

Market Feasibility Analysis

Church Hill North Phase 2B
3201 South Rabza Boulevard
Richmond, Independent Richmond City, Virginia 23223

Prepared For

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Authorized User

Virginia Housing Development Authority (VHDA)
601 South Belvidere Street
Richmond, Virginia 23220

Effective Date

February 26, 2020

Job Reference Number

20-220 CR



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Market Study Certification

NCHMA Certification

This certifies that Christopher Bunch, an employee of Bowen National Research, personally made an inspection of the area including competing properties and the proposed site in Richmond, Virginia. Further, the information contained in this report is true and accurate as of February 26, 2020

Bowen National Research is a disinterested third party without any current or future financial interest in the project under consideration. We have received a fee for the preparation of the market study. However, no contingency fees exist between our firm and the client.

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 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, or on behalf of VHDA.
6. Compensation for my services is not contingent upon this development receiving a LIHTC reservation or allocation.

Certified:



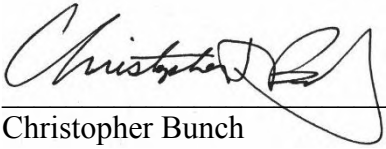
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I. Introduction

A. PURPOSE

The purpose of this report is to evaluate the market feasibility of a proposed Low-Income Housing Tax Credit (LIHTC) project to be developed in Richmond, Virginia. This study was initiated by Ms. Emily Phillips of The Community Builders, Incorporated and complies with the guidelines of the Virginia Housing Development Authority (VHDA). This study conforms to the standards adopted by the National Council of Housing Market Analysts (NCHMA). These standards include the accepted definitions of key terms used in market studies for affordable housing projects and model content standards for the content of market studies for affordable housing projects. These standards are designed to enhance the quality of market studies and to make them easier to prepare, understand and use by market analysts and end users.

B. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

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

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

- A detailed demographic and socioeconomic evaluation.
 - Interviews with area planners, realtors and other individuals who are familiar with area growth patterns.
 - A drive-time analysis to the site.
 - Personal observations of the field analyst.
 - An evaluation of existing housing supply characteristics and trends.
- A field survey of modern apartment developments is conducted. The intent of the field survey is twofold. First, the field survey is used to measure the overall strength of the apartment market. This is accomplished by an evaluation of unit mix, vacancies, rent levels and overall quality of product. The second purpose of the field survey is to establish those projects that are most likely directly comparable to the proposed property. Given the complexity of the LIHTC market, there might be multiple comparable properties.

- Two types of directly comparable properties are identified through the field survey. They include other Section 42 LIHTC developments and market-rate developments that offer unit and project amenities similar to the proposed development. An in-depth evaluation of those two property types provides an indication of the potential of the proposed development.
- Economic and demographic characteristics of the area are evaluated. An economic evaluation includes an assessment of area employment composition, income growth (particularly among the target market), building statistics and area growth perceptions. The demographic evaluation uses the most recently issued Census information, as well as projections that determine what the characteristics of the market will be when the proposed project opens and after it achieves a stabilized occupancy.
- Area building statistics and interviews with officials familiar with area development provide identification of those properties that might be planned or proposed for the area that will have an impact on the marketability of the proposed development. Planned and proposed projects are always in different stages of development. As a result, it is important to establish the likelihood of construction, the timing of the project and its impact on the market and the subject development.
- We conduct an analysis following VHDA and NCHMA market study guidelines of the subject project's required capture of the number of income-appropriate households within the Site PMA. This analysis is conducted on a renter household level and a market capture rate is determined for the subject development. This capture rate is compared with acceptable capture rates for similar types of projects to determine whether the subject development's capture rate is achievable. In addition, Bowen National Research also compares all existing and planned LIHTC housing within the market to the number of income-appropriate households. The resulting penetration rate is evaluated in conjunction with the project's capture rate.
- Achievable market rent for the proposed subject development is determined. Using a Rent Comparability Grid, the features of the proposed development are compared item-by-item with the most comparable properties in the market. Adjustments are made for each feature that differs from that of the proposed subject development. These adjustments are then included with the collected rent resulting in an achievable market rent for a unit comparable to the proposed unit.

C. SOURCES

Bowen National Research uses various sources to gather and confirm data used in each analysis. These sources include the following:

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

D. REPORT LIMITATIONS

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

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

Any reproduction or duplication of this report without the express approval of The Community Builders, Incorporated or Bowen National Research is strictly prohibited.

II. Executive Summary

This report evaluates the market feasibility of the proposed 45-unit Church Hill North Phase 2B rental community to operate as a Low-Income Housing Tax Credit (LIHTC) project in Richmond, Virginia. Based on the findings contained in this report, it is our opinion that a market exists for the proposed subject development, assuming it is constructed and operated as outlined in this report.

The following is a summary of key findings from our report:

Project Concept

The subject project involves the new construction of the 45-unit Church Hill North Phase 2B rental community to be located at 3201 South Rabza Boulevard in Richmond, Virginia. This project is part of the Church Hill North Revitalization project which will occupy just over three (3) acres scattered over multiple parcels on the campus of the former Armstrong High School. The proposed site will be developed using Low-Income Housing Tax Credit (LIHTC) financing and will target lower-income senior households ages 62 and older earning up to 40%, 50%, and 60% of Area Median Household Income (AMHI). In addition, all units will operate under the HUD Section 8 program, allowing residents to effectively pay up to 30% of their adjusted gross household income towards gross rent due to the presence of the subsidy. The proposed project is expected to be complete by October 2021. Additional details regarding the project are included in *Section III* of this report.

Site Evaluation

The proposed subject site is comprised of land on the former campus of Armstrong High School, located in the eastern portion of Richmond. The site project (Church Hill North) is presently being developed in four phases, two of which are complete. Residential buildings and single-family houses targeting family households are presently under construction as part of Phase 2A, while the subject property will be the final phase of the development. Surrounding land uses primarily consist of single-family homes, convenience stores and a cemetery. The site neighborhood is a generally residential area of Richmond with convenient access to basic community services in the area. Some community services are within walking distance of the site. Visibility of the subject site is good, as there are unobstructed views of the community building and residential buildings along North 31st Street. Regardless, promotional signage placed near the intersection of Nine Mile Road and North 31st Street will enhance visibility and awareness as this roadway (Nine Mile Road) experiences higher volumes of vehicular traffic than North 31st Street. Accessibility of the proposed subject site is considered good as the surrounding roadways have light to moderate traffic patterns and no traffic disruptions are expected upon ingress and egress of the subject site. Additionally, the nearest GRTC bus stop is 0.3 miles north of the site, near the intersection of Creighton Road and Nine Mile Road. GRTC

provides affordable public transportation throughout Richmond and surrounding communities. Overall, the surrounding land uses and proximity to community services are believed to enhance the marketability of the site. A detailed site evaluation is included in *Section IV*.

Primary Market Area

The Primary Market Area (PMA) is the geographical area from which most of the support for the proposed development is expected to originate. The Richmond Site PMA includes portions of eastern Richmond and southern Henrico County. The boundaries of the Site PMA include U.S. Highway 360 and North Laburnum Avenue to the north; North and South Laburnum Avenue to the east; U.S. Highway 60 and East Main Street to the south; and U.S. Highway 360, Interstate 64 and Interstate 95 to the west. A map of the Site PMA is included in *Section IV* on *page 12*.

Demographic Overview

The Richmond Site PMA is projected to experience both population and household growth between 2020 and 2025, a trend which has been ongoing since 2000. Household growth among seniors age 62 and older (subject site target population) is projected to account for nearly two-thirds (62.5%) of the projected overall household growth between 2020 and 2025. More than one-third (35.3%) of this senior household growth is projected to occur among senior renter households, as 280 senior renter households are projected to be added to the market over the next five years. This will result in total base of nearly 2,700 senior (age 62 and older) renter households in the Richmond market in 2025. Further, more than 81.0% of all senior renter households are expected to earn less than \$40,000 in 2025. Based on the preceding factors, a large and expanding base of potential age- and income-appropriate renter households exists in the market for affordable senior-oriented rental product such as that proposed for the subject site. Additional demographic information regarding the Site PMA is included in *Section IV* of this report, beginning on *page 13*.

Economic Summary

Based on information provided by the Greater Richmond Partnership, the State of Virginia Department of Labor and the U.S. Department of Labor, the local economy continues to improve. Since 2009, the employment base within the City of Richmond has increased by more than 24,000 jobs, or 26.4%, and its unemployment rate has declined by over six percentage points through the end of 2019, to 3.2%, its lowest rate within the preceding ten-year period. Additionally, there have been numerous new business/ business expansion announcements made within the area over the past two years. Based on these positive economic factors and the demographic growth anticipated, we expect the demand for housing will generally increase. Additional economic information is included in *Section IV* of this report, beginning on *page 24*.

Housing Supply Analysis

We identified and personally surveyed 30 conventional rental housing projects containing a total of 3,787 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 95.6%, a stable rate for rental housing. Each rental housing segment surveyed is summarized in the following table.

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-Rate	10	1,734	115	93.4%
Market-Rate/Tax Credit	1	96	5	94.8%
Tax Credit	13	1,366	36	97.4%
Tax Credit/Government-Subsidized	6	591	10	98.3%
Total	30	3,787	166	95.6%

All rental housing segments surveyed report overall occupancy rates of 93.4% or higher. It is of note, however, that all segments that offer some type of affordable (i.e. Tax Credit and/or government-subsidized) component are 94.8% occupied or higher. This is a good indication that such product is in high demand within the Site PMA. It is also important to point out that all of the vacant units reported in the preceding table are located within general-occupancy (family) properties. Conversely, all age-restricted product surveyed is 100.0% occupied, a clear indication of pent-up demand for such product within the Richmond market.

Comparable/Competitive Tax Credit Analysis

The proposed subject project will target senior (age 62 and older) households earning up to 40%, 50%, and 60% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. In addition, the subject project will also operate under the HUD Section 8 program with a direct subsidy available to all 45 units. For the purpose of this analysis, however, we only select comparable *non-subsidized* LIHTC properties as these properties provide the most accurate representation of achievable non-subsidized Tax Credit rents within the Richmond market.

Within the Site PMA, we identified and surveyed a total of three *non-subsidized* age-restricted LIHTC properties which offer unit types similar to those proposed for the subject project, in terms of bedroom type and/or targeted income level.

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

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Church Hill North Phase 2B	2021	45	-	-	-	Seniors 62+; 40%, 50% & 60% AMHI & Section 8
7	Carter Woods I & II	2004	152	100.0%	1.5 Miles	30 HH	Seniors 62+; 40%, 50%, & 60% AMHI
9	Darby House	2006	108	100.0%	3.1 Miles	116 HH	Seniors 62+; 40% & 50% AMHI
26	Somanath Senior Apts. at Beckstoffer's	2013	39	100.0%	0.5 Miles	30 HH	Seniors 55+; 40% & 50% AMHI

OCC. – Occupancy
HH - Households

The three LIHTC projects have a combined occupancy rate of 100.0% and all three maintain waiting lists of up to 116-households for their next available units. These are clear indications of strong and pent-up demand for additional senior-oriented LIHTC product in this market.

It is also important to point out that although not selected for this analysis due to the presence of a project-based subsidy, phase one of the subject property (Armstrong Renaissance Senior 1B – Map ID 4) opened in November of 2019 and is also 100.0% occupied. Based on information provided at the time of this analysis, this aforementioned property experienced an average absorption of approximately eight to nine units per month from the beginning of preleasing (August 2019) or 21 units per month from the time of opening (November 2019). This is further indication of the strong and pent-up demand for LIHTC product similar to that proposed for the subject site.

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

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)		Rent Special
		One-Br.	Two-Br.	
Site	Church Hill North Phase 2B	\$648/40% (5)* \$810/50% (18)* \$932/60% (20)	\$1,067/60% (2)	-
7	Carter Woods I & II	\$614/40% (16/0) \$769/50% (31/0) \$924/60% (44/0)	\$737/40% (20/0) \$927/50% (10/0) \$1,112/60% (31/0)	None
9	Darby House	\$615/40% (11/0) \$764/50% (65/0)	\$907/50% (32/0)	None
26	Somanath Senior Apts. at Beckstoffer's	\$610/40% (11/0) \$765/50% (18/0)	\$735/40% (5/0) \$920/50% (5/0)	None

*Reflective of maximum allowable LIHTC rent as proposed contract rent under Section 8 program exceeds maximum allowable LIHTC rent limit

The subject’s proposed gross Tax Credit rents will be some of the highest in the market, relative to similar unit types among the comparable properties. They are, however, similar to, if not lower than, those reported at Carter Woods I & II (Map ID 7). Thus, the subject rents are considered appropriate for and marketable within the Richmond Site PMA. Nonetheless, the subject project will operate with a project-based Section 8 subsidy available to all 45 units. This will allow tenants of the property to pay up to 30% of their adjusted gross rent, rather than the proposed Tax Credit rents reflected in the preceding table. The availability of this subsidy will ensure the subject project represents a significant value within the Richmond Site PMA.

