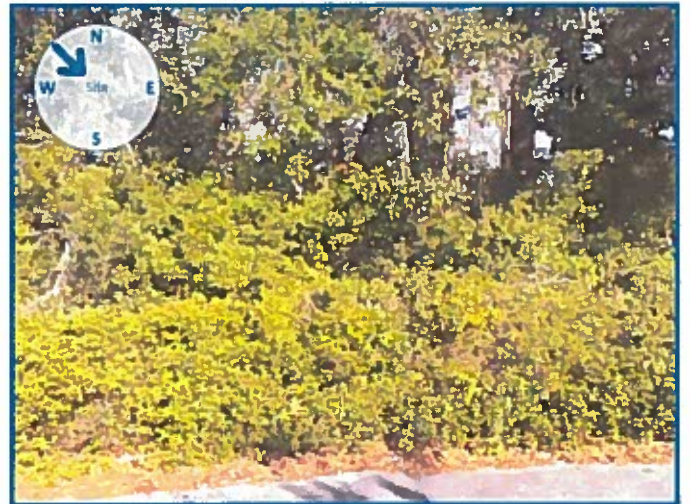
View of site from the north



View of site from the northeast



View of site from the west



View of site from the northwest



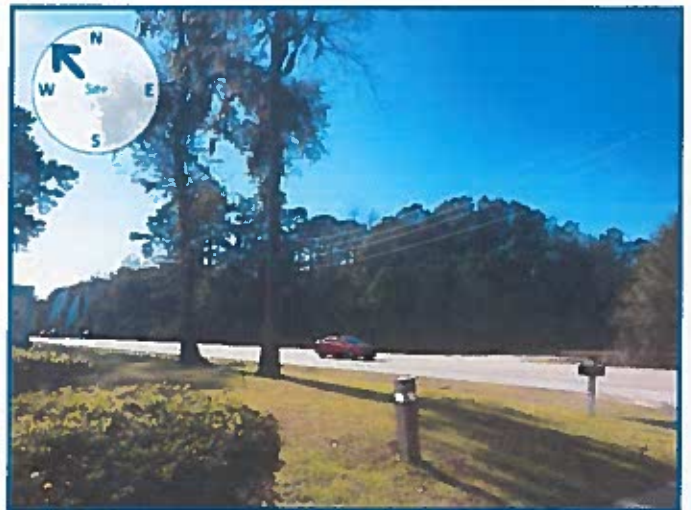
North view from site



Northeast view from site



West view from site



Northwest view from site



Streetscape: Northeast view of State Route 170



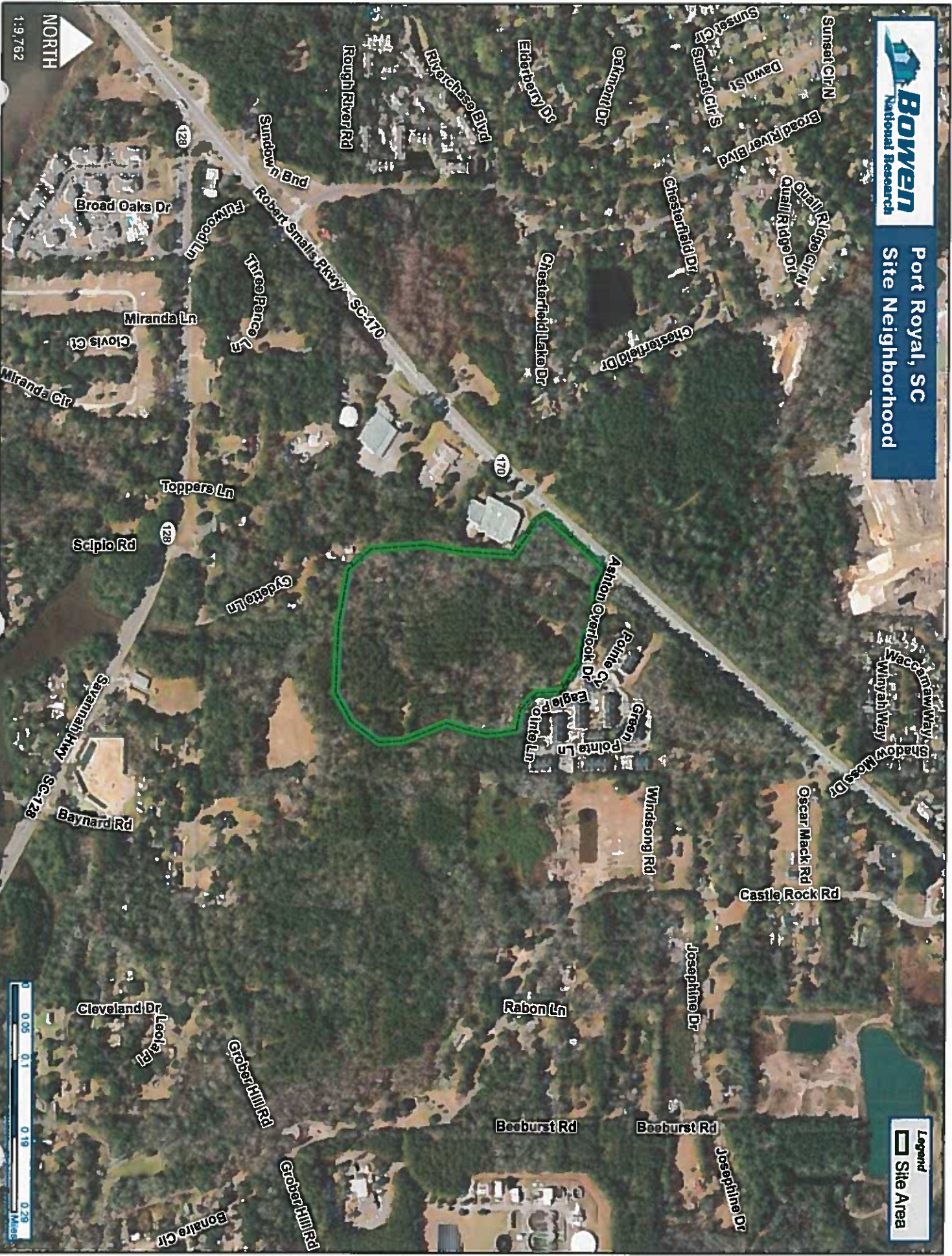
Streetscape: Southwest view of State Route 170

5. SITE AND COMMUNITY SERVICES MAPS

Maps of the subject site and relevant community services follow.

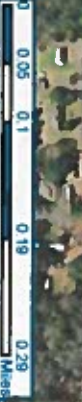


Port Royal, SC
Site Neighborhood



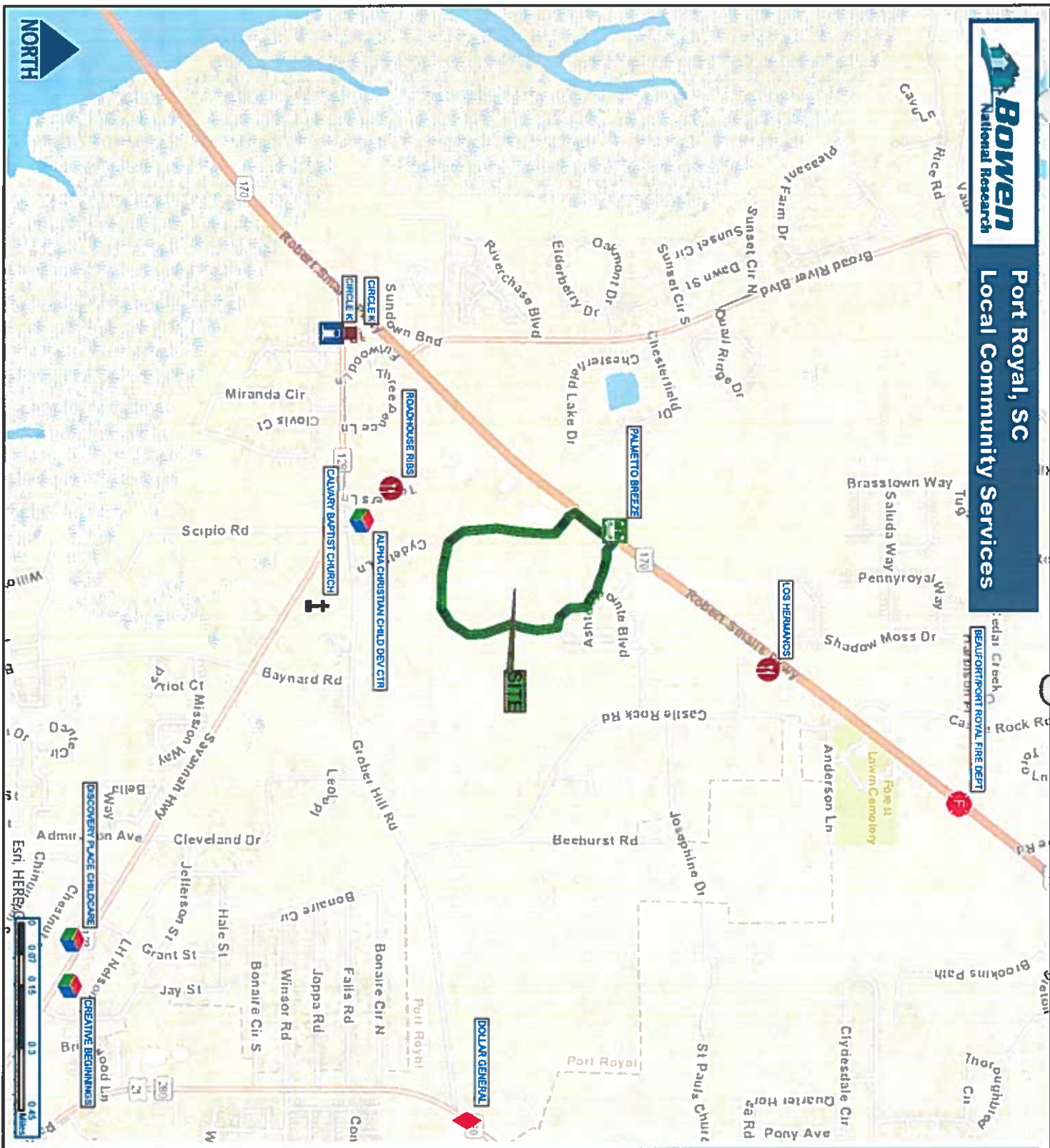
Legend
□ Site Area

1:9,762
NORTH





Port Royal, SC Local Community Services

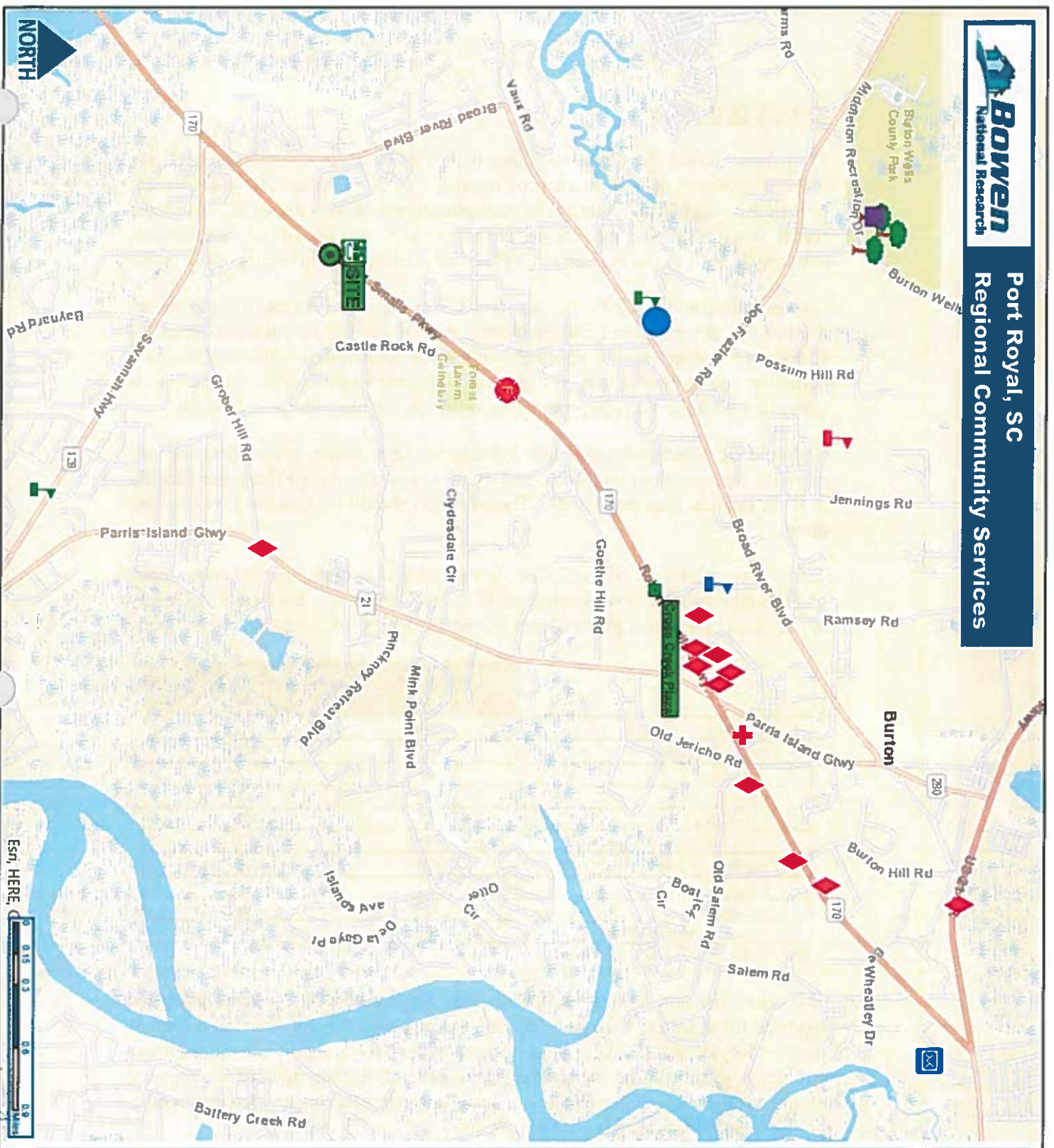


- Legend**
- Site Area
 - Child Care
 - Church
 - Convenience Store
 - Fire
 - Gas
 - Restaurant
 - Shopping
 - Transit

1:20,000



Port Royal, SC Regional Community Services



- Legend**
- Site
 - Elementary School
 - Fire
 - High School
 - Medical Center
 - Middle School
 - Park
 - Post Office
 - Recreation Center
 - Senior Services
 - Shopping
 - Transit
 - Employer: 1000-5000
 - Shopping Center
 - Gross Leasable Area < 500,000 sq. ft.

1:25,000

6. CRIME ISSUES

The primary source for Crime Risk data is the FBI Uniform Crime Report (UCR). The FBI collects data from each of roughly 16,000 separate law enforcement jurisdictions across the country and compiles this data into the UCR. The most recent update showed an overall coverage rate of 95% of all jurisdictions nationwide with a coverage rate of 97% of all jurisdictions in metropolitan areas.

Applied Geographic Solutions uses the UCR at the jurisdictional level to model each of the seven crime types at other levels of geography. Risk indexes are standardized based on the national average. A Risk Index value of 100 for a particular risk indicates that, for the area, the relative probability of the risk is consistent with the average probability of that risk across the United States.

It should be noted that aggregate indexes for total crime, personal crime and property crime are not weighted, and murder is no more significant statistically in these indexes than petty theft. Thus, caution should be exercised when using them.

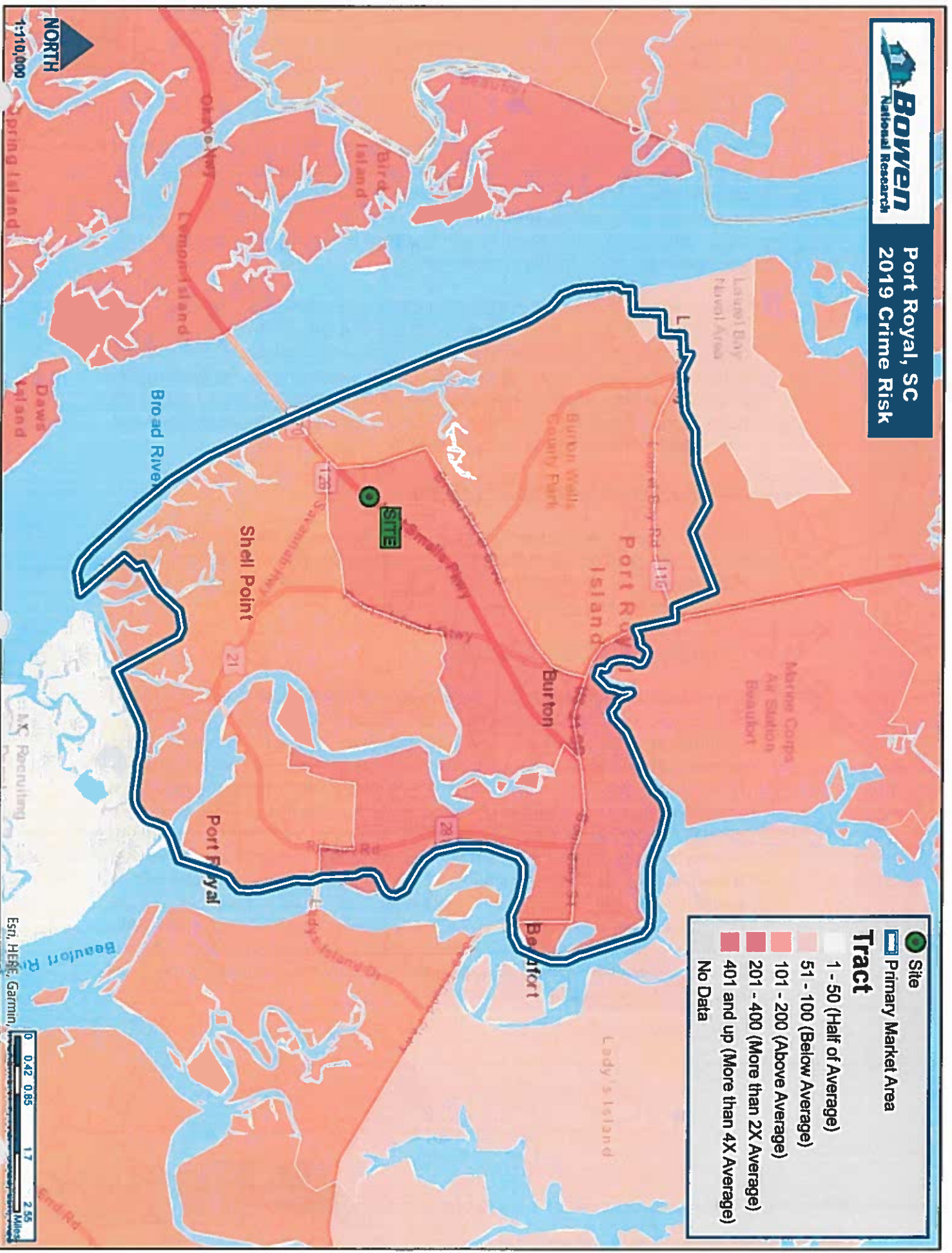
Total crime risk for the Site ZIP Code is 130, with an overall personal crime index of 119 and a property crime index of 131. Total crime risk for Beaufort County is 155, with indexes for personal and property crime of 145 and 157, respectively.

	Crime Risk Index	
	Site Zip Code	Beaufort County
Total Crime	130	155
Personal Crime	119	145
Murder	99	142
Rape	104	170
Robbery	55	76
Assault	150	171
Property Crime	131	157
Burglary	162	157
Larceny	125	162
Motor Vehicle Theft	107	113

Source: Applied Geographic Solutions

The crime risk index reported for the Site ZIP Code (130) is lower than that reported for Beaufort County (155) and is considered typical of an area such as the Port Royal market. The subject property will also feature on-site management and security cameras (at the clubhouse) which will further enhance the sense of security at the subject site. We do not anticipate crime having any adverse impact on the overall marketability of the property.

A map illustrating crime risk is on the following page.



Site

- Primary Market Area

Tract

- 1 - 50 (Half of Average)
- 51 - 100 (Below Average)
- 101 - 200 (Above Average)
- 201 - 400 (More than 2X Average)
- 401 and up (More than 4X Average)
- No Data

NORTH

1:110,000

Estn. HERE, Garmin



7. ACCESS AND VISIBILITY

The site will maintain frontage along State Route 170, a moderately-traveled arterial roadway. The site is expected to be clearly visible from this roadway, but proper signage is recommended at the site's vehicular access point to mitigate any potential obstructions caused by the surrounding wooded land. The moderate traffic patterns along this arterial roadway and clear views of the site will provide good passerby traffic for the proposed project.

The site will be accessed from State Route 170, a four-lane arterial roadway with a dedicated center turn lane. The presence of a turn lane on this aforementioned roadway allows for convenient ingress and egress of the subject site. In addition to being conveniently accessed, the subject site is also within proximity of arterial roadways, as State Route 170 and State Route 128 are easily accessed within 0.8 miles of the subject site. Overall visibility and access are considered good and are expected to contribute to the marketability of the site.

8. VISIBLE OR ENVIRONMENTAL ISSUES

There is a water treatment facility located 0.5 miles east of the site. This facility is not anticipated to have a negative impact on the proposed development's marketability, as no hazardous odors were observed at the subject site and wooded land buffers the site from this land use.

9. OVERALL SITE CONCLUSIONS

The subject site is situated within a partially established and primarily residential area of Port Royal and is expected to fit well with the surrounding land uses. Visibility of the subject site is good, as State Route 170, a moderately traveled arterial roadway, borders the site to the west and provides good passerby traffic. The dedicated center turn lane along this aforementioned roadway allows for convenient ingress and egress of the subject site. The site is close to dining, banking, shopping, and schools, as well as various other basic community services, many of which are located within approximately 2.5 miles and are easily accessible given the site's proximity to State Route 170. Proximity and ease of access to both State Route 170 and State Route 128 enhances access to both the subject site and many area services, as these arterial roadways are accessed within 0.8 miles of the subject site and provide convenient access throughout the area. Overall, we consider the site's location and proximity to community services to have a positive impact on its marketability.

D. Primary Market Area Delineation

The Primary Market Area (PMA) is the geographical area from which most of the support for the subject development is expected to originate. The Port Royal Site PMA was determined through interviews with area leasing and real estate agents, government officials, economic development representatives and the personal observations of our analysts. The personal observations of our analysts include physical and/or socioeconomic differences in the market and a demographic analysis of the area households and population.

The Port Royal Site PMA includes all, or portions of, Port Royal, Beaufort and Burton, as well as outlying portions of unincorporated areas of Beaufort County. The boundaries of the Site PMA generally consist of Bay Pines Road, Shanklin Road and Beaufort River to the north; Beaufort River to the east, Battery Creek to the south; and Broad River to the west. All boundaries of the Site PMA are generally within 6.3 miles from the site. The Site PMA includes all of, or portions of, the following Beaufort County Census Tracts:

2	3	5.01	5.02*
5.03	6	7	8

*Subject site location

Maria (last name not provided), Property Manager at Ashley Pointe (Map ID 3), confirmed the boundaries of the Site PMA stating that the majority of support for the subject project would likely originate from within the boundaries of the Site PMA, especially from renters currently living in Port Royal and Beaufort. Maria added that with the surrounding waterways in the area, it is unlikely that renters would relocate from areas outside of the Site PMA boundaries given the required drive time between these areas and the subject site area, caused by the area waterways.

