

# MARKET STUDY

Property:  
Birch Island Apartments Phase 1  
10322 Penny Lane  
Wakefield, Sussex County, Virginia 23888



Type of Property:  
Affordable Multifamily Development  
Family  
Renovation

Date of Report:  
February 26, 2019

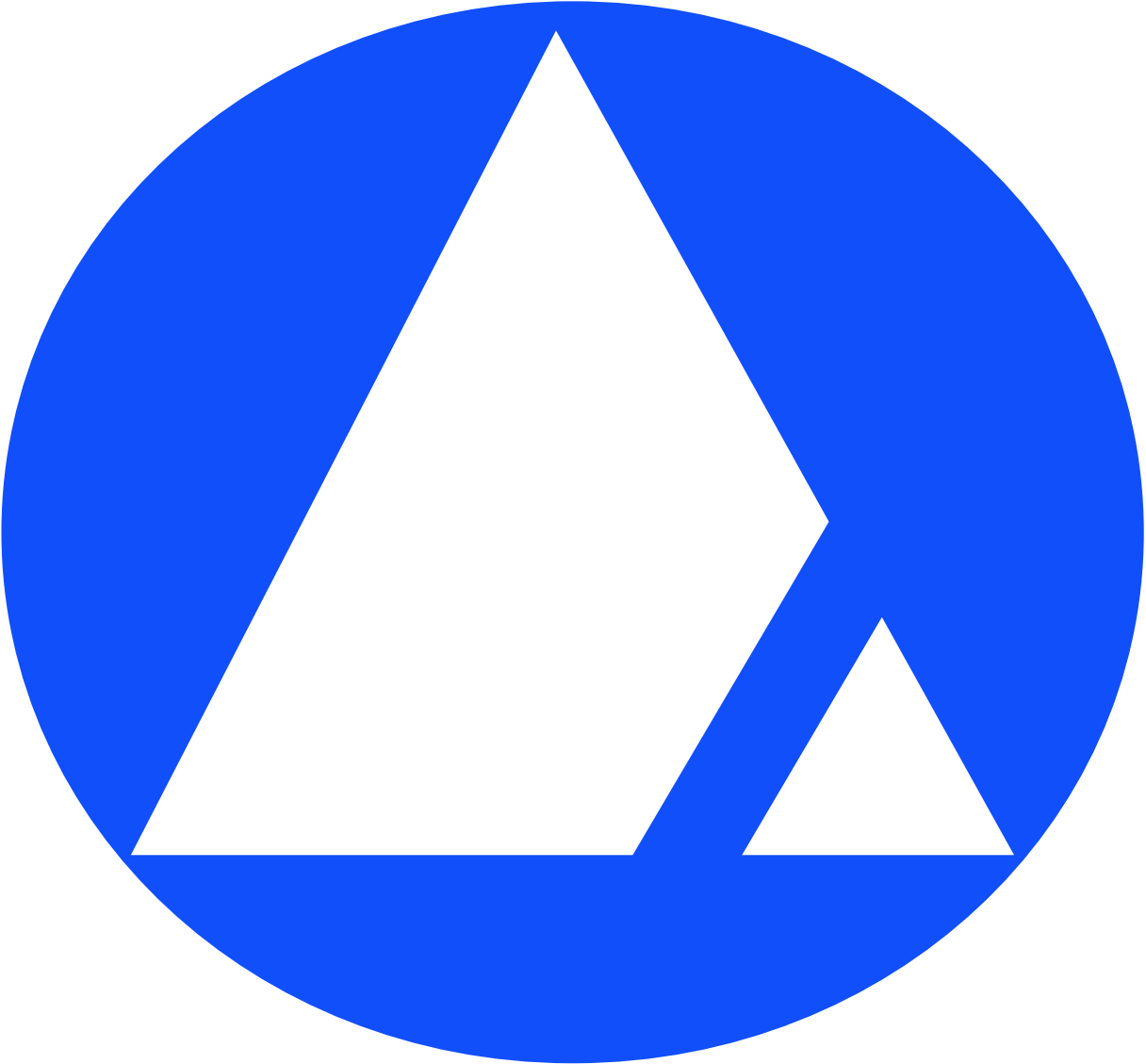
Effective Date:  
February 25, 2019

Date of Site Visit:  
February 6, 2019

Prepared For:  
Mr. Ari Severe  
TM Associates  
1375 Piccard Drive #150  
Rockville, Maryland 20850  
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AAC File Number:  
19-042





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February 26, 2019

Mr. Ari Severe  
TM Associates  
1375 Piccard Drive #150  
Rockville, Maryland 20850

Re: Birch Island Apartments Phase 1

Dear Mr. Ari Severe:

The subject property, known as Birch Island I, is an existing affordable multifamily development located at 10322 Penny Lane in Wakefield, Sussex County, Virginia (DB169/310 PB20/49). The subject property consists of 48 revenue-producing units originally constructed in 1994. The sponsor has proposed to renovate the property with an allocation of tax credits and the assumption and reamortization of the outstanding USDA-RD 515 loan. The subject property is an open age community.

The subject property is proposed to consist of 48 revenue-producing units including 1, 2 and 3-bedroom garden apartments. A total of 5 units are proposed to be income restricted to 40% of AMI; a total of 19 units are proposed to be income restricted to 50% of AMI; a total of 16 units are proposed to be income restricted to 60% of AMI; a total of 4 units are proposed to be income restricted to 70% of AMI; a total of 4 units are proposed to be income restricted to 80% of AMI yielding an average income of 56.5% of AMI; no units are proposed to be set aside as market rate units; a total of 42 units are proposed to benefit from project-based rental assistance; no units are proposed to benefit from HOME financing.

The scope of this assignment consists of a comprehensive market analysis for the subject property. The market study was completed in accordance with VHDA, National Council for Housing Market Analyst (NCHMA) guidelines and the Uniform Standards of Professional Practice (USPAP). The completion of this report involved a site visit, interviews with local property managers, and the collection of market data through discussions with persons knowledgeable of the local real estate market.

The purpose, intended use, and function of the report is to assess the marketability of the subject property for tax credit application purposes. This report should not be used for any other purposes without the express written permission of Allen & Associates Consulting.

The report has been generated for the benefit of our client TM Associates. VHDA is named as an additional user of the report. No other person or entity may use the report for any reason whatsoever without our express written permission.

A summary of our findings and conclusions is found in the following pages. The conclusions reported are based on the conditions that exist as of the effective date of this report. These factors are subject to change and may alter, or otherwise affect the findings and conclusions presented in this report.

To the best of our knowledge, this report presents an accurate evaluation of market conditions for the subject property as of the effective date of this report. While the analysis that follows is based upon information obtained from sources believed to be reliable, no guarantee is made of its accuracy.

Feel free to contact us with any questions or comments.

Respectfully submitted:  
ALLEN & ASSOCIATES CONSULTING

A handwritten signature in blue ink, appearing to read "Jeff Carroll".

Jeff Carroll

## EXECUTIVE SUMMARY

The following is a summary of our key findings and conclusions with respect to the subject property:

### Project Description

The subject property, known as Birch Island I, is an existing affordable multifamily development located at 10322 Penny Lane in Wakefield, Sussex County, Virginia (DB169/310 PB20/49). The subject property consists of 48 revenue-producing units originally constructed in 1994. The sponsor has proposed to renovate the property with an allocation of tax credits and the assumption and reamortization of the outstanding USDA-RD 515 loan. The subject property is an open age community.

### Proposed Unit Mix

The subject property is proposed to consist of 48 revenue-producing units including 1, 2 and 3-bedroom garden apartments. A total of 5 units are proposed to be income restricted to 40% of AMI; a total of 19 units are proposed to be income restricted to 50% of AMI; a total of 16 units are proposed to be income restricted to 60% of AMI; a total of 4 units are proposed to be income restricted to 70% of AMI; a total of 4 units are proposed to be income restricted to 80% of AMI yielding an average income of 56.5% of AMI; no units are proposed to be set aside as market rate units; a total of 42 units are proposed to benefit from project-based rental assistance; no units are proposed to benefit from HOME financing.

Unit Type / Income Limit / Rent Limit	Proposed Unit Configuration		Units	Gross Rent	UA	Net Rent
	HOME	Subsidized				
1BR-1BA-575sf / 40% of AMI / 40% of AMI	No	Yes	1	\$696	\$145	\$551
1BR-1BA-575sf / 50% of AMI / 50% of AMI	No	Yes	3	\$696	\$145	\$551
1BR-1BA-545sf / 60% of AMI / 60% of AMI	No	Yes	2	\$696	\$145	\$551
1BR-1BA-545sf / 70% of AMI / 70% of AMI	No	Yes	1	\$696	\$145	\$551
1BR-1BA-545sf / 80% of AMI / 80% of AMI	No	No	1	\$696	\$145	\$551
2BR-1BA-749sf / 40% of AMI / 40% of AMI	No	Yes	2	\$780	\$166	\$614
2BR-1BA-718sf / 50% of AMI / 50% of AMI	No	Yes	10	\$780	\$166	\$614
2BR-1BA-749sf / 60% of AMI / 60% of AMI	No	Yes	8	\$780	\$166	\$614
2BR-1BA-718sf / 70% of AMI / 70% of AMI	No	Yes	2	\$780	\$166	\$614
2BR-1BA-749sf / 80% of AMI / 80% of AMI	No	No	2	\$780	\$166	\$614
3BR-1BA-960sf / 40% of AMI / 40% of AMI	No	Yes	2	\$893	\$189	\$704
3BR-1BA-893sf / 50% of AMI / 50% of AMI	No	Yes	3	\$893	\$189	\$704
3BR-1BA-923sf / 50% of AMI / 50% of AMI	No	Yes	3	\$893	\$189	\$704
3BR-1BA-960sf / 60% of AMI / 60% of AMI	No	No	2	\$893	\$189	\$704
3BR-1BA-1009sf / 60% of AMI / 60% of AMI	No	Yes	4	\$893	\$189	\$704
3BR-1BA-928sf / 70% of AMI / 70% of AMI	No	Yes	1	\$893	\$189	\$704
3BR-1BA-958sf / 80% of AMI / 80% of AMI	No	No	1	\$893	\$189	\$704
Total/Average			48	\$804	\$170	\$634

### Site Description

The subject property includes an irregular-shaped parcel consisting of approximately 3.045 acres and approximately 300 feet of road frontage.

A total of 79 parking spaces are planned for this development (74 regular / 5 accessible / 1.65 spaces per unit). Privately-owned parking areas are planned for the subject property. We normally see 1.5 to 2.0 spaces per unit for projects like the subject. Public transportation is not found in the area. In our opinion, the current parking appears adequate for the subject property.

Additional Considerations:

Zoning	R-1 Residential. Legal, conforming use.
Environmental	1984 construction. No suspected environmental conditions.
Topography	No issues detected.
Flood	Zone X. Outside the 100-year flood zone.
DDA Status	Sussex County, Virginia. Not designated as a Difficult to Develop Area.
QCT Status	Tract 8704.00. Designated as a Qualified Census Tract.
Access	Good. Located off a moderately-traveled road.
Visibility	Good. Located off a moderately-traveled road.

In our opinion, the site is suitable for development.

Neighborhood Description

In our opinion, the subject property has a good location relative to competing properties with respect to neighborhood characteristics.

In our opinion, the subject property has a fair to good location relative to competing properties with respect to area amenities.

Additional Considerations:

Crime	Lower crime rates than market average.
Schools	Lower graduation rates than market average.
Average Commute	Shorter commute than market average.

In our opinion, the neighborhood is suitable for development.

Primary Market Area

We defined the primary market area by generating a 25-minute drive time zone around the subject property. We also considered existing concentrations of multifamily properties and the nearest census tract boundaries in our analysis.

The primary market area includes a population of 40,089 persons and covers a total of 1,055.6 square miles, making it 36.7 miles across on average.

We estimate that up to 20 percent of demand will come from areas outside of the primary market area.

Demographic Characteristics

We anticipate moderate population and household growth for the market area. Renter households are anticipated to increase modestly as well. Finally, we anticipate that rents will grow with CPI over the next few years. Additional details follow:

Population	Market area population currently stands at 40,089 and is projected to grow 0.1 percent this year.
Households	Market area households currently stand at 14,858 and is projected to grow 0.1 percent this year.
Renter Households	Market area renter households currently stand at 3,624 and is projected to decline 0.4 percent this year.
Renter Tenure	Market area renter tenure currently stands at 24.4 percent.
Rent Growth	Market area rents have grown 1.51% annually since 2010.

Regional Economic Outlook

We anticipate moderate economic growth for the region. Additional details follow:

Est Employment	Regional establishment employment currently stands at 36,958 and is projected to grow 1.1 percent this year.
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Civ Employment	Regional civilian employment currently stands at 39,524 and is projected to grow 0.6 percent this year.
Empl by Industry	Regional establishment employment currently stands at 36,958. The data suggests that State and Local Government is the largest employment category accounting for 15.7% of total regional employment. Manufacturing is the second largest category accounting for 11.9% of total employment. Health Care and Social Assistance is the third largest category accounting for 10.2% of total employment. Retail Trade is the fourth largest category accounting for 9.6% of total employment. Accommodation and Food Services is the fifth largest category accounting for 6.9% of total employment.
Top Employers	The top employers include: (1) Smithfield Farmland (2500 employees); (2) Smithfield Farmland (2000 employees) and; (3) International Paper Co (1800 employees).
Layoffs/Expansions	Major employers are currently hiring; none reported any pending layoffs.

### Supply Analysis

Our analysis includes a total of 5 confirmed market area properties consisting of 178 units. The occupancy rate for these units currently stands at 93 percent. This rate reflects the occupancy for all confirmed market area units, regardless of project status (stabilized, under construction, proposed, etc.).

The following tables summarize our findings for this market area:

Grand Total				
Project Type	Properties	Units	Vacant	Occupancy
Market Rate	0	0	0	0%
Restricted	3	46	4	91%
Subsidized	2	132	9	93%
Total	5	178	13	93%

Stabilized Family				
Project Type	Properties	Units	Vacant	Occupancy
Market Rate	0	0	0	0%
Restricted	3	46	4	91%
Subsidized	1	108	9	92%
Total	4	154	13	92%

Elderly				
Project Type	Properties	Units	Vacant	Occupancy
Market Rate	0	0	0	0%
Restricted	0	0	0	0%
Subsidized	1	24	0	100%
Total	1	24	0	100%

Pipeline Family				
Project Type	Properties	Units	Vacant	Occupancy
Market Rate	0	0	0	0%
Restricted	0	0	0	0%
Subsidized	0	0	0	0%
Total	0	0	0	0%

Elderly				
Project Type	Properties	Units	Vacant	Occupancy
Market Rate	0	0	0	0%
Restricted	0	0	0	0%
Subsidized	0	0	0	0%
Total	0	0	0	0%

### Most Comparable Properties

An overview of the market rate comparables selected for purposes of our analysis follows. The properties we consider to be the best comparables are highlighted for the reader's reference.

Key	Property	Units	Occupancy	Built	Renovated	Rents	Type	Miles to Sub
001	Autumn Ridge 1	128	99%	1975	2016	Market Rate	Family	26.38
040	Eagle Harbor Apartments Phc	240	99%	2005	na	Market Rate	Family	25.14
041	Eagle Harbor Apartments Phc	144	99%	2011	na	Market Rate	Family	25.14
066	Meadowridge Apartments	97	94%	1991	2018	Market Rate	Family	16.87
068	Morris Creek Landing Apartm	87	100%	1988	2004	Market Rate	Family	20.67
083	Patriots Landing Apartments	15	100%	2010	na	Market Rate	Family	19.21
088	Sadler Pond Apartments	109	99%	1989	2015	Market Rate	Family	24.28
098	Suffolk Station Apartments	111	96%	1987	2015	Market Rate	Family	26.26

An overview of the restricted rent comparables selected for purposes of our analysis follows. The properties we consider to be the best comparables are highlighted for the reader's reference.

Key	Property	Units	Occupancy	Built	Renovated	Rents	Type	Miles to Sub
007	Belleville Meadows Apartmen	127	98%	1973	2015	Restricted	Family	31.12
009	Belleville Harbour Apartment	120	100%	2004	na	Restricted	Family	31.10
013	Birch Island Apartments Phas	48	98%	1984	2000	Restricted	Family	0.00
046	Franklin South	32	100%	1987	2006	Restricted	Family	17.45
095	Stevens Woods Phase 3	36	94%	1988	2006	Restricted	Family	15.21
107	Waverly Village Apartments	40	93%	1988	2004	Restricted	Family	0.03
115	Woods Edge Apartments	60	90%	1984	1999	Restricted	Family	18.66

### Achievable Rents

In the following table we present our concluded achievable rents and rent advantage for the subject property:

Unit Type / Income Limit / Rent Limit	Achievable Rents			Units	Achievable	Proposed	Advantage
	HOME	Subsidized					
1BR-1BA-575sf / 40% of AMI / 40% of AMI	No	Yes		1	\$705	\$551	21.8%
1BR-1BA-575sf / 50% of AMI / 50% of AMI	No	Yes		3	\$705	\$551	21.8%
1BR-1BA-545sf / 60% of AMI / 60% of AMI	No	Yes		2	\$705	\$551	21.8%
1BR-1BA-545sf / 70% of AMI / 70% of AMI	No	Yes		1	\$705	\$551	21.8%
1BR-1BA-545sf / 80% of AMI / 80% of AMI	No	No		1	\$635	\$551	13.2%
2BR-1BA-749sf / 40% of AMI / 40% of AMI	No	Yes		2	\$780	\$614	21.3%
2BR-1BA-718sf / 50% of AMI / 50% of AMI	No	Yes		10	\$780	\$614	21.3%
2BR-1BA-749sf / 60% of AMI / 60% of AMI	No	Yes		8	\$780	\$614	21.3%
2BR-1BA-718sf / 70% of AMI / 70% of AMI	No	Yes		2	\$780	\$614	21.3%
2BR-1BA-749sf / 80% of AMI / 80% of AMI	No	No		2	\$720	\$614	14.7%
3BR-1BA-960sf / 40% of AMI / 40% of AMI	No	Yes		2	\$935	\$704	24.7%
3BR-1BA-893sf / 50% of AMI / 50% of AMI	No	Yes		3	\$935	\$704	24.7%
3BR-1BA-923sf / 50% of AMI / 50% of AMI	No	Yes		3	\$935	\$704	24.7%
3BR-1BA-960sf / 60% of AMI / 60% of AMI	No	No		2	\$760	\$704	7.4%
3BR-1BA-1009sf / 60% of AMI / 60% of AMI	No	Yes		4	\$935	\$704	24.7%
3BR-1BA-928sf / 70% of AMI / 70% of AMI	No	Yes		1	\$935	\$704	24.7%
3BR-1BA-958sf / 80% of AMI / 80% of AMI	No	No		1	\$760	\$704	7.4%
Total / Average				48	\$804	\$634	21.2%



Our analysis suggests an average achievable rent of \$804 for the subject property. This is compared with an average proposed rent of \$634, yielding an achievable rent advantage of 21.2 percent. Overall, the subject property appears to be priced at or below achievable rents for the area.

NCHMA Demand Analysis

In the following tables we present our concluded demand, capture rate, penetration rate and absorption period estimates for the subject property using the NCHMA demand methodology:

Unit Type / Rent Type / Income Limit	Vac Units at Market Entry	Gross Demand	Vacant & Pipeline Units	Capture Rate Gross	Capture Rate Net	Penetration Rate	Absorption Pd (Mos)
1-Bedroom / Subsidized / 70% of AMI	3	1,396	1	0.2%	0.2%	1.8%	<1
1-Bedroom / Restricted / 80% of AMI	1	649	0	0.2%	0.2%	0.2%	<1
2-Bedroom / Subsidized / 70% of AMI	11	1,922	5	0.6%	0.6%	3.7%	2
2-Bedroom / Restricted / 80% of AMI	1	820	0	0.1%	0.1%	0.1%	<1
3-Bedroom / Subsidized / 70% of AMI	6	2,059	3	0.3%	0.3%	1.6%	1
3-Bedroom / Restricted / 80% of AMI	2	728	0	0.3%	0.3%	0.3%	1
Project-Wide Gross Capture Rate				1.0%			
Project-Wide Net Capture Rate				1.0%			
Project-Wide Penetration Rate				5.7%			
Stabilized Occupancy				97%			
Project-Wide Absorption Period				2 mos			

In our opinion, the estimated project-level capture rate suggests an appropriate number of units for the subject property. The unit level capture rates suggest an appropriate mix of units for the subject property.

In our opinion, the estimated project-level penetration rate suggest an appropriate number of units for the subject property. The unit-level penetration rates suggest an appropriate mix of units for the subject property.

Our analysis suggests that the subject property will stabilize at 97 percent occupancy. We estimate 2 months of absorption and an average absorption rate of 10.8 units per month for this project. In our opinion, the absorption period suggests an appropriate number and mix of units for the subject property.

It is important to note that this analysis does not account for pent-up demand, pre-leasing efforts or rent concessions. In our opinion, an effective pre-leasing effort could result in a month-for-month reduction in the estimated absorption period for this project. In addition, any concessions or rent subsidies not accounted for already in this analysis could cut capture rates and absorption periods significantly.

VHDA Demand Analysis

In the following table we present our concluded capture rate and absorption period estimates for the subject property using the VHDA demand methodology:

Project-Wide Capture Rate - LIHTC Units	3.8%
Project-Wide Capture Rate - Market Units	0.0%
Project-Wide Capture Rate - All Units	3.8%
Project-Wide Absorption Period (Months)	2 mos

Conclusion

In conclusion, the subject property appears to be feasible from a market standpoint. The units appear to be priced appropriately and we anticipate a rapid lease-up after renovation.

Because of the demonstrated depth of demand in this area and the current occupied status of the subject property, we do not believe the renovation of this property will have an adverse impact on existing projects in the market area.

Birch Island Apartments Phase 1  
10322 Penny Lane  
Wakefield, Virginia 23888

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Minimum Income	\$4,971						\$23,863		\$4,971
Maximum Income	\$62,930						\$71,920		\$71,920
New Rental Households	-19						-9		-28
(+)									
Existing Households - Overburdened	707						339		1,047
(+)									
Existing Households - Substandard Housing	155						74		230
(+)									
Elderly Households - Likely to Convert to Rental Housing									
(+)									
Existing Qualifying Tenants - To Remain After Renovation	22						2		24
(+)									
Total Demand	866						407		1,272
(-)									
Supply (Directly Comparable Vacant Units Completed or in Pipeline in PMA)	9								9
(=)									
Net Demand	857						407		1,263
Proposed Units	42						6		48
Capture Rate	4.9%						1.5%		3.8%
Absorption Period (Months)	2 mos						2 mos		2 mos

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## PROJECT OVERVIEW

### Project Description

The subject property, known as Birch Island I, is an existing affordable multifamily development located at 10322 Penny Lane in Wakefield, Sussex County, Virginia (DB169/310 PB20/49). The subject property consists of 48 revenue-producing units originally constructed in 1994. The sponsor has proposed to renovate the property with an allocation of tax credits and the assumption and reamortization of the outstanding USDA-RD 515 loan. The subject property is an open age community.

Select project details are summarized below:

Project Description	
Property Name	Birch Island Apartments Phase 1
Street Number	10322
Street Name	Penny
Street Type	Lane
City	Wakefield
County	Sussex County
State	Virginia
Zip	23888
Units	48
Year Built	1984
Project Rent	Restricted
Project Type	Family
Project Status	Prop Rehab
Financing Type	Tax Credit

### Scope of Renovation

The subject property is currently in fair condition. The sponsor has proposed to rehabilitate the subject property to bring it up to “like new” condition using tax credit financing. The contemplated rehabilitation scope includes roof, parking lot, landscape, appliance, cabinet, HVAC and tile repairs and/or replacement. Tenants will be temporarily displaced as renovation progresses for this property.

### Construction and Lease-Up Schedule

We anticipate a 12-month construction period for this project. Assuming a September 1, 2019 closing, this yields a date of completion of September 1, 2020. Our demand analysis (found later in this report) suggests a 2-month absorption period. This yields a date of stabilization of November 1, 2020.

### Unit Configuration

The subject property currently consists of 48 revenue-producing units including 1, 2 and 3-bedroom garden apartments. A total of 42 units are currently income restricted to 50% of AMI; a total of 6 units are currently income restricted to 60% of AMI; no units are currently set aside as market rate units; a total of 32 units currently benefit from project-based rental assistance. The subject property currently stands at 98% occupancy. The current rent and income restrictions will remain in place for the next 31 years or until the outstanding USDA-RD debt is repaid, whichever is earlier.

Current Unit Configuration											
BR	BA	SF	Unit Type	Income Limit	Rent Limit	HOME Units	Subs Units	Total Units	Gross Rent	Net Rent	
1	1.0	560	Garden/Flat	50%	50%	No	Yes	10	\$659	\$556	
1	1.0	560	Garden/Flat	50%	50%	No	No	4	\$659	\$556	
1	1.0	560	Garden/Flat	60%	60%	No	Yes	2	\$659	\$556	
2	1.0	734	Garden/Flat	50%	50%	No	Yes	14	\$737	\$619	
2	1.0	734	Garden/Flat	50%	50%	No	No	7	\$737	\$619	

2	1.0	734	Garden/Flat	60%	60%	No	No	3	\$832	\$714
3	1.0	960	Garden/Flat	50%	50%	No	Yes	4	\$844	\$709
3	1.0	1,009	Garden/Flat	50%	50%	No	Yes	2	\$844	\$709
3	1.0	1,009	Garden/Flat	50%	50%	No	No	1	\$844	\$709
3	1.0	1,009	Garden/Flat	60%	60%	No	No	1	\$844	\$709
Total/Average		718						48	\$735	\$619

The subject property is proposed to consist of 48 revenue-producing units including 1, 2 and 3-bedroom garden apartments. A total of 5 units are proposed to be income restricted to 40% of AMI; a total of 19 units are proposed to be income restricted to 50% of AMI; a total of 16 units are proposed to be income restricted to 60% of AMI; a total of 4 units are proposed to be income restricted to 70% of AMI; a total of 4 units are proposed to be income restricted to 80% of AMI yielding an average income of 56.5% of AMI; no units are proposed to be set aside as market rate units; a total of 42 units are proposed to benefit from project-based rental assistance; no units are proposed to benefit from HOME financing.

The sponsor has proposed to reamortize the existing USDA-RD loan for 50 years; the rent and income restrictions associated with this loan will remain in place until it is repaid. The rent and income restrictions associated with the proposed allocation of tax credits will run for the next 30 years.

BR	BA	SF	Unit Type	Income Limit	Rent Limit	HOME Units	Subs Units	Total Units	Gross Rent	Net Rent
1	1.0	575	Garden/Flat	40%	40%	No	Yes	1	\$696	\$551
1	1.0	575	Garden/Flat	50%	50%	No	Yes	3	\$696	\$551
1	1.0	545	Garden/Flat	60%	60%	No	Yes	2	\$696	\$551
1	1.0	545	Garden/Flat	70%	70%	No	Yes	1	\$696	\$551
1	1.0	545	Garden/Flat	80%	80%	No	No	1	\$696	\$551
2	1.0	749	Garden/Flat	40%	40%	No	Yes	2	\$780	\$614
2	1.0	718	Garden/Flat	50%	50%	No	Yes	10	\$780	\$614
2	1.0	749	Garden/Flat	60%	60%	No	Yes	8	\$780	\$614
2	1.0	718	Garden/Flat	70%	70%	No	Yes	2	\$780	\$614
2	1.0	749	Garden/Flat	80%	80%	No	No	2	\$780	\$614
3	1.0	960	Garden/Flat	40%	40%	No	Yes	2	\$893	\$704
3	1.0	893	Garden/Flat	50%	50%	No	Yes	3	\$893	\$704
3	1.0	923	Garden/Flat	50%	50%	No	Yes	3	\$893	\$704
3	1.0	960	Garden/Flat	60%	60%	No	No	2	\$893	\$704
3	1.0	1,009	Garden/Flat	60%	60%	No	Yes	4	\$893	\$704
3	1.0	928	Garden/Flat	70%	70%	No	Yes	1	\$893	\$704
3	1.0	958	Garden/Flat	80%	80%	No	No	1	\$893	\$704
Total/Average		777						48	\$804	\$634

Please note: Subsidized units will be operated subject to LIHTC income restrictions and USDA-RD income requirements. The RD income requirements give priority to residents at or below 50% of AMI. This may affect the operation of the subject property.



# USDA Rural Rental Assistance Program (Section 521)

Housing Assistance Council

June 2008

**Section 521 Rural Rental Assistance (RA) is available in some properties financed by the Section 515 Rural Rental or Section 514/516 Farm Labor Housing programs of the U.S. Department of Agriculture's Rural Development Housing and Community Facilities Programs office (RD). It covers the difference between 30 percent of a tenant's income and the monthly rental rate.**

### *Purpose*

RA is a project-based program, providing an additional subsidy for tenants in Section 515- or 514/516-financed rental housing with incomes too low to pay the RD subsidized rent from their own resources. RD pays the owner the difference between the tenant's contribution (30 percent of adjusted income) and the monthly rental rate, which is calculated based on the owner's project costs.

### *Eligibility*

**Properties:** Rental Assistance may be used in both existing and newly constructed RD Section 515- or 514/516-financed developments. Projects must be established on a nonprofit or limited profit basis.

**Tenants:** Persons with very low and low incomes, elderly persons, and persons with disabilities are eligible if they are unable to pay the basic monthly rent within 30 percent of adjusted monthly income. Very low income is defined as below 50 percent of the area median income (AMI); low income is between 50 and 80 percent of AMI. In new projects, 95 percent of those assisted must have very low incomes. In existing projects 75 percent of new tenants must have very low incomes.

### *Terms*

RD and the project owner execute a one-year contract in which RD commits payments on behalf of tenants in a designated number or percentage of the units. Additional units may be covered if funds are available and an additional contract is executed. The agreement may be renewed as many times as funds are made available. RD State Directors may transfer unused and unneeded contracts or portions of contracts to other projects.

### *Priority*

Overall priority is provided to renewal of expiring contracts.

A portion of the RA appropriation every year is used for RA in Section 515 and 514/516 projects whose owners want to prepay their mortgages. Additional RA can be used as an incentive for an owner to keep the RD mortgage, or to assist a nonprofit organization or public agency purchasing a property and assuming the mortgage.

Priority for RA in housing newly financed by Section 515 is given to a project either if a market study indicates the greatest percentage of prospective tenants need RA or if the area has the greatest housing need within the state and is selected for funding in accordance with the regulations.

### *Comments*

The request for Rental Assistance is generally initiated by the property owner. If the borrower does not request it, however, tenants eligible for RA may petition the owner to obtain it for them. There is an RD appeals procedure if RA is denied by the owner.

In existing projects, demand for RA far exceeds supply. In a typical year, renewals account for most of RA funds.

## Income & Rent Limits

The subject property is operated subject to certain income restrictions. The following table gives the applicable income limits for this area:

Income Limits						
HH Size	30% of AMI	40% of AMI	50% of AMI	60% of AMI	70% of AMI	80% of AMI
1.0 Person	\$17,490	\$23,320	\$29,150	\$34,980	\$40,810	\$46,640
2.0 Person	\$19,980	\$26,640	\$33,300	\$39,960	\$46,620	\$53,280
3.0 Person	\$22,470	\$29,960	\$37,450	\$44,940	\$52,430	\$59,920
4.0 Person	\$24,960	\$33,280	\$41,600	\$49,920	\$58,240	\$66,560
5.0 Person	\$26,970	\$35,960	\$44,950	\$53,940	\$62,930	\$71,920
6.0 Person	\$28,980	\$38,640	\$48,300	\$57,960	\$67,620	\$77,280
7.0 Person	\$30,960	\$41,280	\$51,600	\$61,920	\$72,240	\$82,560
8.0 Person	\$32,970	\$43,960	\$54,950	\$65,940	\$76,930	\$87,920

Source: HUD; State Housing Finance Agency

The income limits found above were based (in part) on HUD's published median household income for the area. The table below shows how this statistic has increased/decreased over the past several years:

Historical Median Income		
Year	\$	Change
2008	\$69,300	0.9%
2009	\$73,200	5.6%
2010	\$73,900	1.0%
2011	\$74,600	0.9%
2012	\$75,600	1.3%
2013	\$73,900	-2.2%
2014	\$72,900	-1.4%
2015	\$74,200	1.8%
2016	\$72,400	-2.4%
2017	\$78,700	8.7%
2018	\$83,200	5.7%

Source: HUD

The subject property is operated subject to certain rent restrictions. The following table gives the maximum housing expense (net rent limit + tenant-paid utilities) for this area:

Maximum Housing Expense						
Unit Type	30% of AMI	40% of AMI	50% of AMI	60% of AMI	70% of AMI	80% of AMI
0 Bedroom	\$437	\$583	\$728	\$874	\$1,020	\$1,166
1 Bedroom	\$468	\$624	\$780	\$936	\$1,092	\$1,249
2 Bedroom	\$561	\$749	\$936	\$1,123	\$1,310	\$1,498
3 Bedroom	\$649	\$865	\$1,081	\$1,298	\$1,514	\$1,731
4 Bedroom	\$724	\$966	\$1,207	\$1,449	\$1,690	\$1,932

Source: HUD

The following table sets forth the gross fair market rents (net fair market rents + tenant-paid utilities) that would apply to any Section 8 voucher recipients or any units benefiting from HOME financing at the subject property:

Fair Market Rents	
Unit Type	Gross Rent
0 Bedroom	\$889
1 Bedroom	\$932
2 Bedroom	\$1,067
3 Bedroom	\$1,421
4 Bedroom	\$1,713

Source: HUD







## IMPROVEMENT DESCRIPTION & ANALYSIS

Our improvement analysis includes an evaluation of the following factors with respect to the subject property: (1) Building Features; (2) Unit Features; (3) Project Amenities, (4) Utility Configuration; and (5) Useful Life Analysis.

### **Building Features**

The subject property currently consists of 48 revenue-producing units in 6 residential buildings and 1 non-residential building. The development currently includes approximately 34,440 square feet of net rentable area and 36,506 square feet of gross building area.

The subject property is proposed to consist of 48 revenue-producing units in 6 residential buildings and 1 non-residential building. The development is proposed to include approximately 37,294 square feet of net rentable area and 44,048 square feet of gross building area.

Additional information regarding the subject property's major building systems is found below.

#### Foundation - Concrete Slab, Basements, Crawl Spaces, etc.

The subject property includes slab on grade foundations.

#### Structural Frame - Floor, Wall, Roof Structural Systems, etc.

The subject property is constructed with wood frame surfaced with plywood. Floor/ceiling assemblies consist of wood joists & plywood or concrete subfloors. Roof assemblies consist of wood trusses & plywood sheathing.

#### Exterior Wall - Exterior Finishes, Doors, Windows, Exterior Stairs, etc.

The subject currently includes vinyl siding, horizontal sliding aluminum double pane windows, and steel clad insulated six-panel unit entry doors. The sponsor proposes to replace the siding, windows and exterior doors as part of the planned renovation. Vinyl windows are proposed after renovation.

#### Roof - Sheathing, Coverings, Warranties, Gutters & Downspouts, Soffit & Fascia, etc.

The subject includes gabled asphalt shingle roofs. The sponsor proposes to replace the roofs as part of the planned renovation.

#### Vertical Transportation - Elevator, Interior Stair Systems

None.

#### Plumbing - Sanitary, Storm, Sewer, Fixtures, Domestic Hot Water

Domestic water piping is constructed of CPVC pipe and fittings. Wastewater lines consist of PVC pipe and fittings. Potable hot water is supplied via individual electric hot water heaters. The sponsor proposes to replace the water heaters as part of the planned renovation.

#### HVAC - Heating, Air Conditioning, Ventilation

The subject property currently includes individual interior-mounted electric heat, individual exterior-mounted a/c compressors with interior-mounted air handlers. New HVAC systems are proposed as part of the planned renovation.

#### Electrical and Communications - Distribution, Aluminum Wiring, etc.

Buildings receive electrical power from exterior pad-mounted transformers. Electrical service to units consists of 120/240V AC with 100 amps available for each panel. Electrical wiring is made of copper. Properly grounded, three-prong outlets are found in each dwelling unit. The outlets located in the wet areas are Ground Fault Circuit Interrupter (GFCI) outlets. Surface-mounted fluorescent & incandescent fixtures are proposed after renovation.

#### Fire Suppression

The subject property is not currently equipped with an NFPA-13 fully automatic fire suppression (sprinkler) system. However, hard-wired smoke detectors with battery backup are found in each bedroom area. The sponsor proposes to replace the smoke detectors as part of the planned renovation.

## Unit Features

The subject property currently contains 48 revenue-producing units including 45 regular units and 3 accessible units including 88 bedrooms, 48 full bathrooms and 0 half bathrooms.

The subject property is proposed to contain 48 revenue-producing units including 43 regular units and 5 accessible units, including 104 bedrooms, 48 full bathrooms and 0 half bathrooms.

Additional information regarding the subject property's unit features is found below.

### Walls / Ceilings / Interior Doors

Subject property units include 8 foot ceilings, painted gypsum wallboard & ceilings, wood hollow-core flat panel interior doors and wood hollow-core flat panel closet doors. The sponsor proposes to replace the interior doors as part of the planned renovation. Solid-core doors are planned post-renovation.

### Floor Covering

Floor covering currently consists of vinyl sheeting in the bathrooms, kitchens, entryways, living areas, and bedrooms. The sponsor proposes to replace the flooring as part of the planned renovation. Luxury vinyl plank is planned after renovation.

### Kitchens

Kitchens currently include electric four-top ranges, range hoods, frost-free refrigerators, wood cabinets, laminated countertops and stainless steel sinks. The sponsor proposes to replace the appliances, cabinets and countertops as part of the planned renovation. Dishwashers are planned post renovation.

### Bathrooms

Bathrooms currently include porcelain sinks & toilets, along with fiberglass tubs & surrounds. The bathrooms also include exhaust fans and other accessories. The sponsor proposes to replace these components as part of the planned renovation.

## Project Amenities

A discussion of the development's project amenities is found below.

### Site & Common Area Amenities

A playground is currently found at the subject property. A community center is planned after renovation.

### Parking

Open parking is found at the subject property.

### Laundry

Central laundry facilities are currently found at the subject property.

### Security

No security amenities are currently found at the subject property.

### Services

No additional services are currently found at the subject property.

Tables comparing the subject property's amenities to that of the most comparable properties are found at the end of this section.

## Utility Configuration

The subject property currently includes electric heat, electric cooking and electric hot water. All utilities - including cold water, sewer and trash - are currently paid by the resident.

The sponsor has proposed a utility configuration change as part of the planned renovation. All utilities - with the exception of trash - are proposed to be paid by the resident.

In the table that follows we compare the subject's proposed utility allowances (also known as tenant paid utilities) to the estimated allowances using the HUD Utility Schedule Model:

Utility Allowances										
BR	BA	SF	Unit Type	Inc Lmt	Rnt Lmt	HOME	Subs	Units	UA	HUD UA
1	1.0	575	Garden/Flat	40% of AMI	40% of AMI	No	Yes	1	\$145	\$94
1	1.0	575	Garden/Flat	50% of AMI	50% of AMI	No	Yes	3	\$145	\$94
1	1.0	545	Garden/Flat	60% of AMI	60% of AMI	No	Yes	2	\$145	\$94
1	1.0	545	Garden/Flat	70% of AMI	70% of AMI	No	Yes	1	\$145	\$94
1	1.0	545	Garden/Flat	80% of AMI	80% of AMI	No	No	1	\$145	\$94
2	1.0	749	Garden/Flat	40% of AMI	40% of AMI	No	Yes	2	\$166	\$110
2	1.0	718	Garden/Flat	50% of AMI	50% of AMI	No	Yes	10	\$166	\$110
2	1.0	749	Garden/Flat	60% of AMI	60% of AMI	No	Yes	8	\$166	\$110
2	1.0	718	Garden/Flat	70% of AMI	70% of AMI	No	Yes	2	\$166	\$110
2	1.0	749	Garden/Flat	80% of AMI	80% of AMI	No	No	2	\$166	\$110
3	1.0	960	Garden/Flat	40% of AMI	40% of AMI	No	Yes	2	\$189	\$124
3	1.0	893	Garden/Flat	50% of AMI	50% of AMI	No	Yes	3	\$189	\$124
3	1.0	923	Garden/Flat	50% of AMI	50% of AMI	No	Yes	3	\$189	\$124
3	1.0	960	Garden/Flat	60% of AMI	60% of AMI	No	No	2	\$189	\$124
3	1.0	1,009	Garden/Flat	60% of AMI	60% of AMI	No	Yes	4	\$189	\$124
3	1.0	928	Garden/Flat	70% of AMI	70% of AMI	No	Yes	1	\$189	\$124
3	1.0	958	Garden/Flat	80% of AMI	80% of AMI	No	No	1	\$189	\$124
Total/Average								48	\$170	\$112

The HUD utility allowances are a good measure of the energy costs for a given property. Our analysis suggests that the proposed utility allowances are higher than those established using the HUD model.

Tables comparing the subject property's utility configuration to that of the most comparable properties are found at the end of this section. Outputs from the HUD Utility Schedule Model are also found there.

### Useful Life Analysis

The subject property was originally constructed in 1984 and is currently in fair condition. In our opinion, the subject has a remaining useful life & remaining economic life of 20 years in its current condition. Assuming the scope of work described above, we anticipate a remaining useful life & remaining economic life of 50 years after renovation. Finally, we estimate a post-renovation effective age of 10 years for this project.

In the course of completing this study, we rated the condition of the subject property and the most comparable properties on a 1-5 scale (1 being the worst and 5 being the best). We also evaluated the actual and effective ages of the subject and select comparables. A table summarizing our findings is found below:

Actual Age   Effective Age   Condition								
Rating					Rank			
Key	Project Name	Actual Age	Effective Age	Property Condition	Actual Age	Effective Age	Property Condition	
Sub	Birch Island Apartments Phase 1	1984	2009	4.00	12	5	1	
001	Autumn Ridge 1	1975	2010	3.75	15	1	7	
007	Belleville Meadows Apartments	1973	2004	4.00	16	12	1	
009	Belleville Harbour Apartments	2004	2005	4.00	4	6	1	
013	Birch Island Apartments Phase 1	1984	1990	2.50	12	15	15	
040	Eagle Harbor Apartments Phase 1	2005	2005	4.00	3	6	1	
041	Eagle Harbor Apartments Phase 2	2011	2005	4.00	1	6	1	
046	Franklin South	1987	2005	3.25	10	6	11	
066	Meadowridge Apartments	1991	2005	3.50	5	6	10	
068	Morris Creek Landing Apartments	1988	2005	3.75	7	6	7	

083	Patriots Landing Apartments	2010	2010	3.75	2	1	7
088	Sadler Pond Apartments	1989	2000	3.25	6	13	11
095	Stevens Woods Phase 3	1988	2010	4.00	7	1	1
098	Suffolk Station Apartments	1987	2010	3.25	10	1	11
107	Waverly Village Apartments	1988	2000	3.00	7	13	14
115	Woods Edge Apartments	1984	1990	2.50	12	15	15

Source: Allen & Associates; Sponsor

		Amenities																				
		Site & Common Area Amenities																				
Key	Project Name	Ball Field	BBQ Area	Billiards Game Rm	Business Comp Ctr	Car Care Center	Community Center	Elevator	Fitness Center	Gazabo Patio	Hot Tub Jacuzzi	Herb Garden	Horsehoes	Lake	Library	Movie Media Ctr	Picnic Area	Playground	Pool	Sauna	Sports Court	Walking Trail
Sub	Birch Island Apartments Phase 1	no	no	no	no	no	yes	no	no	no	no	no	no	no	no	no	no	yes	no	no	no	no
001	Autumn Ridge 1	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	yes	no	no	no	no
007	Belleville Meadows Apartments	no	yes	no	no	no	yes	no	no	no	no	no	no	no	no	no	yes	yes	no	no	no	no
009	Belleville Harbour Apartments	no	no	no	no	no	yes	no	yes	no	no	no	no	no	no	no	no	yes	yes	no	no	no
013	Birch Island Apartments Phase 1	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	yes	no	no	no	no
040	Eagle Harbor Apartments Phase 1	no	yes	no	yes	no	yes	no	yes	no	no	no	no	no	no	no	yes	yes	yes	no	yes	no
041	Eagle Harbor Apartments Phase 2	no	yes	no	yes	no	yes	no	yes	no	no	no	no	no	no	no	yes	yes	yes	no	yes	no
046	Franklin South	no	no	no	no	no	yes	no	no	no	no	no	no	no	no	no	no	yes	no	no	no	no
066	Meadowridge Apartments	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	yes	no	no	no	no
068	Morris Creek Landing Apartments	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes	no	no	no
083	Patriots Landing Apartments	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
088	Sadler Pond Apartments	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	yes	no	yes	no	yes	no
095	Stevens Woods Phase 3	no	no	no	no	no	yes	no	no	no	no	no	no	no	no	no	no	yes	no	no	no	no
098	Suffolk Station Apartments	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
107	Waverly Village Apartments	no	no	no	no	no	yes	no	no	no	no	no	no	no	no	no	no	yes	no	no	no	no
115	Woods Edge Apartments	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	yes	no	no	no	no

		Unit Amenities					Kitchen Amenities					Air Conditioning				Heat					
Key	Project Name	Blinds	Ceiling Fans	Carpeting	Fireplace	Patio Balcony	Storage	Stove	Refrigerator	Disposal	Dishwasher	Microwave	Central	Wall Units	Window Units	None	Central	Wall Units	Baseboards	Boiler Radiator	None
Sub	Birch Island Apartments Phase 1	yes	yes	yes	no	no	no	yes	yes	no	yes	no	yes	no	no	no	yes	no	no	no	no
001	Autumn Ridge 1	yes	no	no	no	no	no	yes	yes	no	no	no	yes	no	no	no	yes	no	no	no	no
007	Belleville Meadows Apartments	yes	no	yes	no	no	no	yes	yes	no	yes	no	yes	no	no	no	yes	no	no	no	no
009	Belleville Harbour Apartments	yes	no	yes	no	yes	no	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no
013	Birch Island Apartments Phase 1	yes	no	yes	no	no	no	yes	yes	no	no	no	yes	no	no	no	yes	no	no	no	no
040	Eagle Harbor Apartments Phase 1	yes	yes	yes	some	yes	no	yes	yes	yes	yes	yes	yes	no	no	no	yes	no	no	no	no
041	Eagle Harbor Apartments Phase 2	yes	yes	yes	some	yes	no	yes	yes	yes	yes	yes	yes	no	no	no	yes	no	no	no	no
046	Franklin South	yes	no	yes	no	no	no	yes	yes	no	no	no	yes	no	no	no	yes	no	no	no	no
066	Meadowridge Apartments	yes	no	yes	no	yes	no	yes	yes	no	yes	no	yes	no	no	no	yes	no	no	no	no
068	Morris Creek Landing Apartments	yes	yes	yes	no	some	no	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no
083	Patriots Landing Apartments	yes	no	yes	no	yes	no	yes	yes	no	yes	yes	yes	no	no	no	yes	no	no	no	no
088	Sadler Pond Apartments	yes	yes	yes	no	yes	yes	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no
095	Stevens Woods Phase 3	yes	no	yes	no	no	no	yes	yes	no	no	no	yes	no	no	no	yes	no	no	no	no
098	Suffolk Station Apartments	yes	no	yes	no	yes	yes	yes	yes	no	yes	yes	yes	no	no	no	yes	no	no	no	no
107	Waverly Village Apartments	yes	yes	yes	no	no	no	yes	yes	no	no	no	yes	no	no	no	yes	no	no	no	no
115	Woods Edge Apartments	yes	yes	yes	no	no	no	yes	yes	no	no	no	yes	no	no	no	yes	no	no	no	no

		Parking					Laundry			Security						Services						
Key	Project Name	Garage	Covered Parking	Assigned Parking	Open Parking	None	Central	W/D Units	W/D Hookups	Call Buttons	Controlled Access	Courtesy Officer	Monitoring	Security Alarms	Security Patrols	After School	Concierge	Hair Salon	Health Care	House-keeping	Meals	Transportation
Sub	Birch Island Apartments Phase 1	no	no	no	yes	no	yes	no	no	some	no	no	no	no	no	no	no	no	no	no	no	no
001	Autumn Ridge 1	no	no	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
007	Belleville Meadows Apartments	no	no	no	yes	no	yes	no	no	no	yes	no	yes	no	no	no	no	no	no	no	no	no
009	Belleville Harbour Apartments	no	no	no	yes	no	yes	no	yes	no	no	no	no	no	yes	no	no	no	no	no	no	no
013	Birch Island Apartments Phase 1	no	no	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
040	Eagle Harbor Apartments Phase 1	no	no	no	yes	no	no	yes	no	no	no	no	yes	yes	no	no	yes	no	no	no	no	no
041	Eagle Harbor Apartments Phase 2	no	no	no	yes	no	no	yes	no	no	no	no	yes	yes	no	no	yes	no	no	no	no	no
046	Franklin South	no	no	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
066	Meadowridge Apartments	no	no	yes	yes	no	yes	no	some	no	no	no	no	no	no	no	no	no	no	no	no	no
068	Morris Creek Landing Apartments	no	no	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
083	Patriots Landing Apartments	no	no	no	yes	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no	no
088	Sadler Pond Apartments	no	no	no	yes	no	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no
095	Stevens Woods Phase 3	no	no	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
098	Suffolk Station Apartments	no	no	no	yes	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no
107	Waverly Village Apartments	no	no	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
115	Woods Edge Apartments	no	no	no	yes	no	yes	no	no	no	no	no	no	no	yes	no	no	no	no	no	no	no

Source: Allen & Associates; Sponsor

		Utilities																						
		Tenant-Paid											Owner-Paid											
Key	Project Name	Heat / Gas	Heat / Electric	Cooking / Gas	Cooking / Electric	Other / Electric	AC / Electric	HW / Gas	HW / Electric	Water	Sewer	Trash	Heat / Gas	Heat / Electric	Cooking / Gas	Cooking / Electric	Other / Electric	AC / Electric	HW / Gas	HW / Electric	Water	Sewer	Trash	
Sub	Birch Island Apartments Phase 1	no	yes	no	yes	yes	yes	no	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no	no	yes
001	Autumn Ridge 1	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
007	Belleville Meadows Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes	
009	Belleville Harbour Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes	
013	Birch Island Apartments Phase 1	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes	
040	Eagle Harbor Apartments Phase 1	no	yes	no	yes	yes	yes	no	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no	yes	
041	Eagle Harbor Apartments Phase 2	no	yes	no	yes	yes	yes	no	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no	yes	
046	Franklin South	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes	
066	Meadowridge Apartments	no	yes	no	yes	yes	yes	no	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no	yes	
068	Morris Creek Landing Apartments	yes	no	no	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes	
083	Patriots Landing Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes	
088	Sadler Pond Apartments	no	yes	no	yes	yes	yes	no	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no	yes	
095	Stevens Woods Phase 3	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes	
098	Suffolk Station Apartments	no	yes	no	yes	yes	yes	no	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no	yes	
107	Waverly Village Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes	
115	Woods Edge Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes	

Source: Allen & Associates; Sponsor

HUD Utility Schedule Model Output					
	0 Bedroom	1 Bedroom	2 Bedroom	3 Bedroom	4 Bedroom
Heat - Gas	8	9	11	13	13
Heat - Elec	8	9	11	13	13
Cooking - Gas	3	4	6	7	9
Cooking - Elec	3	4	6	7	9
Other Electric	12	14	20	26	31
Air Conditioning	5	6	8	11	12
Hot Water-Gas	8	9	12	14	17
Hot Water-Elec	8	9	12	14	17
Water	15	15	16	16	17
Sewer	37	37	37	37	37
Trash	6	6	6	6	6

Source: Local Utility Providers; HUD

## SITE DESCRIPTION & ANALYSIS

Our assessment of the site included an evaluation of the following factors with respect to the subject property: (1) Survey; (2) Site Plan; (3) Nuisances, Hazards, Detrimental Influences & Environmental; (4) Topography; (5) Flood Zone; (6) Difficult to Develop Area Status; (7) Qualified Census Tract Status; and (8) Traffic Patterns, Access & Visibility.

### Survey

A survey for the subject property was not provided to the analyst for review. Current surveys should be evaluated to ascertain whether there are any easements encumbering the subject property.

### Site Plan

A site plan for the subject property was not provided to the analyst for review. Site plans are necessary to analyze the site improvements, parking configuration, internal traffic flow, location of building improvements and landscaping improvements for the subject property. The developer did provide us with a description of the development's site features. A summary of these features is found below.

#### Acres / Lot Shape / Frontage

The subject property includes an irregular-shaped parcel consisting of approximately 3.045 acres and approximately 300 feet of road frontage.

#### Zoning

According to the sponsor, the subject property is currently zoned R1 Residential. It is our understanding that the current zoning for the subject is a legal, conforming use.

#### Parking / Streets / Curbs / Sidewalks

A total of 79 parking spaces are planned for this development (74 regular / 5 accessible / 1.65 spaces per unit). Privately-owned parking areas are planned for the subject property. We normally see 1.5 to 2.0 spaces per unit for projects like the subject. Public transportation is not found in the area. In our opinion, the current parking appears adequate for the subject property.

#### Dumpsters / Dumpster Enclosures

The subject includes 2 publicly-owned dumpsters along with 2 privately-owned wood enclosures.

#### Landscaping / Perimeter Fence / Retaining Walls / Entry Sign

Trees, shrubs & lawns are found at the subject property. A perimeter fence is not found at the subject property. Retaining walls are not found at this property. One unlighted entry sign is found at this property.

#### Stormwater Management / Site Lighting / Water Service / Wastewater Service

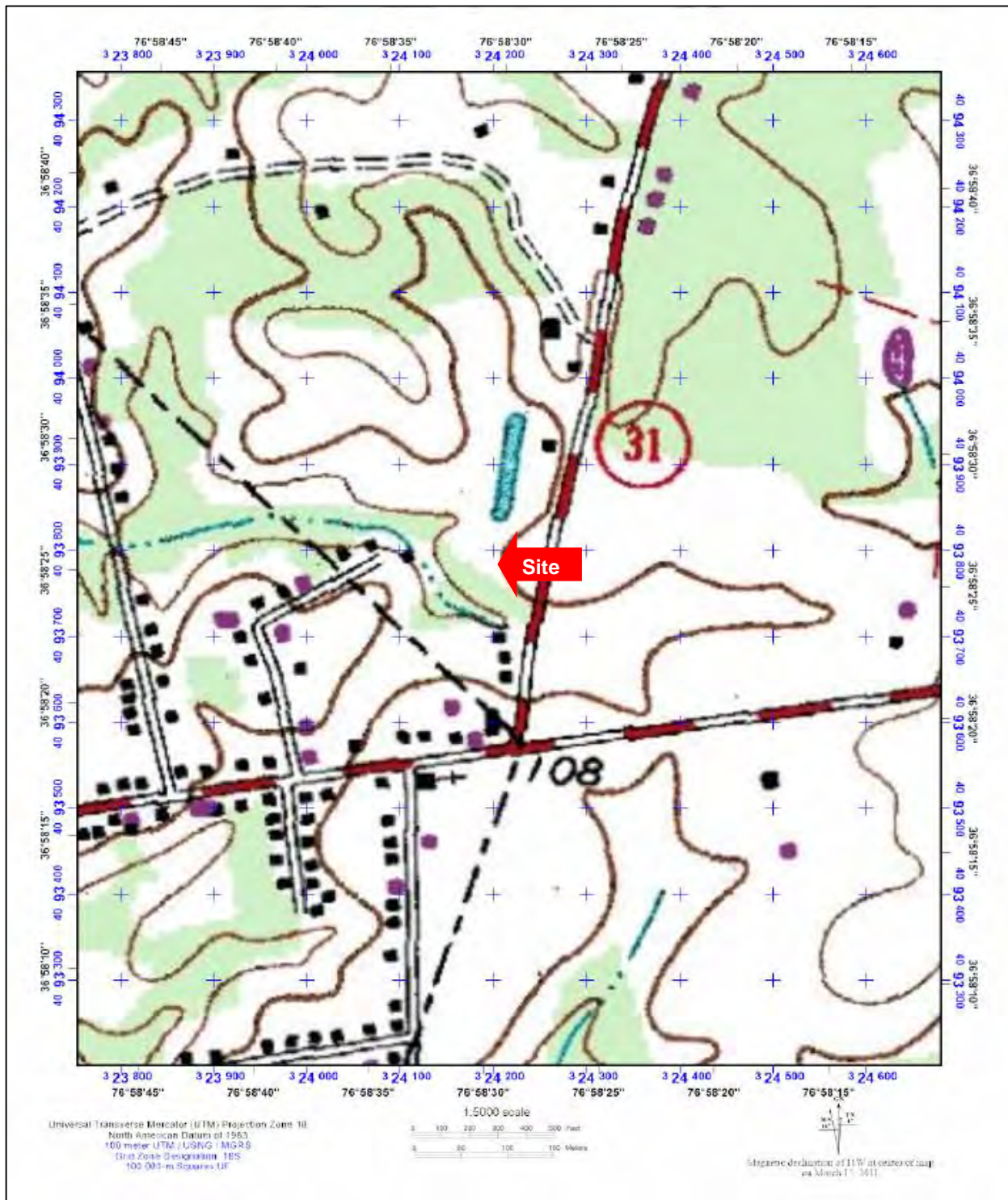
Stormwater management consists of catch basins and concrete pipe connecting to a public system. Site lighting consists of publicly-owned HID poles. Domestic water service to buildings consists of ductile iron pipe connecting to a public system. Wastewater service to buildings consists of PVC pipe connecting to a public system.

### Nuisances, Hazards, Detrimental Influences & Environmental

We did not observe any nuisances, hazards, detrimental influences or recognized environmental conditions on our inspection of the subject property. The subject property was originally constructed in 1984, after the 1978 ban on lead and asbestos containing construction materials. Nevertheless, we recommend that the sponsor obtain a comprehensive environmental assessment from a qualified professional.

## Topography

The USGS map showing the topography of the subject property and surrounding area is found below:

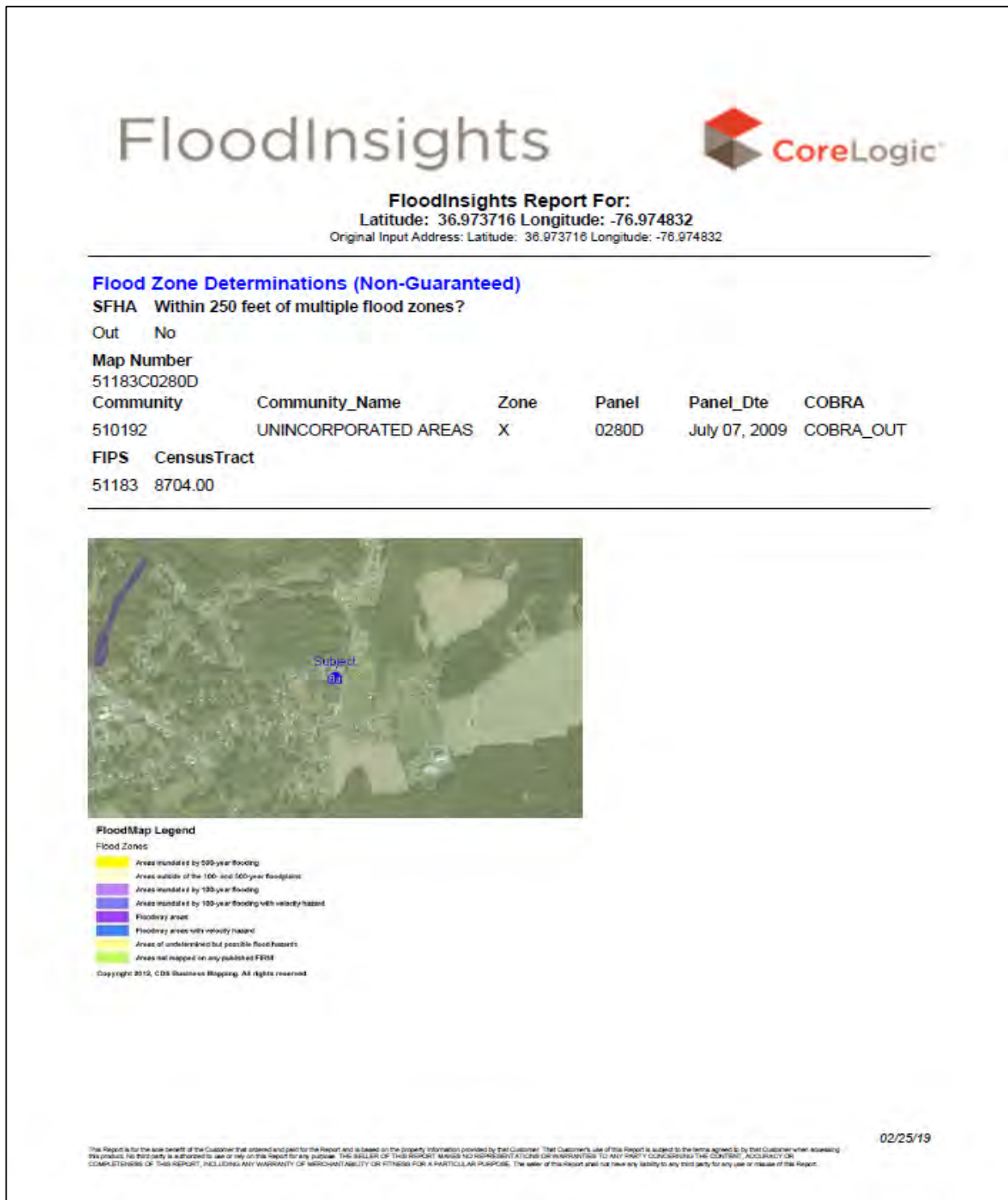


The topographic map shows that the site is flat and drains to adjacent properties to the west. In our opinion, there do not appear to be any topographic issues with respect to the subject property.



## Flood Zone

The map showing the location of the subject property relative to nearby areas prone to flooding (identified in purple) is found below:



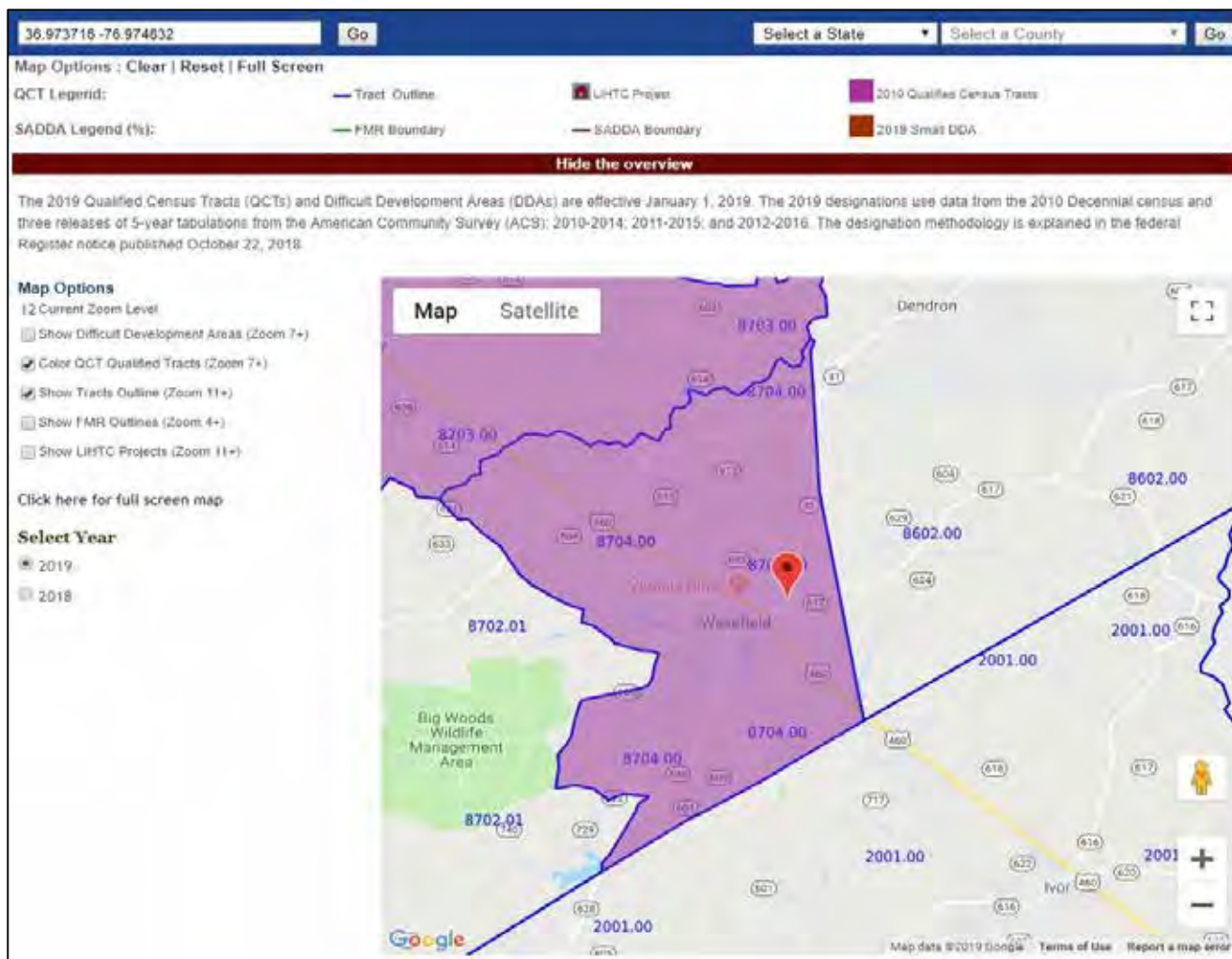
According to FEMA map number 51183C0280D dated July 07, 2009, the subject property is located in Zone X. This is an area that is identified as being located outside the 100-year flood zone.

## Difficult to Develop Area Status

The subject property is located in Sussex County, Virginia - an area that is not designated as a Difficult to Develop Area. Consequently, the subject property does not appear to qualify for special DDA funding under state and federal programs.

## Qualified Census Tract Status

The federal government has identified census tracts throughout the United States that include high concentrations of low-income households and substandard housing units. These areas, known as Qualified Census Tracts, qualify for special funding under various state and federal programs. A QCT map showing the location of the subject property is found below:



The subject property is located in Census Tract 8704.00 - an area that is designated as a Qualified Census Tract. Consequently, the subject property does appear to qualify for special QCT funding under state and federal programs.



### Access

The subject property is located on the west side of State Route 31 in Wakefield, Virginia. State Route 31 is a moderately-traveled north-south road carrying approximately 3,000 vehicles per day. We did not observe any road or infrastructure improvements taking place in the immediate vicinity of the subject property. In our opinion, therefore, accessibility is good by virtue of the location of the subject property relative to existing streets and thoroughfares.

### Visibility

The subject property is visible from State House 31 with 300 feet of frontage and a moderate volume of drive-by traffic. Consequently, in our opinion visibility is good by virtue of the exposure of the subject property to existing drive-by traffic volumes.