Comparable/Competitive Tax Credit Summary

The three comparable age-restricted LIHTC properties are all 100.0% occupied and three maintain waiting lists of up to 116-households. The proposed subject project is expected to help alleviate a portion of this pent-up demand for additional age-restricted LIHTC product. The subject’s proposed gross Tax Credit rents are among the highest in the market but are very competitive with those reported at Carter Woods I & II (Map ID 7), which is 100.0% occupied as previously mentioned. Thus, the subject rents are considered appropriate for this market. Regardless, a project-based Section 8 subsidy will be provided to all subject units, which will allow tenants of the property to only pay up to 30% of their income towards rent. In terms of design, the subject property will generally offer the largest units among the comparable properties in terms of square footage and will include a very competitive overall amenity package. Based on the preceding factors, the subject project is considered marketable as proposed.

An in-depth analysis of the Richmond rental housing market within the Site PMA is included in *Section V* of this report.

Achievable Market Rent

Based on the Rent Comparability Grids included in *Section VI* of this report, it was determined that the present-day achievable market rents for units similar to the proposed subject development are \$1,125 for a one-bedroom unit and \$1,495 for a two-bedroom unit, which are illustrated as follows:

Bedroom Type	% AMHI	Proposed Collected Rent	Achievable Market Rent	Market Rent Advantage
One-Br.	40%	\$586*	\$1,125	47.9%
One-Br.	50%	\$748*	\$1,125	33.5%
One-Br.	60%	\$870	\$1,125	22.7%
Two-Br.	60%	\$982	\$1,495	34.3%

*Reflective of maximum allowable LIHTC rent level as proposed contract rent under Section 8 exceeds maximum allowable limit.



Typically, Tax Credit rents are set 10% or more below achievable market rents to ensure that the project will represent a value and have a sufficient flow of tenants. Therefore, the subject's proposed rents which represent market rent advantages ranging from 22.7% to 47.9% will represent good to significant values within the Richmond market.

It is also important to reiterate that the subject project will effectively operate with a project-based Section 8 subsidy available to all units. Thus, the property will represent an even greater value than that reflected by the market rent advantages in the preceding table as tenants will effectively pay only 30% of their income towards rent, rather than the proposed rents evaluated throughout this report.

Capture Rate Estimates

The following is a summary of our demand calculations assuming the subject property operates as anticipated, *with a project-based subsidy*:

Demand Component – Age 62+	Percent of Median Household Income		
	40%	50%	Overall
Net Demand	1,254	1,421	1,421
Proposed Units	5	40	45
Proposed Units / Net Demand	5 / 1,254	40 / 1,421	45 / 1,421
Capture Rate	= 0.4%	= 2.8%	= 3.2%

Utilizing this methodology, capture rates below 30% are considered achievable, though capture rates below 20% are considered ideal. As such, the subject's overall subsidized capture rate of 3.2% is low and achievable within the Richmond Site PMA. This is particularly true when considering the high occupancy rates and waiting lists maintained among existing comparable LIHTC properties surveyed in the market.

Penetration Rate Calculations

The 524 existing *non-subsidized* age-restricted Tax Credit units (both surveyed and those which were unable to be surveyed) in the market must also be considered when evaluating the achievable penetration rate for the subject development. Based on the same calculation process used for the subject site, the income-eligible range for the existing and planned Tax Credit units is \$18,300 to \$41,520. The following summarizes the market penetration rate calculation for the subject project based on data contained in the Demographic Characteristics and Trends section of this report.

	Market Penetration
Number of LIHTC Units (Proposed and Existing)	569
Age- and Income-Eligible Renter Households – 2021	/ 1,173
Overall Market Penetration Rate	= 48.5%

While a penetration rate of 48.5% could be construed as high, it is considered acceptable for the Richmond market given existing non-subsidized age-restricted LIHTC units surveyed are 100.0% occupied. This is especially true when considering the extensive waiting lists maintained among the existing properties in the market.

A detailed analysis of our demand estimates, including estimates for the property in the unlikely event the project-based subsidy was lost, is included in *Section VII*.

Absorption Estimates

It is our opinion that the 45 LIHTC units proposed for the subject site will reach a stabilized occupancy of 95% within three months of opening. This absorption rate is based on an average monthly absorption rate of approximately 14 to 15 units per month. These absorption projections assume the project will be built as outlined in this report and will provide a project-based subsidy to all 45 units. Changes to the project's rents, amenities, floor plans, location, subsidy availability, or other features may invalidate our findings.

Should the Section 8 subsidy not be secured, and the property had to operate exclusively under the LIHTC guidelines at the proposed rent levels evaluated throughout this report, the subject project would likely experience an extended absorption period. This is due to the more limited demographic base for the property in the market as the property would no longer be capable of targeting households earning below \$19,440. In this unlikely scenario we would expect the subject project would reach a stabilized occupancy rate of 95% within four months of opening. This is based on an average monthly absorption rate of approximately 10 to 11 units per month.

III. Project Description

Project Name:	Church Hill North Phase 2B
Location:	3201 South Rabza Boulevard, Richmond, Virginia 23223 (Independent Richmond City)
Census Tract:	209
Target Market:	Senior Age 62+
Construction Type:	New Construction
Funding Source:	LIHTC

The subject project involves the new construction of the 45-unit Church Hill North Phase 2B rental community to be located at 3201 South Rabza Boulevard in Richmond, Virginia. This project is part of the Church Hill North Revitalization project which will occupy just over three (3) acres scattered over multiple parcels on the campus of the former Armstrong High School. The proposed site will be developed using Low-Income Housing Tax Credit (LIHTC) financing and will target lower-income senior households ages 62 and older earning up to 40%, 50%, and 60% of Area Median Household Income (AMHI). In addition, all units will operate under the HUD Section 8 program, allowing residents to effectively pay up to 30% of their adjusted gross household income towards gross rent due to the presence of the subsidy. The proposed project is expected to be complete by October 2021. Additional details of the subject project are as follows:

Proposed Unit Configuration									
Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Program Rents			
						Collected Rent	Utility Allowance	Gross Rent	Max. Allowable LIHTC Gross Rent
5	One-Br.	1.0	Garden	652	40%/Sec. 8	\$870	\$62	\$932	\$648
18	One-Br.	1.0	Garden	652	50%/Sec. 8	\$870	\$62	\$932	\$810
20	One-Br.	1.0	Garden	652	60%/Sec. 8	\$870	\$62	\$932	\$972
2	Two-Br.	2.0	Garden	1,034	60%/Sec. 8	\$982	\$85	\$1,067	\$1,167
45	Total								

Source: The Community Builders, Inc.

AMHI – Area Median Household Income (Richmond, VA MSA; 2019)

Note that tenants residing within the HUD Section 8 units will effectively pay up to 30% of their adjusted gross household income towards gross rent due to the presence of the subsidy. The maximum allowable and proposed LIHTC gross rents included in the preceding table are the programmatic rents/limits for the subject property. However, these would only apply in the unlikely scenario that the property ceased to operate with a project-based subsidy. Nonetheless, we have evaluated the subject project based on the proposed Tax Credit rents included for the subject units at the 50% and 60% AMHI levels in the preceding table, and maximum allowable rent levels for the units which the proposed rent exceeds maximum allowable limits.

Building/Site Information	
Residential Buildings:	One (1) three-story building
Building Style:	Elevator-served
Community Space:	Integrated throughout
Acres:	0.5

Construction Timeline	
Original Year Built:	Not Applicable
Construction Start:	October 2020
Begin Preleasing:	Not available
Construction End:	October 2021

Unit Amenities		
• Electric Range	• Central Air Conditioning	• LVT Flooring
• Refrigerator	• Patio/Balcony	• Window Blinds
• Garbage Disposal	• Ceiling Fans	• Controlled Access/Key Fob
• Dishwasher	• Emergency Call System	

Community Amenities		
• On-Site Management	• Community Room	• Laundry Facility
• Elevator	• Picnic Area	• Social/Supportive Services
• Surface Parking Lot (20 Spaces)		

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

FLOOR AND SITE PLAN REVIEW:



Floor and site plans for the subject project were provided for review at the time this report was prepared. Based on these plans, the subject project will offer one- and two-bedroom garden-style units ranging in size from 652 to 1,034 square feet. The subject units will be located within one (1) three-story elevator-equipped building which will also include integrated common areas. The subject property will be part of the larger Church Hill North Revitalization project. The subject building will be centrally located within this larger redevelopment project and will be easily accessible via residential roadways providing access throughout the interior of the larger overall subject development. The subject property is expected to fit well with the other phases of the subject development.

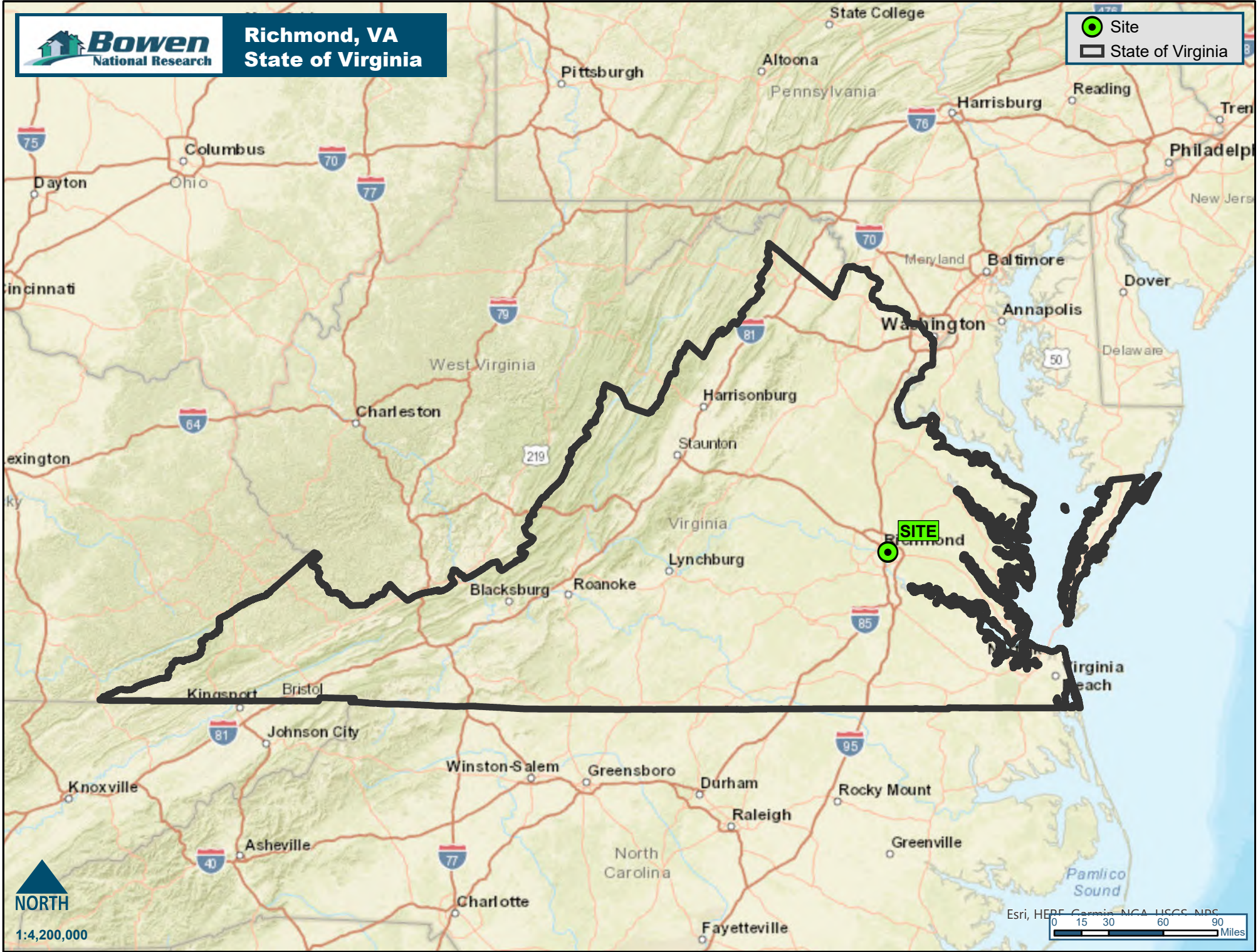
The subject units will be well-equipped in terms of unit amenities and all units will feature a patio/balcony area. Residents of the subject property will also have access to several community features such as a community room, laundry facility, and picnic area. Overall, the subject property appears to be appropriately designed for the targeted senior population. Nonetheless, an in-depth comparable/competitive analysis is included in *Section V* to better determine the competitive position and overall marketability of the subject property within the Richmond market.

