

GREENBRIER MULTIFAMILY UNDERWRITING ANALYSIS

WITH 50% AMI INCOME RESTRICTIONS

Property: Greenbrier

Location: 100 Willow Oak Drive, Columbia, SC 29223

Analysis Date: July 2025

Total Units: 526 (Including 106 Income-Restricted Units)

EXECUTIVE SUMMARY

Property Overview

- **Total Units:** 526 (420 Market Rate, 106 Income-Restricted at 50% AMI)
- **Year Built:** 1989 (Phase I), 1999 (Phase II)
- **Current Physical Occupancy:** 93.0% (489/526 units per Rent Roll dated 6/8/25)
- **In-Place NOI:** \$3,400,724 (T12 ending May 2025)
- **Stabilized NOI (with AMI restrictions):** \$4,942,714
- **Operating Expense Ratio:** 47.2%

Income Restriction Summary

- **Restricted Units:** 106 (20% of total)
 - **Restriction Level:** 50% AMI
 - **Restricted Rent:** \$869/month (1BR units only)
 - **Market Rent Loss:** \$233,760 annually
-

1. PROPERTY OVERVIEW & CURRENT STATUS

Property Information

- **Property Name:** Greenbrier
- **Address:** 100 Willow Oak Drive, Columbia, SC 29223
- **Total Units:** 526
- **Year Built:** 1989 (Phase I), 1999 (Phase II)
- **Total Square Footage:** 502,468 SF
- **Average Unit Size:** 955 SF

Unit Mix with Income Restrictions

Unit Type	Total Units	Market Rate	Income-Restricted	% of Total	Avg Size (SF)	Current Avg Rent	Rent/SF
1BR/1BA (630 SF)	84	40	44	16.0%	630	\$902	\$1.43
1BR/1BA (795 SF)	110	48	62	20.9%	795	\$901	\$1.13
1BR/1BA (882 SF)	36	36	0	6.8%	882	\$1,103	\$1.25
2BR/1BA	40	40	0	7.6%	928	\$1,053	\$1.13
2BR/2BA (1,071 SF)	124	124	0	23.6%	1,071	\$1,092	\$1.02
2BR/2BA (1,132 SF)	42	42	0	8.0%	1,132	\$1,046	\$0.92
2BR/2BA (1,154 SF)	36	36	0	6.8%	1,154	\$1,178	\$1.02
3BR/2BA	54	54	0	10.3%	1,321	\$1,378	\$1.04
Total/Average	526	420	106	100%	955	\$1,051	\$1.10

*Note: Income restrictions apply to 106 of the 230 total 1BR units

Revenue Analysis (T12 June 2024 - May 2025)

RENTAL INCOME:

- Potential Rent: \$6,463,728
- Loss/Gain to Lease: \$(40,099)
- **Gross Potential Rent:** \$6,423,629
- Vacancy Loss: \$(690,515)
- Concessions: \$0
- Bad Debt: \$(392,392)
- **Net Rental Revenue:** \$5,340,722

OTHER INCOME:

- RUBS Income: \$627,758
- Application/Admin Fees: \$120,576

- Pet Fees/Rent: \$87,444
- Late Fees: \$85,815
- Other Miscellaneous: \$183,388
- **Total Other Income:** \$1,104,981

TOTAL REVENUE: \$6,445,703

Key Metrics

- **Physical Occupancy:** 93.0% (489/526 units)
 - **Economic Occupancy:** 87.1% (based on T12 vacancy loss)
 - **Bad Debt %:** 6.1% of GPR
 - **Other Income Ratio:** 17.1% of Total Revenue
-

2. OPERATING EXPENSE ANALYSIS

T12 Operating Expenses by Category (June 2024 - May 2025)