In the course of completing this study, we rated the access and visibility for the subject property and the most comparable properties on a 1-5 scale (1 being the worst and 5 being the best). A table summarizing our findings is found below:

Access & Visibility					
Rating				Rank	
Key	Project Name	Access	Visibility	Access	Visibility
Sub	Birch Island Apartments Phase 1	4.00	3.50	1	4
001	Autumn Ridge 1	2.25	2.25	14	14
007	Belleville Meadows Apartments	2.50	2.50	13	13
009	Bellveville Harbour Apartments	3.00	3.50	8	4
013	Birch Island Apartments Phase 1	4.00	3.50	1	4
040	Eagle Harbor Apartments Phase 1	4.00	4.00	1	1
041	Eagle Harbor Apartments Phase 2	4.00	4.00	1	1
046	Franklin South	3.25	3.50	7	4
066	Meadowridge Apartments	3.00	2.75	8	9
068	Morris Creek Landing Apartments	3.00	2.75	8	9
083	Patriots Landing Apartments	3.00	2.75	8	9
088	Sadler Pond Apartments	2.25	2.25	14	14
095	Stevens Woods Phase 3	3.00	2.75	8	9
098	Suffolk Station Apartments	3.50	3.25	6	8
107	Waverly Village Apartments	2.25	2.25	14	14
115	Woods Edge Apartments	4.00	4.00	1	1

Source: Allen & Associates

# NEIGHBORHOOD DESCRIPTION & ANALYSIS

## Neighborhood

Our assessment of the neighborhood includes an evaluation of the following factors with respect to the subject property: (1) Life Cycle; (2) Surrounding Properties; (3) Economic Characteristics; (4) Crime Rates; (5) Educational Attainment; and (6) Commuting Patterns.

### Life Cycle

Neighborhoods are sometimes thought to evolve through four distinct stages:

- Growth – A period during which the area gains public favor and acceptance.
- Stability – A period of equilibrium without marked gains or losses.
- Decline – A period of diminishing demand.
- Revitalization – A period of renewal, redevelopment, modernization, and increasing demand.

Based on our evaluation of the neighborhood, the subject property is located in an area that appears to be in the stability stage of its life cycle. Modest population growth is anticipated for the next several years.

### Surrounding Properties

The subject property is located in Wakefield, Virginia. The immediate area consists of residential land uses.

Multifamily in good condition is located to the north of the subject property; single family in fair condition is located to the south; single family in good condition is located to the east; vacant wooded land is located to the west of the subject property. Neighboring land uses appear to be complimentary to the use of the subject property. The condition of the neighboring properties appears to be complimentary as well.

Surrounding property uses are summarized in the table found below:

Surrounding Properties		
Direction	Use	Condition
North	Multifamily	Good
South	Single Family	Fair
East	Single Family	Good
West	Vacant Wooded Land	-

Source: Allen & Associates

### Economic Characteristics

The subject property is located in an area with average household incomes of \$31,250 (in 2015 dollars); this is compared with \$41,650 for the most comparable properties included in this analysis.

In addition, the subject property is located in an area with median cash rents of \$548 (in 2015 dollars); this is compared with \$832 for the most comparable properties included in this analysis.

Finally, the subject property is located in an area with median single family home values of \$126,100 (in 2015 dollars); this is compared with \$186,488 for the most comparable properties included in this analysis.

### Crime Rates

The subject property is located in an area with personal crime rates of 3.4%. Personal crime includes offenses such as rape, murder, robbery and assault. Our research suggests that the average personal crime rate for the most comparable properties stands at 4.4%.

In addition, the subject property is located in an area with property crime rates of 2.4%. Property crimes include offenses such as burglary, larceny and theft. Our research suggests that the average property crime rate for the most

comparable properties stands at 3.8%.

Please note: The crime statistics included in this analysis are historical area-wide figures. These statistics make no consideration for changing demographics or the implementation of an affirmative crime prevention program at the subject property.

Educational Attainment

The subject property is located in an area with high school graduation rates of 74.0%; this is compared with 78.2% for the most comparable properties included in this analysis.

In addition, the subject property is located in an area with college graduation rates of 10.2%; this is compared with 16.0% for the most comparable properties included in this analysis.

Commuting Patterns

The subject property is located in an area with an average drive to work of 24.4 minutes; this is compared with 27.7 minutes for the most comparable properties included in this analysis.

In addition, the subject property is located in an area with an average of 1.49 vehicles per household; this is compared with 1.58 vehicles per household for the most comparable properties included in this analysis.

Conclusion

In our opinion, the subject property has a good location relative to competing properties with respect to neighborhood characteristics.

**Proximity to Area Amenities**

Our assessment included an evaluation of the proximity of various amenities to the subject and the most comparable properties. We looked at the following amenities in our analysis: (1) Banks; (2) Grocery; (3) Emergency Clinics; (4) Pharmacies; and (5) Discount Stores.

A listing of some of the area amenities is found below. An amenity map is found in the following pages:

Proximity to Area Amenities		
Amenity	Name	Miles
Bank	BB&T	0.9 mi SW
Grocery	Pope's Market	0.9 mi SW
Emergency Clinic	Sentara Family Medicine Physicians	0.9 mi SW
Pharmacy	Pope's Market	0.9 mi SW
Discount Store	Dollar General	0.5 mi SW
Elementary School	Ivor Elementary School	6.0 mi SE
Middle School	Luther P. Jackson Middle School	8.4 mi NE
High School	Surry High School	0.7 mi NW
Bus Stop	-	-

Source: Google Maps

BB&T, Pope's Market, and Dollar General are all located less than 1.0 miles away from the subject property. Sentara Family Medicine is located 0.9 miles away.

### Number of Area Amenities

We utilized Microsoft Streets & Trips to evaluate the subject and the most comparable properties with respect to the number of amenities in the immediate area.

- Microsoft Streets & Trips identified 2 banks within 2.0 miles of the subject property. The subject is ranked 11 out of the 16 properties included in this analysis.
- A total of 1 grocery store is in the vicinity of the subject property. The subject is ranked 13 for the area.
- A total of 0 hospital are in the vicinity of the subject property. The subject is ranked 6 for the area.
- A total of 1 pharmacy is in the vicinity of the subject property. The subject is ranked 9 for the area.
- A total of 2 shopping centers are in the vicinity of the subject property. The subject is ranked 11 for the area.

### Nearest Area Amenities

We utilized Microsoft Streets & Trips to evaluate the subject and the most comparable properties with respect to the nearest area amenities.

- According to Microsoft Streets & Trips, the nearest bank is 0.9 miles away from the subject property. The subject is ranked 9 out of the 16 properties included in this analysis.
- The nearest grocery store is 0.9 miles away from the subject property. The subject is ranked 10 for the area.
- The nearest hospital is 19.65 miles away from the subject property. The subject is ranked 16 for the area.
- The nearest pharmacy is 0.89 miles away from the subject property. The subject is ranked 6 for the area.
- The nearest shopping center is 0.49 miles away from the subject property. The subject is ranked 8 for the area.

### Conclusion

In our opinion, the subject property has a fair to good location relative to competing properties with respect to area amenities.

Tables comparing the subject property's proximity to area amenities to that of the most comparable properties is found on the next page. Maps showing the proximity of the subject property to area amenities and area employers is also found in the following pages.

In the course of completing this study, we rated the neighborhood and the proximity to area amenities for the subject property and the most comparable properties on a 1-5 scale (1 being the worst and 5 being the best). The tables on the following pages give these ratings.

Neighborhood Ratings

		Rating								Rank (1 = Property with Highest Rating)								Final Rating (1-5 Scale)
		Surrounding Area			Crime Rates		Education		Commute	Surrounding Area			Crime Rates		Education		Commute	
Key	Project Name	Avg HH Income (2015)	Med Cash Rent (2015)	Med SF Value (2015)	Personal Crime	Property Crime	High School or More	Bachelor's or More	Average Commute	Avg HH Income (2015)	Med Cash Rent (2015)	Med SF Value (2015)	Personal Crime	Property Crime	High School or More	Bachelor's or More	Average Commute	
Sub	Birch Island Apartments Phase 1	\$31,250	\$548	\$126,100	3.4%	2.4%	74.0%	10.2%	24.41	11	13	13	5	6	11	11	3	3.00
001	Autumn Ridge 1	\$15,417	\$333	\$172,500	13.2%	1.9%	46.6%	4.5%	27.61	16	16	10	16	4	16	14	9	2.20
007	Belleville Meadows Apartments	\$39,324	\$934	\$233,200	5.0%	2.6%	76.8%	13.3%	22.45	5	5	4	12	9	9	9	1	3.50
009	Belleville Harbour Apartments	\$39,324	\$934	\$233,200	5.0%	2.6%	76.8%	13.3%	22.45	5	5	4	12	9	9	9	1	3.50
013	Birch Island Apartments Phase 1	\$31,250	\$548	\$126,100	3.4%	2.4%	74.0%	10.2%	24.41	11	13	13	5	6	11	11	3	3.00
040	Eagle Harbor Apartments Phase 1	\$68,682	\$1,287	\$251,100	1.0%	0.5%	90.0%	34.8%	28.85	2	2	2	1	2	2	2	10	4.50
041	Eagle Harbor Apartments Phase 2	\$68,682	\$1,287	\$251,100	1.0%	0.5%	90.0%	34.8%	28.85	2	2	2	1	2	2	2	10	4.50
046	Franklin South	\$26,629	\$797	\$86,600	5.7%	3.1%	61.3%	3.6%	32.68	15	9	16	14	11	15	15	14	2.00
066	Meadowridge Apartments	\$36,902	\$883	\$160,400	6.3%	10.6%	83.4%	16.8%	30.14	7	8	11	15	16	6	7	12	2.70
068	Morris Creek Landing Apartments	\$89,625	\$1,365	\$259,800	4.7%	8.4%	93.0%	35.2%	33.37	1	1	1	11	15	1	1	15	3.90
083	Patriots Landing Apartments	\$35,714	\$628	\$195,300	4.6%	8.2%	82.5%	18.0%	25.58	9	11	8	9	13	7	4	6	3.20
088	Sadler Pond Apartments	\$36,603	\$948	\$217,200	4.5%	2.2%	72.8%	13.5%	31.17	8	4	6	8	5	14	8	13	3.30
095	Stevens Woods Phase 3	\$50,543	\$714	\$198,300	1.4%	0.4%	88.6%	17.6%	34.85	4	10	7	3	1	4	6	16	3.70
098	Suffolk Station Apartments	\$29,483	\$925	\$151,500	2.7%	4.1%	84.3%	2.1%	25.96	14	7	12	4	12	5	16	8	2.80
107	Waverly Village Apartments	\$31,250	\$548	\$126,100	3.4%	2.4%	74.0%	10.2%	24.41	11	13	13	5	6	11	11	3	2.80
115	Woods Edge Apartments	\$35,714	\$628	\$195,300	4.6%	8.2%	82.5%	18.0%	25.58	9	11	8	9	13	7	4	6	3.20

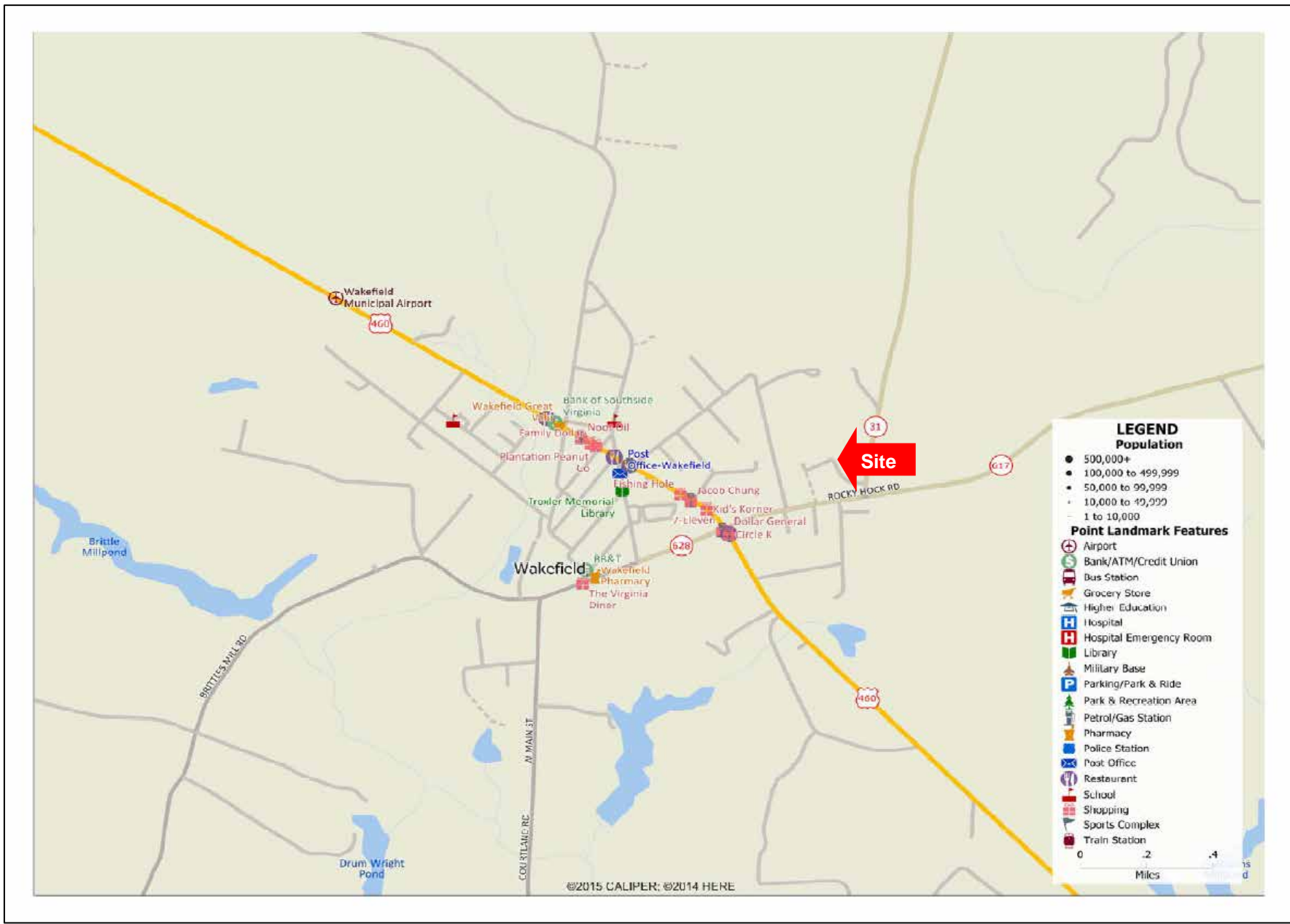
Proximity to Area Amenities

		Rating								Rank (1 = Property with Highest Rating)								Final Rating (1-5 Scale)
		Number within 2.0 miles of Property					Nearest to Property, Miles			Number within 2.0 miles of Property					Nearest to Property, Miles			
Key	Project Name	Banks	Grocery	Hospital	Pharmacy	Shopping Center	Shopping Center	Grocery	Hospital	Banks	Grocery	Hospital	Pharmacy	Shopping Center	Shopping Center	Grocery	Hospital	
Sub	Birch Island Apartments Phase 1	2	1	0	1	2	0.5	0.9	19.7	11	11	6	9	11	8	10	14	2.70
001	Autumn Ridge 1	11	4	0	4	23	0.3	0.3	4.0	2	8	6	7	2	7	5	7	3.30
007	Belleville Meadows Apartments	11	9	2	5	17	0.8	1.1	0.6	2	1	1	5	6	16	14	2	3.30
009	Belleville Harbour Apartments	11	9	2	5	17	0.7	1.1	0.4	2	1	1	5	6	14	14	1	3.70
013	Birch Island Apartments Phase 1	2	1	0	1	2	0.5	0.9	19.7	11	11	6	9	11	8	10	14	2.70
040	Eagle Harbor Apartments Phase 1	0	1	0	0	1	0.2	0.2	7.7	15	11	6	14	15	4	3	8	2.50
041	Eagle Harbor Apartments Phase 2	0	1	0	0	1	0.2	0.2	7.7	15	11	6	14	15	4	3	8	2.50
046	Franklin South	7	6	2	6	20	0.1	0.3	1.6	7	5	1	1	5	1	5	5	4.20
066	Meadowridge Apartments	7	7	2	6	21	0.5	0.5	1.0	7	3	1	1	4	8	8	4	4.20
068	Morris Creek Landing Apartments	8	5	0	4	13	0.2	0.1	9.0	6	7	6	7	8	6	1	11	3.80
083	Patriots Landing Apartments	7	2	0	1	10	0.2	0.6	10.1	7	9	6	9	9	3	9	12	3.40
088	Sadler Pond Apartments	9	7	2	6	22	0.6	0.4	0.9	5	3	1	1	3	13	7	3	3.90
095	Stevens Woods Phase 3	2	0	0	0	2	0.6	2.7	7.9	11	16	6	14	11	12	16	10	2.00
098	Suffolk Station Apartments	12	6	0	6	35	0.2	0.2	3.6	1	5	6	1	1	2	2	6	4.50
107	Waverly Village Apartments	2	1	0	1	2	0.5	0.9	19.7	11	11	6	9	11	11	12	14	2.20
115	Woods Edge Apartments	6	2	0	1	7	0.8	1.0	10.6	10	9	6	9	10	15	13	13	2.50

Source: US Census; Claritas; Google Maps



## Proximity to Area Amenities







## SUBJECT PROPERTY PHOTOS

Photos of the subject property and the surrounding area are found below:



Subject Property



Looking North from Entrance



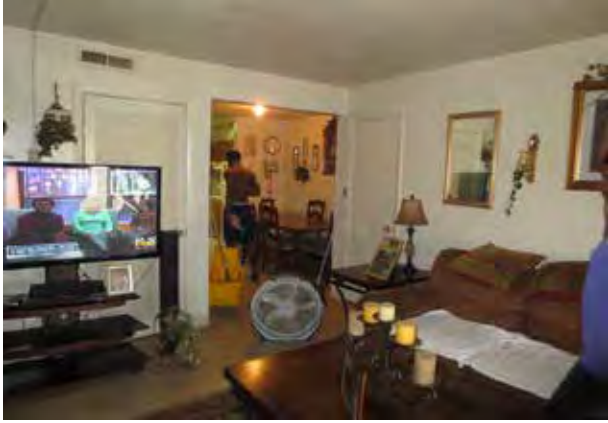
Looking South from Entrance



Looking East from Entrance



Looking West from Entrance



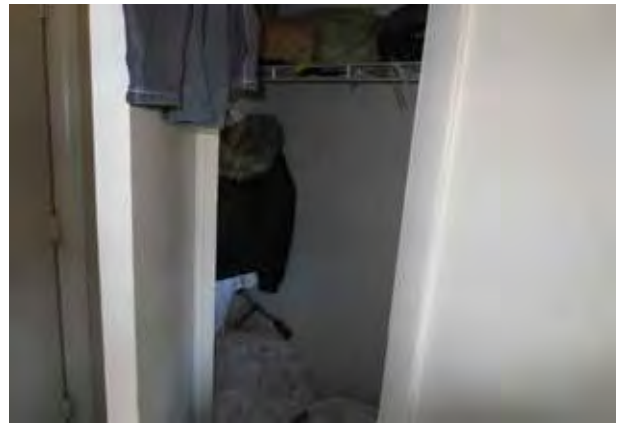
Typical Family Room



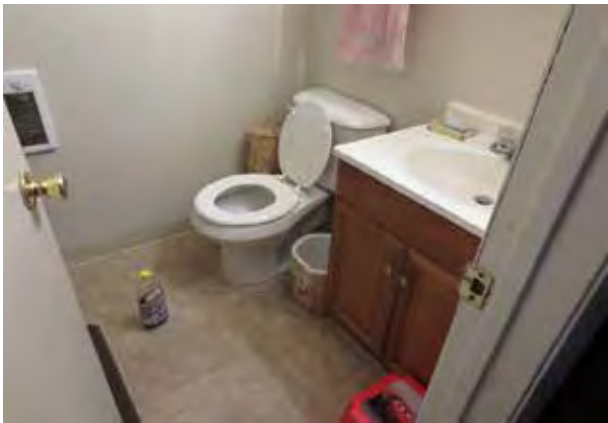
Typical Kitchen



Typical Bedroom



Typical Closet



Typical Bathroom



Utility Room



Laundry Room



Playground

# MARKET AREA

## Overview

Market areas are influenced by a variety of interrelated factors. These factors include site location, economic, and demographic characteristics (tenure, income, rent levels, etc.), local transportation patterns, physical boundaries (rivers, streams, topography, etc.), census geographies, and the location of comparable and/or potentially competing communities.

In areas where the county seat is the largest city, centrally located, and draws from the entire county, the county may be the market area. In the case where there are potentially competing communities in one county, the market area may be part of the county. In fact, the market area could include portions of adjacent counties. In this case, a combination of county subdivisions may be used to define the market area. In urban or suburban areas, the market area will be adjacent to the site extending to all locations of similar character with residents or potential residents likely to be interested in the project. In this case, county subdivisions, townships, or a combination of census tracts may be used to define the market area.

Allen & Associates recently conducted a series of property management interviews to better understand market areas and resident moving patterns for multifamily properties. Our study suggested that markets may be classified into the following general categories: urban, suburban and rural. Renters in urban markets are typically willing to move 5 to 10 minutes when looking for a new apartment. Our research also shows that renters in suburban markets are normally willing to move 10 to 15 minutes when looking for a new place to live. Renters in rural markets are typically willing to move 15 to 20 minutes when looking for a new apartment. We considered these general guidelines in our evaluation of the subject property.

Our study suggested that secondary market areas were generally a function of whether the proposed development was family or elderly. Our research suggested that secondary market demand for family properties ranged from 10 to 30 percent. Secondary market demand for elderly properties ranged from 10 to 50 percent. Although seniors move less frequently than younger renters, they are often willing to move longer distances when looking for housing. We considered these general secondary market guidelines in our evaluation of the subject property.

Our primary and secondary market area definitions are found below.

## Primary Market Area

We defined the primary market area by generating a 25-minute drive time zone around the subject property. We also considered existing concentrations of multifamily properties and the nearest census tract boundaries in our analysis.

Primary market area, drive time and existing multifamily maps are found in the following pages. The primary market area included all or part of the following census tracts:

Census Tract	County	State
51093280101	Isle of Wight County	Virginia
51093280105	Isle of Wight County	Virginia
51093280200	Isle of Wight County	Virginia
51093280300	Isle of Wight County	Virginia
51093280400	Isle of Wight County	Virginia
51175200100	Southampton County	Virginia
51175200200	Southampton County	Virginia
51175200400	Southampton County	Virginia
51175200500	Southampton County	Virginia
51181860100	Surry County	Virginia
51181860200	Surry County	Virginia
51183870100	Sussex County	Virginia
51183870201	Sussex County	Virginia
51183870202	Sussex County	Virginia
51183870300	Sussex County	Virginia
51183870400	Sussex County	Virginia

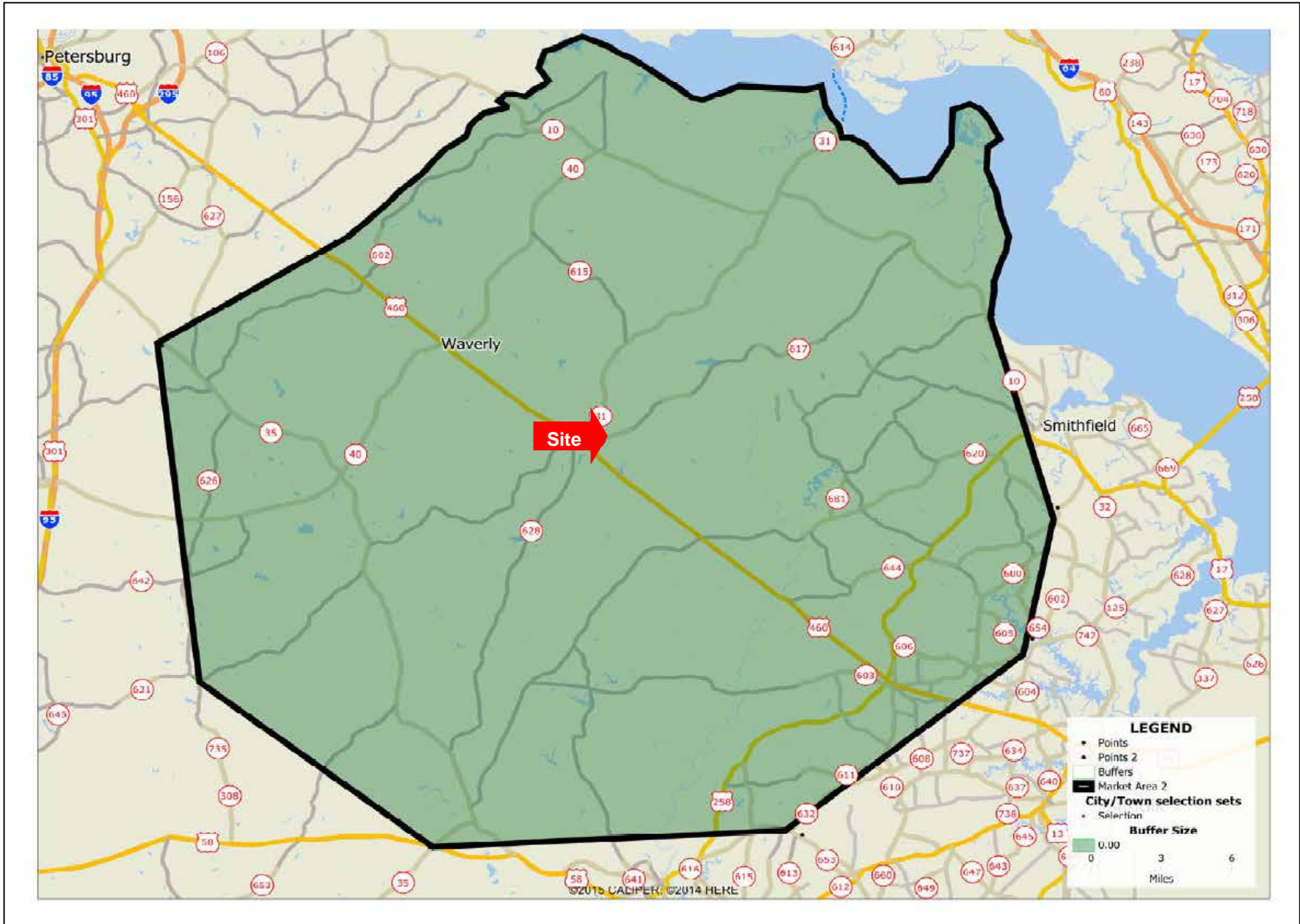
The primary market area includes a population of 40,089 persons and covers a total of 1,055.6 square miles, making it 36.7 miles across on average.

### **Secondary Market Area**

We estimate that up to 20 percent of demand will come from areas outside of the primary market area.

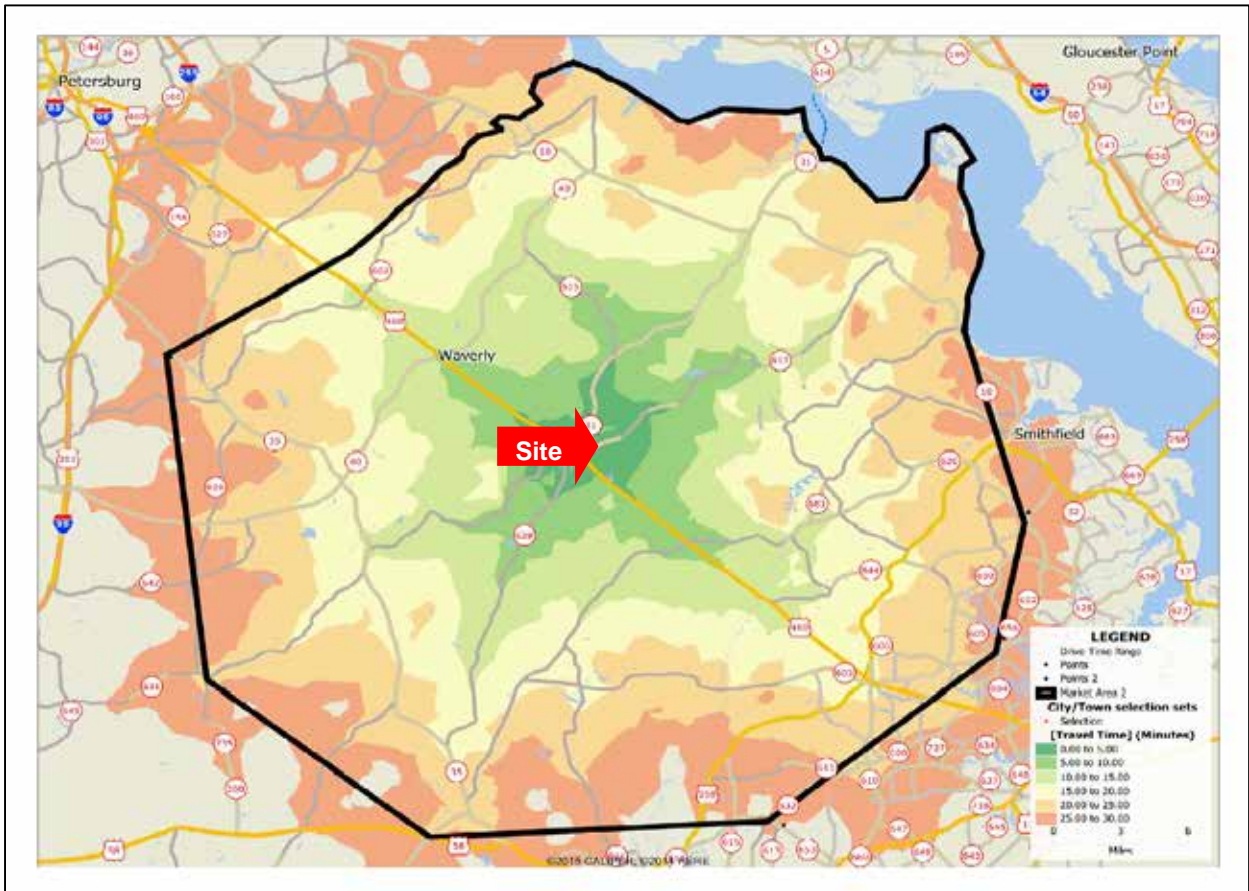


# Market Area

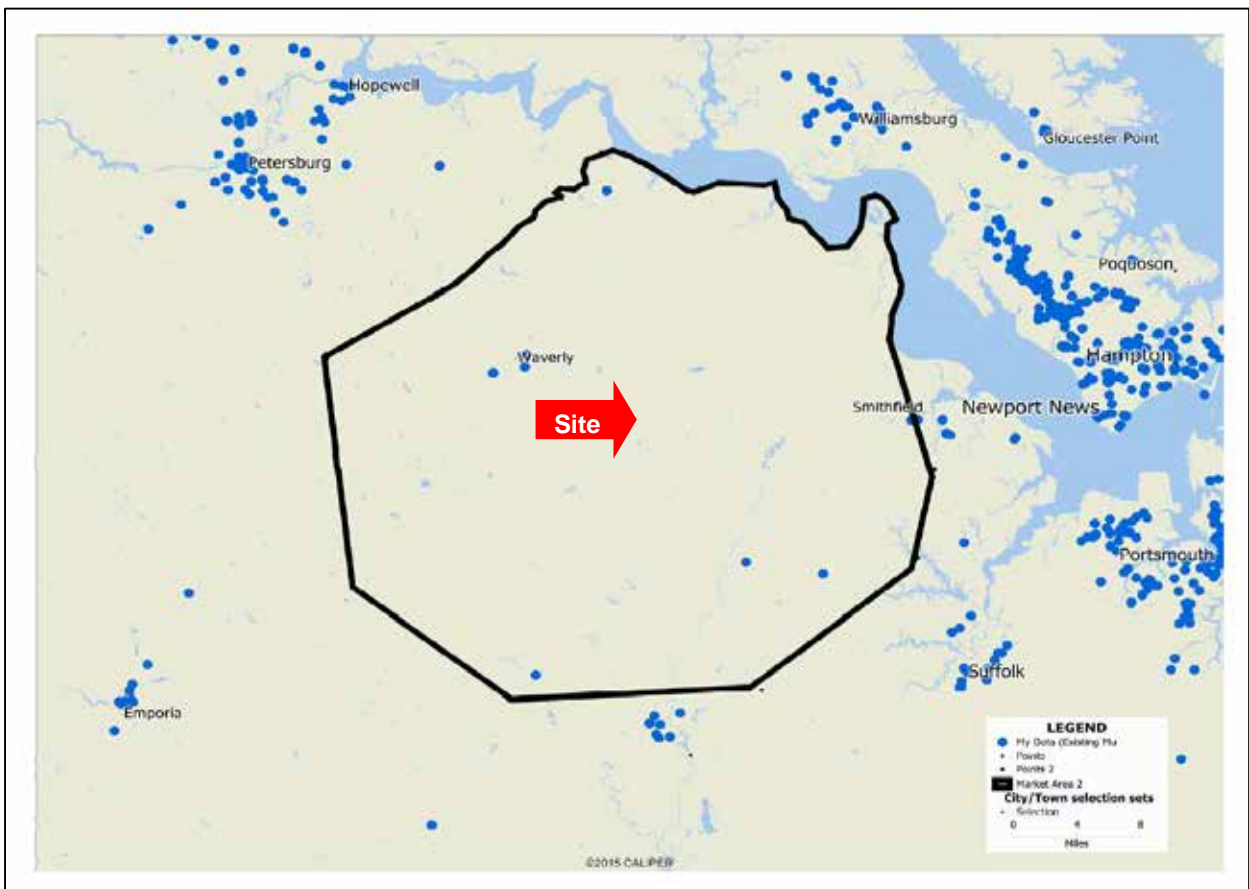




## Drive Time

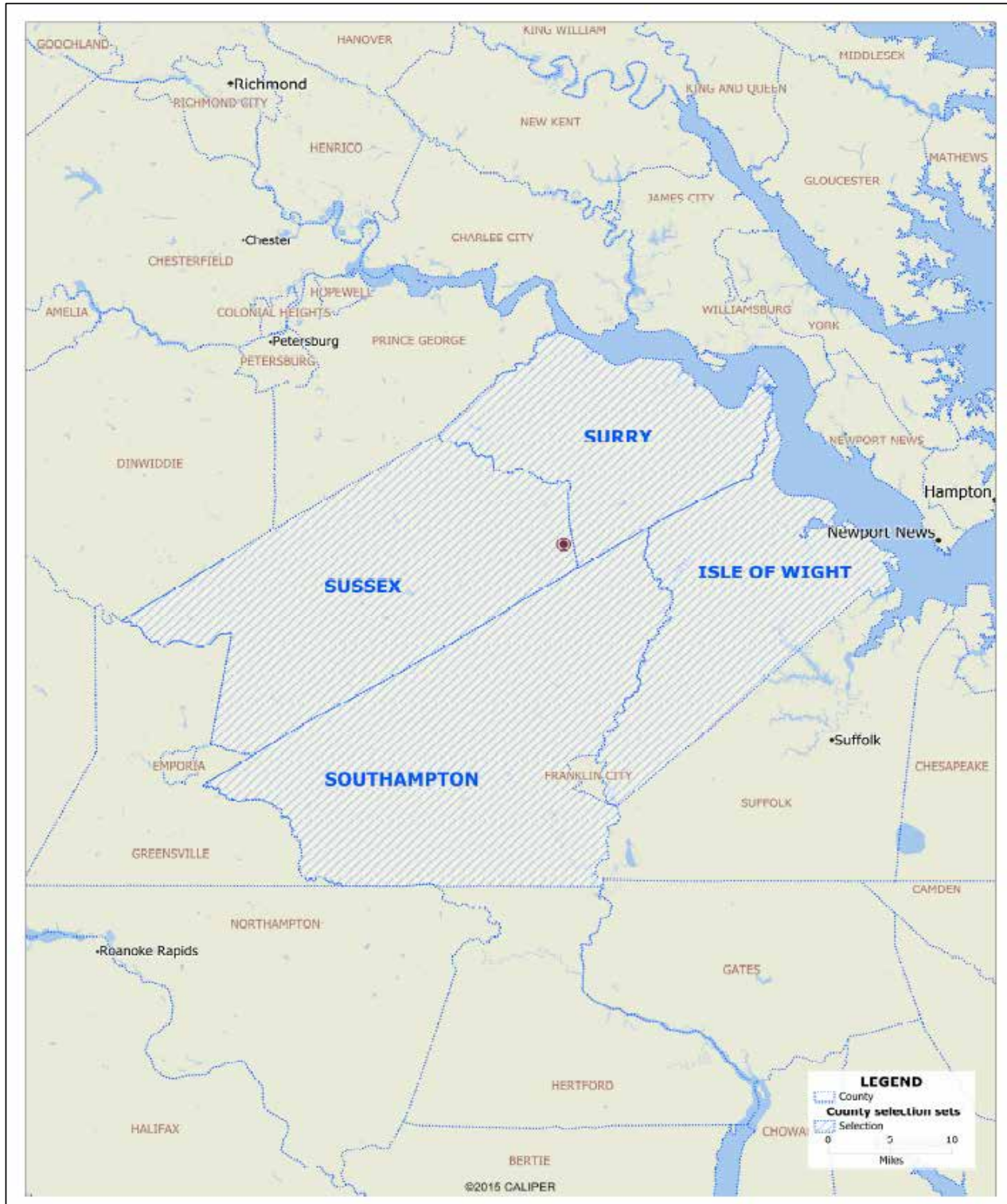


## Existing Multifamily



## ECONOMIC OUTLOOK

In this section we conduct an analysis of the regional economy. For purposes of our analysis, we define the region as Franklin City, Isle of Wight, Southampton, Surry, and Sussex Counties, Virginia. A map depicting the Region is found below.



## Employment by Industry

The Bureau of Labor Statistics (BLS) tracks establishment employment by major industry. In the table below we present the current breakdown and percent distribution. The data set comes from the Bureau of Labor Statistics (BLS) via Woods & Pool Economics.

Establishment Employment			
Industry	Region	Reg %	US %
Farm Employment	1,049	2.8%	1.3%
Forestry, Fishing, Related Activities And Other Employment	529	1.4%	0.5%
Mining Employment	83	0.2%	0.7%
Utilities Employment	96	0.3%	0.3%
Construction Employment	1,701	4.6%	5.5%
Manufacturing Employment	4,380	11.9%	6.7%
Wholesale Trade Employment	1,805	4.9%	3.6%
Retail Trade Employment	3,531	9.6%	10.3%
Transportation And Warehousing Employment	1,034	2.8%	3.5%
Information Employment	129	0.3%	1.7%
Finance And Insurance Employment	1,222	3.3%	5.3%
Real Estate And Rental And Lease Employment	1,628	4.4%	4.7%
Professional And Technical Services Employment	1,302	3.5%	6.9%
Management Of Companies And Enterprises Employment	257	0.7%	1.3%
Administrative And Waste Services Employment	1,788	4.8%	6.0%
Educational Services Employment	682	1.8%	2.4%
Health Care And Social Assistance Employment	3,785	10.2%	11.6%
Arts, Entertainment, And Recreation Employment	632	1.7%	2.2%
Accommodation And Food Services Employment	2,532	6.9%	7.5%
Other Services, Except Public Administration Employment	2,517	6.8%	5.8%
Federal Civilian Government Employment	215	0.6%	1.4%
Federal Military Employment	242	0.7%	0.9%
State And Local Government Employment	5,819	15.7%	9.8%
Establishment Employment	36,958	100.0%	100.0%

Source: W&P Economics

Regional establishment employment currently stands at 36,958. The data suggests that State and Local Government is the largest employment category accounting for 15.7% of total regional employment. Manufacturing is the second largest category accounting for 11.9% of total employment. Health Care and Social Assistance is the third largest category accounting for 10.2% of total employment. Retail Trade is the fourth largest category accounting for 9.6% of total employment. Accommodation and Food Services is the fifth largest category accounting for 6.9% of total employment.

Economists generally classify employment two ways: basic and non-basic. Basic employment, which is considered to be the engine of a local economy, includes industries that rely on external factors to fuel demand. For instance, mining, logging and manufacturers are frequently considered basic employers. Goods for these industries are shipped outside the location where they are produced. Non-basic employers depend largely on local demand and usually employ local workers. For example, grocery stores and restaurants are sometimes considered non-basic employers.

The Location Quotient (LQ) technique is the most common method of identifying basic industries for a given economy. The LQ technique compares the share of workers in each industry of a given economy with that of a larger reference economy. If the number of workers in the given economy is greater than that of the reference economy, these are considered to be basic industries because they fill needs beyond those of the reference community.

In the table above we highlight the basic industries for the region. The distribution of employment in these industries exceeds that for the United States. These basic industries represent about 16,099 employees or about 43.6% of total regional employment. These are the industries that drive the regional economy.

## Earnings by Industry

The Bureau of Labor Statistics (BLS) tracks average earnings by major industry. In the table below we present the current breakdown and rank. The data set comes from the Bureau of Labor Statistics (BLS) via Woods & Pool Economics.

Average Earnings (2009 \$)		
Industry	Earnings	Rank
Farm Employment	\$20,048	20
Forestry, Fishing, Related Activities And Other Employment	\$46,319	8
Mining Employment	\$11,916	22
Utilities Employment	\$167,823	1
Construction Employment	\$39,792	12
Manufacturing Employment	\$50,951	6
Wholesale Trade Employment	\$55,278	4
Retail Trade Employment	\$19,395	21
Transportation And Warehousing Employment	\$46,282	9
Information Employment	\$31,364	16
Finance And Insurance Employment	\$36,318	14
Real Estate And Rental And Lease Employment	\$11,112	23
Professional And Technical Services Employment	\$46,419	7
Management Of Companies And Enterprises Employment	\$165,218	2
Administrative And Waste Services Employment	\$43,095	10
Educational Services Employment	\$22,672	19
Health Care And Social Assistance Employment	\$41,212	11
Arts, Entertainment, And Recreation Employment	\$38,959	13
Accommodation And Food Services Employment	\$32,164	15
Other Services, Except Public Administration Employment	\$25,784	18
Federal Civilian Government Employment	\$80,335	3
Federal Military Employment	\$31,215	17
State And Local Government Employment	\$52,173	5
Establishment Employment	\$40,232	

Source: W&P Economics

The data suggests that Utilities is the highest paid industry averaging \$167,823 per employee. Management of Companies is the second highest paid industry averaging \$165,218 per employee. Federal Civilian Government is the third highest paid profession averaging \$80,335 per employee. Wholesale trade is the fourth highest paid industry averaging \$55,278 per employee. State and Local Government is the fifth highest paid category averaging \$52,173 per employee. These figures are compared with regional Average Earnings of \$40,232 per employee.

The highlighted industries represent basic industries for the region. Average earnings for these basic industries comes to \$41,759 or 3.8% higher than average for the region.

## Top Employers

The table below gives a listing of the region's top employers. The data comes from InfoUSA and includes a primary industry description for each employer.

Top Employers				
Name	Employees	SIC Code	Industry Description	Location Type
Smithfield Farmland	2,500	5147-04	Meat-Wholesale	Branch
Smithfield Farmland	2,000	2011-04	Meat Products (Mfrs)	Subsidiary
International Paper Co	1,800	2621-01	Paper-Manufacturers	Branch
Smithfield North	1,000	5421-07	Meat-Retail	-
Southampton Memorial Home Hlth	575	8059-08	Hospices	Branch
Smithfield's Hog Production	400	5147-04	Meat-Wholesale	Branch
Sussex II State Prison	300	9121-02	Government Offices-State	Branch
Walmart Supercenter	259	5311-02	Department Stores	Branch
Virginia Diner Inc	250	5812-08	Restaurants	-
Stanley Steemer Carpet Cleaner	200	7217-04	Carpet & Rug Cleaners	Branch

Source: InfoUSA

The top employers include: (1) Smithfield Farmland (2500 employees); (2) Smithfield Farmland (2000 employees) and; (3) International Paper Co (1800 employees).

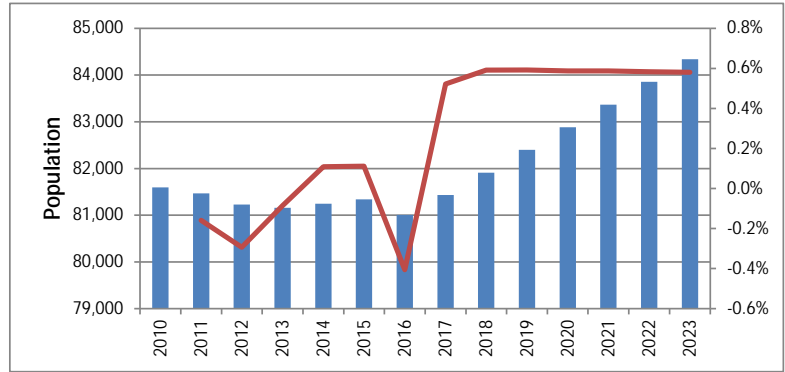


## Population

In this section we present population data for the region. The table and graph below show historic data since 2010 along with a forecast through 2023. The historic data comes from the US Census; the forecast comes from Woods & Pool Economics.

Population Forecast		
Year	Pop	Growth %
2010	81,596	
2011	81,466	-0.2%
2012	81,227	-0.3%
2013	81,158	-0.1%
2014	81,246	0.1%
2015	81,337	0.1%
2016	81,007	-0.4%
2017	81,430	0.5%
2018	81,912	0.6%
2019	82,397	0.6%
2020	82,881	0.6%
2021	83,368	0.6%
2022	83,854	0.6%
2023	84,341	0.6%

Source: US Census; W&P Economics



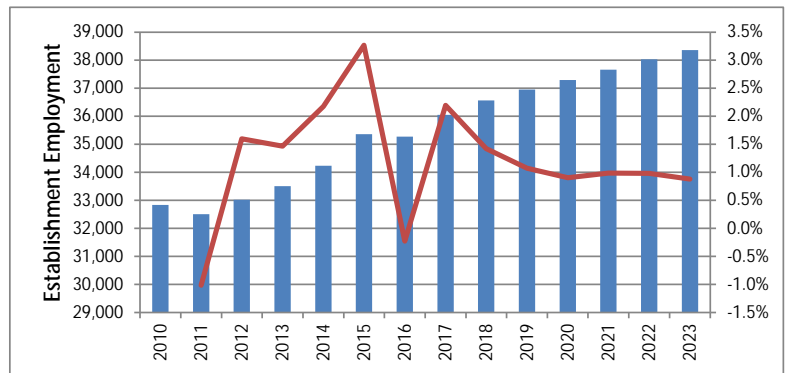
Population increased from 81,596 in 2010 to 81,912 in 2018 and is anticipated to increase to 84,341 in 2023.

## Establishment Employment

In this section we present establishment employment data for the region. The table and graph below show historic data since 2010 along with a forecast through 2023. The historic data comes from the Bureau of Labor Statistics (BLS); the forecast comes from Woods & Pool Economics.

Establishment Employment Forecast		
Year	Est Emp	Growth %
2010	32,838	
2011	32,505	-1.0%
2012	33,025	1.6%
2013	33,509	1.5%
2014	34,239	2.2%
2015	35,358	3.3%
2016	35,278	-0.2%
2017	36,052	2.2%
2018	36,566	1.4%
2019	36,958	1.1%
2020	37,293	0.9%
2021	37,662	1.0%
2022	38,032	1.0%
2023	38,367	0.9%

Source: BLS; W&P Economics



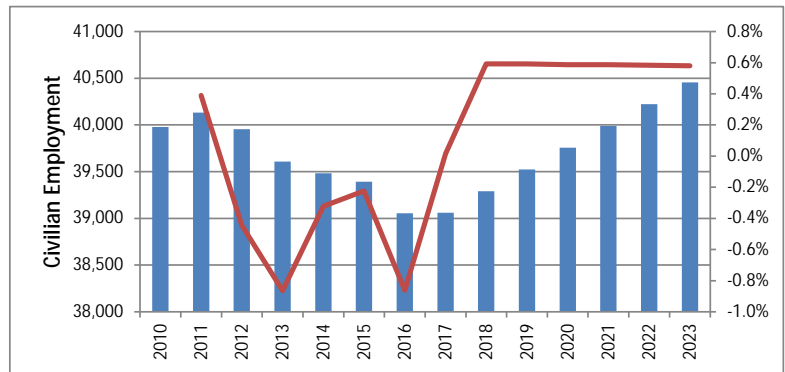
Establishment employment increased from 32,838 in 2010 to 36,566 in 2018 and is anticipated to increase to 38,367 in 2023.

## Civilian Employment

In this section we present civilian employment data for the region. The table and graph below show historic data since 2010 along with a forecast through 2023. The historic data comes from the Bureau of Labor Statistics (BLS); the forecast utilizes data from Woods & Pool Economics.

Civilian Employment Forecast		
Year	Civ Emp	Growth %
2010	39,977	
2011	40,133	0.4%
2012	39,955	-0.4%
2013	39,610	-0.9%
2014	39,482	-0.3%
2015	39,393	-0.2%
2016	39,054	-0.9%
2017	39,060	0.0%
2018	39,291	0.6%
2019	39,524	0.6%
2020	39,756	0.6%
2021	39,990	0.6%
2022	40,223	0.6%
2023	40,456	0.6%

Source: BLS; W&P Economics



Civilian employment decreased from 39,977 in 2010 to 39,060 in 2017 and is anticipated to increase to 40,456 in 2023.

## Labor Force and Unemployment

In this section we take a look at the labor force and unemployment. The table below shows civilian employment, unemployment and labor force statistics for the region since 2010. The data set comes from the Bureau of Labor Statistics (BLS) via the Texas A&M Real Estate Center.

Labor Force & Unemployment				
Year	Civ Emp	Unemp	Lab Force	Unemp Rate
2010	39,977	3,444	36,533	8.6%
2011	40,133	3,230	36,903	8.0%
2012	39,955	2,859	37,096	7.2%
2013	39,610	2,597	37,013	6.6%
2014	39,482	2,280	37,202	5.8%
2015	39,393	1,937	37,456	4.9%
2016	39,054	1,840	37,214	4.7%
2017	39,060	1,674	37,386	4.3%

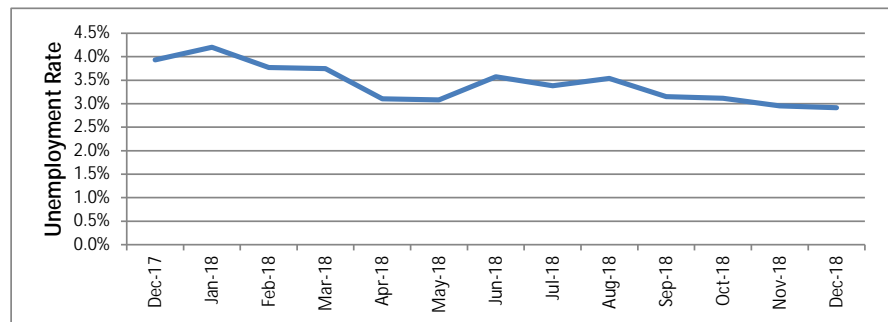
Source: BLS; Texas A&M Real Estate Center

Unemployment decreased from 3,444 in 2010 to 1,674 in 2017. The unemployment rate decreased from 8.6% in 2010 to 4.3% in 2017.

The table and graph below show the unemployment rate for the region for the past 12 months.

Unemployment Rate	
Month	Unemp Rate
Dec-17	3.9%
Jan-18	4.2%
Feb-18	3.8%
Mar-18	3.7%
Apr-18	3.1%
May-18	3.1%
Jun-18	3.6%
Jul-18	3.4%
Aug-18	3.5%
Sep-18	3.2%
Oct-18	3.1%
Nov-18	3.0%
Dec-18	2.9%

Source: TAMU



The Unemployment Rate for the Region came in at 3.9% in December 2017 and 2.9% in December 2018.

## Building Permits

In this section we look at building permits. The table and graph below show historical data for the region since 2000. The data set comes from the US Census.

Building Permits				
Year	1 Family	2-4 Family	5+ Family	Total
2000	392	5	0	397
2001	418	32	0	450
2002	435	13	0	448
2003	516	12	0	528
2004	580	16	0	596
2005	812	4	0	816
2006	708	4	60	772
2007	533	2	0	535
2008	328	4	0	332
2009	262	4	0	266
2010	204	4	144	352
2011	172	4	0	176
2012	165	2	0	167
2013	199	2	0	201
2014	207	0	0	207
2015	192	0	208	400
2016	262	0	0	262
2017	299	0	13	312

Source: US Census

Building permits for the region increased from 397 in 2000 to 816 in 2005, before decreasing to 167 in 2012 and increasing to 312 in 2017.

## Conclusion

We anticipate moderate economic growth accompanied by modest population growth for the region over the next several years.

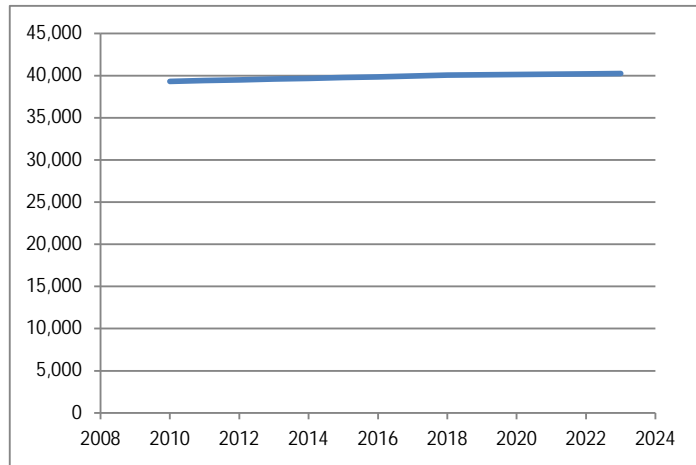
## DEMOGRAPHIC CHARACTERISTICS

### Population

In the table below we give the 2010-2023 ESRI population projection for the Market Area. The data set comes from ESRI.

Population Forecast		
Year	Population	Growth %
2010	39,314	-
2011	39,406	0.2%
2012	39,498	0.2%
2013	39,590	0.2%
2014	39,682	0.2%
2015	39,773	0.2%
2016	39,865	0.2%
2017	39,957	0.2%
2018	40,049	0.2%
2019	40,089	0.1%
2020	40,129	0.1%
2021	40,169	0.1%
2022	40,209	0.1%
2023	40,249	0.1%

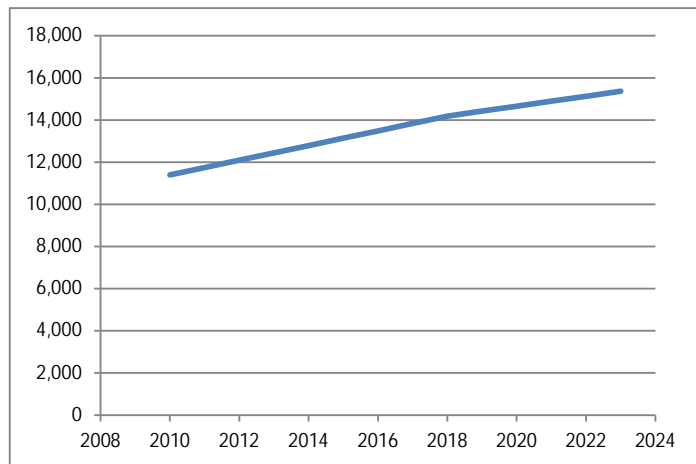
Source: ESRI; Allen & Associates



In the table below we give the 2010-2023 ESRI 55+ population projection for the Market Area.

55+ Population Forecast		
Year	Population	Growth %
2010	11,397	-
2011	11,745	3.1%
2012	12,094	3.0%
2013	12,442	2.9%
2014	12,790	2.8%
2015	13,138	2.7%
2016	13,487	2.7%
2017	13,835	2.6%
2018	14,183	2.5%
2019	14,420	1.7%
2020	14,656	1.6%
2021	14,893	1.6%
2022	15,129	1.6%
2023	15,366	1.6%

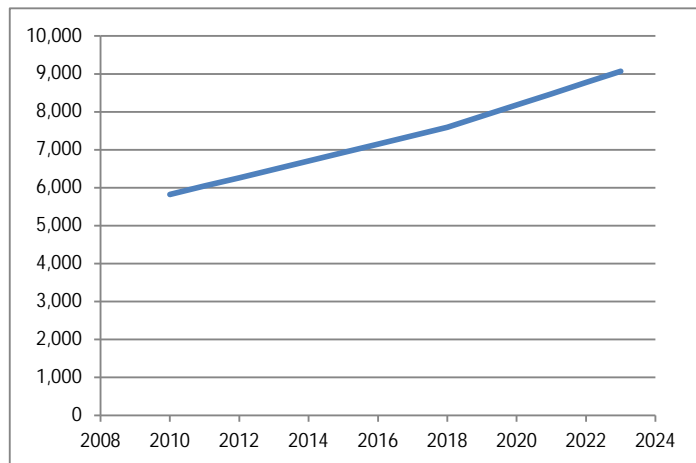
Source: ESRI; Allen & Associates



In the table below we give the 2010-2023 ESRI 65+ population projection for the Market Area.

65+ Population Forecast		
Year	Population	Growth %
2010	5,822	-
2011	6,043	3.8%
2012	6,264	3.7%
2013	6,485	3.5%
2014	6,706	3.4%
2015	6,926	3.3%
2016	7,147	3.2%
2017	7,368	3.1%
2018	7,589	3.0%
2019	7,885	3.9%
2020	8,181	3.8%
2021	8,476	3.6%
2022	8,772	3.5%
2023	9,068	3.4%

Source: ESRI; Allen & Associates



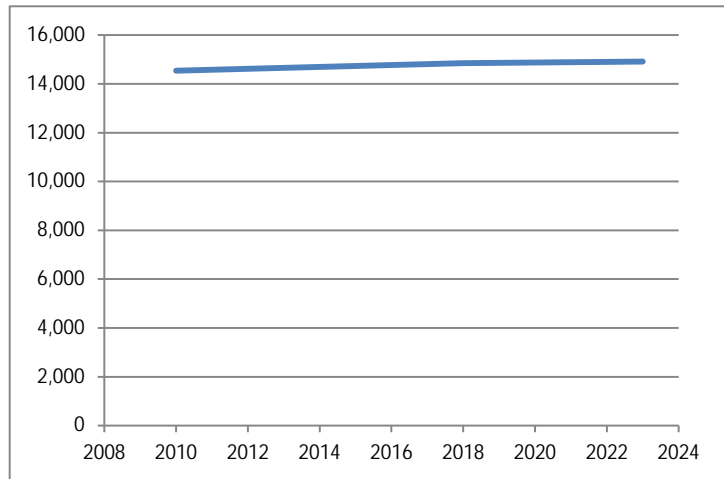


## Households

In the table below we give the 2010-2023 ESRI household projection for the Market Area. The data set comes from ESRI.

Year	Households	Growth %
2010	14,539	-
2011	14,577	0.3%
2012	14,615	0.3%
2013	14,653	0.3%
2014	14,692	0.3%
2015	14,730	0.3%
2016	14,768	0.3%
2017	14,806	0.3%
2018	14,844	0.3%
2019	14,858	0.1%
2020	14,872	0.1%
2021	14,885	0.1%
2022	14,899	0.1%
2023	14,913	0.1%

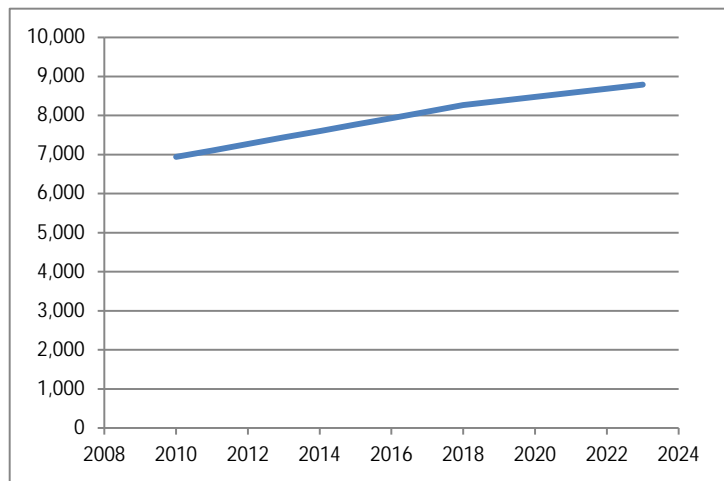
Source: ESRI; Allen & Associates



In the table below we give the 2010-2023 ESRI 55+ household projection for the Market Area.

Year	Households	Growth %
2010	6,942	-
2011	7,107	2.4%
2012	7,273	2.3%
2013	7,438	2.3%
2014	7,604	2.2%
2015	7,769	2.2%
2016	7,934	2.1%
2017	8,100	2.1%
2018	8,265	2.0%
2019	8,370	1.3%
2020	8,475	1.3%
2021	8,581	1.2%
2022	8,686	1.2%
2023	8,791	1.2%

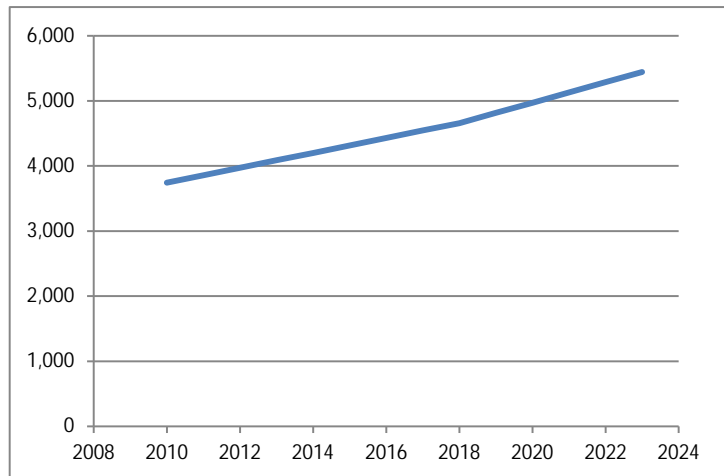
Source: ESRI; Allen & Associates



In the table below we give the 2010-2023 ESRI 65+ household projection for the Market Area.

Year	Households	Growth %
2010	3,744	-
2011	3,858	3.1%
2012	3,973	3.0%
2013	4,087	2.9%
2014	4,202	2.8%
2015	4,316	2.7%
2016	4,430	2.7%
2017	4,545	2.6%
2018	4,659	2.5%
2019	4,816	3.4%
2020	4,973	3.3%
2021	5,130	3.2%
2022	5,287	3.1%
2023	5,444	3.0%

Source: ESRI; Allen & Associates

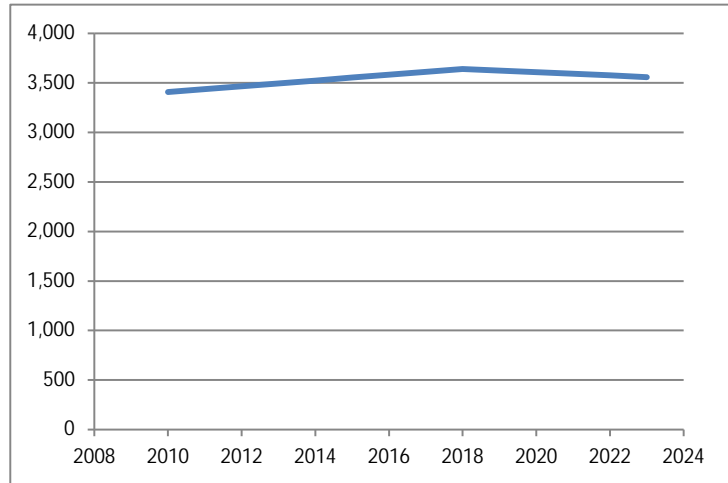


## Renter Households

In the table below we give the 2010-2023 ESRI renter household projection for the Market Area. The data set comes from ESRI.

Renter Household Forecast		
Year	Households	Growth %
2010	3,408	-
2011	3,437	0.9%
2012	3,466	0.8%
2013	3,495	0.8%
2014	3,524	0.8%
2015	3,553	0.8%
2016	3,582	0.8%
2017	3,611	0.8%
2018	3,640	0.8%
2019	3,624	-0.4%
2020	3,608	-0.4%
2021	3,592	-0.4%
2022	3,575	-0.5%
2023	3,559	-0.5%

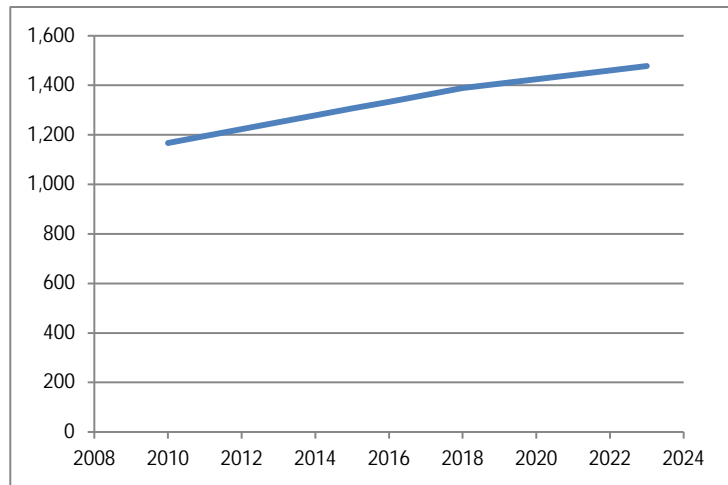
Source: ESRI; Allen & Associates



In the table below we give the 2010-2023 ESRI 55+ renter household projection for the Market Area.

55+ Renter Household Forecast		
Year	Households	Growth %
2010	1,167	-
2011	1,195	2.4%
2012	1,223	2.3%
2013	1,250	2.3%
2014	1,278	2.2%
2015	1,306	2.2%
2016	1,334	2.1%
2017	1,362	2.1%
2018	1,389	2.0%
2019	1,407	1.3%
2020	1,425	1.3%
2021	1,442	1.2%
2022	1,460	1.2%
2023	1,478	1.2%

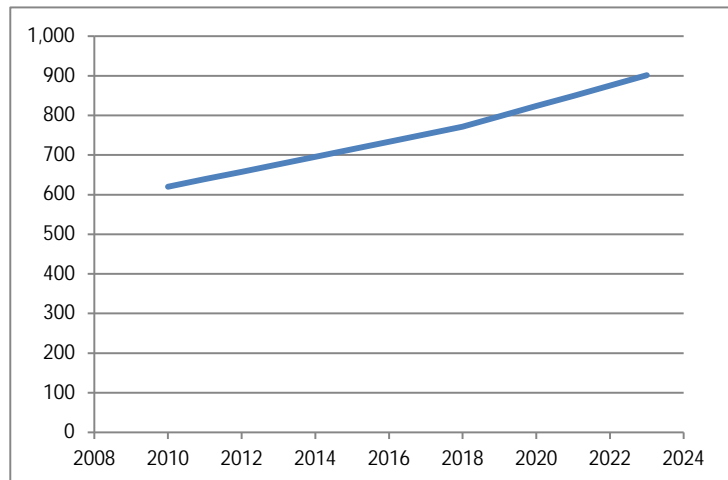
Source: ESRI; Allen & Associates



In the table below we give the 2010-2023 ESRI 65+ renter household projection for the Market Area.

65+ Renter Household Forecast		
Year	Households	Growth %
2010	620	-
2011	639	3.1%
2012	658	3.0%
2013	677	2.9%
2014	696	2.8%
2015	715	2.7%
2016	734	2.7%
2017	753	2.6%
2018	772	2.5%
2019	798	3.4%
2020	824	3.3%
2021	850	3.2%
2022	876	3.1%
2023	902	3.0%

Source: ESRI; Allen & Associates



## Household Income

The following table shows the current distribution of household incomes for the Market Area. The data set comes from ESRI and Ribbon Demographics.