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



Richmond, VA State of Virginia

 Site
 State of Virginia



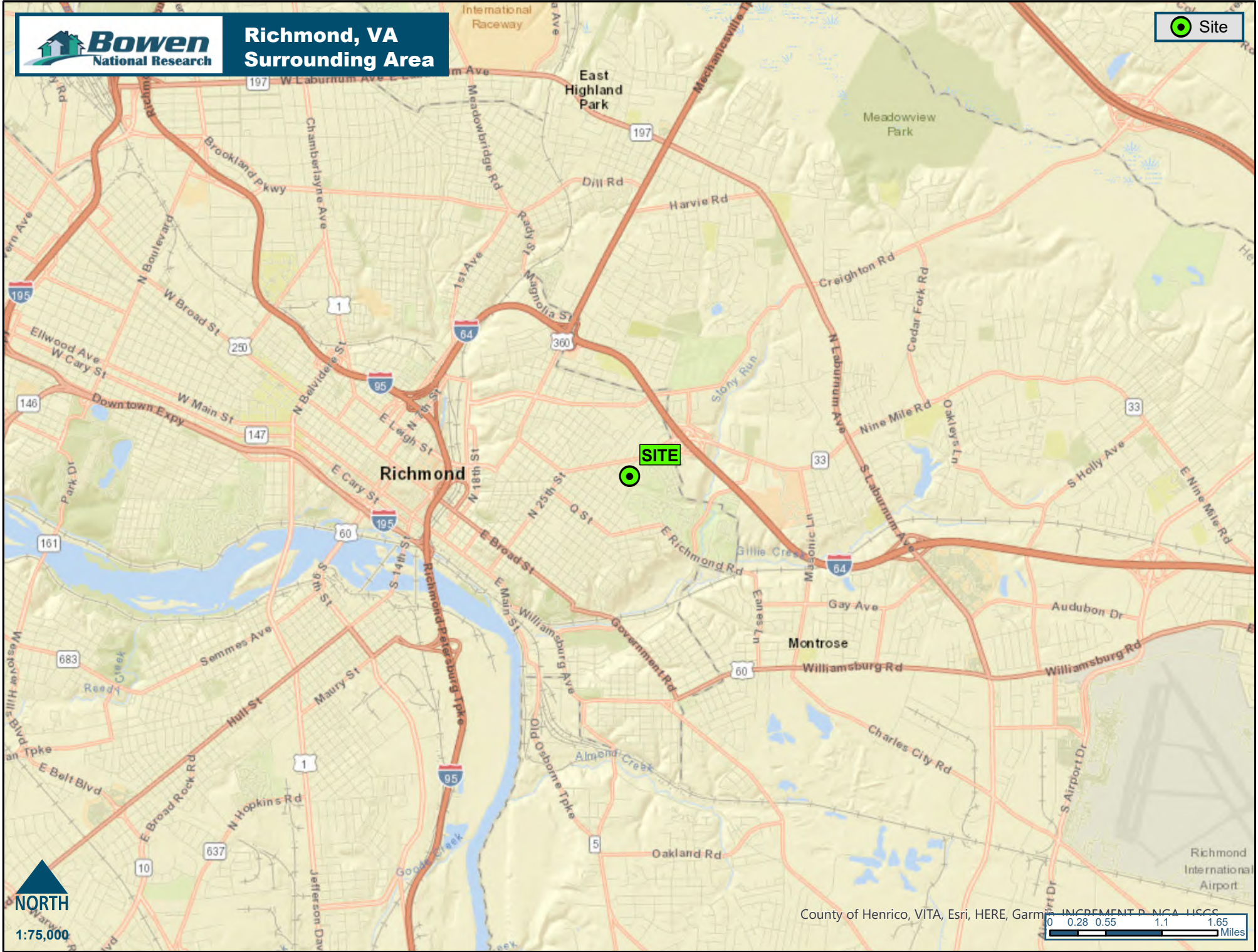

NORTH
1:4,200,000

Esri, HERE, DeLorme, NGA, USGS, NPS
0 15 30 60 90
Miles



Richmond, VA Surrounding Area

Site



NORTH
1:75,000

County of Henrico, VITA, Esri, HERE, Garmin, INCREMENT P, NCA, USGS
0 0.28 0.55 1.1 1.65 Miles



IV. Area Analysis

A. SITE DESCRIPTION AND EVALUATION

1. LOCATION

The subject site consists of land that is under construction on the grounds of the former Armstrong High School campus, located at 1611 North 31st Street, in the eastern portion of Richmond, Virginia. The specific site for this analysis is Phase 2B of the Church Hill North Revitalization project. Phase 2B is proposed as a 45-unit apartment building for senior residents to be located at 3201 South Rabza Boulevard.

The Church Hill North Revitalization will be a mixed-use residential community consisting of a community building, apartment buildings, townhouses, and single-family homes when completed. Phase 1A and 1B are complete and 83.3% and 100.0% occupied, respectively, and Phase 2A is currently under construction. Phases 1A and 2A will be located along the outer edges of the site development. The interior of the site development consists of a completed 45-unit senior building named Armstrong Renaissance Family (Phase 1B). Phase 2B (subject site) will be constructed adjacent to Armstrong Renaissance Senior.

The subject site is approximately 2.5 miles east of downtown Richmond. The subject site visit and corresponding fieldwork were completed during the week of February 24, 2020.

2. SURROUNDING LAND USES

The subject site is within an established area of Richmond. Surrounding land uses include single-family homes, convenience stores and a cemetery. Adjacent land uses are detailed as follows: *(Note: For the purpose of this analysis, we have considered the entire Church Hill North Revitalization project as the site).*

North -

The northern boundary of the site development is defined by the intersection of North 31st Street and Nine Mile Road. Various retail and commercial structures, including two convenience stores and an automobile repair shop, are located along Nine Mile Road. Extending north are single-family homes and a school. Generally, the existing structures north of the subject site are considered to be in fair condition.

East -	The eastern site boundary is defined by Oakwood Cemetery, which buffers the site from single-family dwellings in fair condition farther east of the site. Extending east is wooded land and Interstate 64. Access to Interstate 64 is 0.6 miles northeast of the site.
South -	The southern site boundary is defined by wooded land that naturally buffers the subject site from additional portions of the Oakwood Cemetery. Extending farther south is a neighborhood of single-family homes considered to be in fair to good condition.
West -	The western boundary is defined by North 31 st Street, a lightly traveled two-lane roadway. Extending west are single-family homes considered to be in fair condition, as well as retail and commercial structures located along Nine Mile Road.

Surrounding land uses primarily consist of single-family homes and local businesses and should provide an environment conducive to residential housing such as that proposed at the subject site. The development of the subject project is also expected to contribute to the revitalization of the immediate site neighborhood. Overall, the subject property is expected to fit well with the surrounding land uses and they should contribute to the marketability of the site. Photographs of the site can be found in *Section VIII* of this report.

3. VISIBILITY AND ACCESS

The subject site maintains significant frontage along North 31st Street and is clearly visible with unobstructed views. Residential buildings and the community building under construction in the development are clearly visible from North 31st Street, which will increase awareness of the site project among prospective tenants. Additionally, the subject's location on the campus of the former Armstrong High School is also expected to enhance awareness of the subject project as this was a well-known facility in the area. Accessibility of the subject site is good, as North 31st Street is lightly traveled and Nine Mile Road is moderately-traveled. No traffic disruptions are expected at or near the subject site upon ingress and egress. Further, Interstate 64 can be accessed 0.6 miles northeast of the subject site. Proximity to Interstate 64 is important as this major highway provides convenient access to surrounding communities and downtown Richmond and further enhances accessibility of the subject site and site neighborhood. Public transportation is available via the Greater Richmond Transit Company (GRTC) and the nearest public bus stop is located 0.3 miles north of the subject site, at the intersection of Creighton Road and Nine Mile

Road. The availability of public transportation is considered beneficial to the targeted low-income senior population at the subject project. Based on the preceding analysis, visibility and access of the subject site are both considered good and are expected to contribute to the overall marketability of the subject project.

4. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

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

Community Services	Name	Driving Distance From Site (miles)
Major Highways	Interstate 64	0.6 Northeast
	Interstate 95	1.5 West
Public Bus Stop	Greater Richmond Transit Company (GRTC)	0.3 North
Major Employers/ Employment Centers	Bon Secours Richmond	0.7 West
	VCU Health System	2.2 West
	Wells Fargo	2.6 West
	Dominion Energy	3.0 West
Convenience Store	The Market Place	0.3 North
	Mo's Convenience Store	0.3 Northwest
	OMG Convenience	0.3 North
	Express Corner Store	0.4 West
Grocery	Community Food Market	0.3 Northwest
	Market at 25 th	0.8 West
	Chimbo Supermarket	1.1 Southwest
	Community Supermarket	1.5 Northwest
	Walmart Supercenter	2.3 Northeast
Discount Department Store	Family Dollar Store	0.9 West
	Citi Trends	2.3 Northeast
	Walmart Supercenter	2.3 Northeast
Shopping Center/Mall	East Gate Town Center	2.3 Northeast
	The Shops at White Oak Village	2.9 Southeast
Hospital	Bon Secours Richmond Community Hospital	0.7 West
	VCU Health Hub at 25th	0.8 West
	VCU Medical Center	2.2 West
Police	Richmond Police Department (First Precinct)	1.0 West
Fire	Richmond Fire Station (Engine 11)	0.8 West
Post Office	U.S. Post Office	1.5 West
Bank	Henrico Federal Credit Union	1.2 East
	SunTrust Bank (East Broad Street)	1.6 West
	TowneBank	2.3 East
Recreational Facilities	Hidden Creek Recreation Center	1.5 North
Gas Station	BP	0.7 East
	CITGO	1.5 South
	Sunoco	1.5 East

(Continued)

Community Services	Name	Driving Distance From Site (miles)
Pharmacy	Bon Secours Good Health Pharmacy	0.7 West
	HOPE Pharmacy	0.8 West
	CVS Pharmacy	1.9 Southwest
	McGuire Park Pharmacy	2.0 West
	Walgreens	2.1 East
Restaurant	Inner City Blues Carolina BBQ	0.3 Northwest
	Wan Jing Lou Chinese Restaurant	0.4 Northwest
	Jamaica Taste	0.5 Northwest
	Dolce Pizza & Grill	0.5 Northwest
Community Center	Hidden Creek Recreation Center	1.5 North
Library	Richmond Public Library	0.9 West
Park	Bill Robinson Park	1.1 South
	Chimborazo Park	1.6 Southwest
	Libby Hill Park	1.8 Southwest
	Gillies Creek Park	1.9 South
Church	St John's United Holy Church	0.6 West
	Woodville Presbyterian Church	0.7 Northwest
	Cathedral of Prayer	0.7 West
Senior Center	Linwood Robinson Senior Center	1.1 Southwest
	Peter Paul Development Center	1.2 Northwest

The subject site is situated in the eastern portion of Richmond and is within proximity of numerous area services. Notably, multiple convenience stores, a grocery store, discount retailer, and multiple restaurants are located within walking distance of the subject site. The nearest public bus stop is located 0.3 miles north, near the intersection of Creighton Road and Nine Mile Road. The convenient accessibility of public transportation is considered beneficial and will likely contribute to the overall marketability of the subject project. Additionally, the nearest shopping center is East Gate Town Center, which is anchored by Walmart Supercenter. East Gate Town Center is located approximately 2.3 miles from the proposed subject site.

Public safety services are provided via the Richmond Police and Fire departments, located 1.0 mile and 0.8 miles from the proposed subject site, respectively. Note that the nearest full-service hospital is the Bon Secours Richmond Community Hospital, located 0.7 miles west of the proposed subject site. The proximity to these community services and public safety services will positively impact the marketability of the site.

The site is also near community services beneficial to the local senior population. The Linwood Robinson Senior Center, located 1.1 mile southwest of the site, is operated by the City of Richmond. This senior center provides recreation and enrichment programs for Richmond seniors ages 60 and above. Peter Paul Development Center, located 1.2 miles northwest of the site, houses programs administered by the Senior Center of Greater Richmond.