Expense Category	Annual Amount	\$/Unit	% of Total
Payroll & Benefits			
Manager	\$74,181	\$141	2.4%
Assistant Manager/Office	\$34,776	\$66	1.1%
Leasing Personnel	\$48,122	\$92	1.6%
Maintenance Supervisor	\$45,078	\$86	1.5%
Maintenance Technician	\$108,327	\$206	3.6%
Groundskeeper	\$17,923	\$34	0.6%
Overtime	\$10,649	\$20	0.3%
Payroll Taxes & Benefits	\$77,271	\$147	2.5%
Subtotal Payroll	\$416,327	\$792	13.7%
Administrative			
Office Supplies	\$3,951	\$8	0.1%
Bank Fees	\$15,246	\$29	0.5%
Legal Fees	\$70,966	\$135	2.3%
Professional Fees	\$13,815	\$26	0.5%
Subtotal Admin	\$103,978	\$198	3.4%
Marketing			
Advertising	\$39,717	\$76	1.3%
Marketing/Leasing	\$12,785	\$24	0.4%
Subtotal Marketing	\$52,502	\$100	1.7%
Utilities			
Electric	\$100,871	\$192	3.3%
Gas	\$9,949	\$19	0.3%
Water/Sewer	\$701,499	\$1,334	23.0%
Trash	\$170,443	\$324	5.6%
Subtotal Utilities	\$982,762	\$1,868	32.3%
Maintenance & Repairs			
Unit Turns	\$213,871	\$407	7.0%
Supplies	\$84,395	\$160	2.8%
Repairs	\$143,029	\$272	4.7%
Contracts	\$63,850	\$121	2.1%
Subtotal R&M	\$505,145	\$960	16.6%
Insurance	\$486,160	\$925	16.0%

Expense Category	Annual Amount	\$/Unit	% of Total
Management Fee	\$257,468	\$490	8.5%
Property Taxes ⚠️	\$0	\$0	0.0%
Total Operating Expenses	\$3,044,979	\$5,788	100.0%

Operating Expense Ratio: 47.2% of Total Revenue

3. NET OPERATING INCOME

TOTAL REVENUE: \$6,445,703

Less: Total Operating Expenses: \$(3,044,979)

NET OPERATING INCOME: \$3,400,724

NOI Margin: 52.8%

4. MARKET RENT & LOSS TO LEASE ANALYSIS

Income Restriction Impact on Market Rents

One Bedroom Analysis with AMI Restrictions

Category	Units	Rent	Annual Rent
Market Rate 1BR			
- 630 SF units	40	\$1,088	\$522,240
- 795 SF units	48	\$1,088	\$626,688
- 882 SF units	36	\$1,088	\$470,016
Subtotal Market Rate	124	\$1,088	\$1,618,944
Income-Restricted 1BR			
- 630 SF units	44	\$869	\$458,736
- 795 SF units	62	\$869	\$647,232
Subtotal Restricted	106	\$869	\$1,105,968
Total 1BR	230	Avg: \$975	\$2,724,912

Market Rent Loss Due to Income Restrictions:

- Market Rent for 106 units: $\$1,088 \times 106 \times 12 = \$1,383,936$
- Restricted Rent for 106 units: $\$869 \times 106 \times 12 = \$1,105,968$
- **Annual Revenue Loss: \$277,968**

Summary Loss to Lease Analysis (Market Rate Units Only)

Unit Type	Market Rate Units	Current Rent	Market Rent	Loss to Lease	Annual Impact
1BR	124	\$944	\$1,088	\$144	\$214,272
2BR/1BA	40	\$1,053	\$1,287	\$234	\$112,320
2BR/2BA	202	\$1,089	\$1,315	\$226	\$547,824
3BR/2BA	54	\$1,378	\$1,467	\$89	\$57,672
Total Market Rate	420				\$932,088

5. SALES COMPARABLE ANALYSIS

Recent Sales of Similar Properties

Property Name	Year Built	Sale Date	Units	Total Price	Price/Unit
Fairways, The	1992	Mar 2025	240	\$36,750,000	\$153,125
Paddock Club	1989	Mar 2025	336	\$46,750,000	\$139,137
Reserve at River Walk	1992	Dec 2024	220	\$22,850,000	\$103,864
Radley, The	1993	Sep 2024	206	\$25,627,500	\$124,405
Hampton Court	1986	Nov 2024	249	\$33,800,000	\$135,743