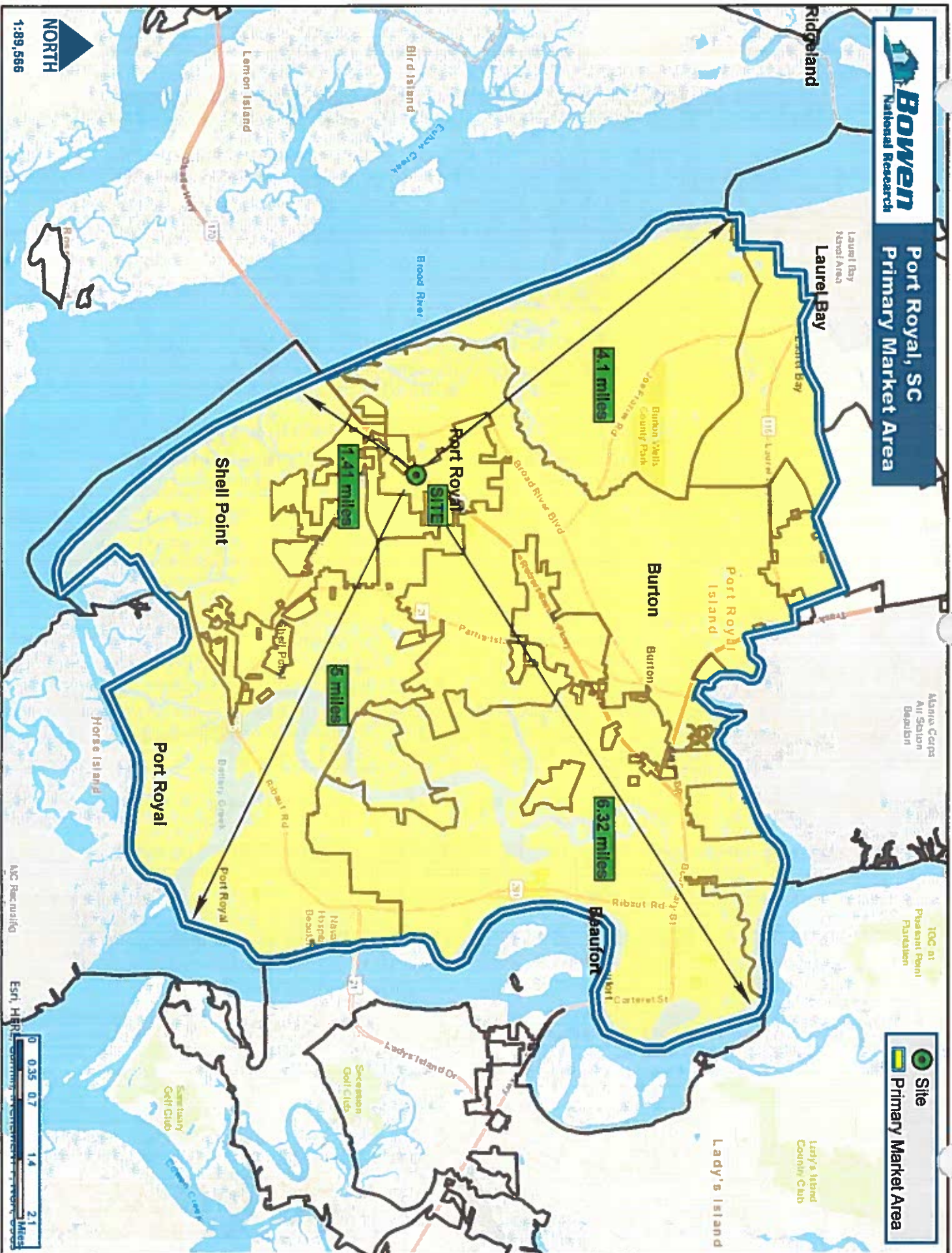
Ariel Chisolm, Public Housing Administrator at Beaufort Housing Authority, confirmed the boundaries of the Site PMA. Ms. Chisolm stated that the subject site would derive most support from low-income renters within Port Royal and Beaufort, adding that Ridgeland and Bluffton are likely too far away for low-income residents to relocate from, thus confirming the Site PMA.

We recognize a modest portion of support may originate from some of the outlying areas of the market; we have not, however, considered any secondary market area in this report.

A map delineating the boundaries of the Site PMA is included on the following page.



Port Royal, SC Primary Market Area



1:89,586

- Site
- Primary Market Area



MC Recreating

Enl. HER

E. Market Area Economy

1. EMPLOYMENT BY INDUSTRY

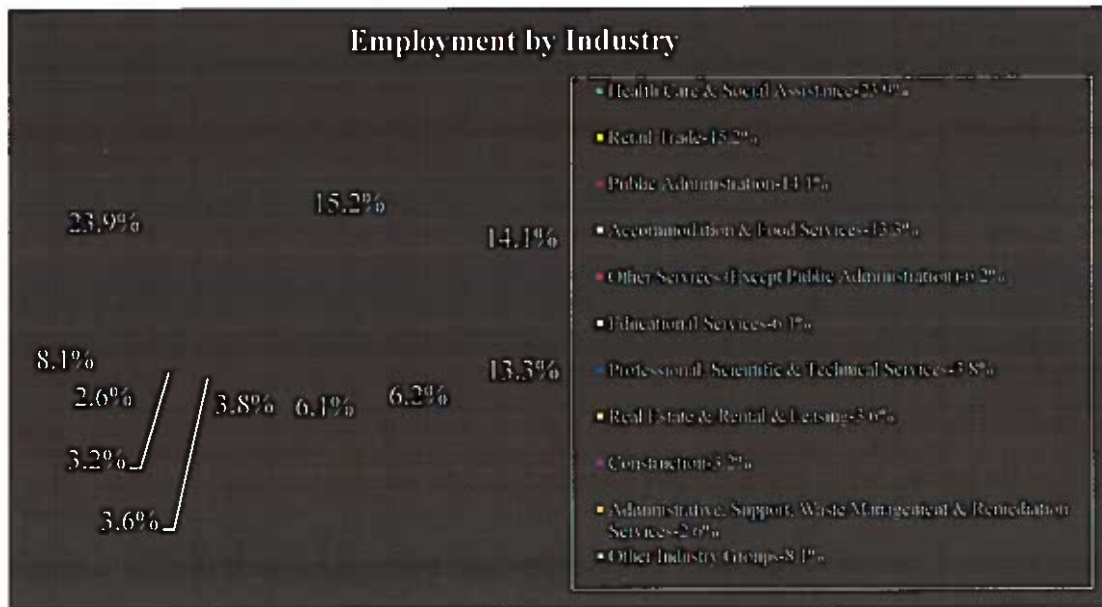
The labor force within the Port Royal Site PMA is based primarily in four sectors. Health Care & Social Assistance (which comprises 23.9%), Retail Trade, Public Administration and Accommodation & Food Services comprise nearly 66% of the Site PMA labor force. Employment in the Port Royal Site PMA, as of 2019, was distributed as follows:

NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	2	0.1%	5	0.0%	2.5
Mining	1	0.1%	2	0.0%	2.0
Utilities	0	0.0%	0	0.0%	0.0
Construction	92	5.8%	518	3.2%	5.6
Manufacturing	32	2.0%	153	0.9%	4.8
Wholesale Trade	29	1.8%	212	1.3%	7.3
Retail Trade	236	14.8%	2,478	15.2%	10.5
Transportation & Warehousing	18	1.1%	115	0.7%	6.4
Information	28	1.8%	186	1.1%	6.6
Finance & Insurance	65	4.1%	273	1.7%	4.2
Real Estate & Rental & Leasing	104	6.5%	588	3.6%	5.7
Professional, Scientific & Technical Services	146	9.1%	614	3.8%	4.2
Management of Companies & Enterprises	0	0.0%	0	0.0%	0.0
Administrative, Support, Waste Management & Remediation Services	54	3.4%	422	2.6%	7.8
Educational Services	30	1.9%	994	6.1%	33.1
Health Care & Social Assistance	170	10.6%	3,906	23.9%	23.0
Arts, Entertainment & Recreation	28	1.8%	328	2.0%	11.7
Accommodation & Food Services	127	8.0%	2,169	13.3%	17.1
Other Services (Except Public Administration)	237	14.8%	1,021	6.2%	4.3
Public Administration	121	7.6%	2,307	14.1%	19.1
Nonclassifiable	77	4.8%	49	0.3%	0.6
Total	1,597	100.0%	16,340	100.0%	10.2

*Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

E.P.E. - Average Employees Per Establishment

Note: Since this survey is conducted of establishments and not of residents, some employees may not live within the Site PMA. These employees, however, are included in our labor force calculations because their places of employment are located within the Site PMA.



2. LOW-INCOME EMPLOYMENT OPPORTUNITIES

Typical wages by job category for the Hilton Head Island-Bluffton-Beaufort Metropolitan Statistical Area (MSA) are compared with those of South Carolina in the following table:

Typical Wage by Occupation Type		
Occupation Type	Hilton Head Island-Bluffton-Beaufort MSA	South Carolina
Management Occupations	\$99,260	\$103,100
Business and Financial Occupations	\$62,380	\$64,640
Computer and Mathematical Occupations	\$76,330	\$74,030
Architecture and Engineering Occupations	\$65,270	\$79,960
Community and Social Service Occupations	\$47,660	\$43,170
Art, Design, Entertainment and Sports Medicine Occupations	\$51,990	\$48,550
Healthcare Practitioners and Technical Occupations	\$76,080	\$73,040
Healthcare Support Occupations	\$31,880	\$29,070
Protective Service Occupations	\$41,650	\$38,670
Food Preparation and Serving Related Occupations	\$23,050	\$21,910
Building and Grounds Cleaning and Maintenance Occupations	\$30,120	\$25,170
Personal Care and Service Occupations	\$26,100	\$24,210
Sales and Related Occupations	\$35,640	\$34,590
Office and Administrative Support Occupations	\$34,580	\$34,970
Construction and Extraction Occupations	\$39,850	\$41,220
Installation, Maintenance and Repair Occupations	\$41,530	\$44,730
Production Occupations	\$34,240	\$39,000
Transportation and Moving Occupations	\$32,980	\$33,870

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

Most annual blue-collar salaries range from \$23,050 to \$51,990 within the Hilton Head Island-Bluffton-Beaufort MSA. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$75,864. It is important to note that most occupational types within the Hilton Head Island-Bluffton-Beaufort MSA have typical wages which are similar to the state of South Carolina's typical wages. The proposed project will target households with incomes generally between \$28,000 and \$51,000. Thus, the area employment base appears to have a significant number of income-appropriate occupations from which the proposed subject project will be able to draw renter support.

3. AREA'S LARGEST EMPLOYERS

The ten largest employers within the Beaufort County area comprise a total of 21,787 employees and are summarized as follows:

Employer Name	Business Type	Total Employed
Department of Defense	Government	12,826
Beaufort County School District	Government	2,300
Beaufort Memorial Hospital	Medical	1,404
County of Beaufort	Government	1,324
SERG Restaurant Group	Service	764
Marine Corp Community Services	Government	750
Wal-Mart Associates Inc	Food Stores	750
Sea Pines Resort	Resort	622
Hilton Head Medical Center and Clinics	Medical	547
Marriot Vacation Club	Service	500
	Total	21,787

Source: Beaufort County Regional Chamber of Commerce 2016 (most current available)

Despite multiple attempts, we were unable to receive a response from area economic development representatives regarding the strength of the local economy and/or recent/ongoing economic development activity within the county. However, based on extensive online research conducted at the time of this analysis it was revealed that in 2019 Beaufort County had \$77.21 million in capital investments, created 507 new jobs and retained 144 jobs. The county also has three shovel-ready projects at the Beaufort Commerce Park.

Additionally, a new Mayor and Town Councilman were elected in November of 2019 for Port Royal and they have new visions to elevate the city's economic status in the area with plans to extend the Spanish Moss Trail and get users and other city stakeholders to fund the remaining sections of the biking and walking path. The plans have been to extend the trail south along the Battery Creek waterfront in Port Royal's Old Village. They also plan to find ways of encouraging development in select areas to increase the city's revenue. One area of focus will be the area along State Route 170 on the western edge of the town.

Focus will also be given to the Ribaut Road area. It is also of note that an unnamed developer has proposed to develop a hotel at the former Coca-Cola warehouse site.

The following are summaries of some additional notable/recent economic development activity/announcements within the county, based on the findings of our online research at the time of this report:

- A local craft beer brewer, Salt Marsh Brewing, located on 11th Street in Port Royal, is expanding with a \$4.5 million investment and plans to create 43 new jobs by November 2020.
- Parker's, a fuel and convenience store chain in the southeast, opened two new locations in spring of 2019, one in Port Royal and one on Lady's Island.
- Glass WRX SC, a company that works on renewable energy and advanced recycling technologies, announced in November 2019 that they are expanding and moving to the Beaufort Commerce Park. The expectation is to have the new site operational in the summer of 2020. They are investing more than \$15 million and will create 60 new jobs.
- Blue Sky Processing opened in Beaufort County in May of 2019. The company is a processor of hemp for multiple applications and invested over \$3 million and created 16 new jobs.
- A SpringHill Suites hotel is under construction at 2227 Boundary Street in Beaufort. The hotel will have 111 rooms and is expected to open in spring of 2020. Tru by Hilton with 92 rooms is also under construction and planned to open in mid-February 2020. Additionally, Home2 Suites with 107 rooms opened in early 2019.
- Geismar, a manufacturer and distributor of railway maintenance equipment, held its grand opening at 134 Parker Drive in Beaufort in October 2017. The company opened a new operations facility which created 50 new jobs by March 2019.
- In October 2017, Dust Solutions, a manufacturer of air purification systems for the industrial sector announced they will be building a facility in Commerce Park. They built a 12,000 to 15,000 square-foot manufacturing facility and hired over 20 employees in 2019.
- An existing manufacturer, Harris Pillow Supply, relocated in 2017 and expanded its pillow manufacturing business in Beaufort, which will create 22 new jobs by 2021. The expansion is a \$2.1 million investment.

WARN (layoff notices):

WARN Notices of large-scale layoffs/closures were reviewed on January 23, 2020, and according to South Carolina Works there have been no WARN Notices reported for Beaufort County over the past 18 months.

4. EMPLOYMENT TRENDS

The following tables were generated from the U.S. Department of Labor, Bureau of Labor Statistics and reflect employment trends of the county in which the site is located.

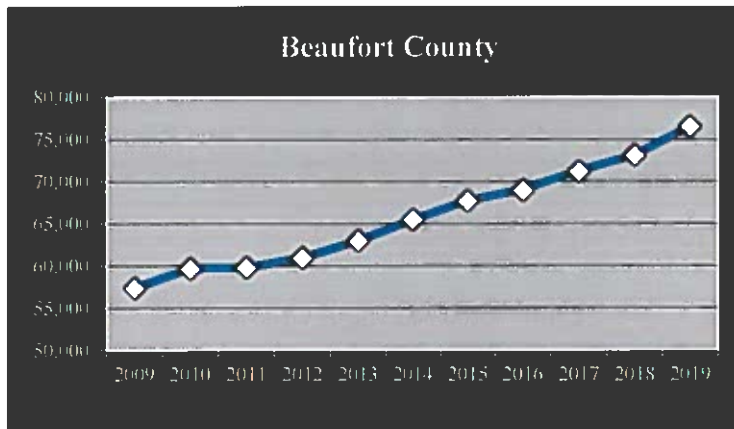
Excluding 2019, the employment base has increased by 11.6% over the past five years in Beaufort County, more than the South Carolina state increase of 7.9%. Total employment reflects the number of employed persons who live within the county.

The following illustrates the total employment base for Beaufort County, the state of South Carolina and the United States.

Year	Beaufort County		Total Employment South Carolina		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2009	57,398	-	1,910,670	-	140,696,560	-
2010	59,684	4.0%	1,915,045	0.2%	140,469,139	-0.2%
2011	59,777	0.2%	1,945,900	1.6%	141,791,255	0.9%
2012	60,939	1.9%	1,985,618	2.0%	143,621,634	1.3%
2013	62,946	3.3%	2,023,642	1.9%	145,017,562	1.0%
2014	65,463	4.0%	2,078,592	2.7%	147,313,048	1.6%
2015	67,680	3.4%	2,132,099	2.6%	149,564,649	1.5%
2016	68,957	1.9%	2,175,584	2.0%	151,965,225	1.6%
2017	71,174	3.2%	2,207,404	1.5%	154,271,036	1.5%
2018	73,082	2.7%	2,243,656	1.6%	156,328,502	1.3%
2019*	76,472	4.6%	2,306,293	2.8%	157,533,049	0.8%

Source: Department of Labor; Bureau of Labor Statistics

*Through November



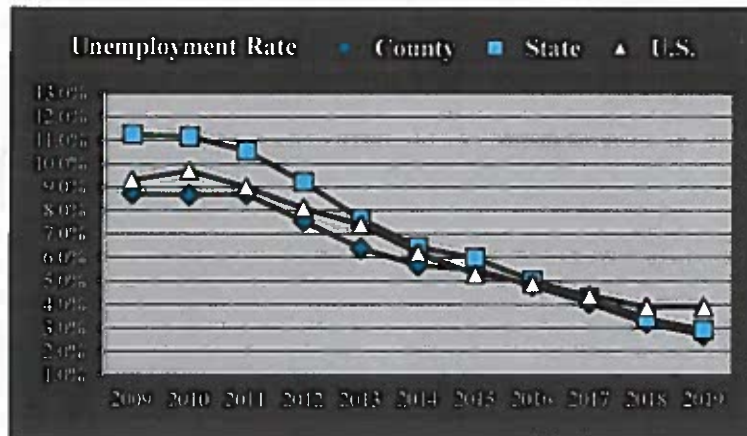
As the preceding illustrates, the Beaufort County employment base has steadily increased over the past ten-year period. Notably, the employment base has increased by more than 2.0% each of the past two years, and by nearly 5.0% through November of 2019. In total, more than 7,500 jobs have been added to the county employment base since 2016, an increase of nearly 11.0% during this time period. Employment growth within the county has outpaced that reported for the state of South Carolina each of the past three years.

Unemployment rates for Beaufort County, the state of South Carolina and the United States are illustrated as follows:

Year	Unemployment					
	Beaufort County		South Carolina		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2009	5,486	8.7%	242,075	11.3%	14,430,158	9.3%
2010	5,652	8.7%	240,623	11.2%	15,070,017	9.7%
2011	5,692	8.7%	229,623	10.6%	14,035,049	9.0%
2012	4,980	7.6%	201,260	9.2%	12,691,553	8.1%
2013	4,293	6.4%	167,326	7.6%	11,634,201	7.4%
2014	3,949	5.7%	143,753	6.5%	9,776,089	6.2%
2015	3,921	5.5%	135,450	6.0%	8,421,481	5.3%
2016	3,478	4.8%	114,978	5.0%	7,858,728	4.9%
2017	3,024	4.1%	98,617	4.3%	7,098,786	4.4%
2018	2,435	3.2%	79,553	3.4%	6,395,831	3.9%
2019*	2,133	2.7%	69,803	2.9%	6,310,591	3.9%

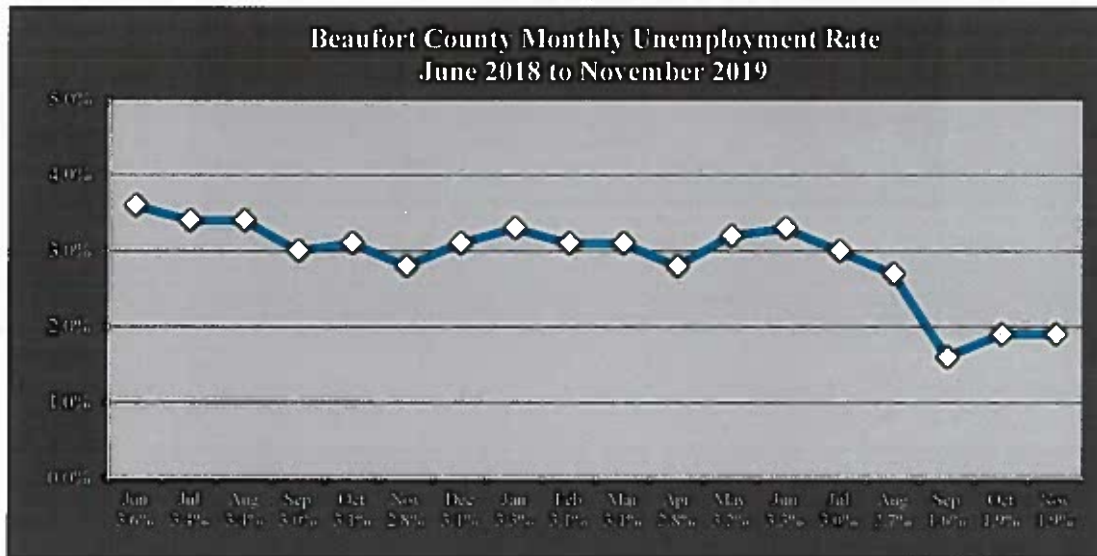
Source: Department of Labor; Bureau of Labor Statistics

*Through November



The unemployment rate in Beaufort County has declined each year since 2011 and by a total of six full percentage points between 2011 and November of 2019. It is also of note that the Beaufort County unemployment rate has been consistently below statewide averages over the past ten-year period. The most recent unemployment rate of 2.7% is considered very low and indicative of a strong overall economy.

The following table illustrates the monthly unemployment rate in Beaufort County for the most recent 18-month period for which data is currently available.



The monthly unemployment rate within the county has generally trended downward over the past 18-month period and reported at less than 2.0% between September and November of 2019.

In-place employment reflects the total number of jobs within the county regardless of the employee's county of residence. The following illustrates the total in-place employment base for Beaufort County.

In-Place Employment Beaufort County			
Year	Employment	Change	Percent Change
2009	58,272	-	-
2010	56,511	-1,761	-3.0%
2011	56,453	-58	-0.1%
2012	57,581	1,128	2.0%
2013	58,183	602	1.0%
2014	60,345	2,162	3.7%
2015	62,352	2,007	3.3%
2016	63,198	846	1.4%
2017	65,016	1,818	2.9%
2018	67,390	2,374	3.7%
2019*	68,269	879	1.3%

Source: Department of Labor, Bureau of Labor Statistics
 *Through June

Data for 2018, the most recent year that year-end figures are available, indicates in-place employment in Beaufort County to be 92.2% of the total Beaufort County employment. This means that Beaufort County has a good share of employed persons that both live and work within the county.

5. EMPLOYMENT CENTERS MAP

A map illustrating the location of the area's largest employers is included on the following page.



Port Royal, SC Major Employers



 Site

 Major Employers



1:207,441



Sources: Esri, HERE, Garmin, USGS, Jetstream, INCREMENT P, NRCan, Esri (Japan), M, T, Esri, China

6. COMMUTING PATTERNS

Based on the American Community Survey (2013-2017), the following is a distribution of commuting patterns for Site PMA workers age 16 and over:

Mode of Transportation	Workers Age 16+	
	Number	Percent
Drove Alone	13,810	82.8%
Carpooled	1,671	10.0%
Public Transit	59	0.4%
Walked	348	2.1%
Other Means	289	1.7%
Worked at Home	499	3.0%
Total	16,676	100.0%

Source: American Community Survey (2013-2017); ESRI; Urban Decision Group; Bowen National Research

Nearly 83% of all workers drove alone, 10.0% carpooled and only 0.4% used public transportation.