5. OVERALL SITE EVALUATION

The proposed subject site is comprised of land on the former campus of Armstrong High School, located in the eastern portion of Richmond. The site project (Church Hill North) is presently being developed in four phases, two of which are complete. Residential buildings and single-family houses targeting family households are presently under construction as part of Phase 2A, while the subject property will be the final phase of the development. Surrounding land uses primarily consist of single-family homes, convenience stores and a cemetery. The site neighborhood is a generally residential area of Richmond with convenient access to basic community services in the area. Some community services are within walking distance of the site. Visibility of the subject site is good, as there are unobstructed views of the community building and residential buildings along North 31st Street. Regardless, promotional signage placed near the intersection of Nine Mile Road and North 31st Street will enhance visibility and awareness as this roadway (Nine Mile Road) experiences higher volumes of vehicular traffic than North 31st Street. Accessibility of the proposed subject site is considered good as the surrounding roadways have light to moderate traffic patterns and no traffic disruptions are expected upon ingress and egress of the subject site. Additionally, the nearest GRTC bus stop is 0.3 miles north of the site, near the intersection of Creighton Road and Nine Mile Road. GRTC provides affordable public transportation throughout Richmond and surrounding communities. Overall, the surrounding land uses and proximity to community services are believed to enhance the marketability of the site.

6. CRIME ISSUES

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

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

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

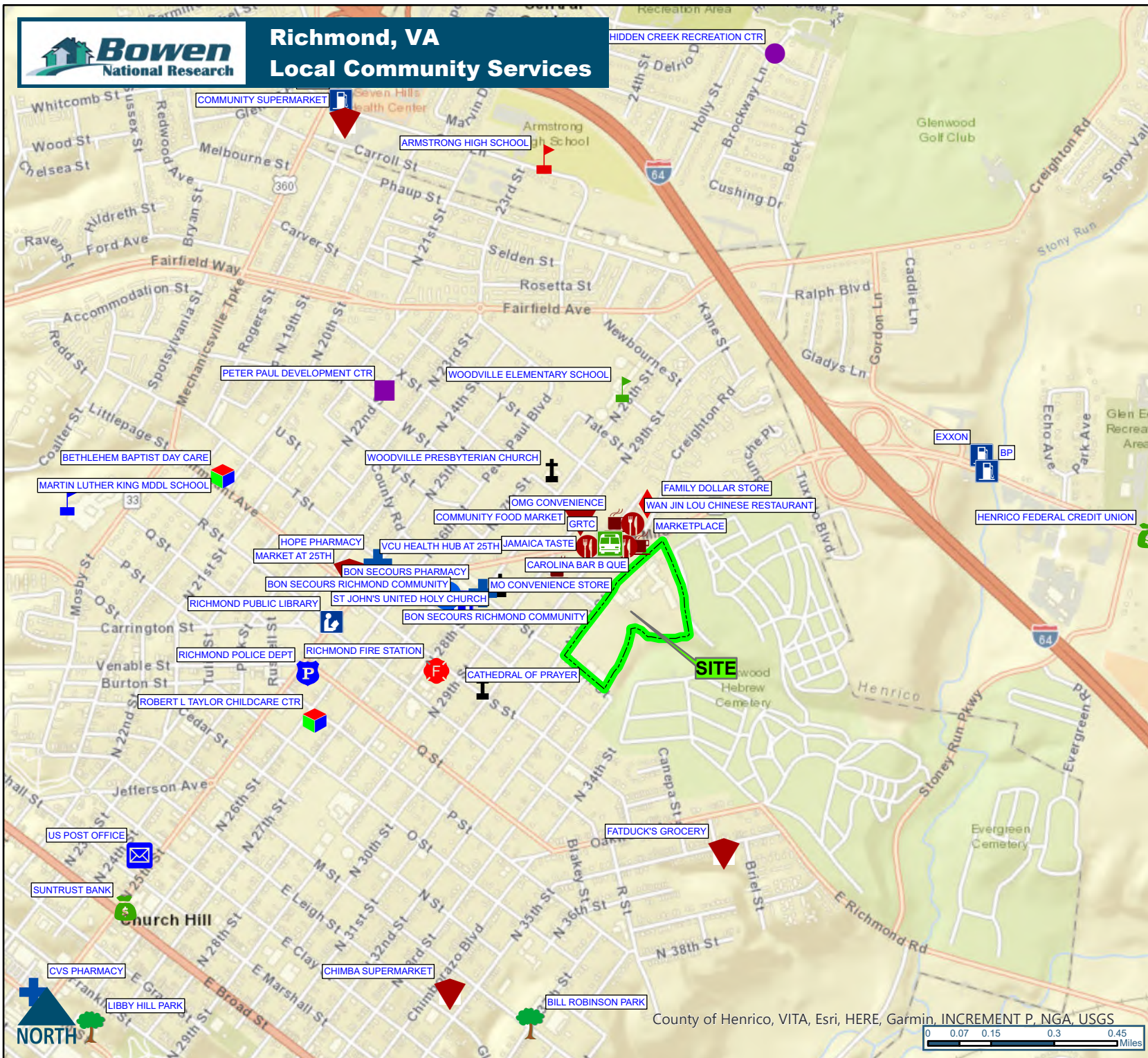
Total crime risk for the Site ZIP Code is 135, with an overall personal crime index of 168 and a property crime index of 131. Total crime risk for the City of Richmond is 152, with indexes for personal and property crime of 148 and 152, respectively.

	Crime Risk Index	
	Site Zip Code	Richmond city
Total Crime	135	152
Personal Crime	168	148
Murder	496	372
Rape	80	61
Robbery	242	249
Assault	143	113
Property Crime	131	152
Burglary	145	153
Larceny	124	150
Motor Vehicle Theft	147	172

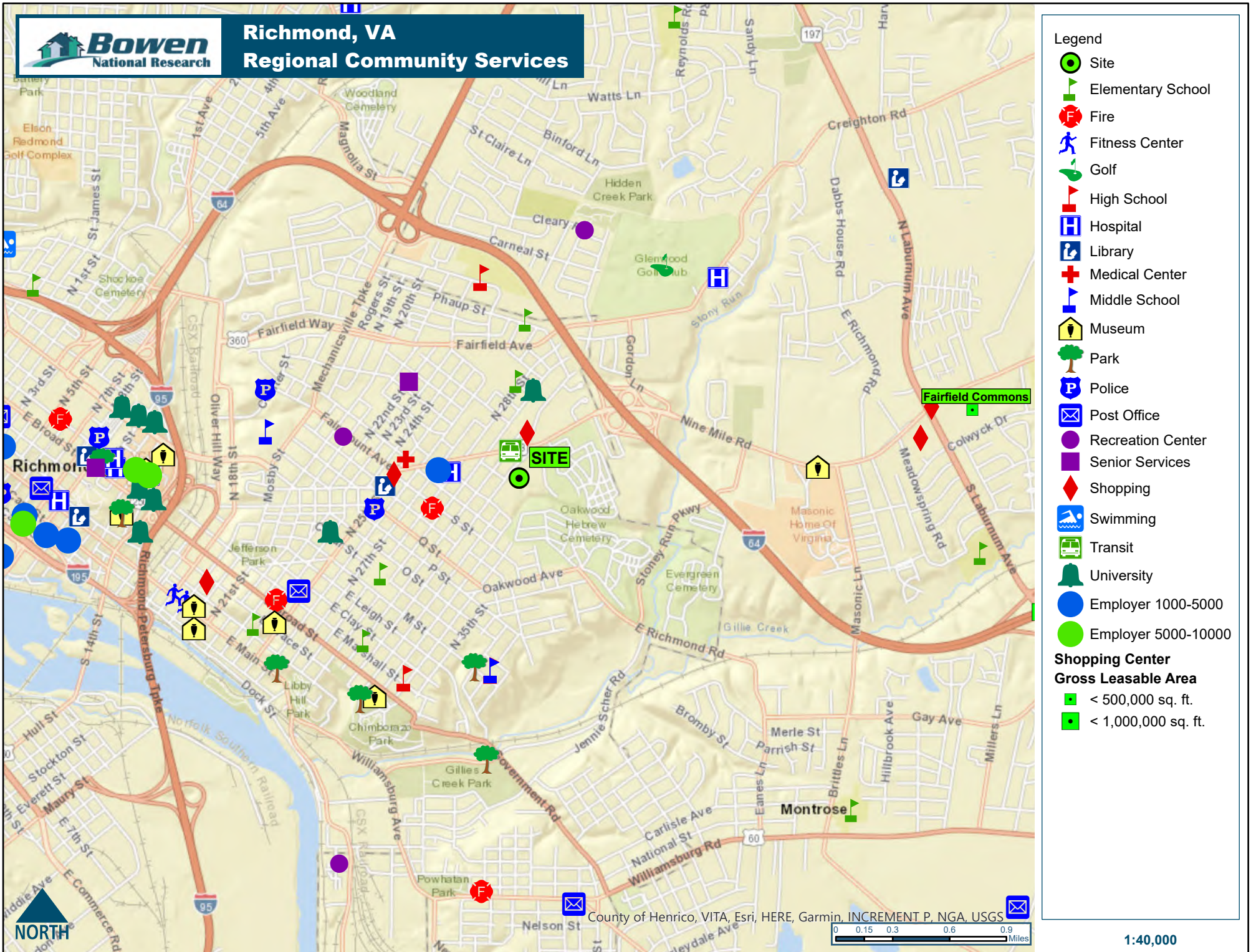
Source: Applied Geographic Solutions

The crime risk index for the Site Zip Code (135) is lower than that reported for the City of Richmond (152). This is considered a relatively low crime index for a densely populated urban area such as the Site Zip Code and is expected to have a positive impact on the subject’s marketability. The high occupancy rates reported among the multifamily properties in the Site PMA are further evidence that there is likely a low perception of crime within the site area.

Maps illustrating the location of community services and crime risk are on the following pages.



- ### Legend
- Site Area
 - Bank
 - Child Care
 - Church
 - Convenience Store
 - Elementary School
 - Fire
 - Gas
 - Grocery
 - High School
 - Hospital
 - Library
 - Medical Center
 - Middle School
 - Park
 - Pharmacy
 - Police
 - Post Office
 - Recreation Center
 - Restaurant
 - Senior Services
 - Shopping
 - Transit
 - Employer 1000-5000



Legend

- Site
- Elementary School
- Fire
- Fitness Center
- Golf
- High School
- Hospital
- Library
- Medical Center
- Middle School
- Museum
- Park
- Police
- Post Office
- Recreation Center
- Senior Services
- Shopping
- Swimming
- Transit
- University
- Employer 1000-5000
- Employer 5000-10000

**Shopping Center
Gross Leasable Area**

- < 500,000 sq. ft.
- < 1,000,000 sq. ft.

NORTH

County of Henrico, VITA, Esri, HERE, Garmin, INCREMENT P, NGA, USGS



1:40,000



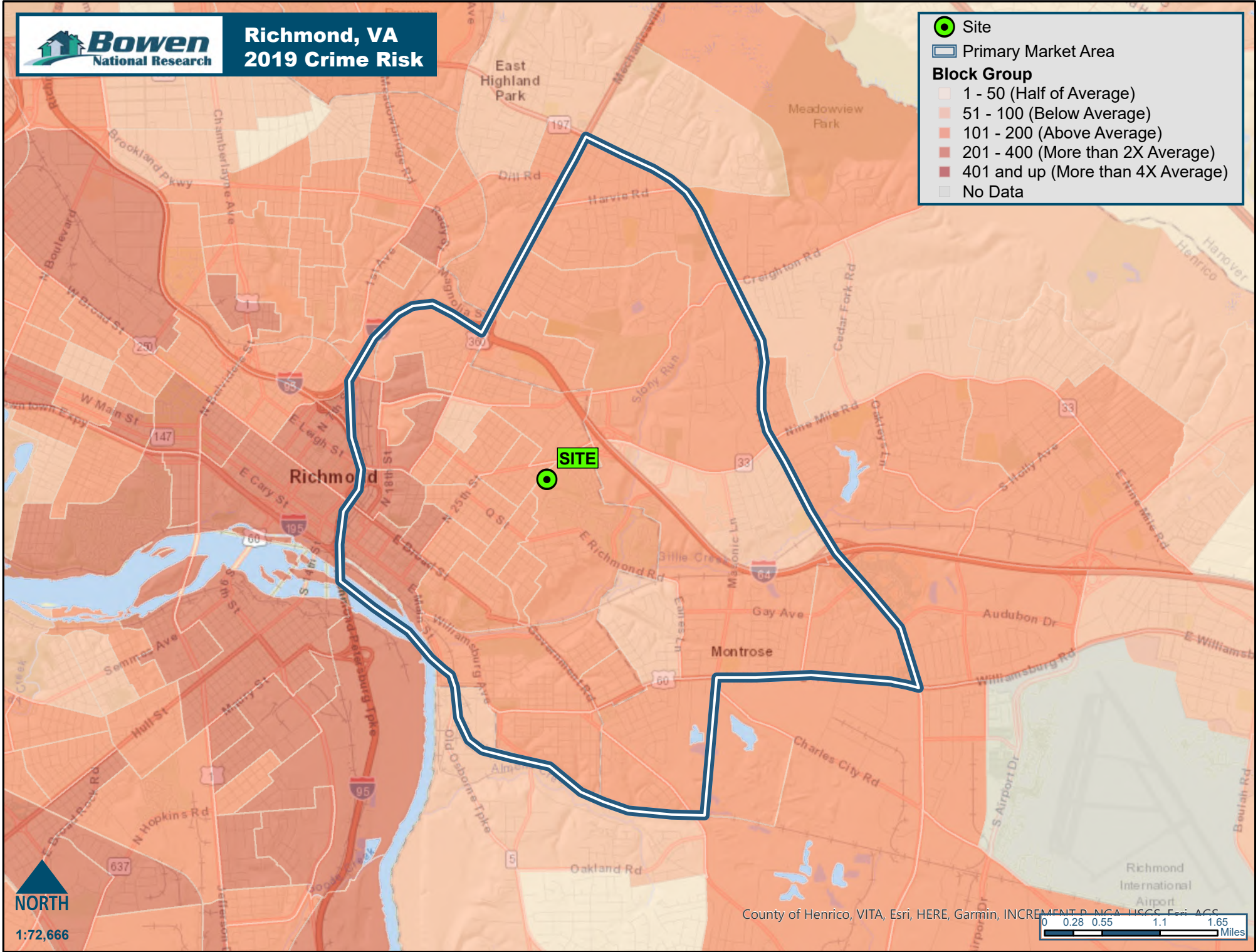
Richmond, VA 2019 Crime Risk

Site

Primary Market Area

Block Group

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



NORTH
1:72,666

County of Henrico, VITA, Esri, HERE, Garmin, INCREMENT P, NGA, USGS, Esri, ACS
 0 0.28 0.55 1.1 1.65 Miles