2019 \$		Households, by Income, by Size						
Min	Max	2019 Households						
		1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	550	181	137	102	28	16	1,014
\$10,000	\$19,999	816	432	180	78	42	20	1,569
\$20,000	\$29,999	661	387	162	138	37	19	1,405
\$30,000	\$39,999	335	562	192	96	70	36	1,291
\$40,000	\$49,999	394	556	194	102	70	35	1,351
\$50,000	\$59,999	273	523	105	102	62	35	1,100
\$60,000	\$74,999	207	773	329	200	64	31	1,604
\$75,000	\$99,999	178	754	552	365	85	48	1,982
\$100,000	\$124,999	105	460	308	411	136	76	1,497
\$125,000	\$149,999	151	372	213	99	84	46	965
\$150,000	\$199,999	55	239	141	149	62	28	674
\$200,000	more	50	145	81	46	56	27	406
Total		3,776	5,383	2,596	1,888	797	418	14,858

The following table shows the current distribution of 55+ household incomes for the Market Area.

2019 \$		55+ Households, by Income, by Size						
Min	Max	2019 Households						
		1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	410	108	44	10	4	0	575
\$10,000	\$19,999	643	259	57	11	21	7	997
\$20,000	\$29,999	503	298	79	13	10	5	908
\$30,000	\$39,999	251	368	88	22	29	14	771
\$40,000	\$49,999	257	468	86	17	26	14	867
\$50,000	\$59,999	165	387	45	24	9	6	636
\$60,000	\$74,999	154	532	125	58	25	14	909
\$75,000	\$99,999	132	491	228	68	44	24	987
\$100,000	\$124,999	75	340	128	30	38	18	629
\$125,000	\$149,999	84	274	82	10	29	16	496
\$150,000	\$199,999	39	178	65	24	33	15	355
\$200,000	more	46	109	32	10	31	12	240
Total		2,759	3,812	1,059	297	299	145	8,370

The following table shows the current distribution of 65+ household incomes for the Market Area.

2019 \$		65+ Households, by Income, by Size						
Min	Max	2019 Households						
		1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	280	50	16	8	2	0	357
\$10,000	\$19,999	499	150	26	6	5	1	686
\$20,000	\$29,999	371	191	64	2	2	0	631
\$30,000	\$39,999	185	275	39	3	13	7	522
\$40,000	\$49,999	162	331	62	13	1	0	569
\$50,000	\$59,999	97	236	22	22	1	0	378
\$60,000	\$74,999	82	322	25	44	8	5	485
\$75,000	\$99,999	102	223	92	27	23	13	479
\$100,000	\$124,999	42	137	58	2	3	0	243
\$125,000	\$149,999	31	149	11	4	6	3	203
\$150,000	\$199,999	24	74	31	2	18	8	157
\$200,000	more	25	53	20	1	5	3	107
Total		1,900	2,191	465	134	87	39	4,816

Source: ESRI & Ribbon Demographics

## Renter Household Income

The following table shows the current distribution of renter household incomes for the Market Area. The data set comes from ESRI and Ribbon Demographics.

2019 \$		2019 Households						
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	271	77	103	64	20	11	546
\$10,000	\$19,999	390	205	97	48	35	18	793
\$20,000	\$29,999	232	105	76	83	27	14	537
\$30,000	\$39,999	89	134	63	16	43	19	365
\$40,000	\$49,999	172	74	28	56	28	13	370
\$50,000	\$59,999	30	79	20	22	21	8	180
\$60,000	\$74,999	28	108	23	33	8	3	202
\$75,000	\$99,999	44	142	76	60	9	4	336
\$100,000	\$124,999	19	34	16	32	5	0	106
\$125,000	\$149,999	40	22	18	27	13	4	124
\$150,000	\$199,999	15	8	0	2	3	1	30
\$200,000	more	13	5	8	5	3	1	35
Total		1,345	991	526	449	215	97	3,624

The following table shows the current distribution of 55+ renter household incomes for the Market Area.

2019 \$		2019 Households						
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	178	54	14	1	2	0	250
\$10,000	\$19,999	249	46	11	6	14	5	331
\$20,000	\$29,999	117	41	13	9	7	3	190
\$30,000	\$39,999	53	27	13	3	25	13	134
\$40,000	\$49,999	90	33	20	6	2	0	151
\$50,000	\$59,999	20	29	2	5	1	0	57
\$60,000	\$74,999	15	33	6	3	3	1	60
\$75,000	\$99,999	25	28	32	3	2	1	91
\$100,000	\$124,999	13	23	5	4	3	0	47
\$125,000	\$149,999	16	8	8	3	9	3	48
\$150,000	\$199,999	11	7	0	1	3	1	23
\$200,000	more	11	3	5	2	3	1	24
Total		798	333	130	46	74	26	1,407

The following table shows the current distribution of 65+ renter household incomes for the Market Area.

2019 \$		2019 Households						
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	104	11	2	1	2	0	119
\$10,000	\$19,999	185	26	1	5	2	0	219
\$20,000	\$29,999	81	21	11	2	1	0	116
\$30,000	\$39,999	40	21	6	1	13	7	89
\$40,000	\$49,999	49	3	5	4	1	0	62
\$50,000	\$59,999	15	20	2	4	1	0	42
\$60,000	\$74,999	11	8	1	1	3	1	24
\$75,000	\$99,999	13	22	20	2	1	1	60
\$100,000	\$124,999	6	15	2	2	1	0	27
\$125,000	\$149,999	8	3	1	2	1	0	15
\$150,000	\$199,999	7	4	0	1	1	0	13
\$200,000	more	7	3	1	1	0	0	12
Total		526	156	53	27	28	8	798

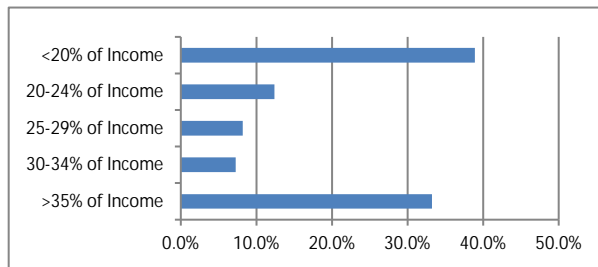
Source: ESRI & Ribbon Demographics

## Overburdened Renter Households

The following tables give overburdened renter household data for the Market Area. The data set comes from the U.S. Census Bureau.

Overburdened Renter Households	
	% of Total
<20% of Income Spent on Housing	38.9%
20-24% of Income Spent on Housing	12.4%
25-29% of Income Spent on Housing	8.2%
30-34% of Income Spent on Housing	7.3%
>35% of Income Spent on Housing	33.2%
<b>Total</b>	<b>100.0%</b>

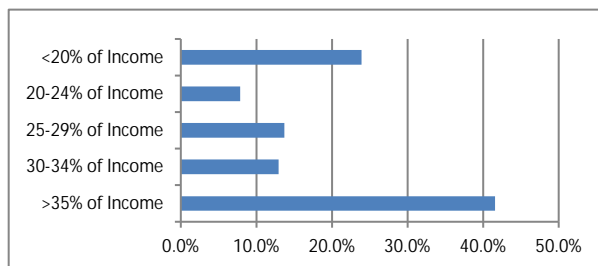
Source: U.S. Census Bureau



Our research suggests that 33.2 percent of the renter households in this market area are overburdened, paying more than 35 percent of their income towards housing-related costs. Our research also suggests that 40.5 percent of the renter households are overburdened to 30 percent of income.

55+ Overburdened Renter Households	
	% of Total
<20% of Income Spent on Housing	23.9%
20-24% of Income Spent on Housing	7.9%
25-29% of Income Spent on Housing	13.7%
30-34% of Income Spent on Housing	12.9%
>35% of Income Spent on Housing	41.6%
<b>Total</b>	<b>100.0%</b>

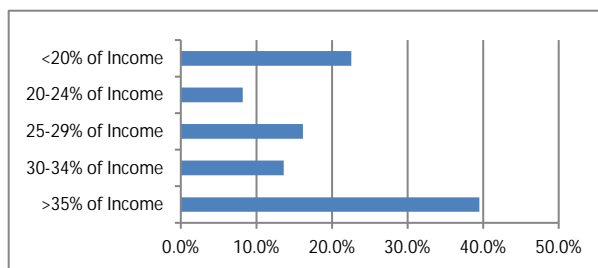
Source: U.S. Census Bureau



Our research suggests that 41.6 percent of the 55+ renter households in this market area are overburdened, paying more than 35 percent of their income towards housing-related costs. Our research also suggests that 54.5 percent of the 55+ renter households are overburdened to 30 percent of income.

65+ Overburdened Renter Households	
	% of Total
<20% of Income Spent on Housing	22.6%
20-24% of Income Spent on Housing	8.2%
25-29% of Income Spent on Housing	16.2%
30-34% of Income Spent on Housing	13.6%
>35% of Income Spent on Housing	39.5%
<b>Total</b>	<b>100.0%</b>

Source: U.S. Census Bureau



Our research suggests that 39.5 percent of the 65+ renter households in this market area are overburdened, paying more than 35 percent of their income towards housing-related costs. Our research also suggests that 53.1 percent of the 65+ renter households are overburdened to 30 percent of income.

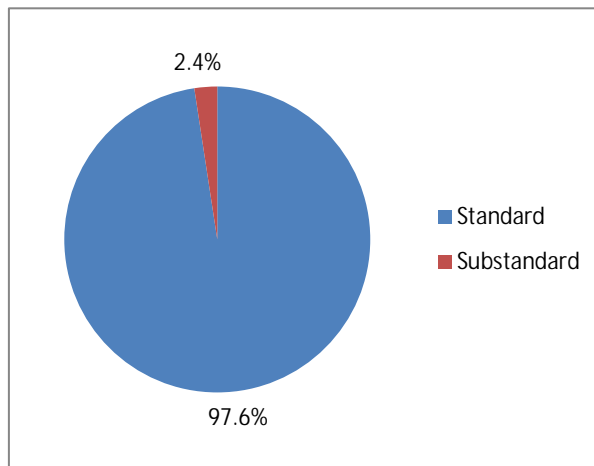
### Owner Substandard Units

The U.S. Census Bureau defines substandard housing units as follows: (1) Units without complete plumbing; or (2) Units with 1.00 or more persons per room.

The following tables give owner substandard housing unit data for occupied housing units in the nation, state, region and market area. The data comes from the U.S. Census Bureau:

Owner Substandard Units	
	% of Total
1.00 persons per room or less	97.6%
1.01 to 1.50 persons per room	1.3%
1.51 persons per room or more	0.3%
Complete Plumbing	99.2%
1.00 persons per room or less	0.8%
1.01 to 1.50 persons per room	0.0%
1.51 persons per room or more	0.0%
Lacking Complete Plumbing	0.8%
Standard	97.6%
Substandard	2.4%
Total	100.0%

Source: U.S. Census Bureau



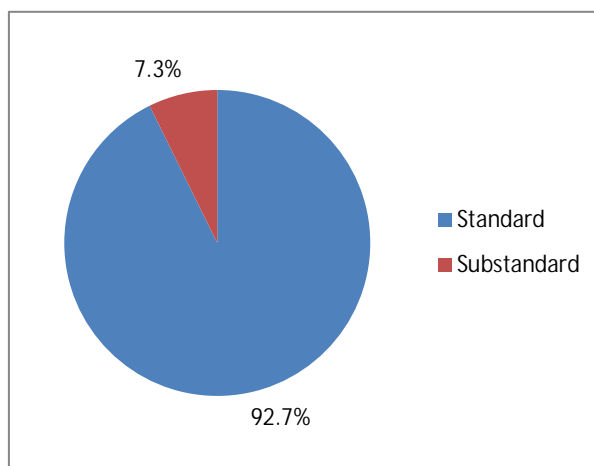
Our research suggests that 2.4 percent of occupied owner housing units in the market area are substandard.

### Renter Substandard Units

The following tables give renter substandard housing unit data for occupied housing units in the nation, state, region and market area. The data comes from the U.S. Census Bureau:

Renter Substandard Units	
	% of Total
1.00 persons per room or less	92.7%
1.01 to 1.50 persons per room	2.3%
1.51 persons per room or more	0.7%
Complete Plumbing	95.7%
1.00 persons per room or less	4.2%
1.01 to 1.50 persons per room	0.1%
1.51 persons per room or more	0.0%
Lacking Complete Plumbing	4.3%
Standard	92.7%
Substandard	7.3%
Total	100.0%

Source: U.S. Census Bureau



Our research suggests that 7.3 percent of renter owner housing units in the market area are substandard.

## Owner Movership

The following tables give owner household movership data for the market area with an estimated breakout by household size. The data comes from the U.S. Census Bureau and the American Housing Survey:

Owner Movership, by Size								
Market Area								
	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person	Total
Owner to Owner	2.4%	3.7%	4.8%	4.7%	5.1%	5.5%	6.4%	3.9%
Owner to Renter	2.2%	2.1%	3.8%	3.5%	3.5%	5.3%	8.1%	2.9%
Owner Movership Rate	4.6%	5.8%	8.6%	8.3%	8.6%	10.8%	14.5%	6.8%

Source: U.S. Census, American Housing Survey; Allen & Associates

Our research suggests an owner movership rate of 6.8 percent.

Elderly Owner Movership, by Size								
AHS Survey								
	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person	Total
Owner to Owner	2.0%	2.8%	2.3%	1.6%	3.1%	1.0%	3.7%	2.4%
Owner to Renter	1.7%	0.8%	1.4%	2.1%	0.6%	2.6%	0.0%	1.2%
Owner Movership Rate	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%

Source: U.S. Census, American Housing Survey; Allen & Associates

Our research suggests an elderly owner movership rate of 3.7 percent.

## Renter Movership

The following tables give renter household movership data for the market area with an estimated breakout by household size. The data comes from the U.S. Census Bureau and the American Housing Survey:

Renter Movership, by Size								
Market Area								
	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person	Total
Renter to Renter	8.5%	18.9%	26.7%	32.1%	32.4%	35.1%	54.2%	19.1%
Renter to Owner	2.1%	7.7%	7.8%	10.0%	11.0%	8.5%	10.0%	6.1%
Renter Movership Rate	10.5%	26.6%	34.5%	42.1%	43.4%	43.6%	64.2%	25.2%

Source: U.S. Census, American Housing Survey; Allen & Associates

Our research suggests a renter movership rate of 25.2 percent.

Elderly Renter Movership, by Size								
AHS Survey								
	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person	Total
Renter to Renter	7.4%	6.6%	7.2%	7.6%	6.0%	7.8%	0.0%	7.1%
Renter to Owner	0.6%	1.4%	0.7%	0.4%	2.0%	0.2%	8.0%	0.9%
Renter Movership Rate	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%

Source: U.S. Census, American Housing Survey; Allen & Associates

Our research suggests an elderly renter movership rate of 8.0 percent.

## SUPPLY ANALYSIS

In conducting our analysis, we began by attempting to compile a list of every multifamily property with 10 or more units in the market area. We included conventionally-financed multifamily communities as well as properties financed by the local housing authority and the state housing finance agency in our listing. We even included properties financed by and/or subsidized by USDA and/or HUD. Finally, we included properties that are either proposed or currently under construction. The result was a listing of projects with 10 or more units - whether existing, under construction, or proposed - for this area. Our rental property inventory listing is found in the pages that follow.

A map showing the location of the properties included in the rental property inventory is found in the pages that follow. Properties identified with red pushpins have 100 percent market rate units (market rate properties), properties identified with yellow pushpins have a mixture of market rate / restricted / subsidized units (restricted properties), and properties identified with blue pushpins have 100 percent project-based rental assistance (subsidized properties).

After accounting for any unconfirmed properties and any properties that are located outside the defined market area, we arrived at a list of confirmed market area properties. This was the listing of properties upon which our analysis is based. In our opinion, the properties included on this list give a credible picture of market conditions as of the effective date of this report. This listing is found in the pages that follow.

Our next step was to compile a master list of unrestricted market rate rent comparables from the listing of confirmed properties. We eliminated any properties which were either under construction, being renovated, in lease up, or which were unstabilized for one reason or another. We identified market rate properties of similar age and condition to the subject property. If we were unable to identify a sufficient number of market rate comparables in the market area, we included market rate properties from outside the market area. If we were still unable to identify a sufficient number of market rate comparables, we included rent restricted properties - provided, however, that the rents charged at these properties were below statutory limits and similar to the rents charged at the market rate properties in the market area (suggesting that these rent restricted properties were *de facto* market rate properties).

Finally, we compiled a master list of restricted rent comparables from the listing of confirmed properties. We used the same approach described above for unrestricted market rate properties.

The resulting master lists of rent comparables and accompanying locator maps are found in this section as well. Detailed write-ups for the properties included on these lists are found in the Appendix. We include write-ups for *all* of the rent comparables identified on our master lists, regardless of whether they ended up being selected as one of the *best* rent comparables. We did this for two reasons: (1) To be transparent; and (2) To provide the reader with context regarding our selection process.

The balance of this section includes a breakdown of confirmed market area properties by rent type, project status, year built, and financing source. We also include a rent, unit mix, and amenity summary for confirmed market area properties. Finally, we provide summary of vouchers, concessions, and waiting lists for the properties included in this report.



Rental Property Inventory

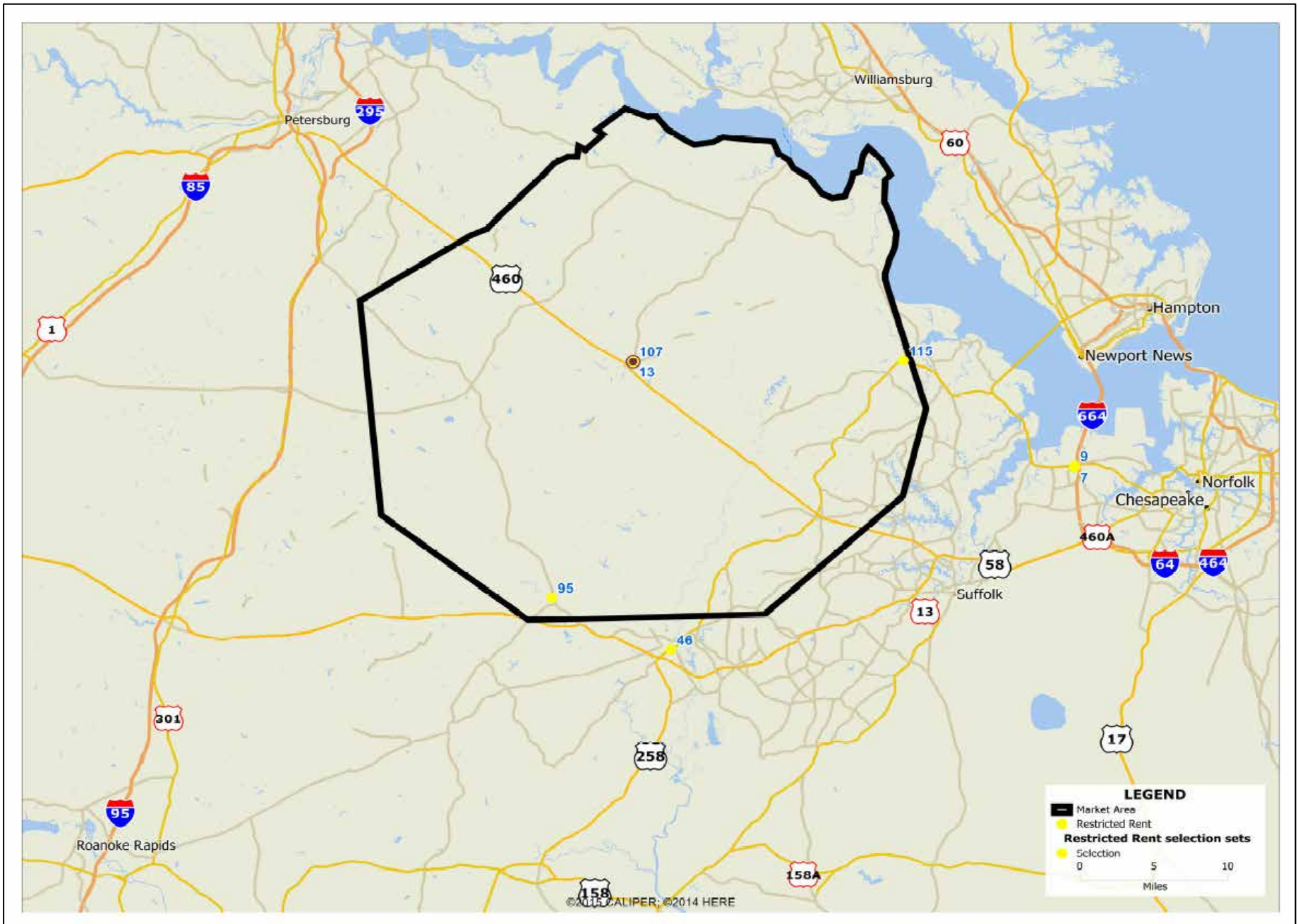
Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
001	Autumn Ridge 1	36.7121	-76.5894	1975	2016	Market Rate	Family	Stabilized	Bond	128	1	99.2%
002	Autumn Ridge 2 - LC1	36.7121	-76.5894	1996	na	Restricted	Family	Stabilized	Tax Credit	24	3	87.5%
003	Autumn Ridge 2 - LC2	36.7121	-76.5894	1998	na	Restricted	Family	Stabilized	Tax Credit	24	2	91.7%
004	Barrett House Apartments	36.7231	-76.6002	na	na	Subsidized	Family	Special Needs	HUD	4	0	100.0%
005	Beamon's Mills Townhomes	36.7536	-76.5368	2008	na	Market Rate	Family	Stabilized	Conventional	55	0	100.0%
006	Belleville Meadows Apartments	36.8614	-76.4369	1973	1992	Restricted	Family	Duplicate	RD	128	2	98.4%
007	Belleville Meadows Apartments	36.8614	-76.4369	1973	2015	Restricted	Family	Stabilized	Tax Credit	127	2	98.4%
008	Belleville Seniors Apartments	36.8623	-76.4487	2007	na	Market Rate	Elderly	Duplicate	Tax Credit	0	0	0.0%
009	Belleveille Harbour Apartments	36.8635	-76.4368	2004	na	Restricted	Family	Stabilized	Tax Credit	120	0	100.0%
010	Berkley Court	36.6758	-76.9304	1972	2015	Subsidized	Family	Stabilized	Tax Credit	75	3	96.0%
011	Bettie S Davis Village Apartments	36.7125	-76.5908	1983	na	Subsidized	Elderly	Duplicate	HUD	60	1	98.3%
012	Bettie S Davis Village Apartments	36.7125	-76.5908	1983	2014	Subsidized	Elderly	Stabilized	Bond	60	0	100.0%
013	Birch Island Apartments Phase 1	36.9737	-76.9748	1984	2000	Restricted	Family	Stabilized	Tax Credit	48	1	97.9%
014	Birch Island Apartments Phase 1	36.9737	-76.9748	1984	2019	Restricted	Family	Prop Rehab	Tax Credit	48	1	97.9%
015	Birch Island Apartments Phase 2	36.9737	-76.9748	1988	2008	Restricted	Family	Stabilized	Tax Credit	16	1	93.8%
016	Bradford Mews Apartments Phase 1	36.9594	-76.6012	1994	na	Market Rate	Family	Duplicate	Tax Credit	0	0	0.0%
017	Bradford Mews Apartments Phase 2	36.9594	-76.6012	1997	na	Market Rate	Family	Duplicate	Tax Credit	0	0	0.0%
018	Bradford Mews Phase 1 & 2	36.9594	-76.6012	1994	2013	Restricted	Family	Stabilized	Bond	120	5	95.8%
019	Breeden Co Inc	36.9556	-76.5313	2005	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
020	Brookside Square Apartments	36.5763	-77.1906	1985	2004	Subsidized	Family	Stabilized	Tax Credit	32	3	90.6%
021	C J's Place	36.7283	-76.5835	2012	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
022	CAM	36.7270	-76.5822	1920	2011	Market Rate	Family	Duplicate	Conventional	16	0	100.0%
023	Cedar Street Apartments	36.9785	-76.6353	1990	2010	Restricted	Family	Stabilized	Tax Credit	24	2	91.7%
024	Center 800 Apartments Phase 1	36.7306	-76.5965	2010	na	Market Rate	Family	Non-Inventory	Conventional	11	0	100.0%
025	Center 800 Apartments Phase 2	36.7306	-76.5965	2010	na	Market Rate	Family	Non-Inventory	Conventional	13	13	0.0%
026	Center 801 Apartments	36.7306	-76.5965	2010	na	Restricted	Family	Non-Inventory	Tax Credit	34	0	100.0%
027	Chorey Park Apartments	36.7319	-76.5970	na	na	Subsidized	Family	Unconfirmed	PHA	100	5	95.0%
028	Chuckatuck Village Apartments	36.8553	-76.5856	1990	2009	Restricted	Family	Stabilized	Tax Credit	42	2	95.2%
029	Church Manor Apartments	36.9785	-76.6383	1972	2004	Restricted	Family	Stabilized	Tax Credit	50	0	100.0%
030	Colander Bishop Meadows	36.7211	-76.6012	na	na	Subsidized	Family	Unconfirmed	PHA	80	4	95.0%
031	Commons at Centerbrooke Village	36.7710	-76.5898	2006	na	Market Rate	Elderly	Stabilized	Conventional	132	8	93.9%
032	Constance Manor Apartments	36.7331	-76.5966	na	na	Market Rate	Family	Duplicate	Tax Credit	0	0	0.0%
033	Covenant Place Apartments	36.9707	-76.6301	1993	na	Subsidized	Elderly	Stabilized	HUD	40	0	100.0%
034	Covington Court Apartments	37.0398	-77.0826	1991	na	Subsidized	Elderly	Stabilized	Tax Credit	24	0	100.0%
035	Crestline Realty Corp	36.6774	-76.9441	2005	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
036	Cross Management Corp	36.7307	-76.5861	2011	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
037	Cypress Manor Apartments	36.7191	-76.5600	1992	na	Subsidized	Family	Unconfirmed	PHA	113	6	94.7%
038	Dick Kelly Apartments	36.7275	-76.5806	1985	na	Market Rate	Family	Stabilized	Conventional	5	0	100.0%
039	Dorchester Square Apartments	36.6619	-76.9309	1972	2003	Subsidized	Family	Stabilized	Tax Credit	125	7	94.4%
040	Eagle Harbor Apartments Phase 1	36.9556	-76.5313	2005	na	Market Rate	Family	Stabilized	Conventional	240	3	98.8%
041	Eagle Harbor Apartments Phase 2	36.9556	-76.5313	2011	na	Market Rate	Family	Stabilized	Conventional	144	2	98.6%
042	Eagle Harbor West	36.9515	-76.5344	2016	na	Market Rate	Family	Construction	Conventional	240	240	0.0%
043	Epps Senior Village	36.7861	-76.5954	na	na	Market Rate	Elderly	Non-Inventory	Conventional	120	120	0.0%
044	Finney Avenue Residences	36.7310	-76.5768	na	na	Subsidized	Family	Special Needs	HUD	12	1	91.7%
045	Forest Pine Apartments	36.6845	-76.9379	1992	na	Market Rate	Family	Stabilized	Conventional	244	11	95.5%
046	Franklin South	36.6690	-76.9287	1987	2006	Restricted	Family	Stabilized	Tax Credit	32	0	100.0%
047	Franklin Redevelopment Housing	36.6633	-76.9296	1972	na	Market Rate	Family	Duplicate	Other	0	0	0.0%
048	Franklin Redevelopment Housing Elderly	36.6695	-76.9256	na	na	Market Rate	Elderly	Non-Inventory	Tax Credit	0	0	0.0%
049	Galloway Terrace Apartments Phase 2	36.6732	-76.9285	1985	na	Subsidized	Family	Duplicate	RD	3	0	100.0%
050	Galloway Terrace Apartments Phase 3	36.6692	-76.9383	1985	na	Subsidized	Family	Duplicate	RD	3	0	100.0%
051	Harbour Breeze Lifestyle Apartments	36.8591	-76.4536	2002	na	Market Rate	Family	Stabilized	Conventional	329	12	96.4%
052	Heritage Acres X Apartments	36.7464	-76.5405	1992	2019	Subsidized	Family	Rehabilitation	Bond	76	0	100.0%

Rental Property Inventory

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
053	Hillpoint Woods Apartments	36.7816	-76.5783	2005	na	Market Rate	Family	Stabilized	Conventional	144	2	98.6%
054	Hoffler Apartments	36.7330	-76.5577	na	na	Subsidized	Family	Unconfirmed	PHA	80	4	95.0%
055	Holland Trace Senior Apartments	36.6659	-76.9359	2000	na	Restricted	Elderly	Stabilized	Tax Credit	48	1	97.9%
056	Jay's Place Group Home	36.7291	-76.5501	1985	na	Subsidized	Family	Special Needs	HUD	4	0	100.0%
057	Jefferson Manor Apartments	36.7268	-76.5876	1945	1985	Market Rate	Family	Stabilized	Conventional	39	8	79.5%
058	Jersey Park Apartments	36.9749	-76.6461	1986	2006	Subsidized	Family	Stabilized	Tax Credit	80	3	96.3%
059	King's Landing Apartments	36.7778	-76.5885	1992	na	Restricted	Family	Stabilized	Tax Credit	120	0	100.0%
060	Lebanon Village Apartments Phase 1	37.1431	-76.8418	1989	2006	Subsidized	Elderly	Stabilized	Tax Credit	24	0	100.0%
061	Lebanon Village Apartments Phase 2	37.1431	-76.8418	1993	2012	Restricted	Elderly	Stabilized	Tax Credit	24	0	100.0%
062	Lofts at East Pointe	36.7270	-76.5783	1920	2011	Market Rate	Family	Unconfirmed	Conventional	34	0	100.0%
063	Lynnhill Commons Phase 1	36.7121	-76.5894	1996	na	Restricted	Family	Duplicate	Tax Credit	24	1	95.8%
064	Lynnhill Commons Phase 2	36.7121	-76.5894	1998	na	Restricted	Family	Duplicate	Tax Credit	24	1	95.8%
065	Magnolia Gardens Apartments	36.7474	-76.5464	2003	na	Subsidized	Elderly	Stabilized	HUD	67	0	100.0%
066	Meadowridge Apartments	36.6774	-76.9441	1991	2018	Market Rate	Family	Stabilized	Conventional	97	6	93.8%
067	Meridian Obici	36.7548	-76.5831	2016	na	Market Rate	Family	Lease Up	Conventional	224	101	54.9%
068	Morris Creek Landing Apartments	36.9765	-76.6099	1988	2004	Market Rate	Family	Stabilized	Conventional	87	0	100.0%
069	Nansemond Square Apartments	36.7121	-76.5894	1975	2012	Restricted	Family	Duplicate	Bond	128	26	79.7%
070	Neighbors Place Apartments	36.8312	-76.8342	na	na	Subsidized	Family	Special Needs	HUD	12	0	100.0%
071	Neighbors Place Apartments	36.8312	-76.8342	na	na	Subsidized	Family	Duplicate	HUD	12	0	100.0%
072	Nest on 17	36.9561	-76.5278	2016	na	Market Rate	Family	Construction	Conventional	208	208	0.0%
073	New Bold Apartments	36.8357	-76.8351	2003	na	Market Rate	Family	Special Needs	HUD	0	0	0.0%
074	New Bold Apartments	36.8357	-76.8351	2003	na	Market Rate	Family	Duplicate	HUD	0	0	0.0%
075	New Nottoway River Commons	36.8054	-77.4683	1992	2012	Restricted	Family	Stabilized	Tax Credit	20	1	95.0%
076	New Surry Village	37.1487	-76.8481	1990	2015	Restricted	Family	Stabilized	Tax Credit	32	3	90.6%
077	Newport Village	36.6635	-76.9202	1990	2009	Restricted	Family	Stabilized	Tax Credit	48	2	95.8%
078	October at Fair Downs	36.7294	-76.5597	2015	na	Market Rate	Family	Condominiums	Conventional	0	0	0.0%
079	October Station Apartments	36.7299	-76.5569	2016	na	Restricted	Family	Lease Up	Tax Credit	48	48	0.0%
080	Oldtown Terrace	36.6716	-76.9274	1985	na	Subsidized	Family	Duplicate	Other	35	0	100.0%
081	Orchards at Belleville Harbour	36.8623	-76.4487	2007	na	Restricted	Elderly	Stabilized	Tax Credit	136	0	100.0%
082	Parker Riddick Village	36.7191	-76.5600	1992	na	Subsidized	Family	Unconfirmed	PHA	113	6	94.7%
083	Patriots Landing Apartments	36.9783	-76.6357	2010	na	Market Rate	Family	Stabilized	Conventional	15	0	100.0%
084	Preserve (The)	36.7305	-76.5963	2012	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
085	Pretlow-Old Town Apartments	36.6651	-76.9209	1983	2015	Subsidized	Family	Stabilized	Tax Credit	75	75	0.0%
086	Reggie's Place Apartments	36.7240	-76.5581	na	na	Subsidized	Family	Special Needs	HUD	4	0	100.0%
087	Residences at October (The)	36.7301	-76.5593	2013	na	Restricted	Family	Stabilized	Tax Credit	72	0	100.0%
088	Sadler Pond Apartments	36.7669	-76.5993	1989	2015	Market Rate	Family	Stabilized	Conventional	109	1	99.1%
089	Seventy-Five Place lofts	36.7270	-76.5822	1920	2011	Market Rate	Family	Unconfirmed	Conventional	16	0	100.0%
090	Springdale Apartments Phase 1	36.6859	-76.9077	1994	na	Subsidized	Elderly	Stabilized	HUD	40	0	100.0%
091	Springdale Apartments Phase 2	36.6859	-76.9077	1997	na	Subsidized	Elderly	Stabilized	HUD	40	0	100.0%
092	Stevens Woods Phase 1	36.7239	-77.0732	1982	2012	Subsidized	Family	Stabilized	Bond	59	0	100.0%
093	Stevens Woods Phase 2	36.7235	-77.0729	1985	1999	Subsidized	Family	Stabilized	Tax Credit	24	0	100.0%
094	Stevens Woods Phase 2	36.7235	-77.0729	1985	2019	Subsidized	Family	Prop Rehab	Tax Credit	24	2	91.7%
095	Stevens Woods Phase 3	36.7239	-77.0738	1988	2006	Restricted	Family	Stabilized	Tax Credit	36	2	94.4%
096	Stillwater Provisions	36.9620	-76.6060	2010	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
097	Suburban Gardens	36.6622	-76.9294	na	na	Subsidized	Family	Demolished/Burr	Other	75	75	0.0%
098	Suffolk Station Apartments	36.7185	-76.5878	1987	2015	Market Rate	Family	Stabilized	Conventional	111	4	96.4%
099	Suffolk Towers Apartments	36.7297	-76.5826	1925	na	Market Rate	Family	Demolished/Burr	Conventional	59	3	94.9%
100	Surry Village Apartments Phase 1	37.1487	-76.8481	1985	2006	Restricted	Family	Stabilized	Tax Credit	47	3	93.6%
101	Surry Village Apartments Phase 2	37.1487	-76.8481	1990	2015	Restricted	Family	Stabilized	Tax Credit	32	2	93.8%
102	Surry Village Apartments Phase 3	37.1487	-76.8481	1992	na	Restricted	Family	Duplicate	Tax Credit	8	1	87.5%
103	Sussex Trace Apartments	37.0221	-77.1210	1982	na	Subsidized	Family	Stabilized	HUD	50	8	84.0%
104	Terrace (The)	36.6715	-76.9272	1985	2014	Market Rate	Family	Stabilized	Conventional	12	0	100.0%

Rental Property Inventory

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
105	Tidewater Fair Downs	36.7294	-76.5597	na	na	Market Rate	Family	Duplicate	Conventional	0	0	0.0%
106	Villas at Reid Landing (The)	36.7641	-76.5883	2019	na	Restricted	Elderly	Prop Const	Tax Credit	51	51	0.0%
107	Waverly Village Apartments	36.9740	-76.9745	1988	2004	Restricted	Family	Stabilized	Tax Credit	40	3	92.5%
108	Wellons Street Project	36.7252	-76.5907	1988	na	Restricted	Family	Unconfirmed	Tax Credit	6	0	100.0%
109	Wilkins Group Home	36.7285	-76.5883	na	na	Subsidized	Family	Special Needs	HUD	4	0	100.0%
110	Williamtown Commons Apartments	36.7331	-76.5966	1990	2014	Market Rate	Family	Stabilized	Tax Credit	16	0	100.0%
111	Wilson Pines Apartments	36.7373	-76.5527	1981	2014	Subsidized	Family	Stabilized	Tax Credit	104	0	100.0%
112	Windsor Court Apartments Phase 1	36.8240	-76.7456	1988	2005	Restricted	Family	Stabilized	Tax Credit	40	5	87.5%
113	Windsor Court Apartments Phase 2	36.8237	-76.7466	1990	2019	Subsidized	Family	Prop Rehab	Tax Credit	24	0	100.0%
114	Windsor Court Apartments Phase 2	36.8237	-76.7466	1990	na	Subsidized	Family	Stabilized	Tax Credit	24	0	100.0%
115	Woods Edge Apartments	36.9748	-76.6453	1984	1999	Restricted	Family	Stabilized	Tax Credit	60	6	90.0%
116	Woods Edge Apartments	36.9748	-76.6453	1984	2017	Restricted	Family	Non-Inventory	Tax Credit	60	1	98.3%
117	Arbors (The) at Shoulders Hill	36.8589	-76.4621	2019	na	Restricted	Elderly	Construction	Bond	138	138	0.0%
118	Suffolk Senior	36.8589	-76.4621	2019	na	Market Rate	Elderly	Duplicate	Bond	0	0	0.0%



Rental Property Inventory, Unconfirmed

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
027	Chorey Park Apartments	36.7319	-76.5970	na	na	Subsidized	Family	Unconfirmed	PHA	100	5	95.0%
030	Colander Bishop Meadows	36.7211	-76.6012	na	na	Subsidized	Family	Unconfirmed	PHA	80	4	95.0%
037	Cypress Manor Apartments	36.7191	-76.5600	1992	na	Subsidized	Family	Unconfirmed	PHA	113	6	94.7%
054	Hoffler Apartments	36.7330	-76.5577	na	na	Subsidized	Family	Unconfirmed	PHA	80	4	95.0%
062	Lofts at East Pointe	36.7270	-76.5783	1920	2011	Market Rate	Family	Unconfirmed	Conventional	34	0	100.0%
082	Parker Riddick Village	36.7191	-76.5600	1992	na	Subsidized	Family	Unconfirmed	PHA	113	6	94.7%
089	Seventy-Five Place lofts	36.7270	-76.5822	1920	2011	Market Rate	Family	Unconfirmed	Conventional	16	0	100.0%
108	Wellons Street Project	36.7252	-76.5907	1988	na	Restricted	Family	Unconfirmed	Tax Credit	6	0	100.0%

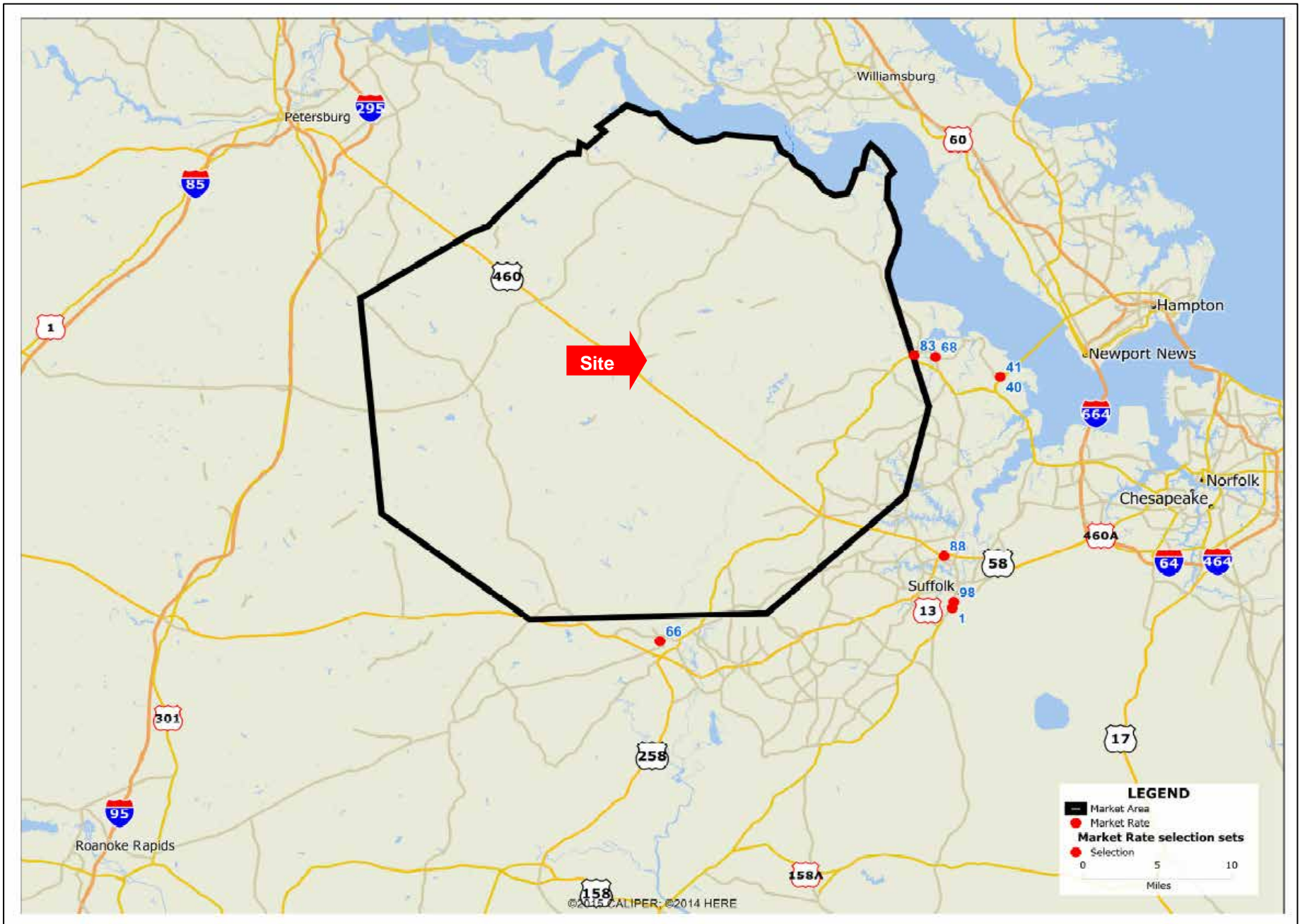
Rental Property Inventory, Confirmed, Inside Market Area

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
013	Birch Island Apartments Phase 1	36.9737	-76.9748	1984	2000	Restricted	Family	Stabilized	Tax Credit	48	1	97.9%
015	Birch Island Apartments Phase 2	36.9737	-76.9748	1988	2008	Restricted	Family	Stabilized	Tax Credit	16	1	93.8%
034	Covington Court Apartments	37.0398	-77.0826	1991	na	Subsidized	Elderly	Stabilized	Tax Credit	24	0	100.0%
103	Sussex Trace Apartments	37.0221	-77.1210	1982	na	Subsidized	Family	Stabilized	HUD	50	8	84.0%
107	Waverly Village Apartments	36.9740	-76.9745	1988	2004	Restricted	Family	Stabilized	Tax Credit	40	3	92.5%

Master List of Market Rate Comparables

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
001	Autumn Ridge 1	36.7121	-76.5894	1975	2016	Market Rate	Family	Stabilized	Bond	128	1	99.2%
040	Eagle Harbor Apartments Phase 1	36.9556	-76.5313	2005	na	Market Rate	Family	Stabilized	Conventional	240	3	98.8%
041	Eagle Harbor Apartments Phase 2	36.9556	-76.5313	2011	na	Market Rate	Family	Stabilized	Conventional	144	2	98.6%
066	Meadowridge Apartments	36.6774	-76.9441	1991	2018	Market Rate	Family	Stabilized	Conventional	97	6	93.8%
068	Morris Creek Landing Apartments	36.9765	-76.6099	1988	2004	Market Rate	Family	Stabilized	Conventional	87	0	100.0%
083	Patriots Landing Apartments	36.9783	-76.6357	2010	na	Market Rate	Family	Stabilized	Conventional	15	0	100.0%
088	Sadler Pond Apartments	36.7669	-76.5993	1989	2015	Market Rate	Family	Stabilized	Conventional	109	1	99.1%
098	Suffolk Station Apartments	36.7185	-76.5878	1987	2015	Market Rate	Family	Stabilized	Conventional	111	4	96.4%

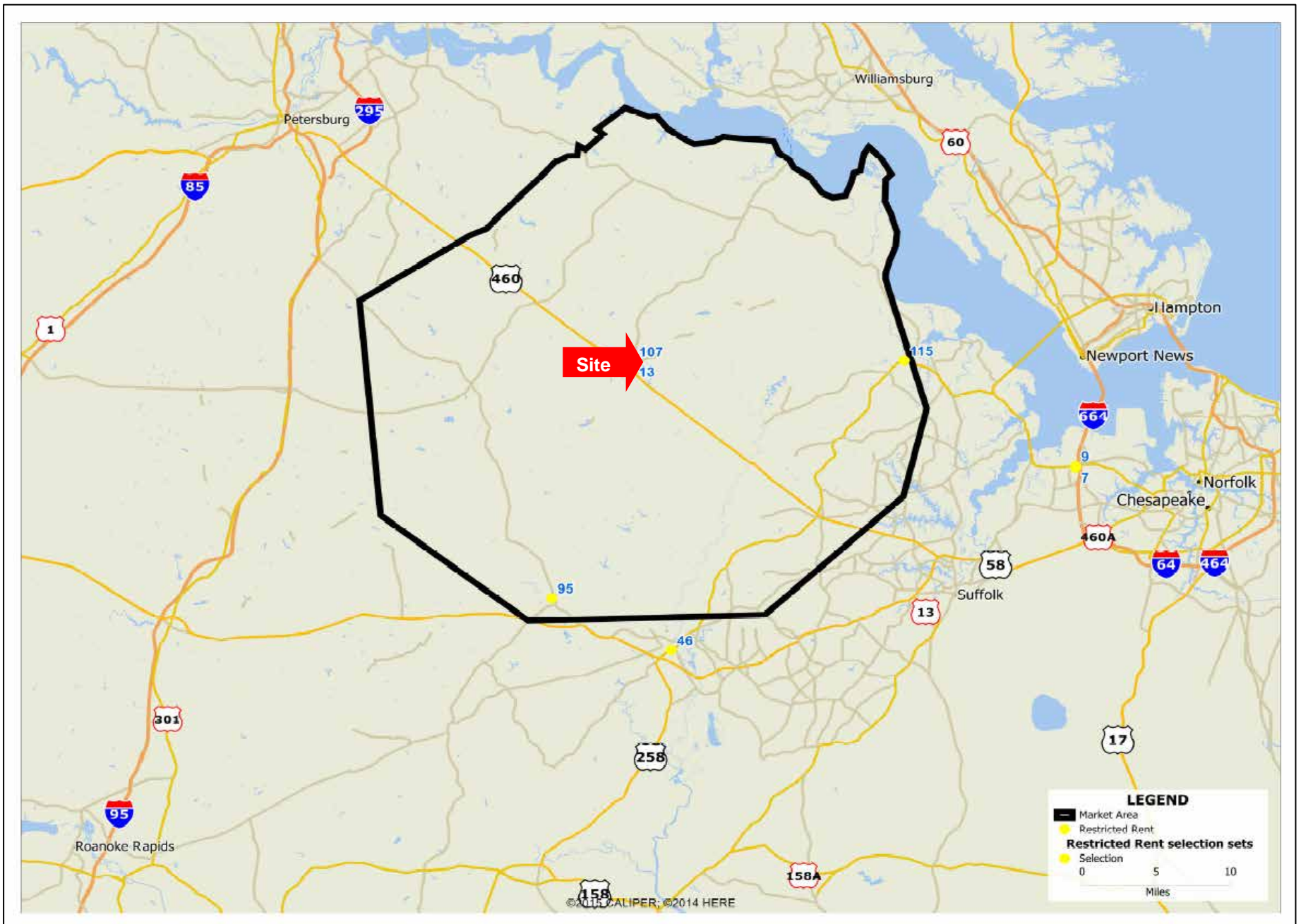






Master List of Restricted Rent Comparables

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
007	Belleville Meadows Apartments	36.8614	-76.4369	1973	2015	Restricted	Family	Stabilized	Tax Credit	127	2	98.4%
009	Belleville Harbour Apartments	36.8635	-76.4368	2004	na	Restricted	Family	Stabilized	Tax Credit	120	0	100.0%
013	Birch Island Apartments Phase 1	36.9737	-76.9748	1984	2000	Restricted	Family	Stabilized	Tax Credit	48	1	97.9%
046	Franklin South	36.6690	-76.9287	1987	2006	Restricted	Family	Stabilized	Tax Credit	32	0	100.0%
095	Stevens Woods Phase 3	36.7239	-77.0738	1988	2006	Restricted	Family	Stabilized	Tax Credit	36	2	94.4%
107	Waverly Village Apartments	36.9740	-76.9745	1988	2004	Restricted	Family	Stabilized	Tax Credit	40	3	92.5%
115	Woods Edge Apartments	36.9748	-76.6453	1984	1999	Restricted	Family	Stabilized	Tax Credit	60	6	90.0%



## Rental Property Inventory, Confirmed, Inside Market Area, by Rent Type

The following tables and graphs provide a summary of the confirmed market area properties included in this analysis broken out by rent type:

Rental Property Inventory, Confirmed, Inside Market Area			
Total Properties			
	Elderly	Family	Total
Market Rate			
Restricted		3	3
Subsidized	1	1	2
<b>Total</b>	<b>1</b>	<b>4</b>	<b>5</b>

Total Units			
	Elderly	Family	Total
Market Rate			
Restricted		46	46
Subsidized	24	108	132
<b>Total</b>	<b>24</b>	<b>154</b>	<b>178</b>

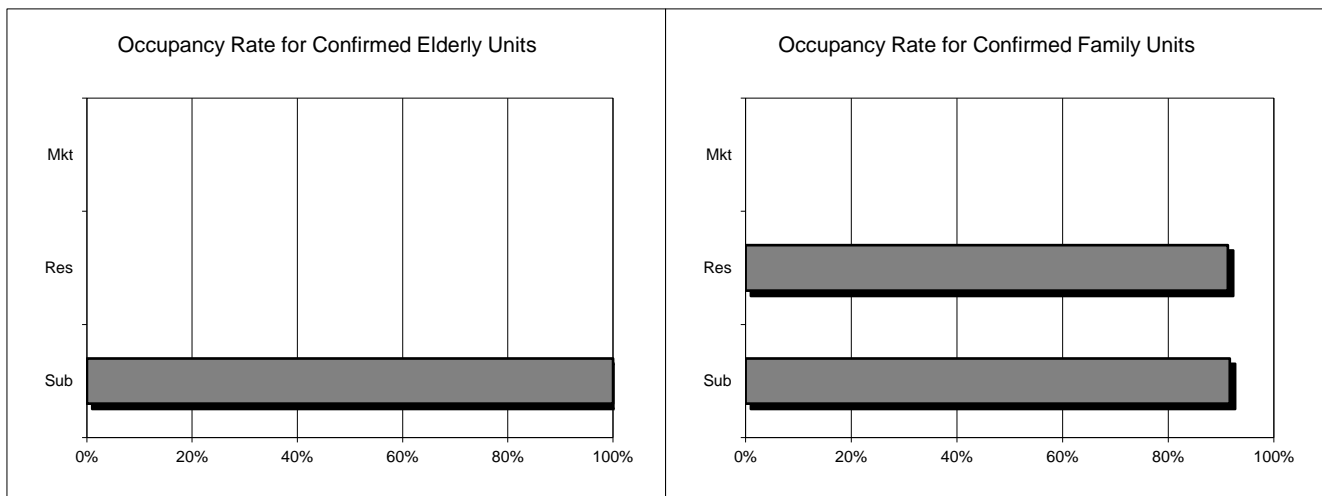
  

Vacant Units			
	Elderly	Family	Total
Market Rate			
Restricted		4	4
Subsidized		9	9
<b>Total</b>		<b>13</b>	<b>13</b>

Occupancy Rate			
	Elderly	Family	Total
Market Rate			
Restricted		91%	91%
Subsidized	100%	92%	93%
<b>Total</b>	<b>100%</b>	<b>92%</b>	<b>93%</b>

Source: Allen & Associates



Our analysis includes a total of 5 confirmed market area properties consisting of 178 units. The occupancy rate for these units currently stands at 93 percent. This rate reflects the occupancy for all confirmed market area units, regardless of project status (stabilized, under construction, proposed, etc.).

Confirmed market area properties break down by rent type and tenure as shown in the tables above.

## Rental Property Inventory, Confirmed, Inside Market Area, by Project Status

The following tables and graphs provide a summary of the confirmed market area properties included in this analysis broken out by project status:

### Rental Property Inventory, Confirmed, Inside Market Area

Elderly					Family				
Total Properties					Total Properties				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized	1			1	Stabilized	1	3		4
Lease Up					Lease Up				
Construction					Construction				
Rehabilitation					Rehabilitation				
Prop Const					Prop Const				
Prop Rehab					Prop Rehab				
Unstabilized					Unstabilized				
Subtotal					Subtotal				
Total	1			1	Total	1	3		4

Total Units					Total Units				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized	24			24	Stabilized	108	46		154
Lease Up					Lease Up				
Construction					Construction				
Rehabilitation					Rehabilitation				
Prop Const					Prop Const				
Prop Rehab					Prop Rehab				
Unstabilized					Unstabilized				
Subtotal					Subtotal				
Total	24			24	Total	108	46		154

Vacant Units					Vacant Units				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized					Stabilized	9	4		13
Lease Up					Lease Up				
Construction					Construction				
Rehabilitation					Rehabilitation				
Prop Const					Prop Const				
Prop Rehab					Prop Rehab				
Unstabilized					Unstabilized				
Subtotal					Subtotal				
Total					Total	9	4		13

Source: Allen & Associates

Our survey includes a total of 5 stabilized market area properties consisting of 178 units standing at 93 percent occupancy.

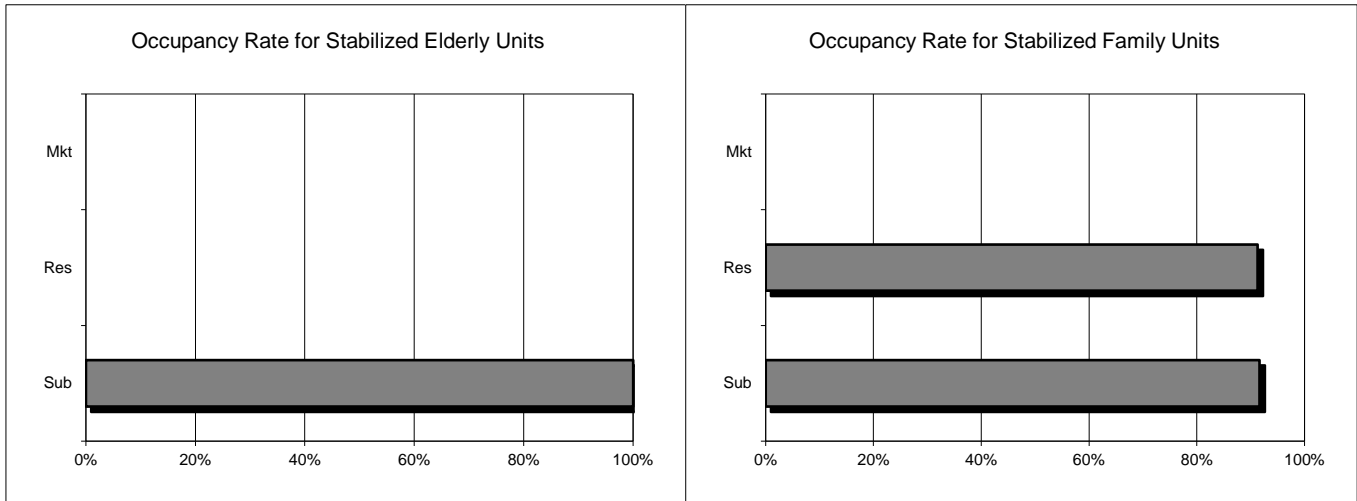
Our research suggests that there are no properties in the market area that are not yet stabilized. Unstabilized units (also referred to as pipeline units) include vacant units in lease up, construction, rehabilitation, proposed new construction, and units with proposed renovation plans.

Rental Property Inventory, Confirmed, Inside Market Area

Elderly					Family				
Occupancy Rate					Occupancy Rate				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized	100%			100%	Stabilized	92%	91%		92%
Lease Up					Lease Up				
Construction					Construction				
Rehabilitation					Rehabilitation				
Prop Const					Prop Const				
Prop Rehab					Prop Rehab				
Unstabilized					Unstabilized				
Subtotal					Subtotal				
Total	100%			100%	Total	92%	91%		92%

Source: Allen & Associates

Occupancies of stabilized market area properties broken out by occupancy type (elderly or family) and rent type (subsidized, restricted or market rate) are found below:



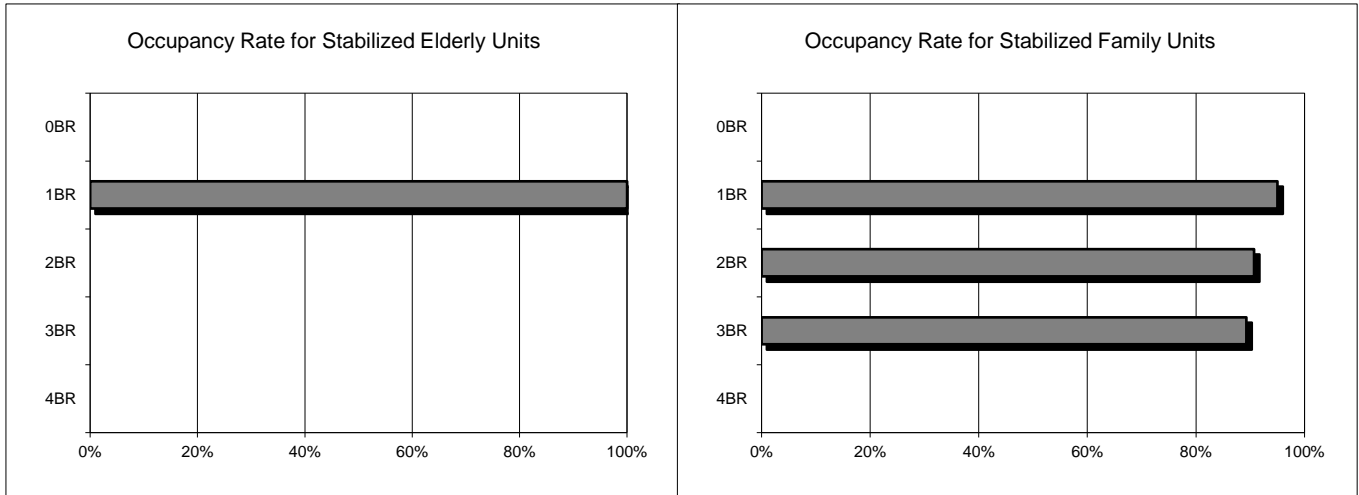
Our research suggests the following occupancy levels for the 24 stabilized elderly units in this market area:

- Subsidized, 100 percent (24 units in survey)
- Restricted, not applicable (0 units in survey)
- Market Rate, not applicable (0 units in survey)

Our research suggests the following occupancy levels for the 154 stabilized family units in this market area:

- Subsidized, 92 percent (108 units in survey)
- Restricted, 91 percent (46 units in survey)
- Market Rate, not applicable (0 units in survey)

Occupancy rates for stabilized market area properties broken out by occupancy type (elderly or family) and unit type are found below (supporting data is found in the pages that follow):



Our research suggests the following occupancy levels for the 24 stabilized elderly units in this market area:

- 0-Bedroom, not applicable (0 units in survey)
- 1-Bedroom, 100 percent (24 units in survey)
- 2-Bedroom, not applicable (0 units in survey)
- 3-Bedroom, not applicable (0 units in survey)
- 4-Bedroom, not applicable (0 units in survey)

Our research suggests the following occupancy levels for the 154 stabilized family units in this market area:

- 0-Bedroom, not applicable (0 units in survey)
- 1-Bedroom, 95 percent (40 units in survey)
- 2-Bedroom, 91 percent (86 units in survey)
- 3-Bedroom, 89 percent (28 units in survey)
- 4-Bedroom, not applicable (0 units in survey)

Rental Property Inventory, Confirmed, Inside Market Area, 0-Bedroom Units

Elderly									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Family									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Source: Allen & Associates



Rental Property Inventory, Confirmed, Inside Market Area, 1-Bedroom Units

Elderly									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	1								1
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	1								1

Family									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	3			2	1				6
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	3			2	1				6

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	24								24
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	24								24

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	22			9	9				40
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	22			9	9				40

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	1			1					2
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	1			1					2

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	100%								100%
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	100%								100%

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	95%			89%	100%				95%
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	95%			89%	100%				95%

Source: Allen & Associates

Rental Property Inventory, Confirmed, Inside Market Area, 2-Bedroom Units

Elderly									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Family									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	4			2	2				8
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	4			2	2				8

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	60			12	14				86
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	60			12	14				86

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	5			1	2				8
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	5			1	2				8

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	92%			92%	86%				91%
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	92%			92%	86%				91%

Source: Allen & Associates

Rental Property Inventory, Confirmed, Inside Market Area, 3-Bedroom Units

Elderly									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Family									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	2			1	1				4
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	2			1	1				4

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	26			1	1				28
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	26			1	1				28

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	3								3
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	3								3

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	88%			100%	100%				89%
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	88%			100%	100%				89%

Source: Allen & Associates

Rental Property Inventory, Confirmed, Inside Market Area, 4-Bedroom Units

Elderly									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Family									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Source: Allen & Associates

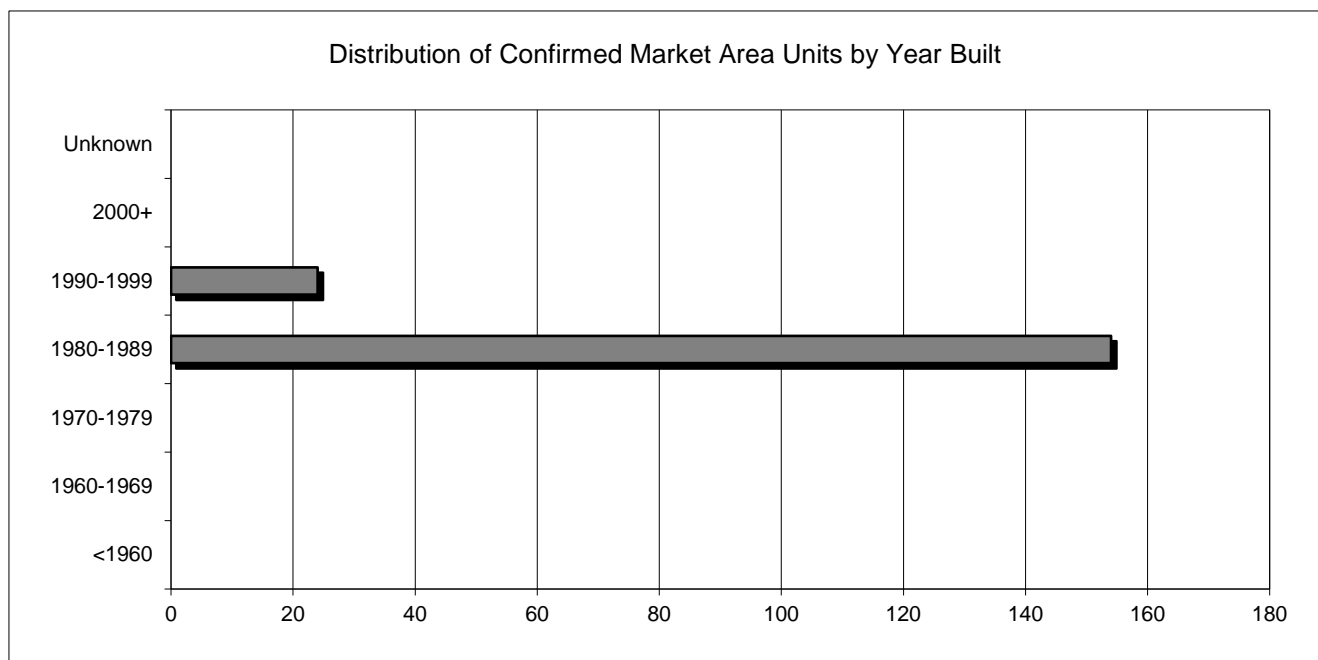
## Rental Property Inventory, Confirmed, Inside Market Area, by Year Built

The following tables and graph provide a summary of the confirmed market area properties included in this analysis broken out by year built:

Rental Property Inventory, Confirmed, Inside Market Area			
Total Properties			
	Elderly	Family	Total
<1960			
1960-1969			
1970-1979			
1980-1989		4	4
1990-1999	1		1
2000+			
Unknown			
<b>Total</b>	<b>1</b>	<b>4</b>	<b>5</b>

Total Units			
	Elderly	Family	Total
<1960			
1960-1969			
1970-1979			
1980-1989		154	154
1990-1999	24		24
2000+			
Unknown			
<b>Total</b>	<b>24</b>	<b>154</b>	<b>178</b>

Source: Allen & Associates



Our research suggests that of the 5 confirmed market area properties (178 units) included in this report, 0 properties (0 units) were constructed before 1960, 0 properties (0 units) were constructed between 1960 and 1969, 0 properties (0 units) between 1970 and 1979, 4 properties (154 units) between 1980 and 1989, 1 property (24 units) between 1990 and 1999, and 0 properties (0 units) after 2000. In addition, 0 properties (0 units) had an unknown date of construction.

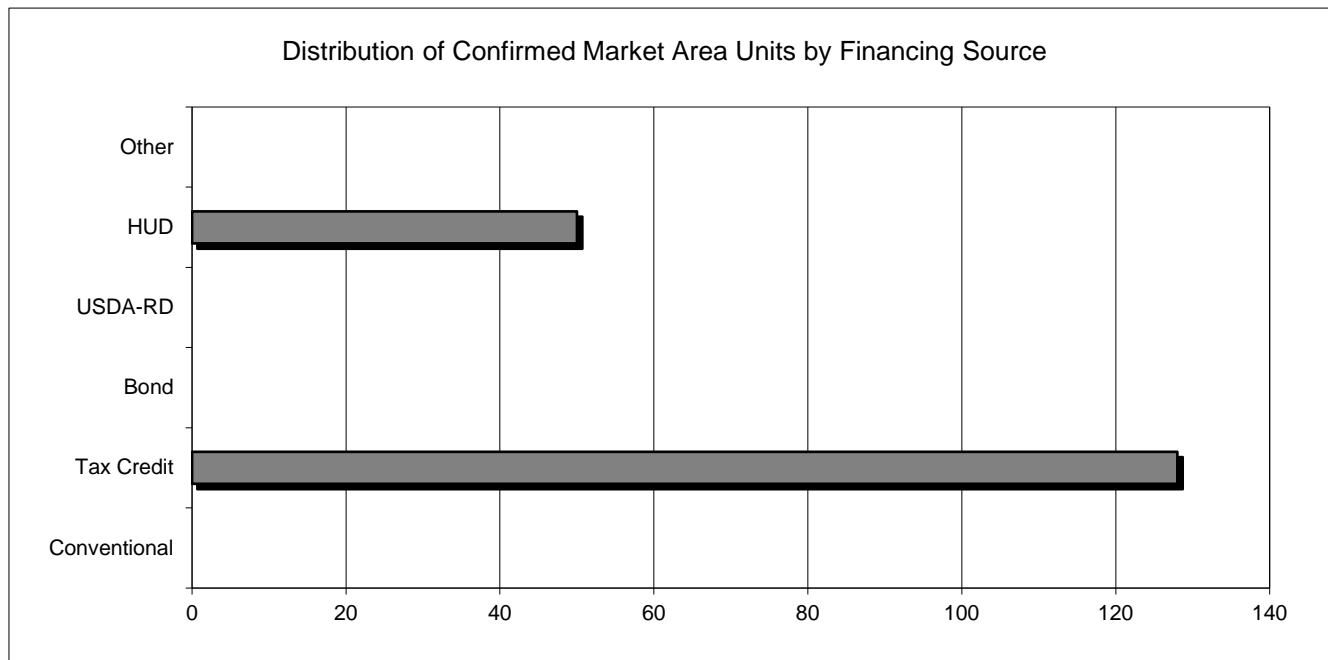
## Rental Property Inventory, Confirmed, Inside Market Area, by Financing Source

The following tables and graph provide a summary of the confirmed market area properties included in this analysis broken out by financing source:

Rental Property Inventory, Confirmed, Inside Market Area			
Total Properties			
	Elderly	Family	Total
Conventional			
Tax Credit	1	3	4
Bond			
USDA-RD			
HUD		1	1
Other			
<b>Total</b>	<b>1</b>	<b>4</b>	<b>5</b>

Total Units			
	Elderly	Family	Total
Conventional			
Tax Credit	24	104	128
Bond			
USDA-RD			
HUD		50	50
Other			
<b>Total</b>	<b>24</b>	<b>154</b>	<b>178</b>

Source: Allen & Associates



Our research suggests that of the 5 confirmed properties in the market area, 0 properties (consisting of 0 units) are conventionally financed, 4 properties (consisting of 128 units) include tax credit financing, 0 properties (consisting of 0 units) are bond financed, 0 properties (consisting of 0 units) are exclusively USDA-RD financed, and 1 property (consisting of 50 units) is exclusively HUD financed.