Typical travel times to work for the Site PMA residents are illustrated as follows:

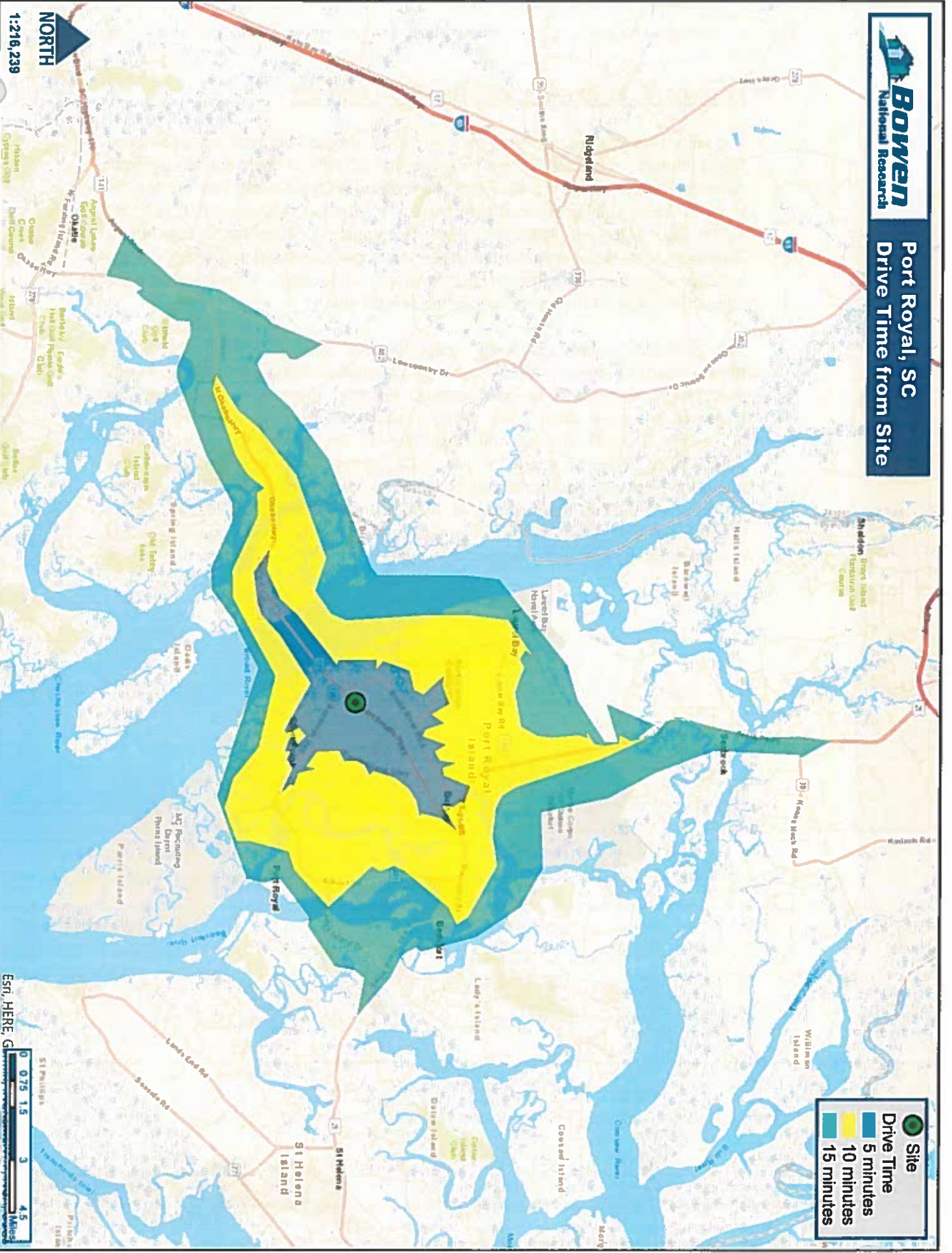
Travel Time	Workers Age 16+	
	Number	Percent
Less Than 15 Minutes	6,627	39.7%
15 to 29 Minutes	5,834	35.0%
30 to 44 Minutes	1,788	10.7%
45 to 59 Minutes	784	4.7%
60 or More Minutes	1,144	6.9%
Worked at Home	499	3.0%
Total	16,676	100.0%

Source: American Community Survey (2013-2017); ESRI; Urban Decision Group; Bowen National Research

The largest share of area commuters has typical travel times to work ranging from zero to 15 minutes. The subject site is within a 30-minute drive to most of the area's largest employers, which should contribute to the project's marketability. A drive-time map for the subject site is on the following page.



Port Royal, SC Drive Time from Site



Site

- Drive Time
- 5 minutes
- 10 minutes
- 15 minutes

NORTH

1:216,239



7. ECONOMIC FORECAST AND HOUSING IMPACT

The labor force within the Port Royal Site PMA is relatively well-balanced as no single industry segment represents more than 23.9% of the total labor force. Although the Health Care & Social Assistance industry comprises the largest share of the local labor force, it is important to point out that nearly half (42.6%) of the labor force within the Site PMA is comprised within the Retail, Public Administration, and Accommodation & Food Services industries. Typically, such industry segments offer lower-wage positions conducive to affordable housing alternatives such as that proposed for the subject site.

The Beaufort County economy is performing well and has experienced improvement in terms of both total employment and unemployment rate trends over much of the past ten-year period. Notably, the employment base has increased by more than 7,500 jobs, or nearly 11.0%, since 2016 (through November of 2019). The unemployment rate has declined by six full percentage points since 2011, to a rate of just 2.7% through November of 2019. The unemployment rate within the county has been consistently below the statewide average over the past ten-year period. Based on the preceding factors, we expect the Beaufort County economy will remain strong and continue to expand in terms of total employment for the foreseeable future.

F. Community Demographic Data

The following demographic data relates to the Site PMA. It is important to note that not all projections quoted in this section agree because of the variety of sources and rounding methods used. In most cases, the differences in the projections do not vary more than 1.0%.

1. POPULATION TRENDS

a. Total Population

The Site PMA population bases for 2000, 2010, 2019 (estimated) and 2022 (projected) are summarized as follows:

	Year			
	2000 (Census)	2010 (Census)	2019 (Estimated)	2022 (Projected)
Population	27,501	30,454	35,173	36,993
Population Change	-	2,953	4,719	1,820
Percent Change	-	10.7%	15.5%	5.2%

Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National Research

The Port Royal Site PMA population base increased by 2,953 between 2000 and 2010. This represents a 10.7% increase over the 2000 population, or an annual rate of 1.0%. Between 2010 and 2019, the population increased by 4,719, or 15.5%. It is projected that the population will increase by 1,820, or 5.2%, between 2019 and 2022.

Based on the 2010 Census, the population residing in group-quarters is represented by 2.0% of the Site PMA population, as demonstrated in the following table:

	Number	Percent
Population in Group Quarters	620	2.0%
Population not in Group Quarters	29,834	98.0%
Total Population	30,454	100.0%

Source: 2010 Census

b. Population by Age Group

The Site PMA population bases by age are summarized as follows:

Population by Age	2010 (Census)		2019 (Estimated)		2022 (Projected)		Change 2019-2022	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	8,244	27.1%	9,487	27.0%	10,158	27.5%	671	7.1%
20 to 24	2,773	9.1%	2,251	6.4%	2,385	6.4%	134	5.9%
25 to 34	4,759	15.6%	5,761	16.4%	5,508	14.9%	-253	-4.4%
35 to 44	3,421	11.2%	4,439	12.6%	5,097	13.8%	658	14.8%
45 to 54	3,874	12.7%	3,606	10.3%	3,755	10.1%	149	4.1%
55 to 64	3,589	11.8%	4,058	11.5%	3,946	10.7%	-112	-2.8%
65 to 74	2,088	6.9%	3,347	9.5%	3,588	9.7%	241	7.2%
75 & Over	1,706	5.6%	2,224	6.3%	2,556	6.9%	332	14.9%
Total	30,454	100.0%	35,173	100.0%	36,993	100.0%	1,820	5.2%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

As the preceding table illustrates, nearly 51% of the population was estimated to be between 25 and 64 years old in 2019. This age group is the primary group of potential renters for the subject site and will likely represent a significant number of the tenants.

c. Elderly and Non-Elderly Population

The subject project is not age-restricted; therefore, all persons with appropriate incomes will be eligible to live at the subject development. As a result, we have not included an analysis of the PMA’s senior and non-senior population.

d. Special Needs Population

The subject project will not offer special needs units. Therefore, we have not provided any population data regarding special needs populations.

e. Minority Concentrations

The following table compares the concentration of minorities in the state of South Carolina to the site Census Tract.

Minority Group	Statewide Share	Equal To or Greater Than	Site Census Tract Share
Total Minority Population	33.8%	33.8% + 20.0% = 53.8%	46.5%
Black or African American	27.9%	27.9% + 20.0% = 47.9%	36.3%
American Indian and Alaska Native	0.4%	0.4% + 20.0% = 20.4%	0.2%
Asian	1.3%	1.3% + 20.0% = 21.3%	2.1%
Native Hawaiian and Other Pacific Islander	0.1%	0.1% + 20.0% = 20.1%	0.2%
Hispanic or Latino	5.1%	5.1% + 20.0% = 25.1%	7.7%

Source: U.S. Census Bureau, 2010 Census

Based on the data in the preceding table, the site Census Tract is not primarily comprised of minorities.

2. HOUSEHOLD TRENDS

a. Total Households

Household trends within the Port Royal Site PMA are summarized as follows:

	Year			
	2000 (Census)	2010 (Census)	2019 (Estimated)	2022 (Projected)
Households	10,608	12,415	14,552	15,352
Household Change	-	1,807	2,137	800
Percent Change	-	17.0%	17.2%	5.5%
Household Size	2.59	2.45	2.37	2.37

Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Within the Port Royal Site PMA, households increased by 1,807 (17.0%) between 2000 and 2010. Between 2010 and 2019, households increased by 2,137 or 17.2%. By 2022, there will be 15,352 households, an increase of 800 households, or 5.5% over 2019 levels. This is an increase of approximately 267 households annually over the next three years.

The Site PMA household bases by age are summarized as follows:

Households by Age	2010 (Census)		2019 (Estimated)		2022 (Projected)		Change 2019-2022	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	1,110	8.9%	964	6.6%	1,067	7.0%	103	10.7%
25 to 34	2,431	19.6%	2,951	20.3%	2,838	18.5%	-113	-3.8%
35 to 44	1,869	15.1%	2,421	16.6%	2,797	18.2%	376	15.5%
45 to 54	2,219	17.9%	2,045	14.1%	2,140	13.9%	95	4.6%
55 to 64	2,245	18.1%	2,508	17.2%	2,448	15.9%	-60	-2.4%
65 to 74	1,365	11.0%	2,163	14.9%	2,331	15.2%	168	7.8%
75 to 84	820	6.6%	1,200	8.2%	1,385	9.0%	185	15.4%
85 & Over	356	2.9%	300	2.1%	347	2.3%	47	15.6%
Total	12,415	100.0%	14,552	100.0%	15,352	100.0%	800	5.5%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Household growth is projected for most age cohorts within the Port Royal Site PMA between 2019 and 2022. The primary age group of potential renters (25 to 64) for the subject project is projected to comprise two-thirds (66.6%) of the overall household base in 2022.

b. Households by Tenure

Households by tenure are distributed as follows:

Tenure	2010 (Census)		2019 (Estimated)		2022 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	6,770	54.5%	8,256	56.7%	8,789	57.2%
Renter-Occupied	5,645	45.5%	6,296	43.3%	6,564	42.8%
Total	12,415	100.0%	14,552	100.0%	15,352	100.0%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

In 2019, homeowners occupied 56.7% of all occupied housing units, while the remaining 43.3% were occupied by renters. The share of renters is moderate and represents a good base of potential renter support in the market for the subject development. Also note the number of renter households is projected to increase by 268, or 4.3%, between 2019 and 2022.

c. Households by Income

The distribution of households by income within the Port Royal Site PMA is summarized as follows:

Household Income	2010 (Census)		2019 (Estimated)		2022 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	1,168	9.4%	845	5.8%	852	5.6%
\$10,000 to \$19,999	1,633	13.2%	1,398	9.6%	1,429	9.3%
\$20,000 to \$29,999	1,844	14.9%	1,568	10.8%	1,600	10.4%
\$30,000 to \$39,999	1,584	12.8%	1,839	12.6%	1,931	12.6%
\$40,000 to \$49,999	1,535	12.4%	1,751	12.0%	1,833	11.9%
\$50,000 to \$59,999	1,060	8.5%	1,184	8.1%	1,267	8.3%
\$60,000 to \$74,999	1,319	10.6%	1,569	10.8%	1,644	10.7%
\$75,000 to \$99,999	985	7.9%	1,820	12.5%	1,940	12.6%
\$100,000 to \$124,999	594	4.8%	965	6.6%	1,051	6.8%
\$125,000 to \$149,999	345	2.8%	487	3.3%	525	3.4%
\$150,000 to \$199,999	208	1.7%	645	4.4%	738	4.8%
\$200,000 & Over	140	1.1%	481	3.3%	542	3.5%
Total	12,415	100.0%	14,552	100.0%	15,352	100.0%
Median Income	\$39,864		\$49,286		\$50,249	

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

In 2010, the median household income was \$39,864. This increased by 23.6% to \$49,286 in 2019. By 2022, it is projected that the median household income will be \$50,249, an increase of 2.0% over 2019.

d. Average Household Size

Information regarding average household size is considered in 2. a. *Total Households* of this section.

e. Households by Income by Tenure

The following tables illustrate renter household income by household size for 2010, 2019 and 2022 for the Port Royal Site PMA:

Renter Households	2010 (Census)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$10,000	224	202	107	88	82	703
\$10,000 to \$19,999	298	278	146	121	112	956
\$20,000 to \$29,999	304	300	158	131	121	1,014
\$30,000 to \$39,999	230	244	129	107	99	808
\$40,000 to \$49,999	206	223	118	98	90	735
\$50,000 to \$59,999	117	130	69	57	53	426
\$60,000 to \$74,999	154	158	84	69	64	530
\$75,000 to \$99,999	102	101	53	44	41	342
\$100,000 to \$124,999	18	21	11	9	9	69
\$125,000 to \$149,999	11	12	6	5	5	40
\$150,000 to \$199,999	4	4	2	2	2	15
\$200,000 & Over	3	3	2	1	1	10
Total	1,670	1,677	885	733	679	5,645

Source: ESRI; Urban Decision Group

Renter Households	2019 (Estimated)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$10,000	169	134	81	61	49	496
\$10,000 to \$19,999	304	202	123	93	74	796
\$20,000 to \$29,999	289	227	138	104	83	840
\$30,000 to \$39,999	308	277	169	127	102	982
\$40,000 to \$49,999	310	270	164	124	99	967
\$50,000 to \$59,999	160	140	85	64	51	500
\$60,000 to \$74,999	206	187	114	86	69	662
\$75,000 to \$99,999	167	163	99	75	60	563
\$100,000 to \$124,999	64	62	38	28	23	214
\$125,000 to \$149,999	33	31	19	14	11	108
\$150,000 to \$199,999	28	28	17	13	10	96
\$200,000 & Over	21	21	13	10	8	72
Total	2,058	1,741	1,059	799	640	6,296

Source: ESRI; Urban Decision Group

Renter Households	2022 (Projected)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$10,000	165	128	80	59	47	479
\$10,000 to \$19,999	302	196	121	90	71	780
\$20,000 to \$29,999	284	219	136	101	80	820
\$30,000 to \$39,999	321	282	175	130	103	1,012
\$40,000 to \$49,999	338	282	175	130	102	1,027
\$50,000 to \$59,999	170	145	90	67	53	523
\$60,000 to \$74,999	213	190	118	88	69	679
\$75,000 to \$99,999	165	158	98	73	57	550
\$100,000 to \$124,999	91	82	51	38	30	293
\$125,000 to \$149,999	47	41	25	19	15	146
\$150,000 to \$199,999	45	42	26	19	15	147
\$200,000 & Over	32	31	19	14	11	108
Total	2,174	1,795	1,114	829	652	6,564

Source: ESRI; Urban Decision Group

The following tables illustrate owner household income by household size for 2010, 2019 and 2022 for the Port Royal Site PMA:

Owner Households	2010 (Census)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$10,000	121	224	56	39	25	465
\$10,000 to \$19,999	189	318	79	56	36	677
\$20,000 to \$29,999	224	394	98	69	45	830
\$30,000 to \$39,999	202	374	93	65	42	776
\$40,000 to \$49,999	198	392	97	69	45	800
\$50,000 to \$59,999	150	315	78	55	36	634
\$60,000 to \$74,999	191	389	97	68	44	789
\$75,000 to \$99,999	158	316	78	55	36	643
\$100,000 to \$124,999	121	263	65	46	30	525
\$125,000 to \$149,999	72	152	38	27	17	305
\$150,000 to \$199,999	46	96	24	17	11	193
\$200,000 & Over	30	65	16	11	7	130
Total	1,701	3,297	820	577	374	6,770

Source: ESRI; Urban Decision Group

Owner Households	2019 (Estimated)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$10,000	91	177	39	28	15	349
\$10,000 to \$19,999	170	295	65	47	25	602
\$20,000 to \$29,999	203	359	80	57	30	728
\$30,000 to \$39,999	218	437	97	69	36	857
\$40,000 to \$49,999	197	401	89	64	33	784
\$50,000 to \$59,999	164	356	79	56	30	684
\$60,000 to \$74,999	211	476	106	75	40	907
\$75,000 to \$99,999	280	667	148	106	55	1,257
\$100,000 to \$124,999	169	398	88	63	33	751
\$125,000 to \$149,999	87	199	44	32	17	379
\$150,000 to \$199,999	124	290	64	46	24	549
\$200,000 & Over	88	220	49	35	18	409
Total	2,001	4,274	949	677	355	8,256

Source: ESRI; Urban Decision Group

Owner Households	2022 (Projected)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$10,000	96	190	42	30	15	373
\$10,000 to \$19,999	182	321	70	50	26	649
\$20,000 to \$29,999	216	387	85	61	31	780
\$30,000 to \$39,999	229	474	104	74	38	919
\$40,000 to \$49,999	203	414	91	65	33	806
\$50,000 to \$59,999	176	390	85	61	31	744
\$60,000 to \$74,999	222	511	112	80	41	965
\$75,000 to \$99,999	306	745	163	116	60	1,390
\$100,000 to \$124,999	172	403	88	63	32	759
\$125,000 to \$149,999	89	200	44	31	16	379
\$150,000 to \$199,999	135	314	69	49	25	591
\$200,000 & Over	93	235	51	37	19	435
Total	2,119	4,584	1,002	716	368	8,789

Source: ESRI; Urban Decision Group

The following tables illustrate all household income by household size for 2010, 2019 and 2022 for the Port Royal Site PMA:

All Households	2010 (Census)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$10,000	345	426	162	128	107	1,168
\$10,000 to \$19,999	487	595	225	177	148	1,633
\$20,000 to \$29,999	528	694	256	200	166	1,844
\$30,000 to \$39,999	432	617	222	172	141	1,584
\$40,000 to \$49,999	403	615	215	166	135	1,535
\$50,000 to \$59,999	267	445	147	112	89	1,060
\$60,000 to \$74,999	345	548	180	137	108	1,319
\$75,000 to \$99,999	260	417	132	100	77	985
\$100,000 to \$124,999	139	284	77	55	38	594
\$125,000 to \$149,999	83	164	44	32	22	345
\$150,000 to \$199,999	50	100	26	19	13	208
\$200,000 & Over	33	68	18	13	9	140
Total	3,372	4,974	1,705	1,311	1,053	12,415

Source: ESRI; Urban Decision Group

All Households	2019 (Estimated)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$10,000	260	311	121	89	64	845
\$10,000 to \$19,999	474	497	189	140	99	1,398
\$20,000 to \$29,999	491	585	217	161	113	1,568
\$30,000 to \$39,999	526	714	265	196	138	1,839
\$40,000 to \$49,999	507	671	253	187	132	1,751
\$50,000 to \$59,999	324	495	164	120	81	1,184
\$60,000 to \$74,999	417	663	220	161	108	1,569
\$75,000 to \$99,999	447	830	247	180	115	1,820
\$100,000 to \$124,999	232	460	126	91	56	965
\$125,000 to \$149,999	120	230	63	46	28	487
\$150,000 to \$199,999	152	318	81	59	34	645
\$200,000 & Over	109	240	61	44	26	481
Total	4,059	6,015	2,008	1,476	995	14,552

Source: ESRI; Urban Decision Group

All Households	2022 (Projected)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$10,000	261	319	121	89	62	852
\$10,000 to \$19,999	484	516	191	140	97	1,429
\$20,000 to \$29,999	500	607	221	162	111	1,600
\$30,000 to \$39,999	551	757	279	205	141	1,931
\$40,000 to \$49,999	541	696	265	195	136	1,833
\$50,000 to \$59,999	346	534	175	128	84	1,267
\$60,000 to \$74,999	435	701	230	168	110	1,644
\$75,000 to \$99,999	471	903	260	189	117	1,940
\$100,000 to \$124,999	263	485	139	101	62	1,051
\$125,000 to \$149,999	135	240	69	50	31	525
\$150,000 to \$199,999	180	355	94	68	40	738
\$200,000 & Over	125	265	70	51	30	542
Total	4,292	6,379	2,116	1,545	1,020	15,352

Source: ESRI; Urban Decision Group

Demographic Summary

The Port Royal Site PMA is projected to experience both population and household growth between 2019 and 2022, a trend which has been ongoing since 2000. Household growth is projected to occur among most age cohorts and among both owner and renter households during this time period. Renter household growth will account for more than one-third (33.5%) of the overall household growth projected during this time period and renter households will comprise nearly 43.0% of all households in the market through 2022. Nearly one-third (31.1%) of all renter households projected for the market through 2022 will earn between \$30,000 and \$50,000. Based on the preceding factors, a good base of potential renter support for affordable rental product such as that proposed will continue to exist within the Port Royal Site PMA for the foreseeable future.

G. Project-Specific Demand Analysis

1. INCOME RESTRICTIONS

The number of income-eligible households necessary to support the project from the Site PMA is an important consideration in evaluating the subject project's potential.

Under the Low-Income Housing Tax Credit (LIHTC) program, household eligibility is based on household income not exceeding the targeted percentage of Area Median Household Income (AMHI), depending upon household size.

The subject site is within the Beaufort County, SC HUD Metro FMR Area, which has a four-person median household income of \$83,000 for 2019. The subject property will be restricted to households with incomes of up to 60% of AMHI. The following table summarizes the maximum allowable income by household size and targeted AMHI level.

Household Size	Maximum Allowable Income
	60%
One-Person	\$33,360
Two-Person	\$38,160
Three-Person	\$42,900
Four-Person	\$47,640
Five-Person	\$51,480

The largest proposed units (three-bedroom) at the subject site are expected to house up to five-person households. As such, the maximum allowable income at the subject site is **\$51,480**.

2. AFFORDABILITY

Leasing industry standards typically require households to have rent-to-income ratios of 25% to 30%. Pursuant to SCSHFDA market study guidelines, the maximum rent-to-income ratio permitted for a family project is 35% and for a senior project is 40%.

The proposed LIHTC units will have a lowest gross rent of \$833. Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$9,996. Applying a 35% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement for the Tax Credit units of **\$28,560**.

Based on the preceding analyses, the income-appropriate range required for residency at the subject project with units built to serve households at 60% of AMHI is **\$28,560 to \$51,480**.

3. DEMAND COMPONENTS

The following are the demand components as outlined by the South Carolina State Housing Finance and Development Authority:

- a. **Demand for New Households.** *New units required in the market area due to projected household growth should be determined using 2016 Census data estimates and projecting forward to the anticipated placed-in-service date of the project (2019) using a growth rate established from a reputable source such as ESRI. The population projected must be limited to the age and income cohort and the demand for each income group targeted (i.e. 50% of median income) must be shown separately.*

In instances where a significant number (more than 20%) of proposed rental units are comprised of three- and/or four-bedroom units, analysts must conduct the required capture rate analysis, followed by an additional refined overall capture rate analysis for the proposed three- and/or four-bedroom units by considering only the number of large households (generally three- or four+-persons). A demand analysis which does not consider both the overall capture rate and the additional refined larger-households analysis may not accurately illustrate the demographic support base.