B. PRIMARY MARKET AREA DELINEATION

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

The following are summaries of interviews conducted with various local sources that helped to establish/confirm the Richmond Site PMA:

- A representative of Tobacco Landing, a general-occupancy Tax Credit property in the Site PMA, stated that a new affordable housing project at the proposed subject site would generate a large amount of support from areas in, or near, the eastern portion of downtown Richmond. According to this representative, residents within these areas prefer to remain near downtown services as many of these services can easily be accessed via public transportation. Given the subject's proximity to downtown Richmond and public transportation, the subject project will likely attract residents from throughout the areas comprised within the Site PMA boundaries. This representative confirmed the boundaries of the Richmond Site PMA.
- Kelly Roy is the Manager at Darby House, a senior (62+) Tax Credit property in the southern portion of the Site PMA. Ms. Roy stated that Darby House attracts most tenants from Henrico County and the City of Richmond, as this property is located near the boundary of both areas. Ms. Roy also mentioned that tenants usually originate from the Church Hill area of Richmond.

The Richmond Site PMA includes portions of eastern Richmond and southern Henrico County. The boundaries of the Site PMA include U.S. Highway 360 and North Laburnum Avenue to the north; North and South Laburnum Avenue to the east; U.S. Highway 60 and East Main Street to the south; and U.S. Highway 360, Interstate 64 and Interstate 95 to the west.

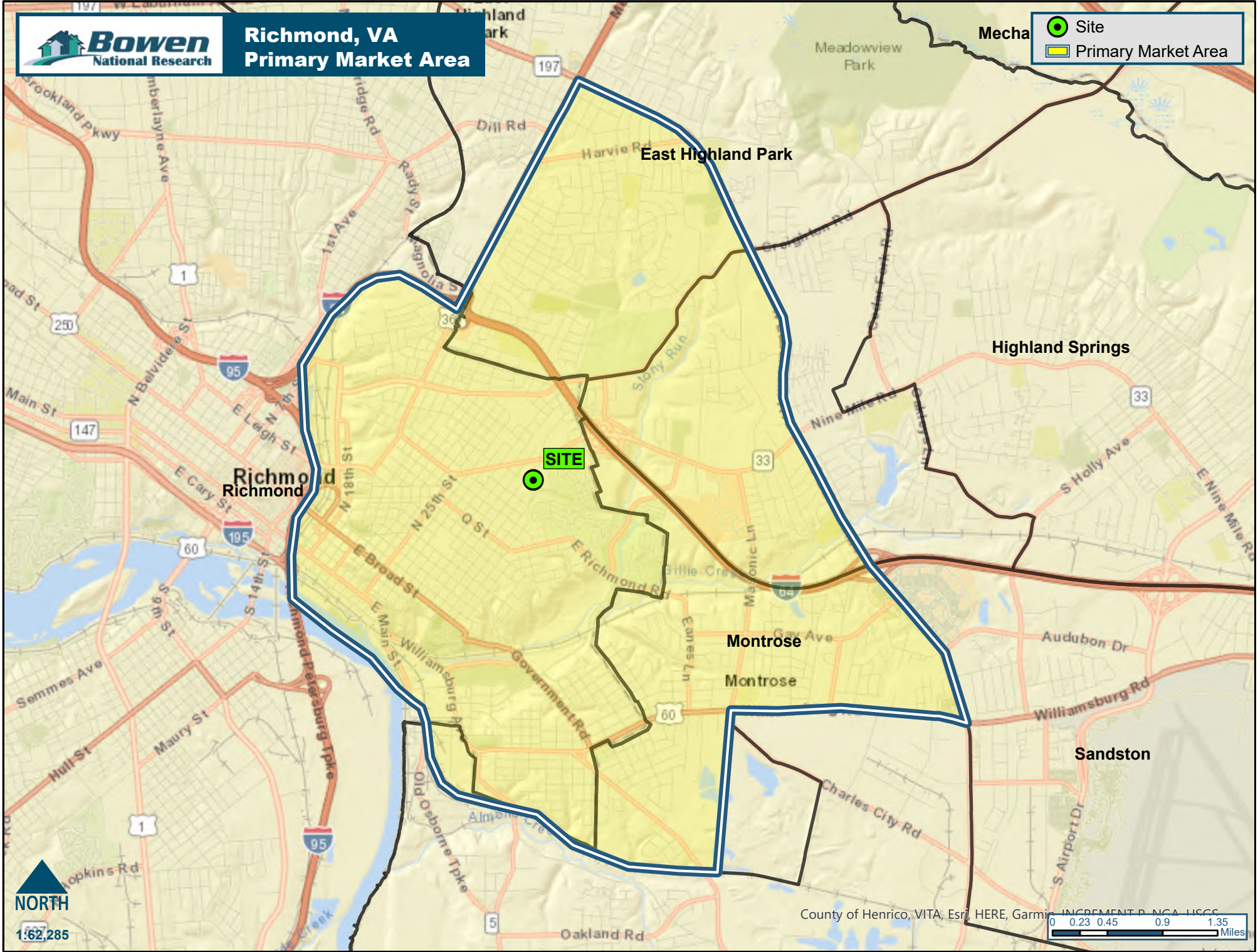
Areas north and northwest of the Site PMA are generally comprised of higher-income households compared to areas within the Site PMA. In addition, Interstates 64/95 serve as a boundary separating areas of east and west Richmond. Similarly, the James River serves as a natural boundary to the southwest, limiting access between the northern and southern portions of Richmond. Areas east and south of the Site PMA generally become less developed as you travel away from the city center of Richmond and are also comprised of lower shares of renter households as compared to the more densely populated areas comprised within the Site PMA. Due to the preceding factors, we have not considered a secondary market area in this report.

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



Richmond, VA Primary Market Area

Site
Primary Market Area



NORTH
1:62,285

County of Henrico, VITA, Esri, HERE, Garmin, INCREMENT P, NCA, USGS
0 0.23 0.45 0.9 1.35 Miles

C. DEMOGRAPHIC CHARACTERISTICS AND TRENDS

1. POPULATION TRENDS

The Site PMA population bases for 2000, 2010, 2020 (estimated) and 2025 (projected) are summarized as follows:

	Year			
	2000 (Census)	2010 (Census)	2020 (Estimated)	2025 (Projected)
Population	43,270	45,848	51,358	54,240
Population Change	-	2,578	5,510	2,882
Percent Change	-	6.0%	12.0%	5.6%

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

The Richmond Site PMA population base increased by 2,578 between 2000 and 2010. This represents a 6.0% increase over the 2000 population, or an annual rate of 0.6%. Between 2010 and 2020, the population increased by 5,510, or 12.0%. It is projected that the population will increase by 2,882, or 5.6%, between 2020 and 2025.

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

Population by Age	2010 (Census)		2020 (Estimated)		2025 (Projected)		Change 2020-2025	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	12,467	27.2%	12,720	24.8%	13,163	24.3%	443	3.5%
20 to 24	4,017	8.8%	4,119	8.0%	4,296	7.9%	177	4.3%
25 to 34	7,730	16.9%	9,265	18.0%	9,477	17.5%	212	2.3%
35 to 44	5,610	12.2%	6,332	12.3%	7,146	13.2%	814	12.9%
45 to 54	6,295	13.7%	5,673	11.0%	5,690	10.5%	17	0.3%
55 to 64	4,818	10.5%	6,160	12.0%	6,056	11.2%	-104	-1.7%
65 to 74	2,622	5.7%	4,197	8.2%	4,978	9.2%	781	18.6%
75 & Over	2,289	5.0%	2,891	5.6%	3,433	6.3%	542	18.7%
Total	45,848	100.0%	51,358	100.0%	54,240	100.0%	2,882	5.6%

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

As detailed throughout this report, the subject project will be restricted to seniors age 62 and older. Thus, the primary age group of potential renters is expected to be those age 65 and older, an age cohort which comprises more than 13.0% of the total population and is projected to increase by 1,323 persons, or 18.7%, between 2020 and 2025.

2. HOUSEHOLD TRENDS

Household trends within the Richmond Site PMA are summarized as follows:

	Year			
	2000 (Census)	2010 (Census)	2020 (Estimated)	2025 (Projected)
Households	16,684	18,698	21,254	22,523
Household Change	-	2,014	2,556	1,269
Percent Change	-	12.1%	13.7%	6.0%
Household Size	2.59	2.45	2.33	2.33

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

Within the Richmond Site PMA, households increased by 2,014 (12.1%) between 2000 and 2010. Between 2010 and 2020, households increased by 2,556 or 13.7%. By 2025, there will be 22,523 households, an increase of 1,269 households, or 6.0% over 2020 levels. This is an increase of approximately 254 households annually over the next five years.

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

Households by Age	2010 (Census)		2020 (Estimated)		2025 (Projected)		Change 2020-2025	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	1,523	8.1%	1,554	7.3%	1,655	7.3%	101	6.5%
25 to 34	4,189	22.4%	4,904	23.1%	4,986	22.1%	82	1.7%
35 to 44	3,115	16.7%	3,326	15.6%	3,729	16.6%	403	12.1%
45 to 54	3,576	19.1%	3,024	14.2%	2,992	13.3%	-32	-1.1%
55 to 64	3,033	16.2%	3,699	17.4%	3,587	15.9%	-112	-3.0%
65 to 74	1,791	9.6%	2,801	13.2%	3,284	14.6%	483	17.2%
75 to 84	1,096	5.9%	1,429	6.7%	1,682	7.5%	253	17.7%
85 & Over	375	2.0%	518	2.4%	609	2.7%	91	17.6%
Total	18,698	100.0%	21,254	100.0%	22,523	100.0%	1,269	6.0%

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

Between 2020 and 2025, the 65 to 74 age cohort is projected to experience the most rapid household growth. Notably, households age 65 and older are projected to increase by 827, or 17.4%, between 2020 and 2025. This accounts for nearly two-thirds (65.2%) of the overall household growth projected for the market during this time period and is a good indication of ongoing demand for senior-oriented housing alternatives.

Households by tenure are distributed as follows:

Tenure	2010 (Census)		2020 (Estimated)		2025 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	7,995	42.8%	8,673	40.8%	9,363	41.6%
Renter-Occupied	10,703	57.2%	12,581	59.2%	13,161	58.4%
Total	18,698	100.0%	21,254	100.0%	22,524	100.0%

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

In 2020, homeowners occupied 40.8% of all occupied housing units, while the remaining 59.2% were occupied by renters.

Households by tenure for those age 62 and older in 2010, 2020 (estimated) and 2025 (projected) are distributed as follows:

Tenure Age 62+	2010 (Census)		2020 (Estimated)		2025 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	2,601	62.5%	3,492	59.7%	4,004	60.3%
Renter-Occupied	1,564	37.5%	2,358	40.3%	2,638	39.7%
Total	4,165	100.0%	5,850	100.0%	6,643	100.0%

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

A total of 2,358 (40.3%) of all households age 62 and older within the Site PMA are renters in 2020. The number of senior renter households is projected to increase by 280, or 11.9%, between 2020 and 2025.