The average project size for this market area is 36 units. The smallest projects are tax credit financed, averaging 32 units in size. The largest projects are exclusively HUD financed, averaging 50 units in size.

## Rental Property Inventory, Confirmed, Inside Market Area, Rent Summary

The following tables and graphs provide a summary of the rents charged at confirmed market area properties broken out by unit type:

Rental Property Inventory, Confirmed, Inside Market Area

Rents									
	Subsidized			Restricted			Market		
	Min	Max	Avg	Min	Max	Avg	Min	Max	Avg
0-Bedroom	-	-	-	-	-	-	-	-	-
1-Bedroom	\$514	\$586	\$558	\$556	\$586	\$573	-	-	-
2-Bedroom	\$619	\$695	\$644	\$619	\$824	\$720	-	-	-
3-Bedroom	\$709	\$748	\$729	\$709	\$709	\$709	-	-	-
4-Bedroom	-	-	-	-	-	-	-	-	-

Unit Size

Unit Size									
	Subsidized			Restricted			Market		
	Min	Max	Avg	Min	Max	Avg	Min	Max	Avg
0-Bedroom	-	-	-	-	-	-	-	-	-
1-Bedroom	560	582	573	560	582	575	-	-	-
2-Bedroom	734	963	797	734	757	740	-	-	-
3-Bedroom	976	1,191	1,084	1,009	1,009	1,009	-	-	-
4-Bedroom	-	-	-	-	-	-	-	-	-

Rent per Square Foot

Rent per Square Foot									
	Subsidized			Restricted			Market		
	Min	Max	Avg	Min	Max	Avg	Min	Max	Avg
0-Bedroom	-	-	-	-	-	-	-	-	-
1-Bedroom	\$0.92	\$1.01	\$0.97	\$0.99	\$1.01	\$1.00	-	-	-
2-Bedroom	\$0.72	\$0.84	\$0.81	\$0.84	\$1.09	\$0.97	-	-	-
3-Bedroom	\$0.63	\$0.73	\$0.67	\$0.70	\$0.70	\$0.70	-	-	-
4-Bedroom	-	-	-	-	-	-	-	-	-

Source: Allen & Associates





Our research suggests the following average rent levels for confirmed restricted rent units:

- 0-Bedroom, not applicable
- 1-Bedroom, \$1.0 per square foot
- 2-Bedroom, \$0.97 per square foot
- 3-Bedroom, \$0.70 per square foot
- 4-Bedroom, not applicable

Our research suggests the following average rent levels for confirmed market rate units:

- 0-Bedroom, not applicable
- 1-Bedroom, not applicable
- 2-Bedroom, not applicable
- 3-Bedroom, not applicable
- 4-Bedroom, not applicable

A detailed listing of rents and floor areas for confirmed market area properties by unit type and income target is found in the following pages.

## Rental Property Inventory, Confirmed, Inside Market Area, Unit Mix Summary

In the tables and graphs found below we present a breakdown of unit mix for confirmed market area properties broken out by occupancy type (elderly or family):

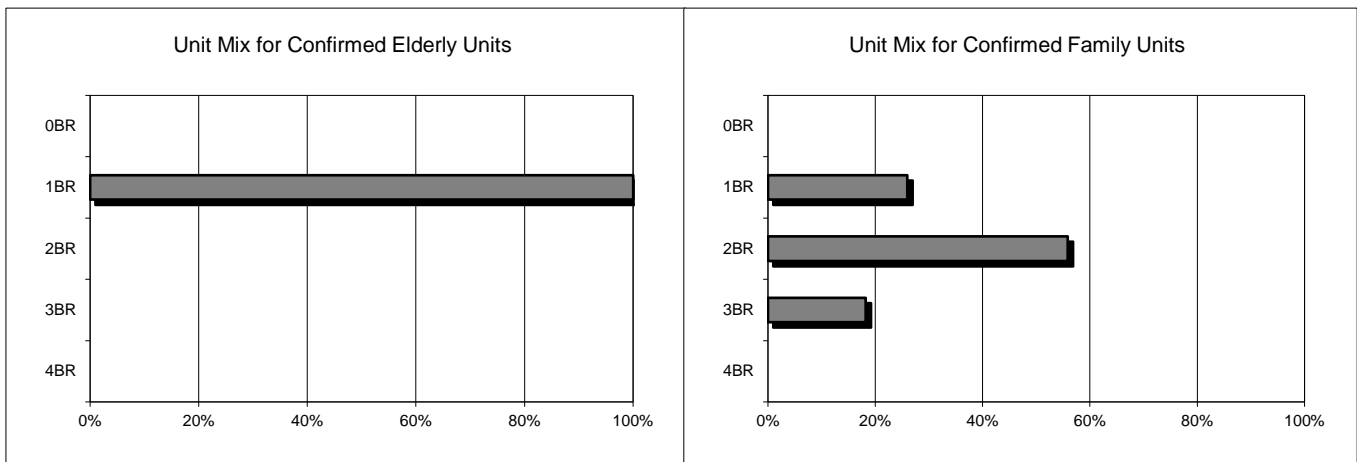
Rental Property Inventory, Confirmed, Inside Market Area, Unit Mix Summary

Elderly					Family				
Total Units					Total Units				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
0-Bedroom					0-Bedroom				
1-Bedroom	24			24	1-Bedroom	22	18		40
2-Bedroom					2-Bedroom	60	26		86
3-Bedroom					3-Bedroom	26	2		28
4-Bedroom					4-Bedroom				
Total	24			24	Total	108	46		154

Unit Mix					Unit Mix				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
0-Bedroom					0-Bedroom				
1-Bedroom	100%			100%	1-Bedroom	20%	39%		26%
2-Bedroom					2-Bedroom	56%	57%		56%
3-Bedroom					3-Bedroom	24%	4%		18%
4-Bedroom					4-Bedroom				
Total	100%			100%	Total	100%	100%		100%

Source: Allen & Associates



Our research suggests the following unit mix for the 24 confirmed elderly units located in this market area:

- 0-Bedroom, not applicable (0 units in survey)
- 1-Bedroom, 100 percent (24 units in survey)
- 2-Bedroom, not applicable (0 units in survey)
- 3-Bedroom, not applicable (0 units in survey)
- 4-Bedroom, not applicable (0 units in survey)

Our research suggests the following unit mix for the 154 confirmed family units located in this market area:

- 0-Bedroom, not applicable (0 units in survey)
- 1-Bedroom, 26 percent (40 units in survey)
- 2-Bedroom, 56 percent (86 units in survey)
- 3-Bedroom, 18 percent (28 units in survey)
- 4-Bedroom, not applicable (0 units in survey)

## Rental Property Inventory, Confirmed, Inside Market Area, Amenity Summary

In the table found below we present a summary of amenities found at confirmed market area properties:

Rental Property Inventory, Confirmed, Inside Market Area, Amenity Summary			
Building Type		Air Conditioning	
1 Story	20%	Central	100%
2-4 Story	80%	Wall Units	0%
5-10 Story	0%	Window Units	0%
>10 Story	0%	None	0%
Project Amenities		Heat	
Ball Field	0%	Central	100%
BBQ Area	0%	Wall Units	0%
Billiards	0%	Baseboards	0%
Bus/Comp Ctr	0%	Radiators	0%
Car Care Ctr	0%	None	0%
Comm Center	40%		
Elevator	0%	Parking	
Fitness Center	0%	Garage	0%
Gazebo	0%	Covered	0%
Hot Tub/Jacuzzi	0%	Assigned	0%
Horseshoe Pit	0%	Open	100%
Lake	0%	None	0%
Library	0%		
Movie Theatre	0%	Laundry	
Picnic Area	0%	Central	100%
Playground	80%	W/D Units	0%
Pool	0%	W/D Hookups	20%
Sauna	0%		
Sports Court	0%	Security	
Walking Trail	0%	Call Buttons	20%
		Cont Access	0%
		Courtesy Officer	0%
		Monitoring	0%
		Security Alarms	0%
		Security Patrols	0%
Unit Amenities		Services	
Blinds	100%	After School	0%
Ceiling Fans	20%	Concierge	0%
Upgraded Flooring	80%	Hair Salon	0%
Fireplace	0%	Health Care	0%
Patio/Balcony	20%	Linens	0%
Storage	20%	Meals	0%
		Transportation	0%
Kitchen Amenities			
Stove	100%		
Refrigerator	100%		
Disposal	20%		
Dishwasher	20%		
Microwave	0%		

Source: Allen & Associates

Our research suggests that 20 percent of confirmed market area properties are 1 story in height, 80 percent are 2-4 stories in height, 0 percent are 5-10 stories in height, and 0 percent are over 10 stories in height. In addition, surveyed properties benefit from the following project amenities: 0 percent have a business/computer center, 40 percent have a community center, 0 percent have a fitness center, 80 percent have a playground, and 0 percent have a sports court.

Our research also suggests that the following unit amenities are present at surveyed properties: 100 percent have blinds, 80 percent have carpeting, 20 percent have patios/balconies, and 20 percent have outside storage. Surveyed properties also include the following kitchen amenities: 100 percent have a stove, 100 percent have a refrigerator, 20 percent have a disposal, 20 percent have a dishwasher, and 0 percent have a microwave.

In addition, 100 percent of confirmed market area properties have central heat while 100 percent have central air. Our research also suggests that 100 percent of surveyed properties have open parking. A total of 100 percent of area properties have central laundry facilities, while 20 percent have washer/dryer hookups, and 0 percent have washer/dryer units in each residential unit.

A total of 20 percent of confirmed market area properties have call buttons, 0 percent have controlled access, and 0 percent have security alarms.

It is also our understanding that the majority of confirmed market area properties provide cable access.

Finally, in the following pages we provide a summary of vouchers, concessions and waiting lists for the confirmed market area properties included in this report. We also include any absorption information we have uncovered as part of our research.

Rental Property Inventory, Confirmed, Inside Market Area

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy	Concessions	Vouchers	Abs Rate	Waiting List
013	Birch Island Apartments Phase 1	36.9737	-76.9748	1984	2000	Restricted	Family	Stabilized	Tax Credit	48	1	97.9%	0%	17%	-	14 people
015	Birch Island Apartments Phase 2	36.9737	-76.9748	1988	2008	Restricted	Family	Stabilized	Tax Credit	16	1	93.8%	0%	13%	-	-
034	Covington Court Apartments	37.0398	-77.0826	1991	na	Subsidized	Elderly	Stabilized	Tax Credit	24	0	100.0%	0%	0%	-	yes
103	Sussex Trace Apartments	37.0221	-77.1210	1982	na	Subsidized	Family	Stabilized	HUD	50	8	84.0%	0%	0%	-	-
107	Waverly Village Apartments	36.9740	-76.9745	1988	2004	Restricted	Family	Stabilized	Tax Credit	40	3	92.5%	0%	25%	-	no

## RENT COMPARABILITY ANALYSIS

In this section we develop restricted and unrestricted market rent conclusions for the subject property on an "as if complete & stabilized" basis. Our analysis begins with an evaluation of unrestricted market rents.

### **Unrestricted Rent Analysis**

In this section we develop an unrestricted market rent conclusion for the subject property units. Our analysis began by selecting comparable rentals to use to develop estimates of market rents for the units at the subject property, assuming that the subject was an unrestricted property. Our selection of comparables was based on location, age, condition, unit mix and amenities of the comparable properties relative to the subject property.

#### Rental Property Inventory, by Unit Type

In the following pages we present an inventory of properties included in this analysis. Rents for these properties, broken out by unit type, were used in selecting the rent comparables used in this analysis.

The properties that we consider to be comparable to the subject property are highlighted in the tables found in the following pages. We attempted to select stabilized market rate properties as comparables for purposes of our rent comparability analysis.

Comparables with restricted rents are used when a sufficient number of market rent comparables are not available and when maximum allowable rents for properties with restricted rents exceed prevailing rents in the area. In the event that program rental rates exceed market rental rates, restricted units are, in fact, *de facto* market rate units.

#### Rent Comparables, Market Rate, Map

A map showing the location of the properties selected as comparables in this analysis is found in the following pages. Properties identified with red pushpins have market rents, properties identified with yellow pushpins have restricted rents, and properties identified with blue pushpins have subsidized rents. Detailed write-ups for the select rent comparables are found in the Appendix to this report.

#### Rent Comparability Grids

Our analysis employed the use of rent comparability grids and resulted in an unrestricted market rent estimate for each of the subject's unit types. These grids and a narrative describing our rent adjustments are found in the following pages.

Rental Property Inventory, 1-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	20%	30%	40%	50%	60%	80%	Mkt
001	Autumn Ridge 1	1975	2016	Market Rate	Family	Stabilized								\$780
005	Beamon's Mills Townhomes	2008	na	Market Rate	Family	Stabilized								\$925
031	Commons at Centerbrooke Village	2006	na	Market Rate	Elderly	Stabilized								\$1,030
038	Dick Kelly Apartments	1985	na	Market Rate	Family	Stabilized								
040	Eagle Harbor Apartments Phase 1	2005	na	Market Rate	Family	Stabilized								\$833
041	Eagle Harbor Apartments Phase 2	2011	na	Market Rate	Family	Stabilized								\$915
045	Forest Pine Apartments	1992	na	Market Rate	Family	Stabilized								\$620
051	Harbour Breeze Lifestyle Apartments	2002	na	Market Rate	Family	Stabilized								\$1,061
053	Hillpoint Woods Apartments	2005	na	Market Rate	Family	Stabilized								\$931
057	Jefferson Manor Apartments	1945	1985	Market Rate	Family	Stabilized								\$599
066	Meadowridge Apartments	1991	2018	Market Rate	Family	Stabilized								\$861
068	Morris Creek Landing Apartments	1988	2004	Market Rate	Family	Stabilized								\$810
083	Patriots Landing Apartments	2010	na	Market Rate	Family	Stabilized								
088	Sadler Pond Apartments	1989	2015	Market Rate	Family	Stabilized								
098	Suffolk Station Apartments	1987	2015	Market Rate	Family	Stabilized								
104	Terrace (The)	1985	2014	Market Rate	Family	Stabilized								
110	Williamtown Commons Apartments	1990	2014	Market Rate	Family	Stabilized								

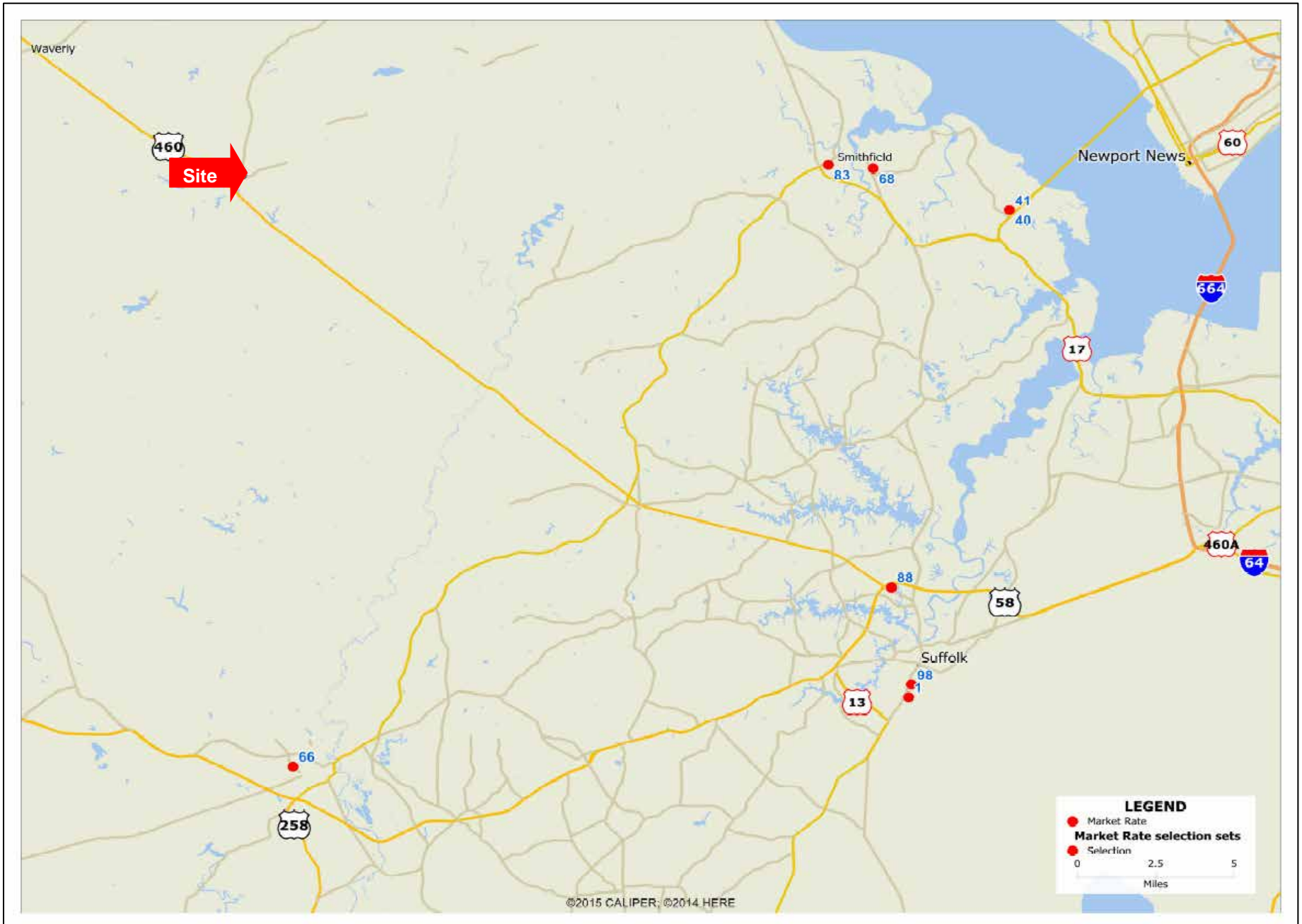
Source: Allen & Associates



Rental Property Inventory, 2-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	20%	30%	40%	50%	60%	80%	Mkt
001	Autumn Ridge 1	1975	2016	Market Rate	Family	Stabilized								\$890
005	Beamon's Mills Townhomes	2008	na	Market Rate	Family	Stabilized								\$1,177
031	Commons at Centerbrooke Village	2006	na	Market Rate	Elderly	Stabilized								\$1,009
038	Dick Kelly Apartments	1985	na	Market Rate	Family	Stabilized								\$725
040	Eagle Harbor Apartments Phase 1	2005	na	Market Rate	Family	Stabilized								\$958
041	Eagle Harbor Apartments Phase 2	2011	na	Market Rate	Family	Stabilized								\$999
045	Forest Pine Apartments	1992	na	Market Rate	Family	Stabilized								\$766
051	Harbour Breeze Lifestyle Apartments	2002	na	Market Rate	Family	Stabilized								\$1,159
053	Hillpoint Woods Apartments	2005	na	Market Rate	Family	Stabilized								\$1,038
057	Jefferson Manor Apartments	1945	1985	Market Rate	Family	Stabilized								\$699
066	Meadowridge Apartments	1991	2018	Market Rate	Family	Stabilized								\$892
068	Morris Creek Landing Apartments	1988	2004	Market Rate	Family	Stabilized								\$980
083	Patriots Landing Apartments	2010	na	Market Rate	Family	Stabilized								\$937
088	Sadler Pond Apartments	1989	2015	Market Rate	Family	Stabilized								\$975
098	Suffolk Station Apartments	1987	2015	Market Rate	Family	Stabilized								\$855
104	Terrace (The)	1985	2014	Market Rate	Family	Stabilized								\$750
110	Williamtown Commons Apartments	1990	2014	Market Rate	Family	Stabilized								\$650

Source: Allen & Associates



### Rent Adjustments

Our analysis included a property management survey and a technique known as "statistical extraction" to help us identify the best adjustments to use. Statistical extraction, which is similar to the matched pair method, helped us derive the optimal adjustments for our particular data set.

Here's a hypothetical example to illustrate how we derived our rent adjustments. Assume that property managers tell us we should expect rent adjustments ranging from \$0.00 to \$0.50 per square foot for a particular market. Next, assume that we select 25 rent comparables with an adjusted sample standard deviation (a statistical measure of variability) of \$100. We employ a square foot rent adjustment of \$0.10 for each comparable resulting in an adjusted sample standard deviation of \$90. This tells us that the assumed adjustment "explained" some of the variability in the data. We repeat this process for adjustments of \$0.20, \$0.30, \$0.40 and \$0.50 which yielded adjusted sample standard deviations of \$80, \$70, \$65 and \$75, respectively. The \$0.40 square foot adjustment "explains" the most variability because any other adjustment yields a higher adjusted sample standard deviation. Consequently, a \$0.40 rent adjustment is the best adjustment for purposes of this example. This is a simplified example because we actually adjusted for numerous variables simultaneously in our analysis.

Many adjustments (bedroom count, bathroom count and square footage) are highly interrelated. Statistical extraction helped us unravel the interrelationships between these variables. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is superior a "plus" adjustment is made. If the subject is inferior a "minus" adjustment is made.

We used the Excel Solver function to help us with our analysis. The Solver function was programmed to minimize the adjusted standard deviation for our data set. We evaluated a total of 62 variables in 22 categories (AC systems, heating systems, technology, bedrooms, bathrooms, square feet, visibility, access, neighborhood, area amenities, condition, effective age, project amenities, elevator, unit amenities, storage, kitchen amenities, parking, laundry, security, on-site management, on-site maintenance) in an effort to identify the mix of adjustments that explained the most variability found in our raw data.

A discussion of our surveyed and concluded adjustments is found below.

### *Concessions*

The first step in our analysis was to account for any concessions at the subject and the comparables. We considered the advertised street rent and concessions being offered and derived a net rent estimate for each comparable. Net rent, defined as advertised street rent minus monthly concessions, represents the cash rent paid by new residents at the various properties. This is the best measure of market value (prior to any other adjustments) for the comparables included in this analysis.

### *Tenant-Paid Utilities*

The next step in our analysis was to account for differences in tenant-paid utilities between the comparable properties and the subject. We used the HUD Utility Schedule Model to derive our adjustments. The HUD model includes a current utility rate survey for the area. In the event that the tenant-paid utilities associated with a particular property are higher or lower than the subject, adjustments were made to account for the differences. Adjustments reflect the difference between the tenant-paid utilities for the comparable property minus that for the subject.

### *Technology*

We accounted for technology (cable and internet access) offered in the rent for each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$0 per month for cable; internet access was valued at \$0.

Adjustment	Technology		Concluded
	Survey Range		
Cable	\$0	\$50	\$0
Internet	\$0	\$50	\$0

*Bedrooms*

Our analysis also included an adjustment for the number of bedrooms at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$65 per bedroom.

Bedrooms			
Adjustment	Survey Range		Concluded
Bedrooms	\$0	\$200	\$65

*Bathrooms*

Our analysis also included an adjustment for the number of bathrooms at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$20 per bathroom.

Bathrooms			
Adjustment	Survey Range		Concluded
Bathrooms	\$0	\$100	\$20

*Square Feet*

Our analysis also included an adjustment for square footage at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$0.45 per square foot.

Square Feet			
Adjustment	Survey Range		Concluded
Square Feet	\$0.00	\$2.00	\$0.45

*Visibility*

We also accounted for differences in visibility at each of the comparables as compared to the subject property in our analysis. Based on our field review, we assigned a visibility rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$0 per point for differences in visibility ratings between the subject and the comparables.

Visibility			
Adjustment	Survey Range		Concluded
Rating	\$0	\$100	\$0

*Access*

Our analysis also included an adjustment for access at each of the comparables as compared to the subject property. Based on our field review, we assigned an access rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$0 per point for differences in access ratings between the subject and the comparables.

Access			
Adjustment	Survey Range		Concluded
Rating	\$0	\$100	\$0

*Neighborhood*

We considered differences in neighborhood at each of the comparables as compared to the subject property in our analysis. Based on our field review and our evaluation of local demographic and crime data (presented earlier in this report), we assigned a neighborhood rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$0 per point for differences in neighborhood ratings between the subject and the comparables.

Neighborhood			
Adjustment	Survey Range		Concluded
Rating	\$0	\$100	\$0

*Area Amenities*

We also accounted for area amenities for each of the comparables as compared to the subject property in our analysis. Based on our field review and our evaluation of local amenity data (presented earlier in this report), we assigned a local amenity rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$0 per point for differences in amenity ratings between the subject and the comparables.

Area Amenities			
Adjustment	Survey Range		Concluded
Rating	\$0	\$100	\$0

*Median Household Income*

Our analysis also included an adjustment for median household income for the area in which each of the comparables is located as compared to the subject property. Statistical extraction resulted in an adjustment of \$0.0000 per dollar of median household income.

Median Household Income			
Adjustment	Survey Range		Concluded
Med HH Inc	\$0.0000	\$0.0100	\$0.0000

*Average Commute*

Our analysis also included an adjustment for average commute for the area in which each of the comparables is located as compared to the subject property. Statistical extraction resulted in an adjustment of \$0.00 per each minute of commute.

Average Commute			
Adjustment	Survey Range		Concluded
Avg Commute	\$0.00	\$20.00	\$0.00

*Public Transportation*

Our analysis also included an adjustment for the existence of public transportation within walking distance of each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$0.00 for public transportation.

Public Transportation			
Adjustment	Survey Range		Concluded
Public Trans	\$0.00	\$200.00	\$0.00

*Personal Crime*

Our analysis also included an adjustment for personal crime rates for the area in which each of the comparables is located as compared to the subject property. Statistical extraction resulted in an adjustment of \$0 per 0.01 percentage points.

Personal Crime			
Adjustment	Survey Range		Concluded
Personal Crime	\$0	\$50,000	\$0

*Condition*

Our analysis also included an adjustment for the condition of each comparable as compared to the subject property. Based on our field review, we assigned a condition rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$35 per point for differences in condition ratings between the subject and the comparables.

Condition			
Adjustment	Survey Range		Concluded
Rating	\$10	\$50	\$35

*Effective Age*

We considered differences in effective age in our analysis. Based on our field review, we estimated the effective age for each of the properties included in this analysis. Our estimates reflected the condition-adjusted age and remaining useful life of each property. Statistical extraction resulted in an adjustment of \$1.00 per year for differences in effective age between the subject and the comparables.

Effective Age			
Adjustment	Survey Range		Concluded
Rating	\$1.00	\$5.00	\$1.00

*Project Amenities*

We considered the presence of various project amenities at the comparables as compared to the subject property. Project amenities include ball fields, BBQ areas, billiards, business/computer centers, car care centers, community centers, elevators, fitness centers, gazebos, hot tubs/Jacuzzis, horseshoe pits, lakes, libraries, movie theatres, picnic areas, playgrounds, pools, saunas, sports courts and walking trails. The survey range and our concluded adjustment for each amenity is summarized below.

Project Amenities			
Adjustment	Survey Range		Concluded
Ball Field	\$2	\$10	\$2
BBQ Area	\$2	\$10	\$2
Billiards	\$2	\$10	\$2
Bus/Comp Ctrs	\$2	\$10	\$2
Car Care Center	\$2	\$10	\$2
Community Center	\$2	\$10	\$2
Elevator	\$10	\$100	\$10
Fitness Center	\$2	\$10	\$2
Gazebo	\$2	\$10	\$2
Hot Tub/Jacuzzi	\$2	\$10	\$2
Horseshoe Pit	\$2	\$10	\$2
Lake	\$2	\$10	\$2
Library	\$2	\$10	\$2
Movie Theatre	\$2	\$10	\$2
Picnic Area	\$2	\$10	\$8
Playground	\$2	\$10	\$10
Pool	\$2	\$10	\$8
Sauna	\$2	\$10	\$2
Sports Court	\$2	\$10	\$2
Walking Trail	\$2	\$10	\$2

*Unit Amenities*

We considered the presence of various unit amenities at the comparables as compared to the subject property. Unit amenities include blinds, ceiling fans, carpeting/upgraded flooring, fireplaces, patios/balconies and storage. The survey range and our concluded adjustment for each amenity is summarized below.

Unit Amenities			
Adjustment	Survey Range		Concluded
Blinds	\$2	\$10	\$2
Ceiling Fans	\$2	\$10	\$6
Carpeting	\$2	\$10	\$2
Fireplace	\$2	\$10	\$2
Patio/Balcony	\$2	\$10	\$2
Storage	\$10	\$50	\$10

*Kitchen Amenities*

We considered the presence of various kitchen amenities at the comparables as compared to the subject property. Kitchen amenities include stoves, refrigerators, disposals, dishwashers and microwaves. The survey range and our concluded adjustment for each amenity is summarized below.

Kitchen Amenities			
Adjustment	Survey Range		Concluded
Stove	\$2	\$10	\$2
Refrigerator	\$2	\$10	\$2
Disposal	\$2	\$10	\$5
Dishwasher	\$2	\$10	\$2
Microwave	\$2	\$10	\$2

### *Parking*

We also adjusted for differing types of parking configurations. We classified parking five ways: (1) Garage, (2) Covered; (3) Assigned, (4) Open and (5) No parking offered. Statistical extraction resulted in an adjustment of \$50 per month for garages; covered parking was valued at \$20; assigned parking was valued at \$10; open parking was valued at \$0; no parking was valued at \$0.

Parking			
Adjustment	Survey Range		Concluded
Garage	\$50	\$200	\$50
Covered	\$20	\$100	\$20
Assigned	\$10	\$50	\$10
Open	\$0	\$0	\$0
None	\$0	\$0	\$0

### *Laundry*

We also evaluated differing types of laundry configurations. We classified laundry amenities three ways: (1) Central Laundry, (2) Washer/Dryer Units; and (3) Washer/Dryer Hookups. Our analysis resulted in an adjustment of \$10 per month for central laundries; washer/dryer units were valued at \$10; washer/dryer hookups were valued at \$5.

Laundry			
Adjustment	Survey Range		Concluded
Central	\$5	\$25	\$10
W/D Units	\$10	\$50	\$10
W/D Hookups	\$5	\$25	\$5

### *Security*

We considered the presence of various security amenities at the comparables as compared to the subject property. Security amenities include call buttons, controlled access, courtesy officers, monitoring, security alarms and security patrols. The survey range and our concluded adjustment for each amenity is summarized below.

Security			
Adjustment	Survey Range		Concluded
Call Buttons	\$2	\$10	\$2
Controlled Access	\$2	\$10	\$2
Courtesy Officer	\$2	\$10	\$2
Monitoring	\$2	\$10	\$2
Security Alarms	\$2	\$10	\$2
Security Patrols	\$2	\$10	\$2



Rent Conclusion, 1BR-1BA-575sf

The development of our rent conclusion for the 1BR-1BA-575sf units is found below.

Our analysis included the evaluation of a total of 23 unit types found at 8 properties. We selected the 23 most comparable units to utilize as rent comparables for purposes of this analysis. A write-up for each of the properties included in this analysis is found in the Appendix.

Our analysis included the adjustments developed in the previous section. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is better, a “plus” adjustment is made. If the subject is inferior, a “minus” adjustment is made. In the table below, we summarize the adjustments and the resulting indicated rent for the top 23 comparables included in this analysis. The units that we consider most comparable are highlighted for the reader's reference.

Rent Conclusion									
Comparable			Unadjusted Rent			Adjusted Rent			
Property-Unit Key	Property Name	Unit Type	Street Rent	Concessions	Net Rent	Gross Adjustments	Net Adjustments	Adjusted Rent	Rank
Sub-02	Birch Island Apartments Phase 1	1BR-1BA-575sf	\$551	\$0	\$551	-	\$0	\$551	-
001-01	Autumn Ridge 1	1BR-1BA-556sf	\$780	\$0	\$780	\$133	-\$75	\$705	1
001-02	Autumn Ridge 1	2BR-1BA-731sf	\$890	\$0	\$890	\$245	-\$203	\$687	6
001-03	Autumn Ridge 1	3BR-1BA-990sf	\$1,075	\$0	\$1,075	\$413	-\$371	\$704	17
040-01	Eagle Harbor Apartments Phase 1	1BR-1BA-850sf	\$916	\$83	\$833	\$230	-\$202	\$631	4
040-02	Eagle Harbor Apartments Phase 1	2BR-2BA-1000sf	\$1,054	\$96	\$958	\$345	-\$317	\$641	11
040-03	Eagle Harbor Apartments Phase 1	3BR-2BA-1250sf	\$1,237	\$113	\$1,124	\$556	-\$446	\$678	21
041-01	Eagle Harbor Apartments Phase 2	1BR-1BA-850sf	\$1,007	\$92	\$915	\$230	-\$202	\$713	4
041-02	Eagle Harbor Apartments Phase 2	2BR-2BA-1000sf	\$1,099	\$100	\$999	\$345	-\$317	\$682	11
041-03	Eagle Harbor Apartments Phase 2	3BR-2BA-1250sf	\$1,191	\$108	\$1,083	\$556	-\$446	\$637	21
066-01	Meadowridge Apartments	1BR-1BA-765sf	\$804	\$21	\$783	\$172	-\$113	\$670	3
066-02	Meadowridge Apartments	1BR-1BA-940sf	\$959	\$21	\$938	\$251	-\$192	\$746	7
066-03	Meadowridge Apartments	2BR-1BA-890sf	\$883	\$21	\$862	\$256	-\$197	\$664	8
066-04	Meadowridge Apartments	2BR-2BA-940sf	\$934	\$21	\$913	\$299	-\$240	\$673	9
066-05	Meadowridge Apartments	3BR-2BA-1090sf	\$974	\$21	\$953	\$464	-\$323	\$630	18
068-01	Morris Creek Landing Apartments	1BR-1BA-650sf	\$810	\$0	\$810	\$146	-\$116	\$694	2
068-02	Morris Creek Landing Apartments	2BR-2BA-898sf	\$980	\$0	\$980	\$325	-\$296	\$684	10
083-01	Patriots Landing Apartments	2BR-1BA-1000sf	\$850	\$0	\$850	\$389	-\$316	\$535	14
083-02	Patriots Landing Apartments	2BR-2BA-1000sf	\$975	\$0	\$975	\$409	-\$336	\$640	16
083-03	Patriots Landing Apartments	3BR-2BA-1250sf	\$1,295	\$0	\$1,295	\$570	-\$496	\$799	23
088-01	Sadler Pond Apartments	2BR-2BA-1000sf	\$975	\$0	\$975	\$392	-\$277	\$698	15
088-02	Sadler Pond Apartments	3BR-2BA-1100sf	\$1,020	\$0	\$1,020	\$511	-\$342	\$678	20
098-01	Suffolk Station Apartments	2BR-2BA-1000sf	\$855	\$0	\$855	\$376	-\$287	\$568	13
098-02	Suffolk Station Apartments	3BR-2BA-1100sf	\$950	\$0	\$950	\$472	-\$383	\$567	19
	Adjusted Rent, Minimum					\$535			
	Adjusted Rent, Maximum					\$799			
	Adjusted Rent, Average					\$666			
	Adjusted Rent, Modified Average					\$666			
	Rent, Concluded					\$705			

Our analysis suggests a rent of \$705 for the 1BR-1BA-575sf units at the subject property.

In our opinion, the 1BR-1BA-556sf units at Autumn Ridge 1 (Property # 001), the 1BR-1BA-650sf units at Morris Creek Landing Apartments (Property # 068), the 1BR-1BA-765sf units at Meadowridge Apartments (Property # 066), the 1BR-1BA-850sf units at Eagle Harbor Apartments Phase 2 (Property # 041), and the 1BR-1BA-940sf units at Meadowridge Apartments

(Property # 066) are the best comparables for the units at the subject property.

Rent Conclusion, As Is

In the table below we derive our "as is" rent conclusion using the "as renovated" rent conclusion developed above:

Rent Conclusion, As Is				
Adjustment	Conc Adj	As Ren	As Is	\$ Adj
Tenant Paid Utilities	0	\$145	\$103	\$42
Square Feet	\$0.45	575	560	-\$7
Condition	\$35	4.00	2.50	-\$53
Effective Age	\$1.00	2009	1990	-\$19
Community Center	\$2	yes	no	-\$2
Ceiling Fans	\$6	yes	no	-\$6
Dishwasher	\$2	yes	no	-\$2
Adjustments				-\$46
Adjusted Rent, Minimum				\$488
Adjusted Rent, Maximum				\$753
Adjusted Rent, Average				\$620
Adjusted Rent, Modified Average				\$620
Rent, Concluded, As Is				\$660

Our analysis suggests an "as is" rent of \$660 for the 1BR-1BA-575sf units at the subject property.

Comparable	Subject	1	2	3	4	5
Property-Unit Key	Sub-02	001-01	041-01	066-01	066-02	068-01
Unit Type	1BR-1BA-575sf	1BR-1BA-556sf	1BR-1BA-850sf	1BR-1BA-765sf	1BR-1BA-940sf	1BR-1BA-650sf
Property Name	Birch Island Apartments Phase 1	Autumn Ridge 1	Eagle Harbor Apartments Phase 2	Meadowridge Apartments	Meadowridge Apartments	Morris Creek Landing Apartments
Address	10322 Penny Lane	114 Nancy Drive	220 Marsh Landing Drive	340 N. College Drive	340 N. College Drive	982 John Rolfe Drive
City	Wakefield	Suffolk	Carrollton	Franklin	Franklin	Smithfield
State	Virginia	Virginia	Virginia	Virginia	Virginia	Virginia
Zip	23888	23434	23314	23851	23851	23430
Latitude	36.97372	36.71214	36.95560	36.67741	36.67741	36.97645
Longitude	-76.97483	-76.58937	-76.53133	-76.94413	-76.94413	-76.60989
Miles to Subject	0.00	26.38	25.14	16.87	16.87	20.67
Year Built	1984	1975	2011	1991	1991	1988
Year Rehab	2019	2016	na	2018	2018	2004
Project Rent	Restricted	Market Rate	Market Rate	Market Rate	Market Rate	Market Rate
Project Type	Family	Family	Family	Family	Family	Family
Project Status	Prop Rehab	Stabilized	Stabilized	Stabilized	Stabilized	Stabilized
Phone	(757) 899-4803	(757) 934-0847	(757) 238-7010	(757) 657-4421	(757) 657-4421	(757) 357-0102
Effective Date	25-Feb-19	01-Feb-19	18-Dec-18	11-Dec-18	11-Dec-18	10-Dec-18
<u>Project Level</u>						
Units	48	128	144	97	97	87
Vacant Units	1	1	2	6	6	0
Vacancy Rate	2%	1%	1%	6%	6%	0%
<u>Unit Type</u>						
Units	3	36	48	8	8	20
Vacant Units	0	0	0	1	1	0
Vacancy Rate	0%	0%	0%	13%	13%	0%
Street Rent	\$551	\$780	\$1,007	\$804	\$959	\$810
Concessions	\$0	\$0	\$92	\$21	\$21	\$0
Net Rent	\$551	\$780	\$915	\$783	\$938	\$810
<u>Adj</u>	<u>Data</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>
Tenant-Paid Utilities	TPU \$145	\$42	-\$103	\$100	-\$45	\$100
Cable	\$0	no	\$0	yes	\$0	no
Internet	\$0	no	\$0	yes	\$0	no
Bedrooms	\$65	1	\$0	1	\$0	1
Bathrooms	\$20	1.00	\$0	1.00	\$0	1.00
Square Feet	\$0.45	575	\$9	850	-\$124	765
Visibility	\$0	3.50	\$0	4.00	\$0	2.75
Access	\$0	4.00	\$0	4.00	\$0	3.00
Neighborhood	\$0	3.00	\$0	2.20	\$0	2.70
Area Amenities	\$0	2.70	\$0	3.30	\$0	4.20
Median HH Income	\$0.0000	\$31,250	\$0	\$15,417	\$0	\$36,902
Average Commute	\$0	24.41	\$0	27.61	\$0	30.14
Public Transportation	\$0	na	\$0	na	\$0	na
Personal Crime	\$0	3.4%	\$0	13.2%	\$0	6.3%
Condition	\$35	4.00	\$9	3.75	\$0	3.50
Effective Age	\$1.00	2009	-\$1	2010	\$4	2005
Ball Field	\$2	no	\$0	no	\$0	no
BBQ Area	\$2	no	\$0	no	\$0	no
Billiards	\$2	no	\$0	no	\$0	no
Bus/Comp Center	\$2	no	\$0	no	\$0	no
Car Care Center	\$2	no	\$0	no	\$0	no
Community Center	\$2	yes	\$2	no	\$0	no
Elevator	\$10	no	\$0	no	\$0	no
Fitness Center	\$2	no	\$0	no	\$0	no
Gazebo	\$2	no	\$0	no	\$0	no
Hot Tub/Jacuzzi	\$2	no	\$0	no	\$0	no
Horseshoe Pit	\$2	no	\$0	no	\$0	no
Lake	\$2	no	\$0	no	\$0	no
Library	\$2	no	\$0	no	\$0	no
Movie Theatre	\$2	no	\$0	no	\$0	no
Picnic Area	\$8	no	\$0	no	\$0	no
Playground	\$10	yes	\$0	yes	\$0	yes
Pool	\$8	no	\$0	no	\$0	no
Sauna	\$2	no	\$0	no	\$0	no
Sports Court	\$2	no	\$0	no	\$0	no
Walking Trail	\$2	no	\$0	no	\$0	no
Blinds	\$2	yes	\$0	yes	\$0	yes
Ceiling Fans	\$6	yes	\$6	no	\$0	no
Carpeting	\$2	yes	\$2	no	\$0	yes
Fireplace	\$2	no	\$0	no	\$0	no
Patio/Balcony	\$2	no	\$0	no	\$0	no
Storage	\$10	no	\$0	no	\$0	no
Stove	\$2	yes	\$0	yes	\$0	yes
Refrigerator	\$2	yes	\$0	yes	\$0	yes
Disposal	\$5	no	\$0	no	\$0	no
Dishwasher	\$2	yes	\$2	no	\$0	yes
Microwave	\$2	no	\$0	no	\$0	no
Garage	\$50	no	\$0	no	\$0	no
Covered	\$20	no	\$0	no	\$0	no
Assigned	\$10	no	\$0	no	\$0	no
Open	\$0	yes	\$0	yes	\$0	yes
None	\$0	no	\$0	no	\$0	no
Central	\$10	yes	\$0	yes	\$10	yes
W/D Units	\$10	no	\$0	no	\$0	no
W/D Hookups	\$5	no	\$0	no	\$0	no
Call Buttons	\$2	some	\$0	no	\$0	no
Controlled Access	\$2	no	\$0	no	\$0	no
Courtesy Officer	\$2	no	\$0	no	\$0	no
Monitoring	\$2	no	\$0	yes	-\$2	no
Security Alarms	\$2	no	\$0	yes	-\$2	no
Security Patrols	\$2	no	\$0	no	\$0	no
Indicated Rent	\$705	\$705	\$713	\$670	\$746	\$694

Rent Conclusion, 2BR-1BA-749sf

The development of our rent conclusion for the 2BR-1BA-749sf units is found below.

Our analysis included the evaluation of a total of 23 unit types found at 8 properties. We selected the 23 most comparable units to utilize as rent comparables for purposes of this analysis. A write-up for each of the properties included in this analysis is found in the Appendix.

Our analysis included the adjustments developed in the previous section. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is better, a “plus” adjustment is made. If the subject is inferior, a “minus” adjustment is made. In the table below, we summarize the adjustments and the resulting indicated rent for the top 23 comparables included in this analysis. The units that we consider most comparable are highlighted for the reader's reference.

Rent Conclusion									
Comparable			Unadjusted Rent			Adjusted Rent			
Property-Unit Key	Property Name	Unit Type	Street Rent	Concessions	Net Rent	Gross Adjustments	Net Adjustments	Adjusted Rent	Rank
Sub-10	Birch Island Apartments Phase 1	2BR-1BA-749sf	\$614	\$0	\$614	-	\$0	\$614	-
001-01	Autumn Ridge 1	1BR-1BA-556sf	\$780	\$0	\$780	\$298	\$48	\$828	17
001-02	Autumn Ridge 1	2BR-1BA-731sf	\$890	\$0	\$890	\$139	-\$81	\$809	2
001-03	Autumn Ridge 1	3BR-1BA-990sf	\$1,075	\$0	\$1,075	\$290	-\$249	\$826	16
040-01	Eagle Harbor Apartments Phase 1	1BR-1BA-850sf	\$916	\$83	\$833	\$237	-\$79	\$754	8
040-02	Eagle Harbor Apartments Phase 1	2BR-2BA-1000sf	\$1,054	\$96	\$958	\$223	-\$195	\$763	6
040-03	Eagle Harbor Apartments Phase 1	3BR-2BA-1250sf	\$1,237	\$113	\$1,124	\$391	-\$323	\$801	21
041-01	Eagle Harbor Apartments Phase 2	1BR-1BA-850sf	\$1,007	\$92	\$915	\$237	-\$79	\$836	8
041-02	Eagle Harbor Apartments Phase 2	2BR-2BA-1000sf	\$1,099	\$100	\$999	\$223	-\$195	\$804	6
041-03	Eagle Harbor Apartments Phase 2	3BR-2BA-1250sf	\$1,191	\$108	\$1,083	\$391	-\$323	\$760	21
066-01	Meadowridge Apartments	1BR-1BA-765sf	\$804	\$21	\$783	\$180	\$9	\$792	4
066-02	Meadowridge Apartments	1BR-1BA-940sf	\$959	\$21	\$938	\$258	-\$69	\$869	12
066-03	Meadowridge Apartments	2BR-1BA-890sf	\$883	\$21	\$862	\$134	-\$75	\$787	1
066-04	Meadowridge Apartments	2BR-2BA-940sf	\$934	\$21	\$913	\$176	-\$117	\$795	3
066-05	Meadowridge Apartments	3BR-2BA-1090sf	\$974	\$21	\$953	\$300	-\$201	\$752	18
068-01	Morris Creek Landing Apartments	1BR-1BA-650sf	\$810	\$0	\$810	\$242	\$6	\$816	10
068-02	Morris Creek Landing Apartments	2BR-2BA-898sf	\$980	\$0	\$980	\$203	-\$173	\$807	5
083-01	Patriots Landing Apartments	2BR-1BA-1000sf	\$850	\$0	\$850	\$267	-\$193	\$657	13
083-02	Patriots Landing Apartments	2BR-2BA-1000sf	\$975	\$0	\$975	\$287	-\$213	\$762	15
083-03	Patriots Landing Apartments	3BR-2BA-1250sf	\$1,295	\$0	\$1,295	\$447	-\$374	\$921	23
088-01	Sadler Pond Apartments	2BR-2BA-1000sf	\$975	\$0	\$975	\$269	-\$155	\$820	14
088-02	Sadler Pond Apartments	3BR-2BA-1100sf	\$1,020	\$0	\$1,020	\$346	-\$220	\$800	19
098-01	Suffolk Station Apartments	2BR-2BA-1000sf	\$855	\$0	\$855	\$253	-\$165	\$690	11
098-02	Suffolk Station Apartments	3BR-2BA-1100sf	\$950	\$0	\$950	\$349	-\$261	\$689	20
	Adjusted Rent, Minimum					\$657			
	Adjusted Rent, Maximum					\$921			
	Adjusted Rent, Average					\$789			
	Adjusted Rent, Modified Average					\$789			
	Rent, Concluded					\$780			

Our analysis suggests a rent of \$780 for the 2BR-1BA-749sf units at the subject property.

In our opinion, the 2BR-1BA-890sf units at Meadowridge Apartments (Property # 066), the 2BR-1BA-731sf units at Autumn Ridge 1 (Property # 001), the 2BR-2BA-898sf units at Morris Creek Landing Apartments (Property # 068), the 2BR-2BA-1000sf units at Eagle Harbor Apartments Phase 2 (Property # 041), and the 2BR-2BA-1000sf units at Suffolk Station

Apartments (Property # 098) are the best comparables for the units at the subject property.

Rent Conclusion, As Is

In the table below we derive our "as is" rent conclusion using the "as renovated" rent conclusion developed above:

Rent Conclusion, As Is				
Adjustment	Conc Adj	As Ren	As Is	\$ Adj
Tenant Paid Utilities	0	\$166	\$118	\$48
Square Feet	\$0.45	749	734	-\$7
Condition	\$35	4.00	2.50	-\$53
Effective Age	\$1.00	2009	1990	-\$19
Community Center	\$2	yes	no	-\$2
Ceiling Fans	\$6	yes	no	-\$6
Dishwasher	\$2	yes	no	-\$2
Adjustments				-\$40
Adjusted Rent, Minimum				\$616
Adjusted Rent, Maximum				\$881
Adjusted Rent, Average				\$748
Adjusted Rent, Modified Average				\$748
Rent, Concluded, As Is				\$740

Our analysis suggests an "as is" rent of \$740 for the 2BR-1BA-749sf units at the subject property.

Comparable	Subject	1	2	3	4	5					
Property-Unit Key	Sub-10	001-02	041-02	066-03	068-02	098-01					
Unit Type	2BR-1BA-749sf	2BR-1BA-731sf	2BR-2BA-1000sf	2BR-1BA-890sf	2BR-2BA-898sf	2BR-2BA-1000sf					
Property Name	Birch Island Apartments Phase 1	Autumn Ridge 1	Eagle Harbor Apartments Phase 2	Meadowridge Apartments	Morris Creek Landing Apartments	Suffolk Station Apartments					
Address	10322 Penny Lane	114 Nancy Drive	220 Marsh Landing Drive	340 N. College Drive	982 John Rolfe Drive	100 Forest Oak Lane					
City	Wakefield	Suffolk	Carrollton	Franklin	Smithfield	Suffolk					
State	Virginia	Virginia	Virginia	Virginia	Virginia	Virginia					
Zip	23888	23434	23314	23851	23430	23434					
Latitude	36.97372	36.71214	36.95560	36.67741	36.97645	36.71848					
Longitude	-76.97483	-76.58937	-76.53133	-76.94413	-76.60989	-76.58779					
Miles to Subject	0.00	26.38	25.14	16.87	20.67	26.26					
Year Built	1984	1975	2011	1991	1988	1987					
Year Rehab	2019	2016	na	2018	2004	2015					
Project Rent	Restricted	Market Rate	Market Rate	Market Rate	Market Rate	Market Rate					
Project Type	Family	Family	Family	Family	Family	Family					
Project Status	Prop Rehab	Stabilized	Stabilized	Stabilized	Stabilized	Stabilized					
Phone	(757) 899-4803	(757) 934-0847	(757) 238-7010	(757) 657-4421	(757) 357-0102	(757) 934-3444					
Effective Date	25-Feb-19	01-Feb-19	18-Dec-18	11-Dec-18	10-Dec-18	01-Feb-19					
<u>Project Level</u>											
Units	48	128	144	97	87	111					
Vacant Units	1	1	2	6	0	4					
Vacancy Rate	2%	1%	1%	6%	0%	4%					
<u>Unit Type</u>											
Units	2	68	72	21	67	79					
Vacant Units	0	0	1	1	0	4					
Vacancy Rate	0%	0%	1%	5%	0%	5%					
Street Rent	\$614	\$890	\$1,099	\$883	\$980	\$855					
Concessions	\$0	\$0	\$100	\$21	\$0	\$0					
Net Rent	\$614	\$890	\$999	\$862	\$980	\$855					
<u>Adj</u>	<u>Data</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>				
Tenant-Paid Utilities	TPU \$166	\$57	-\$109	\$137	-\$29	\$137	-\$29	\$86	-\$80	\$110	-\$56
Cable	\$0	no	\$0	yes	\$0	no	\$0	no	\$0	no	\$0
Internet	\$0	no	\$0	yes	\$0	no	\$0	no	\$0	no	\$0
Bedrooms	\$65	2	\$0	2	\$0	2	\$0	2	\$0	2	\$0
Bathrooms	\$20	1.00	\$0	2.00	-\$20	1.00	\$0	2.00	-\$20	2.00	-\$20
Square Feet	\$0.45	749	\$8	1000	-\$113	890	-\$63	898	-\$67	1000	-\$113
Visibility	\$0	3.50	\$0	4.00	\$0	2.75	\$0	2.75	\$0	3.25	\$0
Access	\$0	4.00	\$0	4.00	\$0	3.00	\$0	3.00	\$0	3.50	\$0
Neighborhood	\$0	3.00	\$0	2.20	\$0	4.50	\$0	2.70	\$0	3.90	\$0
Area Amenities	\$0	2.70	\$0	3.30	\$0	2.50	\$0	4.20	\$0	3.80	\$0
Median HH Income	\$0.0000	\$31,250	\$0	\$15,417	\$0	\$68,682	\$0	\$36,902	\$0	\$89,625	\$0
Average Commute	\$0	24.41	\$0	27.61	\$0	28.85	\$0	30.14	\$0	33.37	\$0
Public Transportation	\$0	na	\$0	na	\$0	na	\$0	na	\$0	na	\$0
Personal Crime	\$0	3.4%	\$0	13.2%	\$0	1.0%	\$0	6.3%	\$0	4.7%	\$0
Condition	\$35	4.00	\$9	3.75	\$0	4.00	\$0	3.50	\$18	3.75	\$9
Effective Age	\$1.00	2009	-\$1	2010	\$4	2005	\$4	2005	\$4	2005	-\$1
Ball Field	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
BBQ Area	\$2	no	\$0	no	\$0	yes	-\$2	no	\$0	no	\$0
Billiards	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Bus/Comp Center	\$2	no	\$0	no	\$0	yes	-\$2	no	\$0	no	\$0
Car Care Center	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Community Center	\$2	yes	\$2	no	\$2	yes	\$0	no	\$2	no	\$2
Elevator	\$10	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Fitness Center	\$2	no	\$0	no	\$0	yes	-\$2	no	\$0	no	\$0
Gazebo	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Hot Tub/Jacuzzi	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Horseshoe Pit	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Lake	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Library	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Movie Theatre	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Picnic Area	\$8	no	\$0	no	\$0	yes	-\$8	no	\$0	yes	-\$8
Playground	\$10	yes	\$0	yes	\$0	yes	\$0	yes	\$0	no	\$10
Pool	\$8	no	\$0	no	\$0	yes	-\$8	no	\$0	yes	-\$8
Sauna	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Sports Court	\$2	no	\$0	no	\$0	yes	-\$2	no	\$0	no	\$0
Walking Trail	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Blinds	\$2	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Ceiling Fans	\$6	yes	\$6	no	\$0	yes	\$0	no	\$6	yes	\$0
Carpeting	\$2	yes	\$2	no	\$2	yes	\$0	yes	\$0	yes	\$0
Fireplace	\$2	no	\$0	no	\$0	some	\$0	no	\$0	no	\$0
Patio/Balcony	\$2	no	\$0	no	\$0	yes	-\$2	yes	-\$2	some	\$0
Storage	\$10	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Stove	\$2	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Refrigerator	\$2	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Disposal	\$5	no	\$0	no	\$0	yes	-\$5	no	\$0	yes	-\$5
Dishwasher	\$2	yes	\$2	no	\$2	yes	\$0	yes	\$0	yes	\$0
Microwave	\$2	no	\$0	no	\$0	yes	-\$2	no	\$0	no	\$0
Garage	\$50	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Covered	\$20	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Assigned	\$10	no	\$0	no	\$0	no	\$0	yes	-\$10	no	\$0
Open	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
None	\$0	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Central	\$10	yes	\$0	yes	\$0	no	\$10	yes	\$0	yes	\$0
W/D Units	\$10	no	\$0	no	\$0	yes	-\$10	no	\$0	no	\$0
W/D Hookups	\$5	no	\$0	no	\$0	no	\$0	some	\$0	no	\$0
Call Buttons	\$2	some	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Controlled Access	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Courtesy Officer	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Monitoring	\$2	no	\$0	no	\$0	yes	-\$2	no	\$0	no	\$0
Security Alarms	\$2	no	\$0	no	\$0	yes	-\$2	no	\$0	no	\$0
Security Patrols	\$2	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
<b>Indicated Rent</b>	<b>\$780</b>	<b>\$809</b>	<b>\$804</b>	<b>\$787</b>	<b>\$807</b>	<b>\$690</b>					

Rent Conclusion, 3BR-1BA-1009sf

The development of our rent conclusion for the 3BR-1BA-1009sf units is found below.

Our analysis included the evaluation of a total of 23 unit types found at 8 properties. We selected the 23 most comparable units to utilize as rent comparables for purposes of this analysis. A write-up for each of the properties included in this analysis is found in the Appendix.

Our analysis included the adjustments developed in the previous section. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is better, a “plus” adjustment is made. If the subject is inferior, a “minus” adjustment is made. In the table below, we summarize the adjustments and the resulting indicated rent for the top 23 comparables included in this analysis. The units that we consider most comparable are highlighted for the reader's reference.

Rent Conclusion									
Comparable			Unadjusted Rent			Adjusted Rent			
Property-Unit Key	Property Name	Unit Type	Street Rent	Concessions	Net Rent	Gross Adjustments	Net Adjustments	Adjusted Rent	Rank
Sub-15	Birch Island Apartments Phase 1	3BR-1BA-1009sf	\$704	\$0	\$704	-	\$0	\$704	-
001-01	Autumn Ridge 1	1BR-1BA-556sf	\$780	\$0	\$780	\$503	\$207	\$987	23
001-02	Autumn Ridge 1	2BR-1BA-731sf	\$890	\$0	\$890	\$344	\$78	\$968	18
001-03	Autumn Ridge 1	3BR-1BA-990sf	\$1,075	\$0	\$1,075	\$148	-\$90	\$985	2
040-01	Eagle Harbor Apartments Phase 1	1BR-1BA-850sf	\$916	\$83	\$833	\$352	\$80	\$913	19
040-02	Eagle Harbor Apartments Phase 1	2BR-2BA-1000sf	\$1,054	\$96	\$958	\$202	-\$36	\$922	7
040-03	Eagle Harbor Apartments Phase 1	3BR-2BA-1250sf	\$1,237	\$113	\$1,124	\$192	-\$164	\$960	5
041-01	Eagle Harbor Apartments Phase 2	1BR-1BA-850sf	\$1,007	\$92	\$915	\$352	\$80	\$995	19
041-02	Eagle Harbor Apartments Phase 2	2BR-2BA-1000sf	\$1,099	\$100	\$999	\$202	-\$36	\$963	7
041-03	Eagle Harbor Apartments Phase 2	3BR-2BA-1250sf	\$1,191	\$108	\$1,083	\$192	-\$164	\$919	5
066-01	Meadowridge Apartments	1BR-1BA-765sf	\$804	\$21	\$783	\$370	\$168	\$951	21
066-02	Meadowridge Apartments	1BR-1BA-940sf	\$959	\$21	\$938	\$292	\$90	\$1,028	17
066-03	Meadowridge Apartments	2BR-1BA-890sf	\$883	\$21	\$862	\$212	\$84	\$946	10
066-04	Meadowridge Apartments	2BR-2BA-940sf	\$934	\$21	\$913	\$210	\$42	\$954	9
066-05	Meadowridge Apartments	3BR-2BA-1090sf	\$974	\$21	\$953	\$101	-\$42	\$911	1
068-01	Morris Creek Landing Apartments	1BR-1BA-650sf	\$810	\$0	\$810	\$447	\$165	\$975	22
068-02	Morris Creek Landing Apartments	2BR-2BA-898sf	\$980	\$0	\$980	\$274	-\$14	\$966	15
083-01	Patriots Landing Apartments	2BR-1BA-1000sf	\$850	\$0	\$850	\$246	-\$34	\$816	12
083-02	Patriots Landing Apartments	2BR-2BA-1000sf	\$975	\$0	\$975	\$266	-\$54	\$921	14
083-03	Patriots Landing Apartments	3BR-2BA-1250sf	\$1,295	\$0	\$1,295	\$288	-\$215	\$1,080	16
088-01	Sadler Pond Apartments	2BR-2BA-1000sf	\$975	\$0	\$975	\$248	\$4	\$979	13
088-02	Sadler Pond Apartments	3BR-2BA-1100sf	\$1,020	\$0	\$1,020	\$175	-\$61	\$959	3
098-01	Suffolk Station Apartments	2BR-2BA-1000sf	\$855	\$0	\$855	\$232	-\$6	\$849	11
098-02	Suffolk Station Apartments	3BR-2BA-1100sf	\$950	\$0	\$950	\$190	-\$102	\$848	4

Adjusted Rent, Minimum	\$816
Adjusted Rent, Maximum	\$1,080
Adjusted Rent, Average	\$948
Adjusted Rent, Modified Average	\$948
Rent, Concluded	\$935

Our analysis suggests a rent of \$935 for the 3BR-1BA-1009sf units at the subject property.

In our opinion, the 3BR-2BA-1090sf units at Meadowridge Apartments (Property # 066), the 3BR-1BA-990sf units at Autumn Ridge 1 (Property # 001), the 3BR-2BA-1100sf units at Sadler Pond Apartments (Property # 088), the 3BR-2BA-1100sf units at Suffolk Station Apartments (Property # 098), and the 3BR-2BA-1250sf units at Eagle Harbor Apartments Phase 1 (Property



# 040) are the best comparables for the units at the subject property.

Rent Conclusion, As Is

In the table below we derive our "as is" rent conclusion using the "as renovated" rent conclusion developed above:

Rent Conclusion, As Is				
Adjustment	Conc Adj	As Ren	As Is	\$ Adj
Tenant Paid Utilities	0	\$189	\$135	\$54
Condition	\$35	4.00	2.50	-\$53
Effective Age	\$1.00	2009	1990	-\$19
Community Center	\$2	yes	no	-\$2
Ceiling Fans	\$6	yes	no	-\$6
Dishwasher	\$2	yes	no	-\$2
Adjustments				-\$28
Adjusted Rent, Minimum				\$788
Adjusted Rent, Maximum				\$1,053
Adjusted Rent, Average				\$920
Adjusted Rent, Modified Average				\$920
Rent, Concluded, As Is				\$910

Our analysis suggests an "as is" rent of \$910 for the 3BR-1BA-1009sf units at the subject property.