- b. **Demand from Existing Households:** *The second source of demand should be determined using 2010 Census data or the most current American Community Survey (ACS) data and projected from:*

- 1) **Rent overburdened households, if any, within the age group, income cohorts and tenure (renters) targeted for the subject development.** *In order to achieve consistency in methodology, all analysts should assume that the rent-overburdened analysis includes households paying greater than 35%, or in the case of elderly 40%, of their gross income toward gross rent rather than some greater percentage. If an analyst feels strongly that the rent-overburdened analysis should focus on a greater percentage, they must give an in-depth explanation why this assumption should be included. Any such additional indicators should be calculated separately and be easily added or subtracted from the required demand analysis.*

Based on Table B25074 of the American Community Survey (ACS) 2013-2017 5-year estimates, approximately 34.3% of qualified renter households within the market were rent overburdened.

- 2) **Households living in substandard housing (units that lack complete plumbing or those that are overcrowded).** *Households in substandard housing should be adjusted for age, income bands and tenure that apply. The analyst should use their own knowledge of the market area and project to determine if households from substandard housing would be a realistic source of demand. The market analyst is encouraged to be conservative in their estimate of demand from both households that are rent-overburdened and/or living in substandard housing.*

Based on Table B25016 of the ACS 2013-2017 5-Year Estimates, 4.7% of all households within the market were living in substandard housing (lacking complete indoor plumbing and overcrowded households/1+ persons per room).

- 3) **Elderly Homeowners likely to convert to rentership:** *The Authority recognizes that this type of turnover is increasingly becoming a factor in the demand for elderly Tax Credit housing. A narrative of the steps taken to arrive at this demand figure should be included. The elderly homeowner conversion demand component shall not account for more than 20% of the total demand.*

Not applicable; subject site is general occupancy.

- 4) **Other:** *Please note, the Authority does not, in general, consider household turnover rates other than those of elderly to be an accurate determination of market demand. However, if an analyst firmly believes that demand exists which is not being captured by the above methods, she/he may be allowed to consider this information in their analysis. The analyst may also use other indicators to estimate demand if they can be fully justified (e.g. an analysis of an under-built or over-built market in the base year). Any such additional indicators should be calculated separately and be easily added or subtracted from the demand analysis described above.*

4. **METHODOLOGY**

Please note that the Authority's stabilized level of occupancy is 93.0%

- a. **Demand:** The two overall demand components (3a and 3b) added together represent total demand for the project.
- b. **Supply:** Comparable/competitive units funded, under construction, or placed in service since the base year of demand (2019) must be subtracted to calculate net demand. Vacancies in projects placed in service prior to 2019 which have not reached a stabilized occupancy must also be considered as part of the supply.

- c. **Capture Rates:** Capture rates must be calculated for each targeted income group and each bedroom size proposed as well as for the project overall.
- d. **Absorption Rates:** The absorption rate determination should consider such factors as the overall estimate of new renter household growth, the available supply of comparable/competitive units, observed trends in absorption of comparable/competitive units, and the availability of subsidies and rent specials.

5. DEMAND/CAPTURE RATE CALCULATIONS

Within the Site PMA, we identified and surveyed a total of ten LIHTC properties, five of which are considered comparable to/competitive with the subject project in terms of unit types offered and income (AMHI) levels targeted. These five properties were all built prior to 2019 and are all 100.0% occupied with most maintaining waiting lists, as detailed in *Section H*. Additionally, there are not any directly comparable/competitive properties currently in the development pipeline within the Port Royal Site PMA. Based on the preceding factors, we have not considered any directly comparable/competitive supply units in our demand estimates

The following is a summary of our demand calculations:

Demand Component	Percent of Median Household Income Overall – All Units at 60% AMHI (\$28,560 - \$51,480)
Demand from New Renter Households (Age- and Income-Appropriate)	2,198 - 2,144 = 54
+	
Demand from Existing Households (Rent Overburdened)	2,144 X 34.3% = 735
+	
Demand from Existing Households (Renters in Substandard Housing)	2,144 X 4.7% = 101
+	
Demand from Existing Households (Senior Homeowner Conversion)	N/A
=	
Total Demand	890
-	
Supply (Directly Comparable Units Built and/or Funded Since 2019)	0
=	
Net Demand	890
Proposed Units	160
Proposed Units/ Net Demand	160 / 890
Capture Rate	18.0%

N/A – Not applicable

Typically, utilizing this methodology, capture rates below 30.0% are acceptable, while capture rates under 20% are ideal. As such, the subject's overall capture rate of 18.0% is considered achievable and demonstrates a sufficient base of support for the subject project. This is particularly true when considering the strong occupancy rates and waiting lists maintained among the existing comparable LIHTC properties.

Based on the distribution of persons per household and the share of rental units in the market, we estimate the share of demand by bedroom type within the Site PMA as follows:

Estimated Demand by Bedroom	
Bedroom Type	Percent
Studio	10.0%
One-Bedroom	25.0%
Two-Bedroom	45.0%
Three-Bedroom+	20.0%
Total	100.0%

Applying the preceding shares to the income-qualified households yields demand and capture rates of the proposed units by bedroom type as illustrated in the following tables:

Units Targeting 60% Of AMHI (890 Units of Demand)					
Bedroom Size (Share of Demand)	Total Demand	Supply*	Net Demand by Bedroom Type	Proposed Subject Units	Capture Rate by Bedroom Type
Studio (10.0%)	89	0	89	24	27.0%
One-Bedroom (25.0%)	223	0	223	48	21.5%
Two-Bedroom (45.0%)	400	0	400	48	12.0%
Three-Bedroom (20.0%)	178	0	178	40	22.5%

*Directly comparable units built and/or funded in the project market over the projection period.

As the preceding illustrates, the subject property has capture rates by bedroom type ranging from 12.0% to 27.0%. These are all considered acceptable and achievable capture rates, demonstrating sufficient support for each of the subject unit types proposed within the Port Royal Site PMA.

As the subject property will offer 25.0% of its units as three-bedroom units, we have provided a separate capture rate calculation specific to these unit types. The following summarizes the capture rate for the subject's three-bedroom units and are limited to households containing three or more persons, per SCSHFDA guidelines.

Demand Component	Percent of Median Household Income
	Overall - All Units at 60% AMHI (\$42,069 - \$51,480)
Demand from New Larger Renter Households (Age- and Income-Appropriate)	354 - 337 = 17
+	
Demand from Existing Households (Rent Overburdened)	337 X 34.3% = 116
+	
Demand from Existing Households (Renters in Substandard Housing)	337 X 4.7% = 16
=	
Total Large Household Demand	149
-	
Supply (Directly Comparable (Three-Br.+) Units Built and/or Funded Since 2019)	0
=	
Net Large Household Demand	149
Proposed (Three-Br.+) Units	40
Proposed (Three-Br.+) Units/ Net Large Household Demand	40 / 149
Large-Household Capture Rate	26.8%

As the preceding illustrates, the subject's three-bedroom units have a large-household capture rate of 26.8%, which is considered achievable when utilizing this methodology and considering the pent-up demand for product similar to that proposed for the subject site within the Site PMA.

6. ABSORPTION PROJECTIONS

For the purpose of this analysis, we assume the absorption period at the proposed subject site begins as soon as the first units are available for occupancy. Since all demand calculations in this report follow agency guidelines that assume a 2022 opening date for the site, we also assume that the first completed units at the site will be available for rent sometime in 2022.

It is our opinion that the proposed 160 LIHTC units at the subject site will reach a stabilized occupancy rate of 93.0% within 12 months of opening. This is reflective of an average absorption rate of approximately 12 to 13 units per month. These absorption projections assume the project will be built as outlined in this report. Changes to the project's rents, amenities, floor plans, location or other features may invalidate our findings. Finally, we assume the developer

and/or management will aggressively market the project throughout the Site PMA a few months in advance of its opening and will continue to monitor market conditions during the project's initial lease-up period. Note that Voucher support has been considered in determining these absorption projections and that these absorption projections may vary depending upon the amount of Voucher support the subject development ultimately receives.

H. Rental Housing Analysis (Supply)

1. COMPETITIVE DEVELOPMENTS

The proposed subject project will offer studio through three-bedroom units targeting households (general occupancy) earning up to 60% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. Within the Port Royal Site PMA, we identified and surveyed a total of ten LIHTC properties, five of which are non-subsidized and considered comparable to/competitive with the subject project in terms of unit types offered and income (AMHI) levels targeted.

These five LIHTC properties and the proposed subject development are summarized as follows. Information regarding property address, phone number, contact name and utility responsibility is included in the *Field Survey of Conventional Rentals*.

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Broad River Village Phase I	2022	160	-	-	-	Families; 60% AMHI
1	123 Club Apts.	1996 / 2019	40	100.0%	3.5 Miles	63 HH	Families; 50% & 60% AMHI
3	Ashley Pointe	2016	56	100.0%	5.4 Miles	18 HH	Families; 50% & 60% AMHI
8	Cross Creek	2009	83*	100.0%	2.8 Miles	None	Families; 60% AMHI
14	Marsh Pointe	2018	48	100.0%	6.1 Miles	60 HH	Families; 50% & 60% AMHI
28	Shell Pointe	2005	72	100.0%	3.6 Miles	5 HH	Families; 50% & 60% AMHI

OCC. – Occupancy
 HH - Households
 *Tax Credit units only

The five LIHTC projects have a combined occupancy rate of 100.0% and four of the five maintain waiting lists for their next available units. These are clear indications of pent-up demand for LIHTC product similar to that proposed for the subject site.

The two newest comparable properties (based on original year built) are Ashley Pointe and Marsh Pointe, which opened in January of 2016 and June of 2018, respectively. However, Ashley Pointe began preleasing units in November of 2015. Based on these opening/preleasing dates, Ashley Pointe experienced an average monthly absorption rate of approximately 17 to 18 units per month, while Marsh Pointe leased-up at a slower rate of approximately three to four units per month.

The subject property will be very competitive with these aforementioned properties in terms of both overall unit design and amenities offered. The property will also be several years newer than each of these properties and will offer studio and one-bedroom units, in addition to the two- and three-bedroom units. Offering some smaller bedroom types will likely create a competitive advantage for the subject property over the aforementioned Ashley Pointe and Marsh Pointe properties which only offer two- and three-bedroom units. The following factors/characteristics have been considered throughout this report, including our absorption projections included in *Section G*.

The following table identifies the comparable LIHTC properties that accept Housing Choice Vouchers as well as the approximate number and share of units occupied by residents utilizing Housing Choice Vouchers:

Map I.D.	Project Name	Total Units	Number of Vouchers	Share of Vouchers
1	123 Club Apts.	40	12	30.0%
3	Ashley Pointe	56	11	19.6%
8	Cross Creek	83*	N/A	-
14	Marsh Pointe	48	25	52.1%
28	Shell Pointe	72	32	44.4%
Total		216	80	37.0%

*Tax Credit units only

N/A – Number not available (units not included in total)

As the preceding table illustrates, there are a total of approximately 80 voucher holders residing at the comparable properties for which this information was available within the market. This comprises 37.0% of the 216 total non-subsidized LIHTC units offered among these properties. This is considered a moderate share of voucher support but also indicates the gross rents at these properties are achievable and will serve as accurate benchmarks with which to compare the subject property, considering that approximately 63.0% of the units offered among these properties are occupied by non-voucher holders.

The gross rents for the comparable projects and the proposed rents at the subject site, as well as their unit mixes and vacancies by bedroom are listed in the following table:

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)				Rent Special
		Studio	One-Br.	Two-Br.	Three-Br.	
Site	Broad River Village Phase I	\$833/60% (24)	\$886/60% (48)	\$1,071/60% (48)	\$1,227/60% (40)	-
1	123 Club Apts.	-	-	\$614/50% (4/0) \$614/60% (16/0)	\$727/50% (4/0) \$727/60% (16/0)	None
3	Ashley Pointe	-	-	\$911/50% (17/0) \$1,090/60% (23/0)	\$1,000/50% (8/0) \$1,262/60% (8/0)	None
8	Cross Creek	-	\$869/60% (19/0)	\$1,029/60% (32/0)	\$1,175/60% (32/0)	None
14	Marsh Pointe	-	-	\$819/50% (5/0) \$944/60% (19/0)	\$945/50% (5/0) \$1,070/60% (19/0)	None
28	Shell Pointe	-	-	\$974/50% (22/0) \$1,165/60% (14/0)	\$1,128/50% (22/0) \$1,349/60% (14/0)	None

The subject's proposed rents are competitive with those reported among similar unit types at the comparable LIHTC properties. Although the comparable properties do not offer studio units, the subject's studio rents appear to be appropriately positioned in relation to the rents reported among existing one-bedroom units offered at Cross Creek.

Three of the comparable LIHTC properties provided historic rent data at the time of our survey and experienced rent increases over the past year. These rent increases ranged from 2.2% to 16.1% depending upon property and unit type. This rent growth is a good indication of the strength of the LIHTC market within the Port Royal Site PMA, particularly when considering the high occupancy rates and waiting lists maintained among these properties following these increases.

One-page summary sheets, including property photographs of each comparable Tax Credit property, are included on the following pages.

1 123 Club Apts. 3.5 miles to site



Address: 123 Old Salem Rd, Beaufort, SC 29901
 Phone: (843) 982-0101 Contact: Jasmine (In Person)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 40 Year Built: 1996
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated: 2019
 Turnover: Stories: 1,2
 Waitlist: 63 HH;
 Rent Special:

Ratings

Quality: C
 Neighborhood: B
 Access/Visibility: C/C

Notes: Tax Credit; HCV (12 units)

Features And Utilities

Utility Schedule Provided by: Beaufort Housing Authority

Utility Type & Responsibility: Landlord pays Heat (Natural Gas), Hot Water (Natural Gas), Cooking (Natural Gas), Water, Sewer, Trash

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Balcony; Deck / Patio; Ceiling Fan; W/D Hookup; Window Treatments; Flooring (Carpet, Vinyl)

Property Amenities: Business Center (Computer, Copy, Fax); Clubhouse, Community Kitchen, Community Room, TV Lounge; Laundry Room; On-Site Management; Recreation Areas (Basketball, Fitness Center, Picnic Table / Area, Playground); Extra Storage

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	2	G	4	0	717	\$0.77	\$550	50%
2	2	G	16	0	717	\$0.77	\$550	60%
3	2	G	4	0	934 - 1,043	\$0.70 - \$0.63	\$655	50%
3	2	G	16	0	934 - 1,043	\$0.70 - \$0.63	\$655	60%

* Adaptive Reuse

3 Ashley Pointe

5.4 miles to site

Address: 2105 Carolina Wren Dr, Beaufort, SC 29902
 Phone: (843) 379-9746 Contact: Maria (In Person)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 56 Year Built: 2016
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2,3
 Waitlist: 18 HH;
 Rent Special:

Ratings
 Quality: B+
 Neighborhood: B
 Access/Visibility: D/D

Notes: Tax Credit; HCV (11 units)

Features And Utilities

Utility Schedule Provided by: **Beaufort Housing Authority**
 Utility Type & Responsibility: **Landlord pays Water, Sewer, Trash**

Unit Amenities: **Dishwasher; Icemaker; Microwave; Range; Refrigerator; Central AC; Balcony; Deck / Patio; Ceiling Fan; W/D Hookup; Window Treatments; Flooring (Carpet, Wood Laminate / Plank)**

Property Amenities: **Business Center (Computer, Copy, Fax); Community Kitchen, Community Room, TV Lounge; Concierge Services (Package Receiving); Gazebo; Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Grill, Picnic Table / Area, Playground)**

Parking Type: **Surface Lot**

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	2	G	17	0	1,100	\$0.72	\$792	50%
2	2	G	23	0	1,100	\$0.88	\$971	60%
3	2	G	8	0	1,250	\$0.68	\$855	50%
3	2	G	8	0	1,250	\$0.89	\$1,117	60%

* Adaptive Reuse

8 Cross Creek 2.8 miles to site



Address: 325 Ambrose Run Blvd, Beaufort, SC 29906
 Phone: (843) 982-6381 Contact: Denise (In Person)
 Property Type: Market Rate, Tax Credit
 Target Population: Family
 Total Units: 143 Year Built: 2009 Ratings
 Vacant Units: 2 *AR Year: Quality: A-
 Occupancy: 98.6% Yr Renovated: Neighborhood: B+
 Turnover: Stories: 3 Access/Visibility: B+/C+
 Waitlist:
 Rent Special:

Notes: Market-rate (60 units); Tax Credit (83 units); Accepts HCV

Features And Utilities

Utility Schedule Provided by: Beaufort Housing Authority
 Utility Type & Responsibility: Landlord pays Water, Sewer, Trash

Unit Amenities: Dishwasher; Disposal; Icemaker; Range; Refrigerator; Central AC; Balcony; Deck / Patio; Ceiling Fan; W/D; Walk-In Closet; Window Treatments; Flooring (Carpet, Vinyl)

Property Amenities: Business Center (Computer, Copy, Fax); Clubhouse; Concierge Services (Package Receiving); On-Site Management; Pet Stations; Recreation Areas (Fitness Center, Grill, Picnic Table / Area, Playground); Extra Storage

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	5	0	750	\$1.14	\$855	0%
1	1	G	19	0	750	\$1.03	\$770	60%
2	2	G	27	1	950	\$1.06	\$1,010	0%
2	2	G	32	0	950	\$0.96	\$910	60%
3	2	G	28	1	1,150	\$0.96	\$1,100	0%
3	2	G	32	0	1,150	\$0.90	\$1,030	60%

* Adaptive Reuse

14 Marsh Pointe

6.1 miles to site



Address: 1630 Ribaut Rd, Port Royal, SC 29935
 Phone: (843) 379-5148 Contact: Nachella (In Person)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 48 Year Built: 2018
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2
 Waitlist: 60 HH;
 Rent Special:

Ratings
 Quality: B
 Neighborhood: B
 Access/Visibility: A/A

Notes: Tax Credit; HCV (25 units); Preleasing & opened 6/2018, stabilized occupancy 6/2019

Features And Utilities

Utility Schedule Provided by: Beaufort Housing Authority
 Utility Type & Responsibility: Landlord pays Water, Sewer, Trash

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Ceiling Fan; W/D Hookup; Window Treatments; Flooring (Carpet, Vinyl)

Property Amenities: Business Center (Computer, Copy, Fax); Clubhouse; Concierge Services (Package Receiving); Gazebo; Laundry Room; On-Site Management; Recreation Areas (Playground)

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	1	G	5	0	905	\$0.77	\$700	50%
2	1	G	19	0	905	\$0.91	\$825	60%
3	2	G	5	0	1,100	\$0.73	\$800	50%
3	2	G	19	0	1,100	\$0.84	\$925	60%

* Adaptive Reuse

28 Shell Pointe 3.6 miles to site



Address: **297 Midtown Dr, Beaufort, SC 29906**
 Phone: **(843) 379-8400** Contact: **Maria (In Person)**
 Property Type: **Tax Credit**
 Target Population: **Family**
 Total Units: **72** Year Built: **2005**
 Vacant Units: **0** *AR Year:
 Occupancy: **100.0%** Yr Renovated:
 Turnover: Stories: **3**
 Waitlist: **5 HH;**
 Rent Special:

Ratings
 Quality: **B-**
 Neighborhood: **B**
 Access/Visibility: **B/B**

Notes: **Tax Credit; HOME Funds (36 units); HCV (32 units)**

Features And Utilities

Utility Schedule Provided by: **Beaufort Housing Authority**
 Utility Type & Responsibility: **Landlord pays Water, Sewer, Trash**

Unit Amenities: **Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Ceiling Fan; Sunroom; W/D Hookup; Window Treatments; Flooring (Carpet, Vinyl)**

Property Amenities: **Business Center (Computer, Copy, Fax); Clubhouse, Community Kitchen, Community Room, TV Lounge; Concierge Services (Package Receiving); Laundry Room; On-Site Management; Pet Stations; Recreation Areas (Grill, Picnic Table / Area, Playground)**

Parking Type: **Surface Lot**

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	2	G	22	0	1,100	\$0.78	\$855	50%
2	2	G	14	0	1,100	\$0.95	\$1,046	60%
3	2	G	22	0	1,300	\$0.76	\$983	50%
3	2	G	14	0	1,300	\$0.93	\$1,204	60%

* Adaptive Reuse

The unit sizes (square footage) and number of bathrooms included in each of the different LIHTC unit types offered in the market are compared with the subject development in the following tables:

Map I.D.	Project Name	Square Footage			
		Studio	One-Br.	Two-Br.	Three-Br.
Site	Broad River Village Phase I	578	814	1,110	1,301
1	123 Club Apts.	-	-	717	934 - 1,043
3	Ashley Pointe	-	-	1,100	1,250
8	Cross Creek	-	750	950	1,150
14	Marsh Pointe	-	-	905	1,100
28	Shell Pointe	-	-	1,100	1,300

Map I.D.	Project Name	Number of Baths			
		Studio	One-Br.	Two-Br.	Three-Br.
Site	Broad River Village Phase I	1.0	1.0	2.0	2.0
1	123 Club Apts.	-	-	2.0	2.0
3	Ashley Pointe	-	-	2.0	2.0
8	Cross Creek	-	1.0	2.0	2.0
14	Marsh Pointe	-	-	1.0	2.0
28	Shell Pointe	-	-	2.0	2.0

The proposed development will be competitive with the existing LIHTC projects in the market based on unit size (square footage) and the number of baths offered. In fact, the subject project will offer the largest one-, two-, and three-bedroom units among the comparable properties. This will enhance marketability of the property.

The following tables compare the amenities of the subject development with the other LIHTC projects in the market.

		Tax Credit Unit Amenities by Map ID					
		Site**	1	3	8	14	28
Appliances	Dishwasher	X	X	X	X	X	X
	Disposal	X	X		X	X	X
	Icemaker		X	X	X	X	X
	Microwave	X	X	X		X	X
	Range	X	X	X	X	X	X
	Refrigerator	X	X	X	X	X	X
	No Appliances						
Unit Amenities	AC-Central	X	X	X	X	X	X
	AC-Other						
	Balcony	X	X	X	X		
	Deck / Patio	X	X	X	X		
	Basement						
	Ceiling Fan	X	X	X	X	X	X
	Controlled Access						
	E-Call System						
	Fireplace						
	Furnished						
	Security System						
	Sunroom						S
	W/D Hookup	X	X	X		X	X
	W/D				X		
	Walk-In Closet	X			X		
	Window Treatments	X	X	X	X	X	X
Flooring	Carpet	X	X	X	X	X	X
	Ceramic Tile						
	Composite (VCT)(LVT)	X					
	Hardwood						
	Finished Concrete						
	Vinyl		X		X	X	X
Upgraded	Wood Laminate / Plank			X			
	Premium Appliances						
	Premium Countertops						
	Premium Cabinetry						
	Premium Fixtures						
	High Ceilings						
	Vaulted Ceilings						
	Crown Molding						
Parking	Oversized Windows						
	Attached Garage						
	Detached Garage	O					
	Surface Lot	X	X	X	X	X	X
	Carport						
	Property Parking Garage						
Podium Parking							
No Provided Parking							

** Proposed Site(s): Broad River Village Phase I

X = All Units, S = Some Units, O = Optional with Fee

* Details in Comparable Property Profile Report

Tax Credit Property Amenities by Map ID

	Site**	1	3	8	14	28
Bike Racks / Storage	X					
Business Center *	X	X	X	X	X	X
Car Care *						
Common Patio	X					
Community Garden						
Activity / Craft Room						
Chapel						
Clubhouse	X	X		X	X	X
Conference Room	X					
Community Kitchen	X	X	X			X
Community Room	X	X	X			X
Dining Room - Private						
Dining Room - Public						
Rooftop Lounge						
Study Lounge						
TV Lounge		X	X			X
Concierge Service *			X	X	X	X
Convenience Amenities *						
Courtyard						
Covered Outdoor Area *	X		X		X	
Elevator						
Laundry Room	X	X	X		X	X
Meals						
On-Site Management	X	X	X	X	X	X
Pet Care *				X		X
Basketball	X	X				
Bocce Ball	X					
Firepit	X					
Fitness Center	X	X	X	X		
Grill	X		X	X		X
Game Room - Billiards						
Hiking - Walking Trail	X					
Hot Tub						
Library						
Media Room / Theater						
Picnic Table / Area	X	X	X	X		X
Playground	X	X	X	X	X	X
Putting Green						
Racquetball						
Shuffleboard						
Sports Court	X					
Swimming Pool - Indoor						
Swimming Pool - Outdoor						
Tennis						
Volleyball						
CCTV	X					
Courtesy Officer						
Gated Community						
Gated Parking						
Police Substation						
Social Services *						
Storage - Extra	X	X		X		
Water Feature						
WiFi						

** Proposed Site(s): Broad River Village Phase I

X = All Units, S = Some Units, O = Optional with Fee

* Details in Comparable Property Profile Report

The subject property will offer a comprehensive unit and community amenity package which will be very competitive with those offered among the comparable LIHTC properties, as detailed in the preceding tables. Most notably, the subject property will feature a full kitchen appliance package, washer/dryer hookups, patio/balcony areas with storage, a computer center, clubhouse/community space, fitness center, various sports courts, a firepit area, walking trail, and playground. These aforementioned features are expected to enhance marketability of the subject property and contribute to the subject's ability to command premium rents in the Port Royal market. The subject property does not appear to lack any key amenities that would adversely impact its marketability within the Port Royal Site PMA.