The household sizes by tenure for age 62 and older within the Site PMA, based on the 2020 estimates and 2025 projections, were distributed as follows:

Persons Per Renter Household Age 62+	2020 (Estimated)		2025 (Projected)		Change 2020-2025	
	Households	Percent	Households	Percent	Households	Percent
1 Person	1,767	74.9%	2,029	76.9%	262	14.8%
2 Persons	299	12.7%	309	11.7%	10	3.4%
3 Persons	148	6.3%	154	5.8%	7	4.5%
4 Persons	82	3.5%	83	3.1%	1	1.2%
5 Persons+	63	2.7%	63	2.4%	0	0.6%
Total	2,358	100.0%	2,638	100.0%	281	11.9%

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

Persons Per Owner Household Age 62+	2020 (Estimated)		2025 (Projected)		Change 2020-2025	
	Households	Percent	Households	Percent	Households	Percent
1 Person	1,441	41.3%	1,582	39.5%	141	9.8%
2 Persons	1,218	34.9%	1,458	36.4%	240	19.7%
3 Persons	430	12.3%	494	12.3%	64	15.0%
4 Persons	253	7.2%	290	7.2%	37	14.7%
5 Persons+	150	4.3%	180	4.5%	30	20.0%
Total	3,492	100.0%	4,004	100.0%	512	14.7%

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

The one- and two-bedroom units proposed for the subject site are expected to house up to two-person senior households. Notably, such households comprise more than 87.0% of all senior (age 62 and older) renter households in the Richmond market and are projected to increase by 272, or 13.2%, between 2020 and 2025.

3. INCOME TRENDS

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

Household Income	2010 (Census)		2020 (Estimated)		2025 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	3,166	16.9%	3,033	14.3%	3,106	13.8%
\$10,000 to \$19,999	3,307	17.7%	3,302	15.5%	3,381	15.0%
\$20,000 to \$29,999	2,586	13.8%	2,280	10.7%	2,261	10.0%
\$30,000 to \$39,999	2,190	11.7%	2,044	9.6%	2,094	9.3%
\$40,000 to \$49,999	1,815	9.7%	1,878	8.8%	1,963	8.7%
\$50,000 to \$59,999	1,648	8.8%	1,657	7.8%	1,657	7.4%
\$60,000 to \$74,999	1,528	8.2%	1,904	9.0%	2,079	9.2%
\$75,000 to \$99,999	1,159	6.2%	2,341	11.0%	2,626	11.7%
\$100,000 to \$124,999	504	2.7%	1,221	5.7%	1,426	6.3%
\$125,000 to \$149,999	289	1.5%	647	3.0%	766	3.4%
\$150,000 to \$199,999	300	1.6%	414	1.9%	514	2.3%
\$200,000 & Over	206	1.1%	535	2.5%	652	2.9%
Total	18,698	100.0%	21,256	100.0%	22,525	100.0%
Median Income	\$31,324		\$39,850		\$42,144	

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

In 2010, the median household income was \$31,324. This increased by 27.2% to \$39,850 in 2020. By 2025, it is projected that the median household income will be \$42,144, an increase of 5.8% over 2020.

Note that while the subject project will effectively be restricted to seniors age 62 and older under the HUD Section 8 program guidelines, the property would be capable of accommodating seniors age 55 and older in the unlikely event this subsidy was lost, and the property were to operate exclusively under the Tax Credit guidelines. Thus, we have provided household income data for both seniors age 55 and older, and age 62 and older to correlate with our demand estimates included in *Section VII*.

The distribution of households by income age 55 and older within the Richmond Site PMA is summarized as follows:

Household Income 55+	2010 (Census)		2020 (Estimated)		2025 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	972	15.4%	1,151	13.6%	1,184	12.9%
\$10,000 to \$19,999	1,313	20.9%	1,880	22.3%	2,016	22.0%
\$20,000 to \$29,999	1,030	16.4%	1,130	13.4%	1,146	12.5%
\$30,000 to \$39,999	783	12.4%	922	10.9%	978	10.7%
\$40,000 to \$49,999	601	9.5%	870	10.3%	972	10.6%
\$50,000 to \$59,999	485	7.7%	543	6.4%	574	6.3%
\$60,000 to \$74,999	468	7.4%	594	7.0%	667	7.3%
\$75,000 to \$99,999	325	5.2%	681	8.1%	800	8.7%
\$100,000 to \$124,999	112	1.8%	297	3.5%	347	3.8%
\$125,000 to \$149,999	69	1.1%	178	2.1%	228	2.5%
\$150,000 to \$199,999	67	1.1%	93	1.1%	121	1.3%
\$200,000 & Over	70	1.1%	108	1.3%	134	1.5%
Total	6,295	100.0%	8,447	100.0%	9,167	100.0%
Median Income	\$28,374		\$30,678		\$32,428	

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

In 2010, the median household income for households age 55 and older was \$28,374. This increased by 8.1% to \$30,678 in 2020. By 2025, it is projected that the median household income will be \$32,428, an increase of 5.7% over 2020.

The distribution of households by income age 62 and older within the Richmond Site PMA is summarized as follows:

Household Income 62+	2010 (Census)		2020 (Estimated)		2025 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	645	15.5%	754	12.9%	780	11.7%
\$10,000 to \$19,999	946	22.7%	1,466	25.1%	1,611	24.3%
\$20,000 to \$29,999	752	18.1%	882	15.1%	905	13.6%
\$30,000 to \$39,999	554	13.3%	675	11.5%	735	11.1%
\$40,000 to \$49,999	363	8.7%	623	10.6%	762	11.5%
\$50,000 to \$59,999	306	7.3%	304	5.2%	348	5.2%
\$60,000 to \$74,999	273	6.6%	358	6.1%	453	6.8%
\$75,000 to \$99,999	174	4.2%	412	7.0%	537	8.1%
\$100,000 to \$124,999	56	1.3%	158	2.7%	195	2.9%
\$125,000 to \$149,999	28	0.7%	108	1.9%	160	2.4%
\$150,000 to \$199,999	29	0.7%	56	1.0%	82	1.2%
\$200,000 & Over	39	0.9%	53	0.9%	74	1.1%
Total	4,165	100.0%	5,850	100.0%	6,643	100.0%
Median Income	\$26,536		\$27,992		\$30,347	

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

In 2010, the median household income for households age 62 and older was \$26,536. This increased by 5.5% to \$27,992 in 2020. By 2025, it is projected that the median household income will be \$30,347, an increase of 8.4% over 2020.

The following tables illustrate renter household income by household size for age 55 and older for 2010, 2020 and 2025 for the Richmond Site PMA:

Renter Age 55+ Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	379	91	43	25	20	557
\$10,000 to \$19,999	508	114	53	31	25	731
\$20,000 to \$29,999	326	75	35	20	17	473
\$30,000 to \$39,999	195	47	22	13	10	288
\$40,000 to \$49,999	126	34	16	9	8	194
\$50,000 to \$59,999	56	15	7	4	3	86
\$60,000 to \$74,999	61	17	8	5	4	94
\$75,000 to \$99,999	19	6	3	2	1	30
\$100,000 to \$124,999	3	1	0	0	0	4
\$125,000 to \$149,999	2	1	0	0	0	3
\$150,000 to \$199,999	1	0	0	0	0	1
\$200,000 & Over	1	0	0	0	0	2
Total	1,677	400	188	109	88	2,462

Source: ESRI; Urban Decision Group

Renter Age 55+ Households	2020 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	518	117	58	32	26	750
\$10,000 to \$19,999	898	170	84	46	37	1,237
\$20,000 to \$29,999	402	79	39	22	17	560
\$30,000 to \$39,999	246	55	27	15	12	355
\$40,000 to \$49,999	204	47	23	13	10	296
\$50,000 to \$59,999	85	23	11	6	5	129
\$60,000 to \$74,999	87	22	11	6	5	132
\$75,000 to \$99,999	42	11	5	3	2	63
\$100,000 to \$124,999	14	4	2	1	1	21
\$125,000 to \$149,999	9	2	1	1	0	13
\$150,000 to \$199,999	1	0	0	0	0	2
\$200,000 & Over	2	1	0	0	0	3
Total	2,507	531	263	144	116	3,561

Source: ESRI; Urban Decision Group

Renter Age 55+ Households	2025 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	545	118	59	32	26	780
\$10,000 to \$19,999	985	171	86	46	37	1,326
\$20,000 to \$29,999	404	74	37	20	16	552
\$30,000 to \$39,999	258	52	26	14	11	361
\$40,000 to \$49,999	227	45	22	12	10	316
\$50,000 to \$59,999	105	26	13	7	6	157
\$60,000 to \$74,999	111	25	13	7	6	162
\$75,000 to \$99,999	58	14	7	4	3	85
\$100,000 to \$124,999	25	7	3	2	1	38
\$125,000 to \$149,999	18	4	2	1	1	26
\$150,000 to \$199,999	2	1	0	0	0	3
\$200,000 & Over	4	1	0	0	0	5
Total	2,742	537	269	146	117	3,812

Source: ESRI; Urban Decision Group

The following tables illustrate owner household income by household size for age 55 and older for 2010, 2020 and 2025 for the Richmond Site PMA:

Owner Age 55+ Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	175	132	57	34	17	415
\$10,000 to \$19,999	250	182	78	47	24	582
\$20,000 to \$29,999	235	177	76	46	23	557
\$30,000 to \$39,999	202	161	69	42	21	495
\$40,000 to \$49,999	163	134	58	35	17	407
\$50,000 to \$59,999	164	129	56	34	17	399
\$60,000 to \$74,999	152	122	53	32	16	374
\$75,000 to \$99,999	119	97	42	25	13	295
\$100,000 to \$124,999	41	37	16	10	5	108
\$125,000 to \$149,999	25	22	10	6	3	66
\$150,000 to \$199,999	25	22	10	6	3	66
\$200,000 & Over	26	23	10	6	3	68
Total	1,578	1,237	533	322	162	3,833

Source: ESRI; Urban Decision Group

Owner Age 55+ Households	2020 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	166	139	49	29	18	401
\$10,000 to \$19,999	278	217	76	45	27	644
\$20,000 to \$29,999	244	194	68	40	25	571
\$30,000 to \$39,999	227	202	71	42	26	568
\$40,000 to \$49,999	223	208	73	43	26	574
\$50,000 to \$59,999	156	153	54	32	19	414
\$60,000 to \$74,999	176	170	60	35	21	462
\$75,000 to \$99,999	237	226	79	47	29	618
\$100,000 to \$124,999	103	103	36	21	13	276
\$125,000 to \$149,999	62	61	21	13	8	165
\$150,000 to \$199,999	34	33	12	7	4	91
\$200,000 & Over	39	39	14	8	5	105
Total	1,945	1,744	614	363	220	4,886

Source: ESRI; Urban Decision Group

Owner Age 55+ Households	2025 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	160	146	50	29	18	404
\$10,000 to \$19,999	287	242	82	48	31	690
\$20,000 to \$29,999	242	212	72	42	27	595
\$30,000 to \$39,999	239	227	77	45	29	617
\$40,000 to \$49,999	246	247	84	49	31	656
\$50,000 to \$59,999	153	159	54	32	20	418
\$60,000 to \$74,999	186	191	65	38	24	505
\$75,000 to \$99,999	268	269	91	54	34	715
\$100,000 to \$124,999	112	118	40	24	15	309
\$125,000 to \$149,999	74	77	26	15	10	202
\$150,000 to \$199,999	43	44	15	9	6	117
\$200,000 & Over	46	50	17	10	6	129
Total	2,056	1,983	672	396	250	5,355

Source: ESRI; Urban Decision Group

The following tables illustrate renter household income by household size for age 62 and older for 2010, 2020 and 2025 for the Richmond Site PMA:

Renter Age 62+ Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	253	48	23	13	10	347
\$10,000 to \$19,999	368	65	31	18	15	496
\$20,000 to \$29,999	235	43	20	12	11	320
\$30,000 to \$39,999	135	27	12	7	5	185
\$40,000 to \$49,999	73	16	8	4	3	104
\$50,000 to \$59,999	34	7	4	2	1	47
\$60,000 to \$74,999	33	7	4	2	2	48
\$75,000 to \$99,999	9	2	1	0	0	13
\$100,000 to \$124,999	2	0	0	0	0	2
\$125,000 to \$149,999	1	0	0	0	0	1
\$150,000 to \$199,999	0	0	0	0	0	0
\$200,000 & Over	0	0	0	0	0	0
Total	1,144	214	102	58	46	1,564