Comparable	Subject	1		2		3		4		5		
Property-Unit Key	Sub-15	001-03		040-03		066-05		088-02		098-02		
Unit Type	3BR-1BA-1009sf	3BR-1BA-990sf		3BR-2BA-1250sf		3BR-2BA-1090sf		3BR-2BA-1100sf		3BR-2BA-1100sf		
Property Name	Birch Island Apartments Phase 1	Autumn Ridge 1		Eagle Harbor Apartments Phase 1		Meadowridge Apartments		Sadler Pond Apartments		Suffolk Station Apartments		
Address	10322 Penny Lane	114 Nancy Drive		220 Marsh Landing Drive		340 N. College Drive		2500 Sandy Spring Lane		100 Forest Oak Lane		
City	Wakefield	Suffolk		Carrollton		Franklin		Suffolk		Suffolk		
State	Virginia	Virginia		Virginia		Virginia		Virginia		Virginia		
Zip	23888	23434		23314		23851		23434		23434		
Latitude	36.97372	36.71214		36.95560		36.67741		36.76686		36.71848		
Longitude	-76.97483	-76.58937		-76.53133		-76.94413		-76.59934		-76.58779		
Miles to Subject	0.00	26.38		25.14		16.87		24.28		26.26		
Year Built	1984	1975		2005		1991		1989		1987		
Year Rehab	2019	2016		na		2018		2015		2015		
Project Rent	Restricted	Market Rate		Market Rate		Market Rate		Market Rate		Market Rate		
Project Type	Family	Family		Family		Family		Family		Family		
Project Status	Prop Rehab	Stabilized		Stabilized		Stabilized		Stabilized		Stabilized		
Phone	(757) 899-4803	(757) 934-0847		(757) 238-7010		(757) 657-4421		(757) 934-0738		(757) 934-3444		
Effective Date	25-Feb-19	01-Feb-19		18-Dec-18		11-Dec-18		21-Dec-18		01-Feb-19		
<u>Project Level</u>												
Units	48	128		240		97		109		111		
Vacant Units	1	1		3		6		1		4		
Vacancy Rate	2%	1%		1%		6%		1%		4%		
<u>Unit Type</u>												
Units	4	24		24		28		25		32		
Vacant Units	0	1		1		1		0		0		
Vacancy Rate	0%	4%		4%		4%		0%		0%		
Street Rent	\$704	\$1,075		\$1,237		\$974		\$1,020		\$950		
Concessions	\$0	\$0		\$113		\$21		\$0		\$0		
Net Rent	\$704	\$1,075		\$1,124		\$953		\$1,020		\$950		
<u>Adj</u>	<u>Data</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	
Tenant-Paid Utilities	TPU	\$189	\$71	-\$118	\$186	-\$3	\$186	-\$3	\$172	-\$17	\$124	-\$65
Cable	\$0	no	no	\$0	yes	\$0	no	\$0	no	\$0	no	\$0
Internet	\$0	no	no	\$0	yes	\$0	no	\$0	no	\$0	no	\$0
Bedrooms	\$65	3	3	\$0	3	\$0	3	\$0	3	\$0	3	\$0
Bathrooms	\$20	1.00	1.00	\$0	2.00	-\$20	2.00	-\$20	2.00	-\$20	2.00	-\$20
Square Feet	\$0.45	1009	990	\$9	1250	-\$108	1090	-\$36	1100	-\$41	1100	-\$41
Visibility	\$0	3.50	2.25	\$0	4.00	\$0	2.75	\$0	2.25	\$0	3.25	\$0
Access	\$0	4.00	2.25	\$0	4.00	\$0	3.00	\$0	2.25	\$0	3.50	\$0
Neighborhood	\$0	3.00	2.20	\$0	4.50	\$0	2.70	\$0	3.30	\$0	2.80	\$0
Area Amenities	\$0	2.70	3.30	\$0	2.50	\$0	4.20	\$0	3.90	\$0	4.50	\$0
Median HH Income	\$0.0000	\$31,250	\$15,417	\$0	\$68,682	\$0	\$36,902	\$0	\$36,603	\$0	\$29,483	\$0
Average Commute	\$0	24.41	27.61	\$0	28.85	\$0	30.14	\$0	31.17	\$0	25.96	\$0
Public Transportation	\$0	na	na	\$0	na	\$0	na	\$0	na	\$0	na	\$0
Personal Crime	\$0	3.4%	13.2%	\$0	1.0%	\$0	6.3%	\$0	4.5%	\$0	2.7%	\$0
Condition	\$35	4.00	3.75	\$9	4.00	\$0	3.50	\$18	3.25	\$26	3.25	\$26
Effective Age	\$1.00	2009	2010	-\$1	2005	\$4	2005	\$4	2000	\$9	2010	-\$1
Ball Field	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
BBQ Area	\$2	no	no	\$0	yes	-\$2	no	\$0	no	\$0	no	\$0
Billiards	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Bus/Comp Center	\$2	no	no	\$0	yes	-\$2	no	\$0	no	\$0	no	\$0
Car Care Center	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Community Center	\$2	yes	no	\$2	yes	\$0	no	\$2	no	\$2	no	\$2
Elevator	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Fitness Center	\$2	no	no	\$0	yes	-\$2	no	\$0	no	\$0	no	\$0
Gazebo	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Hot Tub/Jacuzzi	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Horseshoe Pit	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Lake	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Library	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Movie Theatre	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Picnic Area	\$8	no	no	\$0	yes	-\$8	no	\$0	yes	-\$8	no	\$0
Playground	\$10	yes	yes	\$0	yes	\$0	yes	\$0	no	\$10	no	\$10
Pool	\$8	no	no	\$0	yes	-\$8	no	\$0	yes	-\$8	no	\$0
Sauna	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Sports Court	\$2	no	no	\$0	yes	-\$2	no	\$0	yes	-\$2	no	\$0
Walking Trail	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Blinds	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Ceiling Fans	\$6	yes	no	\$6	yes	\$0	no	\$6	yes	\$0	no	\$6
Carpeting	\$2	yes	no	\$2	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Fireplace	\$2	no	no	\$0	some	\$0	no	\$0	no	\$0	no	\$0
Patio/Balcony	\$2	no	no	\$0	yes	-\$2	yes	-\$2	yes	-\$2	yes	-\$2
Storage	\$10	no	no	\$0	no	\$0	no	\$0	yes	-\$10	yes	-\$10
Stove	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Refrigerator	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Disposal	\$5	no	no	\$0	yes	-\$5	no	\$0	yes	-\$5	no	\$0
Dishwasher	\$2	yes	no	\$2	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Microwave	\$2	no	no	\$0	yes	-\$2	no	\$0	no	\$0	yes	-\$2
Garage	\$50	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Covered	\$20	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Assigned	\$10	no	no	\$0	no	\$0	yes	-\$10	no	\$0	no	\$0
Open	\$0	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
None	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Central	\$10	yes	yes	\$0	no	\$10	yes	\$0	no	\$10	yes	\$0
W/D Units	\$10	no	no	\$0	yes	-\$10	no	\$0	no	\$0	no	\$0
W/D Hookups	\$5	no	no	\$0	no	\$0	some	\$0	yes	-\$5	yes	-\$5
Call Buttons	\$2	some	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Controlled Access	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Courtesy Officer	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Monitoring	\$2	no	no	\$0	yes	-\$2	no	\$0	no	\$0	no	\$0
Security Alarms	\$2	no	no	\$0	yes	-\$2	no	\$0	no	\$0	no	\$0
Security Patrols	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
<b>Indicated Rent</b>	<b>\$935</b>	<b>\$985</b>		<b>\$960</b>		<b>\$911</b>		<b>\$959</b>		<b>\$848</b>		

**Unrestricted Market Rent Conclusion**

Based on our evaluation of the rents at the select comparable properties, and considering the location, quality and amenities of the subject property, we conclude the following market rents for the subject property units, assuming that the subject were an unrestricted property:

Unrestricted Market Rent Conclusion						
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Market	Proposed	Advantage
1BR-1BA-575sf / 40% of AMI / 40% of AMI	No	Yes	1	\$705	\$551	21.8%
1BR-1BA-575sf / 50% of AMI / 50% of AMI	No	Yes	3	\$705	\$551	21.8%
1BR-1BA-545sf / 60% of AMI / 60% of AMI	No	Yes	2	\$705	\$551	21.8%
1BR-1BA-545sf / 70% of AMI / 70% of AMI	No	Yes	1	\$705	\$551	21.8%
1BR-1BA-545sf / 80% of AMI / 80% of AMI	No	No	1	\$705	\$551	21.8%
2BR-1BA-749sf / 40% of AMI / 40% of AMI	No	Yes	2	\$780	\$614	21.3%
2BR-1BA-718sf / 50% of AMI / 50% of AMI	No	Yes	10	\$780	\$614	21.3%
2BR-1BA-749sf / 60% of AMI / 60% of AMI	No	Yes	8	\$780	\$614	21.3%
2BR-1BA-718sf / 70% of AMI / 70% of AMI	No	Yes	2	\$780	\$614	21.3%
2BR-1BA-749sf / 80% of AMI / 80% of AMI	No	No	2	\$780	\$614	21.3%
3BR-1BA-960sf / 40% of AMI / 40% of AMI	No	Yes	2	\$935	\$704	24.7%
3BR-1BA-893sf / 50% of AMI / 50% of AMI	No	Yes	3	\$935	\$704	24.7%
3BR-1BA-923sf / 50% of AMI / 50% of AMI	No	Yes	3	\$935	\$704	24.7%
3BR-1BA-960sf / 60% of AMI / 60% of AMI	No	No	2	\$935	\$704	24.7%
3BR-1BA-1009sf / 60% of AMI / 60% of AMI	No	Yes	4	\$935	\$704	24.7%
3BR-1BA-928sf / 70% of AMI / 70% of AMI	No	Yes	1	\$935	\$704	24.7%
3BR-1BA-958sf / 80% of AMI / 80% of AMI	No	No	1	\$935	\$704	24.7%
Total / Average			48	\$819	\$634	22.7%

Our analysis suggests an average unrestricted market rent of \$819 for the subject property. This is compared with an average proposed rent of \$634, yielding an unrestricted market rent advantage of 22.7 percent. Overall, the subject property appears to be priced at or below unrestricted market rents for the area.

We selected a total of 8 properties as comparables for purposes of our analysis. The average occupancy at the select rent comparables currently stands at 98 percent.

Occupancy rates for the selected rent comparables are broken out below:

Occupancy Rate, Select Comparables								
	Subsidized	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI	Market
0-Bedroom								
1-Bedroom								98%
2-Bedroom								98%
3-Bedroom								
4-Bedroom								
Total								98%

Occupancy rates for all stabilized market area properties are broken out below:

Occupancy Rate, Stabilized Properties								
	Subsidized	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI	Market
0-Bedroom								
1-Bedroom	98%			89%	100%			
2-Bedroom	92%			92%	86%			
3-Bedroom	88%			100%	100%			
4-Bedroom								
Total	93%			91%	92%			

HUD conducts an annual rent survey to derive Fair Market Rent estimates for an area. Based on this, 2-bedroom rents for the area grew from \$930 to \$1042 since 2010. This represents an average 1.5% annual increase over this period.

Fair market rent data for the area is found below:

HUD Fair Market Rents						
Year	Rent			Change		
	1BR	2BR	3BR	1BR	2BR	3BR
2006	\$678	\$757	\$1,010	-	-	-
2007	\$705	\$788	\$1,051	4.0%	4.1%	4.1%
2008	\$779	\$870	\$1,161	10.5%	10.4%	10.5%
2009	\$828	\$925	\$1,234	6.3%	6.3%	6.3%
2010	\$832	\$930	\$1,241	0.5%	0.5%	0.6%
2011	\$857	\$958	\$1,278	3.0%	3.0%	3.0%
2012	\$786	\$878	\$1,171	-8.3%	-8.4%	-8.4%
2013	\$826	\$979	\$1,287	5.1%	11.5%	9.9%
2014	\$830	\$984	\$1,294	0.5%	0.5%	0.5%
2015	\$838	\$993	\$1,306	1.0%	0.9%	0.9%
2016	\$835	\$966	\$1,276	-0.4%	-2.7%	-2.3%
2017	\$871	\$1,005	\$1,332	4.3%	4.0%	4.4%
2018	\$907	\$1,042	\$1,386	4.1%	3.7%	4.1%

Source: HUD

#### Unrestricted Market Rent Conclusion, As Is

In the table found below we summarize the market rents for the subject property units on an "as is" basis, assuming that the subject were an unrestricted property:

Unrestricted Market Rent Conclusion, As Is						
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Market	Proposed	Advantage
1BR-1BA-560sf / 50% of AMI / 50% of AMI	No	Yes	10	\$660	\$556	15.8%
1BR-1BA-560sf / 50% of AMI / 50% of AMI	No	No	4	\$660	\$556	15.8%
1BR-1BA-560sf / 60% of AMI / 60% of AMI	No	Yes	2	\$660	\$556	15.8%
2BR-1BA-733.5sf / 50% of AMI / 50% of AMI	No	Yes	14	\$740	\$619	16.4%
2BR-1BA-733.5sf / 50% of AMI / 50% of AMI	No	No	7	\$740	\$619	16.4%
2BR-1BA-733.5sf / 60% of AMI / 60% of AMI	No	No	3	\$740	\$714	3.5%
3BR-1BA-960sf / 50% of AMI / 50% of AMI	No	Yes	4	\$910	\$709	22.1%
3BR-1BA-1009sf / 50% of AMI / 50% of AMI	No	Yes	2	\$910	\$709	22.1%
3BR-1BA-1009sf / 50% of AMI / 50% of AMI	No	No	1	\$910	\$709	22.1%
3BR-1BA-1009sf / 60% of AMI / 60% of AMI	No	No	1	\$910	\$709	22.1%
Total / Average			48	\$742	\$619	16.5%

## **Restricted Rent Analysis**

In this section we develop a restricted market rent conclusion and an achievable rent conclusion for the subject property units. Our analysis began by selecting comparable rentals to use to develop estimates of market rents for the units at the subject property, assuming that the subject was a restricted property. Our selection of comparables was based on location, age, condition, unit mix and amenities of the comparable properties relative to the subject property.

### Rental Property Inventory, by Unit Type

In the following pages we present an inventory of properties included in this analysis. Rents for these properties, broken out by unit type, were used in selecting the rent comparables used in this analysis.

The properties that we consider to be comparable to the subject property are highlighted in the tables found in the following pages. We attempted to select stabilized restricted rent properties as comparables for purposes of our rent comparability analysis.

Comparables with market rents are used when a sufficient number of restricted rent comparables are not available and when maximum allowable rents for properties with restricted rents exceed prevailing rents in the area. In the event that program rental rates exceed market rental rates, restricted units are, in fact, *de facto* market rate units.

### Rent Comparables, Restricted Rent, Map

A map showing the location of the properties selected as comparables in this analysis is found in the following pages. Properties identified with red pushpins have market rents, properties identified with yellow pushpins have restricted rents, and properties identified with blue pushpins have subsidized rents. Detailed write-ups for the select rent comparables are found in the Appendix to this report.

### Rent Comparability Grids

Our analysis employed the use of rent comparability grids and resulted in a restricted market rent estimate for each of the subject's unit types. These grids and a narrative describing our rent adjustments are found in the following pages.

Rental Property Inventory, 1-Bedroom Units

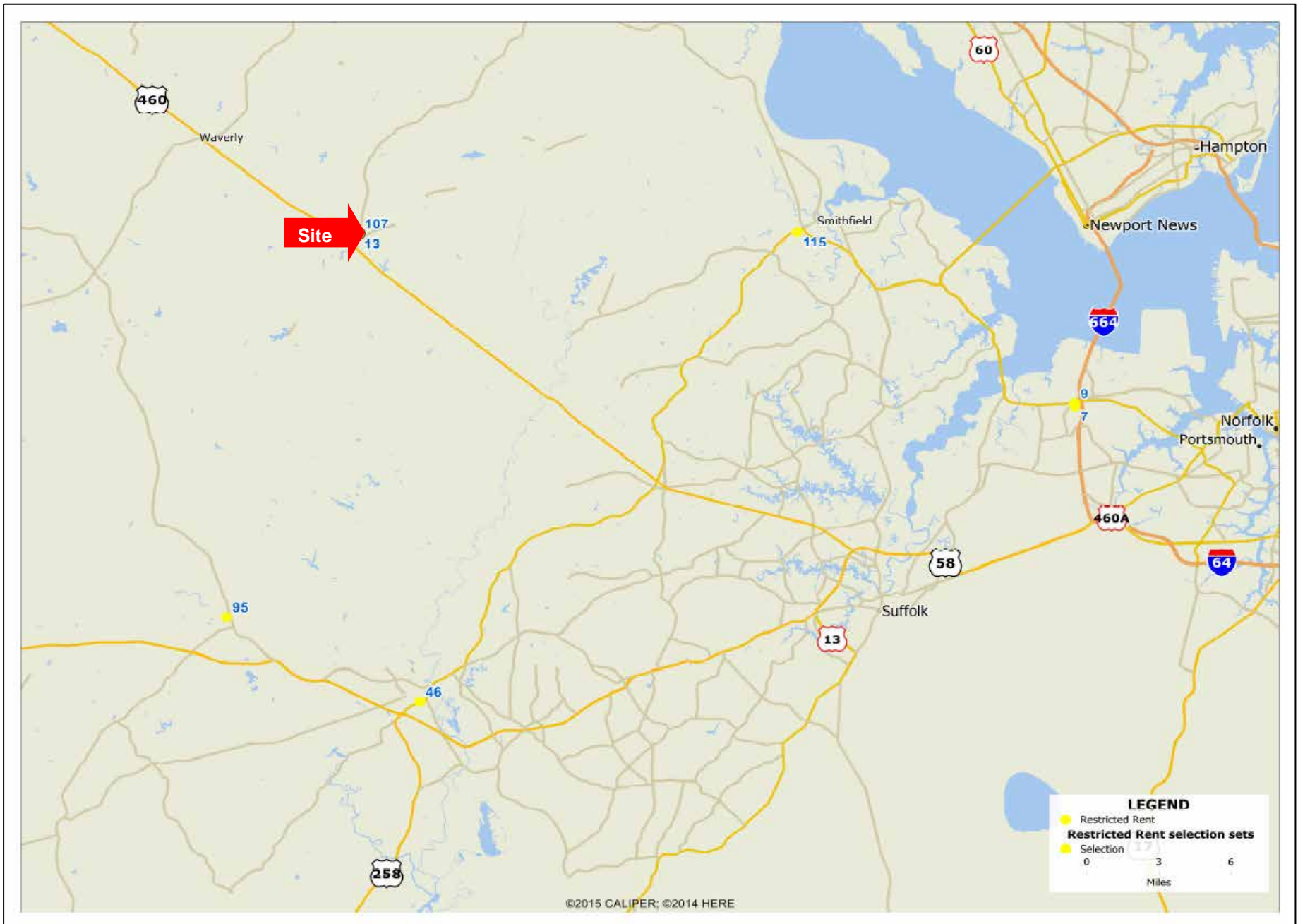
Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	20%	30%	40%	50%	60%	80%	Mkt
002	Autumn Ridge 2 - LC1	1996	na	Restricted	Family	Stabilized								
003	Autumn Ridge 2 - LC2	1998	na	Restricted	Family	Stabilized								
007	Belleville Meadows Apartments	1973	2015	Restricted	Family	Stabilized	\$548				\$670			
009	Bellveville Harbour Apartments	2004	na	Restricted	Family	Stabilized								
013	Birch Island Apartments Phase 1	1984	2000	Restricted	Family	Stabilized	\$556			\$556				
015	Birch Island Apartments Phase 2	1988	2008	Restricted	Family	Stabilized	\$577			\$577				
018	Bradford Mews Phase 1 & 2	1994	2013	Restricted	Family	Stabilized								
023	Cedar Street Apartments	1990	2010	Restricted	Family	Stabilized								
028	Chuckatuck Village Apartments	1990	2009	Restricted	Family	Stabilized			\$610	\$725				
029	Church Manor Apartments	1972	2004	Restricted	Family	Stabilized				\$629				
046	Franklin South	1987	2006	Restricted	Family	Stabilized	\$529		\$529		\$529			
055	Holland Trace Senior Apartments	2000	na	Restricted	Elderly	Stabilized				\$480				
059	King's Landing Apartments	1992	na	Restricted	Family	Stabilized					\$775			
061	Lebanon Village Apartments Phase 2	1993	2012	Restricted	Elderly	Stabilized	\$619			\$619				
075	New Nottoway River Commons	1992	2012	Restricted	Family	Stabilized								
076	New Surry Village	1990	2015	Restricted	Family	Stabilized	\$529							
077	Newport Village	1990	2009	Restricted	Family	Stabilized			\$485	\$640				
081	Orchards at Belleville Harbour	2007	na	Restricted	Elderly	Stabilized					\$670			
087	Residences at October (The)	2013	na	Restricted	Family	Stabilized								
095	Stevens Woods Phase 3	1988	2006	Restricted	Family	Stabilized	\$588		\$588		\$588			
100	Surry Village Apartments Phase 1	1985	2006	Restricted	Family	Stabilized	\$557							
101	Surry Village Apartments Phase 2	1990	2015	Restricted	Family	Stabilized	\$529							
107	Waverly Village Apartments	1988	2004	Restricted	Family	Stabilized	\$586				\$586			
112	Windsor Court Apartments Phase 1	1988	2005	Restricted	Family	Stabilized	\$542			\$542				
115	Woods Edge Apartments	1984	1999	Restricted	Family	Stabilized	\$653				\$788			

Source: Allen & Associates

Rental Property Inventory, 2-Bedroom Units

		Overview					Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	20%	30%	40%	50%	60%	80%	Mkt
002	Autumn Ridge 2 - LC1	1996	na	Restricted	Family	Stabilized				\$825	\$950			
003	Autumn Ridge 2 - LC2	1998	na	Restricted	Family	Stabilized				\$825	\$950			
007	Belleville Meadows Apartments	1973	2015	Restricted	Family	Stabilized	\$652				\$780			
009	Belleville Harbour Apartments	2004	na	Restricted	Family	Stabilized					\$756			
013	Birch Island Apartments Phase 1	1984	2000	Restricted	Family	Stabilized	\$619			\$619	\$714			
015	Birch Island Apartments Phase 2	1988	2008	Restricted	Family	Stabilized	\$628			\$721				
018	Bradford Mews Phase 1 & 2	1994	2013	Restricted	Family	Stabilized					\$913			
023	Cedar Street Apartments	1990	2010	Restricted	Family	Stabilized	\$678			\$678				
028	Chuckatuck Village Apartments	1990	2009	Restricted	Family	Stabilized	\$660		\$660	\$738				
029	Church Manor Apartments	1972	2004	Restricted	Family	Stabilized			\$745	\$745				
046	Franklin South	1987	2006	Restricted	Family	Stabilized			\$569		\$569			
055	Holland Trace Senior Apartments	2000	na	Restricted	Elderly	Stabilized				\$555				
059	King's Landing Apartments	1992	na	Restricted	Family	Stabilized					\$910			
061	Lebanon Village Apartments Phase 2	1993	2012	Restricted	Elderly	Stabilized								
075	New Nottoway River Commons	1992	2012	Restricted	Family	Stabilized	\$638				\$758			
076	New Surry Village	1990	2015	Restricted	Family	Stabilized	\$587			\$587				
077	Newport Village	1990	2009	Restricted	Family	Stabilized			\$544	\$685				
081	Orchards at Belleville Harbour	2007	na	Restricted	Elderly	Stabilized					\$780			\$1,025
087	Residences at October (The)	2013	na	Restricted	Family	Stabilized				\$660				
095	Stevens Woods Phase 3	1988	2006	Restricted	Family	Stabilized	\$657				\$657			
100	Surry Village Apartments Phase 1	1985	2006	Restricted	Family	Stabilized	\$630			\$630				
101	Surry Village Apartments Phase 2	1990	2015	Restricted	Family	Stabilized	\$587			\$587				
107	Waverly Village Apartments	1988	2004	Restricted	Family	Stabilized	\$632				\$824			
112	Windsor Court Apartments Phase 1	1988	2005	Restricted	Family	Stabilized	\$591			\$796				
115	Woods Edge Apartments	1984	1999	Restricted	Family	Stabilized	\$693				\$759			

Source: Allen & Associates





### Rent Adjustments

Our analysis included a property management survey and a technique known as "statistical extraction" to help us identify the best adjustments to use. Statistical extraction, which is similar to the matched pair method, helped us derive the optimal adjustments for our particular data set.

Here's a hypothetical example to illustrate how we derived our rent adjustments. Assume that property managers tell us we should expect rent adjustments ranging from \$0.00 to \$0.50 per square foot for a particular market. Next, assume that we select 25 rent comparables with an adjusted sample standard deviation (a statistical measure of variability) of \$100. We employ a square foot rent adjustment of \$0.10 for each comparable resulting in an adjusted sample standard deviation of \$90. This tells us that the assumed adjustment "explained" some of the variability in the data. We repeat this process for adjustments of \$0.20, \$0.30, \$0.40 and \$0.50 which yielded adjusted sample standard deviations of \$80, \$70, \$65 and \$75, respectively. The \$0.40 square foot adjustment "explains" the most variability because any other adjustment yields a higher adjusted sample standard deviation. Consequently, a \$0.40 rent adjustment is the best adjustment for purposes of this example. This is a simplified example because we actually adjusted for numerous variables simultaneously in our analysis.

Many adjustments (bedroom count, bathroom count and square footage) are highly interrelated. Statistical extraction helped us unravel the interrelationships between these variables. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is superior a "plus" adjustment is made. If the subject is inferior a "minus" adjustment is made.

We used the Excel Solver function to help us with our analysis. The Solver function was programmed to minimize the adjusted standard deviation for our data set. We evaluated a total of 62 variables in 22 categories (AC systems, heating systems, technology, bedrooms, bathrooms, square feet, visibility, access, neighborhood, area amenities, condition, effective age, project amenities, elevator, unit amenities, storage, kitchen amenities, parking, laundry, security, on-site management, on-site maintenance) in an effort to identify the mix of adjustments that explained the most variability found in our raw data.

A discussion of our surveyed and concluded adjustments is found below.

### *Concessions*

The first step in our analysis was to account for any concessions at the subject and the comparables. We considered the advertised street rent and concessions being offered and derived a net rent estimate for each comparable. Net rent, defined as advertised street rent minus monthly concessions, represents the cash rent paid by new residents at the various properties. This is the best measure of market value (prior to any other adjustments) for the comparables included in this analysis.

### *Tenant-Paid Utilities*

The next step in our analysis was to account for differences in tenant-paid utilities between the comparable properties and the subject. We used the HUD Utility Schedule Model to derive our adjustments. The HUD model includes a current utility rate survey for the area. In the event that the tenant-paid utilities associated with a particular property are higher or lower than the subject, adjustments were made to account for the differences. Adjustments reflect the difference between the tenant-paid utilities for the comparable property minus that for the subject.

### *Technology*

We accounted for technology (cable and internet access) offered in the rent for each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$0 per month for cable; internet access was valued at \$0.

Adjustment	Technology		Concluded
	Survey Range		
Cable	\$0	\$50	\$0
Internet	\$0	\$50	\$0

*Bedrooms*

Our analysis also included an adjustment for the number of bedrooms at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$75 per bedroom.

Bedrooms			
Adjustment	Survey Range		Concluded
Bedrooms	\$0	\$200	\$75

*Bathrooms*

Our analysis also included an adjustment for the number of bathrooms at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$15 per bathroom.

Bathrooms			
Adjustment	Survey Range		Concluded
Bathrooms	\$0	\$100	\$15

*Square Feet*

Our analysis also included an adjustment for square footage at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$0.00 per square foot.

Square Feet			
Adjustment	Survey Range		Concluded
Square Feet	\$0.00	\$2.00	\$0.00

*Visibility*

We also accounted for differences in visibility at each of the comparables as compared to the subject property in our analysis. Based on our field review, we assigned a visibility rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$0 per point for differences in visibility ratings between the subject and the comparables.

Visibility			
Adjustment	Survey Range		Concluded
Rating	\$0	\$100	\$0

*Access*

Our analysis also included an adjustment for access at each of the comparables as compared to the subject property. Based on our field review, we assigned an access rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$25 per point for differences in access ratings between the subject and the comparables.

Access			
Adjustment	Survey Range		Concluded
Rating	\$0	\$100	\$25

*Neighborhood*

We considered differences in neighborhood at each of the comparables as compared to the subject property in our analysis. Based on our field review and our evaluation of local demographic and crime data (presented earlier in this report), we assigned a neighborhood rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$30 per point for differences in neighborhood ratings between the subject and the comparables.

Neighborhood			
Adjustment	Survey Range		Concluded
Rating	\$0	\$100	\$30

*Area Amenities*

We also accounted for area amenities for each of the comparables as compared to the subject property in our analysis. Based on our field review and our evaluation of local amenity data (presented earlier in this report), we assigned a local amenity rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$0 per point for differences in amenity ratings between the subject and the comparables.

Area Amenities			
Adjustment	Survey Range		Concluded
Rating	\$0	\$100	\$0

*Median Household Income*

Our analysis also included an adjustment for median household income for the area in which each of the comparables is located as compared to the subject property. Statistical extraction resulted in an adjustment of \$0.0000 per dollar of median household income.

Median Household Income			
Adjustment	Survey Range		Concluded
Med HH Inc	\$0.0000	\$0.0100	\$0.0000

*Average Commute*

Our analysis also included an adjustment for average commute for the area in which each of the comparables is located as compared to the subject property. Statistical extraction resulted in an adjustment of \$12.00 per each minute of commute.

Average Commute			
Adjustment	Survey Range		Concluded
Avg Commute	\$0.00	\$20.00	\$12.00

*Public Transportation*

Our analysis also included an adjustment for the existence of public transportation within walking distance of each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$0.00 for public transportation.

Public Transportation			
Adjustment	Survey Range		Concluded
Public Trans	\$0.00	\$200.00	\$0.00

*Personal Crime*

Our analysis also included an adjustment for personal crime rates for the area in which each of the comparables is located as compared to the subject property. Statistical extraction resulted in an adjustment of \$480 per 0.01 percentage points.

Personal Crime			
Adjustment	Survey Range		Concluded
Personal Crime	\$0	\$50,000	\$480

*Condition*

Our analysis also included an adjustment for the condition of each comparable as compared to the subject property. Based on our field review, we assigned a condition rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$10 per point for differences in condition ratings between the subject and the comparables.

Condition			
Adjustment	Survey Range		Concluded
Rating	\$10	\$50	\$10

*Effective Age*

We considered differences in effective age in our analysis. Based on our field review, we estimated the effective age for each of the properties included in this analysis. Our estimates reflected the condition-adjusted age and remaining useful life of each property. Statistical extraction resulted in an adjustment of \$1.00 per year for differences in effective age between the subject and the comparables.

Effective Age			
Adjustment	Survey Range		Concluded
Rating	\$1.00	\$5.00	\$1.00

*Project Amenities*

We considered the presence of various project amenities at the comparables as compared to the subject property. Project amenities include ball fields, BBQ areas, billiards, business/computer centers, car care centers, community centers, elevators, fitness centers, gazebos, hot tubs/Jacuzzis, horseshoe pits, lakes, libraries, movie theatres, picnic areas, playgrounds, pools, saunas, sports courts and walking trails. The survey range and our concluded adjustment for each amenity is summarized below.

Project Amenities			
Adjustment	Survey Range		Concluded
Ball Field	\$2	\$10	\$2
BBQ Area	\$2	\$10	\$2
Billiards	\$2	\$10	\$2
Bus/Comp Ctrs	\$2	\$10	\$2
Car Care Center	\$2	\$10	\$2
Community Center	\$2	\$10	\$2
Elevator	\$10	\$100	\$10
Fitness Center	\$2	\$10	\$2
Gazebo	\$2	\$10	\$2
Hot Tub/Jacuzzi	\$2	\$10	\$2
Horseshoe Pit	\$2	\$10	\$2
Lake	\$2	\$10	\$2
Library	\$2	\$10	\$2
Movie Theatre	\$2	\$10	\$2
Picnic Area	\$2	\$10	\$2
Playground	\$2	\$10	\$2
Pool	\$2	\$10	\$2
Sauna	\$2	\$10	\$2
Sports Court	\$2	\$10	\$2
Walking Trail	\$2	\$10	\$2

*Unit Amenities*

We considered the presence of various unit amenities at the comparables as compared to the subject property. Unit amenities include blinds, ceiling fans, carpeting/upgraded flooring, fireplaces, patios/balconies and storage. The survey range and our concluded adjustment for each amenity is summarized below.

Unit Amenities			
Adjustment	Survey Range		Concluded
Blinds	\$2	\$10	\$2
Ceiling Fans	\$2	\$10	\$10
Carpeting	\$2	\$10	\$2
Fireplace	\$2	\$10	\$2
Patio/Balcony	\$2	\$10	\$2
Storage	\$10	\$50	\$10

*Kitchen Amenities*

We considered the presence of various kitchen amenities at the comparables as compared to the subject property. Kitchen amenities include stoves, refrigerators, disposals, dishwashers and microwaves. The survey range and our concluded adjustment for each amenity is summarized below.

Kitchen Amenities			
Adjustment	Survey Range		Concluded
Stove	\$2	\$10	\$2
Refrigerator	\$2	\$10	\$2
Disposal	\$2	\$10	\$2
Dishwasher	\$2	\$10	\$2
Microwave	\$2	\$10	\$2

### *Parking*

We also adjusted for differing types of parking configurations. We classified parking five ways: (1) Garage, (2) Covered; (3) Assigned, (4) Open and (5) No parking offered. Statistical extraction resulted in an adjustment of \$50 per month for garages; covered parking was valued at \$20; assigned parking was valued at \$10; open parking was valued at \$0; no parking was valued at \$0.

Parking			
Adjustment	Survey Range		Concluded
Garage	\$50	\$200	\$50
Covered	\$20	\$100	\$20
Assigned	\$10	\$50	\$10
Open	\$0	\$0	\$0
None	\$0	\$0	\$0

### *Laundry*

We also evaluated differing types of laundry configurations. We classified laundry amenities three ways: (1) Central Laundry, (2) Washer/Dryer Units; and (3) Washer/Dryer Hookups. Our analysis resulted in an adjustment of \$5 per month for central laundries; washer/dryer units were valued at \$10; washer/dryer hookups were valued at \$5.

Laundry			
Adjustment	Survey Range		Concluded
Central	\$5	\$25	\$5
W/D Units	\$10	\$50	\$10
W/D Hookups	\$5	\$25	\$5

### *Security*

We considered the presence of various security amenities at the comparables as compared to the subject property. Security amenities include call buttons, controlled access, courtesy officers, monitoring, security alarms and security patrols. The survey range and our concluded adjustment for each amenity is summarized below.

Security			
Adjustment	Survey Range		Concluded
Call Buttons	\$2	\$10	\$2
Controlled Access	\$2	\$10	\$2
Courtesy Officer	\$2	\$10	\$2
Monitoring	\$2	\$10	\$2
Security Alarms	\$2	\$10	\$2
Security Patrols	\$2	\$10	\$10

Rent Conclusion, 1BR-1BA-575sf

The development of our rent conclusion for the 1BR-1BA-575sf units is found below.

Our analysis included the evaluation of a total of 16 unit types found at 7 properties. We selected the 16 most comparable units to utilize as rent comparables for purposes of this analysis. A write-up for each of the properties included in this analysis is found in the Appendix.

Our analysis included the adjustments developed in the previous section. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is better, a “plus” adjustment is made. If the subject is inferior, a “minus” adjustment is made. In the table below, we summarize the adjustments and the resulting indicated rent for the top 16 comparables included in this analysis. The units that we consider most comparable are highlighted for the reader's reference.

Rent Conclusion									
Comparable			Unadjusted Rent			Adjusted Rent			
Property-Unit Key	Property Name	Unit Type	Street Rent	Concessions	Net Rent	Gross Adjustments	Net Adjustments	Adjusted Rent	Rank
Sub-02	Birch Island Apartments Phase 1	1BR-1BA-575sf	\$551	\$0	\$551	-	\$0	\$551	-
007-04	Belleville Meadows Apartments	1BR-1BA-468sf	\$670	\$0	\$670	\$210	-\$89	\$581	7
007-08	Belleville Meadows Apartments	2BR-1BA-667sf	\$780	\$0	\$780	\$270	-\$149	\$631	11
007-11	Belleville Meadows Apartments	3BR-2BA-844sf	\$905	\$0	\$905	\$346	-\$225	\$680	16
009-01	Bellveville Harbour Apartments	2BR-2BA-1025sf	\$756	\$0	\$756	\$256	-\$163	\$593	9
009-02	Bellveville Harbour Apartments	3BR-2BA-1371sf	\$870	\$0	\$870	\$313	-\$220	\$650	14
013-06	Birch Island Apartments Phase 1	2BR-1BA-734sf	\$714	\$0	\$714	\$150	-\$54	\$660	1
013-09	Birch Island Apartments Phase 1	3BR-1BA-1009sf	\$709	\$0	\$709	\$208	-\$112	\$597	6
046-03	Franklin South	1BR-1BA-582sf	\$529	\$0	\$529	\$254	\$110	\$639	8
046-05	Franklin South	2BR-1BA-734sf	\$569	\$0	\$569	\$309	\$55	\$624	13
095-03	Stevens Woods Phase 3	1BR-1BA-780sf	\$588	\$0	\$588	\$279	\$46	\$634	12
095-06	Stevens Woods Phase 3	2BR-1BA-1034sf	\$657	\$0	\$657	\$322	\$3	\$660	15
107-03	Waverly Village Apartments	1BR-1BA-582sf	\$586	\$0	\$586	\$159	-\$17	\$569	3
107-06	Waverly Village Apartments	2BR-1BA-734sf	\$824	\$0	\$824	\$197	-\$55	\$769	4
115-02	Woods Edge Apartments	1BR-1BA-572sf	\$788	\$0	\$788	\$159	-\$43	\$745	2
115-04	Woods Edge Apartments	2BR-1BA-752sf	\$759	\$0	\$759	\$206	-\$90	\$669	5
115-06	Woods Edge Apartments	3BR-1BA-1003sf	\$733	\$0	\$733	\$264	-\$148	\$585	10

Adjusted Rent, Minimum	\$569
Adjusted Rent, Maximum	\$769
Adjusted Rent, Average	\$643
Adjusted Rent, Modified Average	\$639
Rent, Concluded	\$635

Our analysis suggests a rent of \$635 for the 1BR-1BA-575sf units at the subject property.

In our opinion, the 1BR-1BA-572sf units at Woods Edge Apartments (Property # 115), the 1BR-1BA-582sf units at Waverly Village Apartments (Property # 107), the 1BR-1BA-468sf units at Belleville Meadows Apartments (Property # 007), the 1BR-1BA-582sf units at Franklin South (Property # 046), and the 1BR-1BA-780sf units at Stevens Woods Phase 3 (Property # 095) are the best comparables for the units at the subject property.

Rent Conclusion, As Is

In the table below we derive our "as is" rent conclusion using the "as renovated" rent conclusion developed above:

Rent Conclusion, As Is				
Adjustment	Conc Adj	As Ren	As Is	\$ Adj
Tenant Paid Utilities	0	\$145	\$103	\$42
Condition	\$10	4.00	2.50	-\$15
Effective Age	\$1.00	2009	1990	-\$19
Community Center	\$2	yes	no	-\$2
Ceiling Fans	\$10	yes	no	-\$10
Dishwasher	\$2	yes	no	-\$2
Adjustments				-\$6
Adjusted Rent, Minimum				\$563
Adjusted Rent, Maximum				\$763
Adjusted Rent, Average				\$637
Adjusted Rent, Modified Average				\$633
Rent, Concluded, As Is				\$630

Our analysis suggests an "as is" rent of \$630 for the 1BR-1BA-575sf units at the subject property.

Comparable	Subject	1		2		3		4		5	
Property-Unit Key	Sub-02	007-04		046-03		095-03		107-03		115-02	
Unit Type	1BR-1BA-575sf	1BR-1BA-468sf		1BR-1BA-582sf		1BR-1BA-780sf		1BR-1BA-582sf		1BR-1BA-572sf	
Property Name	Birch Island Apartments Phase 1	Belleville Meadows Apartments		Franklin South		Stevens Woods Phase 3		Waverly Village Apartments		Woods Edge Apartments	
Address	10322 Penny Lane	5609 Plummer Boulevard		1205 South Street		25090 Oak Trail		600 Amherst Lane		764 Wrenn Road	
City	Wakefield	Suffolk		Franklin		Courtland		Waverly		Smithfield	
State	Virginia	Virginia		Virginia		Virginia		Virginia		Virginia	
Zip	23888	23435		23851		23837		23890		23430	
Latitude	36.97372	36.86136		36.66902		36.72395		36.97403		36.97482	
Longitude	-76.97483	-76.43687		-76.92865		-77.07381		-76.97452		-76.64529	
Miles to Subject	0.00	31.12		17.45		15.21		0.03		18.66	
Year Built	1984	1973		1987		1988		1988		1984	
Year Rehab	2019	2015		2006		2006		2004		1999	
Project Rent	Restricted	Restricted		Restricted		Restricted		Restricted		Restricted	
Project Type	Family	Family		Family		Family		Family		Family	
Project Status	Prop Rehab	Stabilized		Stabilized		Stabilized		Stabilized		Stabilized	
Phone	(757) 899-4803	(757) 483-1771		(757) 569-9706		(757) 653-9096		(804) 834-3012		(757) 357-3263	
Effective Date	25-Feb-19	04-Feb-19		01-Jan-19		01-Jan-19		01-Jan-19		01-Jan-19	
<u>Project Level</u>											
Units	48	127		32		36		40		60	
Vacant Units	1	2		0		2		3		6	
Vacancy Rate	2%	2%		0%		6%		8%		10%	
<u>Unit Type</u>											
Units	3	10		5		1		9		4	
Vacant Units	0	1		0		0		0		0	
Vacancy Rate	0%	10%		0%		0%		0%		0%	
Street Rent	\$551	\$670		\$529		\$588		\$586		\$788	
Concessions	\$0	\$0		\$0		\$0		\$0		\$0	
Net Rent	\$551	\$670		\$529		\$588		\$586		\$788	
	<u>Adj</u>	<u>Data</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>
Tenant-Paid Utilities	TPU	\$145	\$42	-\$103	\$73	-\$72	\$60	-\$85	\$57	-\$88	\$60
Cable	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Internet	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Bedrooms	\$75	1	1	\$0	1	\$0	1	\$0	1	\$0	1
Bathrooms	\$15	1.00	1.00	\$0	1.00	\$0	1.00	\$0	1.00	\$0	1.00
Square Feet	\$0.00	575	468	\$0	582	\$0	780	\$0	582	\$0	572
Visibility	\$0	3.50	2.50	\$0	3.50	\$0	2.75	\$0	2.25	\$0	4.00
Access	\$25	4.00	2.50	\$38	3.25	\$19	3.00	\$25	2.25	\$44	4.00
Neighborhood	\$30	3.00	3.50	-\$15	2.00	\$30	3.70	-\$21	2.80	\$6	3.20
Area Amenities	\$0	2.70	3.30	\$0	4.20	\$0	2.00	\$0	2.20	\$0	2.50
Median HH Income	\$0.0000	\$31,250	\$39,324	\$0	\$26,629	\$0	\$50,543	\$0	\$31,250	\$0	\$35,714
Average Commute	\$12	24.41	22.45	-\$24	32.68	\$99	34.85	\$125	24.41	\$0	25.58
Public Transportation	\$0	na	na	\$0	na	\$0	na	\$0	na	\$0	na
Personal Crime	\$480	3.4%	5.0%	\$8	5.7%	\$11	1.4%	-\$10	3.4%	\$0	4.6%
Condition	\$10	4.00	4.00	\$0	3.25	\$8	4.00	\$0	3.00	\$10	2.50
Effective Age	\$1.00	2009	2004	\$5	2005	\$4	2010	-\$1	2000	\$9	1990
Ball Field	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
BBQ Area	\$2	no	yes	-\$2	no	\$0	no	\$0	no	\$0	no
Billiards	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Bus/Comp Center	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Car Care Center	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Community Center	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	no
Elevator	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Fitness Center	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Gazebo	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Hot Tub/Jacuzzi	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Horseshoe Pit	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Lake	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Library	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Movie Theatre	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Picnic Area	\$2	no	yes	-\$2	no	\$0	no	\$0	no	\$0	no
Playground	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes
Pool	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Sauna	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Sports Court	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Walking Trail	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Blinds	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes
Ceiling Fans	\$10	yes	no	\$10	no	\$10	no	\$10	yes	\$0	yes
Carpeting	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes
Fireplace	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Patio/Balcony	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Storage	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Stove	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes
Refrigerator	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes
Disposal	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Dishwasher	\$2	yes	yes	\$0	no	\$2	no	\$2	no	\$2	no
Microwave	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Garage	\$50	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Covered	\$20	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Assigned	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Open	\$0	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes
None	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Central	\$5	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes
W/D Units	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no
W/D Hookups	\$5	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Call Buttons	\$2	some	no	\$0	no	\$0	no	\$0	no	\$0	no
Controlled Access	\$2	no	yes	-\$2	no	\$0	no	\$0	no	\$0	no
Courtesy Officer	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Monitoring	\$2	no	yes	-\$2	no	\$0	no	\$0	no	\$0	no
Security Alarms	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Security Patrols	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	yes
Indicated Rent		\$635	\$581		\$639		\$634		\$569		\$745



Rent Conclusion, 2BR-1BA-749sf

The development of our rent conclusion for the 2BR-1BA-749sf units is found below.

Our analysis included the evaluation of a total of 16 unit types found at 7 properties. We selected the 16 most comparable units to utilize as rent comparables for purposes of this analysis. A write-up for each of the properties included in this analysis is found in the Appendix.

Our analysis included the adjustments developed in the previous section. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is better, a "plus" adjustment is made. If the subject is inferior, a "minus" adjustment is made. In the table below, we summarize the adjustments and the resulting indicated rent for the top 16 comparables included in this analysis. The units that we consider most comparable are highlighted for the reader's reference.

Rent Conclusion									
Comparable			Unadjusted Rent			Adjusted Rent			
Property-Unit Key	Property Name	Unit Type	Street Rent	Concessions	Net Rent	Gross Adjustments	Net Adjustments	Adjusted Rent	Rank
Sub-10	Birch Island Apartments Phase 1	2BR-1BA-749sf	\$614	\$0	\$614	-	\$0	\$614	-
007-04	Belleville Meadows Apartments	1BR-1BA-468sf	\$670	\$0	\$670	\$306	-\$35	\$635	14
007-08	Belleville Meadows Apartments	2BR-1BA-667sf	\$780	\$0	\$780	\$216	-\$95	\$685	7
007-11	Belleville Meadows Apartments	3BR-2BA-844sf	\$905	\$0	\$905	\$292	-\$171	\$734	13
009-01	Bellveville Harbour Apartments	2BR-2BA-1025sf	\$756	\$0	\$756	\$202	-\$109	\$647	5
009-02	Bellveville Harbour Apartments	3BR-2BA-1371sf	\$870	\$0	\$870	\$259	-\$166	\$704	11
013-06	Birch Island Apartments Phase 1	2BR-1BA-734sf	\$714	\$0	\$714	\$96	\$0	\$714	1
013-09	Birch Island Apartments Phase 1	3BR-1BA-1009sf	\$709	\$0	\$709	\$154	-\$58	\$651	4
046-03	Franklin South	1BR-1BA-582sf	\$529	\$0	\$529	\$350	\$164	\$693	15
046-05	Franklin South	2BR-1BA-734sf	\$569	\$0	\$569	\$255	\$109	\$678	10
095-03	Stevens Woods Phase 3	1BR-1BA-780sf	\$588	\$0	\$588	\$375	\$100	\$688	16
095-06	Stevens Woods Phase 3	2BR-1BA-1034sf	\$657	\$0	\$657	\$268	\$57	\$714	12
107-03	Waverly Village Apartments	1BR-1BA-582sf	\$586	\$0	\$586	\$255	\$37	\$623	9
107-06	Waverly Village Apartments	2BR-1BA-734sf	\$824	\$0	\$824	\$143	-\$1	\$823	2
115-02	Woods Edge Apartments	1BR-1BA-572sf	\$788	\$0	\$788	\$255	\$11	\$799	8
115-04	Woods Edge Apartments	2BR-1BA-752sf	\$759	\$0	\$759	\$152	-\$36	\$723	3
115-06	Woods Edge Apartments	3BR-1BA-1003sf	\$733	\$0	\$733	\$210	-\$94	\$639	6

Adjusted Rent, Minimum	\$623
Adjusted Rent, Maximum	\$823
Adjusted Rent, Average	\$697
Adjusted Rent, Modified Average	\$693
Rent, Concluded	\$720

Our analysis suggests a rent of \$720 for the 2BR-1BA-749sf units at the subject property.

In our opinion, the 2BR-1BA-734sf units at Birch Island Apartments Phase 1 (Property # 013), the 2BR-1BA-734sf units at Waverly Village Apartments (Property # 107), the 2BR-1BA-752sf units at Woods Edge Apartments (Property # 115), the 2BR-2BA-1025sf units at Bellveville Harbour Apartments (Property # 009), and the 2BR-1BA-667sf units at Belleville Meadows Apartments (Property # 007) are the best comparables for the units at the subject property.

Rent Conclusion, As Is

In the table below we derive our "as is" rent conclusion using the "as renovated" rent conclusion developed above:

Rent Conclusion, As Is				
Adjustment	Conc Adj	As Ren	As Is	\$ Adj
Tenant Paid Utilities	0	\$166	\$118	\$48
Bedrooms	\$75	2	2	\$0
Condition	\$10	4.00	2.50	-\$15
Effective Age	\$1.00	2009	1990	-\$19
Fitness Center	\$2	no	no	\$0
Dishwasher	\$2	yes	no	-\$2
Adjustments				\$0
Adjusted Rent, Minimum				\$623
Adjusted Rent, Maximum				\$823
Adjusted Rent, Average				\$697
Adjusted Rent, Modified Average				\$693
Rent, Concluded, As Is				\$720

Our analysis suggests an "as is" rent of \$720 for the 2BR-1BA-749sf units at the subject property.

Comparable	Subject	1	2	3	4	5						
Property-Unit Key	Sub-10	007-08	009-01	013-06	107-06	115-04						
Unit Type	2BR-1BA-749sf	2BR-1BA-667sf	2BR-2BA-1025sf	2BR-1BA-734sf	2BR-1BA-734sf	2BR-1BA-752sf						
Property Name	Birch Island Apartments Phase 1	Belleville Meadows Apartments	Belleville Harbour Apartments	Birch Island Apartments Phase 1	Waverly Village Apartments	Woods Edge Apartments						
Address	10322 Penny Lane	5609 Plummer Boulevard	6000 Belleharbour Circle	10322 Penny Lane	600 Amherst Lane	764 Wrenn Road						
City	Wakefield	Suffolk	Suffolk	Wakefield	Waverly	Smithfield						
State	Virginia	Virginia	Virginia	Virginia	Virginia	Virginia						
Zip	23888	23435	23435	23888	23890	23430						
Latitude	36.97372	36.86136	36.86353	36.97372	36.97403	36.97482						
Longitude	-76.97483	-76.43687	-76.43683	-76.97483	-76.97452	-76.64529						
Miles to Subject	0.00	31.12	31.10	0.00	0.03	18.66						
Year Built	1984	1973	2004	1984	1988	1984						
Year Rehab	2019	2015	na	2000	2004	1999						
Project Rent	Restricted	Restricted	Restricted	Restricted	Restricted	Restricted						
Project Type	Family	Family	Family	Family	Family	Family						
Project Status	Prop Rehab	Stabilized	Stabilized	Stabilized	Stabilized	Stabilized						
Phone	(757) 899-4803	(757) 483-1771	(757) 484-5354	(757) 899-4803	(804) 834-3012	(757) 357-3263						
Effective Date	25-Feb-19	04-Feb-19	01-Feb-19	01-Feb-19	01-Jan-19	01-Jan-19						
<u>Project Level</u>												
Units	48	127	120	48	40	60						
Vacant Units	1	2	0	1	3	6						
Vacancy Rate	2%	2%	0%	2%	8%	10%						
<u>Unit Type</u>												
Units	2	8	90	3	11	7						
Vacant Units	0	1	0	0	2	0						
Vacancy Rate	0%	13%	0%	0%	18%	0%						
Street Rent	\$614	\$780	\$756	\$714	\$824	\$759						
Concessions	\$0	\$0	\$0	\$0	\$0	\$0						
Net Rent	\$614	\$780	\$756	\$714	\$824	\$759						
<u>Adj</u>	<u>Data</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	
Tenant-Paid Utilities	TPU	\$166	\$57	-\$109	\$87	-\$79	\$118	-\$48	\$94	-\$72	\$88	-\$78
Cable	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Internet	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Bedrooms	\$75	2	2	\$0	2	\$0	2	\$0	2	\$0	2	\$0
Bathrooms	\$15	1.00	1.00	\$0	2.00	-\$15	1.00	\$0	1.00	\$0	1.00	\$0
Square Feet	\$0.00	749	667	\$0	1025	\$0	734	\$0	734	\$0	752	\$0
Visibility	\$0	3.50	2.50	\$0	3.50	\$0	3.50	\$0	2.25	\$0	4.00	\$0
Access	\$25	4.00	2.50	\$38	3.00	\$25	4.00	\$0	2.25	\$44	4.00	\$0
Neighborhood	\$30	3.00	3.50	-\$15	3.50	-\$15	3.00	\$0	2.80	\$6	3.20	-\$6
Area Amenities	\$0	2.70	3.30	\$0	3.70	\$0	2.70	\$0	2.20	\$0	2.50	\$0
Median HH Income	\$0.0000	\$31,250	\$39,324	\$0	\$39,324	\$0	\$31,250	\$0	\$31,250	\$0	\$35,714	\$0
Average Commute	\$12	24.41	22.45	-\$24	22.45	-\$24	24.41	\$0	24.41	\$0	25.58	\$14
Public Transportation	\$0	na	na	\$0	na	\$0	na	\$0	na	\$0	na	\$0
Personal Crime	\$480	3.4%	5.0%	\$8	5.0%	\$8	3.4%	\$0	3.4%	\$0	4.6%	\$6
Condition	\$10	4.00	4.00	\$0	4.00	\$0	2.50	\$15	3.00	\$10	2.50	\$15
Effective Age	\$1.00	2009	2004	\$5	2005	\$4	1990	\$19	2000	\$9	1990	\$19
Ball Field	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
BBQ Area	\$2	no	yes	-\$2	no	\$0	no	\$0	no	\$0	no	\$0
Billiards	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Bus/Comp Center	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Car Care Center	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Community Center	\$2	yes	yes	\$0	yes	\$0	no	\$2	yes	\$0	no	\$2
Elevator	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Fitness Center	\$2	no	no	\$0	yes	-\$2	no	\$0	no	\$0	no	\$0
Gazebo	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Hot Tub/Jacuzzi	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Horseshoe Pit	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Lake	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Library	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Movie Theatre	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Picnic Area	\$2	no	yes	-\$2	no	\$0	no	\$0	no	\$0	no	\$0
Playground	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Pool	\$2	no	no	\$0	yes	-\$2	no	\$0	no	\$0	no	\$0
Sauna	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Sports Court	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Walking Trail	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Blinds	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Ceiling Fans	\$10	yes	no	\$10	no	\$10	no	\$10	yes	\$0	yes	\$0
Carpeting	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Fireplace	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Patio/Balcony	\$2	no	no	\$0	no	-\$2	no	\$0	no	\$0	no	\$0
Storage	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Stove	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Refrigerator	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Disposal	\$2	no	no	\$0	yes	-\$2	no	\$0	no	\$0	no	\$0
Dishwasher	\$2	yes	yes	\$0	yes	\$0	no	\$2	no	\$2	no	\$2
Microwave	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Garage	\$50	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Covered	\$20	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Assigned	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Open	\$0	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
None	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Central	\$5	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
W/D Units	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
W/D Hookups	\$5	no	no	\$0	yes	-\$5	no	\$0	no	\$0	no	\$0
Call Buttons	\$2	some	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Controlled Access	\$2	no	yes	-\$2	no	\$0	no	\$0	no	\$0	no	\$0
Courtesy Officer	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Monitoring	\$2	no	yes	-\$2	no	\$0	no	\$0	no	\$0	no	\$0
Security Alarms	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Security Patrols	\$10	no	no	\$0	yes	-\$10	no	\$0	no	\$0	yes	-\$10
Indicated Rent	\$720	\$685	\$647	\$714	\$823	\$723						

Rent Conclusion, 3BR-1BA-1009sf

The development of our rent conclusion for the 3BR-1BA-1009sf units is found below.

Our analysis included the evaluation of a total of 16 unit types found at 7 properties. We selected the 16 most comparable units to utilize as rent comparables for purposes of this analysis. A write-up for each of the properties included in this analysis is found in the Appendix.

Our analysis included the adjustments developed in the previous section. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is better, a “plus” adjustment is made. If the subject is inferior, a “minus” adjustment is made. In the table below, we summarize the adjustments and the resulting indicated rent for the top 16 comparables included in this analysis. The units that we consider most comparable are highlighted for the reader's reference.

Rent Conclusion									
Comparable			Unadjusted Rent			Adjusted Rent			
Property-Unit Key	Property Name	Unit Type	Street Rent	Concessions	Net Rent	Gross Adjustments	Net Adjustments	Adjusted Rent	Rank
Sub-15	Birch Island Apartments Phase 1	3BR-1BA-1009sf	\$704	\$0	\$704	-	\$0	\$704	-
007-04	Belleville Meadows Apartments	1BR-1BA-468sf	\$670	\$0	\$670	\$404	\$17	\$687	14
007-08	Belleville Meadows Apartments	2BR-1BA-667sf	\$780	\$0	\$780	\$314	-\$43	\$737	9
007-11	Belleville Meadows Apartments	3BR-2BA-844sf	\$905	\$0	\$905	\$240	-\$119	\$786	5
009-01	Belleville Harbour Apartments	2BR-2BA-1025sf	\$756	\$0	\$756	\$300	-\$57	\$699	8
009-02	Belleville Harbour Apartments	3BR-2BA-1371sf	\$870	\$0	\$870	\$207	-\$114	\$756	4
013-06	Birch Island Apartments Phase 1	2BR-1BA-734sf	\$714	\$0	\$714	\$194	\$52	\$766	3
013-09	Birch Island Apartments Phase 1	3BR-1BA-1009sf	\$709	\$0	\$709	\$102	-\$6	\$703	1
046-03	Franklin South	1BR-1BA-582sf	\$529	\$0	\$529	\$448	\$216	\$745	15
046-05	Franklin South	2BR-1BA-734sf	\$569	\$0	\$569	\$353	\$161	\$730	12
095-03	Stevens Woods Phase 3	1BR-1BA-780sf	\$588	\$0	\$588	\$473	\$152	\$740	16
095-06	Stevens Woods Phase 3	2BR-1BA-1034sf	\$657	\$0	\$657	\$366	\$109	\$766	13
107-03	Waverly Village Apartments	1BR-1BA-582sf	\$586	\$0	\$586	\$353	\$89	\$675	11
107-06	Waverly Village Apartments	2BR-1BA-734sf	\$824	\$0	\$824	\$241	\$51	\$875	6
115-02	Woods Edge Apartments	1BR-1BA-572sf	\$788	\$0	\$788	\$353	\$63	\$851	10
115-04	Woods Edge Apartments	2BR-1BA-752sf	\$759	\$0	\$759	\$250	\$16	\$775	7
115-06	Woods Edge Apartments	3BR-1BA-1003sf	\$733	\$0	\$733	\$158	-\$42	\$691	2
	Adjusted Rent, Minimum					\$675			
	Adjusted Rent, Maximum					\$875			
	Adjusted Rent, Average					\$749			
	Adjusted Rent, Modified Average					\$745			
	Rent, Concluded					\$760			

Our analysis suggests a rent of \$760 for the 3BR-1BA-1009sf units at the subject property.

In our opinion, the 3BR-1BA-1009sf units at Birch Island Apartments Phase 1 (Property # 013), the 3BR-1BA-1003sf units at Woods Edge Apartments (Property # 115), the 3BR-2BA-1371sf units at Belleville Harbour Apartments (Property # 009), the 3BR-2BA-844sf units at Belleville Meadows Apartments (Property # 007), and the 2BR-1BA-734sf units at Waverly Village Apartments (Property # 107) are the best comparables for the units at the subject property.

Rent Conclusion, As Is

In the table below we derive our "as is" rent conclusion using the "as renovated" rent conclusion developed above:

Rent Conclusion, As Is				
Adjustment	Conc Adj	As Ren	As Is	\$ Adj
Tenant Paid Utilities	0	\$189	\$135	\$54
Condition	\$10	4.00	2.50	-\$15
Effective Age	\$1.00	2009	1990	-\$19
Community Center	\$2	yes	no	-\$2
Ceiling Fans	\$10	yes	no	-\$10
Dishwasher	\$2	yes	no	-\$2
Adjustments				\$6
Adjusted Rent, Minimum				\$681
Adjusted Rent, Maximum				\$881
Adjusted Rent, Average				\$755
Adjusted Rent, Modified Average				\$751
Rent, Concluded, As Is				\$765

Our analysis suggests an "as is" rent of \$765 for the 3BR-1BA-1009sf units at the subject property.

Comparable	Subject	1		2		3		4		5		
Property-Unit Key	Sub-15	007-11		009-02		013-09		107-06		115-06		
Unit Type	3BR-1BA-1009sf	3BR-2BA-844sf		3BR-2BA-1371sf		3BR-1BA-1009sf		2BR-1BA-734sf		3BR-1BA-1003sf		
Property Name	Birch Island Apartments Phase 1	Belleville Meadows Apartments		Belleville Harbour Apartments		Birch Island Apartments Phase 1		Waverly Village Apartments		Woods Edge Apartments		
Address	10322 Penny Lane	5609 Plummer Boulevard		6000 Belleharbour Circle		10322 Penny Lane		600 Amherst Lane		764 Wrenn Road		
City	Wakefield	Suffolk		Suffolk		Wakefield		Waverly		Smithfield		
State	Virginia	Virginia		Virginia		Virginia		Virginia		Virginia		
Zip	23888	23435		23435		23888		23890		23430		
Latitude	36.97372	36.86136		36.86353		36.97372		36.97403		36.97482		
Longitude	-76.97483	-76.43687		-76.43683		-76.97483		-76.97452		-76.64529		
Miles to Subject	0.00	31.12		31.10		0.00		0.03		18.66		
Year Built	1984	1973		2004		1984		1988		1984		
Year Rehab	2019	2015		na		2000		2004		1999		
Project Rent	Restricted	Restricted		Restricted		Restricted		Restricted		Restricted		
Project Type	Family	Family		Family		Family		Family		Family		
Project Status	Prop Rehab	Stabilized		Stabilized		Stabilized		Stabilized		Stabilized		
Phone	(757) 899-4803	(757) 483-1771		(757) 484-5354		(757) 899-4803		(804) 834-3012		(757) 357-3263		
Effective Date	25-Feb-19	04-Feb-19		01-Feb-19		01-Feb-19		01-Jan-19		01-Jan-19		
<u>Project Level</u>												
Units	48	127		120		48		40		60		
Vacant Units	1	2		0		1		3		6		
Vacancy Rate	2%	2%		0%		2%		8%		10%		
<u>Unit Type</u>												
Units	4	7		30		1		11		2		
Vacant Units	0	0		0		0		2		0		
Vacancy Rate	0%	0%		0%		0%		18%		0%		
Street Rent	\$704	\$905		\$870		\$709		\$824		\$733		
Concessions	\$0	\$0		\$0		\$0		\$0		\$0		
Net Rent	\$704	\$905		\$870		\$709		\$824		\$733		
<u>Adj</u>	<u>Data</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	
Tenant-Paid Utilities	TPU	\$189	\$71	-\$118	\$105	-\$84	\$135	-\$54	\$94	-\$95	\$105	-\$84
Cable	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Internet	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Bedrooms	\$75	3	3	\$0	3	\$0	3	\$0	2	\$75	3	\$0
Bathrooms	\$15	1.00	2.00	-\$15	2.00	-\$15	1.00	\$0	1.00	\$0	1.00	\$0
Square Feet	\$0.00	1009	844	\$0	1371	\$0	1009	\$0	734	\$0	1003	\$0
Visibility	\$0	3.50	2.50	\$0	3.50	\$0	3.50	\$0	2.25	\$0	4.00	\$0
Access	\$25	4.00	2.50	\$38	3.00	\$25	4.00	\$0	2.25	\$44	4.00	\$0
Neighborhood	\$30	3.00	3.50	-\$15	3.50	-\$15	3.00	\$0	2.80	\$6	3.20	-\$6
Area Amenities	\$0	2.70	3.30	\$0	3.70	\$0	2.70	\$0	2.20	\$0	2.50	\$0
Median HH Income	\$0.0000	\$31,250	\$39,324	\$0	\$39,324	\$0	\$31,250	\$0	\$31,250	\$0	\$35,714	\$0
Average Commute	\$12	24.41	22.45	-\$24	22.45	-\$24	24.41	\$0	24.41	\$0	25.58	\$14
Public Transportation	\$0	na	na	\$0	na	\$0	na	\$0	na	\$0	na	\$0
Personal Crime	\$480	3.4%	5.0%	\$8	5.0%	\$8	3.4%	\$0	3.4%	\$0	4.6%	\$6
Condition	\$10	4.00	4.00	\$0	4.00	\$0	2.50	\$15	3.00	\$10	2.50	\$15
Effective Age	\$1.00	2009	2004	\$5	2005	\$4	1990	\$19	2000	\$9	1990	\$19
Ball Field	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
BBQ Area	\$2	no	yes	-\$2	no	\$0	no	\$0	no	\$0	no	\$0
Billiards	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Bus/Comp Center	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Car Care Center	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Community Center	\$2	yes	yes	\$0	yes	\$0	no	\$2	yes	\$0	no	\$2
Elevator	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Fitness Center	\$2	no	no	\$0	yes	-\$2	no	\$0	no	\$0	no	\$0
Gazebo	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Hot Tub/Jacuzzi	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Horseshoe Pit	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Lake	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Library	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Movie Theatre	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Picnic Area	\$2	no	yes	-\$2	no	\$0	no	\$0	no	\$0	no	\$0
Playground	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Pool	\$2	no	no	\$0	yes	-\$2	no	\$0	no	\$0	no	\$0
Sauna	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Sports Court	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Walking Trail	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Blinds	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Ceiling Fans	\$10	yes	no	\$10	no	\$10	no	\$10	yes	\$0	yes	\$0
Carpeting	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Fireplace	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Patio/Balcony	\$2	no	no	\$0	no	-\$2	no	\$0	no	\$0	no	\$0
Storage	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Stove	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Refrigerator	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Disposal	\$2	no	no	\$0	yes	-\$2	no	\$0	no	\$0	no	\$0
Dishwasher	\$2	yes	yes	\$0	yes	\$0	no	\$2	no	\$2	no	\$2
Microwave	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Garage	\$50	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Covered	\$20	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Assigned	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Open	\$0	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
None	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Central	\$5	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
W/D Units	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
W/D Hookups	\$5	no	no	\$0	yes	-\$5	no	\$0	no	\$0	no	\$0
Call Buttons	\$2	some	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Controlled Access	\$2	no	yes	-\$2	no	\$0	no	\$0	no	\$0	no	\$0
Courtesy Officer	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Monitoring	\$2	no	yes	-\$2	no	\$0	no	\$0	no	\$0	no	\$0
Security Alarms	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Security Patrols	\$10	no	no	\$0	yes	-\$10	no	\$0	no	\$0	yes	-\$10
Indicated Rent	\$760	\$786		\$756		\$703		\$875		\$691		

Restricted Market Rent Conclusion

Based on our evaluation of the rents at the select comparable properties, and considering the location, quality and amenities of the subject property, we conclude the following market rents for the subject property units, assuming that the subject were a restricted property:

Restricted Market Rent Conclusion				
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Market
1BR-1BA-575sf / 40% of AMI / 40% of AMI	No	Yes	1	\$635
1BR-1BA-575sf / 50% of AMI / 50% of AMI	No	Yes	3	\$635
1BR-1BA-545sf / 60% of AMI / 60% of AMI	No	Yes	2	\$635
1BR-1BA-545sf / 70% of AMI / 70% of AMI	No	Yes	1	\$635
1BR-1BA-545sf / 80% of AMI / 80% of AMI	No	No	1	\$635
2BR-1BA-749sf / 40% of AMI / 40% of AMI	No	Yes	2	\$720
2BR-1BA-718sf / 50% of AMI / 50% of AMI	No	Yes	10	\$720
2BR-1BA-749sf / 60% of AMI / 60% of AMI	No	Yes	8	\$720
2BR-1BA-718sf / 70% of AMI / 70% of AMI	No	Yes	2	\$720
2BR-1BA-749sf / 80% of AMI / 80% of AMI	No	No	2	\$720
3BR-1BA-960sf / 40% of AMI / 40% of AMI	No	Yes	2	\$760
3BR-1BA-893sf / 50% of AMI / 50% of AMI	No	Yes	3	\$760
3BR-1BA-923sf / 50% of AMI / 50% of AMI	No	Yes	3	\$760
3BR-1BA-960sf / 60% of AMI / 60% of AMI	No	No	2	\$760
3BR-1BA-1009sf / 60% of AMI / 60% of AMI	No	Yes	4	\$760
3BR-1BA-928sf / 70% of AMI / 70% of AMI	No	Yes	1	\$760
3BR-1BA-958sf / 80% of AMI / 80% of AMI	No	No	1	\$760
Total / Average			48	\$719

Our analysis suggests an average restricted market rent of \$719 for the subject property.

We selected a total of 7 properties as comparables for purposes of our analysis. The average occupancy at the select rent comparables currently stands at 98 percent.

The occupancy rate of the selected rent comparables is broken out in the tables below:

Occupancy Rate, Select Comparables								
	Subsidized	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI	Market
0-Bedroom								
1-Bedroom	97%		100%		97%			
2-Bedroom	94%		100%	100%	98%			
3-Bedroom								
4-Bedroom								
Total	95%		100%	100%	98%			

Occupancy rates for all stabilized market area properties are broken out below:

Occupancy Rate, Stabilized Properties								
	Subsidized	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI	Market
0-Bedroom								
1-Bedroom	98%			89%	100%			
2-Bedroom	92%			92%	86%			
3-Bedroom	88%			100%	100%			
4-Bedroom								
Total	93%			91%	92%			

Rents at rent restricted properties tend to move with median household incomes for an area. Given HUD's published median incomes, we derived 1, 2 and 3-bedroom 60% of AMI rent limits since 2006. According to our analysis, maximum 2-bedroom rents for the area grew from \$998 to \$1123 since 2010. This represents an average 1.6% annual increase over this period.