Comparable/Competitive Tax Credit Summary

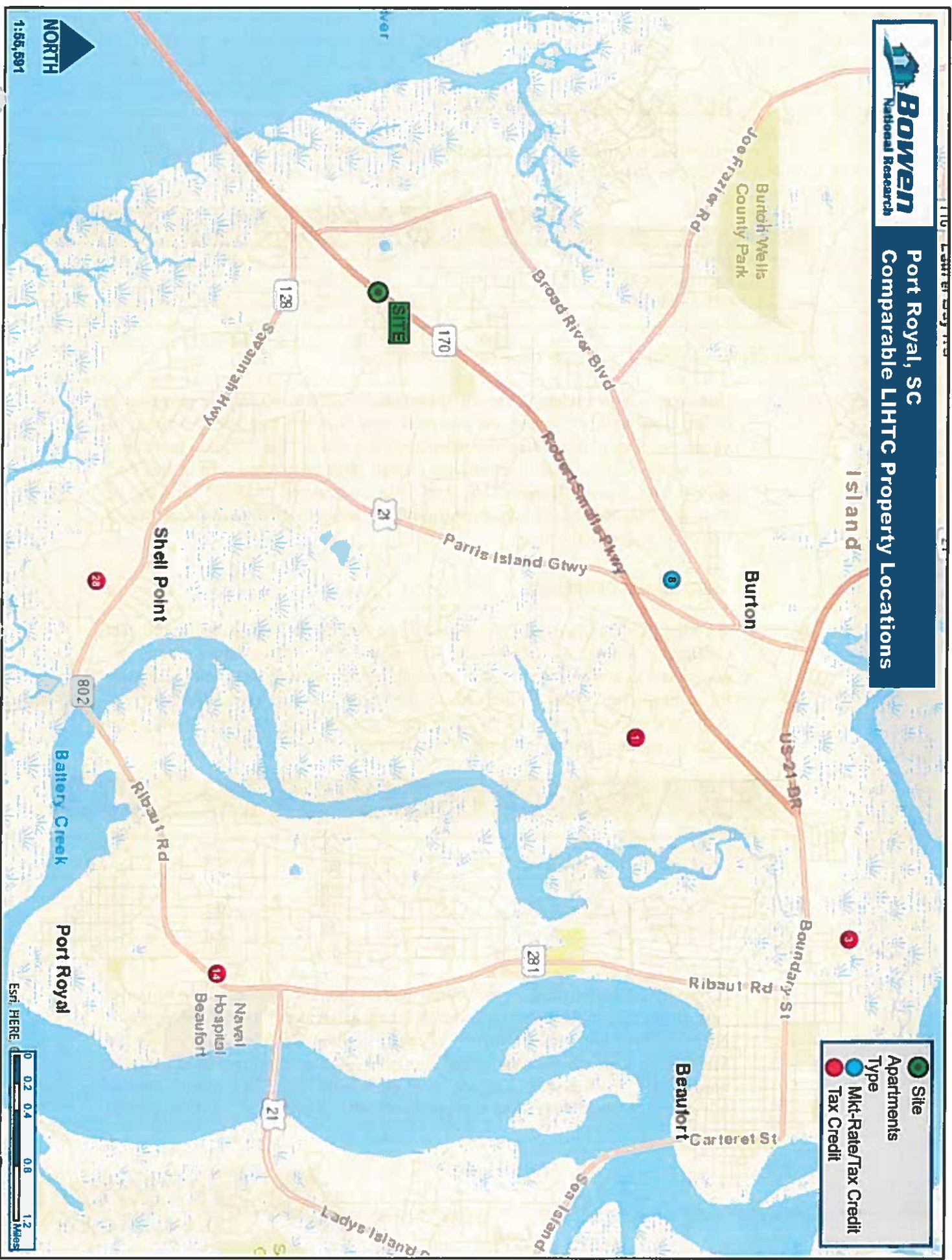
The five comparable LIHTC properties surveyed are all 100.0% occupied and four maintain waiting lists. The subject property will be competitive in terms of price point (gross rent), particularly when considering the newness and anticipated quality of the subject property. Several existing properties also reported notable rent increases of at least 2.2% over the past year, further indication of the strength of the local LIHTC market. The subject property will also be very competitive in terms of unit size (square feet), number of bathrooms, and amenities offered. Overall, the proposed development is expected to compete well and represent a good value to lower-income households within the Port Royal Site PMA.

2. COMPARABLE TAX CREDIT PROPERTIES MAP

A map illustrating the location of the comparable Tax Credit properties we surveyed is on the following page.



Port Royal, SC Comparable LIHTC Property Locations



3. RENTAL HOUSING OVERVIEW

The distributions of the area housing stock within the Port Royal Site PMA in 2010 and 2019 (estimated) are summarized in the following table:

Housing Status	2010 (Census)		2019 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	12,415	86.2%	14,552	89.0%
Owner-Occupied	6,770	54.5%	8,256	56.7%
Renter-Occupied	5,645	45.5%	6,296	43.3%
Vacant	1,991	13.8%	1,791	11.0%
Total	14,406	100.0%	16,343	100.0%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Based on a 2019 update of the 2010 Census, of the 16,343 total housing units in the market, 11.0% were vacant. Note that both the number and share of vacant housing units declined between 2010 and 2019. This is a good indication of a well-performing and improving overall housing market within the Port Royal Site PMA. Nonetheless, we have conducted a Field Survey of Conventional Rentals to better determine the strength of the long-term rental housing market in the area.

Conventional Apartments

We identified and personally surveyed 32 conventional rental housing projects containing a total of 2,460 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 96.2%, a good rate for rental housing. Each rental housing segment surveyed is summarized in the following table.

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-Rate	17	1,517	91	94.0%
Market-Rate/Tax Credit	1	143	2	98.6%
Market-Rate/Government-Subsidized	1	80	0	100.0%
Tax Credit	4	216	0	100.0%
Tax Credit/Government-Subsidized	5	316	0	100.0%
Government-Subsidized	4	188	0	100.0%
Total	32	2,460	93	96.2%

A variety of rental product is offered within the Site PMA, all of which is performing at a high level, with overall occupancy rates of 94.0% or higher. It is also of note that while a variety of rental product was identified within the Site PMA, nearly two-thirds (65.6%) of the 2,460 units surveyed operate as unrestricted market-rate. Further, the affordable (i.e. Tax Credit and/or government-subsidized) units surveyed are 100.0% occupied. These are good

indications of the generally limited supply of, and lack of available, affordable rental product in this market. The subject property is expected to help alleviate a portion of the pent-up demand for such product within the Port Royal Site PMA.

The following table summarizes the breakdown of market-rate and non-subsidized Tax Credit units surveyed within the Site PMA.

Market-Rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	518	32.1%	43	8.3%	\$1,143
Two-Bedroom	1.0	182	11.3%	16	8.8%	\$1,172
Two-Bedroom	1.5	105	6.5%	0	0.0%	\$1,276
Two-Bedroom	2.0	681	42.2%	30	4.4%	\$1,369
Two-Bedroom	2.5	15	0.9%	0	0.0%	\$1,742
Three-Bedroom	2.0	112	6.9%	4	3.6%	\$1,442
Total Market-Rate		1,613	100.0%	93	5.8%	-
Tax Credit, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	19	6.4%	0	0.0%	\$869
Two-Bedroom	1.0	24	8.0%	0	0.0%	\$944
Two-Bedroom	2.0	128	42.8%	0	0.0%	\$1,029
Three-Bedroom	2.0	128	42.8%	0	0.0%	\$1,128
Total Tax Credit		299	100.0%	0	0.0%	-

The market-rate units are 94.2% occupied and the non-subsidized Tax Credit units are 100.0% occupied. The majority of non-subsidized Tax Credit product offered and surveyed in the market is comprised of two- and three-bedroom units. Thus, the studio and one-bedroom units proposed for the subject property are expected to help fill a void in the Tax Credit market within the Port Royal Site PMA. Also note the median gross Tax Credit rents in the preceding table, as they are positioned significantly lower than the median gross rents reported for similar unrestricted market-rate units. These lower median gross rents, along with the 100.0% occupancy rate, are clear indications of the value non-subsidized Tax Credit product represents within the Port Royal Site PMA.

The following is a distribution of units surveyed by year built for the Site PMA:

Year Built	Projects	Units	Vacancy Rate
Before 1970	1	50	0.0%
1970 to 1979	2	56	1.8%
1980 to 1989	6	215	7.4%
1990 to 1999	4	125	1.6%
2000 to 2009	7	1,116	6.4%
2010 to 2014	0	0	0.0%
2015	0	0	0.0%
2016	2	302	1.0%
2017	0	0	0.0%
2018	1	48	0.0%
2019	0	0	0.0%
2020*	0	0	0.0%

*As of January

Product built since 2010 reports overall vacancy rates of 1.0% or less, as indicated in the preceding table. This is a good indication of the level of demand for modern non-subsidized rental product in this market. The newness of the subject property is expected to enhance its overall marketability.

We rated each property surveyed on a scale of "A" through "F". All properties were rated based on quality and overall appearance (i.e. aesthetic appeal, building appearance, landscaping and grounds appearance). Following is a distribution by quality rating, units and vacancies.

Market-Rate			
Quality Rating	Projects	Total Units	Vacancy Rate
A	3	494	4.9%
A-	4	442	5.7%
B+	2	432	9.0%
B	4	81	2.5%
B-	2	53	3.8%
C+	2	70	1.4%
C	2	41	0.0%
Non-Subsidized Tax Credit			
Quality Rating	Projects	Total Units	Vacancy Rate
A-	1	83	0.0%
B+	1	56	0.0%
B	1	48	0.0%
B-	1	72	0.0%
C	1	40	0.0%

Non-subsidized Tax Credit product surveyed ranges in quality, as detailed by the quality ratings assigned by our analyst and illustrated in the preceding table. Nonetheless, Tax Credit product surveyed is 100.0% occupied (0.0% vacancy rate) regardless of quality. Regardless, the subject property is expected to have a very good overall quality upon completion, which will contribute to its marketability within the Port Royal Site PMA.

Government-Subsidized

The unit distribution of the nine government-subsidized projects, both with and without Tax Credits, surveyed in the Site PMA is summarized as follows.

Subsidized Tax Credit					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
One-Bedroom	1.0	84	26.6%	0	0.0%
Two-Bedroom	1.0	144	45.6%	0	0.0%
Two-Bedroom	2.0	36	11.4%	0	0.0%
Three-Bedroom	1.5	24	7.6%	0	0.0%
Three-Bedroom	2.0	24	7.6%	0	0.0%
Four-Bedroom	2.0	4	1.3%	0	0.0%
Total Subsidized Tax Credit		316	100.0%	0	0.0%
Government-Subsidized					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
Studio	1.0	20	8.6%	0	0.0%
One-Bedroom	1.0	46	19.8%	0	0.0%
Two-Bedroom	1.0	52	22.4%	0	0.0%
Two-Bedroom	1.5	30	12.9%	0	0.0%
Three-Bedroom	1.0	66	28.4%	0	0.0%
Three-Bedroom	2.0	7	3.0%	0	0.0%
Four-Bedroom	2.0	6	2.6%	0	0.0%
Five-Bedroom	2.0	5	2.2%	0	0.0%
Total Subsidized		232	100.0%	0	0.0%

The subsidized units, both with and without Tax Credits, are 100.0% occupied. Also note that a wide variety of subsidized units is offered within the Site PMA, in terms of bedroom/bath type. When considering the 100.0% occupancy rate of these units, it can be concluded that rental product affordable to very low-income households is clearly in high demand among households of all sizes. The subject property will offer units targeting households earning up to 60% of AMHI and therefore will not be directly competitive with subsidized rental product. Nonetheless, the property will offer an affordable housing alternative that is in strong demand within the Site PMA.

A complete field survey of all conventional apartments we surveyed, as well as an apartment location map, is included in *Section X, Field Survey of Conventional Rentals*.

4. RENTAL HOUSING INVENTORY MAP

A map identifying the location of all properties surveyed within the Port Royal Site PMA is on the following page.

5. & 6. PLANNED AND PROPOSED DEVELOPMENTS

Based on our interviews with planning representatives, it was determined that there are nine rental housing projects currently in the development pipeline within the Site PMA. These planned developments are summarized as follows:

Project Name & Address	Type	Total Units	Developer	Status/Details
Waterleaf at Battery Creek 10 Salt Creek Drive Beaufort/Port Royal	Market-rate	212	Dick Edwards	Under Construction: Amenities include: saltwater pool, outdoor fireplace and lounges, exercise center and yoga room, dog-wash and dog park, stainless steel appliances, granite countertops, screened porches; First apartments are expected to be leased by spring 2020; Rent will range from \$1,125 to \$1,510, with one-bedroom to three-bedroom options
Legends North of Broad 100 Savannah Highway Beaufort/Port Royal	Market-rate	310	Dick Edwards	Under Construction: One, two and three-bedroom units modeled to look like Charleston townhomes; Amenities include a dog park, grilling areas, resort-style pool and community area overlooking the Broad River, granite counters, stainless steel appliances, wraparound screened porches and walking trails; ECD Fall 2020
Pine Court Apartments 2305-2317 Pine Ct. S. Beaufort	Workforce	60	Geoff Grout	Under Construction: Workforce housing to serve teachers, public safety officers and similar professions, one- and two- bedrooms units with an average unit size of 850 square feet, and an average rent of \$1,000. Units will be set at 80% to 125% of AMHI; Building permits issued August 2019
Ribaut Senior Village 1224 Ribaut Road Beaufort	Tax Credit & Market-Rate	49	Low County Housing	Under Construction: Development for seniors age 55+ earning below 50% and 60% AMHI; Four of the units will be unrestricted market-rate units; ECD August 2020
Residences at Battery Creek II 135 old Salem Road Beaufort	Market-rate	12	Intermark	Under Construction: Existing 44-unit property with 12 units that are under renovation and will be available by the end of March 2020; Was formally a government subsidized property
Oak Tree Village 2210 Southside Boulevard Port Royal	Market-rate & Subsidized	16	N/A	Under Renovation: Existing project has new owners and currently have 16 market-rate units off-line for renovations; One-, two-, and three-bedrooms renting from \$880 to \$1,050; ECD unknown
TBD 410 & 412 Ribaut Road Beaufort	Affordable	8	Beaufort Housing Authority	Under Construction: Permits issued June 2019; One-bedroom units, rented for no more than \$900 per month
Wright's Point Drive 106 Wright's Point Drive Beaufort	Market-rate	214	One Stone Realty	Planned: Plans are currently under review
Whitehall Development Beaufort	Market-rate	240	MidCity Real Estate Partners	Proposed: Mixed-use, seven apartment buildings, could also include retail and office space on property known as Whitehall

TBD-To be determined

N/A-Not Available

ECD- Estimated completion date

As the preceding indicates, only one (Ribaut Senior Village) of the nine projects currently in the development pipeline is funded with Tax Credits and will target households earning up to 60% of Area Median Household Income (AMHI). However, this property will also be restricted to seniors age 55 and older. Therefore, this property will not be directly competitive with the subject project.

7. MARKET RENT ADVANTAGE

We identified five market-rate properties within and/or near the Port Royal Site PMA that we consider most comparable to the subject development. These selected properties are used to derive market rent for a project with characteristics similar to the subject development. It is important to note that for the purpose of this analysis, we only select market-rate properties. Market-rate properties are used to determine rents that can be achieved in the open market for the subject units without maximum income and rent restrictions.

The basis for the selection of these projects includes, but is not limited to, the following factors:

- Surrounding neighborhood characteristics
- Target market (seniors, families, disabled, etc.)
- Unit types offered (garden or townhouse, bedroom types, etc.)
- Building type (single-story, mid-rise, high-rise, etc.)
- Unit and project amenities offered
- Age and appearance of property

Since it is unlikely that any two properties are identical, we adjust the collected rent (the actual rent paid by tenants) of the selected properties according to whether or not they compare favorably with the subject development. Rents of projects that have additional or better features than the subject site are adjusted negatively, while projects with inferior or fewer features are adjusted positively. For example, if the subject project does not have a washer and dryer and a selected property does, we lower the collected rent of the selected property by the estimated value of a washer and dryer so that we may derive a *market rent advantage* for a project similar to the subject project.

The rent adjustments used in this analysis are based on various sources, including known charges for additional features within the Site PMA, estimates made by area property managers and realtors, quoted rental rates from furniture rental companies and the prior experience of Bowen National Research in markets nationwide.

The proposed subject development and the five selected properties include the following:

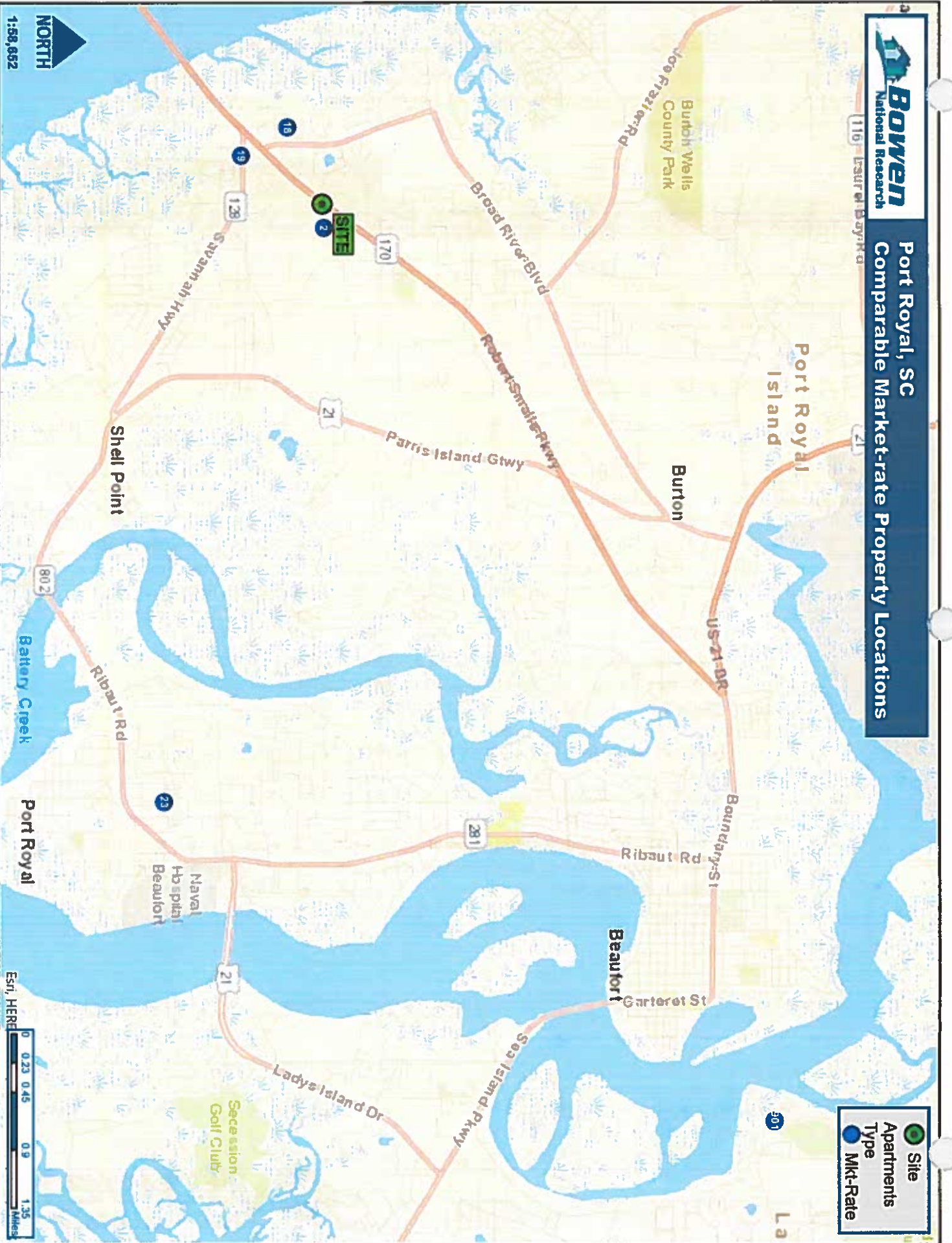
Map I.D.	Project Name	Year Built/Renovated	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)			
					Studio	One-Br.	Two-Br.	Three-Br.
Site	Broad River Village Phase I	2022	160	-	24 (-)	48 (-)	48 (-)	40 (-)
2	Abberly Pointe	2008	240	91.3%	-	88 (90.9%)	152 (91.4%)	-
18	Oaks at Broad River Landing	2001	248	97.2%	-	72 (98.6%)	120 (96.7%)	56 (96.4%)
19	Parc at Broad River	2016	246	98.8%	-	75 (100.0%)	147 (98.6%)	24 (95.8%)
23	Preserve at Port Royal	2004	400	90.3%	-	160 (83.8%)	240 (94.6%)	-
901	Harbor One Apts.	1997 / 2017	162	85.2%	-	-	64 (79.7%)	98 (88.8%)

Occ. – Occupancy

Map ID 901 is located outside the Site PMA

The five selected market-rate projects have a combined total of 1,296 units with an overall occupancy rate of 92.7%. The majority of the selected properties report occupancy rates of 90.3% or higher. The less than stable occupancy rate of 85.2% reported by Harbor One Apartments (Map ID 901) is attributed to previous residents leaving to purchase a home and/or military relocations. Regardless, the generally high occupancy rates reported among the selected properties indicate that these properties are well-received and will serve as accurate benchmarks with which to compare the subject property.

The Rent Comparability Grids on the following pages show the collected rents for each of the selected properties and illustrate the adjustments made (as needed) for various features and location or neighborhood characteristics, as well as quality differences that exist between the selected properties and the subject development. In addition to the Rent Comparability Grids, a map of the comparable market-rate properties in relation to the subject site is also included on the following page.