Source: ESRI; Urban Decision Group

Renter Age 62+ Households	2020 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	334	60	29	16	13	452
\$10,000 to \$19,999	697	107	53	29	23	910
\$20,000 to \$29,999	303	49	24	13	11	399
\$30,000 to \$39,999	170	31	15	9	6	231
\$40,000 to \$49,999	137	25	13	7	5	188
\$50,000 to \$59,999	43	10	5	3	2	63
\$60,000 to \$74,999	48	10	5	2	2	68
\$75,000 to \$99,999	22	5	2	2	0	31
\$100,000 to \$124,999	7	2	0	0	0	9
\$125,000 to \$149,999	5	1	0	0	0	6
\$150,000 to \$199,999	0	0	0	0	0	1
\$200,000 & Over	1	0	0	0	0	1
Total	1,767	299	148	82	63	2,358

Source: ESRI; Urban Decision Group

Renter Age 62+ Households	2025 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	361	59	30	16	12	479
\$10,000 to \$19,999	794	110	55	30	23	1,011
\$20,000 to \$29,999	314	46	22	12	10	403
\$30,000 to \$39,999	188	30	15	8	6	248
\$40,000 to \$49,999	175	28	14	7	5	230
\$50,000 to \$59,999	61	12	6	4	2	84
\$60,000 to \$74,999	73	13	7	3	3	98
\$75,000 to \$99,999	35	6	3	2	1	47
\$100,000 to \$124,999	14	2	2	0	0	18
\$125,000 to \$149,999	12	2	1	0	0	15
\$150,000 to \$199,999	1	0	0	0	0	1
\$200,000 & Over	2	0	0	0	0	3
Total	2,029	309	154	83	63	2,638

Source: ESRI; Urban Decision Group

The following tables illustrate owner household income by household size for age 62 and older for 2010, 2020 and 2025 for the Richmond Site PMA:

Owner Age 62+ Households	2010 (Census)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$10,000	133	92	39	24	11	298
\$10,000 to \$19,999	201	137	59	36	18	450
\$20,000 to \$29,999	187	134	58	35	18	432
\$30,000 to \$39,999	155	117	51	31	15	369
\$40,000 to \$49,999	108	83	35	22	11	259
\$50,000 to \$59,999	111	81	35	21	11	259
\$60,000 to \$74,999	96	71	30	19	9	225
\$75,000 to \$99,999	68	51	22	13	7	161
\$100,000 to \$124,999	21	18	7	5	2	54
\$125,000 to \$149,999	11	10	4	2	1	27
\$150,000 to \$199,999	12	10	4	2	1	29
\$200,000 & Over	16	13	6	3	1	39
Total	1,118	817	349	212	105	2,601

Source: ESRI; Urban Decision Group

Owner Age 62+ Households	2020 (Estimated)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$10,000	130	102	36	21	12	302
\$10,000 to \$19,999	247	184	65	38	22	556
\$20,000 to \$29,999	212	161	57	33	20	483
\$30,000 to \$39,999	182	156	55	32	19	444
\$40,000 to \$49,999	172	156	55	32	20	435
\$50,000 to \$59,999	94	87	31	18	11	241
\$60,000 to \$74,999	114	105	37	22	13	290
\$75,000 to \$99,999	152	136	48	28	17	381
\$100,000 to \$124,999	57	55	19	11	6	149
\$125,000 to \$149,999	40	37	13	8	4	103
\$150,000 to \$199,999	22	20	7	4	2	56
\$200,000 & Over	20	19	7	4	2	52
Total	1,441	1,218	430	253	150	3,492

Source: ESRI; Urban Decision Group

Owner Age 62+ Households	2025 (Projected)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$10,000	124	107	36	21	13	301
\$10,000 to \$19,999	255	208	70	41	25	600
\$20,000 to \$29,999	210	176	59	35	21	501
\$30,000 to \$39,999	193	177	60	35	22	487
\$40,000 to \$49,999	202	199	67	39	24	532
\$50,000 to \$59,999	99	99	34	20	12	264
\$60,000 to \$74,999	134	133	46	26	17	355
\$75,000 to \$99,999	188	181	61	37	23	490
\$100,000 to \$124,999	66	68	23	13	8	177
\$125,000 to \$149,999	55	54	18	11	7	145
\$150,000 to \$199,999	30	30	10	6	4	81
\$200,000 & Over	27	27	9	6	3	72
Total	1,582	1,458	494	290	180	4,004

Source: ESRI; Urban Decision Group

Data from the preceding tables is used in our demand estimates.

Demographic Summary

The Richmond Site PMA is projected to experience both population and household growth between 2020 and 2025, a trend which has been ongoing since 2000. Household growth among seniors age 62 and older (subject site target population) is projected to account for nearly two-thirds (62.5%) of the projected overall household growth between 2020 and 2025. More than one-third (35.3%) of this senior household growth is projected to occur among senior renter households, as 280 senior renter households are projected to be added to the market over the next five years. This will result in total base of nearly 2,700 senior (age 62 and older) renter households in the Richmond market in 2025. Further, more than 81.0% of all senior renter households are expected to earn less than \$40,000 in 2025. Based on the preceding factors, a large and expanding base of potential age- and income-appropriate renter households exists in the market for affordable senior-oriented rental product such as that proposed for the subject site.

D. LOCAL ECONOMIC PROFILE AND ANALYSIS

1. LABOR FORCE PROFILE

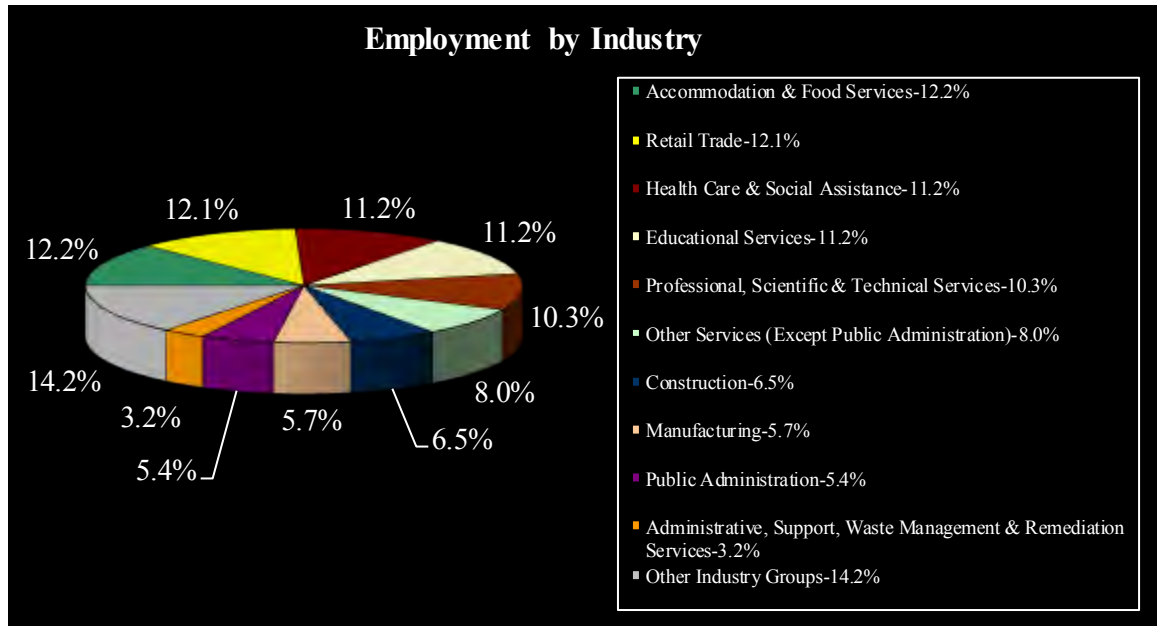
The labor force within the Richmond Site PMA is based primarily in five sectors. Accommodation & Food Services (which comprises 12.2%), Retail Trade, Health Care & Social Assistance, Educational Services and Professional, Scientific & Technical Services comprise approximately 57% of the Site PMA labor force. Employment in the Richmond Site PMA, as of 2020, was distributed as follows:

NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	1	0.1%	3	0.0%	3.0
Mining	0	0.0%	0	0.0%	0.0
Utilities	0	0.0%	0	0.0%	0.0
Construction	55	4.8%	835	6.5%	15.2
Manufacturing	26	2.3%	724	5.7%	27.8
Wholesale Trade	22	1.9%	195	1.5%	8.9
Retail Trade	160	13.9%	1,548	12.1%	9.7
Transportation & Warehousing	20	1.7%	232	1.8%	11.6
Information	21	1.8%	322	2.5%	15.3
Finance & Insurance	41	3.6%	306	2.4%	7.5
Real Estate & Rental & Leasing	83	7.2%	355	2.8%	4.3
Professional, Scientific & Technical Services	107	9.3%	1,317	10.3%	12.3
Management of Companies & Enterprises	1	0.1%	11	0.1%	11.0
Administrative, Support, Waste Management & Remediation Services	27	2.3%	408	3.2%	15.1
Educational Services	30	2.6%	1,425	11.2%	47.5
Health Care & Social Assistance	88	7.7%	1,426	11.2%	16.2
Arts, Entertainment & Recreation	27	2.3%	252	2.0%	9.3
Accommodation & Food Services	120	10.4%	1,565	12.2%	13.0
Other Services (Except Public Administration)	206	17.9%	1,028	8.0%	5.0
Public Administration	36	3.1%	689	5.4%	19.1
Nonclassifiable	79	6.9%	136	1.1%	1.7
Total	1,150	100.0%	12,777	100.0%	11.1

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

E.P.E. - Average Employees Per Establishment

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



Typical wages by job category for the Richmond Metropolitan Statistical Area (MSA) are compared with those of Virginia in the following table:

Typical Wage by Occupation Type		
Occupation Type	Richmond MSA	Virginia
Management Occupations	\$132,700	\$140,300
Business and Financial Occupations	\$76,290	\$85,110
Computer and Mathematical Occupations	\$89,650	\$102,430
Architecture and Engineering Occupations	\$83,000	\$90,700
Community and Social Service Occupations	\$47,520	\$50,570
Art, Design, Entertainment and Sports Medicine Occupations	\$53,770	\$59,950
Healthcare Practitioners and Technical Occupations	\$81,460	\$81,840
Healthcare Support Occupations	\$31,250	\$32,680
Protective Service Occupations	\$43,350	\$47,880
Food Preparation and Serving Related Occupations	\$23,410	\$24,280
Building and Grounds Cleaning and Maintenance Occupations	\$26,570	\$28,060
Personal Care and Service Occupations	\$27,270	\$27,580
Sales and Related Occupations	\$41,890	\$41,140
Office and Administrative Support Occupations	\$38,720	\$39,030
Construction and Extraction Occupations	\$44,750	\$45,530
Installation, Maintenance and Repair Occupations	\$50,590	\$50,540
Production Occupations	\$38,290	\$38,390
Transportation and Moving Occupations	\$34,960	\$38,200

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

Most annual blue-collar salaries range from \$23,410 to \$53,770 within the Richmond MSA. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$92,620. It is important to note that most occupational types within the Richmond MSA have lower typical wages than the state of Virginia's typical wages. Regardless, the subject site is restricted to seniors age 62 and older, many of which are likely to be retired and/or living on fixed incomes.