Maximum tax credit rent data for the area is found below:

Maximum Tax Credit Rents, 60% of AMI						
Year	Rent			Change		
	1BR	2BR	3BR	1BR	2BR	3BR
2006	\$756	\$907	\$1,048	-	-	-
2007	\$773	\$927	\$1,072	2.2%	2.2%	2.3%
2008	\$780	\$936	\$1,081	0.9%	1.0%	0.8%
2009	\$824	\$988	\$1,142	5.6%	5.6%	5.6%
2010	\$831	\$998	\$1,153	0.8%	1.0%	1.0%
2011	\$839	\$1,007	\$1,164	1.0%	0.9%	1.0%
2012	\$851	\$1,021	\$1,179	1.4%	1.4%	1.3%
2013	\$831	\$998	\$1,153	-2.4%	-2.3%	-2.2%
2014	\$820	\$984	\$1,137	-1.3%	-1.4%	-1.4%
2015	\$835	\$1,002	\$1,158	1.8%	1.8%	1.8%
2016	\$814	\$977	\$1,129	-2.5%	-2.5%	-2.5%
2017	\$885	\$1,062	\$1,228	8.7%	8.7%	8.8%
2018	\$936	\$1,123	\$1,298	5.8%	5.7%	5.7%

Source: HUD

Restricted Market Rent Conclusion, As Is

In the table found below we summarize the market rents for the subject property units on an "as is" basis, assuming that the subject were a restricted property:

Restricted Market Rent Conclusion, As Is				
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Market
1BR-1BA-560sf / 50% of AMI / 50% of AMI	No	Yes	10	\$630
1BR-1BA-560sf / 50% of AMI / 50% of AMI	No	No	4	\$630
1BR-1BA-560sf / 60% of AMI / 60% of AMI	No	Yes	2	\$630
2BR-1BA-733.5sf / 50% of AMI / 50% of AMI	No	Yes	14	\$720
2BR-1BA-733.5sf / 50% of AMI / 50% of AMI	No	No	7	\$720
2BR-1BA-733.5sf / 60% of AMI / 60% of AMI	No	No	3	\$720
3BR-1BA-960sf / 50% of AMI / 50% of AMI	No	Yes	4	\$765
3BR-1BA-1009sf / 50% of AMI / 50% of AMI	No	Yes	2	\$765
3BR-1BA-1009sf / 50% of AMI / 50% of AMI	No	No	1	\$765
3BR-1BA-1009sf / 60% of AMI / 60% of AMI	No	No	1	\$765
Total / Average			48	\$698



### Achievable Rent Conclusion

The next step in our analysis is to develop an achievable rent conclusion for the subject property. Achievable rents represent the absolute highest rent permissible for the area, considering market rents, program rent limits, and any other applicable rent restrictions on the subject property.

Our analysis begins by establishing the applicable program rent limits for the subject property. Program rent limits include any applicable LIHTC and FMR rent limits. LIHTC rent limits typically apply to units benefitting from tax credit and/or bond financing. The LIHTC rent limits for applicable units at the subject property follow:

LIHTC Rent Limits						
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Gross Rent	Utilities	Net Rent
1BR-1BA-575sf / 40% of AMI / 40% of AMI	No	Yes	1	\$624	\$145	\$479
1BR-1BA-575sf / 50% of AMI / 50% of AMI	No	Yes	3	\$780	\$145	\$635
1BR-1BA-545sf / 60% of AMI / 60% of AMI	No	Yes	2	\$936	\$145	\$791
1BR-1BA-545sf / 70% of AMI / 70% of AMI	No	Yes	1	\$1,092	\$145	\$947
1BR-1BA-545sf / 80% of AMI / 80% of AMI	No	No	1	\$1,249	\$145	\$1,104
2BR-1BA-749sf / 40% of AMI / 40% of AMI	No	Yes	2	\$749	\$166	\$583
2BR-1BA-718sf / 50% of AMI / 50% of AMI	No	Yes	10	\$936	\$166	\$770
2BR-1BA-749sf / 60% of AMI / 60% of AMI	No	Yes	8	\$1,123	\$166	\$957
2BR-1BA-718sf / 70% of AMI / 70% of AMI	No	Yes	2	\$1,310	\$166	\$1,144
2BR-1BA-749sf / 80% of AMI / 80% of AMI	No	No	2	\$1,498	\$166	\$1,332
3BR-1BA-960sf / 40% of AMI / 40% of AMI	No	Yes	2	\$865	\$189	\$676
3BR-1BA-893sf / 50% of AMI / 50% of AMI	No	Yes	3	\$1,081	\$189	\$892
3BR-1BA-923sf / 50% of AMI / 50% of AMI	No	Yes	3	\$1,081	\$189	\$892
3BR-1BA-960sf / 60% of AMI / 60% of AMI	No	No	2	\$1,298	\$189	\$1,109
3BR-1BA-1009sf / 60% of AMI / 60% of AMI	No	Yes	4	\$1,298	\$189	\$1,109
3BR-1BA-928sf / 70% of AMI / 70% of AMI	No	Yes	1	\$1,514	\$189	\$1,325
3BR-1BA-958sf / 80% of AMI / 80% of AMI	No	No	1	\$1,731	\$189	\$1,542
Total / Average			48	\$1,081	\$170	\$911

Our analysis suggests an average net LIHTC rent limit of \$911 for 48 applicable units at the subject property.

FMR rent limits typically apply to units benefitting from HOME funds. The FMR rent limits for applicable units at the subject property follow:

FMR Rent Limits						
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Gross Rent	Utilities	Net Rent
1BR-1BA-575sf / 40% of AMI / 40% of AMI	No	Yes	-	-	-	-
1BR-1BA-575sf / 50% of AMI / 50% of AMI	No	Yes	-	-	-	-
1BR-1BA-545sf / 60% of AMI / 60% of AMI	No	Yes	-	-	-	-
1BR-1BA-545sf / 70% of AMI / 70% of AMI	No	Yes	-	-	-	-
1BR-1BA-545sf / 80% of AMI / 80% of AMI	No	No	-	-	-	-
2BR-1BA-749sf / 40% of AMI / 40% of AMI	No	Yes	-	-	-	-
2BR-1BA-718sf / 50% of AMI / 50% of AMI	No	Yes	-	-	-	-
2BR-1BA-749sf / 60% of AMI / 60% of AMI	No	Yes	-	-	-	-
2BR-1BA-718sf / 70% of AMI / 70% of AMI	No	Yes	-	-	-	-
2BR-1BA-749sf / 80% of AMI / 80% of AMI	No	No	-	-	-	-
3BR-1BA-960sf / 40% of AMI / 40% of AMI	No	Yes	-	-	-	-
3BR-1BA-893sf / 50% of AMI / 50% of AMI	No	Yes	-	-	-	-
3BR-1BA-923sf / 50% of AMI / 50% of AMI	No	Yes	-	-	-	-
3BR-1BA-960sf / 60% of AMI / 60% of AMI	No	No	-	-	-	-
3BR-1BA-1009sf / 60% of AMI / 60% of AMI	No	Yes	-	-	-	-
3BR-1BA-928sf / 70% of AMI / 70% of AMI	No	Yes	-	-	-	-
3BR-1BA-958sf / 80% of AMI / 80% of AMI	No	No	-	-	-	-
Total / Average			-	-	-	-

HOME funding is not proposed for the subject property.

Units benefitting exclusively from tax credits and/or bond financing are subject to LIHTC rent limits. Units benefitting from HOME funds in addition to tax credit and/or bond financing are subject to the lesser of LIHTC rent limits or FMR rent limits. Units benefitting from project-based rental assistance are normally limited to unrestricted market rent. With these parameters in mind, the following table sets forth the concluded program rent limits for applicable units at the subject property:

Program Rent Limits							
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	LIHTC	FMR	Market	Program
1BR-1BA-575sf / 40% of AMI / 40% of AMI	No	Yes	1	\$479	-	\$705	\$705
1BR-1BA-575sf / 50% of AMI / 50% of AMI	No	Yes	3	\$635	-	\$705	\$705
1BR-1BA-545sf / 60% of AMI / 60% of AMI	No	Yes	2	\$791	-	\$705	\$705
1BR-1BA-545sf / 70% of AMI / 70% of AMI	No	Yes	1	\$947	-	\$705	\$705
1BR-1BA-545sf / 80% of AMI / 80% of AMI	No	No	1	\$1,104	-	-	\$1,104
2BR-1BA-749sf / 40% of AMI / 40% of AMI	No	Yes	2	\$583	-	\$780	\$780
2BR-1BA-718sf / 50% of AMI / 50% of AMI	No	Yes	10	\$770	-	\$780	\$780
2BR-1BA-749sf / 60% of AMI / 60% of AMI	No	Yes	8	\$957	-	\$780	\$780
2BR-1BA-718sf / 70% of AMI / 70% of AMI	No	Yes	2	\$1,144	-	\$780	\$780
2BR-1BA-749sf / 80% of AMI / 80% of AMI	No	No	2	\$1,332	-	-	\$1,332
3BR-1BA-960sf / 40% of AMI / 40% of AMI	No	Yes	2	\$676	-	\$935	\$935
3BR-1BA-893sf / 50% of AMI / 50% of AMI	No	Yes	3	\$892	-	\$935	\$935
3BR-1BA-923sf / 50% of AMI / 50% of AMI	No	Yes	3	\$892	-	\$935	\$935
3BR-1BA-960sf / 60% of AMI / 60% of AMI	No	No	2	\$1,109	-	-	\$1,109
3BR-1BA-1009sf / 60% of AMI / 60% of AMI	No	Yes	4	\$1,109	-	\$935	\$935
3BR-1BA-928sf / 70% of AMI / 70% of AMI	No	Yes	1	\$1,325	-	\$935	\$935
3BR-1BA-958sf / 80% of AMI / 80% of AMI	No	No	1	\$1,542	-	-	\$1,542
Total / Average			48	\$911	-	\$815	\$870

Our analysis suggests an average program rent limit of \$870 for 48 applicable units at the subject property.

Now that we have established program rent limits, we are in a position to develop an achievable rent conclusion for the subject property. Achievable rents represent the absolute highest rent permissible for the area, considering unrestricted and restricted market rents, program rent limits, and any other applicable rent restrictions on the subject property. The following table summarizes our findings:

Achievable Rents									
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Program	Unrestricted	Restricted	Achievable	Proposed	Advantage
1BR-1BA-575sf / 40% of AMI / 40% of AMI	No	Yes	1	\$705	\$705	\$635	\$705	\$551	21.8%
1BR-1BA-575sf / 50% of AMI / 50% of AMI	No	Yes	3	\$705	\$705	\$635	\$705	\$551	21.8%
1BR-1BA-545sf / 60% of AMI / 60% of AMI	No	Yes	2	\$705	\$705	\$635	\$705	\$551	21.8%
1BR-1BA-545sf / 70% of AMI / 70% of AMI	No	Yes	1	\$705	\$705	\$635	\$705	\$551	21.8%
1BR-1BA-545sf / 80% of AMI / 80% of AMI	No	No	1	\$1,104	\$705	\$635	\$635	\$551	13.2%
2BR-1BA-749sf / 40% of AMI / 40% of AMI	No	Yes	2	\$780	\$780	\$720	\$780	\$614	21.3%
2BR-1BA-718sf / 50% of AMI / 50% of AMI	No	Yes	10	\$780	\$780	\$720	\$780	\$614	21.3%
2BR-1BA-749sf / 60% of AMI / 60% of AMI	No	Yes	8	\$780	\$780	\$720	\$780	\$614	21.3%
2BR-1BA-718sf / 70% of AMI / 70% of AMI	No	Yes	2	\$780	\$780	\$720	\$780	\$614	21.3%
2BR-1BA-749sf / 80% of AMI / 80% of AMI	No	No	2	\$1,332	\$780	\$720	\$720	\$614	14.7%
3BR-1BA-960sf / 40% of AMI / 40% of AMI	No	Yes	2	\$935	\$935	\$760	\$935	\$704	24.7%
3BR-1BA-893sf / 50% of AMI / 50% of AMI	No	Yes	3	\$935	\$935	\$760	\$935	\$704	24.7%
3BR-1BA-923sf / 50% of AMI / 50% of AMI	No	Yes	3	\$935	\$935	\$760	\$935	\$704	24.7%
3BR-1BA-960sf / 60% of AMI / 60% of AMI	No	No	2	\$1,109	\$935	\$760	\$760	\$704	7.4%
3BR-1BA-1009sf / 60% of AMI / 60% of AMI	No	Yes	4	\$935	\$935	\$760	\$935	\$704	24.7%
3BR-1BA-928sf / 70% of AMI / 70% of AMI	No	Yes	1	\$935	\$935	\$760	\$935	\$704	24.7%
3BR-1BA-958sf / 80% of AMI / 80% of AMI	No	No	1	\$1,542	\$935	\$760	\$760	\$704	7.4%
Total / Average			48	\$870	\$819	\$719	\$804	\$634	21.2%

Our analysis suggests an average achievable rent of \$804 for the subject property. This is compared with an average proposed rent of \$634, yielding an achievable rent advantage of 21.2 percent. Overall, the subject property appears to be priced at or below achievable rents for the area.

Finally, assuming no rent subsidies, we arrive at the following achievable rents for units at this property:

Achievable Rents, No Rent Subsidies									
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Program	Unrestricted	Restricted	Achievable	Proposed	Advantage
1BR-1BA-575sf / 40% of AMI / 40% of AMI	No	No	1	\$479	\$705	\$635	\$479	\$551	-15.0%
1BR-1BA-575sf / 50% of AMI / 50% of AMI	No	No	3	\$635	\$705	\$635	\$635	\$551	13.2%
1BR-1BA-545sf / 60% of AMI / 60% of AMI	No	No	2	\$791	\$705	\$635	\$635	\$551	13.2%
1BR-1BA-545sf / 70% of AMI / 70% of AMI	No	No	1	\$947	\$705	\$635	\$635	\$551	13.2%
1BR-1BA-545sf / 80% of AMI / 80% of AMI	No	No	1	\$1,104	\$705	\$635	\$635	\$551	13.2%
2BR-1BA-749sf / 40% of AMI / 40% of AMI	No	No	2	\$583	\$780	\$720	\$583	\$614	-5.3%
2BR-1BA-718sf / 50% of AMI / 50% of AMI	No	No	10	\$770	\$780	\$720	\$720	\$614	14.7%
2BR-1BA-749sf / 60% of AMI / 60% of AMI	No	No	8	\$957	\$780	\$720	\$720	\$614	14.7%
2BR-1BA-718sf / 70% of AMI / 70% of AMI	No	No	2	\$1,144	\$780	\$720	\$720	\$614	14.7%
2BR-1BA-749sf / 80% of AMI / 80% of AMI	No	No	2	\$1,332	\$780	\$720	\$720	\$614	14.7%
3BR-1BA-960sf / 40% of AMI / 40% of AMI	No	No	2	\$676	\$935	\$760	\$676	\$704	-4.1%
3BR-1BA-893sf / 50% of AMI / 50% of AMI	No	No	3	\$892	\$935	\$760	\$760	\$704	7.4%
3BR-1BA-923sf / 50% of AMI / 50% of AMI	No	No	3	\$892	\$935	\$760	\$760	\$704	7.4%
3BR-1BA-960sf / 60% of AMI / 60% of AMI	No	No	2	\$1,109	\$935	\$760	\$760	\$704	7.4%
3BR-1BA-1009sf / 60% of AMI / 60% of AMI	No	No	4	\$1,109	\$935	\$760	\$760	\$704	7.4%
3BR-1BA-928sf / 70% of AMI / 70% of AMI	No	No	1	\$1,325	\$935	\$760	\$760	\$704	7.4%
3BR-1BA-958sf / 80% of AMI / 80% of AMI	No	No	1	\$1,542	\$935	\$760	\$760	\$704	7.4%
<b>Total / Average</b>			<b>48</b>	<b>\$911</b>	<b>\$819</b>	<b>\$719</b>	<b>\$707</b>	<b>\$634</b>	<b>10.4%</b>

## DEMAND ANALYSIS

### Overview

In this section we evaluate demand for the subject property using the recommended demand methodology promulgated by the National Council of Housing Market Analysts (NCHMA). For purposes of this analysis, we define demand as the number of income-qualified renter households (by household size and unit type) that would qualify to live at the subject property at the lesser of the developer's proposed rents or achievable rents.

Our analysis begins by developing a breakdown of the number of renter households, by income, by size as of the date of market entry for this development. This breakdown, which utilizes demographic data presented earlier in this report, is presented below:

2019 \$		Renter Households, by Income, by Size							
Min	Max	2020							
		1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	Total	
\$0	to \$9,999	270	76	102	64	20	11	544	
\$0	to \$19,999	658	280	199	112	55	29	1,333	
\$0	to \$29,999	889	384	274	194	82	43	1,868	
\$0	to \$39,999	978	518	337	210	125	62	2,231	
\$0	to \$49,999	1,149	591	364	266	152	76	2,600	
\$0	to \$59,999	1,180	670	384	288	173	84	2,779	
\$0	to \$74,999	1,208	777	407	321	181	86	2,980	
\$0	to \$99,999	1,252	919	483	381	190	90	3,314	
\$0	to \$124,999	1,270	953	499	413	195	90	3,420	
\$0	to \$149,999	1,311	974	516	440	208	95	3,543	
\$0	to \$199,999	1,326	982	516	442	211	96	3,573	
\$0	or more	1,339	987	524	447	214	97	3,608	

Source: ESRI & Ribbon Demographics

Our analysis includes an estimate of demand along with capture rate and penetration rate estimates. Capture rates were computed two ways: (1) On a gross basis (the number of proposed units divided by qualified demand) and (2) On a net basis (the number of proposed units divided by qualified demand minus competing & pipeline units). Penetration rates are defined as the number of proposed units plus competing & pipeline units divided by income-qualified demand. In the following pages we provide detailed listings of competing & pipeline units in the market area broken by unit type.

Competing & Pipeline Units, 1-Bedroom Units

Overview						Total Units								Vacant Units								
Key Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt	Sub	30%	40%	50%	60%	70%	80%	Mkt	
013 Birch Island Apartments Phase 1	1984	2000	Restricted	Family	Stabilized	12			4								1					
015 Birch Island Apartments Phase 2	1988	2008	Restricted	Family	Stabilized	3			5													
103 Sussex Trace Apartments	1982	na	Subsidized	Family	Stabilized																	
107 Waverly Village Apartments	1988	2004	Restricted	Family	Stabilized	7				9				1								
<b>Total</b>						22			9	9				1								1

Source: Allen & Associates

Competing & Pipeline Units, 2-Bedroom Units

Overview						Total Units								Vacant Units								
Key Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt	Sub	30%	40%	50%	60%	70%	80%	Mkt	
013 Birch Island Apartments Phase 1	1984	2000	Restricted	Family	Stabilized	14			7	3												
015 Birch Island Apartments Phase 2	1988	2008	Restricted	Family	Stabilized	3			5								1					
103 Sussex Trace Apartments	1982	na	Subsidized	Family	Stabilized	30								5								
107 Waverly Village Apartments	1988	2004	Restricted	Family	Stabilized	13				11											2	
<b>Total</b>						60			12	14				5			1	2				

Source: Allen & Associates

Competing & Pipeline Units, 3-Bedroom Units

Overview						Total Units								Vacant Units								
Key Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt	Sub	30%	40%	50%	60%	70%	80%	Mkt	
013 Birch Island Apartments Phase 1	1984	2000	Restricted	Family	Stabilized	6			1	1												
015 Birch Island Apartments Phase 2	1988	2008	Restricted	Family	Stabilized																	
103 Sussex Trace Apartments	1982	na	Subsidized	Family	Stabilized	20								3								
107 Waverly Village Apartments	1988	2004	Restricted	Family	Stabilized																	
<b>Total</b>						26			1	1				3								

Source: Allen & Associates

## Demand Estimate, 1-Bedroom, Subsidized, 70% of AMI

In this section we estimate demand for the 1-Bedroom / Subsidized / 70% of AMI units at the subject property. Our analysis assumes a total of 7 units, 3 of which are anticipated to be vacant on market entry in 2020. Our analysis assumes a 35% income qualification ratio and 2-person households.

Unit Details	
Target Population	Family Households
Unit Type	1-Bedroom
Rent Type	Subsidized
Income Limit	70% of AMI
Total Units	7
Vacant Units at Market Entry	3

Minimum Qualified Income	
Net Rent	\$0
Utilities	\$145
Gross Rent	\$145
Income Qualification Ratio	35%
Minimum Qualified Income	\$414
Months/Year	12
Minimum Qualified Income	\$4,971

Renter Households, by Income, by Size									
2020									
	2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
	\$0	to	\$9,999	270	76	102	64	20	11
	\$0	to	\$19,999	658	280	199	112	55	29
	\$0	to	\$29,999	889	384	274	194	82	43
	\$0	to	\$39,999	978	518	337	210	125	62
	\$0	to	\$49,999	1,149	591	364	266	152	76
	\$0	to	\$59,999	1,180	670	384	288	173	84
	\$0	to	\$74,999	1,208	777	407	321	181	86
	\$0	to	\$99,999	1,252	919	483	381	190	90
	\$0	to	\$124,999	1,270	953	499	413	195	90
	\$0	to	\$149,999	1,311	974	516	440	208	95
	\$0	to	\$199,999	1,326	982	516	442	211	96
	\$0	or	more	1,339	987	524	447	214	97

Maximum Allowable Income								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Maximum Allowable Income			\$40,810	\$46,620	\$52,430	\$58,240	\$62,930	\$67,620

Size Qualified								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified			Yes	Yes	No	No	No	No

Demand Estimate								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income			987	565	0	0	0	0
HH Below Minimum Income			122	34	0	0	0	0
Subtotal			865	531	0	0	0	0

Demand Estimate 1,396

Our analysis suggests demand for a total of 1,396 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.



## Demand Estimate, 1-Bedroom, Restricted, 80% of AMI

In this section we estimate demand for the 1-Bedroom / Restricted / 80% of AMI units at the subject property. Our analysis assumes a total of 1 units, 1 of which are anticipated to be vacant on market entry in 2020. Our analysis assumes a 35% income qualification ratio and 2-person households.

Unit Details	
Target Population	Family Households
Unit Type	1-Bedroom
Rent Type	Restricted
Income Limit	80% of AMI
Total Units	1
Vacant Units at Market Entry	1

Minimum Qualified Income	
Net Rent	\$551
Utilities	\$145
Gross Rent	\$696
Income Qualification Ratio	35%
Minimum Qualified Income	\$1,989
Months/Year	12
Minimum Qualified Income	\$23,863

Renter Households, by Income, by Size									
2020									
	2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
	\$0	to	\$9,999	270	76	102	64	20	11
	\$0	to	\$19,999	658	280	199	112	55	29
	\$0	to	\$29,999	889	384	274	194	82	43
	\$0	to	\$39,999	978	518	337	210	125	62
	\$0	to	\$49,999	1,149	591	364	266	152	76
	\$0	to	\$59,999	1,180	670	384	288	173	84
	\$0	to	\$74,999	1,208	777	407	321	181	86
	\$0	to	\$99,999	1,252	919	483	381	190	90
	\$0	to	\$124,999	1,270	953	499	413	195	90
	\$0	to	\$149,999	1,311	974	516	440	208	95
	\$0	to	\$199,999	1,326	982	516	442	211	96
	\$0	or	more	1,339	987	524	447	214	97

Maximum Allowable Income								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Maximum Allowable Income			\$46,640	\$53,280	\$59,920	\$66,560	\$71,920	\$77,280

Size Qualified								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified			Yes	Yes	No	No	No	No

Demand Estimate								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income			1,089	615	0	0	0	0
HH Below Minimum Income			739	316	0	0	0	0
Subtotal			350	298	0	0	0	0

Demand Estimate 649

Our analysis suggests demand for a total of 649 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, 2-Bedroom, Subsidized, 70% of AMI

In this section we estimate demand for the 2-Bedroom / Subsidized / 70% of AMI units at the subject property. Our analysis assumes a total of 22 units, 11 of which are anticipated to be vacant on market entry in 2020. Our analysis assumes a 35% income qualification ratio and 4-person households.

Unit Details	
Target Population	Family Households
Unit Type	2-Bedroom
Rent Type	Subsidized
Income Limit	70% of AMI
Total Units	22
Vacant Units at Market Entry	11

Minimum Qualified Income	
Net Rent	\$0
Utilities	\$166
Gross Rent	\$166
Income Qualification Ratio	35%
Minimum Qualified Income	\$474
Months/Year	12
Minimum Qualified Income	\$5,691

Renter Households, by Income, by Size								
2020								
2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	270	76	102	64	20	11
\$0	to	\$19,999	658	280	199	112	55	29
\$0	to	\$29,999	889	384	274	194	82	43
\$0	to	\$39,999	978	518	337	210	125	62
\$0	to	\$49,999	1,149	591	364	266	152	76
\$0	to	\$59,999	1,180	670	384	288	173	84
\$0	to	\$74,999	1,208	777	407	321	181	86
\$0	to	\$99,999	1,252	919	483	381	190	90
\$0	to	\$124,999	1,270	953	499	413	195	90
\$0	to	\$149,999	1,311	974	516	440	208	95
\$0	to	\$199,999	1,326	982	516	442	211	96
\$0	or	more	1,339	987	524	447	214	97

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$40,810	\$46,620	\$52,430	\$58,240	\$62,930	\$67,620	

Size Qualified						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified	Yes	Yes	Yes	Yes	No	No

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	987	565	368	284	0	0
HH Below Minimum Income	149	42	56	35	0	0
Subtotal	838	524	312	248	0	0

Demand Estimate 1,922

Our analysis suggests demand for a total of 1,922 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, 2-Bedroom, Restricted, 80% of AMI

In this section we estimate demand for the 2-Bedroom / Restricted / 80% of AMI units at the subject property. Our analysis assumes a total of 2 units, 1 of which are anticipated to be vacant on market entry in 2020. Our analysis assumes a 35% income qualification ratio and 4-person households.

Unit Details	
Target Population	Family Households
Unit Type	2-Bedroom
Rent Type	Restricted
Income Limit	80% of AMI
Total Units	2
Vacant Units at Market Entry	1

Minimum Qualified Income	
Net Rent	\$614
Utilities	\$166
Gross Rent	\$780
Income Qualification Ratio	35%
Minimum Qualified Income	\$2,229
Months/Year	12
Minimum Qualified Income	\$26,743

Renter Households, by Income, by Size									
2020									
	2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
	\$0	to	\$9,999	270	76	102	64	20	11
	\$0	to	\$19,999	658	280	199	112	55	29
	\$0	to	\$29,999	889	384	274	194	82	43
	\$0	to	\$39,999	978	518	337	210	125	62
	\$0	to	\$49,999	1,149	591	364	266	152	76
	\$0	to	\$59,999	1,180	670	384	288	173	84
	\$0	to	\$74,999	1,208	777	407	321	181	86
	\$0	to	\$99,999	1,252	919	483	381	190	90
	\$0	to	\$124,999	1,270	953	499	413	195	90
	\$0	to	\$149,999	1,311	974	516	440	208	95
	\$0	to	\$199,999	1,326	982	516	442	211	96
	\$0	or	more	1,339	987	524	447	214	97

Maximum Allowable Income								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Maximum Allowable Income			\$46,640	\$53,280	\$59,920	\$66,560	\$71,920	\$77,280

Size Qualified						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified	Yes	Yes	Yes	Yes	No	No

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	1,089	615	383	302	0	0
HH Below Minimum Income	808	348	248	165	0	0
Subtotal	281	267	135	137	0	0

Demand Estimate 820

Our analysis suggests demand for a total of 820 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, 3-Bedroom, Subsidized, 70% of AMI

In this section we estimate demand for the 3-Bedroom / Subsidized / 70% of AMI units at the subject property. Our analysis assumes a total of 13 units, 6 of which are anticipated to be vacant on market entry in 2020. Our analysis assumes a 35% income qualification ratio and 5-person households.

Unit Details	
Target Population	Family Households
Unit Type	3-Bedroom
Rent Type	Subsidized
Income Limit	70% of AMI
Total Units	13
Vacant Units at Market Entry	6

Minimum Qualified Income	
Net Rent	\$0
Utilities	\$189
Gross Rent	\$189
Income Qualification Ratio	35%
Minimum Qualified Income	\$540
Months/Year	12
Minimum Qualified Income	\$6,480

Renter Households, by Income, by Size									
2020									
	2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
	\$0	to	\$9,999	270	76	102	64	20	11
	\$0	to	\$19,999	658	280	199	112	55	29
	\$0	to	\$29,999	889	384	274	194	82	43
	\$0	to	\$39,999	978	518	337	210	125	62
	\$0	to	\$49,999	1,149	591	364	266	152	76
	\$0	to	\$59,999	1,180	670	384	288	173	84
	\$0	to	\$74,999	1,208	777	407	321	181	86
	\$0	to	\$99,999	1,252	919	483	381	190	90
	\$0	to	\$124,999	1,270	953	499	413	195	90
	\$0	to	\$149,999	1,311	974	516	440	208	95
	\$0	to	\$199,999	1,326	982	516	442	211	96
	\$0	or	more	1,339	987	524	447	214	97

Maximum Allowable Income								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Maximum Allowable Income			\$40,810	\$46,620	\$52,430	\$58,240	\$62,930	\$67,620

Size Qualified								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified			Yes	Yes	Yes	Yes	Yes	No

Demand Estimate								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income			987	565	368	284	174	0
HH Below Minimum Income			162	46	61	38	12	0
Subtotal			825	520	307	245	162	0

Demand Estimate 2,059

Our analysis suggests demand for a total of 2,059 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, 3-Bedroom, Restricted, 80% of AMI

In this section we estimate demand for the 3-Bedroom / Restricted / 80% of AMI units at the subject property. Our analysis assumes a total of 3 units, 2 of which are anticipated to be vacant on market entry in 2020. Our analysis assumes a 35% income qualification ratio and 5-person households.

Unit Details	
Target Population	Family Households
Unit Type	3-Bedroom
Rent Type	Restricted
Income Limit	80% of AMI
Total Units	3
Vacant Units at Market Entry	2

Minimum Qualified Income	
Net Rent	\$704
Utilities	\$189
Gross Rent	\$893
Income Qualification Ratio	35%
Minimum Qualified Income	\$2,551
Months/Year	12
Minimum Qualified Income	\$30,617

Renter Households, by Income, by Size									
2020									
	2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
	\$0	to	\$9,999	270	76	102	64	20	11
	\$0	to	\$19,999	658	280	199	112	55	29
	\$0	to	\$29,999	889	384	274	194	82	43
	\$0	to	\$39,999	978	518	337	210	125	62
	\$0	to	\$49,999	1,149	591	364	266	152	76
	\$0	to	\$59,999	1,180	670	384	288	173	84
	\$0	to	\$74,999	1,208	777	407	321	181	86
	\$0	to	\$99,999	1,252	919	483	381	190	90
	\$0	to	\$124,999	1,270	953	499	413	195	90
	\$0	to	\$149,999	1,311	974	516	440	208	95
	\$0	to	\$199,999	1,326	982	516	442	211	96
	\$0	or	more	1,339	987	524	447	214	97

Maximum Allowable Income								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Maximum Allowable Income			\$46,640	\$53,280	\$59,920	\$66,560	\$71,920	\$77,280

Size Qualified								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified			Yes	Yes	Yes	Yes	Yes	No

Demand Estimate								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income			1,089	615	383	302	179	0
HH Below Minimum Income			893	391	277	195	84	0
Subtotal			196	224	106	108	95	0

Demand Estimate 728

Our analysis suggests demand for a total of 728 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, Subsidized

In this section we account for income-band overlap and develop a demand estimate for the subsidized units at the subject property.

Renter Households, by Income, by Size								
			2020					
2019	\$		1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
\$0	to	\$9,999	270	76	102	64	20	11
\$0	to	\$19,999	658	280	199	112	55	29
\$0	to	\$29,999	889	384	274	194	82	43
\$0	to	\$39,999	978	518	337	210	125	62
\$0	to	\$49,999	1,149	591	364	266	152	76
\$0	to	\$59,999	1,180	670	384	288	173	84
\$0	to	\$74,999	1,208	777	407	321	181	86
\$0	to	\$99,999	1,252	919	483	381	190	90
\$0	to	\$124,999	1,270	953	499	413	195	90
\$0	to	\$149,999	1,311	974	516	440	208	95
\$0	to	\$199,999	1,326	982	516	442	211	96
\$0	or	more	1,339	987	524	447	214	97

Demand Estimate, Subsidized						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Maximum Income, 0BR	-	-	-	-	-	-
Maximum Income, 1BR	\$40,810	\$46,620	-	-	-	-
Maximum Income, 2BR	\$40,810	\$46,620	\$52,430	\$58,240	-	-
Maximum Income, 3BR	\$40,810	\$46,620	\$52,430	\$58,240	\$62,930	-
Maximum Income, 4BR	-	-	-	-	-	-
Maximum Allowable Income	\$40,810	\$46,620	\$52,430	\$58,240	\$62,930	-
Minimum Income, 0BR	-	-	-	-	-	-
Minimum Income, 1BR	\$4,971	\$4,971	-	-	-	-
Minimum Income, 2BR	\$5,691	\$5,691	\$5,691	\$5,691	-	-
Minimum Income, 3BR	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480	-
Minimum Income, 4BR	-	-	-	-	-	-
Minimum Qualified Income	\$4,971	\$4,971	\$5,691	\$5,691	\$6,480	-
HH Below Upper Income	987	565	368	284	174	0
HH Below Lower Income	122	34	56	35	12	0
Subtotal	865	531	312	248	162	0

Demand Estimate 2,119

Our analysis suggests demand for a total of 2,119 size- and income-qualified units in the market area.

Please note: This demand estimate does not account for income band overlap at the project level. A demand estimate taking this into consideration will be developed later.

## Demand Estimate, Restricted, 80% of AMI

In this section we account for income-band overlap and develop a demand estimate for the units restricted to 80% of AMI at the subject property.

Renter Households, by Income, by Size								
			2020					
	2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
\$0	to	\$9,999	270	76	102	64	20	11
\$0	to	\$19,999	658	280	199	112	55	29
\$0	to	\$29,999	889	384	274	194	82	43
\$0	to	\$39,999	978	518	337	210	125	62
\$0	to	\$49,999	1,149	591	364	266	152	76
\$0	to	\$59,999	1,180	670	384	288	173	84
\$0	to	\$74,999	1,208	777	407	321	181	86
\$0	to	\$99,999	1,252	919	483	381	190	90
\$0	to	\$124,999	1,270	953	499	413	195	90
\$0	to	\$149,999	1,311	974	516	440	208	95
\$0	to	\$199,999	1,326	982	516	442	211	96
\$0	or	more	1,339	987	524	447	214	97

Demand Estimate, Restricted, 80% of AMI							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Income, 0BR	-	-	-	-	-	-	-
Maximum Income, 1BR	\$46,640	\$53,280	-	-	-	-	-
Maximum Income, 2BR	\$46,640	\$53,280	\$59,920	\$66,560	-	-	-
Maximum Income, 3BR	\$46,640	\$53,280	\$59,920	\$66,560	\$71,920	-	-
Maximum Income, 4BR	-	-	-	-	-	-	-
Maximum Allowable Income	\$46,640	\$53,280	\$59,920	\$66,560	\$71,920	-	-
Minimum Income, 0BR	-	-	-	-	-	-	-
Minimum Income, 1BR	\$23,863	\$23,863	-	-	-	-	-
Minimum Income, 2BR	\$26,743	\$26,743	\$26,743	\$26,743	-	-	-
Minimum Income, 3BR	\$30,617	\$30,617	\$30,617	\$30,617	\$30,617	-	-
Minimum Income, 4BR	-	-	-	-	-	-	-
Minimum Qualified Income	\$23,863	\$23,863	\$26,743	\$26,743	\$30,617	-	-
HH Below Upper Income	1,089	615	383	302	179	0	
HH Below Lower Income	739	316	248	165	84	0	
Subtotal	350	298	135	137	95	0	

Demand Estimate 1,016

Our analysis suggests demand for a total of 1,016 size- and income-qualified units in the market area.

Please note: This demand estimate does not account for income band overlap at the project level. A demand estimate taking this into consideration will be developed later.

## Demand Estimate, Project-Level

In this section we account for income-band overlap and develop a project-level demand estimate for the subject property.

Renter Households, by Income, by Size								
		2020						
2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	270	76	102	64	20	11
\$0	to	\$19,999	658	280	199	112	55	29
\$0	to	\$29,999	889	384	274	194	82	43
\$0	to	\$39,999	978	518	337	210	125	62
\$0	to	\$49,999	1,149	591	364	266	152	76
\$0	to	\$59,999	1,180	670	384	288	173	84
\$0	to	\$74,999	1,208	777	407	321	181	86
\$0	to	\$99,999	1,252	919	483	381	190	90
\$0	to	\$124,999	1,270	953	499	413	195	90
\$0	to	\$149,999	1,311	974	516	440	208	95
\$0	to	\$199,999	1,326	982	516	442	211	96
\$0	or	more	1,339	987	524	447	214	97

Demand Estimate, Project-Level							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Income, Subsidized	\$40,810	\$46,620	\$52,430	\$58,240	\$62,930	-	
Maximum Income, 30% of AMI	-	-	-	-	-	-	
Maximum Income, 40% of AMI	-	-	-	-	-	-	
Maximum Income, 50% of AMI	-	-	-	-	-	-	
Maximum Income, 60% of AMI	-	-	-	-	-	-	
Maximum Income, 70% of AMI	-	-	-	-	-	-	
Maximum Income, 80% of AMI	\$46,640	\$53,280	\$59,920	\$66,560	\$71,920	-	
Maximum Income, Market Rate	-	-	-	-	-	-	
Maximum Allowable Income	\$46,640	\$53,280	\$59,920	\$66,560	\$71,920	-	
Minimum Income, Subsidized	\$4,971	\$4,971	\$5,691	\$5,691	\$6,480	-	
Minimum Income, 30% of AMI	-	-	-	-	-	-	
Minimum Income, 40% of AMI	-	-	-	-	-	-	
Minimum Income, 50% of AMI	-	-	-	-	-	-	
Minimum Income, 60% of AMI	-	-	-	-	-	-	
Minimum Income, 70% of AMI	-	-	-	-	-	-	
Minimum Income, 80% of AMI	\$23,863	\$23,863	\$26,743	\$26,743	\$30,617	-	
Minimum Income, Market Rate	-	-	-	-	-	-	
Minimum Qualified Income	\$4,971	\$4,971	\$5,691	\$5,691	\$6,480	-	
HH Below Upper Income	1,089	615	383	302	179	0	
HH Below Lower Income	122	34	56	35	12	0	
Subtotal	968	580	327	267	167	0	

Demand Estimate 2,309

Our analysis suggests project-level demand for a total of 2,309 size- and income-qualified units in the market area.



## Capture Rates

In this section, we summarize our demand conclusions and estimate the capture rate for the subject property. Our analysis begins by summarizing the estimated number of vacant subject property units on the date of market entry.

Subject Property Units (Total)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	7						1		8
2BR	22						2		24
3BR	13						3		16
4BR									
Tot	42						6		48

Subject Property Units (Vacant at Market Entry)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	3						1		4
2BR	11						1		12
3BR	6						2		8
4BR									
Tot	20						4		24

The next step in our analysis is to summarize the demand conclusions derived previously. For purposes of this analysis, we define demand as age- and income- qualified renter households for each of the unit types proposed at the subject property. Unit-level demand estimates are found in the body of the chart found below; project-level demand estimates are found in the column and row totals.

Please note: Because of income-band overlap, unit-level demand may not add up to project-level demand. The overlap, which was quantified in the demand estimates presented earlier, has been accounted for in our estimates of project-level demand.

Gross Demand									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	1,396						649		2,045
2BR	1,922						820		2,742
3BR	2,059						728		2,787
4BR									
Tot	2,119						1,016		2,309

The next step in our analysis is to compute the capture rate for the project. For purposes of this computation, we define capture rate as the number of subject property units divided by gross demand. Underwriters often utilize capture rate limits of 10 to 25 percent using this methodology. Our estimates are presented below:

Capture Rates (Subject Property Units / Gross Demand)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	0.2%						0.2%		0.2%
2BR	0.6%						0.1%		0.4%
3BR	0.3%						0.3%		0.3%
4BR									
Tot	0.9%						0.4%		1.0%

The next step in our analysis is to tabulate the number of vacant competing & pipeline units in the market area by

unit/income type. This information will be used to further refine our capture rate estimate for the subject property. A table showing the distribution of vacant competing & pipeline units is found below.

Vacant Competing & Pipeline Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	1								1
2BR	5								5
3BR	3								3
4BR									
Tot	9								9

The next step in our analysis is to subtract the number of vacant competing & pipeline units from gross demand to arrive at a net demand estimate for the subject property units. As described earlier, unit-level net demand estimates are found in the body of the chart found below; project-level net demand estimates are found in the column and row totals.

Please note: Because of income-band overlap, unit-level net demand may not add up to project-level net demand. The overlap, which was quantified in the demand estimates presented earlier, has been accounted for in our estimates of project-level net demand.

Net Demand (Gross Demand - Vacant Competing & Pipeline Units)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	1,395						649		2,044
2BR	1,917						820		2,737
3BR	2,056						728		2,784
4BR									
Tot	2,110						1,016		2,300

The next step in our analysis is to compute the capture rate for the project. For purposes of this computation, we define capture rate as the number of subject property units divided by net demand. A capture rate in excess of 20 percent is considered excessive using this methodology. Our estimates are presented below:

Capture Rates (Subject Property Units / Net Demand)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	0.2%						0.2%		0.2%
2BR	0.6%						0.1%		0.4%
3BR	0.3%						0.3%		0.3%
4BR									
Tot	0.9%						0.4%		1.0%

In our opinion, the estimated project-level capture rate suggests an appropriate number of units for the subject property. The unit level capture rates suggest an appropriate mix of units for the subject property.

## Penetration Rates

In this section, we summarize our demand conclusions and estimate the penetration rate for the subject property. Our analysis begins by summarizing the estimated number of vacant subject property units on the date of market entry.

Subject Property Units (Total)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	7						1		8
2BR	22						2		24
3BR	13						3		16
4BR									
Tot	42						6		48

Subject Property Units (Vacant at Market Entry)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	3						1		4
2BR	11						1		12
3BR	6						2		8
4BR									
Tot	20						4		24

The next step in our analysis is to summarize the demand conclusions derived previously. For purposes of this analysis, we define demand as age- and income- qualified renter households for each of the unit types proposed at the subject property. Unit-level demand estimates are found in the body of the chart found below; project-level demand estimates are found in the column and row totals.

Please note: Because of income-band overlap, unit-level demand may not add up to project-level demand. The overlap, which was quantified in the demand estimates presented earlier, has been accounted for in our estimates of project-level demand.

Gross Demand									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	1,396						649		2,045
2BR	1,922						820		2,742
3BR	2,059						728		2,787
4BR									
Tot	2,119						1,016		2,309

The next step in our analysis is to tabulate the number of competing & pipeline units in the market area by unit/income type. This information will be used to derive our penetration rate estimate for the subject property. A table showing the distribution of competing & pipeline units is found below.

Competing & Pipeline Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	22								22
2BR	60								60
3BR	26								26
4BR									
Tot	108								108

The next step in our analysis is to compute inclusive supply for the market area by unit/income type. Inclusive

supply will be taken into account in our penetration rate estimate for the subject property. For purposes of this estimate, inclusive supply consists of vacant subject property units plus competing & pipeline units.

Inclusive Supply (Subject Property Units + Competing & Pipeline Units)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	25						1		26
2BR	71						1		72
3BR	32						2		34
4BR									
Tot	128						4		132

The next step in our analysis is to compute the penetration rate for the project. For purposes of this computation, penetration rate is defined as inclusive supply divided by gross demand. A penetration rate in excess of 100 percent is considered excessive using this methodology. Our estimates are presented below:

Penetration Rates (Inclusive Supply / Gross Demand)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	1.8%						0.2%		1.3%
2BR	3.7%						0.1%		2.6%
3BR	1.6%						0.3%		1.2%
4BR									
Tot	6.0%						0.4%		5.7%

In our opinion, the estimated project-level penetration rate suggest an appropriate number of units for the subject property. The unit-level penetration rates suggest an appropriate mix of units for the subject property.

## Absorption Period

In this section, we estimate the absorption period for the subject property. Our analysis begins by summarizing the estimated number of vacant subject property units on the date of market entry.

Subject Property Units (Total)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	7						1	
2BR	22						2	
3BR	13						3	
4BR								

Subject Property Units (Vacant at Market Entry)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	3						1	
2BR	11						1	
3BR	6						2	
4BR								

The next step in our analysis is to summarize the demand conclusions derived previously. For purposes of this analysis, we define demand as age- and income- qualified renter households for each of the unit types proposed at the subject property. Our analysis uses the unit-level demand estimates derived previously.

Gross Demand								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	1,396						649	
2BR	1,922						820	
3BR	2,059						728	
4BR								

The next step in our analysis is to apply an annual growth & movership rate to derive an annual rental household growth & movership estimate for the market area. Our estimates are found in the tables below.

Annual Growth & Movership Rate	
Growth	-0.4%
Movership	25.2%
Total	24.7%

Growth & Movership Estimate								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	345						161	
2BR	476						203	
3BR	509						180	
4BR								

The next step in our analysis is to account for secondary market area migration in our annual rental household growth & movership estimate for the market area. Our estimates are found in the tables below.

Secondary Market Area	
	20%

Growth & Movership Estimate								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	432						201	
2BR	594						254	
3BR	637						225	
4BR								

The next step in our analysis is to estimate fair share, or the proportion of growth and movership that we would expect the subject property to capture. The fair share analysis is used extensively in single-family, multifamily, commercial, and retail market studies. The books entitled Market Analysis for Valuation Appraisals (1994, Appraisal Institute) and Market Analysis and Highest & Best Use (2005, Appraisal institute) provide a good overview of this technique and its application to a variety of property types.

Based on our review of the subject and competing properties, along with their relative conditions/locations, we arrive at the following fair share estimates for the various unit/income types at the subject property.

Competing Properties								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	3			2	1			
2BR	4			2	2			
3BR	2			1	1			
4BR								

Fair Share								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	10.0%						10.0%	
2BR	10.0%						10.0%	
3BR	10.0%						10.0%	
4BR								

Applying the concluded fair share estimates to annual growth & movership and dividing by twelve yields the following monthly absorption rate estimates for the various unit/income types at the subject property.

Monthly Absorption Rate Estimate								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	3.6						1.7	
2BR	5.0						2.1	
3BR	5.3						1.9	
4BR								

The next step in our analysis is to estimate stabilized occupancy by unit/income type for the subject property. These estimates, which were based on data previously presented in the supply analysis and rent comparability analysis sections of this report, are found below.

Rental Property Inventory, Confirmed, Inside Market Area, Family, Stabilized Occupancy								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	95%			89%	100%			
2BR	92%			92%	86%			
3BR	88%			100%	100%			
4BR								

Occupancy Rate, Select Comparables								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	97%		100%		97%			98%
2BR	94%		100%	100%	98%			98%
3BR								
4BR								

Concluded Stabilized Occupancy Rate								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	97%						97%	
2BR	97%						97%	
3BR	97%						97%	
4BR								

Applying the stabilized occupancy rate estimates to the number of vacant subject property units at market entry, yields the number of occupied units by unit/income type at stabilization as set forth below.

Occupied Units at Stabilization								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	3						1	
2BR	11						1	
3BR	6						2	
4BR								

Dividing the number of occupied units at stabilization by the monthly absorption rate yields an absorption period estimate by unit/income type for the various units at the subject property. Underwriters often utilize absorption period limits of 12 to 18 months for projects similar to the subject property. Our absorption period estimates are found below.

Absorption Period (Months to Stabilization)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	<1						<1	
2BR	2						<1	
3BR	1						1	
4BR								

Our analysis suggests that the subject property will stabilize at 97 percent occupancy. We estimate 2 months of absorption and an average absorption rate of 10.8 units per month for this project. In our opinion, the absorption period suggests an appropriate number and mix of units for the subject property.

Absorption rates for multifamily properties depend on a variety of factors: (1) The competitive environment in which the property resides; (2) The pricing of the subject property units relative to competing units, (3) The presence of rent or income restrictions at the subject property; and (4) The availability of any rent concessions or rental assistance at the subject property. Subsidized properties normally lease up at a rate of 15-20 units per month. Unsubsidized properties with rent and income restrictions typically fill at a rate of 5-10 units per month. Market rate properties normally lease up at a rate of 10-15 units per month.

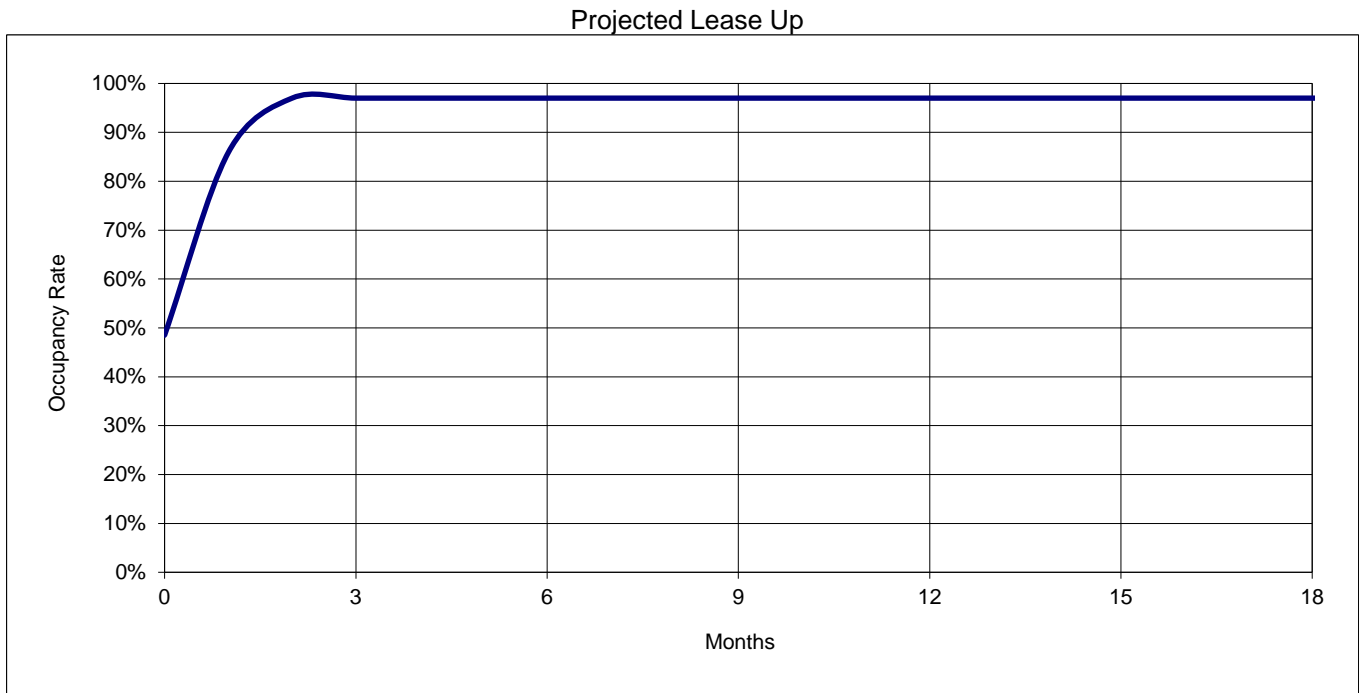
As part of our analysis, we inquired about the absorption history for every property we surveyed. The following list summarizes our findings:

Key	Project	Built	Renovated	Rent Type	Occ Type	Tot Units	Ab Rte
067	Meridian Obici	2016	na	Market Rate	Family	224	15.4
087	Residences at October (The)	2013	na	Restricted	Family	72	14.4



## Absorption Analysis

In this section, we analyze the anticipated lease up for the subject property. We begin our analysis by taking the the absorption period conclusions from the previous section and restating them graphically as illustrated below.



Our analysis suggests that the subject property will achieve 70 percent occupancy in 0 months, 80 percent occupancy in 0 months, and 90 percent occupancy in 1 months. We anticipate that the subject property will stabilize at 97 percent occupancy in 2 months.

It is important to note that this analysis does not account for pent-up demand, pre-leasing efforts or rent concessions. In our opinion, an effective pre-leasing effort could result in a month-for-month reduction in the estimated absorption period for this project. In addition, any concessions or rent subsidies not accounted for already in this analysis could cut capture rates and absorption periods significantly.

## VHDA DEMAND ANALYSIS

### Overview

In this section we evaluate demand for the subject property using the VHDA demand methodology. For purposes of this analysis, we define VHDA demand as the number of new income-qualified and existing income-qualified overburdened and substandard renter households that would qualify to live at the subject property at the lesser of achievable rents or the sponsor's proposed rents. Our analysis accounts for any rent subsidies for the subject property.

Our analysis begins by developing a breakdown of the number of renter households, by income, by size as of the date of market entry for this development. This breakdown, which utilizes demographic data presented earlier in this report, is presented below:

2019 \$		Renter Households, by Income, by Size							Total
		2019							
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person		
\$0	to \$9,999	271	77	103	64	20	11	546	
\$0	to \$19,999	661	281	200	112	55	29	1,339	
\$0	to \$29,999	893	386	275	195	82	44	1,876	
\$0	to \$39,999	982	520	339	211	125	63	2,241	
\$0	to \$49,999	1,155	594	366	267	153	76	2,611	
\$0	to \$59,999	1,185	673	386	290	173	84	2,791	
\$0	to \$74,999	1,213	780	409	322	181	87	2,993	
\$0	to \$99,999	1,257	923	485	383	190	91	3,329	
\$0	to \$124,999	1,276	957	501	415	195	91	3,435	
\$0	to \$149,999	1,316	978	519	442	209	95	3,559	
\$0	to \$199,999	1,331	987	519	444	212	96	3,589	
\$0	or more	1,345	991	526	449	215	97	3,624	

Source: ESRI & Ribbon Demographics

## Demand Estimate, 1-Bedroom, Subsidized, 70% of AMI

In this section we estimate demand for the 1-Bedroom / Subsidized / 70% of AMI units at the subject property. Our analysis assumes a total of 7 units, 3 of which are anticipated to be vacant on market entry in 2019. Our analysis assumes a 35% income qualification ratio and 2-person households.

Unit Details	
Target Population	Family Households
Unit Type	1-Bedroom
Rent Type	Subsidized
Income Limit	70% of AMI
Total Units	7
Vacant Units at Market Entry	3

Minimum Qualified Income	
Net Rent	\$0
Utilities	\$145
Gross Rent	\$145
Income Qualification Ratio	35%
Minimum Qualified Income	\$414
Months/Year	12
Minimum Qualified Income	\$4,971

Renter Households, by Income, by Size									
2019									
	2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
	\$0	to	\$9,999	271	77	103	64	20	11
	\$0	to	\$19,999	661	281	200	112	55	29
	\$0	to	\$29,999	893	386	275	195	82	44
	\$0	to	\$39,999	982	520	339	211	125	63
	\$0	to	\$49,999	1,155	594	366	267	153	76
	\$0	to	\$59,999	1,185	673	386	290	173	84
	\$0	to	\$74,999	1,213	780	409	322	181	87
	\$0	to	\$99,999	1,257	923	485	383	190	91
	\$0	to	\$124,999	1,276	957	501	415	195	91
	\$0	to	\$149,999	1,316	978	519	442	209	95
	\$0	to	\$199,999	1,331	987	519	444	212	96
	\$0	or	more	1,345	991	526	449	215	97

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$40,810	\$46,620	\$52,430	\$58,240	\$62,930	\$67,620	

Size Qualified						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified	Yes	Yes	No	No	No	No

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	991	568	0	0	0	0
HH Below Minimum Income	122	35	0	0	0	0
Subtotal	869	533	0	0	0	0

Demand Estimate 1,402

Our analysis suggests demand for a total of 1,402 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, 1-Bedroom, Restricted, 80% of AMI

In this section we estimate demand for the 1-Bedroom / Restricted / 80% of AMI units at the subject property. Our analysis assumes a total of 1 units, 1 of which are anticipated to be vacant on market entry in 2019. Our analysis assumes a 35% income qualification ratio and 2-person households.

Unit Details	
Target Population	Family Households
Unit Type	1-Bedroom
Rent Type	Restricted
Income Limit	80% of AMI
Total Units	1
Vacant Units at Market Entry	1

Minimum Qualified Income	
Net Rent	\$551
Utilities	\$145
Gross Rent	\$696
Income Qualification Ratio	35%
Minimum Qualified Income	\$1,989
Months/Year	12
Minimum Qualified Income	\$23,863

Renter Households, by Income, by Size									
2019									
	2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
	\$0	to	\$9,999	271	77	103	64	20	11
	\$0	to	\$19,999	661	281	200	112	55	29
	\$0	to	\$29,999	893	386	275	195	82	44
	\$0	to	\$39,999	982	520	339	211	125	63
	\$0	to	\$49,999	1,155	594	366	267	153	76
	\$0	to	\$59,999	1,185	673	386	290	173	84
	\$0	to	\$74,999	1,213	780	409	322	181	87
	\$0	to	\$99,999	1,257	923	485	383	190	91
	\$0	to	\$124,999	1,276	957	501	415	195	91
	\$0	to	\$149,999	1,316	978	519	442	209	95
	\$0	to	\$199,999	1,331	987	519	444	212	96
	\$0	or	more	1,345	991	526	449	215	97

Maximum Allowable Income								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Maximum Allowable Income			\$46,640	\$53,280	\$59,920	\$66,560	\$71,920	\$77,280

Size Qualified								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified			Yes	Yes	No	No	No	No

Demand Estimate								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income			1,094	618	0	0	0	0
HH Below Minimum Income			742	318	0	0	0	0
Subtotal			352	300	0	0	0	0

Demand Estimate 652

Our analysis suggests demand for a total of 652 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, 2-Bedroom, Subsidized, 70% of AMI

In this section we estimate demand for the 2-Bedroom / Subsidized / 70% of AMI units at the subject property. Our analysis assumes a total of 22 units, 11 of which are anticipated to be vacant on market entry in 2019. Our analysis assumes a 35% income qualification ratio and 4-person households.

Unit Details	
Target Population	Family Households
Unit Type	2-Bedroom
Rent Type	Subsidized
Income Limit	70% of AMI
Total Units	22
Vacant Units at Market Entry	11

Minimum Qualified Income	
Net Rent	\$0
Utilities	\$166
Gross Rent	\$166
Income Qualification Ratio	35%
Minimum Qualified Income	\$474
Months/Year	12
Minimum Qualified Income	\$5,691

Renter Households, by Income, by Size									
2019									
	2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
	\$0	to	\$9,999	271	77	103	64	20	11
	\$0	to	\$19,999	661	281	200	112	55	29
	\$0	to	\$29,999	893	386	275	195	82	44
	\$0	to	\$39,999	982	520	339	211	125	63
	\$0	to	\$49,999	1,155	594	366	267	153	76
	\$0	to	\$59,999	1,185	673	386	290	173	84
	\$0	to	\$74,999	1,213	780	409	322	181	87
	\$0	to	\$99,999	1,257	923	485	383	190	91
	\$0	to	\$124,999	1,276	957	501	415	195	91
	\$0	to	\$149,999	1,316	978	519	442	209	95
	\$0	to	\$199,999	1,331	987	519	444	212	96
	\$0	or	more	1,345	991	526	449	215	97

Maximum Allowable Income								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Maximum Allowable Income			\$40,810	\$46,620	\$52,430	\$58,240	\$62,930	\$67,620

Size Qualified								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified			Yes	Yes	Yes	Yes	No	No

Demand Estimate								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income			991	568	370	285	0	0
HH Below Minimum Income			149	42	57	35	0	0
Subtotal			842	526	313	250	0	0

Demand Estimate 1,931

Our analysis suggests demand for a total of 1,931 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, 2-Bedroom, Restricted, 80% of AMI

In this section we estimate demand for the 2-Bedroom / Restricted / 80% of AMI units at the subject property. Our analysis assumes a total of 2 units, 1 of which are anticipated to be vacant on market entry in 2019. Our analysis assumes a 35% income qualification ratio and 4-person households.

Unit Details	
Target Population	Family Households
Unit Type	2-Bedroom
Rent Type	Restricted
Income Limit	80% of AMI
Total Units	2
Vacant Units at Market Entry	1

Minimum Qualified Income	
Net Rent	\$614
Utilities	\$166
Gross Rent	\$780
Income Qualification Ratio	35%
Minimum Qualified Income	\$2,229
Months/Year	12
Minimum Qualified Income	\$26,743

Renter Households, by Income, by Size								
2019								
2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	271	77	103	64	20	11
\$0	to	\$19,999	661	281	200	112	55	29
\$0	to	\$29,999	893	386	275	195	82	44
\$0	to	\$39,999	982	520	339	211	125	63
\$0	to	\$49,999	1,155	594	366	267	153	76
\$0	to	\$59,999	1,185	673	386	290	173	84
\$0	to	\$74,999	1,213	780	409	322	181	87
\$0	to	\$99,999	1,257	923	485	383	190	91
\$0	to	\$124,999	1,276	957	501	415	195	91
\$0	to	\$149,999	1,316	978	519	442	209	95
\$0	to	\$199,999	1,331	987	519	444	212	96
\$0	or	more	1,345	991	526	449	215	97

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$46,640	\$53,280	\$59,920	\$66,560	\$71,920	\$77,280	

Size Qualified						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified	Yes	Yes	Yes	Yes	No	No

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	1,094	618	385	304	0	0
HH Below Minimum Income	812	349	249	166	0	0
Subtotal	283	268	136	138	0	0

Demand Estimate 825

Our analysis suggests demand for a total of 825 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, 3-Bedroom, Subsidized, 70% of AMI

In this section we estimate demand for the 3-Bedroom / Subsidized / 70% of AMI units at the subject property. Our analysis assumes a total of 13 units, 6 of which are anticipated to be vacant on market entry in 2019. Our analysis assumes a 35% income qualification ratio and 5-person households.

Unit Details	
Target Population	Family Households
Unit Type	3-Bedroom
Rent Type	Subsidized
Income Limit	70% of AMI
Total Units	13
Vacant Units at Market Entry	6

Minimum Qualified Income	
Net Rent	\$0
Utilities	\$189
Gross Rent	\$189
Income Qualification Ratio	35%
Minimum Qualified Income	\$540
Months/Year	12
Minimum Qualified Income	\$6,480

Renter Households, by Income, by Size								
2019								
2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	271	77	103	64	20	11
\$0	to	\$19,999	661	281	200	112	55	29
\$0	to	\$29,999	893	386	275	195	82	44
\$0	to	\$39,999	982	520	339	211	125	63
\$0	to	\$49,999	1,155	594	366	267	153	76
\$0	to	\$59,999	1,185	673	386	290	173	84
\$0	to	\$74,999	1,213	780	409	322	181	87
\$0	to	\$99,999	1,257	923	485	383	190	91
\$0	to	\$124,999	1,276	957	501	415	195	91
\$0	to	\$149,999	1,316	978	519	442	209	95
\$0	to	\$199,999	1,331	987	519	444	212	96
\$0	or	more	1,345	991	526	449	215	97

Maximum Allowable Income						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Maximum Allowable Income	\$40,810	\$46,620	\$52,430	\$58,240	\$62,930	\$67,620

Size Qualified						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified	Yes	Yes	Yes	Yes	Yes	No

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	991	568	370	285	174	0
HH Below Minimum Income	163	46	62	38	12	0
Subtotal	828	522	308	247	162	0

Demand Estimate 2,067

Our analysis suggests demand for a total of 2,067 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

### Demand Estimate, 3-Bedroom, Restricted, 80% of AMI

In this section we estimate demand for the 3-Bedroom / Restricted / 80% of AMI units at the subject property. Our analysis assumes a total of 3 units, 2 of which are anticipated to be vacant on market entry in 2019. Our analysis assumes a 35% income qualification ratio and 5-person households.

Unit Details	
Target Population	Family Households
Unit Type	3-Bedroom
Rent Type	Restricted
Income Limit	80% of AMI
Total Units	3
Vacant Units at Market Entry	2

Minimum Qualified Income	
Net Rent	\$704
Utilities	\$189
Gross Rent	\$893
Income Qualification Ratio	35%
Minimum Qualified Income	\$2,551
Months/Year	12
Minimum Qualified Income	\$30,617

Renter Households, by Income, by Size								
2019								
2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	271	77	103	64	20	11
\$0	to	\$19,999	661	281	200	112	55	29
\$0	to	\$29,999	893	386	275	195	82	44
\$0	to	\$39,999	982	520	339	211	125	63
\$0	to	\$49,999	1,155	594	366	267	153	76
\$0	to	\$59,999	1,185	673	386	290	173	84
\$0	to	\$74,999	1,213	780	409	322	181	87
\$0	to	\$99,999	1,257	923	485	383	190	91
\$0	to	\$124,999	1,276	957	501	415	195	91
\$0	to	\$149,999	1,316	978	519	442	209	95
\$0	to	\$199,999	1,331	987	519	444	212	96
\$0	or	more	1,345	991	526	449	215	97

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$46,640	\$53,280	\$59,920	\$66,560	\$71,920	\$77,280	

Size Qualified						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified	Yes	Yes	Yes	Yes	Yes	No

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	1,094	618	385	304	179	0
HH Below Minimum Income	897	393	278	196	84	0
Subtotal	197	225	107	108	95	0

Demand Estimate 732

Our analysis suggests demand for a total of 732 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.



## Demand Estimate, Subsidized

In this section we account for income-band overlap and develop a demand estimate for the subsidized units at the subject property.

Renter Households, by Income, by Size								
2019								
	2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
\$0	to	\$9,999	271	77	103	64	20	11
\$0	to	\$19,999	661	281	200	112	55	29
\$0	to	\$29,999	893	386	275	195	82	44
\$0	to	\$39,999	982	520	339	211	125	63
\$0	to	\$49,999	1,155	594	366	267	153	76
\$0	to	\$59,999	1,185	673	386	290	173	84
\$0	to	\$74,999	1,213	780	409	322	181	87
\$0	to	\$99,999	1,257	923	485	383	190	91
\$0	to	\$124,999	1,276	957	501	415	195	91
\$0	to	\$149,999	1,316	978	519	442	209	95
\$0	to	\$199,999	1,331	987	519	444	212	96
\$0	or	more	1,345	991	526	449	215	97

Demand Estimate, Subsidized						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Maximum Income, 0BR	-	-	-	-	-	-
Maximum Income, 1BR	\$40,810	\$46,620	-	-	-	-
Maximum Income, 2BR	\$40,810	\$46,620	\$52,430	\$58,240	-	-
Maximum Income, 3BR	\$40,810	\$46,620	\$52,430	\$58,240	\$62,930	-
Maximum Income, 4BR	-	-	-	-	-	-
Maximum Allowable Income	\$40,810	\$46,620	\$52,430	\$58,240	\$62,930	-
Minimum Income, 0BR	-	-	-	-	-	-
Minimum Income, 1BR	\$4,971	\$4,971	-	-	-	-
Minimum Income, 2BR	\$5,691	\$5,691	\$5,691	\$5,691	-	-
Minimum Income, 3BR	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480	-
Minimum Income, 4BR	-	-	-	-	-	-
Minimum Qualified Income	\$4,971	\$4,971	\$5,691	\$5,691	\$6,480	-
HH Below Upper Income	991	568	370	285	174	0
HH Below Lower Income	122	35	57	35	12	0
Subtotal	869	533	313	250	162	0

Demand Estimate 2,128

Our analysis suggests demand for a total of 2,128 size- and income-qualified units in the market area.

Please note: This demand estimate does not account for income band overlap at the project level. A demand estimate taking this into consideration will be developed later.

## Demand Estimate, Restricted, 80% of AMI

In this section we account for income-band overlap and develop a demand estimate for the units restricted to 80% of AMI at the subject property.