Rent Comparability Grid

Unit Type → **STUDIO**

Subject		Comp #1		Comp #2		Comp #3		Comp #4	
Broad River Village Phase I		Abberly Pointe		Oaks at Broad River Landing		Parc at Broad River		Preserve at Port Royal	
State Route 170 & Ashton Overlook Drive		100 Ashton Pointe Blvd		100 River Chase Blvd		337 State Route 128		1 Preserve Ave W	
Port Royal, SC		Beaufort, SC		Beaufort, SC		Beaufort, SC		Port Royal, SC	
Data		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
A. Rents Charged									
1	\$ Last Rent / Restricted?	\$1,050		\$912		\$1,097		\$999	
2	Date Surveyed	Jan-20		Jan-20		Jan-20		Jan-20	
3	Rent Concessions	None		Yes (\$21)		None		Yes (\$42)	
4	Occupancy for Unit Type	91%		99%		100%		84%	
5	Effective Rent & Rent/ sq. ft	\$1,050	1.50	\$891	1.35	\$1,097	1.39	\$957	1.38
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	WU/2,3		WU/2,3		WU/2,3		WU/3	
7	Yr. Built/Yr. Renovated	2022	\$14	2001	\$21	2016	\$6	2004	\$18
8	Condition/Street Appeal	E		E		E		G	\$15
9	Neighborhood	G		G		G		G	
10	Same Market?	Yes		Yes		Yes		Yes	
C. Unit Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	STUDIO	(\$50)	1	(\$50)	1	(\$50)	1	(\$50)
12	# Baths	1		1		1		1	
13	Unit Interior Sq. Ft.	578	(\$43)	660	(\$29)	792	(\$76)	693	(\$41)
14	Patio/Balcony	Y		Y		Y		Y	
15	AC: Central/Wall	C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y		Y/Y		Y/Y		Y/Y	
18	Washer/Dryer	HU/L	(\$25)	HU/L		W/D	(\$25)	HU/L	
19	Floor Coverings	C/V		C/V		C/L		C/V	
20	Window Treatments	Y		Y		Y		Y	
21	Secured Entry	N		N		N		N	
22	Garbage Disposal	Y		Y		Y		Y	
23	Ceiling Fan/Storage	Y/Y	\$5	Y/N	\$5	Y/N	\$5	Y/N	\$5
D. Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		Y		Y		Y	
26	Security Features	Y	\$5	N	\$5	Y		N	\$5
27	Community Space	Y		Y		Y		Y	
28	Pool/Recreation Areas	F/S/WT/L	(\$7)	P/F/S/L	(\$7)	P/F/MT	(\$4)	P/F	(\$1)
29	Computer/Business Center	Y		Y		Y		Y	
30	Picnic Area/Grills	Y		Y		Y		Y	
31	Playground	Y	\$3	Y		N	\$3	Y	
32	Social Services	N		N		N		N	
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N	
38	Cold Water/Sewer	Y/Y	\$33	N/N	\$33	N/N	\$33	Y/Y	
39	Trash/Recycling	Y/N	\$18	Y/N		N/N	\$18	Y/N	
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	4	4	3	3	3	4	4	3
41	Sum Adjustments B to D	\$27	(\$125)	\$31	(\$86)	\$14	(\$155)	\$43	(\$92)
42	Sum Utility Adjustments	\$51		\$33		\$51		\$51	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$47)	\$203	(\$22)	\$150	(\$90)	\$220	(\$49)	\$135
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$1,003		\$869		\$1,007		\$908	
45	Adj Rent/Last rent		96%		98%		92%		95%
46	Estimated Market Rent	\$995	\$1.72	← Estimated Market Rent/ Sq. Ft					

Rent Comparability Grid

Unit Type → **ONE-BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4	
Broad River Village Phase I		Abberly Pointe		Oaks at Broad River Landing		Parc at Broad River		Preserve at Port Royal	
State Route 170 & Ashton Overlook Drive		100 Ashton Pointe Blvd		100 River Chase Blvd		337 State Route 128		1 Preserve Ave W	
Port Royal, SC		Beaufort, SC		Beaufort, SC		Beaufort, SC		Port Royal, SC	
Data		Data S Adj		Data S Adj		Data S Adj		Data S Adj	
A. Rents Charged		Data S Adj		Data S Adj		Data S Adj		Data S Adj	
1	\$ Last Rent / Restricted?	\$1,320		\$912		\$1,191		\$1,200	
2	Date Surveyed	Jan-20		Jan-20		Jan-20		Jan-20	
3	Rent Concessions	None		Yes (\$21)		None		Yes (\$50)	
4	Occupancy for Unit Type	91%		99%		100%		84%	
5	Effective Rent & Rent/ sq. ft	\$1,320	1.70	\$891	1.35	\$1,191	1.49	\$1,150	1.38
B. Design, Location, Condition		Data S Adj		Data S Adj		Data S Adj		Data S Adj	
6	Structure / Stories	WU/2,3	WU/3	WU/2,3		WU/2,3		WU/3	
7	Yr. Built/Yr. Renovated	2022	2008 \$14	2001	\$21	2016	\$6	2004	\$18
8	Condition/Street Appeal	E	E	E		E		G	\$15
9	Neighborhood	G	G	G		G		G	
10	Same Market?	Yes		Yes		Yes		Yes	
C. Unit Equipment/ Amenities		Data S Adj		Data S Adj		Data S Adj		Data S Adj	
11	# Bedrooms	1	1	1		1		1	
12	# Baths	1	1	1		1		1	
13	Unit Interior Sq. Ft.	814	777 \$14	660	\$58	802	\$5	831	(\$6)
14	Patio/Balcony	Y	Y	Y		Y		Y	
15	AC: Central/Wall	C	C	C		C		C	
16	Range/Refrigerator	R/F	R/F	R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y	Y/Y	Y/Y		Y/Y		Y/Y	
18	Washer/Dryer	HU/L	W/D (\$25)	HU/L		W/D (\$25)		HU/L	
19	Floor Coverings	C/V	C/V	C/V		C/L		C/V	
20	Window Treatments	Y	Y	Y		Y		Y	
21	Secured Entry	N	N	N		N		N	
22	Garbage Disposal	Y	Y	Y		Y		Y	
23	Ceiling Fan/Storage	Y/Y	Y/N \$5	Y/N \$5		Y/N \$5		Y/N \$5	
D. Site Equipment/ Amenities		Data S Adj		Data S Adj		Data S Adj		Data S Adj	
24	Parking (\$ Fee)	LOT/\$0	LOT/\$0	LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y	Y	Y		Y		Y	
26	Security Features	Y	N \$5	N \$5		Y		N \$5	
27	Community Space	Y	Y	Y		Y		Y	
28	Pool/Recreation Areas	F/S/WT/L	P/F/L/TB (\$7)	P/F/S/L (\$7)		P/F/MT (\$4)		P/F (\$1)	
29	Computer/Business Center	Y	Y	Y		Y		Y	
30	Picnic Area/Grills	Y	Y	Y		Y		Y	
31	Playground	Y	N \$3	Y		N \$3		Y	
32	Social Services	N	N	N		N		N	
E. Utilities		Data S Adj		Data S Adj		Data S Adj		Data S Adj	
33	Heat (in rent?/ type)	N/E	N/E	N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E	N/E	N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E	N/E	N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E	N/E	N/E		N/E		N/E	
37	Other Electric	N	N	N		N		N	
38	Cold Water/Sewer	Y/Y	N/N \$45	N/N \$45		N/N \$45		Y/Y	
39	Trash/Recycling	Y/N	N/N \$18	Y/N		N/N \$18		Y/N	
F. Adjustments Recap		Pos Neg		Pos Neg		Pos Neg		Pos Neg	
40	# Adjustments B to D	5	2	4	1	4	2	4	2
41	Sum Adjustments B to D	\$41	(\$32)	\$89	(\$7)	\$19	(\$29)	\$43	(\$7)
42	Sum Utility Adjustments	\$63		\$45		\$63		\$63	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	\$72	\$136	\$127	\$141	\$53	\$111	\$36	\$50
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$1,392		\$1,018		\$1,244		\$1,186	
45	Adj Rent/Last rent		105%		114%		104%		103%
46	Estimated Market Rent	\$1,260	\$1.55 ←	Estimated Market Rent/ Sq. Ft					

Rent Comparability Grid

Unit Type →

TWO-BEDROOM

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Broad River Village Phase I		Abberly Pointe		Oaks at Broad River Landing		Parc at Broad River		Preserve at Port Royal		Harbor One Apts.	
State Route 170 & Ashton Overlook Drive		100 Ashton Pointe Blvd		100 River Chase Blvd		337 State Route 128		1 Preserve Ave W		22 Colony Gardens Rd	
Port Royal, SC		Beaufort, SC		Beaufort, SC		Beaufort, SC		Port Royal, SC		Beaufort, SC	
Data		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
A. Rents Charged											
1	\$ Last Rent / Restricted?	\$1,550		\$1,012		\$1,554		\$1,215		\$1,195	
2	Date Surveyed	Jan-20		Jan-20		Jan-20		Jan-20		Jan-20	
3	Rent Concessions	None		Yes (\$21)		None		Yes (\$51)		Yes (\$100)	
4	Occupancy for Unit Type	92%		97%		99%		97%		80%	
5	Effective Rent & Rent/ sq. ft	\$1,550	1.36	\$991	0.83	\$1,554	1.30	\$1,164	1.05	\$1,095	1.11
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	WU/2,3		WU/2,3		WU/2,3		WU/3		WU/2	
7	Yr. Built/Yr. Renovated	2022	\$14	2001	\$21	2016	\$6	2004	\$18	1997/2017	\$15
8	Condition/Street Appeal	E		E		E		G	\$15	G	\$15
9	Neighborhood	G		G		G		G		G	
10	Same Market?	Yes		Yes		Yes		Yes		No	
C. Unit Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	2		2		2		2		2	
12	# Baths	2		2		2		2		2	
13	Unit Interior Sq. Ft.	1110	(\$8)	1192	(\$24)	1197	(\$25)	1110		990	\$35
14	Patio/Balcony	Y		Y		Y		Y		N	\$5
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	Y/Y		Y/Y		Y/Y		Y/Y		Y/Y	
18	Washer/Dryer	HU/L	(\$25)	HU/L		W/D	(\$25)	HU/L		W/D	(\$25)
19	Floor Coverings	C/V		C/V		C/L		C/V		C/L	
20	Window Treatments	Y		Y		Y		Y		Y	
21	Secured Entry	N		N		N		N		N	
22	Garbage Disposal	Y		Y		Y		Y		Y	
23	Ceiling Fan/Storage	Y/Y	\$5	Y/N	\$5	Y/N	\$5	Y/N	\$5	Y/N	\$5
D. Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Features	Y	\$5	N	\$5	Y		N	\$5	N	\$5
27	Community Space	Y		Y		Y		Y		Y	
28	Pool/Recreation Areas	F/S/WT/L	(\$7)	P/F/S/L	(\$7)	P/F/MT	(\$4)	P/F	(\$1)	P/F/S	(\$4)
29	Computer/Business Center	Y		Y		Y		Y		Y	
30	Picnic Area/Grills	Y		Y		Y		Y		Y	
31	Playground	Y	\$3	Y		N	\$3	Y		N	\$3
32	Social Services	N		N		N		N		N	
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	Y/Y	\$58	N/N	\$58	N/N	\$58	Y/Y		Y/Y	
39	Trash/Recycling	Y/N	\$18	N/N	\$18	N/N	\$18	Y/N		Y/N	
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	4	3	3	2	3	3	4	1	7	2
41	Sum Adjustments B to D	\$27	(\$40)	\$31	(\$31)	\$14	(\$54)	\$43	(\$1)	\$83	(\$29)
42	Sum Utility Adjustments	\$76		\$58		\$76					
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	\$63	\$143	\$58	\$120	\$36	\$144	\$42	\$44	\$54	\$112
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (+ 43)	\$1,613		\$1,049		\$1,590		\$1,206		\$1,149	
45	Adj Rent/Last rent		104%		106%		102%		104%		105%
46	Estimated Market Rent	\$1,440	\$1.30	← Estimated Market Rent/ Sq. Ft							

Rent Comparability Grid

Unit Type → **THREE-BEDROOM**

Subject		Comp #1		Comp #2		Comp #3	
Broad River Village Phase I		Oaks at Broad River Landing		Parc at Broad River		Harbor One Apts.	
State Route 170 & Ashton Overlook Drive		100 River Chase Blvd		337 State Route 128		22 Colony Gardens Rd	
Port Royal, SC		Beaufort, SC		Beaufort, SC		Beaufort, SC	
Data		Data S Adj		Data S Adj		Data S Adj	
A. Rents Charged		Data S Adj		Data S Adj		Data S Adj	
1	\$ Last Rent / Restricted?	\$1,215		\$1,531		\$1,250	
2	Date Surveyed	Jan-20		Jan-20		Jan-20	
3	Rent Concessions	Yes (\$21)		None		Yes (\$104)	
4	Occupancy for Unit Type	96%		96%		89%	
5	Effective Rent & Rent/ sq. ft	\$1,194	0.84	\$1,531	1.12	\$1,146	0.93
B. Design, Location, Condition		Data S Adj		Data S Adj		Data S Adj	
6	Structure / Stories	WU/2,3	WU/2,3	WU/2,3	WU/2,3	WU/2	WU/2
7	Yr. Built/Yr. Renovated	2022	2001 \$21	2016	\$6	1997/2017	\$15
8	Condition/Street Appeal	E	E	E		G	\$15
9	Neighborhood	G	G	G		G	
10	Same Market?	Yes		Yes		No	
C. Unit Equipment/ Amenities		Data S Adj		Data S Adj		Data S Adj	
11	# Bedrooms	3	3	3		3	
12	# Baths	2	2	2		2	
13	Unit Interior Sq. Ft.	1301	1414 (\$28)	1362	(\$15)	1232	\$17
14	Patio/Balcony	Y	Y	Y		N	\$5
15	AC: Central/Wall	C	C	C		C	
16	Range/Refrigerator	R/F	R/F	R/F		R/F	
17	Microwave/Dishwasher	Y/Y	Y/Y	Y/Y		Y/Y	
18	Washer/Dryer	HU/L	HU/L	W/D	(\$25)	W/D	(\$25)
19	Floor Coverings	C/V	C/V	C/L		C/L	
20	Window Treatments	Y	Y	Y		Y	
21	Secured Entry	N	N	N		N	
22	Garbage Disposal	Y	Y	Y		Y	
23	Ceiling Fan/Storage	Y/Y	Y/N \$5	Y/N	\$5	Y/N	\$5
D. Site Equipment/ Amenities		Data S Adj		Data S Adj		Data S Adj	
24	Parking (\$ Fee)	LOT/\$0	LOT/\$0	LOT/\$0		LOT/\$0	
25	On-Site Management	Y	Y	Y		Y	
26	Security Features	Y	N \$5	Y		N	\$5
27	Community Space	Y	Y	Y		Y	
28	Pool/Recreation Areas	F/S/WT/L	P/F/S/L (\$7)	P/F/MT	(\$4)	P/F/S	(\$4)
29	Computer/Business Center	Y	Y	Y		Y	
30	Picnic Area/Grills	Y	Y	Y		Y	
31	Playground	Y	Y	N	\$3	N	\$3
32	Social Services	N	N	N		N	
E. Utilities		Data S Adj		Data S Adj		Data S Adj	
33	Heat (in rent?/ type)	N/E	N/E	N/E		N/E	
34	Cooling (in rent?/ type)	N/E	N/E	N/E		N/E	
35	Cooking (in rent?/ type)	N/E	N/E	N/E		N/E	
36	Hot Water (in rent?/ type)	N/E	N/E	N/E		N/E	
37	Other Electric	N	N	N		N	
38	Cold Water/Sewer	Y/Y	N/N \$82	N/N	\$82	Y/Y	
39	Trash/Recycling	Y/N	Y/N	N/N	\$18	Y/N	
F. Adjustments Recap		Pos Neg		Pos Neg		Pos Neg	
40	# Adjustments B to D	3	2	3	3	7	2
41	Sum Adjustments B to D	\$31	(\$35)	\$14	(\$44)	\$65	(\$29)
42	Sum Utility Adjustments	\$82		\$100			
		Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	\$78	\$148	\$70	\$158	\$36	\$94
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$1,272		\$1,601		\$1,182	
45	Adj Rent/Last rent		107%		105%		103%
46	Estimated Market Rent	\$1,495	\$1.15 ←	Estimated Market Rent/ Sq. Ft			

Once all adjustments to collected rents were made, the adjusted rents for each comparable were used to derive an achievable market rent for each bedroom type. Each property was considered and weighed based upon its proximity to the subject site and its amenities and unit layout compared to the subject site.

Based on the preceding Rent Comparability Grids, it was determined that the current achievable market rent for units similar to the subject development are as follows:

Bedroom Type	% AMH	Proposed Collected Rent	Achievable Market Rent	Market Rent Advantage
Studio	60%	\$766	\$995	23.02%
One-Br.	60%	\$809	\$1,260	35.79%
Two-Br.	60%	\$970	\$1,440	32.64%
Three-Br.	60%	\$1,104	\$1,495	26.15%
Weighted Average				30.64%

The proposed collected Tax Credit rents represent market-rent advantages ranging from 23.02% to 35.79%, depending upon unit type. The weighted average market rent advantage is 31.65%. These are considered good market rent advantages for LIHTC product. Further, the subject's weighted average market rent advantage of 30.64% meets the SCSHFDA requirement of 25.0%.

None of the selected properties offer the same amenities as the subject property. As a result, we have made adjustments to the collected rents to reflect the differences between the subject property and the selected properties. The following are explanations (preceded by the line reference number on the comparability grid table) for each rent adjustment made to each selected property.

1. Rents for each property are reported as collected rents. This is the actual rent paid by tenants and does not consider tenant-paid utilities. The rent reported is typical and does not consider rent concessions or special promotions. When multiple rent levels were offered, we included an average rent.
3. Several of the selected properties are currently offering a rent concession to assist in filling vacant units. The value of these concessions has been prorated over a 12-month period and applied as a negative adjustment in Line 3. These rent concessions are reflected in the effective rent for each property as needed, in Line 5.
7. Upon completion of construction, the subject project will be the newest property in the market. The selected properties were built between 1997 and 2016. As such, we have adjusted the rents at the selected properties by \$1 per year of effective age difference to reflect the age of these properties as compared to the subject project.

8. It is anticipated that the subject project will have an excellent quality and attractive aesthetic appeal upon completion. We have made adjustments for those properties that we consider to be inferior to the subject property in terms of overall quality/condition.
10. One of the selected properties is located outside the Site PMA but within the very near surrounding area of Beaufort. Given the proximity of this property to the subject market, out-of-market adjustments were not warranted.
11. All of the selected properties have one-, two-, and/or three-bedroom units. However, none of these properties offer studio units. Therefore, we have utilized the one-bedroom units at these properties as comparables for the subject's studio units but applied a negative adjustment of \$50 to reflect the lack of a dedicated bedroom within the subject units. Adjustments for differences in square footage between these unit types have been applied in Line 13.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar for dollar bases, we have used 25% of the average for this adjustment.
- 14.-23. The subject project will offer a unit amenity package which is generally similar to those offered among the selected market-rate properties. We have made monetary adjustments to reflect the difference between the subject project's and the selected properties' unit amenities.
- 24.-32. The subject project offers a comprehensive project amenities package which is also generally competitive with the comparable market-rate properties. We have made monetary adjustments to reflect the difference between the subject project's and the selected properties' project amenities.
- 33.-39. We have made adjustments to reflect the differences between the subject project's and the selected properties' utility responsibility, as needed. The utility adjustments were based on the local housing authority's utility cost estimates.

8. AFFORDABLE HOUSING IMPACT

As previously noted, we identified and surveyed a total of five existing LIHTC properties within the Port Royal Site PMA that we expect to be directly competitive with the subject development. The anticipated occupancy rates of these properties during the first year of occupancy at the subject project follow:

Map I.D.	Project	Current Occupancy Rate	Anticipated Occupancy Rate Through 2022
1	123 Club Apts.	100.0%	95.0% +
3	Ashley Pointe	100.0%	95.0% +
8	Cross Creek	100.0%	95.0% +
14	Marsh Pointe	100.0%	95.0% +
28	Shell Pointe	100.0%	95.0% +

As detailed throughout this report and again illustrated in the preceding table, the five comparable/competitive LIHTC properties in the market are all 100.0% occupied. Further, four of the five maintain waiting lists for their next available units. It is also important to note that in addition to two- and three-bedroom units similar to those primarily offered among the existing comparable properties, the subject project will also offer studio and one-bedroom units. This will limit the subject's competitive overlap with the existing properties and help fill a void in the local rental market. Based on the preceding factors, we do not anticipate the subject project having any adverse impact on existing comparable/competitive product within the Port Royal Site PMA.

9. OTHER HOUSING OPTIONS (BUY VERSUS RENT)

According to ESRI, the median home value within the Site PMA was \$223,723. At an estimated interest rate of 4.5% and a 30-year term (and 95% LTV), the monthly mortgage for a \$223,723 home is \$1,346, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price - ESRI	\$223,723
Mortgaged Value = 95% of Median Home Price	\$212,537
Interest Rate - Bankrate.com	4.5%
Term	30
Monthly Principal & Interest	\$1,077
Estimated Taxes and Insurance*	\$269
Estimated Monthly Mortgage Payment	\$1,346

*Estimated at 25% of principal and interest

In comparison, the collected Tax Credit rents for the subject property range from \$766 to \$1,104 per month. Therefore, the cost of a monthly mortgage for a typical home in the area is at least \$242 more than the cost of renting at the subject property. Therefore, we do not anticipate any competitive impact on or from the homebuyer market.

10. HOUSING VOIDS

As detailed throughout this report, the subject property will be comprised of studio through three-bedroom units targeting households earning up to 60% of AMHI. Within the Site PMA we identified five existing LIHTC properties which operate similar to the subject project, in terms of target population. These properties are all 100.0% occupied and four maintain waiting lists. These are clear indications that the current supply of LIHTC product similar to that proposed for the subject property is not meeting the needs of the Port Royal market. The subject property is expected to help meet a portion of this unmet demand.

In fact, the existing comparable/competitive LIHTC properties in the market are primarily comprised of two- and three-bedroom units. While the subject property will also offer these unit types, studio and one-bedroom units are also proposed for the subject property. Offering these smaller bedroom types is expected to help fill a void in the Port Royal Site PMA and contribute to the subject's overall marketability. This is particularly true when considering that nearly one-third (32.7%) of all renter households in the Site PMA are one-person households.

I. Interviews

The following are summaries of interviews conducted with various government and private sector individuals regarding the need for affordable housing within the Port Royal area.

- Maria (last name not provided), Property Manager at Ashley Pointe (Map ID 3), a comparable Tax Credit property, stated that there is a need for more affordable housing in the Port Royal area. Maria added that her property rarely operates with a vacant unit and the waiting list at this property always contains at least five households.
- Ariel Chisolm, Public Housing Administrator at Beaufort Housing Authority, stated there is a huge need for more low-income housing in the area. Ms. Chisolm stated that there are a lot of low-income renters located in Port Royal and Beaufort, many of which are currently paying more for housing than they can afford. According to Ms. Chisolm, this leads to evictions and further exacerbates the need for additional affordable housing.
- Angela Childers, the Executive Director of the Beaufort Housing Authority stated that there is a high demand for affordable housing in the City of Beaufort, and also throughout the county. There is need for workforce housing and senior housing for those making below \$50,000 annually. There is also a high demand for housing for single people within this demographic. One-bedroom units are most in demand according to Ms. Childers. Also, the area's Fair Market Rent (FMR) did not decrease but HUD decreased the current payment standards for the Housing Choice Voucher program according to Ms. Childers. The wait time for a voucher is currently one to three years. In the meantime, those waiting for housing and assistance double-up and live with other families or couch-hop from friend-to-friend or from one family member to another. Such households would likely benefit from additional affordable housing in the area.

There are so many lower-income service workers in the county, workers that the area is sustained by, that their housing needs can't be ignored. If they must travel a considerable distance for a low-wage job they will soon take a low-wage job close to home with a small pay cut, rather than travelling 30 minutes or more to get to work. Ms. Childers believes that additional affordable rental product would be well-received within the area due to the preceding factors.

J. Recommendations

Based on the findings reported in our market study, it is our opinion that a market exists for the 160 units proposed at the subject site, assuming it is developed as detailed in this report. Changes in the project's site, floor plans, rents, amenities or opening date may alter these findings.