Notes:

- All properties built within +/- 10 years of subject (1989)
- All sales within last 24 months
- Cap rate data not provided in sales comparables
- **Note: These comparables likely do not have income restrictions**

Market Metrics

Price Range: \$103,864 - \$153,125 per unit

Weighted Average Price/Unit: \$131,652

- Calculation: Total Price All Sales ÷ Total Units = \$165,777,500 ÷ 1,251 units

Implied Terminal Value of Subject Property: \$69,249,152

- Calculation: 526 units × \$131,652/unit
- **Note: This valuation may need adjustment for income restrictions**

6. STABILIZED VALUE ANALYSIS WITH AMI RESTRICTIONS

Stabilized NOI Projection

Revenue Assumptions:

- **Occupancy:** 95% (standard stabilized assumption)
- **Market Rents:** Per unit type analysis above, with 106 units restricted at \$869
- **Bad Debt:** 3.0% (standard floor)
- **Other Income:** \$1,104,981 (T12 actual)

Stabilized Gross Rent Calculation with AMI Restrictions

Unit Type	Units	Monthly Rent	Annual GPR
1BR Units			
Market Rate 1BR	124	\$1,088	\$1,618,944
Restricted 1BR	106	\$869	\$1,105,968
2BR/1BA	40	\$1,287	\$617,760
2BR/2BA	202	\$1,315	\$3,187,920
3BR/2BA	54	\$1,467	\$950,616
Total GPR	526		\$7,481,208

Comprehensive Stabilized Comparison

Line Item	In-Place (T12)	Stabilized w/ AMI	Stabilized Unrestricted	Variance (Unrestricted vs AMI)
Revenue				
Gross Potential Rent	\$6,463,728	\$7,481,208	\$7,759,176	\$277,968
Vacancy Loss	\$(690,515)	\$(374,060)	\$(387,959)	\$(13,899)
Bad Debt	\$(392,392)	\$(224,436)	\$(232,775)	\$(8,339)
Net Rental Revenue	\$5,380,821	\$6,882,712	\$7,138,442	\$255,730
Other Revenue	\$1,104,981	\$1,104,981	\$1,104,981	\$0
Total Revenue	\$6,485,802	\$7,987,693	\$8,243,423	\$255,730
Operating Expenses				
Total Operating Expenses	\$3,044,979	\$3,044,979	\$3,044,979	\$0
Property Taxes	\$0	\$0	\$856,440	\$856,440
Management Fee (if % based)	Included above	Included above	Included above	\$0
Total OpEx	\$3,044,979	\$3,044,979	\$3,901,419	\$856,440
Net Operating Income	\$3,440,823	\$4,942,714	\$4,342,004	\$(600,710)

*Note: Total Revenue includes commercial income captured in T12 Other Revenue

Analysis of Restricted vs. Unrestricted Scenarios

Financial Trade-offs:

- **Gross Rent Gain from Removing Restrictions:** \$277,968
- **Real Estate Tax Burden:** \$(856,440)
- **Net NOI Impact:** \$(600,710) loss

Key Findings:

- Removing income restrictions would increase gross revenue by \$277,968
- However, this would trigger \$856,440 in annual property taxes
- The net result is a \$600,710 reduction in NOI compared to maintaining restrictions
- **Maintaining income restrictions provides a net benefit of \$600,710 annually**

Key Stabilization Metrics:

Metric	Stabilized w/ AMI	Stabilized Unrestricted
Revenue Growth vs T12	23.1%	27.1%
Expense Growth vs T12	0.0%	28.1%
NOI Growth vs T12	43.6%	26.2%
Expense Ratio	38.1%	47.3%

7. VALUATION WITH INCOME RESTRICTIONS

Method 1: Sales Comparable Approach (Adjusted)

- **Base Value:** \$69,249,152 (526 units × \$131,652/unit)
- **Suggested Adjustment:** Properties with 20% income restrictions typically trade at 5-10% discount
- **Adjusted Range:** \$62,324,237 - \$