Renter Households, by Income, by Size								
2019								
	2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
\$0	to	\$9,999	271	77	103	64	20	11
\$0	to	\$19,999	661	281	200	112	55	29
\$0	to	\$29,999	893	386	275	195	82	44
\$0	to	\$39,999	982	520	339	211	125	63
\$0	to	\$49,999	1,155	594	366	267	153	76
\$0	to	\$59,999	1,185	673	386	290	173	84
\$0	to	\$74,999	1,213	780	409	322	181	87
\$0	to	\$99,999	1,257	923	485	383	190	91
\$0	to	\$124,999	1,276	957	501	415	195	91
\$0	to	\$149,999	1,316	978	519	442	209	95
\$0	to	\$199,999	1,331	987	519	444	212	96
\$0	or	more	1,345	991	526	449	215	97

Demand Estimate, Restricted, 80% of AMI							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Income, 0BR	-	-	-	-	-	-	-
Maximum Income, 1BR	\$46,640	\$53,280	-	-	-	-	-
Maximum Income, 2BR	\$46,640	\$53,280	\$59,920	\$66,560	-	-	-
Maximum Income, 3BR	\$46,640	\$53,280	\$59,920	\$66,560	\$71,920	-	-
Maximum Income, 4BR	-	-	-	-	-	-	-
Maximum Allowable Income	\$46,640	\$53,280	\$59,920	\$66,560	\$71,920	-	-
Minimum Income, 0BR	-	-	-	-	-	-	-
Minimum Income, 1BR	\$23,863	\$23,863	-	-	-	-	-
Minimum Income, 2BR	\$26,743	\$26,743	\$26,743	\$26,743	-	-	-
Minimum Income, 3BR	\$30,617	\$30,617	\$30,617	\$30,617	\$30,617	-	-
Minimum Income, 4BR	-	-	-	-	-	-	-
Minimum Qualified Income	\$23,863	\$23,863	\$26,743	\$26,743	\$30,617	-	-
HH Below Upper Income	1,094	618	385	304	179	0	
HH Below Lower Income	742	318	249	166	84	0	
Subtotal	352	300	136	138	95	0	

Demand Estimate 1,021

Our analysis suggests demand for a total of 1,021 size- and income-qualified units in the market area.

Please note: This demand estimate does not account for income band overlap at the project level. A demand estimate taking this into consideration will be developed later.

## Demand Estimate

In this section, we derive our overburdened demand and capture rate estimates for the subject property. Our analysis, which begins with the income-qualified renter household estimates developed above, is found below.

Income Qualified Renter Households								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	2,128						1,021	

The next step in our analysis is to account for 2 years of growth to estimate the demand stemming from new income qualified rental households. Our estimates are found below.

Annual Renter Household Growth Rate								
-0.4%								
New Rental Households								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	-19						-9	

The next step in our analysis is to estimate existing demand stemming from income-qualified overburdened renter households in this market area. Our estimates are found below.

Overburdened Renter Households								
33.2%								
Existing Households - Rent Overburdened								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	707						339	

The next step in our analysis is to estimate existing demand stemming from income-qualified substandard renter households in this market area. Our estimates are found below.

Substandard Renter Households								
7.3%								
Existing Households - Substandard								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	155						74	

The next step in our analysis is to account for elderly homeowners likely to convert to rental housing. This component may not comprise more than 20 percent of total demand. Our estimates are found below.

Elderly Homeowners Likely to Convert to Rental Housing								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot								

The next step in our analysis is to account for existing qualifying tenants likely to remain after renovation. Our estimates are found below.

Subject Property Units (Total)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	42						6	
Existing Qualifying Tenants Likely to Remain after Renovation								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	22						2	

The next step in our analysis is to tally up total demand for the subject property. Our estimates are found below.

Total Demand								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	866						407	

The next step in our analysis is to tabulate the number of vacant competing & pipeline units in the market area by unit/income type. This information will be used to further refine our capture rate estimate for the subject property. A table showing the distribution of vacant competing & pipeline units is found below.

Vacant Competing & Pipeline Units								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	9							

The next step in our analysis is to subtract the number of vacant competing & pipeline units from total demand to arrive at a net demand estimate for the subject property. Our estimates are found below.

Net Demand (Total Demand - Vacant Competing & Pipeline Units)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	857						407	

The next step in our analysis is to compute the capture rate for the project. For purposes of this computation, we define capture rate as the total number of subject property units divided by net demand. Underwriters often utilize capture rate limits of 10 to 20 percent using this methodology. Our estimates are presented below:

Capture Rates (Subject Property Units / Net Demand)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	4.9%						1.5%	

Our findings are summarized below.

Project-Wide Capture Rate - LIHTC Units	3.8%
Project-Wide Capture Rate - Market Units	
Project-Wide Capture Rate - All Units	3.8%
Project-Wide Absorption Period (Months)	2 months

Please note: Project-wide capture rate estimates do not account for income band overlap at the project level.

## VHDA DEMAND ANALYSIS (UNSUBSIDIZED)

### Overview

In this section we evaluate demand for the subject property using the VHDA demand methodology. For purposes of this analysis, we define VHDA demand as the number of new income-qualified and existing income-qualified overburdened and substandard renter households that would qualify to live at the subject property at the lesser of achievable rents or the sponsor's proposed rents. Our analysis ignores any rent subsidies for the subject property.

Our analysis begins by developing a breakdown of the number of renter households, by income, by size as of the date of market entry for this development. This breakdown, which utilizes demographic data presented earlier in this report, is presented below:

2019 \$		Renter Households, by Income, by Size							Total
		2019							
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person		
\$0	to \$9,999	271	77	103	64	20	11	546	
\$0	to \$19,999	661	281	200	112	55	29	1,339	
\$0	to \$29,999	893	386	275	195	82	44	1,876	
\$0	to \$39,999	982	520	339	211	125	63	2,241	
\$0	to \$49,999	1,155	594	366	267	153	76	2,611	
\$0	to \$59,999	1,185	673	386	290	173	84	2,791	
\$0	to \$74,999	1,213	780	409	322	181	87	2,993	
\$0	to \$99,999	1,257	923	485	383	190	91	3,329	
\$0	to \$124,999	1,276	957	501	415	195	91	3,435	
\$0	to \$149,999	1,316	978	519	442	209	95	3,559	
\$0	to \$199,999	1,331	987	519	444	212	96	3,589	
\$0	or more	1,345	991	526	449	215	97	3,624	

Source: ESRI & Ribbon Demographics

## Demand Estimate, 1-Bedroom, Restricted, 40% of AMI

In this section we estimate demand for the 1-Bedroom / Restricted / 40% of AMI units at the subject property. Our analysis assumes a total of 1 units, 1 of which are anticipated to be vacant on market entry in 2019. Our analysis assumes a 35% income qualification ratio and 2-person households.

Unit Details	
Target Population	Family Households
Unit Type	1-Bedroom
Rent Type	Restricted
Income Limit	40% of AMI
Total Units	1
Vacant Units at Market Entry	1

Minimum Qualified Income	
Net Rent	\$479
Utilities	\$145
Gross Rent	\$624
Income Qualification Ratio	35%
Minimum Qualified Income	\$1,783
Months/Year	12
Minimum Qualified Income	\$21,394

Renter Households, by Income, by Size									
2019									
	2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
	\$0	to	\$9,999	271	77	103	64	20	11
	\$0	to	\$19,999	661	281	200	112	55	29
	\$0	to	\$29,999	893	386	275	195	82	44
	\$0	to	\$39,999	982	520	339	211	125	63
	\$0	to	\$49,999	1,155	594	366	267	153	76
	\$0	to	\$59,999	1,185	673	386	290	173	84
	\$0	to	\$74,999	1,213	780	409	322	181	87
	\$0	to	\$99,999	1,257	923	485	383	190	91
	\$0	to	\$124,999	1,276	957	501	415	195	91
	\$0	to	\$149,999	1,316	978	519	442	209	95
	\$0	to	\$199,999	1,331	987	519	444	212	96
	\$0	or	more	1,345	991	526	449	215	97

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$23,320	\$26,640	\$29,960	\$33,280	\$35,960	\$38,640	

Size Qualified						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified	Yes	Yes	No	No	No	No

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	731	349	0	0	0	0
HH Below Minimum Income	684	292	0	0	0	0
Subtotal	46	58	0	0	0	0

Demand Estimate 104

Our analysis suggests demand for a total of 104 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, 1-Bedroom, Restricted, 50% of AMI

In this section we estimate demand for the 1-Bedroom / Restricted / 50% of AMI units at the subject property. Our analysis assumes a total of 3 units, 1 of which are anticipated to be vacant on market entry in 2019. Our analysis assumes a 35% income qualification ratio and 2-person households.

Unit Details	
Target Population	Family Households
Unit Type	1-Bedroom
Rent Type	Restricted
Income Limit	50% of AMI
Total Units	3
Vacant Units at Market Entry	1

Minimum Qualified Income	
Net Rent	\$551
Utilities	\$145
Gross Rent	\$696
Income Qualification Ratio	35%
Minimum Qualified Income	\$1,989
Months/Year	12
Minimum Qualified Income	\$23,863

Renter Households, by Income, by Size									
2019									
	2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
	\$0	to	\$9,999	271	77	103	64	20	11
	\$0	to	\$19,999	661	281	200	112	55	29
	\$0	to	\$29,999	893	386	275	195	82	44
	\$0	to	\$39,999	982	520	339	211	125	63
	\$0	to	\$49,999	1,155	594	366	267	153	76
	\$0	to	\$59,999	1,185	673	386	290	173	84
	\$0	to	\$74,999	1,213	780	409	322	181	87
	\$0	to	\$99,999	1,257	923	485	383	190	91
	\$0	to	\$124,999	1,276	957	501	415	195	91
	\$0	to	\$149,999	1,316	978	519	442	209	95
	\$0	to	\$199,999	1,331	987	519	444	212	96
	\$0	or	more	1,345	991	526	449	215	97

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$29,150	\$33,300	\$37,450	\$41,600	\$44,950	\$48,300	

Size Qualified						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified	Yes	Yes	No	No	No	No

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	870	426	0	0	0	0
HH Below Minimum Income	742	318	0	0	0	0
Subtotal	128	108	0	0	0	0

Demand Estimate 236

Our analysis suggests demand for a total of 236 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, 1-Bedroom, Restricted, 60% of AMI

In this section we estimate demand for the 1-Bedroom / Restricted / 60% of AMI units at the subject property. Our analysis assumes a total of 2 units, 1 of which are anticipated to be vacant on market entry in 2019. Our analysis assumes a 35% income qualification ratio and 2-person households.

Unit Details	
Target Population	Family Households
Unit Type	1-Bedroom
Rent Type	Restricted
Income Limit	60% of AMI
Total Units	2
Vacant Units at Market Entry	1

Minimum Qualified Income	
Net Rent	\$551
Utilities	\$145
Gross Rent	\$696
Income Qualification Ratio	35%
Minimum Qualified Income	\$1,989
Months/Year	12
Minimum Qualified Income	\$23,863

Renter Households, by Income, by Size									
2019									
	2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
	\$0	to	\$9,999	271	77	103	64	20	11
	\$0	to	\$19,999	661	281	200	112	55	29
	\$0	to	\$29,999	893	386	275	195	82	44
	\$0	to	\$39,999	982	520	339	211	125	63
	\$0	to	\$49,999	1,155	594	366	267	153	76
	\$0	to	\$59,999	1,185	673	386	290	173	84
	\$0	to	\$74,999	1,213	780	409	322	181	87
	\$0	to	\$99,999	1,257	923	485	383	190	91
	\$0	to	\$124,999	1,276	957	501	415	195	91
	\$0	to	\$149,999	1,316	978	519	442	209	95
	\$0	to	\$199,999	1,331	987	519	444	212	96
	\$0	or	more	1,345	991	526	449	215	97

Maximum Allowable Income								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Maximum Allowable Income			\$34,980	\$39,960	\$44,940	\$49,920	\$53,940	\$57,960

Size Qualified								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified			Yes	Yes	No	No	No	No

Demand Estimate								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income			933	513	0	0	0	0
HH Below Minimum Income			742	318	0	0	0	0
Subtotal			191	196	0	0	0	0

Demand Estimate 386

Our analysis suggests demand for a total of 386 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.



## Demand Estimate, 1-Bedroom, Restricted, 70% of AMI

In this section we estimate demand for the 1-Bedroom / Restricted / 70% of AMI units at the subject property. Our analysis assumes a total of 1 units, 1 of which are anticipated to be vacant on market entry in 2019. Our analysis assumes a 35% income qualification ratio and 2-person households.

Unit Details	
Target Population	Family Households
Unit Type	1-Bedroom
Rent Type	Restricted
Income Limit	70% of AMI
Total Units	1
Vacant Units at Market Entry	1

Minimum Qualified Income	
Net Rent	\$551
Utilities	\$145
Gross Rent	\$696
Income Qualification Ratio	35%
Minimum Qualified Income	\$1,989
Months/Year	12
Minimum Qualified Income	\$23,863

Renter Households, by Income, by Size								
2019								
2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	271	77	103	64	20	11
\$0	to	\$19,999	661	281	200	112	55	29
\$0	to	\$29,999	893	386	275	195	82	44
\$0	to	\$39,999	982	520	339	211	125	63
\$0	to	\$49,999	1,155	594	366	267	153	76
\$0	to	\$59,999	1,185	673	386	290	173	84
\$0	to	\$74,999	1,213	780	409	322	181	87
\$0	to	\$99,999	1,257	923	485	383	190	91
\$0	to	\$124,999	1,276	957	501	415	195	91
\$0	to	\$149,999	1,316	978	519	442	209	95
\$0	to	\$199,999	1,331	987	519	444	212	96
\$0	or	more	1,345	991	526	449	215	97

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$40,810	\$46,620	\$52,430	\$58,240	\$62,930	\$67,620	

Size Qualified						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified	Yes	Yes	No	No	No	No

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	991	568	0	0	0	0
HH Below Minimum Income	742	318	0	0	0	0
Subtotal	248	250	0	0	0	0

Demand Estimate 499

Our analysis suggests demand for a total of 499 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, 1-Bedroom, Restricted, 80% of AMI

In this section we estimate demand for the 1-Bedroom / Restricted / 80% of AMI units at the subject property. Our analysis assumes a total of 1 units, 1 of which are anticipated to be vacant on market entry in 2019. Our analysis assumes a 35% income qualification ratio and 2-person households.

Unit Details	
Target Population	Family Households
Unit Type	1-Bedroom
Rent Type	Restricted
Income Limit	80% of AMI
Total Units	1
Vacant Units at Market Entry	1

Minimum Qualified Income	
Net Rent	\$551
Utilities	\$145
Gross Rent	\$696
Income Qualification Ratio	35%
Minimum Qualified Income	\$1,989
Months/Year	12
Minimum Qualified Income	\$23,863

Renter Households, by Income, by Size									
2019									
	2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
	\$0	to	\$9,999	271	77	103	64	20	11
	\$0	to	\$19,999	661	281	200	112	55	29
	\$0	to	\$29,999	893	386	275	195	82	44
	\$0	to	\$39,999	982	520	339	211	125	63
	\$0	to	\$49,999	1,155	594	366	267	153	76
	\$0	to	\$59,999	1,185	673	386	290	173	84
	\$0	to	\$74,999	1,213	780	409	322	181	87
	\$0	to	\$99,999	1,257	923	485	383	190	91
	\$0	to	\$124,999	1,276	957	501	415	195	91
	\$0	to	\$149,999	1,316	978	519	442	209	95
	\$0	to	\$199,999	1,331	987	519	444	212	96
	\$0	or	more	1,345	991	526	449	215	97

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$46,640	\$53,280	\$59,920	\$66,560	\$71,920	\$77,280	

Size Qualified						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified	Yes	Yes	No	No	No	No

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	1,094	618	0	0	0	0
HH Below Minimum Income	742	318	0	0	0	0
Subtotal	352	300	0	0	0	0

Demand Estimate 652

Our analysis suggests demand for a total of 652 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, 2-Bedroom, Restricted, 40% of AMI

In this section we estimate demand for the 2-Bedroom / Restricted / 40% of AMI units at the subject property. Our analysis assumes a total of 2 units, 1 of which are anticipated to be vacant on market entry in 2019. Our analysis assumes a 35% income qualification ratio and 4-person households.

Unit Details	
Target Population	Family Households
Unit Type	2-Bedroom
Rent Type	Restricted
Income Limit	40% of AMI
Total Units	2
Vacant Units at Market Entry	1

Minimum Qualified Income	
Net Rent	\$583
Utilities	\$166
Gross Rent	\$749
Income Qualification Ratio	35%
Minimum Qualified Income	\$2,140
Months/Year	12
Minimum Qualified Income	\$25,680

Renter Households, by Income, by Size									
2019									
	2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
	\$0	to	\$9,999	271	77	103	64	20	11
	\$0	to	\$19,999	661	281	200	112	55	29
	\$0	to	\$29,999	893	386	275	195	82	44
	\$0	to	\$39,999	982	520	339	211	125	63
	\$0	to	\$49,999	1,155	594	366	267	153	76
	\$0	to	\$59,999	1,185	673	386	290	173	84
	\$0	to	\$74,999	1,213	780	409	322	181	87
	\$0	to	\$99,999	1,257	923	485	383	190	91
	\$0	to	\$124,999	1,276	957	501	415	195	91
	\$0	to	\$149,999	1,316	978	519	442	209	95
	\$0	to	\$199,999	1,331	987	519	444	212	96
	\$0	or	more	1,345	991	526	449	215	97

Maximum Allowable Income								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Maximum Allowable Income			\$23,320	\$26,640	\$29,960	\$33,280	\$35,960	\$38,640

Size Qualified						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified	Yes	Yes	Yes	Yes	No	No

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	0	349	271	200	0	0
HH Below Minimum Income	0	339	241	158	0	0
Subtotal	0	11	30	42	0	0

Demand Estimate 83

Our analysis suggests demand for a total of 83 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, 2-Bedroom, Restricted, 50% of AMI

In this section we estimate demand for the 2-Bedroom / Restricted / 50% of AMI units at the subject property. Our analysis assumes a total of 10 units, 5 of which are anticipated to be vacant on market entry in 2019. Our analysis assumes a 35% income qualification ratio and 4-person households.

Unit Details	
Target Population	Family Households
Unit Type	2-Bedroom
Rent Type	Restricted
Income Limit	50% of AMI
Total Units	10
Vacant Units at Market Entry	5

Minimum Qualified Income	
Net Rent	\$614
Utilities	\$166
Gross Rent	\$780
Income Qualification Ratio	35%
Minimum Qualified Income	\$2,229
Months/Year	12
Minimum Qualified Income	\$26,743

Renter Households, by Income, by Size								
2019								
2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	271	77	103	64	20	11
\$0	to	\$19,999	661	281	200	112	55	29
\$0	to	\$29,999	893	386	275	195	82	44
\$0	to	\$39,999	982	520	339	211	125	63
\$0	to	\$49,999	1,155	594	366	267	153	76
\$0	to	\$59,999	1,185	673	386	290	173	84
\$0	to	\$74,999	1,213	780	409	322	181	87
\$0	to	\$99,999	1,257	923	485	383	190	91
\$0	to	\$124,999	1,276	957	501	415	195	91
\$0	to	\$149,999	1,316	978	519	442	209	95
\$0	to	\$199,999	1,331	987	519	444	212	96
\$0	or	more	1,345	991	526	449	215	97

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$29,150	\$33,300	\$37,450	\$41,600	\$44,950	\$48,300	

Size Qualified						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified	Yes	Yes	Yes	Yes	No	No

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	870	426	320	219	0	0
HH Below Minimum Income	812	349	249	166	0	0
Subtotal	58	77	71	53	0	0

Demand Estimate 259

Our analysis suggests demand for a total of 259 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, 2-Bedroom, Restricted, 60% of AMI

In this section we estimate demand for the 2-Bedroom / Restricted / 60% of AMI units at the subject property. Our analysis assumes a total of 8 units, 4 of which are anticipated to be vacant on market entry in 2019. Our analysis assumes a 35% income qualification ratio and 4-person households.

Unit Details	
Target Population	Family Households
Unit Type	2-Bedroom
Rent Type	Restricted
Income Limit	60% of AMI
Total Units	8
Vacant Units at Market Entry	4

Minimum Qualified Income	
Net Rent	\$614
Utilities	\$166
Gross Rent	\$780
Income Qualification Ratio	35%
Minimum Qualified Income	\$2,229
Months/Year	12
Minimum Qualified Income	\$26,743

Renter Households, by Income, by Size								
2019								
2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	271	77	103	64	20	11
\$0	to	\$19,999	661	281	200	112	55	29
\$0	to	\$29,999	893	386	275	195	82	44
\$0	to	\$39,999	982	520	339	211	125	63
\$0	to	\$49,999	1,155	594	366	267	153	76
\$0	to	\$59,999	1,185	673	386	290	173	84
\$0	to	\$74,999	1,213	780	409	322	181	87
\$0	to	\$99,999	1,257	923	485	383	190	91
\$0	to	\$124,999	1,276	957	501	415	195	91
\$0	to	\$149,999	1,316	978	519	442	209	95
\$0	to	\$199,999	1,331	987	519	444	212	96
\$0	or	more	1,345	991	526	449	215	97

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$34,980	\$39,960	\$44,940	\$49,920	\$53,940	\$57,960	

Size Qualified						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified	Yes	Yes	Yes	Yes	No	No

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	933	513	351	264	0	0
HH Below Minimum Income	812	349	249	166	0	0
Subtotal	121	164	102	98	0	0

Demand Estimate 486

Our analysis suggests demand for a total of 486 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, 2-Bedroom, Restricted, 70% of AMI

In this section we estimate demand for the 2-Bedroom / Restricted / 70% of AMI units at the subject property. Our analysis assumes a total of 2 units, 1 of which are anticipated to be vacant on market entry in 2019. Our analysis assumes a 35% income qualification ratio and 4-person households.

Unit Details	
Target Population	Family Households
Unit Type	2-Bedroom
Rent Type	Restricted
Income Limit	70% of AMI
Total Units	2
Vacant Units at Market Entry	1

Minimum Qualified Income	
Net Rent	\$614
Utilities	\$166
Gross Rent	\$780
Income Qualification Ratio	35%
Minimum Qualified Income	\$2,229
Months/Year	12
Minimum Qualified Income	\$26,743

Renter Households, by Income, by Size								
2019								
2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	271	77	103	64	20	11
\$0	to	\$19,999	661	281	200	112	55	29
\$0	to	\$29,999	893	386	275	195	82	44
\$0	to	\$39,999	982	520	339	211	125	63
\$0	to	\$49,999	1,155	594	366	267	153	76
\$0	to	\$59,999	1,185	673	386	290	173	84
\$0	to	\$74,999	1,213	780	409	322	181	87
\$0	to	\$99,999	1,257	923	485	383	190	91
\$0	to	\$124,999	1,276	957	501	415	195	91
\$0	to	\$149,999	1,316	978	519	442	209	95
\$0	to	\$199,999	1,331	987	519	444	212	96
\$0	or	more	1,345	991	526	449	215	97

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$40,810	\$46,620	\$52,430	\$58,240	\$62,930	\$67,620	

Size Qualified						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified	Yes	Yes	Yes	Yes	No	No

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	991	568	370	285	0	0
HH Below Minimum Income	812	349	249	166	0	0
Subtotal	179	219	121	119	0	0

Demand Estimate 638

Our analysis suggests demand for a total of 638 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, 2-Bedroom, Restricted, 80% of AMI

In this section we estimate demand for the 2-Bedroom / Restricted / 80% of AMI units at the subject property. Our analysis assumes a total of 2 units, 1 of which are anticipated to be vacant on market entry in 2019. Our analysis assumes a 35% income qualification ratio and 4-person households.

Unit Details	
Target Population	Family Households
Unit Type	2-Bedroom
Rent Type	Restricted
Income Limit	80% of AMI
Total Units	2
Vacant Units at Market Entry	1

Minimum Qualified Income	
Net Rent	\$614
Utilities	\$166
Gross Rent	\$780
Income Qualification Ratio	35%
Minimum Qualified Income	\$2,229
Months/Year	12
Minimum Qualified Income	\$26,743

Renter Households, by Income, by Size								
2019								
2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	271	77	103	64	20	11
\$0	to	\$19,999	661	281	200	112	55	29
\$0	to	\$29,999	893	386	275	195	82	44
\$0	to	\$39,999	982	520	339	211	125	63
\$0	to	\$49,999	1,155	594	366	267	153	76
\$0	to	\$59,999	1,185	673	386	290	173	84
\$0	to	\$74,999	1,213	780	409	322	181	87
\$0	to	\$99,999	1,257	923	485	383	190	91
\$0	to	\$124,999	1,276	957	501	415	195	91
\$0	to	\$149,999	1,316	978	519	442	209	95
\$0	to	\$199,999	1,331	987	519	444	212	96
\$0	or	more	1,345	991	526	449	215	97

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$46,640	\$53,280	\$59,920	\$66,560	\$71,920	\$77,280	

Size Qualified						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified	Yes	Yes	Yes	Yes	No	No

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	1,094	618	385	304	0	0
HH Below Minimum Income	812	349	249	166	0	0
Subtotal	283	268	136	138	0	0

Demand Estimate 825

Our analysis suggests demand for a total of 825 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, 3-Bedroom, Restricted, 40% of AMI

In this section we estimate demand for the 3-Bedroom / Restricted / 40% of AMI units at the subject property. Our analysis assumes a total of 2 units, 1 of which are anticipated to be vacant on market entry in 2019. Our analysis assumes a 35% income qualification ratio and 5-person households.

Unit Details	
Target Population	Family Households
Unit Type	3-Bedroom
Rent Type	Restricted
Income Limit	40% of AMI
Total Units	2
Vacant Units at Market Entry	1

Minimum Qualified Income	
Net Rent	\$676
Utilities	\$189
Gross Rent	\$865
Income Qualification Ratio	35%
Minimum Qualified Income	\$2,471
Months/Year	12
Minimum Qualified Income	\$29,657

Renter Households, by Income, by Size									
2019									
	2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
	\$0	to	\$9,999	271	77	103	64	20	11
	\$0	to	\$19,999	661	281	200	112	55	29
	\$0	to	\$29,999	893	386	275	195	82	44
	\$0	to	\$39,999	982	520	339	211	125	63
	\$0	to	\$49,999	1,155	594	366	267	153	76
	\$0	to	\$59,999	1,185	673	386	290	173	84
	\$0	to	\$74,999	1,213	780	409	322	181	87
	\$0	to	\$99,999	1,257	923	485	383	190	91
	\$0	to	\$124,999	1,276	957	501	415	195	91
	\$0	to	\$149,999	1,316	978	519	442	209	95
	\$0	to	\$199,999	1,331	987	519	444	212	96
	\$0	or	more	1,345	991	526	449	215	97

Maximum Allowable Income								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Maximum Allowable Income			\$23,320	\$26,640	\$29,960	\$33,280	\$35,960	\$38,640

Size Qualified								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified			Yes	Yes	Yes	Yes	Yes	No

Demand Estimate								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income			0	0	271	200	106	0
HH Below Minimum Income			0	0	271	191	81	0
Subtotal			0	0	0	9	25	0

Demand Estimate 34

Our analysis suggests demand for a total of 34 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.



## Demand Estimate, 3-Bedroom, Restricted, 50% of AMI

In this section we estimate demand for the 3-Bedroom / Restricted / 50% of AMI units at the subject property. Our analysis assumes a total of 6 units, 3 of which are anticipated to be vacant on market entry in 2019. Our analysis assumes a 35% income qualification ratio and 5-person households.

Unit Details	
Target Population	Family Households
Unit Type	3-Bedroom
Rent Type	Restricted
Income Limit	50% of AMI
Total Units	6
Vacant Units at Market Entry	3

Minimum Qualified Income	
Net Rent	\$704
Utilities	\$189
Gross Rent	\$893
Income Qualification Ratio	35%
Minimum Qualified Income	\$2,551
Months/Year	12
Minimum Qualified Income	\$30,617

Renter Households, by Income, by Size									
2019									
	2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
	\$0	to	\$9,999	271	77	103	64	20	11
	\$0	to	\$19,999	661	281	200	112	55	29
	\$0	to	\$29,999	893	386	275	195	82	44
	\$0	to	\$39,999	982	520	339	211	125	63
	\$0	to	\$49,999	1,155	594	366	267	153	76
	\$0	to	\$59,999	1,185	673	386	290	173	84
	\$0	to	\$74,999	1,213	780	409	322	181	87
	\$0	to	\$99,999	1,257	923	485	383	190	91
	\$0	to	\$124,999	1,276	957	501	415	195	91
	\$0	to	\$149,999	1,316	978	519	442	209	95
	\$0	to	\$199,999	1,331	987	519	444	212	96
	\$0	or	more	1,345	991	526	449	215	97

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$29,150	\$33,300	\$37,450	\$41,600	\$44,950	\$48,300	

Size Qualified						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified	Yes	Yes	Yes	Yes	Yes	No

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	0	426	320	219	138	0
HH Below Minimum Income	0	393	278	196	84	0
Subtotal	0	33	42	24	53	0

Demand Estimate 152

Our analysis suggests demand for a total of 152 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, 3-Bedroom, Restricted, 60% of AMI

In this section we estimate demand for the 3-Bedroom / Restricted / 60% of AMI units at the subject property. Our analysis assumes a total of 6 units, 3 of which are anticipated to be vacant on market entry in 2019. Our analysis assumes a 35% income qualification ratio and 5-person households.

Unit Details	
Target Population	Family Households
Unit Type	3-Bedroom
Rent Type	Restricted
Income Limit	60% of AMI
Total Units	6
Vacant Units at Market Entry	3

Minimum Qualified Income	
Net Rent	\$704
Utilities	\$189
Gross Rent	\$893
Income Qualification Ratio	35%
Minimum Qualified Income	\$2,551
Months/Year	12
Minimum Qualified Income	\$30,617

Renter Households, by Income, by Size								
2019								
2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	271	77	103	64	20	11
\$0	to	\$19,999	661	281	200	112	55	29
\$0	to	\$29,999	893	386	275	195	82	44
\$0	to	\$39,999	982	520	339	211	125	63
\$0	to	\$49,999	1,155	594	366	267	153	76
\$0	to	\$59,999	1,185	673	386	290	173	84
\$0	to	\$74,999	1,213	780	409	322	181	87
\$0	to	\$99,999	1,257	923	485	383	190	91
\$0	to	\$124,999	1,276	957	501	415	195	91
\$0	to	\$149,999	1,316	978	519	442	209	95
\$0	to	\$199,999	1,331	987	519	444	212	96
\$0	or	more	1,345	991	526	449	215	97

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$34,980	\$39,960	\$44,940	\$49,920	\$53,940	\$57,960	

Size Qualified						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified	Yes	Yes	Yes	Yes	Yes	No

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	933	513	351	264	160	0
HH Below Minimum Income	897	393	278	196	84	0
Subtotal	36	121	73	68	76	0

Demand Estimate 373

Our analysis suggests demand for a total of 373 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, 3-Bedroom, Restricted, 70% of AMI

In this section we estimate demand for the 3-Bedroom / Restricted / 70% of AMI units at the subject property. Our analysis assumes a total of 1 units, 1 of which are anticipated to be vacant on market entry in 2019. Our analysis assumes a 35% income qualification ratio and 5-person households.

Unit Details	
Target Population	Family Households
Unit Type	3-Bedroom
Rent Type	Restricted
Income Limit	70% of AMI
Total Units	1
Vacant Units at Market Entry	1

Minimum Qualified Income	
Net Rent	\$704
Utilities	\$189
Gross Rent	\$893
Income Qualification Ratio	35%
Minimum Qualified Income	\$2,551
Months/Year	12
Minimum Qualified Income	\$30,617

Renter Households, by Income, by Size								
2019								
2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	271	77	103	64	20	11
\$0	to	\$19,999	661	281	200	112	55	29
\$0	to	\$29,999	893	386	275	195	82	44
\$0	to	\$39,999	982	520	339	211	125	63
\$0	to	\$49,999	1,155	594	366	267	153	76
\$0	to	\$59,999	1,185	673	386	290	173	84
\$0	to	\$74,999	1,213	780	409	322	181	87
\$0	to	\$99,999	1,257	923	485	383	190	91
\$0	to	\$124,999	1,276	957	501	415	195	91
\$0	to	\$149,999	1,316	978	519	442	209	95
\$0	to	\$199,999	1,331	987	519	444	212	96
\$0	or	more	1,345	991	526	449	215	97

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$40,810	\$46,620	\$52,430	\$58,240	\$62,930	\$67,620	

Size Qualified						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified	Yes	Yes	Yes	Yes	Yes	No

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	991	568	370	285	174	0
HH Below Minimum Income	897	393	278	196	84	0
Subtotal	93	175	92	90	90	0

Demand Estimate 540

Our analysis suggests demand for a total of 540 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, 3-Bedroom, Restricted, 80% of AMI

In this section we estimate demand for the 3-Bedroom / Restricted / 80% of AMI units at the subject property. Our analysis assumes a total of 1 units, 1 of which are anticipated to be vacant on market entry in 2019. Our analysis assumes a 35% income qualification ratio and 5-person households.

Unit Details	
Target Population	Family Households
Unit Type	3-Bedroom
Rent Type	Restricted
Income Limit	80% of AMI
Total Units	1
Vacant Units at Market Entry	1

Minimum Qualified Income	
Net Rent	\$704
Utilities	\$189
Gross Rent	\$893
Income Qualification Ratio	35%
Minimum Qualified Income	\$2,551
Months/Year	12
Minimum Qualified Income	\$30,617

Renter Households, by Income, by Size									
2019									
	2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
	\$0	to	\$9,999	271	77	103	64	20	11
	\$0	to	\$19,999	661	281	200	112	55	29
	\$0	to	\$29,999	893	386	275	195	82	44
	\$0	to	\$39,999	982	520	339	211	125	63
	\$0	to	\$49,999	1,155	594	366	267	153	76
	\$0	to	\$59,999	1,185	673	386	290	173	84
	\$0	to	\$74,999	1,213	780	409	322	181	87
	\$0	to	\$99,999	1,257	923	485	383	190	91
	\$0	to	\$124,999	1,276	957	501	415	195	91
	\$0	to	\$149,999	1,316	978	519	442	209	95
	\$0	to	\$199,999	1,331	987	519	444	212	96
	\$0	or	more	1,345	991	526	449	215	97

Maximum Allowable Income								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Maximum Allowable Income			\$46,640	\$53,280	\$59,920	\$66,560	\$71,920	\$77,280

Size Qualified								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified			Yes	Yes	Yes	Yes	Yes	No

Demand Estimate								
			1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income			1,094	618	385	304	179	0
HH Below Minimum Income			897	393	278	196	84	0
Subtotal			197	225	107	108	95	0

Demand Estimate 732

Our analysis suggests demand for a total of 732 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, Restricted, 40% of AMI

In this section we account for income-band overlap and develop a demand estimate for the units restricted to 40% of AMI at the subject property.

Renter Households, by Income, by Size								
2019								
	2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
\$0	to	\$9,999	271	77	103	64	20	11
\$0	to	\$19,999	661	281	200	112	55	29
\$0	to	\$29,999	893	386	275	195	82	44
\$0	to	\$39,999	982	520	339	211	125	63
\$0	to	\$49,999	1,155	594	366	267	153	76
\$0	to	\$59,999	1,185	673	386	290	173	84
\$0	to	\$74,999	1,213	780	409	322	181	87
\$0	to	\$99,999	1,257	923	485	383	190	91
\$0	to	\$124,999	1,276	957	501	415	195	91
\$0	to	\$149,999	1,316	978	519	442	209	95
\$0	to	\$199,999	1,331	987	519	444	212	96
\$0	or	more	1,345	991	526	449	215	97

Demand Estimate, Restricted, 40% of AMI						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Maximum Income, 0BR	-	-	-	-	-	-
Maximum Income, 1BR	\$23,320	\$26,640	-	-	-	-
Maximum Income, 2BR	-	\$26,640	\$29,960	\$33,280	-	-
Maximum Income, 3BR	-	-	\$29,960	\$33,280	\$35,960	-
Maximum Income, 4BR	-	-	-	-	-	-
Maximum Allowable Income	\$23,320	\$26,640	\$29,960	\$33,280	\$35,960	-
Minimum Income, 0BR	-	-	-	-	-	-
Minimum Income, 1BR	\$21,394	\$21,394	-	-	-	-
Minimum Income, 2BR	-	\$25,680	\$25,680	\$25,680	-	-
Minimum Income, 3BR	-	-	\$29,657	\$29,657	\$29,657	-
Minimum Income, 4BR	-	-	-	-	-	-
Minimum Qualified Income	\$21,394	\$21,394	\$25,680	\$25,680	\$29,657	-
HH Below Upper Income	731	349	271	200	106	0
HH Below Lower Income	684	292	241	158	81	0
Subtotal	46	58	30	42	25	0

Demand Estimate

201

Our analysis suggests demand for a total of 201 size- and income-qualified units in the market area.

Please note: This demand estimate does not account for income band overlap at the project level. A demand estimate taking this into consideration will be developed later.

## Demand Estimate, Restricted, 50% of AMI

In this section we account for income-band overlap and develop a demand estimate for the units restricted to 50% of AMI at the subject property.

Renter Households, by Income, by Size								
2019								
	2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
\$0	to	\$9,999	271	77	103	64	20	11
\$0	to	\$19,999	661	281	200	112	55	29
\$0	to	\$29,999	893	386	275	195	82	44
\$0	to	\$39,999	982	520	339	211	125	63
\$0	to	\$49,999	1,155	594	366	267	153	76
\$0	to	\$59,999	1,185	673	386	290	173	84
\$0	to	\$74,999	1,213	780	409	322	181	87
\$0	to	\$99,999	1,257	923	485	383	190	91
\$0	to	\$124,999	1,276	957	501	415	195	91
\$0	to	\$149,999	1,316	978	519	442	209	95
\$0	to	\$199,999	1,331	987	519	444	212	96
\$0	or	more	1,345	991	526	449	215	97

Demand Estimate, Restricted, 50% of AMI							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Income, 0BR	-	-	-	-	-	-	-
Maximum Income, 1BR	\$29,150	\$33,300	-	-	-	-	-
Maximum Income, 2BR	\$29,150	\$33,300	\$37,450	\$41,600	-	-	-
Maximum Income, 3BR	-	\$33,300	\$37,450	\$41,600	\$44,950	-	-
Maximum Income, 4BR	-	-	-	-	-	-	-
Maximum Allowable Income	\$29,150	\$33,300	\$37,450	\$41,600	\$44,950	-	-
Minimum Income, 0BR	-	-	-	-	-	-	-
Minimum Income, 1BR	\$23,863	\$23,863	-	-	-	-	-
Minimum Income, 2BR	\$26,743	\$26,743	\$26,743	\$26,743	-	-	-
Minimum Income, 3BR	-	\$30,617	\$30,617	\$30,617	\$30,617	-	-
Minimum Income, 4BR	-	-	-	-	-	-	-
Minimum Qualified Income	\$23,863	\$23,863	\$26,743	\$26,743	\$30,617	-	-
HH Below Upper Income	870	426	320	219	138	0	
HH Below Lower Income	742	318	249	166	84	0	
Subtotal	128	108	71	53	53	0	

Demand Estimate

414

Our analysis suggests demand for a total of 414 size- and income-qualified units in the market area.

Please note: This demand estimate does not account for income band overlap at the project level. A demand estimate taking this into consideration will be developed later.

## Demand Estimate, Restricted, 60% of AMI

In this section we account for income-band overlap and develop a demand estimate for the units restricted to 60% of AMI at the subject property.

Renter Households, by Income, by Size								
2019								
	2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
\$0	to	\$9,999	271	77	103	64	20	11
\$0	to	\$19,999	661	281	200	112	55	29
\$0	to	\$29,999	893	386	275	195	82	44
\$0	to	\$39,999	982	520	339	211	125	63
\$0	to	\$49,999	1,155	594	366	267	153	76
\$0	to	\$59,999	1,185	673	386	290	173	84
\$0	to	\$74,999	1,213	780	409	322	181	87
\$0	to	\$99,999	1,257	923	485	383	190	91
\$0	to	\$124,999	1,276	957	501	415	195	91
\$0	to	\$149,999	1,316	978	519	442	209	95
\$0	to	\$199,999	1,331	987	519	444	212	96
\$0	or	more	1,345	991	526	449	215	97

Demand Estimate, Restricted, 60% of AMI							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Income, 0BR	-	-	-	-	-	-	-
Maximum Income, 1BR	\$34,980	\$39,960	-	-	-	-	-
Maximum Income, 2BR	\$34,980	\$39,960	\$44,940	\$49,920	-	-	-
Maximum Income, 3BR	\$34,980	\$39,960	\$44,940	\$49,920	\$53,940	-	-
Maximum Income, 4BR	-	-	-	-	-	-	-
Maximum Allowable Income	\$34,980	\$39,960	\$44,940	\$49,920	\$53,940	-	-
Minimum Income, 0BR	-	-	-	-	-	-	-
Minimum Income, 1BR	\$23,863	\$23,863	-	-	-	-	-
Minimum Income, 2BR	\$26,743	\$26,743	\$26,743	\$26,743	-	-	-
Minimum Income, 3BR	\$30,617	\$30,617	\$30,617	\$30,617	\$30,617	-	-
Minimum Income, 4BR	-	-	-	-	-	-	-
Minimum Qualified Income	\$23,863	\$23,863	\$26,743	\$26,743	\$30,617	-	-
HH Below Upper Income	933	513	351	264	160	0	
HH Below Lower Income	742	318	249	166	84	0	
Subtotal	191	196	102	98	76	0	

Demand Estimate

663

Our analysis suggests demand for a total of 663 size- and income-qualified units in the market area.

Please note: This demand estimate does not account for income band overlap at the project level. A demand estimate taking this into consideration will be developed later.

## Demand Estimate, Restricted, 70% of AMI

In this section we account for income-band overlap and develop a demand estimate for the units restricted to 70% of AMI at the subject property.

Renter Households, by Income, by Size								
2019								
	2019	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
\$0	to	\$9,999	271	77	103	64	20	11
\$0	to	\$19,999	661	281	200	112	55	29
\$0	to	\$29,999	893	386	275	195	82	44
\$0	to	\$39,999	982	520	339	211	125	63
\$0	to	\$49,999	1,155	594	366	267	153	76
\$0	to	\$59,999	1,185	673	386	290	173	84
\$0	to	\$74,999	1,213	780	409	322	181	87
\$0	to	\$99,999	1,257	923	485	383	190	91
\$0	to	\$124,999	1,276	957	501	415	195	91
\$0	to	\$149,999	1,316	978	519	442	209	95
\$0	to	\$199,999	1,331	987	519	444	212	96
\$0	or	more	1,345	991	526	449	215	97

Demand Estimate, Restricted, 70% of AMI							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Income, 0BR	-	-	-	-	-	-	-
Maximum Income, 1BR	\$40,810	\$46,620	-	-	-	-	-
Maximum Income, 2BR	\$40,810	\$46,620	\$52,430	\$58,240	-	-	-
Maximum Income, 3BR	\$40,810	\$46,620	\$52,430	\$58,240	\$62,930	-	-
Maximum Income, 4BR	-	-	-	-	-	-	-
Maximum Allowable Income	\$40,810	\$46,620	\$52,430	\$58,240	\$62,930	-	-
Minimum Income, 0BR	-	-	-	-	-	-	-
Minimum Income, 1BR	\$23,863	\$23,863	-	-	-	-	-
Minimum Income, 2BR	\$26,743	\$26,743	\$26,743	\$26,743	-	-	-
Minimum Income, 3BR	\$30,617	\$30,617	\$30,617	\$30,617	\$30,617	-	-
Minimum Income, 4BR	-	-	-	-	-	-	-
Minimum Qualified Income	\$23,863	\$23,863	\$26,743	\$26,743	\$30,617	-	-
HH Below Upper Income	991	568	370	285	174	0	
HH Below Lower Income	742	318	249	166	84	0	
Subtotal	248	250	121	119	90	0	

Demand Estimate 830

Our analysis suggests demand for a total of 830 size- and income-qualified units in the market area.

Please note: This demand estimate does not account for income band overlap at the project level. A demand estimate taking this into consideration will be developed later.



## Demand Estimate

In this section, we derive our overburdened demand and capture rate estimates for the subject property. Our analysis, which begins with the income-qualified renter household estimates developed above, is found below.

Income Qualified Renter Households								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot			201	414	663	830	1,021	

The next step in our analysis is to account for 2 years of growth to estimate the demand stemming from new income qualified rental households. Our estimates are found below.

Annual Renter Household Growth Rate								
-0.4%								
New Rental Households								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot			-2	-4	-6	-7	-9	

The next step in our analysis is to estimate existing demand stemming from income-qualified overburdened renter households in this market area. Our estimates are found below.

Overburdened Renter Households								
33.2%								
Existing Households - Rent Overburdened								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot			67	138	220	276	339	

The next step in our analysis is to estimate existing demand stemming from income-qualified substandard renter households in this market area. Our estimates are found below.

Substandard Renter Households								
7.3%								
Existing Households - Substandard								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot			15	30	48	61	74	

The next step in our analysis is to account for elderly homeowners likely to convert to rental housing. This component may not comprise more than 20 percent of total demand. Our estimates are found below.

Elderly Homeowners Likely to Convert to Rental Housing								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot								

The next step in our analysis is to account for existing qualifying tenants likely to remain after renovation. Our estimates are found below.

Subject Property Units (Total)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot			5	19	16	4	4	
Existing Qualifying Tenants Likely to Remain after Renovation								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot			2	10	8	1	1	

The next step in our analysis is to tally up total demand for the subject property. Our estimates are found below.

Total Demand								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot			82	174	271	330	406	

The next step in our analysis is to tabulate the number of vacant competing & pipeline units in the market area by unit/income type. This information will be used to further refine our capture rate estimate for the subject property. A table showing the distribution of vacant competing & pipeline units is found below.

Vacant Competing & Pipeline Units								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot				2	2			

The next step in our analysis is to subtract the number of vacant competing & pipeline units from total demand to arrive at a net demand estimate for the subject property. Our estimates are found below.

Net Demand (Total Demand - Vacant Competing & Pipeline Units)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot			82	172	269	330	406	

The next step in our analysis is to compute the capture rate for the project. For purposes of this computation, we define capture rate as the total number of subject property units divided by net demand. Underwriters often utilize capture rate limits of 10 to 20 percent using this methodology. Our estimates are presented below:

Capture Rates (Subject Property Units / Net Demand)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot			6.1%	11.0%	6.0%	1.2%	1.0%	

Our findings are summarized below.

Project-Wide Capture Rate - LIHTC Units	3.8%
Project-Wide Capture Rate - Market Units	
Project-Wide Capture Rate - All Units	3.8%
Project-Wide Absorption Period (Months)	2 months

Please note: Project-wide capture rate estimates do not account for income band overlap at the project level.

**RENT COMPARABLES, MARKET RATE**

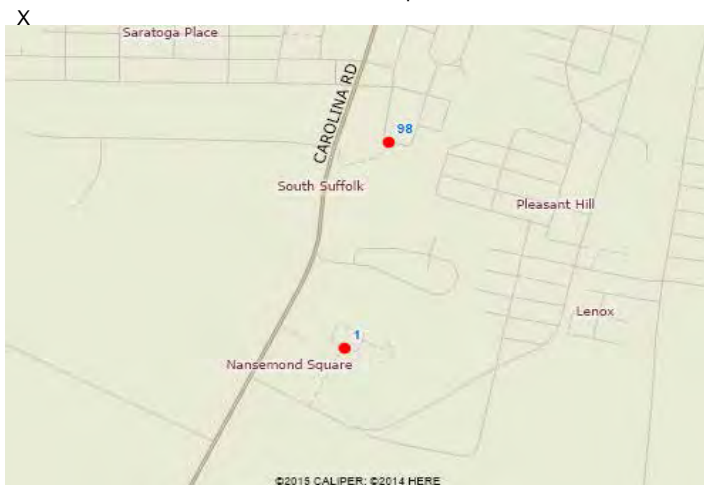
Project Information

Property Name	Autumn Ridge 1
Street Number	114
Street Name	Nancy
Street Type	Drive
City	Suffolk
State	Virginia
Zip	23434
Phone Number	(757) 934-0847
Year Built	1975
Year Renovated	2016
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	\$20
Waiting List	no
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	2002 Bond
Vouchers	20
Latitude	36.7121
Longitude	-76.5894
Nearest Crossroads	na
AAC Code	19-042 001

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Jasmine, Leasing Agent
Phone Number	(757) 934-0847
Interview Date	01-Feb-19
Interviewed By	JS

2002 Bond awarded for rehabilitation of this HUD property without project based rental assistance. 2012 renovations included new roofs, gutters, siding, doors and other exterior work. Property began interior rehab in 2016. Units have carpet and vinyl, although contact advised in 2016, property is changing to laminate wood. Contact advised Phase 1

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	556	Garden/Flat	Mar	Mar	No	No	36		\$780		\$780	\$42	\$822
2	1.0	731	Garden/Flat	Mar	Mar	No	No	68		\$890		\$890	\$57	\$947
3	1.0	990	Garden/Flat	Mar	Mar	No	No	24	1	\$1,075		\$1,075	\$71	\$1,146
Total / Average		730						128	1	\$894		\$894	\$55	\$949

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	yes
Sewer	no	yes
Trash	no	no
Comp vs. Subject	Superior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.25	3.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.25	4.00
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.20	3.00
Comp vs. Subject	Inferior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.30	2.70
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.75	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2010	2009
Comp vs. Subject	Superior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	no	yes
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Mov/Media Ctr	no	no
Picnic Area	no	no
Playground	yes	yes
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	yes
Carpeting	no	yes
Fireplace	no	no
Patio/Balcony	no	no
Storage	no	no
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	no	no
Dishwasher	no	yes
Microwave	no	no
Comp vs. Subject	Inferior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	yes
W/D Units	no	no
W/D Hookups	no	no
Comp vs. Subject	Similar	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Autumn Ridge 1 is an existing multifamily development located at 114 Nancy Drive in Suffolk, Virginia. The property, which consists of 128 apartment units, was originally constructed in 1975 with bond financing. All units are set aside as market rate units. The property currently stands at 99 percent occupancy.

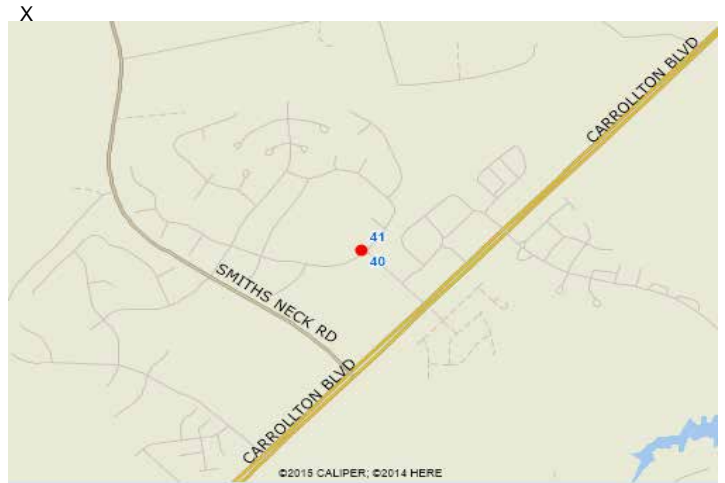
Project Information

Property Name	Eagle Harbor Apartments Phase 1
Street Number	220
Street Name	Marsh Landing
Street Type	Drive
City	Carrollton
State	Virginia
Zip	23314
Phone Number	(757) 238-7010
Year Built	2005
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	\$500
Other Fees	\$149
Waiting List	na
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.9556
Longitude	-76.5313
Nearest Crossroads	na
AAC Code	19-042 040

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Susan, Leasing Agent
Phone Number	(757) 238-7010
Interview Date	18-Dec-18
Interviewed By	RF

Putting green now a fire pit. Rent reflects special pricing of 1st month free. There are no new apartments nearby. New Dunkin Donuts nearby.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	850	Garden/Flat	Mar	Mar	No	No	72	1	\$916	\$83	\$833	\$100	\$933
2	2.0	1000	Garden/Flat	Mar	Mar	No	No	144	1	\$1,054	\$96	\$958	\$137	\$1,095
3	2.0	1250	Garden/Flat	Mar	Mar	No	No	24	1	\$1,237	\$113	\$1,124	\$186	\$1,310
Total / Average		980						185	3	\$1,031	\$94	\$937	\$131	\$1,068

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	yes
Sewer	yes	yes
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	no	yes
Internet	no	yes
Comp vs. Subject	Superior	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	4.00	3.50
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	4.00	4.00
Comp vs. Subject	Similar	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	4.50	3.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.50	2.70
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.00
Comp vs. Subject	Similar	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2005	2009
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	no	no
Bus/Comp Ctr	yes	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	no
Fitness Ctr	yes	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	yes	no
Playground	yes	yes
Pool	yes	no
Sauna	no	no
Sports Court	yes	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	yes
Carpeting	yes	yes
Fireplace	some	no
Patio/Balcony	yes	no
Storage	no	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	yes	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	yes
W/D Units	yes	no
W/D Hookups	no	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	yes	no
Security Alarms	yes	no
Security Patrols	no	no
Comp vs. Subject	Superior	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	yes	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Superior	

Eagle Harbor Apartments Phase 1 is an existing multifamily development located at 220 Marsh Landing Drive in Carrollton, Virginia. The property, which consists of 240 apartment units, was originally constructed in 2005 with conventional financing. All units are set aside as market rate units. The property currently stands at 99 percent occupancy.

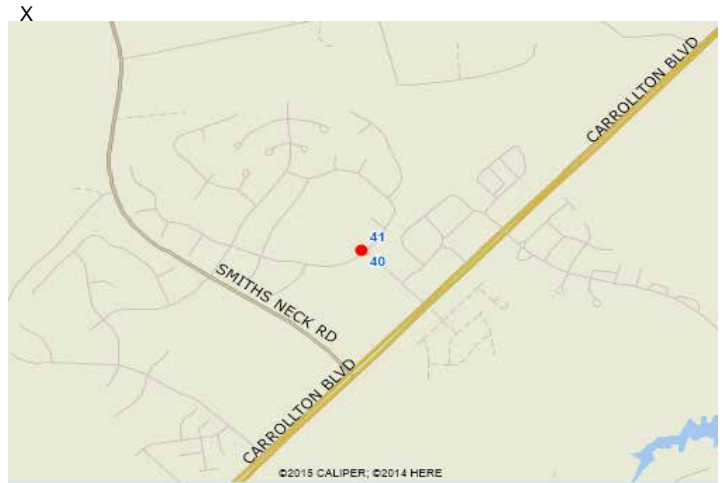
Project Information

Property Name	Eagle Harbor Apartments Phase 2
Street Number	220
Street Name	Marsh Landing
Street Type	Drive
City	Carrollton
State	Virginia
Zip	23314
Phone Number	(757) 238-7010
Year Built	2011
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	\$500
Other Fees	\$149
Waiting List	na
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.9556
Longitude	-76.5313
Nearest Crossroads	na
AAC Code	19-042 041

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Susan, Leasing Agent
Phone Number	(757) 238-7010
Interview Date	18-Dec-18
Interviewed By	RF

Putting green now a fire pit. Rent reflects special pricing of 1st month free. There are no new apartments nearby. New Dunkin Donuts nearby.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	850	Garden/Flat	Mar	Mar	No	No	48		\$1,007	\$92	\$915	\$100	\$1,015
2	2.0	1000	Garden/Flat	Mar	Mar	No	No	72	1	\$1,099	\$100	\$999	\$137	\$1,136
3	2.0	1250	Garden/Flat	Mar	Mar	No	No	24	1	\$1,191	\$108	\$1,083	\$186	\$1,269
Total / Average		992						144	2	\$1,084	\$99	\$985	\$133	\$1,118



Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	yes
Sewer	yes	yes
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	no	yes
Internet	no	yes
Comp vs. Subject	Superior	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	4.00	3.50
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	4.00	4.00
Comp vs. Subject	Similar	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	4.50	3.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.50	2.70
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.00
Comp vs. Subject	Similar	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2005	2009
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	no	no
Bus/Comp Ctr	yes	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	no
Fitness Ctr	yes	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Moving/Media Ctr	no	no
Picnic Area	yes	no
Playground	yes	yes
Pool	yes	no
Sauna	no	no
Sports Court	yes	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	yes
Carpeting	yes	yes
Fireplace	some	no
Patio/Balcony	yes	no
Storage	no	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	yes	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	yes
W/D Units	yes	no
W/D Hookups	no	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	yes	no
Security Alarms	yes	no
Security Patrols	no	no
Comp vs. Subject	Superior	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	yes	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Superior	

Eagle Harbor Apartments Phase 2 is an existing multifamily development located at 220 Marsh Landing Drive in Carrollton, Virginia. The property, which consists of 144 apartment units, was originally constructed in 2011 with conventional financing. All units are set aside as market rate units. The property currently stands at 99 percent occupancy.

Project Information

Property Name	Meadowridge Apartments
Street Number	340
Street Name	N. College
Street Type	Drive
City	Franklin
State	Virginia
Zip	23851
Phone Number	(757) 657-4421
Year Built	1991
Year Renovated	2018
Minimum Lease	12
Min. Security Dep.	\$350
Other Fees	\$30
Waiting List	no
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.6774
Longitude	-76.9441
Nearest Crossroads	na
AAC Code	19-042 066

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Paula, Manager
Phone Number	(757) 657-4421
Interview Date	11-Dec-18
Interviewed By	RF

Property began renovations in 2012. 2018 contact gave some information, then advised us to get information off website. Rent ranges due to unit location. Rent reflects special pricing of \$250 first month. There are no new apartments or businesses nearby.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent	
1	1.0	765	Garden/Flat	Mar	Mar	No	No	8	1	\$804	\$21	\$783	\$100	\$883	
1	1.0	940	Garden/Flat	Mar	Mar	No	No	8	1	\$959	\$21	\$938	\$100	\$1,038	
2	1.0	890	Garden/Flat	Mar	Mar	No	No	21	1	\$883	\$21	\$862	\$137	\$999	
2	2.0	940	Garden/Flat	Mar	Mar	No	No	32	2	\$934	\$21	\$913	\$137	\$1,050	
3	2.0	1090	Garden/Flat	Mar	Mar	No	No	28	1	\$974	\$21	\$953	\$186	\$1,139	
Total / Average		958						189	97	6	\$926	\$21	\$905	\$145	\$1,050

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	yes
Sewer	yes	yes
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.75	3.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	4.00
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.70	3.00
Comp vs. Subject	Inferior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	4.20	2.70
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.50	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2005	2009
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	no	yes
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Mov/Media Ctr	no	no
Picnic Area	no	no
Playground	yes	yes
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	yes
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	yes	no
Storage	no	no
Comp vs. Subject	Similar	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	no	no
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Similar	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	yes	no
Open	yes	yes
None	no	no
Comp vs. Subject	Superior	

Laundry		
Amenity	Comp	Subj
Central	yes	yes
W/D Units	no	no
W/D Hookups	some	no
Comp vs. Subject	Similar	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Meadowridge Apartments is an existing multifamily development located at 340 N. College Drive in Franklin, Virginia. The property, which consists of 97 apartment units, was originally constructed in 1991 with conventional financing. All units are set aside as market rate units. The property currently stands at 94 percent occupancy.

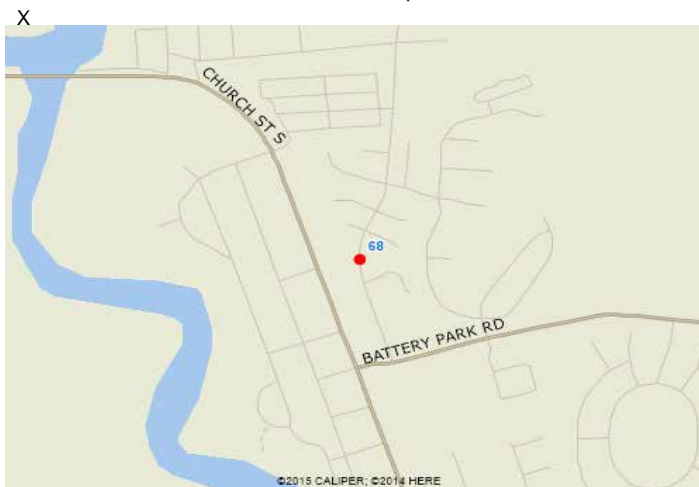
Project Information

Property Name	Morris Creek Landing Apartments
Street Number	982
Street Name	John Rolfe
Street Type	Drive
City	Smithfield
State	Virginia
Zip	23430
Phone Number	(757) 357-0102
Year Built	1988
Year Renovated	2004
Minimum Lease	12
Min. Security Dep.	\$450
Other Fees	\$174
Waiting List	20 people
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.9765
Longitude	-76.6099
Nearest Crossroads	na
AAC Code	19-042 068

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Tammy, Leasing Agent
Phone Number	(757) 357-0102
Interview Date	10-Dec-18
Interviewed By	RF

2017, manager reported approximate year of renovation as 2004, which included new windows and roofs. 2015 - 2018 renovation included replacing balconies and stairs, and will be adding a community center with gym and business center in the future. During our 2018 survey contact advised still in the process with county planning to add

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	650	Garden/Flat	Mar	Mar	No	No	20		\$810		\$810	\$69	\$879
2	2.0	898	Garden/Flat	Mar	Mar	No	No	67		\$980		\$980	\$86	\$1,066
Total / Average		841						101		\$941		\$941	\$82	\$1,023

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Gas	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Gas	yes	yes
Water	no	yes
Sewer	no	yes
Trash	no	no
Comp vs. Subject	Superior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.75	3.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	4.00
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.90	3.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.80	2.70
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.75	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2005	2009
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	no	yes
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movier/Media Ctr	no	no
Picnic Area	yes	no
Playground	yes	yes
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	yes
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	some	no
Storage	no	no
Comp vs. Subject	Similar	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	yes
W/D Units	no	no
W/D Hookups	no	no
Comp vs. Subject	Similar	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Morris Creek Landing Apartments is an existing multifamily development located at 982 John Rolfe Drive in Smithfield, Virginia. The property, which consists of 87 apartment units, was originally constructed in 1988 with conventional financing. All units are set aside as market rate units. The property currently stands at 100 percent occupancy.

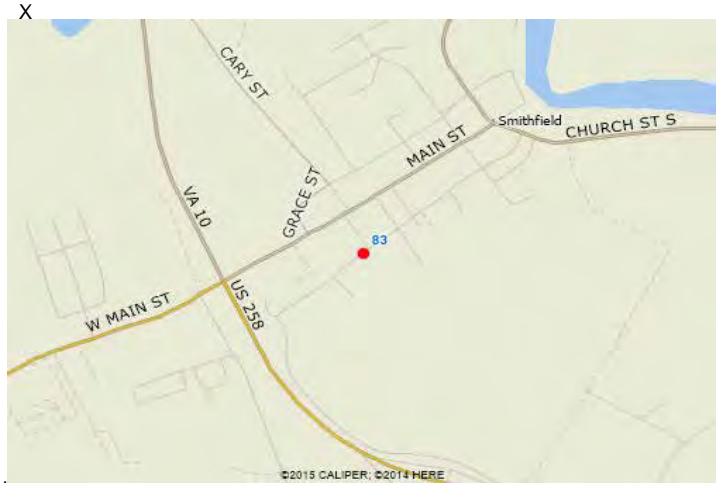
Project Information

Property Name	Patriots Landing Apartments
Street Number	513
Street Name	Cedar
Street Type	Street
City	Smithfield
State	Virginia
Zip	23430
Phone Number	(757) 357-3113
Year Built	2010
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	\$20
Waiting List	no
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.9783
Longitude	-76.6357
Nearest Crossroads	na
AAC Code	19-042 083

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Katie, Management
Phone Number	(757) 357-3113
Interview Date	10-Dec-18
Interviewed By	RF

There are no new apartments or businesses nearby.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
2	1.0	1000	Garden/Flat	Mar	Mar	No	No	4		\$850		\$850	\$64	\$914
2	2.0	1000	Garden/Flat	Mar	Mar	No	No	9		\$975		\$975	\$64	\$1,039
3	2.0	1250	Garden/Flat	Mar	Mar	No	No	2		\$1,295		\$1,295	\$81	\$1,376
Total / Average		1,033						15		\$984		\$984	\$66	\$1,051

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	yes
Sewer	no	yes
Trash	no	no
Comp vs. Subject	Superior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.75	3.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	4.00
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.20	3.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.40	2.70
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.75	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2010	2009
Comp vs. Subject	Superior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	no	yes
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movier/Media Ctr	no	no
Picnic Area	no	no
Playground	no	yes
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	yes
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	yes	no
Storage	no	no
Comp vs. Subject	Similar	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	no	no
Dishwasher	yes	yes
Microwave	yes	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	yes
W/D Units	yes	no
W/D Hookups	no	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Patriots Landing Apartments is an existing multifamily development located at 513 Cedar Street in Smithfield, Virginia. The property, which consists of 15 apartment units, was originally constructed in 2010 with conventional financing. All units are set aside as market rate units. The property currently stands at 100 percent occupancy.

Project Information

Property Name	Sadler Pond Apartments
Street Number	2500
Street Name	Sandy Spring
Street Type	Lane
City	Suffolk
State	Virginia
Zip	23434
Phone Number	(757) 934-0738
Year Built	1989
Year Renovated	2015
Minimum Lease	12
Min. Security Dep.	\$450
Other Fees	\$40
Waiting List	no
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.7669
Longitude	-76.5993
Nearest Crossroads	na
AAC Code	19-042 088

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Becky, Management
Phone Number	844-558-7553
Interview Date	21-Dec-18
Interviewed By	RF

2012 new roofs and Basketball goal. 2015 replaced all windows, 2015 - 2018 renovations of kitchens and baths as units become available. All reported rents for renovated units. There are no new apartments or businesses nearby.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
2	2.0	1000	Garden/Flat	Mar	Mar	No	No	84	1	\$975		\$975	\$127	\$1,102
3	2.0	1100	Garden/Flat	Mar	Mar	No	No	25		\$1,020		\$1,020	\$172	\$1,192
Total / Average		1,023						109	1	\$985		\$985	\$137	\$1,123



Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	yes
Sewer	yes	yes
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.25	3.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.25	4.00
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.30	3.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.90	2.70
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.25	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2000	2009
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	no	yes
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movbr/Media Ctr	no	no
Picnic Area	yes	no
Playground	no	yes
Pool	yes	no
Sauna	no	no
Sports Court	yes	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	yes
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	yes	no
Storage	yes	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	yes
W/D Units	no	no
W/D Hookups	yes	no
Comp vs. Subject	Similar	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Sadler Pond Apartments is an existing multifamily development located at 2500 Sandy Spring Lane in Suffolk, Virginia. The property, which consists of 109 apartment units, was originally constructed in 1989 with conventional financing. All units are set aside as market rate units. The property currently stands at 99 percent occupancy.

Project Information

Property Name	Suffolk Station Apartments
Street Number	100
Street Name	Forest Oak
Street Type	Lane
City	Suffolk
State	Virginia
Zip	23434
Phone Number	(757) 934-3444
Year Built	1987
Year Renovated	2015
Minimum Lease	12
Min. Security Dep.	\$300
Other Fees	\$139
Waiting List	no
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	25
Latitude	36.7185
Longitude	-76.5878
Nearest Crossroads	na
AAC Code	19-042 098

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Becky, Manger
Phone Number	(757) 934-3444
Interview Date	01-Feb-19
Interviewed By	JS

2010 renovations included new roofs on 2 buildings, 2015 1 more roof. 2015 - 2018 renovations of kitchens and baths as units become available. All reported rents for renovated units. There are no new apartments or businesses nearby. Contact advised that businesses in the area are not closing or laying off employees.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
2	2.0	1000	Garden/Flat	Mar	Mar	No	No	79	4	\$855		\$855	\$110	\$965
3	2.0	1100	Garden/Flat	Mar	Mar	No	No	32		\$950		\$950	\$124	\$1,074
Total / Average		1,029						111	4	\$882		\$882	\$114	\$996

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	yes
Sewer	yes	yes
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.25	3.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.50	4.00
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.80	3.00
Comp vs. Subject	Inferior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	4.50	2.70
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.25	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2010	2009
Comp vs. Subject	Superior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	no	yes
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movbr/Media Ctr	no	no
Picnic Area	no	no
Playground	no	yes
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	yes
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	yes	no
Storage	yes	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	no	no
Dishwasher	yes	yes
Microwave	yes	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	yes
W/D Units	no	no
W/D Hookups	yes	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Suffolk Station Apartments is an existing multifamily development located at 100 Forest Oak Lane in Suffolk, Virginia. The property, which consists of 111 apartment units, was originally constructed in 1987 with conventional financing. All units are set aside as market rate units. The property currently stands at 96 percent occupancy.