The proposed subject site is situated within a good quality neighborhood and is easily accessible given its location along State Route 170. The property will fit well with existing surrounding structures, particularly with nearby multifamily product. No known nuisances/deterrents were observed at/near the subject site.

The proposed property is marketable and competitive with existing comparable product as proposed and will alleviate a portion of the unmet demand for family-oriented LIHTC product such as that proposed. In fact, the subject development is expected to help fill a void in the local rental market, given the proposed studio and one-bedroom units for the property. This is due to the fact that the five existing comparable properties are primarily comprised of two- and three-bedroom units. The existing LIHTC properties are 100.0% occupied and four maintain waiting lists, further illustrating the pent-up demand for product similar to that proposed for development at the subject site.

In terms of price point, the subject property will be competitive with existing comparable LIHTC product, particularly when considering the newness and anticipated quality of the subject property. The subject rents will also represent significant market rent advantages, and the property has a weighted average market rent advantage of 30.64%, which meets the SCSHFDA requirement of 25.0%.

A deep base of demographic support also exists for the subject project, as evident by the subject's capture rate of 18.0%. This is considered an achievable capture rate and is below the SCSHFDA threshold of 30.0%.

For reasons detailed above and throughout this report, we have no recommendations to the proposed subject development at this time and expect the subject property will be met with positive demand within the Port Royal Site PMA.

K. Signed Statement Requirement

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 and 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.

Certified:



Craig Rupert (Primary Contact)

Market Analyst

craigr@bowennational.com

Date: January 29, 2020



Jeff Peters

Market Analyst

jeffp@bowennational.com

Date: January 29, 2020



Patrick M. Bowen

President/Market Analyst

Bowen National Research

155 E. Columbus St., Suite 220

Pickerington, OH 43147

(614) 833-9300

patrickb@bowennational.com

Date: January 29, 2020

L. Qualifications

The Company

Bowen National Research employs an expert staff to ensure that each market study is of the utmost quality. Each staff member has hands-on experience evaluating sites and comparable properties, analyzing market characteristics and trends, and providing realistic recommendations and conclusions. The Bowen National Research staff has the expertise to provide the answers for your development.

Company Leadership

Patrick Bowen is the President of Bowen National Research. He has prepared and supervised thousands of market feasibility studies for all types of real estate products, including affordable family and senior housing, multifamily market-rate housing and student housing, since 1996. He has also prepared various studies for submittal as part of HUD 221(d)(3) & (4), HUD 202 developments and applications for housing for Native Americans. He has also conducted studies and provided advice to city, county and state development entities as it relates to residential development, including affordable and market rate housing, for both rental and for-sale housing. Mr. Bowen has worked closely with many state and federal housing agencies to assist them with their market study guidelines. Mr. Bowen has his bachelor's degree in legal administration (with emphasis on business and law) from the University of West Florida.

Desireé Johnson is the Director of Operations for Bowen National Research. Ms. Johnson is responsible for all client relations, the procurement of work contracts, and the overall supervision and day-to-day operations of the company. She has been involved in the real estate market research industry since 2006. Ms. Johnson has an Associate of Applied Science in Office Administration from Columbus State Community College.

Market Analysts

Christopher T. Bunch, Market Analyst has over ten years of professional experience in real estate, including five years of experience in the real estate market research field. Mr. Bunch is responsible for preparing market feasibility studies for a variety of clients. Mr. Bunch earned a bachelor's degree in Geography with a concentration in Urban and Regional Planning from Ohio University in Athens, Ohio.

Lisa Goff, Market Analyst, has conducted site-specific analyses in both rural and urban markets throughout the country. She is also experienced in the day-to-day operation and financing of Low-Income Housing Tax Credit and subsidized properties, which gives her a unique understanding of the impact of housing development on current market conditions.

Ambrose Lester, Market Analyst, has conducted detailed research and analysis on a variety of residential alternatives, including rental and for-sale housing. She has conducted on-site research of buildable sites, surveyed existing rental and for-sale housing and conducted numerous stakeholder interviews. She has also conducted research on unique housing issues such as accessory dwelling units, government policy and programs and numerous special needs populations. Ms. Lester has a degree in Economics from Franciscan University of Steubenville.

Sidney McCrary, Market Analyst, is experienced in the on-site analysis of residential and commercial properties. He has the ability to analyze a site's location in relation to community services, competitive properties and the ease of access and visibility. Mr. McCrary has a Bachelor of Science in Business Administration from Ohio Dominican University.

Jeff Peters, Market Analyst, has conducted on-site inspection and analysis for rental properties throughout the country since 2014. He is familiar with multiple types of rental housing programs, the day-to-day interaction with property managers and leasing agents and the collection of pertinent property details. Mr. Peters graduated from The Ohio State University with a Bachelor of Arts in Economics.

Gregory Piduch, Market Analyst, has conducted site-specific analyses in both metro and rural areas throughout the country. He is familiar with multiple types of rental housing programs, the day-to-day interaction with property managers and leasing agents and the collection of pertinent property details. Mr. Piduch holds a Bachelor of Arts in Communication and Rhetoric from the University of Albany, State University of New York and a Master of Professional Studies in Sports Industry Management from Georgetown University.

Ron Pompey, Market Analyst, has surveyed both urban and rural markets throughout the country. He is trained to understand the nuances of various rental housing programs and their construction and is experienced in the collection of rental housing data from leasing agents, property managers, and other housing experts within the market. Mr. Pompey has a Bachelor of Science in Electrical Engineering from the University of Florida.

Craig Rupert, Market Analyst, has conducted market analysis in both urban and rural markets throughout the United States since 2010. Mr. Rupert is experienced in the evaluation of multiple types of housing programs, including market-rate, Tax Credit and various government subsidies and uses this knowledge and research to provide both qualitative and quantitative analysis. Mr. Rupert has a degree in Hospitality Management from Youngstown State University.

Nathan Stelts, Market Analyst, is experienced in the assessment of housing operating under various programs throughout the country, as well as other development alternatives. He is also experienced in evaluating projects in the development pipeline and economic trends. Mr. Stelts has a Bachelor of Science in Business Administration from Bowling Green State University.

Jack Wiseman, Market Analyst, has conducted extensive market research in over 200 markets throughout the United States since 2007. He provides thorough evaluation of site attributes, area competitors, market trends, economic characteristics and a wide range of issues impacting the viability of real estate development. He has evaluated market conditions for a variety of real estate alternatives, including affordable and market-rate apartments, retail and office establishments, student housing, and a variety of senior residential alternatives. Mr. Wiseman has a Bachelor of Arts degree in Economics from Miami University.

Research Staff

Bowen National Research employs a staff of in-house researchers who are experienced in the surveying and evaluation of all rental and for-sale housing types, as well as in conducting interviews and surveys with city officials, economic development offices, chambers of commerce, housing authorities and residents.

June Davis, Office Manager of Bowen National Research, has been in the market feasibility research industry since 1988. Ms. Davis has overseen production on over 20,000 market studies for projects throughout the United States.

Stephanie Viren is the Research and Travel Coordinator at Bowen National Research. Ms. Viren focuses on collecting detailed data concerning housing conditions in various markets throughout the United States. Ms. Viren has extensive interviewing skills and experience and also possesses the expertise necessary to conduct surveys of diverse pools of respondents regarding population and housing trends, housing marketability, economic development and other socioeconomic issues relative to the housing industry. Ms. Viren's professional specialty is condominium and senior housing research. Ms. Viren earned a Bachelor of Arts in Business Administration from Heidelberg University.

Kelly Wiseman, Research Specialist Director, has significant experience in the evaluation and surveying of housing projects operating under a variety of programs. In addition, she has conducted numerous interviews with experts throughout the country, including economic development, planning, housing authorities and other stakeholders.

M. Methodologies, Disclaimers & Sources

This market feasibility analysis complies with the requirements established by the South Carolina State Housing Finance and Development Authority (SCSHFDA) and conforms to the standards adopted by the National Council of Housing Market Analysts (NCHMA). These standards include the acceptable definitions of key terms used in market studies for affordable housing projects and model standards for the content of market studies for affordable housing projects. The standards are designed to enhance the quality of market studies and to make them easier to prepare, understand and use by market analysts and end users.

1. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

- The Primary Market Area (PMA) generated for the proposed site is identified. The PMA is generally described as the smallest geographic area expected to generate most of the support for the proposed project. PMAs are not defined by a radius. The use of a radius is an ineffective approach because it does not consider mobility patterns, changes in the socioeconomic or demographic character of neighborhoods or physical landmarks that might impede development.

PMAs are established using a variety of factors, including, but not limited to:

- A detailed demographic and socioeconomic evaluation
 - Interviews with area planners, realtors and other individuals who are familiar with area growth patterns
 - A drive-time analysis for the site
 - Personal observations of the field analyst
- A field survey of modern apartment developments is conducted. The intent of the field survey is twofold. First, the field survey is used to measure the overall strength of the apartment market. This is accomplished by an evaluation of the unit mix, vacancies, rent levels and overall quality of product. The second purpose of the field survey is to establish those projects that are most likely directly comparable to the proposed property.
- Two types of directly comparable properties are identified through the field survey. They include other Section 42 LIHTC developments and market-rate developments that offer unit and project amenities similar to those of the proposed development. An in-depth evaluation of these two property types provides an indication of the potential of the proposed development.

- Economic and demographic characteristics of the area are evaluated. An economic evaluation includes an assessment of area employment composition, income growth (particularly among the target market), building statistics and area growth perceptions. The demographic evaluation uses the most recently issued Census information and projections that determine what the characteristics of the market will be when the proposed project opens and achieves a stabilized occupancy.
- Area building statistics and interviews with officials familiar with area development provide identification of the properties that might be planned or proposed for the area that will have an impact on the marketability of the proposed development. Planned and proposed projects are always in different stages of development. As a result, it is important to establish the likelihood of construction, the timing of the project and its impact on the market and the proposed development.
- An analysis of the proposed project's market capture of income-appropriate renter households within the PMA is conducted. This analysis follows SCSHFDA's methodology for calculating potential demand. The resulting capture rates are compared with acceptable market capture rates for similar types of projects to determine whether the proposed development's capture rate is achievable.
- Achievable market rent for the proposed subject development is determined. Using a Rent Comparability Grid, the features of the proposed development are compared item by item to the most comparable properties in the market. Adjustments are made for each feature that differs from that of the proposed subject development. These adjustments are then included with the collected rent resulting in an achievable market rent for a unit comparable to the proposed unit. This analysis is done for each bedroom type proposed for the site.

Please note that non-numbered items in this report are not required by SCSHFDA; they have been included, however, based on Bowen National Research's opinion that it is necessary to consider these details to effectively address the development potential of proposed projects.

2. REPORT LIMITATIONS

The intent of this report is to collect and analyze significant levels of data to forecast the market success of the subject property within an agreed to time period. Bowen National Research relies on a variety of sources of data to generate this report. These data sources are not always verifiable; Bowen National Research, however, makes a significant effort to ensure accuracy. While this is not always possible, we believe our effort provides an acceptable standard margin of error. Bowen National Research is not responsible for errors or omissions in the data provided by other sources.

The reported analyses, opinions and conclusions are limited only by the reported assumptions and limiting conditions and are our personal, unbiased professional analyses, opinions and conclusions. We have no present or prospective interest in the property that is the subject of this report, and we have no personal interest or bias with respect to the parties involved. Our compensation is not contingent on an action or event (such as the approval of a loan) resulting from the analyses, opinions, conclusions in or the use of this study.

Any reproduction or duplication of this report without the express approval of Bowen National Research is strictly prohibited.

3. SOURCES

Bowen National Research uses various sources to gather and confirm data used in each analysis. These sources, which are cited throughout this report, include the following:

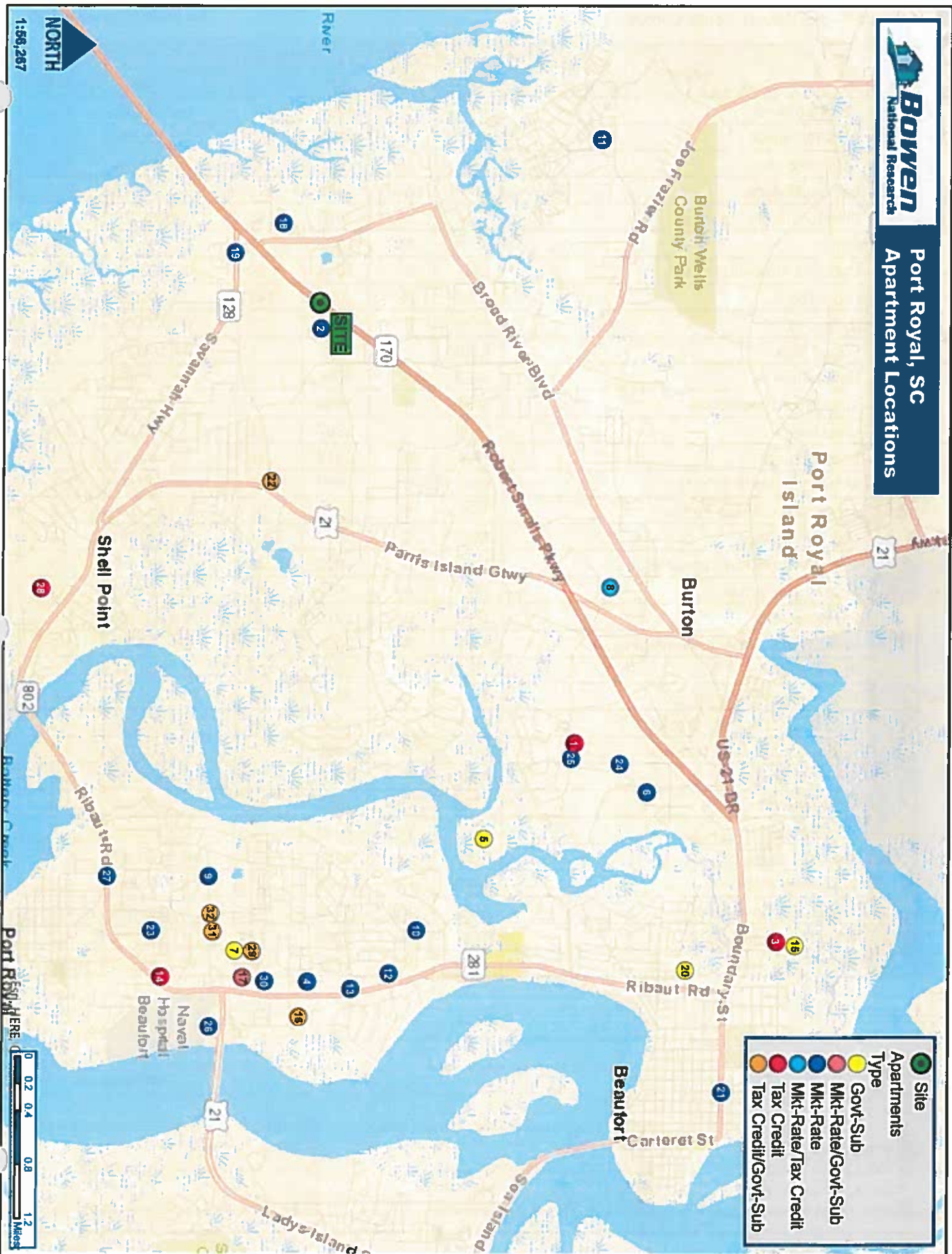
- The 2000 and 2010 Census on Housing
- American Community Survey
- ESRI
- Urban Decision Group (UDG)
- Applied Geographic Solutions
- Area Chamber of Commerce
- U.S. Department of Labor
- U.S. Department of Commerce
- Management for each property included in the survey
- Local planning and building officials
- Local housing authority representatives
- South Carolina State Housing Finance and Development Authority

ADDENDUM A

FIELD SURVEY OF
CONVENTIONAL RENTALS



Port Royal, SC Apartment Locations



Site Type	Color
Site	Green
Apartments	Various colors (Red, Blue, Cyan, Orange, Light Blue)
Govt-Sub	Yellow
Mkt-Rate/Govt-Sub	Red
Mkt-Rate	Blue
Mkt-Rate/Tax Credit	Cyan
Tax Credit	Orange
Tax Credit/Govt-Sub	Light Blue








Map ID	Property	Prop Type	Quality Rating	Year Built	Total Units	Vacant	Occ. Rate	Distance To Site*
✓ 1	123 Club Apts.	TAX	C	1996	40	0	100.0%	3.5
✓ 2	Abberly Pointe	MRR	A	2008	240	21	91.3%	0.1
✓ 3	Ashley Pointe	TAX	B+	2016	56	0	100.0%	5.4
4	Bay South Apts.	MRR	A-	1985	132	16	87.9%	7.2
5	Beaufort Public Housing	GSS	C+	1976	63	0	100.0%	4.1
6	Canal	MRR	B	1997	24	2	91.7%	4.1
7	Cottages at Beaufort I & II	GSS	A-	2004	35	0	100.0%	6.8
✓ 8	Cross Creek	MRT	A-	2009	143	2	98.6%	2.8
9	Dogwood	MRR	B	1987	22	0	100.0%	6.0
10	Forest Park	MRR	B	1982	6	0	100.0%	7.3
11	Habersham	MRR	A	2006	8	0	100.0%	3.5
12	Kingsridge Townhomes	MRR	A-	1988	2	0	100.0%	7.7
13	Live Oaks	MRR	C	1987	5	0	100.0%	7.4
✓ 14	Marsh Pointe	TAX	B	2018	48	0	100.0%	6.1
15	Marsh Pointe (Beaufort)	GSS	C	1989	30	0	100.0%	5.3
16	Mossy Oaks Village Apts.	TGS	B	1978	96	0	100.0%	7.2
17	Oak Tree Village	MRG	C	1977	80	0	100.0%	7.0
✓ 18	Oaks at Broad River Landing	MRR	A-	2001	248	7	97.2%	1.0
✓ 19	Parc at Broad River	MRR	A	2016	246	3	98.8%	0.9
20	Parkview Apts.	GSS	B-	1970	60	0	100.0%	5.5
21	Parris Island Gate Condominiums	MRR	B-	2000	5	2	60.0%	5.9
22	Port Royal Apts.	TGS	B+	2012	60	0	100.0%	2.1
✓ 23	Preserve at Port Royal	MRR	B+	2004	400	39	90.3%	6.0
24	Residence at Battery Creek I	MRR	B-	1989	48	0	100.0%	4.2
25	Residence at Battery Creek II	MRR	B+	1990	32	0	100.0%	3.6
26	River Club Apts.	MRR	B	1999	29	0	100.0%	6.8
27	Sea Island Apts.	MRR	C+	1952	50	0	100.0%	5.3
✓ 28	Shell Pointe	TAX	B-	2005	72	0	100.0%	3.6
29	Spanish Trace	TGS	C+	1980	88	0	100.0%	6.7
30	Waterford Place	MRR	C+	1979	20	1	95.0%	6.9
31	Wilderness Cove Apts.	TGS	B+	1978	48	0	100.0%	6.2
32	Wilderness Too Apts.	TGS	B+	1980	24	0	100.0%	6.2
✓ 901	Harbor One Apts.	MRR	B	1997	162	24	85.2%	12.9

*Drive distance in miles


✓ Comparable Property	(MIG) Market-Rate, Income Restricted (not LIHTC) & Govt Subsidized	(TIG) Tax Credit, Income Restricted (not LIHTC) & Govt Subsidized
◆ Senior Restricted	(TAX) Tax Credit	(INR) Income Restricted (not LIHTC)
■ (MRR) Market-Rate	(TGS) Tax Credit & Govt Subsidized	(ING) Income Restricted (not LIHTC) & Govt Subsidized
■ (MRT) Market-Rate & Tax Credit	(TIN) Tax Credit & Income Restricted (not LIHTC)	■ (GSS) Govt Subsidized
■ (MRG) Market-Rate & Govt Subsidized	(TMG) Tax Credit, Market-Rate & Govt Subsidized	■ (ALL) Tax Credit, Market-Rate, Govt Subsidized & Income Restricted
■ (MIN) Market-Rate & Income Restricted (not LIHTC)		


1	123 Club Apts. 123 Old Salem Rd, Beaufort, SC 29901	Contact: Jasmine (In Person) Phone: (843) 982-0101
	Total Units: 40 UC: 0 Occupancy: 100.0% Stories: 1,2 Year Built: 1996 BR: 2, 3 Vacant Units: 0 Waitlist: 63 HH; AR Year: Target Population: Family Yr Renovated: 2019 Rent Special: Notes: Tax Credit; HCV (12 units)	
2	Abberly Pointe 100 Ashton Pointe Blvd, Beaufort, SC 29906	Contact: Jordan (In Person) Phone: (843) 379-5110
	Total Units: 240 UC: 0 Occupancy: 91.3% Stories: 3 Year Built: 2008 BR: 1, 2 Vacant Units: 21 Waitlist: AR Year: Target Population: Family Yr Renovated: Rent Special: No Notes: Does not accept HCV; Rents change daily; Vacancies attributed to evictions	
3	Ashley Pointe 2105 Carolina Wren Dr, Beaufort, SC 29902	Contact: Maria (In Person) Phone: (843) 379-9746
	Total Units: 56 UC: 0 Occupancy: 100.0% Stories: 2,3 Year Built: 2016 BR: 2, 3 Vacant Units: 0 Waitlist: 18 HH; AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Tax Credit; HCV (11 units)	
4	Bay South Apts. 2201 Mossy Oaks Rd, Beaufort, SC 29901	Contact: Tonya (In Person) Phone: (843) 521-4411
	Total Units: 132 UC: 0 Occupancy: 87.9% Stories: 2,3 Year Built: 1985 BR: 1, 2 Vacant Units: 16 Waitlist: AR Year: Target Population: Family Yr Renovated: 2012 Rent Special: One month's rent is free Notes: Does not accept HCV; Rent range based on floor level; Vacancies typical for the time of year	
5	Beaufort Public Housing 801 A & B Church St., Beaufort, SC 29901	Contact: Latoya (In Person) Phone: (843) 525-7059
	Total Units: 63 UC: 0 Occupancy: 100.0% Stories: 1 Year Built: 1976 BR: 0, 1, 2, 3, 4, 5 Vacant Units: 0 Waitlist: 3-24 mos; AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Public Housing	