**RENT COMPARABLES, RESTRICTED RENT**

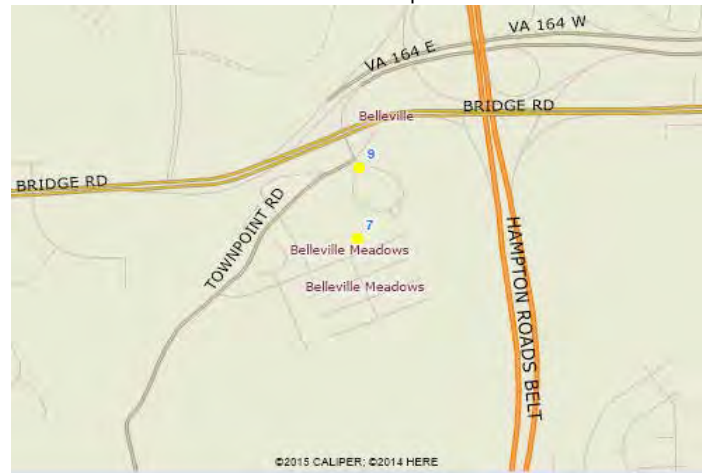
Project Information

Property Name	Belleville Meadows Apartments	
Street Number	5609	
Street Name	Plummer	
Street Type	Boulevard	
City	Suffolk	
State	Virginia	
Zip	23435	
Phone Number	(757) 483-1771	
Year Built	1973	
Year Renovated	2015	
Minimum Lease	12	
Min. Security Dep.	1 month	
Other Fees	\$22	
Waiting List	2 years	
Project Rent	Restricted	
Project Type	Family	
Project Status	Stabilized	
Financing	2014	Tax Credit
Vouchers		
Latitude	36.8614	
Longitude	-76.4369	
Nearest Crossroads	na	
AAC Code	19-042	007

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Terinie, Leasing Agent	
Phone Number	(757) 483-1771	
Interview Date	04-Feb-19	
Interviewed By	JS	

2014 TC's awarded to rehab this RD project with 99 units of project based rental assistance available. 1992 rehab included new HVAC, electrical. During rehab developer will change 28 2BR's into 3BR units. Property has one non-revenue unit for management. There are no new apartments nearby. Contact advised that businesses in the area are

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	475	Garden/Flat	50%	40%	No	Yes	7		\$480		\$480	\$42	\$522
1	1.0	471	Garden/Flat	50%	50%	No	Yes	24		\$558		\$558	\$42	\$600
1	1.0	468	Garden/Flat	50%	50%	No	Yes	22		\$558		\$558	\$42	\$600
1	1.0	468	Garden/Flat	60%	60%	No	No	10	1	\$670		\$670	\$42	\$712
2	1.0	667	Garden/Flat	50%	40%	No	Yes	6		\$570		\$570	\$57	\$627
2	1.0	664	Garden/Flat	50%	50%	No	Yes	13		\$674		\$674	\$57	\$731
2	1.0	667	Garden/Flat	50%	50%	No	Yes	9		\$674		\$674	\$57	\$731
2	1.0	667	Garden/Flat	60%	60%	No	No	8	1	\$780		\$780	\$57	\$837
3	2.0	844	Garden/Flat	50%	50%	No	Yes	18		\$795		\$795	\$71	\$866
3	2.0	844	Garden/Flat	50%	50%	No	No	3		\$795		\$795	\$71	\$866
3	2.0	844	Garden/Flat	60%	60%	No	No	7		\$905		\$905	\$71	\$976
Total / Average		608				200		127	2	\$655		\$655	\$53	\$708

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	yes
Sewer	no	yes
Trash	no	no
Comp vs. Subject	Superior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.50	3.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.50	4.00
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.50	3.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.30	2.70
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.00
Comp vs. Subject	Similar	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2004	2009
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movie/Media Ctr	no	no
Picnic Area	yes	no
Playground	yes	yes
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	yes
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	no	no
Storage	no	no
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	no	no
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Similar	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	yes
W/D Units	no	no
W/D Hookups	no	no
Comp vs. Subject	Similar	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	yes	no
Courtesy Officer	no	no
Monitoring	yes	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Superior	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Belleville Meadows Apartments is an existing multifamily development located at 5609 Plummer Boulevard in Suffolk, Virginia. The property, which consists of 127 apartment units, was originally constructed in 1973 . This property is currently operated as a rent restricted property. The property currently stands at 98 percent occupancy.

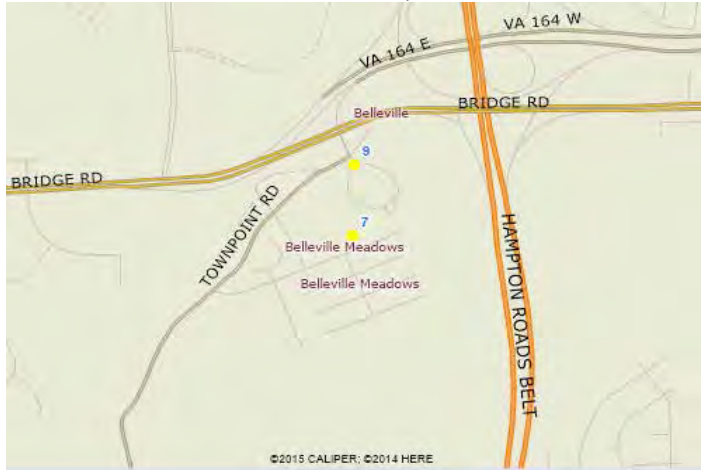
Project Information

Property Name	Belleville Harbour Apartments	
Street Number	6000	
Street Name	Belleharbour	
Street Type	Circle	
City	Suffolk	
State	Virginia	
Zip	23435	
Phone Number	(757) 484-5354	
Year Built	2004	
Year Renovated	na	
Minimum Lease	12	
Min. Security Dep.	1 month	
Other Fees	\$32	
Waiting List	2 years	
Project Rent	Restricted	
Project Type	Family	
Project Status	Stabilized	
Financing	2002	Tax Credit
Vouchers	6	
Latitude	36.8635	
Longitude	-76.4368	
Nearest Crossroads	Off Route 17 (Bridge Road)	
AAC Code	19-042	009

Photo



Location Map



Interview Notes

Person Interviewed	Ms. AJ, Manager	
Phone Number	(757) 484-5354	
Interview Date	01-Feb-19	
Interviewed By	JS	

2002 TC's awarded for construction of this property without project based rental assistance. New property is out of Market Area.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
2	2.0	1025	Garden/Flat	60%	60%	No	No	90		\$756		\$756	\$87	\$843
3	2.0	1371	Garden/Flat	60%	60%	No	No	30		\$870		\$870	\$105	\$975
Total / Average		1,112						202		\$785		\$785	\$92	\$876

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	yes
Sewer	no	yes
Trash	no	no
Comp vs. Subject	Superior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.50	3.50
Comp vs. Subject	Similar	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	4.00
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.50	3.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.70	2.70
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.00
Comp vs. Subject	Similar	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2005	2009
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	no
Fitness Ctr	yes	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movie/Media Ctr	no	no
Picnic Area	no	no
Playground	yes	yes
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	yes
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	yes	no
Storage	no	no
Comp vs. Subject	Similar	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	yes
W/D Units	no	no
W/D Hookups	yes	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	yes	no
Comp vs. Subject	Superior	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Bellveville Harbour Apartments is an existing multifamily development located at 6000 Belleharbour Circle in Suffolk, Virginia. The property, which consists of 120 apartment units, was originally constructed in 2004 . This property is currently operated as a rent restricted property. The property currently stands at 100 percent occupancy.



Project Information

Property Name	Birch Island Apartments Phase 1	
Street Number	10322	
Street Name	Penny	
Street Type	Lane	
City	Wakefield	
State	Virginia	
Zip	23888	
Phone Number	(757) 899-4803	
Year Built	1984	
Year Renovated	2000	
Minimum Lease	12	
Min. Security Dep.	1 month	
Other Fees	\$19	
Waiting List	14 people	
Project Rent	Restricted	
Project Type	Family	
Project Status	Stabilized	
Financing	1999	Tax Credit
Vouchers	8	
Latitude	36.9737	
Longitude	-76.9748	
Nearest Crossroads	na	
AAC Code	19-042	013

Photo



Location Map



Interview Notes

Person Interviewed	Mr. Ari Severe, TM
Phone Number	(301) 365-9314
Interview Date	01-Feb-19
Interviewed By	DFR

1999 TC's awarded for rehabilitation of this RD property with 32 units of project based rental assistance available. Property has 2 HC units and 0 Non Revenue units.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	560	Garden/Flat	50%	50%	No	Yes	10		\$556		\$556	\$103	\$659
1	1.0	560	Garden/Flat	50%	50%	No	No	4	1	\$556		\$556	\$103	\$659
1	1.0	560	Garden/Flat	60%	60%	No	Yes	2		\$556		\$556	\$103	\$659
2	1.0	734	Garden/Flat	50%	50%	No	Yes	14		\$619		\$619	\$118	\$737
2	1.0	734	Garden/Flat	50%	50%	No	No	7		\$619		\$619	\$118	\$737
2	1.0	734	Garden/Flat	60%	60%	No	No	3		\$714		\$714	\$118	\$832
3	1.0	960	Garden/Flat	50%	50%	No	Yes	4		\$709		\$709	\$135	\$844
3	1.0	1009	Garden/Flat	50%	50%	No	Yes	2		\$709		\$709	\$135	\$844
3	1.0	1009	Garden/Flat	50%	50%	No	No	1		\$709		\$709	\$135	\$844
3	1.0	1009	Garden/Flat	60%	60%	No	No	1		\$709		\$709	\$135	\$844
Total / Average		718						48	1	\$619		\$619	\$116	\$735

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	yes
Sewer	no	yes
Trash	no	no
Comp vs. Subject	Superior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.50	3.50
Comp vs. Subject	Similar	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	4.00	4.00
Comp vs. Subject	Similar	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.00	3.00
Comp vs. Subject	Similar	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.70	2.70
Comp vs. Subject	Similar	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	2.50	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	1990	2009
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	no	yes
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movie/Media Ctr	no	no
Picnic Area	no	no
Playground	yes	yes
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	yes
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	no	no
Storage	no	no
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	no	no
Dishwasher	no	yes
Microwave	no	no
Comp vs. Subject	Inferior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	yes
W/D Units	no	no
W/D Hookups	no	no
Comp vs. Subject	Similar	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Birch Island Apartments Phase 1 is an existing multifamily development located at 10322 Penny Lane in Wakefield, Virginia. The property, which consists of 48 apartment units, was originally constructed in 1984 . This property is currently operated as a rent restricted property. The property currently stands at 98 percent occupancy.

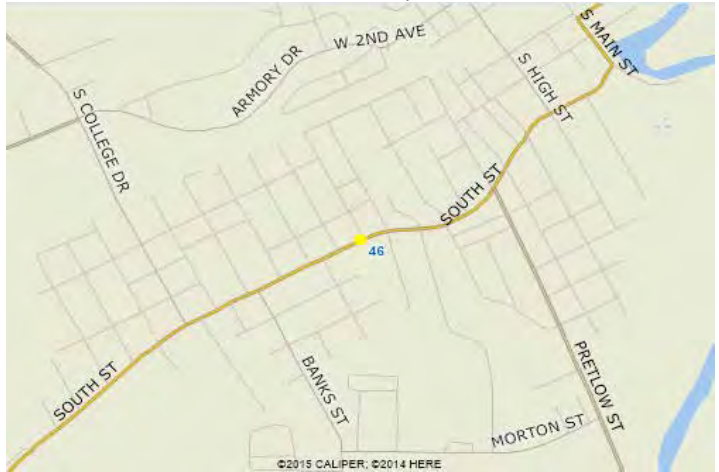
Project Information

Property Name	Franklin South	
Street Number	1205	
Street Name	South	
Street Type	Street	
City	Franklin	
State	Virginia	
Zip	23851	
Phone Number	(757) 569-9706	
Year Built	1987	
Year Renovated	2006	
Minimum Lease	12	
Min. Security Dep.	1 month	
Other Fees	\$18	
Waiting List	na	
Project Rent	Restricted	
Project Type	Family	
Project Status	Stabilized	
Financing	2004	Tax Credit
Vouchers	13	
Latitude	36.6690	
Longitude	-76.9287	
Nearest Crossroads	na	
AAC Code	19-042	046

Photo



Location Map



Interview Notes

Person Interviewed	Mr. Scott, TM Assoc
Phone Number	(301) 365-9314
Interview Date	01-Jan-19
Interviewed By	DK

2004 TC's awarded for rehabilitation of this property with 1 unit of project based rental assistance available to tenants.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	582	Garden/Flat	50%	50%		Yes	1		\$529		\$529	\$73	\$602
1	1.0	582	Garden/Flat	40%	40%		No	2		\$529		\$529	\$73	\$602
1	1.0	582	Garden/Flat	60%	50%		No	5		\$529		\$529	\$73	\$602
2	1.0	734	Garden/Flat	40%	40%		No	2		\$569		\$569	\$93	\$662
2	1.0	734	Garden/Flat	60%	50%		No	22		\$569		\$569	\$93	\$662
Total / Average		696				206		32		\$559		\$559	\$88	\$647

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	yes
Sewer	no	yes
Trash	no	no
Comp vs. Subject	Superior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.50	3.50
Comp vs. Subject	Similar	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.25	4.00
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.00	3.00
Comp vs. Subject	Inferior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	4.20	2.70
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.25	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2005	2009
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movie/Media Ctr	no	no
Picnic Area	no	no
Playground	yes	yes
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Similar	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	yes
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	no	no
Storage	no	no
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	no	no
Dishwasher	no	yes
Microwave	no	no
Comp vs. Subject	Inferior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	yes
W/D Units	no	no
W/D Hookups	no	no
Comp vs. Subject	Similar	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Franklin South is an existing multifamily development located at 1205 South Street in Franklin, Virginia. The property, which consists of 32 apartment units, was originally constructed in 1987 . This property is currently operated as a rent restricted property. The property currently stands at 100 percent occupancy.

Project Information

Property Name	Stevens Woods Phase 3	
Street Number	25090	
Street Name	Oak	
Street Type	Trail	
City	Courtland	
State	Virginia	
Zip	23837	
Phone Number	(757) 653-9096	
Year Built	1988	
Year Renovated	2006	
Minimum Lease	12	
Min. Security Dep.	1 month	
Other Fees	\$19	
Waiting List	8 people	
Project Rent	Restricted	
Project Type	Family	
Project Status	Stabilized	
Financing	2004	Tax Credit
Vouchers	2	
Latitude	36.7239	
Longitude	-77.0738	
Nearest Crossroads	na	
AAC Code	19-042	095

Photo



Location Map



Interview Notes

Person Interviewed	Mr. Scott, TM Assoc
Phone Number	(301) 365-9314
Interview Date	01-Jan-19
Interviewed By	DK

2004 TC's awarded for rehabilitation of this RD property with 32 units of project based rental assistance available to tenants. Property has 2 HC units and 0 Non Revenue units.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	601	Garden/Flat	40%	40%	No	No	2		\$588		\$588	\$60	\$648
1	1.0	601	Garden/Flat	60%	60%	No	Yes	9		\$588		\$588	\$60	\$648
1	1.0	780	Garden/Flat	60%	60%	No	No	1		\$588		\$588	\$60	\$648
2	1.0	1034	Garden/Flat	40%	40%	No	Yes	2		\$657		\$657	\$92	\$749
2	1.0	1304	Garden/Flat	60%	60%	No	Yes	21	2	\$657		\$657	\$92	\$749
2	1.0	1034	Garden/Flat	60%	60%	No	No	1		\$657		\$657	\$92	\$749
Total / Average		1,052				208		36	2	\$634		\$634	\$81	\$715

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	yes
Sewer	no	yes
Trash	no	no
Comp vs. Subject	Superior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.75	3.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	4.00
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.70	3.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.00	2.70
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.00
Comp vs. Subject	Similar	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2010	2009
Comp vs. Subject	Superior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movie/Media Ctr	no	no
Picnic Area	no	no
Playground	yes	yes
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Similar	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	yes
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	no	no
Storage	no	no
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	no	no
Dishwasher	no	yes
Microwave	no	no
Comp vs. Subject	Inferior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	yes
W/D Units	no	no
W/D Hookups	no	no
Comp vs. Subject	Similar	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Stevens Woods Phase 3 is an existing multifamily development located at 25090 Oak Trail in Courtland, Virginia. The property, which consists of 36 apartment units, was originally constructed in 1988 . This property is currently operated as a rent restricted property. The property currently stands at 94 percent occupancy.

Project Information

Property Name	Waverly Village Apartments	
Street Number	600	
Street Name	Amherst	
Street Type	Lane	
City	Waverly	
State	Virginia	
Zip	23890	
Phone Number	(804) 834-3012	
Year Built	1988	
Year Renovated	2004	
Minimum Lease	12	
Min. Security Dep.	1 month	
Other Fees	\$18	
Waiting List	no	
Project Rent	Restricted	
Project Type	Family	
Project Status	Stabilized	
Financing	2004	Tax Credit
Vouchers	10	
Latitude	36.9740	
Longitude	-76.9745	
Nearest Crossroads	na	
AAC Code	19-042	107

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Niketa, Reg. Manager	
Phone Number	(804) 715-9144	
Interview Date	01-Jan-19	
Interviewed By	DK	
2004 TC's awarded for rehabilitation of this RD property with 20 units of project based rental assistance available.		

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	582	Garden/Flat	40%	40%	No	Yes	2	1	\$586		\$586	\$57	\$643
1	1.0	582	Garden/Flat	60%	60%	No	Yes	5		\$586		\$586	\$57	\$643
1	1.0	582	Garden/Flat	60%	60%	No	No	9		\$586		\$586	\$57	\$643
2	1.0	734	Garden/Flat	40%	40%	No	Yes	2		\$632		\$632	\$94	\$726
2	1.0	734	Garden/Flat	60%	60%	No	Yes	11		\$632		\$632	\$94	\$726
2	1.0	734	Garden/Flat	60%	60%	No	No	11	2	\$824		\$824	\$94	\$918
Total / Average		673				210		40	3	\$666		\$666	\$79	\$746

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	yes
Sewer	no	yes
Trash	no	no
Comp vs. Subject	Superior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.25	3.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.25	4.00
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.80	3.00
Comp vs. Subject	Inferior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.20	2.70
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.00	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2000	2009
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movie/Media Ctr	no	no
Picnic Area	no	no
Playground	yes	yes
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Similar	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	yes
Upgraded Flooring	yes	yes
Fireplace	no	no
Patio/Balcony	no	no
Storage	no	no
Comp vs. Subject	Similar	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	no	no
Dishwasher	no	yes
Microwave	no	no
Comp vs. Subject	Inferior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	yes
W/D Units	no	no
W/D Hookups	no	no
Comp vs. Subject	Similar	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Waverly Village Apartments is an existing multifamily development located at 600 Amherst Lane in Waverly, Virginia. The property, which consists of 40 apartment units, was originally constructed in 1988 . This property is currently operated as a rent restricted property. The property currently stands at 93 percent occupancy.



Project Information

Property Name	Woods Edge Apartments	
Street Number	764	
Street Name	Wrenn	
Street Type	Road	
City	Smithfield	
State	Virginia	
Zip	23430	
Phone Number	(757) 357-3263	
Year Built	1984	
Year Renovated	1999	
Minimum Lease	12	
Min. Security Dep.	1 month	
Other Fees	\$19	
Waiting List	yes	
Project Rent	Restricted	
Project Type	Family	
Project Status	Stabilized	
Financing	1998	Tax Credit
Vouchers	9	
Latitude	36.9748	
Longitude	-76.6453	
Nearest Crossroads	on the corner of Main Street	
AAC Code	19-042	115

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Dee Riggs, Manager
Phone Number	(757) 357-3263
Interview Date	01-Jan-19
Interviewed By	DK

1998 TC's awarded for rehabilitation of this RD property with 47 units of project based rental assistance available to tenants. Units have carpet and vinyl. Property has 6 HC units and 0 Non Revenue units.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	572	Garden/Flat	50%	50%	No	Yes	20	2	\$653		\$653	\$60	\$713
1	1.0	572	Garden/Flat	60%	60%	No	No	4		\$788		\$788	\$60	\$848
2	1.0	752	Garden/Flat	50%	50%	No	Yes	21	4	\$693		\$693	\$88	\$781
2	1.0	752	Garden/Flat	60%	60%	No	No	7		\$759		\$759	\$88	\$847
3	1.0	1003	Garden/Flat	50%	50%	No	Yes	6		\$733		\$733	\$105	\$838
3	1.0	1003	Garden/Flat	60%	60%	No	No	2		\$733		\$733	\$105	\$838
Total / Average		713				212		60	6	\$699		\$699	\$79	\$778

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	yes
Sewer	no	yes
Trash	no	no
Comp vs. Subject	Superior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	4.00	3.50
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	4.00	4.00
Comp vs. Subject	Similar	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.20	3.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.50	2.70
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	2.50	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	1990	2009
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	no	yes
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movie/Media Ctr	no	no
Picnic Area	no	no
Playground	yes	yes
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	yes
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	no	no
Storage	no	no
Comp vs. Subject	Similar	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Dishposal	no	no
Dishwasher	no	yes
Microwave	no	no
Comp vs. Subject	Inferior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	yes
W/D Units	no	no
W/D Hookups	no	no
Comp vs. Subject	Similar	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	yes	no
Comp vs. Subject	Superior	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Woods Edge Apartments is an existing multifamily development located at 764 Wrenn Road in Smithfield, Virginia. The property, which consists of 60 apartment units, was originally constructed in 1984 . This property is currently operated as a rent restricted property. The property currently stands at 90 percent occupancy.

## STATEMENT OF ASSUMPTIONS & LIMITING CONDITIONS

- The title to the subject property is merchantable, and the property is free and clear of all liens and encumbrances, except as noted.
- No liability is assumed for matters legal in nature.
- Ownership and management are assumed to be in competent and responsible hands.
- No survey has been made by the appraiser. Dimensions are as supplied by others and are assumed to be correct.
- The report was prepared for the purpose so stated and should not be used for any other reason.
- All direct and indirect information supplied by the owner and their representatives concerning the subject property is assumed to be true and accurate.
- No responsibility is assumed for information supplied by others and such information is believed to be reliable and correct. This includes zoning and tax information provided by Municipal officials.
- The signatories shall not be required to give testimony or attend court or be at any governmental hearing with respect to the subject property unless prior arrangements have been made with the client.
- Disclosure of the contents of this report is governed by the By-Laws and Regulations of the Appraisal Institute.
- The legal description is assumed to be accurate.
- This report specifically assumes that there are no site, subsoil, or building contaminants present resulting from residual substances or construction materials, such as asbestos, radon gas, PCB, etc. Should any of these factors exist, the appraiser reserves the right to review these findings, review the value estimates, and change the estimates, if deemed necessary.
- The Americans with Disabilities Act (ADA) became effective January 26, 1992. We have not made a specific compliance survey and analysis of this property to determine whether or not it is in conformity with
- This analysis specifically assumes that the subject property is operated as described in this report.
- This analysis specifically assumes that the subject property is constructed/rehabilitated as described in this report.
- This analysis specifically assumes that the subject property is financed as described in this report.
- This analysis specifically assumes the timing set forth in this report.

## CERTIFICATION

I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- I performed an appraisal and market study for the subject property in 2017.
- I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of the appraisal.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Uniform Standards of Professional Appraisal Practice.
- I made a personal inspection of the property that is the subject of this report.
- No one provided significant real property appraisal assistance to the person signing this certification. Debbie Rucker and Frank Victory (Allen & Associates Consulting) assisted in compiling the data used in this report.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- As of the date of this report, I have completed the Standards and Ethics Education Requirements for Members of the Appraisal Institute.
- I am presently licensed in good standing as a Certified General Real Estate Appraiser in the states of Delaware, Georgia, Maryland, North Carolina, South Carolina, and Virginia, allowing me to appraise all types of real estate.

Respectfully submitted:

ALLEN & ASSOCIATES CONSULTING, INC.



Jeff Carroll

## VHDA CERTIFICATION

I affirm the following:

- 1) I have made a physical inspection of the site and market area.
- 2) The appropriate information has been used in the comprehensive evaluation of the need and demand for the proposed rental units.
- 3) To the best of my knowledge the market can support the demand shown in this study. I understand that any misrepresentation in this statement may result in the denial of participation in the Low Income Housing Tax Credit Program in Virginia as administered by the VHDA.
- 4) Neither I nor anyone at my firm has any interest in the proposed development or a relationship with the ownership entity.
- 5) Neither I nor anyone at my firm nor anyone acting on behalf of my firm in connection with the preparation of this report has communicated to others that my firm is representing VHDA or in any way acting for, at the request of, or on behalf of VHDA.
- 6) Compensation for my services is not contingent upon this development receiving a LIHTC reservation or allocation.



Jeff Carroll

February 26, 2019

Date

## NCHMA MARKET STUDY INDEX

**Introduction:** Members of the National Council of Housing Market Analysts provide the following checklist referencing various components necessary to conduct a comprehensive market study for rental housing. By completing the following checklist, the NCHMA Analyst certifies that he or she has performed all necessary work to support the conclusions included within the comprehensive market study. By completion of this checklist, the analyst asserts that he/she has completed all required items per section.

<b>Executive Summary</b>		
1	Executive Summary	Executive Summary
<b>Scope of Work</b>		
2	Scope of Work	Letter of Transmittal
<b>Project Description</b>		
3	Unit mix including bedrooms, bathrooms, square footage, rents, and income targeting	Section 1
4	Utilities (and utility sources) included in rent	Section 2
5	Target market/population description	Section 1
6	Project description including unit features and community amenities	Section 2
7	Date of construction/preliminary completion	Section 1
8	If rehabilitation, scope of work, existing rents, and existing vacancies	Section 1
<b>Location</b>		
9	Concise description of the site and adjacent parcels	Sections 3 & 4
10	Site photos/maps	Section 5
11	Map of community services	Section 4
12	Site evaluation/neighborhood including visibility, accessibility, and crime	Section 4
<b>Market Area</b>		
13	PMA description	Section 6
14	PMA Map	Section 6
<b>Employment and Economy</b>		
15	At-Place employment trends	Section 7
16	Employment by sector	Section 7
17	Unemployment rates	Section 7
18	Area major employers/employment centers and proximity to site	Section 7
19	Recent or planned employment expansions/reductions	Section 7
<b>Demographic Characteristics</b>		
20	Population and household estimates and projections	Section 8
21	Area building permits	Section 7
22	Population and household characteristics including income, tenure, and size	Section 8
23	For senior or special needs projects, provide data specific to target market	Section 8
<b>Competitive Environment</b>		
24	Comparable property profiles and photos	Appendix
25	Map of comparable properties	Section 10
26	Existing rental housing evaluation including vacancy and rents	Section 9
27	Comparison of subject property to comparable properties	Section 10
28	Discussion of availability and cost of other affordable housing options including homeownership, if applicable	NA
29	Rental communities under construction, approved, or proposed	Section 9
30	For senior or special needs populations, provide data specific to target market	Section 8

## NCHMA MARKET STUDY INDEX

**Introduction:** Members of the National Council of Housing Market Analysts provide the following checklist referencing various components necessary to conduct a comprehensive market study for rental housing. By completing the following checklist, the NCHMA Analyst certifies that he or she has performed all necessary work to support the conclusions included within the comprehensive market study. By completion of this checklist, the analyst asserts that he/she has completed all required items per section.

<b>Affordability, Demand, and Penetration Rate Analysis</b>		
31	Estimate of demand	Section 11
32	Affordability analysis with capture rate	Section 11
33	Penetration rate analysis with capture rate	Section 11
<b>Analysis/Conclusions</b>		
34	Absorption rate and estimated stabilized occupancy for subject	Section 11
35	Evaluation of proposed rent levels including estimate of market/achievable rents.	Section 10
36	Precise statement of key conclusions	Executive Summary
37	Market strengths and weaknesses impacting project	Executive Summary
38	Product recommendations and/or suggested modifications to subject	Executive Summary
39	Discussion of subject property's impact on existing housing	Executive Summary
40	Discussion of risks or other mitigating circumstances impacting subject	Executive Summary
41	Interviews with area housing stakeholders	Appendix
<b>Other Requirements</b>		
42	Certifications	Appendix
43	Statement of qualifications	Appendix
44	Sources of data not otherwise identified	NA

## MISCELLANEOUS



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Charlotte, North Carolina 28271  
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## Summary

Founder of Tartan Residential, a firm specializing in the development of workforce and affordable housing.

Co-founder of Delphin Properties, a firm specializing in the acquisition and development of manufactured home communities.

Founder of Allen & Associates Consulting, a development consulting firm specializing in workforce and affordable housing.

Wrote articles on workforce and affordable housing, development, property management, market feasibility, and financial analysis for Urban Land magazine, The Journal of Property Management, Community Management magazine, Merchandise magazine, HousingThink, and a publication of the Texas A&M Real Estate Research Center known as Terra Grande.

Conducted seminars on workforce and affordable housing, development, property management, market feasibility, and financial analysis for the American Planning Association, Community Management magazine, the Georgia Department of Community Affairs, the Manufactured Housing Institute, the National Association of State and Local Equity Funds, the Virginia Community Development Corporation, and the National Council of Housing Market Analysts.

Specialties: Specialties include workforce and affordable housing, low-income housing tax credits, tax-exempt bond transactions, multifamily, manufactured housing, development, development consulting, feasibility studies, market analysis, rent comparability studies, appraisals, capital needs assessments, and utility studies.

## Experience

President | Tartan Residential, Inc. | Charlotte, NC | 1997 - present

Founder of Tartan Residential, a firm specializing in the development of workforce and affordable housing. Major projects include:

- Buchanan's Crossing Subdivision - A 40-unit duplex development serving families in Kansas City, KS. The estimated cost of this three-phase project is \$8.0 million. This mixed income project, targeting families between 50% and 120% of area median income, is financed with a mixture of conventional debt and tax credit equity. Construction commenced in 2016.
- Davidson's Landing - A proposed 115-unit garden apartment community serving families in Kansas City, KS. The estimated cost of this project is \$19 million. This workforce housing development project, which targets families between 30% and 80% of area median income, is proposed to be financed with tax-exempt bonds. Construction is planned to begin in 2019.
- Fraser Court - A proposed 120-unit garden apartment community serving families in Monroe, NC. The estimated cost of this project is \$20 million. This workforce housing development project, which targets families between 40% and 80% of area median income, is proposed to be financed with tax-exempt bonds. Construction is planned to begin in 2019.
- Graham Ridge - A proposed 96-unit garden apartment community serving families in Charlotte, NC. The estimated cost of this project is \$16 million. This workforce housing development project,

which targets families between 40% and 80% of area median income, is proposed to be financed with tax-exempt bonds. Construction is planned to begin in 2019.

Co-Founder | Delphin Properties LLC | Charlotte, NC | 1998 - present

Co-founder of Delphin Properties, a firm specializing in the acquisition and development of manufactured home communities. Major projects include:

- Crystal Lakes - A 338-unit manufactured home community serving seniors in Fort Myers, Florida. Purchased the partially-constructed development, completed construction, and sold it for a \$1 million profit.
- Mahler's Glen - A 348-unit development originally planned as a manufactured home community serving families in Garner, North Carolina. Secured zoning and site plan approval, engineered the property (including a private wastewater treatment facility), and sold it to a national homebuilder for a \$2 million profit.
- Beacon Wood - A 363-unit development originally planned as a manufactured home community serving families in Crockery Township, Michigan. Secured zoning and site plan approval, engineered the property, and sold it to a regional homebuilder for a \$1 million profit.

President | Allen & Associates Consulting, Inc. | Charlotte, NC | 2000 - present

Founder of Allen & Associates Consulting, a real estate advisory firm specializing in workforce and affordable housing. Practice areas include low-income housing tax credits, tax-exempt bond transactions, HUD assisted and financed multifamily, USDA-RD assisted and financed properties, public housing, historic tax credits, conventional multifamily, and manufactured housing. Services include development consulting, feasibility studies, market analysis, rent comparability studies, appraisals, capital needs assessments, and utility studies. Performed over 3000 development consulting assignments in 46 states since 2000. Major projects include:

- Market Analysis - Completed market studies for 13 proposed tax credit apartment developments on behalf of the Georgia Department of Community Affairs. The portfolio included 5 family and 8 senior communities. Our analysis identified the 4 best deals for the housing finance agency to consider funding.
- Appraisals - Developed a disposition plan for a 30-property portfolio of apartments on behalf of a private owner. The 921-unit portfolio (located in MD, DE, PA and VA) was valued at \$23 million. Our client relied on our valuations and advice to maximize sales proceeds for the portfolio.
- Capital Needs Assessments - Completed capital needs assessments for an 8-property portfolio of RD-financed apartments on behalf of a private developer. The portfolio (located in FL) included 6 family and 2 senior communities. Our client utilized our assessments to develop a scope of work for the proposed acquisition and renovation of the 214-unit portfolio.
- Utility Allowance Studies - Completed utility allowance studies for a portfolio of tax credit apartments on behalf of a large national owner/developer. The portfolio (located in CT, DC, IL, IN, MA, NC, OH, PA and VA) included 31 properties. Our client utilized our research to maximize rents and net operating income for the portfolio.
- Underwriting - Conducted a financial review on behalf of a local housing authority for the proposed redevelopment of a vacant historic textile mill into loft apartments. Our client had been asked to issue \$4 million in tax-exempt bonds for the \$15 million project. Our assistance in underwriting the transaction resulted in the green light for the development.

Development Director | Clayton, Williams & Sherwood, Inc. | Austin, TX | 1995 - 1997

Development Director for Clayton, Williams & Sherwood, a privately-owned operator of manufactured home communities and apartment complexes. Major projects included:

- Multifamily Development - Managed the construction and lease-up of two apartment communities consisting of 564 units and valued at \$38 million. Each property leased up in excess of 25 units per month.
- Manufactured Home Community Development - Put together development plans for 4 manufactured home communities and 2 manufactured home subdivisions consisting of 2047 units and valued at \$63 million.

Assistant to the President | Southwest Property Trust | Dallas, TX | 1993 - 1995

Assistant to the President for Southwest Property Trust, a large apartment REIT. Provided support to management personnel operating a 12,000-unit apartment portfolio.

Investment Analyst/Manager | GE Capital | Dallas, TX | 1991 - 1993

Investment Analyst/Manager for GE Capital's Residential Construction Lending business. Assisted in the management of a \$500 million investment portfolio including 30 single family residential land development investments and 70 single family construction lines of credit.

Regional Manager | Clayton, Williams & Sherwood, Inc. | Newport Beach, CA | 1989 - 1991

Regional Manager for Clayton, Williams & Sherwood, a privately-owned operator of manufactured home communities and apartment complexes. Major projects included:

- Multifamily Management - Management of a 1200-unit apartment portfolio valued at over \$72 million. Implemented a portfolio-wide 10 percent rent increase while cutting operating expenses 3 percent resulting in a \$7 million increase in portfolio value.
- Manufactured Home Community Management - Management of a 1200-unit manufactured home community portfolio valued at over \$36 million. Implemented a 15 percent rent increase in a 500-unit community resulting in a \$4 million increase in property value.

## **Education**

Harvard Business School | MBA, General Management, Real Estate, Economics | 1986 - 1988

Graduated in 1988 with an MBA from Harvard Business School. Emphasis in General Management and Real Estate with a minor concentration in Economics.

Clemson University | BS, Engineering, Economics | 1978 - 1983

Graduated in 1983 with a BS in Engineering from Clemson University. Minor concentration in Economics. Honors included Dean's List and Alpha Lambda Delta honorary. Elected officer for Phi Delta Theta social fraternity. Awarded scholarship on Clemson's varsity wrestling team.

## **Certifications, Designations and Affiliations**

Mr. Carroll is a certified general appraiser, licensed to appraise real estate in the states of Delaware, Georgia, Maryland, North Carolina, South Carolina and Virginia. Mr. Carroll is also a designated member of the Appraisal Institute (MAI).

Mr. Carroll is a peer-reviewed member of the National Council of Housing Market Analysts (NCHMA), where he served on the Executive Committee and chaired the Data and Ethics Committees.



# FY 2019 FAIR MARKET RENT DOCUMENTATION SYSTEM

## The FY 2019 FMRs for All Bedroom Sizes

### Final FY 2019 FMRs By Unit Bedrooms

Year	<a href="#">Efficiency</a>	<a href="#">One-Bedroom</a>	Two-Bedroom	<a href="#">Three-Bedroom</a>	<a href="#">Four-Bedroom</a>
FY 2019 FMR	\$889	\$932	\$1,067	\$1,421	\$1,713
<a href="#">FY 2018 FMR</a>	\$864	\$907	\$1,042	\$1,386	\$1,684

Sussex County, Virginia is part of the Richmond, VA MSA, which consists of the following counties: Amelia County, VA; Caroline County, VA; Charles City County, VA; Chesterfield County, VA; Dinwiddie County, VA; Goochland County, VA; Hanover County, VA; Henrico County, VA; King William County, VA; New Kent County, VA; Powhatan County, VA; Prince George County, VA; Sussex County, VA; Colonial Heights city, VA; Hopewell city, VA; Petersburg city, VA; and Richmond city, VA. All information here applies to the entirety of the Richmond, VA MSA.

### Fair Market Rent Calculation Methodology

— [Show/Hide Methodology Narrative](#) —

Fair Market Rents for metropolitan areas and non-metropolitan FMR areas are developed as follows:

1. 2012-2016 5-year American Community Survey (ACS) estimates of 2-bedroom adjusted standard quality gross rents calculated for each FMR area are used as the new basis for FY2019 provided the estimate is statistically reliable. For FY2019, the test for reliability is whether the margin of error for the estimate is less than 50% of the estimate itself and whether the ACS estimate is based on at least 100 survey cases. HUD does not receive the exact number of survey cases, but rather a categorical variable known as the count indicator indicating a range of cases. An estimate based on at least 100 cases corresponds to a count indicator of 4 or higher.

If an area does not have a reliable 2012-2016 5-year, HUD checks whether the area has had at least minimally reliable estimate in any of the past 3 years, or estimates that meet the 50% margin of error test described above. If so, the

FY2019 base rent is the average of the inflated ACS estimates.

If an area has not had a minimally reliable estimate in the past 3 years, the estimate State for the area's corresponding metropolitan area (if applicable) or State non-metropolitan area is used as the basis for FY2019.

2. HUD calculates a recent mover adjustment factor by comparing a 2016 1-year 40th percentile recent mover 2-bedroom rent to the 2012-2016 5-year 40th percentile adjusted standard quality gross rent. If either the recent mover and non-recent mover rent estimates are not reliable, HUD uses the recent mover adjustment for a larger geography. For metropolitan areas, the order of geographies examined is: FMR Area, Entire Metropolitan Area (for Metropolitan Sub-Areas), State Metropolitan Portion, Entire State, and Entire US; for non-metropolitan areas, the order of geographies examined is: FMR Area, State Non-Metropolitan Portion, Entire State, and Entire US. The recent mover adjustment factor is floored at one.
3. HUD calculates the appropriate recent mover adjustment factor between the 5-year data and the 1-year data and applies this to the 5-year base rent estimate.
4. Rents are calculated as of 2017 using the relevant (regional or local) change in gross rent Consumer Price Index (CPI) from annual 2016 to annual 2017.
5. All estimates are then inflated from 2017 to FY2019 using a trend factor based on the forecast of gross rent changes through FY2019.
6. FY2019 FMRs are then compared to a State minimum rent, and any area whose preliminary FMR falls below this value is raised to the level of the State minimum.
7. FY2019 FMRs may not be less than 90% of FY2018 FMRs.

**The results of the Fair Market Rent Step-by-Step Process**

1. The following are the 2016 American Community Survey 5-year 2-Bedroom Adjusted Standard Quality Gross Rent estimate and margin of error for Richmond, VA MSA.

Area	ACS <sub>2016</sub> 5-Year 2-Bedroom Adjusted Standard Quality	ACS <sub>2016</sub> 5-Year 2-Bedroom Adjusted Standard Quality	Ratio	Sample Size Category	Result
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	<b>Gross Rent</b>	<b>Gross Rent Margin of Error</b>			
Richmond, VA MSA	<u>\$914</u>	\$9	\$9 / \$914=0.01	6	0.01 < .5 6 ≥ 4 Use ACS <sub>2016</sub> 5-Year Richmond, VA MSA 2-Bedroom Adjusted Standard Quality Gross Rent

Since the ACS<sub>2016</sub> Margin of Error Ratio is less than .5, the ACS<sub>2016</sub> Richmond, VA MSA value is used for the estimate of 2-Bedroom Adjusted Standard Quality Gross Rent:

<b>Area</b>	<b>FY2019 Base Rent</b>
Richmond, VA MSA	\$914

2. A recent mover adjustment factor is applied based on the smallest area of geography which contains Richmond, VA MSA and has an ACS<sub>2016</sub> 1-year Adjusted Standard Quality Recent-Mover estimate with a Margin of Error Ratio that is less than .5.

<b>Area</b>	<b>ACS<sub>2016</sub> 1-Year Adjusted Standard Quality Recent-Mover Gross Rent</b>	<b>ACS<sub>2016</sub> 1-Year Adjusted Standard Quality Recent-Mover Gross Rent Margin of Error</b>	<b>Ratio</b>	<b>Sample Size Category</b>	<b>Result</b>
Richmond, VA MSA – 2 Bedroom	<u>\$978</u>	\$35	0.036	6	0.036 < .5 6 ≥ 4 Use ACS <sub>2016</sub> 1-Year Richmond, VA MSA 2-Bedroom Adjusted Standard Quality Recent-Mover

Area	ACS <sub>2016</sub> 1-Year Adjusted Standard Quality Recent- Mover Gross Rent	ACS <sub>2016</sub> 1-Year Adjusted Standard Quality Recent-Mover Gross Rent Margin of Error	Ratio	Sample Size Category	Result
					Gross Rent

The smallest area of geography which contains Richmond, VA MSA and has an ACS<sub>2016</sub> 1-year Adjusted Standard Quality Recent-Mover estimate with a Margin of Error Ratio that is less than .5 and with a sufficient number of sample cases is Richmond, VA MSA.

- The calculation of the relevant Recent-Mover Adjustment Factor for Richmond, VA MSA is as follows:

ACS <sub>2016</sub> 5-Year Area	ACS <sub>2016</sub> 5-Year 40th Percentile Adjusted Standard Quality Gross Rent	ACS <sub>2016</sub> 1-Year 40th Percentile Adjusted Standard Quality Recent-Mover Gross Rent
Richmond, VA MSA – 2 Bedroom	<a href="#">\$914</a>	<a href="#">\$978</a>

Area	Ratio	Recent-Mover Adjustment Factor
Richmond, VA MSA	\$978 / \$914 =1.070	1.070 ≥ 1.0 Use calculated Recent-Mover Adjustment Factor of 1.070

- The calculation of the relevant CPI Update Factors for Richmond, VA MSA is as follows: HUD updates the 2016 intermediate rent with the ratio of the annual 2017 local or regional CPI to the annual 2016 local or regional CPI to establish rents as of 2017.

Update Factor	Type
CPI Update Factor	<a href="#">1.0323</a> Region CPI

- The calculation of the Trend Factor is as follows: HUD forecasts the change in national gross rents from 2017 to 2019. This makes Fair Market Rents "as of" FY2019.

<b>National Trend Factor</b>
<a href="#">1.0572</a>

6. The FY 2019 2-Bedroom Fair Market Rent for Richmond, VA MSA is calculated as follows:

Area	<a href="#">ACS2016 5-Year Estimate</a>	<a href="#">Recent- Mover Adjustment Factor</a>	<a href="#">Annual 2016 to 2017 CPI Adjustment</a>	<a href="#">Trending 1.0572 to FY2019</a>	FY 2019 2-Bedroom FMR
Richmond, VA MSA	\$914	1.070	1.0323	1.0572	\$914 * 1.070 * 1.0323 * 1.0572=\$1,067

7. In keeping with HUD policy, the preliminary FY 2019 FMR is checked to ensure that it does not fall below the state minimum.

Area	Preliminary FY2019 2-Bedroom FMR	FY 2019 Virginia State Minimum	Final FY2019 2-Bedroom FMR
Richmond, VA MSA	\$1,067	<a href="#">\$700</a>	\$1,067 ≥ \$700 Use Richmond, VA MSA FMR of \$1,067

8. Bedroom ratios are applied to calculate FMRs for unit sizes other than two bedrooms.

Click on the links in the table to see how the bedroom ratios are calculated.

FY 2019 FMRs By Unit Bedrooms					
	<a href="#">Efficiency</a>	<a href="#">One- Bedroom</a>	Two- Bedroom	<a href="#">Three- Bedroom</a>	<a href="#">Four- Bedroom</a>
FY 2019 FMR	\$889	\$932	\$1,067	\$1,421	\$1,713

9. The FY2019 FMR must not be below 90% of the FY2018 FMR.

Efficiency	One- Bedroom	Two- Bedroom	Three- Bedroom	Four- Bedroom
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FY2018 FMR	\$864	\$907	\$1,042	\$1,386	\$1,684
FY2018 floor	\$778	\$816	\$938	\$1,247	\$1,516
FY 2019 FMR	\$889	\$932	\$1,067	\$1,421	\$1,713
Use FY2018 floor for FY2019?	No	No	No	No	No

**Final FY2019 Rents for All Bedroom Sizes for Richmond, VA MSA**

The following table shows the Final FY 2019 FMRs by bedroom sizes.

**Final FY 2019 FMRs By Unit Bedrooms**

	<b>Efficiency</b>	<b>One-Bedroom</b>	<b>Two-Bedroom</b>	<b>Three-Bedroom</b>	<b>Four-Bedroom</b>
Final FY 2019 FMR	\$889	\$932	\$1,067	\$1,421	\$1,713

The FMRs for unit sizes larger than four bedrooms are calculated by adding 15 percent to the four bedroom FMR, for each extra bedroom. For example, the FMR for a five bedroom unit is 1.15 times the four bedroom FMR, and the FMR for a six bedroom unit is 1.30 times the four bedroom FMR. FMRs for single-room occupancy units are 0.75 times the zero bedroom (efficiency) FMR.

Permanent link to this page: [http://www.huduser.gov/portal/data\\_sets/fmr/fmrs/FY2019\\_code/2019summary.odn?&year=2019&fmrtype=Final&selection\\_type=county&fips=5118399999](http://www.huduser.gov/portal/data_sets/fmr/fmrs/FY2019_code/2019summary.odn?&year=2019&fmrtype=Final&selection_type=county&fips=5118399999)

**Select a different area**

Press below to select a different county within the same state (same primary state for metropolitan areas):

Accomack County, VA  
 Albemarle County, VA  
 Alexandria city, VA  
 Alleghany County, VA  
 Amelia County, VA

Press below to select a different state:

Select a Final FY 2019 Metropolitan FMR Area:

Richmond, VA MSA

Select Metropolitan FMR Area

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[FMR/IL Summary System](#) | [Multifamily Tax Subsidy Project \(MTSP\) Income Limits](#) | [HUD](#)  
[LIHTC Database](#)

Prepared by the [Economic and Market Analysis Division](#), HUD. Technical problems or questions? [Contact Us](#).



# Rent & Income Limit Calculator ©

If you would like to engage Novogradac & Company LLP to calculate the rent & income limits for your property, please contact Thomas Stagg at [thomas.stagg@novoco.com](mailto:thomas.stagg@novoco.com).

You can view demographic information and a detailed list of affordable housing properties in [compsMART+](#).

Click on the icons below to view historical charts.

### Program and Location Information

<b>Affordable Housing Program</b>	<b>IRS Section 42 Low-Income Housing Tax Credit (LIHTC)</b>
<b>Year</b> <sup>(1)(2)</sup>	2018 (effective 04/01/18)
<b>State</b>	VA
<b>County</b>	Sussex County
<b>MSA</b>	Richmond, VA MSA
<b>Persons / Bedroom</b>	1.5 Person / Bedroom
<b>4-person AMI</b>	\$83,200
<b>National Non-Metropolitan Median Income</b> <sup>(3)(4)</sup>	\$58,400
<b>Hold Harmless</b> <sup>(6)</sup>	You have indicated that your project was placed in service on or after 04/01/2018 and is therefore eligible to have its income and rent limit held harmless beginning with the 2018 limits.
<b>Placed in Service Date</b> <sup>(7)</sup>	On or after 04/01/2018.













### HUD Published Income Limits for 2018 (with no adjustments)

Display Income Limits







Hide Income Limits

		Section 8			
	Charts	MTSP 50%	Extremely Low	Very Low	Low
1 Person		\$29,150	\$17,500	\$29,150	\$46,600
2 Person		\$33,300	\$20,000	\$33,300	\$53,250
3 Person		\$37,450	\$22,500	\$37,450	\$59,900
4 Person		\$41,600	\$25,100	\$41,600	\$66,550
5 Person		\$44,950	\$29,420	\$44,950	\$71,900
6 Person		\$48,300	\$33,740	\$48,300	\$77,200
7 Person		\$51,600	\$38,060	\$51,600	\$82,550
8 Person		\$54,950	\$42,380	\$54,950	\$87,850
9 Person		\$58,250	N/A <sup>(10)</sup>	\$58,250	\$93,150
10 Person		\$61,550	N/A <sup>(10)</sup>	\$61,550	\$98,500
11 Person		\$64,900	N/A <sup>(10)</sup>	\$64,900	\$103,800
12 Person		\$68,200	N/A <sup>(10)</sup>	\$68,200	\$109,150

**LIHTC Income Limits for 2018**  
**(Based on 2018 MTSP Income Limits)**

	Charts	60.00%	20.00%	30.00%	40.00%	50.00%	70.00%	80.00%	140.00%
1 Person		34,980	11,660	17,490	23,320	29,150	40,810	46,640	48,972
2 Person		39,960	13,320	19,980	26,640	33,300	46,620	53,280	55,944
3 Person		44,940	14,980	22,470	29,960	37,450	52,430	59,920	62,916
4 Person		49,920	16,640	24,960	33,280	41,600	58,240	66,560	69,888
5 Person		53,940	17,980	26,970	35,960	44,950	62,930	71,920	75,516
6 Person		57,960	19,320	28,980	38,640	48,300	67,620	77,280	81,144
7 Person		61,920	20,640	30,960	41,280	51,600	72,240	82,560	86,688
8 Person		65,940	21,980	32,970	43,960	54,950	76,930	87,920	92,316
9 Person		69,900	23,300	34,950	46,600	58,250	81,550	93,200	97,860
10 Person		73,860	24,620	36,930	49,240	61,550	86,170	98,480	103,404
11 Person		77,880	25,960	38,940	51,920	64,900	90,860	103,840	109,032
12 Person		81,840	27,280	40,920	54,560	68,200	95,480	109,120	114,576

**LIHTC Rent Limits for 2018**  
**(Based on 2018 MTSP/VLI Income Limits)**

Bedrooms (People)	Charts	60.00%	20.00%	30.00%	40.00%	50.00%	70.00%	80.00%	FMR	HOME Low Rent	HOME High Rent
Efficiency (1.0)		874	291	437	583	728	1,020	1,166	864	728	864
1 Bedroom (1.5)		936	312	468	624	780	1,092	1,249	907	780	907
2 Bedrooms (3.0)		1,123	374	561	749	936	1,310	1,498	1,042	936	1,042
3 Bedrooms (4.5)		1,298	432	649	865	1,081	1,514	1,731	1,386	1,081	1,373
4 Bedrooms (6.0)		1,449	483	724	966	1,207	1,690	1,932	1,684	1,207	1,513
5 Bedrooms (7.5)		1,598	532	799	1,065	1,331	1,864	2,131		1,331	1,650

**Before using the numbers from the Rent & Income Limit Calculator©, we strongly recommend that you check with the applicable state housing agency to verify that the state agrees with the numbers. The numbers round down to the nearest \$1.**

This Rent & Income Limit Calculator© does not calculate low-income housing tax credit (LIHTC) limits greater than 50% LIHTC or 60% LIHTC limits, depending on the minimum set-aside elected with the IRS on Form 8609 in accordance with Internal Revenue Code Section 42(i)(3)(A). In other words, if the 20/50 minimum set-aside was elected then 50% LIHTC is the maximum rent calculated and allowed to qualify as a tax credit unit; or if the 40/60 minimum set-aside was elected then 60% LIHTC is the maximum allowed to qualify as a tax credit unit.

[Revenue Ruling 89-24](#) require that the LIHTC rent & income levels start their calculations with the HUD published very low-income (VLI) amounts because the HUD published VLI amounts include certain HUD adjustments, such as high housing cost for high FMR areas to increase income, and state non-metropolitan median income to provide a floor for income limits. The result is that many counties have VLI amounts that are different than 50% of the AMI published by HUD (the 4-person AMGI we have shown above). The Novogradac Rent & Income Calculator© starts by default with the HUD published VLI amounts in accordance with [Revenue Ruling 89-24](#).

(1) The rent and income limits for each year are effective beginning with the effective date shown above. There is a grace period for 45 days to implement the new rent and income limits, which means that the old limits can be relied upon for 45 days after the effective date of the new limits. For example income limits effective 12/04/2012, can be relied on until 1/17/2013. For more information, see [Revenue Ruling 94-57](#).

[IRS LIHC Newsletter #48](#) and [IRS LIHC Newsletter #50](#) clarify that for projects placed in service during the 45-day grace period, the owner may choose the new or the old income limits. For example, if a project was placed in service on 1/8/2013 and the 2012 income limits are higher than the 2013 income limits, an owner may use the higher income limits from 2012 to income qualify tenants and set rents accordingly because the project was placed in service with the 45-day grace period.

**Please note, the Rent & Income Limit Calculator© does not apply a 45-day grace period automatically.** The user needs to indicate that the placed in service date and/or gross rent floor date occurred 45 days earlier (in the prior HUD Fiscal Year) if they want to apply the 45-day rule under [Revenue Ruling 94-57](#) that allows owners to rely on the prior year. Therefore, projects that were placed in service during the 45-day grace period, and want to use the prior year, should select that they were placed in service as of the prior year. For example, if a project placed in service on 1/8/2013, and the project wanted to use the 45-day grace period, the user should select that their project was in service prior to 12/4/2012. Similarly, projects that have a gross rent floor effective as of the carryover allocation date (or reservation letter date for bond projects) during the 45-day grace period, and want to use the prior year, should select that the gross rent floor was effective as of the prior year. For example, if a project received a carryover allocation letter on 1/8/2013, and the owner did not elect placed in service date as the gross rent floor, and the project wanted to use the 45-day grace period, the user should select that their gross rent floor was effective prior to 12/4/2012.

(2) For HUD FY 2013 HUD originally issued income limits on December 4, 2012 then issued revised income limits on December 11, 2012. In [IRS LIHC Newsletter #50](#), the IRS has stated that the effective date for the revised FY 2013 income limits is December 4, 2012. Based on this guidance, the Rent & Income Limit Calculator© uses December 4, 2013 for the effective date for the revised FY 2013 limits. Please see [IRS LIHC Newsletter #50](#) for more detail.

(3) An area may lose its rural area status. There is no clear guidance that a project is held harmless at the national non-metropolitan income limits when an area loses its rural status. The Rent & Income Limit Calculator© assumes that a project that is not indicated as rural in the current year was also not rural in the prior year, and therefore, does not receive hold harmless treatment based on the prior year national non-metro amount.

Please consult your state agency and tax advisor for further clarification.

(4) USDA may change their determination of what projects qualify as rural during the course of a year. Please periodically check with USDA to determine the continued rural eligibility of your project.

The national non-metropolitan median income has been adjusted for household size based on the family size adjustments outlined in the HUD Briefing Materials and as shown in each year's [HUD FAQ](#). The IRS did not specify whether or not to round to the nearest \$50, however, the Rent & Income Limit Calculator© will round to the nearest \$50 in accordance with the methodology referenced in HUD Briefing Materials.

(5) A project uses HERA Special if income was determined prior to 1/1/2009 and the project is in a HERA Special county. A project's income limits are held harmless at the prior year income limits if income was determined in the prior year or earlier and the income limits have decreased. Please note that the IRS has informally indicated that the definition of "determined" for purposes of the HERA Special and MTSP Hold Harmless income limits means that a project was placed in service. Please see [IRS LIHC Newsletter #35](#) for more information about "determined" and

projects with buildings that were placed in service before and after HUD income limit effective dates. Therefore, projects placed in service prior to 1/1/2009 are generally eligible for HERA Special. Please see footnote 7 for information about acquisition/rehabilitation projects.

(6) Internal Revenue Code Section 142(d)(2)(i) indicates that hold harmless applies on a calendar year. The Rent & Income Limit Calculator© assumes that "calendar year" in the hold harmless rule means the HUD Fiscal Year. For example, the 2009 calendar year means the HUD Fiscal Year from 3/19/2009 through 5/13/2010. In other words, the Rent & Income Limit Calculator© assumes that "calendar year" in the hold harmless rule means the highest income level achieved during any HUD Fiscal Year.

The Rent & Income Limit Calculator© assumes that a rural project will receive hold harmless treatment at the national non-metro amount based on the prior year national non-metro amount if the national non-metro median income were to fall from year to year. If a rural project qualifies for HERA Special and the HERA Special is higher than the national non-metro, then the HERA Special amount will be used. Please note that the IRS has not issued guidance that specifically allows hold harmless treatment at the national non-metro amount for rural projects, however, Internal Revenue Code 42(g)(4) by reference to Internal Revenue Code 142(d)(2)(E) implies that hold harmless treatment would apply at the national non-metro amount for rural projects. Please consult your tax advisor for further clarification.

(7) Please note that for acquisition/rehabilitation projects, the IRS guidance indicates that income and rent limits are determined at the later of the acquisition date or when management begins income-qualifying households in the project. For example, if a project was acquired in 2011, the rehabilitation was placed-in-service in 2012, and management began income-qualifying households in 2011 then the project would be considered placed in service in 2011 for income and rent purposes. If a project was acquired in 2011, the rehabilitation was placed-in-service in 2012, and management began income-qualifying households when the rehabilitation placed-in-service in 2012, then the project would be considered placed in service in 2012 for income and rent purposes. Please see [IRS LIHC Newsletter #35](#) for more detail. Please consult your tax advisor for further clarification.

(8) [Revenue Procedure 94-57](#) gives guidance on the gross rent floor election.

#### **Tax credit projects without bond financing:**

"The Internal Revenue Service will treat the gross rent floor in section 42(g)(2)(A) as taking effect on the date an Agency initially allocates a housing credit dollar amount to the building [generally referred to as the 42M letter] under section 42(h)(1). However, the Service will treat the gross rent floor as taking effect on a building's placed in service date if the building owner designates that date as the date on which the gross rent floor will take effect for the building. An owner must make this designation to use the placed in service date and inform the Agency that made the allocation to the building no later than the date on which the building is placed in service."

#### **Tax credit projects with bond financing:**

"The Service will treat the gross rent floor as taking effect on a building's placed in service date if the building owner designates that date as the date on which the gross rent floor will take effect for the building. An owner must make this designation to use the placed in service date and inform the Agency that issued the determination letter to the building no later than the date on which the building is placed in service."

(9) The Rent & Income Limit Calculator© assumes all buildings in a project have a rent floor effective date under [Revenue Procedure 94-57](#) in the same HUD Fiscal Year. However, if your buildings have rent floor effective dates under [Revenue Procedure 94-57](#) in different HUD Fiscal Years, then you should run the calculator separately for each group of buildings in a particular HUD Fiscal Year.

The Rent & Income Limit Calculator© assumes that different AMGI limits (40%, 35%, 30%, etc.) chosen by the user will also have a rent floor election under [Revenue Procedure 94-57](#) from the same HUD Fiscal Year that applies to the federal level of 50% or 60%.

(10) The Consolidated Appropriations Act of 2014 changed how the 30% income limit is calculated. The 30% limit, which is now called the extremely low income limit, is determined by taking the greater of the 30% income limit as calculated by HUD or the poverty level as determined by the Department of Health and Human Services, which is then capped at the 50% Very Low Income Limit ('VLI') published by HUD. HUD has only published the data up to 8 people. For household sizes above 8 people please visit the following website:  
[http://www.huduser.org/portal/datasets/il/il14/index\\_il2014.html](http://www.huduser.org/portal/datasets/il/il14/index_il2014.html)

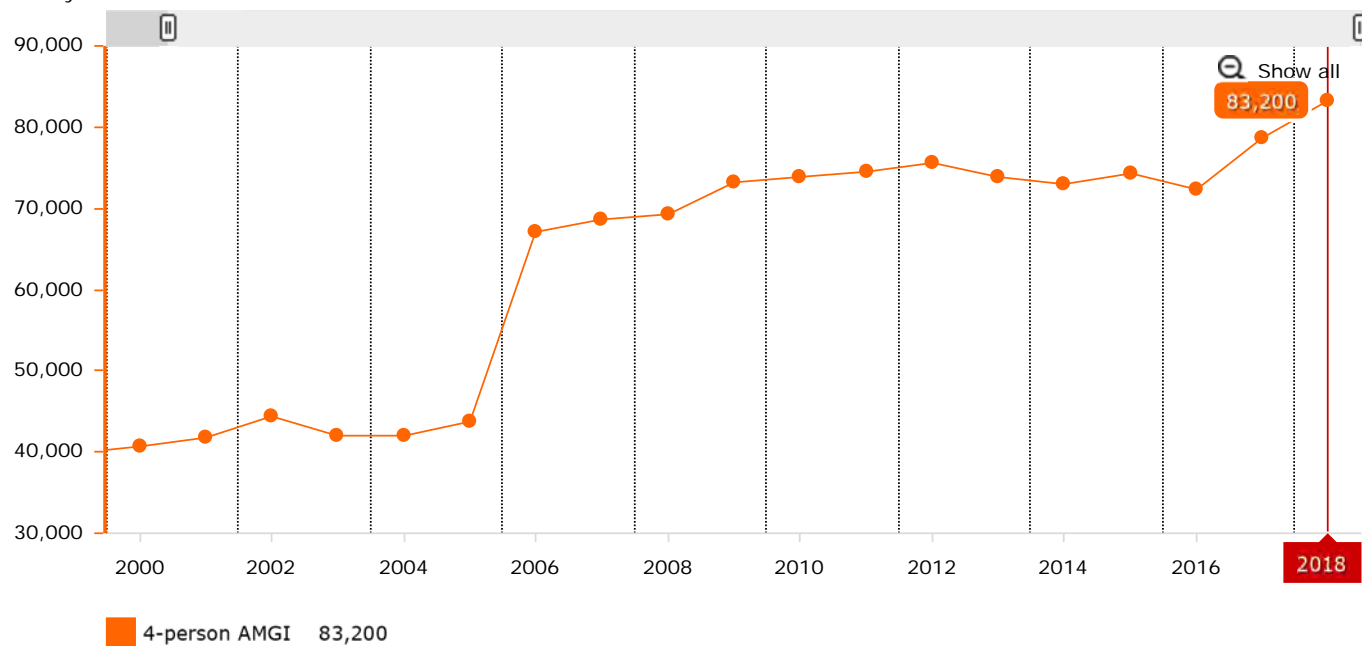
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**consideration for your use of this tool, free of any requirement to pay any related monetary compensation to Novogradac & Company LLP, you agree to hold Novogradac & Company LLP harmless from any damages and claims related to use of the Rent & Income Limit Calculator©. If you do not agree with the terms of this paragraph, you may not use the Rent & Income Limit Calculator©.**

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chart by amcharts.com



Display:  4-person AMGI

**Average Increase (AMGI): 3.9%/year**

Close Window



STATE:VIRGINIA

-----I N C O M E L I M I T S-----

PROGRAM	1 PERSON	2 PERSON	3 PERSON	4 PERSON	5 PERSON	6 PERSON	7 PERSON	8 PERSON	
Richmond, VA MSA FY 2018 MFI: 83200	VERY LOW INCOME 60% INCOME LIMIT	29150 34980	33300 39960	37450 44940	41600 49920	44950 53940	48300 57960	51600 61920	54950 65940
Roanoke, VA HMFA FY 2018 MFI: 67200	VERY LOW INCOME 60% INCOME LIMIT	23550 28260	26900 32280	30250 36300	33600 40320	36300 43560	39000 46800	41700 50040	44400 53280
Staunton-Waynesboro, VA MSA FY 2018 MFI: 64300	VERY LOW INCOME 60% INCOME LIMIT	22550 27060	25750 30900	28950 34740	32150 38580	34750 41700	37300 44760	39900 47880	42450 50940
	HERA Special 50%*	22600	25800	29050	32250	34850	37450	40000	42600
	HERA Special 60%*	27120	30960	34860	38700	41820	44940	48000	51120
Virginia Beach-Norfolk-Newport News, VA-NC HMFA FY 2018 MFI: 75000	VERY LOW INCOME 60% INCOME LIMIT	26250 31500	30000 36000	33750 40500	37500 45000	40500 48600	43500 52200	46500 55800	49500 59400
Warren County, VA HMFA FY 2018 MFI: 76700	VERY LOW INCOME 60% INCOME LIMIT	26850 32220	30700 36840	34550 41460	38350 46020	41450 49740	44500 53400	47600 57120	50650 60780
Washington-Arlington-Alexandria, DC-VA-MD HMFA FY 2018 MFI: 117200	VERY LOW INCOME 60% INCOME LIMIT	41050 49260	46900 56280	52750 63300	58600 70320	63300 75960	68000 81600	72700 87240	77400 92880
Winchester, VA-WV MSA FY 2018 MFI: 71100	VERY LOW INCOME 60% INCOME LIMIT	24900 29880	28450 34140	32000 38400	35550 42660	38400 46080	41250 49500	44100 52920	46950 56340
	HERA Special 50%*	27100	30950	34800	38650	41750	44850	47950	51050
	HERA Special 60%*	32520	37140	41760	46380	50100	53820	57540	61260
Accomack County, VA FY 2018 MFI: 52500	VERY LOW INCOME 60% INCOME LIMIT	19600 23520	22400 26880	25200 30240	27950 33540	30200 36240	32450 38940	34700 41640	36900 44280
Alleghany County-Clifton Forge city-Covington city, VA HNMFA FY 2018 MFI: 57200	VERY LOW INCOME 60% INCOME LIMIT	20050 24060	22900 27480	25750 30900	28600 34320	30900 37080	33200 39840	35500 42600	37800 45360
Bath County, VA FY 2018 MFI: 60300	VERY LOW INCOME 60% INCOME LIMIT	21150 25380	24150 28980	27150 32580	30150 36180	32600 39120	35000 42000	37400 44880	39800 47760
Bland County, VA FY 2018 MFI: 62500	VERY LOW INCOME 60% INCOME LIMIT	21900 26280	25000 30000	28150 33780	31250 37500	33750 40500	36250 43500	38750 46500	41250 49500
Brunswick County, VA FY 2018 MFI: 53100	VERY LOW INCOME 60% INCOME LIMIT	19600 23520	22400 26880	25200 30240	27950 33540	30200 36240	32450 38940	34700 41640	36900 44280

\* Income Limit for any project in a HUD impacted area whose current limit would be less than last year or less than its FY2008 limit times the Current Year Median (FY2018) over the FY2008 median. HUD impacted areas are areas with Section 8 Income Limits held harmless by HUD in FY2007 or FY2008.