✓ Comparable Property ◆ Senior Restricted ■ (MRR) Market-Rate ■ (MRT) Market-Rate & Tax Credit ■ (MRG) Market-Rate & Govt Subsidized ■ (MIN) Market-Rate & Income Restricted (not LHTC)	■ (MIG) Market-Rate, Income Restricted (not LHTC) & Govt Subsidized ■ (TAX) Tax Credit ■ (TGS) Tax Credit & Govt Subsidized ■ (TIN) Tax Credit & Income Restricted (not LHTC) ■ (TMG) Tax Credit, Market-Rate & Govt Subsidized	■ (TIG) Tax Credit, Income Restricted (not LHTC) & Govt Subsidized ■ (INR) Income Restricted (not LHTC) ■ (ING) Income Restricted (not LHTC) & Govt Subsidized ■ (GSS) Govt Subsidized ■ (ALL) Tax Credit, Market-Rate, Govt Subsidized & Income Restricted
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<p>6</p> 	<p>Canal 1700 Salem Rd., Beaufort, SC 29901</p> <p>Total Units: 24 UC: 0 Occupancy: 91.7% Stories: 2 BR: 1 Vacant Units: 2 Waitlist: Target Population: Other Rent Special: Notes: HUD Section 811; 100% mentally disabled; HCV (5 units no longer accepts)</p>	<p>Contact: Cindy (In Person) Phone: (843) 524-2207</p> <p>Year Built: 1997 AR Year: Yr Renovated:</p>
<p>7</p> 	<p>Cottages at Beaufort I & II 2304 Southside Blvd., Beaufort, SC 29901</p> <p>Total Units: 35 UC: 0 Occupancy: 100.0% Stories: 1 BR: 1 Vacant Units: 0 Waitlist: 18 mos; Target Population: Senior 62+ Rent Special: Notes: HUD Section 202</p>	<p>Contact: Donna (In Person) Phone: (843) 470-1600</p> <p>Year Built: 2004 AR Year: Yr Renovated:</p>
<p>8</p> 	<p>Cross Creek 325 Ambrose Run Blvd, Beaufort, SC 29906</p> <p>Total Units: 143 UC: 0 Occupancy: 98.6% Stories: 3 BR: 1, 2, 3 Vacant Units: 2 Waitlist: Target Population: Family Rent Special: Notes: Market-rate (60 units); Tax Credit (83 units); Accepts HCV</p>	<p>Contact: Denise (In Person) Phone: (843) 982-6381</p> <p>Year Built: 2009 AR Year: Yr Renovated:</p>
<p>9</p> 	<p>Dogwood 2812 Waddell Rd., Beaufort, SC 29902</p> <p>Total Units: 22 UC: 0 Occupancy: 100.0% Stories: 2 BR: 2 Vacant Units: 0 Waitlist: Target Population: Family Rent Special: Notes: Does not accept HCV</p>	<p>Contact: Cindy (In Person) Phone: (843) 524-2207</p> <p>Year Built: 1987 AR Year: Yr Renovated:</p>
<p>10</p> 	<p>Forest Park 408 Battery Creek Rd, Beaufort, SC 29901</p> <p>Total Units: 6 UC: 0 Occupancy: 100.0% Stories: 2 BR: 2 Vacant Units: 0 Waitlist: Target Population: Family Rent Special: Notes: Does not accept HCV; Condominium community</p>	<p>Contact: Cindy (In Person) Phone: (843) 524-2207</p> <p>Year Built: 1982 AR Year: Yr Renovated:</p>


✔ Comparable Property
◆ Senior Restricted
■ (MRR) Market-Rate
■ (MRT) Market-Rate & Tax Credit
■ (MRG) Market-Rate & Govt Subsidized
■ (MIN) Market-Rate & Income Restricted (not LIHTC)
■ (MIG) Market-Rate, Income Restricted (not LIHTC) & Govt Subsidized
■ (TAX) Tax Credit
■ (TGS) Tax Credit & Govt Subsidized
■ (TIN) Tax Credit & Income Restricted (not LIHTC)
■ (TMG) Tax Credit, Market-Rate & Govt Subsidized
■ (TIG) Tax Credit, Income Restricted (not LIHTC) & Govt Subsidized
■ (INR) Income Restricted (not LIHTC)
■ (ING) Income Restricted (not LIHTC) & Govt Subsidized
■ (GSS) Govt Subsidized
■ (ALL) Tax Credit, Market-Rate, Govt Subsidized & Income Restricted

11	Habersham 22 Market St, Beaufort, SC 29906	Contact: Lora Phone: (843) 846-1000	(In Person)
		Total Units: 8 UC: 0 Occupancy: 100.0% Stories: 2,3 BR: 2 Vacant Units: 0 Waitlist: Target Population: Family Rent Special: Notes: Does not accept HCV; Condominium community	Year Built: 2006 AR Year: Yr Renovated:






12	Kingsridge Townhomes 2304 Pines Ct, Port Royal, SC 29935	Contact: Cindy Phone: (843) 524-2207	(In Person)
		Total Units: 2 UC: 0 Occupancy: 100.0% Stories: 2 BR: 2 Vacant Units: 0 Waitlist: Target Population: Family Rent Special: Notes: Does not accept HCV; Condominium community	Year Built: 1988 AR Year: Yr Renovated:

13	Live Oaks 501-701 Bowling Ln., Beaufort, SC 29901	Contact: Cindy Phone: (843) 524-2207	(In Person)
		Total Units: 5 UC: 0 Occupancy: 100.0% Stories: 2 BR: 2 Vacant Units: 0 Waitlist: Target Population: Family Rent Special: Notes: Does not accept HCV; Condominium community	Year Built: 1987 AR Year: Yr Renovated: 2004


14	Marsh Pointe 1630 Ribaut Rd, Port Royal, SC 29935	Contact: Nachella Phone: (843) 379-5148	(In Person)
		Total Units: 48 UC: 0 Occupancy: 100.0% Stories: 2 BR: 2, 3 Vacant Units: 0 Waitlist: 60 HH; Target Population: Family Rent Special: Notes: Tax Credit; HCV (25 units); Preleasing & opened 6/2018, stabilized occupancy 6/2019	Year Built: 2018 AR Year: Yr Renovated:


15	Marsh Pointe (Beaufort) 1730 Greenlawn Dr, Beaufort, SC 29902	Contact: Latoya Phone: (843) 525-7059	(In Person)
		Total Units: 30 UC: 0 Occupancy: 100.0% Stories: 1 BR: 3 Vacant Units: 0 Waitlist: 3-24 mos; Target Population: Family Rent Special: Notes: Public Housing; Waitlist maintained by housing authority	Year Built: 1989 AR Year: Yr Renovated: 2004


<ul style="list-style-type: none"> ✓ Comparable Property Senior Restricted (MRR) Market-Rate (MRT) Market-Rate & Tax Credit (MRG) Market-Rate & Govt Subsidized (MIN) Market-Rate & Income Restricted (not LHTC) 	<ul style="list-style-type: none"> (MIG) Market-Rate, Income Restricted (not LHTC) & Govt Subsidized (TAX) Tax Credit (TGS) Tax Credit & Govt Subsidized (TIM) Tax Credit & Income Restricted (not LHTC) (TMG) Tax Credit, Market-Rate & Govt Subsidized 	<ul style="list-style-type: none"> (TIG) Tax Credit, Income Restricted (not LHTC) & Govt Subsidized (INR) Income Restricted (not LHTC) (ING) Income Restricted (not LHTC) & Govt Subsidized (GSS) Govt Subsidized (ALL) Tax Credit, Market-Rate, Govt Subsidized & Income Restricted
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<p>16</p>	<p>Mossy Oaks Village Apts. 27 Johnny Morrall Cir, Beaufort, SC 29902</p>	<p>Contact: Maggie (In Person) Phone: (843) 524-2922</p>
	<p>Total Units: 96 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1978 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 24-36 mos; AR Year: Target Population: Family Yr Renovated: 2014 Rent Special: Notes: Tax Credit; HUD Section 8</p>	
<p>17</p>	<p>Oak Tree Village 2208 Southside Blvd, Port Royal, SC 29935</p>	<p>Contact: Megan (In Person) Phone: (843) 524-5075</p>
	<p>Total Units: 80 UC: 16 Occupancy: 100.0% Stories: 2 Year Built: 1977 BR: 1, 2, 3 Vacant Units: 0 Waitlist: AR Year: Target Population: Family Yr Renovated: 2012 Rent Special: Notes: Market-rate (36 units); HUD Section 8 (44 units); 16 units under renovation</p>	
<p>18</p>	<p>Oaks at Broad River Landing 100 River Chase Blvd, Beaufort, SC 29906</p>	<p>Contact: Rhonda (In Person) Phone: (843) 322-6400</p>
	<p>Total Units: 248 UC: 0 Occupancy: 97.2% Stories: 2,3 Year Built: 2001 BR: 1, 2, 3 Vacant Units: 7 Waitlist: AR Year: Target Population: Family Yr Renovated: Rent Special: \$250 off 1st months rent Notes: Does not accept HCV; Rents change daily</p>	
<p>19</p>	<p>Parc at Broad River 337 State Route 128, Beaufort, SC 29906</p>	<p>Contact: Corrina (In Person) Phone: (843) 502-0008</p>
	<p>Total Units: 246 UC: 0 Occupancy: 98.8% Stories: 2,3 Year Built: 2016 BR: 1, 2, 3 Vacant Units: 3 Waitlist: AR Year: Target Population: Family Yr Renovated: Rent Special: Handicap accessible unit \$500 off 1st-month rent Notes: Does not accept HCV; Rents change daily; Rent range based on floor level & unit location; Preleasing 2/2016, opened 4/2016</p>	
<p>20</p>	<p>Parkview Apts. 2500 Duke St., Beaufort, SC 29901</p>	<p>Contact: Sharmlne (In Person) Phone: (843) 524-7815</p>
	<p>Total Units: 60 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1970 BR: 2, 3 Vacant Units: 0 Waitlist: 77 HH; AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: HUD Section 8</p>	


<p>✓ Comparable Property</p>	<p>◆ Senior Restricted (MRR) Market-Rate (MRT) Market-Rate & Tax Credit (MRG) Market-Rate & Govt Subsidized (MIN) Market-Rate & Income Restricted (not LIHTC)</p>	<p>(MIG) Market-Rate, Income Restricted (not LIHTC) & Govt Subsidized (TAX) Tax Credit (TGS) Tax Credit & Govt Subsidized (TIN) Tax Credit & Income Restricted (not LIHTC) (TMG) Tax Credit, Market-Rate & Govt Subsidized</p>	<p>(TIG) Tax Credit, Income Restricted (not LIHTC) & Govt Subsidized (INR) Income Restricted (not LIHTC) (ING) Income Restricted (not LIHTC) & Govt Subsidized (GSS) Govt Subsidized (ALL) Tax Credit, Market-Rate, Govt Subsidized & Income Restricted</p>
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21	Parris Island Gate Condominiums 502 Battery Lake, Beaufort, SC 29902	Contact: Cindy (In Person) Phone: (843) 524-2207
	 <p>Total Units: 5 UC: 0 Occupancy: 60.0% Stories: 2 Year Built: 2000 BR: 2 Vacant Units: 2 Waitlist: AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Does not accept HCV; Condominium community</p>	





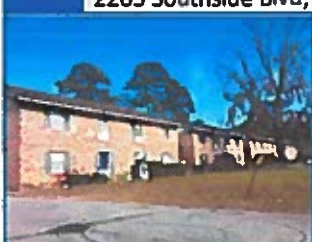
22	Port Royal Apts. 11 Grober Hill Rd., Port Royal, SC 29935	Contact: Ashley (In Person) Phone: (843) 379-0315
	 <p>Total Units: 60 UC: 0 Occupancy: 100.0% Stories: 2,3 Year Built: 2012 BR: 2,3 Vacant Units: 0 Waitlist: 8 HH; AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Tax Credit; RD 515, has RA (60 units)</p>	

23	Preserve at Port Royal 1 Preserve Ave W, Port Royal, SC 29935	Contact: Madison (In Person) Phone: (843) 525-9999
	 <p>Total Units: 400 UC: 0 Occupancy: 90.3% Stories: 3 Year Built: 2004 BR: 1,2 Vacant Units: 39 Waitlist: AR Year: Target Population: Family Yr Renovated: Rent Special: 50% off one months rent Notes: Does not accept HCV; Rent range based on floorplan; Vacancies attributed to buying homes</p>	

24	Residence at Battery Creek I 1800 Salem Rd., Beaufort, SC 29902	Contact: Ms. Linda (In Person) Phone: (843) 525-6797
	 <p>Total Units: 48 UC: 0 Occupancy: 100.0% Stories: 1,2 Year Built: 1989 BR: 1,2 Vacant Units: 0 Waitlist: 3 HH; AR Year: Target Population: Family Yr Renovated: 2020 Rent Special: Notes: Does not accept HCV</p>	




25	Residence at Battery Creek II 135 Old Salem Rd., Beaufort, SC 29902	Contact: Ms. Linda (In Person) Phone: (843) 525-6797
	 <p>Total Units: 32 UC: 12 Occupancy: 100.0% Stories: 1,2 Year Built: 1990 BR: 1,2 Vacant Units: 0 Waitlist: AR Year: Target Population: Family Yr Renovated: 2020 Rent Special: Notes: Does not accept HCV</p>	

<ul style="list-style-type: none"> ✓ Comparable Property ◆ Senior Restricted ■ (MRR) Market-Rate ■ (MRT) Market-Rate & Tax Credit ■ (MRG) Market-Rate & Govt Subsidized ■ (MIN) Market-Rate & Income Restricted (not LIHTC) 	<ul style="list-style-type: none"> ■ (MIG) Market-Rate, Income Restricted (not LIHTC) & Govt Subsidized ■ (TAX) Tax Credit ■ (TGS) Tax Credit & Govt Subsidized ■ (TIN) Tax Credit & Income Restricted (not LIHTC) ■ (TMG) Tax Credit, Market-Rate & Govt Subsidized 	<ul style="list-style-type: none"> ■ (TIG) Tax Credit, Income Restricted (not LIHTC) & Govt Subsidized ■ (INR) Income Restricted (not LIHTC) ■ (ING) Income Restricted (not LIHTC) & Govt Subsidized ■ (GSS) Govt Subsidized ■ (ALL) Tax Credit, Market-Rate, Govt Subsidized & Income Restricted
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<p>26</p>	<p>River Club Apts. 1231 Lady's Island Dr, Port Royal, SC 29935</p>	<p>Contact: Mary (In Person) Phone: (843) 252-4249</p>
	<p>Total Units: 29 UC: 0 Occupancy: 100.0% Stories: 3 w/Elevator Year Built: 1999 BR: 1, 2 Vacant Units: 0 Waitlist: AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Does not accept HCV; Condominium community</p>	
<p>27</p>	<p>Sea Island Apts. 1830 Ribaut Rd., Beaufort, SC 29935</p>	<p>Contact: Samurta (In Person) Phone: (843) 521-9000</p>
	<p>Total Units: 50 UC: 0 Occupancy: 100.0% Stories: 1 Year Built: 1952 BR: 2 Vacant Units: 0 Waitlist: AR Year: Target Population: Family Yr Renovated: 2003 Rent Special: Notes: Does not accept HCV</p>	
<p>28</p>	<p>Shell Pointe 297 Midtown Dr, Beaufort, SC 29906</p>	<p>Contact: Maria (In Person) Phone: (843) 379-8400</p>
	<p>Total Units: 72 UC: 0 Occupancy: 100.0% Stories: 3 Year Built: 2005 BR: 2, 3 Vacant Units: 0 Waitlist: 5 HH; AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Tax Credit; HOME Funds (36 units); HCV (32 units)</p>	
<p>29</p>	<p>Spanish Trace 2400 Southside Blvd., Beaufort, SC 29901</p>	<p>Contact: Margaret (In Person) Phone: (843) 524-1629</p>
	<p>Total Units: 88 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1980 BR: 1, 2, 3, 4 Vacant Units: 0 Waitlist: 20 HH; AR Year: Target Population: Family Yr Renovated: 2006 Rent Special: Notes: Tax Credit; HUD Section 8</p>	
<p>30</p>	<p>Waterford Place 2205 Southside Blvd, Beaufort, SC 29901</p>	<p>Contact: Cindy (In Person) Phone: (843) 524-2207</p>
	<p>Total Units: 20 UC: 0 Occupancy: 95.0% Stories: 2 Year Built: 1979 BR: 1, 2 Vacant Units: 1 Waitlist: AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Does not accept HCV; Condominium community</p>	

✓ Comparable Property

◆ Senior Restricted	■ (MIG) Market Rate, Income Restricted (not LIHTC) & Govt Subsidized	■ (TIG) Tax Credit, Income Restricted (not LIHTC) & Govt Subsidized
■ (MRR) Market-Rate	■ (TAX) Tax Credit	■ (IRR) Income Restricted (not LIHTC)
■ (MRT) Market-Rate & Tax Credit	■ (TGS) Tax Credit & Govt Subsidized	■ (ING) Income Restricted (not LIHTC) & Govt Subsidized
■ (MRG) Market-Rate & Govt Subsidized	■ (TIN) Tax Credit & Income Restricted (not LIHTC)	■ (IGS) Govt Subsidized
■ (MIN) Market-Rate & Income Restricted (not LIHTC)	■ (TMG) Tax Credit, Market-Rate & Govt Subsidized	■ (ALL) Tax Credit, Market-Rate, Govt Subsidized & Income Restricted

31	Wilderness Cove Apts. 1305 Talbird Rd., Beaufort, SC 29902	Contact: Monica (In Person) Phone: (843) 522-9500
	Total Units: 48 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1978 BR: 2 Vacant Units: 0 Waitlist: 50 HH; AR Year: Target Population: Family Yr Renovated: 2005 Rent Special: Notes: Tax Credit; RD 515, no RA; HCV (6 units)	
32	Wilderness Too Apts. 1305 Talbird Rd., Beaufort, SC 29902	Contact: Monica (In Person) Phone: (843) 522-9500
	Total Units: 24 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1980 BR: 2 Vacant Units: 0 Waitlist: 50 HH; AR Year: Target Population: Family Yr Renovated: 2005 Rent Special: Notes: Tax Credit; RD 515, no RA; HCV (5 units)	
901	Harbor One Apts. 22 Colony Gardens Rd, Beaufort, SC 29907	Contact: Madison (In Person) Phone: (833) 283-4776
	Total Units: 162 UC: 0 Occupancy: 85.2% Stories: 2 Year Built: 1997 BR: 2, 3 Vacant Units: 24 Waitlist: Target Population: Family AR Year: Rent Special: 1st month's rent-free Yr Renovated: 2017 Notes: Does not accept HCV; Vacancies attributed to move-out & buying homes	

✓ Comparable Property		
◆ Senior Restricted	■ (MIG) Market-Rate, Income Restricted (not LIHTC) & Govt Subsidized	■ (TIG) Tax Credit, Income Restricted (not LIHTC) & Govt Subsidized
■ (MRR) Market-Rate	■ (TAX) Tax Credit	■ (INR) Income Restricted (not LIHTC)
■ (MRT) Market-Rate & Tax Credit	■ (TGS) Tax Credit & Govt Subsidized	■ (ING) Income Restricted (not LIHTC) & Govt Subsidized
■ (MRG) Market-Rate & Govt Subsidized	■ (TIN) Tax Credit & Income Restricted (not LIHTC)	■ (GSS) Govt Subsidized
■ (MIN) Market-Rate & Income Restricted (not LIHTC)	■ (TMG) Tax Credit, Market-Rate & Govt Subsidized	■ (ALL) Tax Credit, Market-Rate, Govt Subsidized & Income Restricted

Source: Beaufort Housing Authority
Effective: 05/2019

Monthly Dollar Allowances

		Garden						Townhome					
		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR	0 BR	1 BR	2 BR	3 BR	4 BR	5 BR
Heating	Natural Gas	12	14	16	19	22	27	12	14	16	19	22	27
	+Base Charge	11	11	11	11	11	11	11	11	11	11	11	11
	Bottled Gas	35	41	49	58	67	83	35	41	49	58	67	83
	Electric	12	16	20	25	30	39	12	16	20	25	30	39
	Heat Pump												
	Oil												
Cooking	Natural Gas	6	6	8	8	9	9	6	6	8	8	9	9
	Bottled Gas	18	18	22	23	26	26	18	18	22	23	26	26
	Electric	9	9	11	11	12	13	9	9	11	11	12	13
Other Electric	40	42	46	51	55	64	40	42	46	51	55	64	
	+Base Charge												
Air Conditioning		15	15	18	21	24	26	15	15	18	21	24	26
Water Heating	Natural Gas	10	14	17	24	31	39	10	14	17	24	31	39
	Bottled Gas	28	37	46	65	84	105	28	37	46	65	84	105
	Electric	11	17	24	37	51	65	11	17	24	37	51	65
	Oil												
Water		13	17	22	30	39	48	13	17	22	30	39	48
Sewer		20	28	36	52	55	55	20	28	36	52	55	55
Trash Collection		18	18	18	18	18	18	18	18	18	18	18	18
Internet*		20	20	20	20	20	20	20	20	20	20	20	20
Cable*		20	20	20	20	20	20	20	20	20	20	20	20
Alarm Monitoring*													

* Estimated- not from source

Addendum B – Member Certification & Checklist

This market study has been prepared by Bowen National Research, 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 Housing Projects*, and *Model Content Standards for the Content of Market Studies for 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.

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

Certified:



Patrick M. Bowen
President

patrickb@bowennational.com

Date: January 29, 2020



Craig Rupert
Market Analyst

craigr@bowennational.com

Date: January 29, 2020

Note: Information on the National Council of Housing Market Analysts may be obtained by calling 202-939-1750, or by visiting <http://www.housingonline.com>.

ADDENDUM-MARKET STUDY INDEX

A. INTRODUCTION

Members of the National Council of Housing Market Analysts provide a checklist referencing all components of their market study. This checklist is intended to assist readers on the location content of issues relevant to the evaluation and analysis of market studies.

B. DESCRIPTION AND PROCEDURE FOR COMPLETING

The following components have been addressed in this market study. The section number of each component is noted below. Each component is fully discussed in that section. In cases where the item is not relevant, the author has indicated 'N/A' or not applicable. Where a conflict with or variation from client standards or client requirements exists, the author has indicated a 'VAR' (variation) with a comment explaining the conflict.

C. CHECKLIST

		Section (s)
Executive Summary		
1.	Executive Summary (Exhibit S-2)	A
Project Description		
2.	Proposed number of bedrooms and baths proposed, income limitations, proposed rents and utility allowances	B
3.	Utilities (and utility sources) included in rent	B
4.	Project design description	B
5.	Unit and project amenities; parking	B
6.	Public programs included	B
7.	Target population description	B
8.	Date of construction/preliminary completion	B
9.	If rehabilitation, existing unit breakdown and rents	B
10.	Reference to review/status of project plans	B
Location and Market Area		
11.	Market area/secondary market area description	D
12.	Concise description of the site and adjacent parcels	C
13.	Description of site characteristics	C
14.	Site photos/maps	C
15.	Map of community services	C
16.	Visibility and accessibility evaluation	C
17.	Crime Information	C

CHECKLIST (Continued)

		Section (s)
EMPLOYMENT AND ECONOMY		
18.	Employment by industry	E
19.	Historical unemployment rate	E
20.	Area major employers	E
21.	Five-year employment growth	E
22.	Typical wages by occupation	E
23.	Discussion of commuting patterns of area workers	E
DEMOGRAPHIC CHARACTERISTICS		
24.	Population and household estimates and projections	F
25.	Area building permits	H
26.	Distribution of income	F
27.	Households by tenure	F
COMPETITIVE ENVIRONMENT		
28.	Comparable property profiles	H
29.	Map of comparable properties	H
30.	Comparable property photographs	H
31.	Existing rental housing evaluation	H
32.	Comparable property discussion	H
33.	Area vacancy rates, including rates for Tax Credit and government-subsidized	H
34.	Comparison of subject property to comparable properties	H
35.	Availability of Housing Choice Vouchers	H
36.	Identification of waiting lists	H & Addendum A
37.	Description of overall rental market including share of market-rate and affordable properties	H
38.	List of existing LIHTC properties	H
39.	Discussion of future changes in housing stock	H
40.	Discussion of availability and cost of other affordable housing options including homeownership	H
41.	Tax Credit and other planned or under construction rental communities in market area	H
ANALYSIS/CONCLUSIONS		
42.	Calculation and analysis of Capture Rate	G
43.	Calculation and analysis of Penetration Rate	N/A
44.	Evaluation of proposed rent levels	H
45.	Derivation of Achievable Market Rent and Market Advantage	H
46.	Derivation of Achievable Restricted Rent	N/A
47.	Precise statement of key conclusions	J
48.	Market strengths and weaknesses impacting project	J
49.	Recommendations and/or modification to project discussion	J
50.	Discussion of subject property's impact on existing housing	H
51.	Absorption projection with issues impacting performance	G & J
52.	Discussion of risks or other mitigating circumstances impacting project projection	J
53.	Interviews with area housing stakeholders	I

CHECKLIST (Continued)

OTHER REQUIREMENTS		Section (s)
54.	Preparation date of report	Title Page
55.	Date of Field Work	C
56.	Certifications	K
57.	Statement of qualifications	L
58.	Sources of data not otherwise identified	D
59.	Utility allowance schedule	Addendum A