The ten largest employers within the Richmond area comprise a total of 59,627 employees and are summarized as follows:

Employer Name	Business Type	Total Employed
Capital One Financial Corporation	Financial Services	13,000
Virginia Commonwealth University Health System	Healthcare	9,313
HCA Virginia Health System	Healthcare	7,628
Bon Secours Richmond	Healthcare	7,136
Dominion Virginia Power	Energy	5,433
Amazon	Online Retail	3,950
SunTrust Banks Incorporated	Financial	3,810
Altria Group Incorporated	Manufacturer	3,800
Wells Fargo	Financial	2,902
Anthem Blue Cross and Blue Shield	Health Insurance	2,655
Total		59,627

Source: Greater Richmond Partnership (January 2020)

According to a representative with the Greater Richmond Partnership, the following are significant economic factors impacting the local economy:

Project Name	Investment	Job Creation	Scope of Work/Details
GlaxoSmithKline Consumer Healthcare	\$16.7 million	183	Expansion: Announced in 2019; No timeline at this time
DuPont	\$110.5 million	60	Expansion: Announced in 2020
Carvana	\$25 million	400	Expansion: Announced in 2019; Adding a 191,000 square-foot inspection and recondition center
PPD, Inc.	\$63.7 million	200	Expansion: 42,500 square-foot expansion; Job creation through 2021 Opened: A 10,000 square-foot technology center in 2019; Job creation over two years
Wipro Technologies	\$2 million	200	
Pharmaceutical Product Development, LLC	\$63.7 million	200	Expansion: Announced in 2019; 8,000 square feet of lab space
Kinsale Insurance Company	\$50 million	400	Under Construction: 150,000 square-foot headquarters; ECD fall 2020
The Results Companies	\$1.5 million	600	Expansion: Will open their second call center
Amazon, Inc.	N/A	150	Planned: Announced in 2019; Specialty fulfillment and last-mile delivery center

ECD – Estimated completion date

N/A – Not available

(Continued)

Project Name	Investment	Job Creation	Scope of Work/Details
South Falls I & II	\$150 million	N/A	Under Construction: Phase I to be complete early 2021; Phase II construction is expected to start in fall 2020
VCU Health	\$350 million+	N/A	Under Construction: VCU Health's Children's Pavilion adding a 500,000 square-foot inpatient facility; ECD 2020
VCU Health	\$349.2 million	N/A	Under Construction: 603,000 square-foot healthcare facility; ECD summer 2020
Virginia Commonwealth University	\$121 million	N/A	Approved: The Franklin Street Gym will be demolished in spring 2020 to make room for the new STEM building
Lumber Liquidators	N/A	200	Relocation: Moved headquarters to Henrico County
Facebook	\$1 billion	300	Opened: 970,000 square-foot data center opened in 2019; 150 jobs created; Announced in 2019 the addition of three buildings bringing the square footage to 2.4 million; Job creation for Phase II is 150.
Virginia Center Commons Redevelopment	N/A	N/A	Planned: Several developers have purchased portions of the Virginia Center Commons; Various plans include a \$50 million indoor sports facility ECD 2022; Hotel; Demolition of the former Macy's building to occur spring 2020
Regency Square	N/A	N/A	Redevelopment: Of the Regency Mall; Mixed-use; The Sears building is being demolished to make room for apartments; Surge Trampoline Park will be located in the former Macy's building and ECD February 2020; An \$18 million aquatics center to start construction in 2020 and be complete third quarter 2021; \$30 million for a new Chipotle; MOD Pizza; Panera; Starbucks and infrastructure
Richmond School District	\$150 million	N/A	Under Construction: Three new schools; George Mason Elementary; E.S.H. Greene Elementary School; and a new Elkhardt Thompson Middle School
Dominion Energy	N/A	N/A	Completed: The new 960,000 square-foot mixed-use office building, known as 600 Canal Place, in 2019; A second phase known as 700 Canal Place is awaiting approval
Dominion Energy	\$1 billion	4,300 During Construction	Announced: In 2018 its solar fleet in Virginia and North Carolina; One of the projects being six new solar power plants to power the new Facebook data center which Facebook is also helping pay for; During construction, in both states, 4,300 jobs were created
Owens & Minor	\$15 million	300	Completed: Moved into new location in 2017 at the Riverfront Plaza; Job creation over three years

ECD – Estimated completion date
N/A – Not available

While these announcements likely represent only a portion of the economic expansions expected for the region, they provide clear indications as to the interest in investment and job expansions for the area. Such investment and job expansions will add to the continued growth expected for the area for the foreseeable future.

Infrastructure Projects

- The State Route 636 bridge, which runs over the Rita Branch Creek in Chesterfield County, was originally built in 1951 and replaced in 2019. The \$3.3 million project was completed in August 2019.
- State Route 10, between State Route 1 and Interstate 95 in Chesterfield County, will be widened to six lanes. Work began in 2019 with completion estimated for fall 2020.
- Interstate 95 and State Route 10 will also have work done to help improve the interchange and will be done in phases. The project is expected to begin in spring 2020 and be complete in 2021.
- Lucks Lane is currently undergoing a \$12.5 million widening project that began in 2017 and is expected to be complete in spring 2020. The project includes widening the two-lane road into four lanes from East Evergreen Parkway to State Route 288. Another project on Lucks Lane is also under construction and will widen the roadway from two to four lanes from Spirea Road to East Evergreen Parkway. That portion is also to be complete in spring 2020
- In February 2019, a \$35 million improvement project began at the intersection of Interstate 64 and Airport Drive in Henrico County. The project will include two bridges being replaced and interchange improvements at Airport Drive and Interstate 64. The project is expected to be complete in late 2022.
- Plans for the extension of Nash Road to Route 10 are still in the preliminary engineering phase and construction is to begin in spring 2021 and be complete in spring 2023. The project is estimated at \$30 million.

WARN (layoff notices):

WARN Notices of large-scale layoffs/closures were reviewed on February 24, 2020 and according to the Virginia Employment Commission, there have been 12 WARN notices reported for Richmond over the past 18 months. Following is a table summarizing these notices.

Company	Jobs	Notice Date	Effective Date
Bear Down Logistics	75	2-12-2020	4-13-2020
Aramark	572	1-13-2020	3-13-2020
True Health Diagnostics, LLC	126	9-27-2019	10-1-2019
True Health Diagnostics, LLC	399	7-29-2019	7-29-2019
Northrop Grumman	42	12-5-2019	2-4-2020
Live Well Financial, Inc.	103	5-3-2019	5-3-2019
Goodwill Central and Coastal Virginia (Goodwill Staffing Solutions)	74	3-19-2019	5-30-2019
Spectrum Pharmaceuticals	2	2-13-2019	3-15-2019
Signify Health	132	1-18-2019	3-18-2019
Crothall Healthcare	139	11-15-2018	1-20-2019
Southeast Services Corporation	134	11-29-2018	1-31-2019
DAL Global Services, LLC	92	8-6-2018	10-17-2018

2. EMPLOYMENT TRENDS

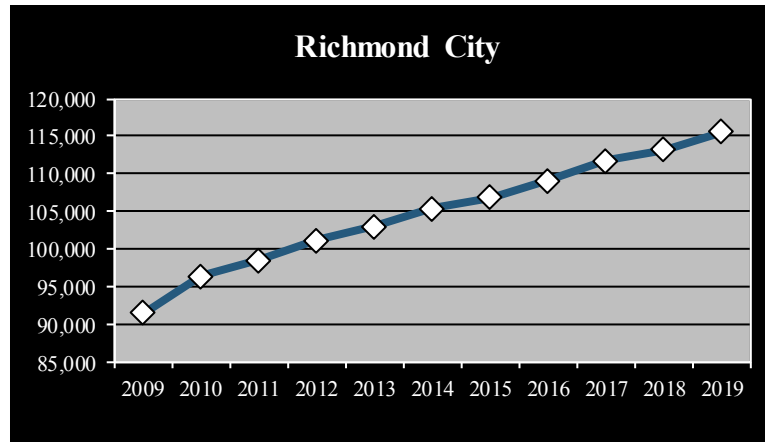
The following tables were generated from the U.S. Department of Labor, Bureau of Labor Statistics and reflect employment trends of the county in which the site is located.

Excluding 2019, the employment base has increased by 7.3% over the past five years in Richmond City, more than the Virginia state increase of 4.6%. Total employment reflects the number of employed persons who live within the county.

The following illustrates the total employment base for the City of Richmond, the state of Virginia and the United States.

Year	Total Employment					
	Richmond City		Virginia		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2009	91,416	-	3,842,516	-	140,696,560	-
2010	96,347	5.4%	3,860,386	0.5%	140,469,139	-0.2%
2011	98,520	2.3%	3,934,326	1.9%	141,791,255	0.9%
2012	101,135	2.7%	3,967,987	0.9%	143,621,634	1.3%
2013	102,949	1.8%	3,995,182	0.7%	145,017,562	1.0%
2014	105,385	2.4%	4,019,470	0.6%	147,313,048	1.6%
2015	106,801	1.3%	4,028,400	0.2%	149,564,649	1.5%
2016	109,125	2.2%	4,069,050	1.0%	151,965,225	1.6%
2017	111,758	2.4%	4,150,132	2.0%	154,271,036	1.5%
2018	113,125	1.2%	4,202,801	1.3%	156,328,502	1.3%
2019	115,590	2.2%	4,289,638	2.1%	158,521,046	1.4%

Source: Department of Labor; Bureau of Labor Statistics

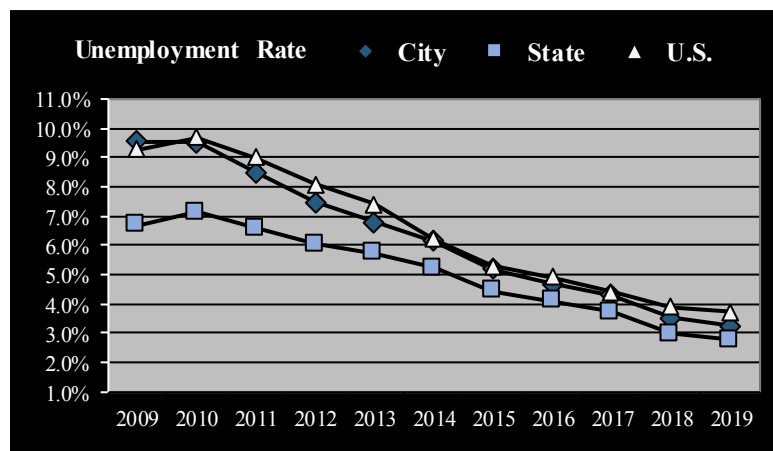


As the preceding illustrates, the City of Richmond employment base has steadily increased by at least 1.2% each year since 2009.

Unemployment rates for the City of Richmond, the state of Virginia and the United States are illustrated as follows:

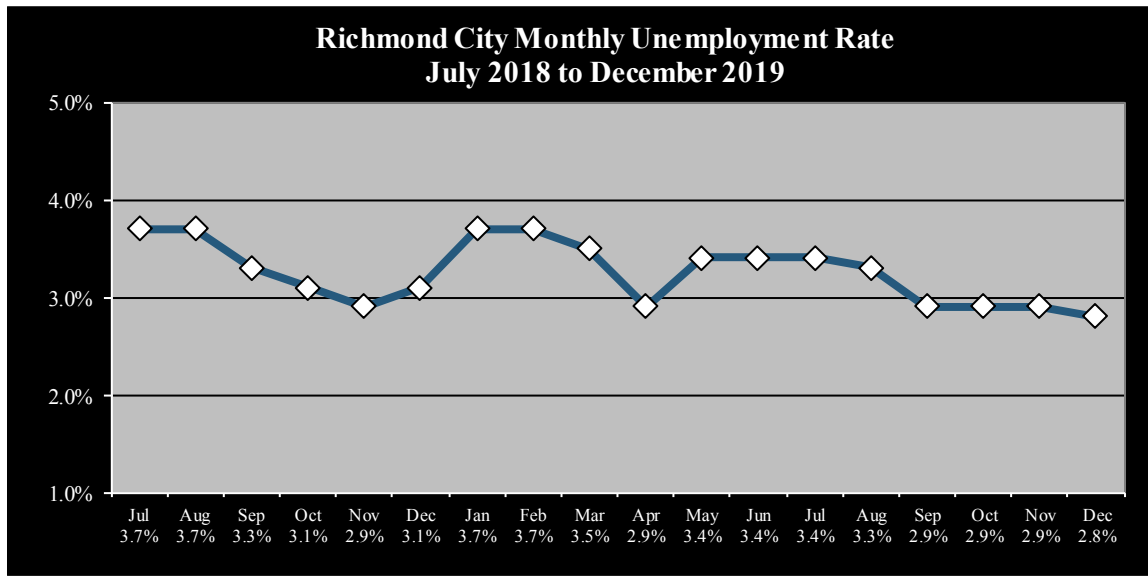
Year	Unemployment Rate		
	Richmond City	Virginia	United States
2009	9.6%	6.7%	9.3%
2010	9.5%	7.2%	9.7%
2011	8.5%	6.6%	9.0%
2012	7.5%	6.0%	8.1%
2013	6.8%	5.7%	7.4%
2014	6.2%	5.2%	6.2%
2015	5.2%	4.4%	5.3%
2016	4.7%	4.1%	4.9%
2017	4.3%	3.7%	4.4%
2018	3.5%	3.0%	3.9%
2019	3.2%	2.8%	3.7%

Source: Department of Labor, Bureau of Labor Statistics



The unemployment rate for the City of Richmond has declined each of the past ten years, to a rate of 3.2% through the end of 2019. This is similar to the state average of 2.8% and lower than the national average of 3.7%.

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



The monthly unemployment rate within the City of Richmond has generally trended downward over the past 18-month period and has remained below 4.0% each month during this time period and below 3.0% each month since September of 2019.

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

In-Place Employment Richmond City			
Year	Employment	Change	Percent Change
2009	150,777	-	-
2010	148,083	-2,694	-1.8%
2011	149,540	1,457	1.0%
2012	148,410	-1,130	-0.8%
2013	147,607	-803	-0.5%
2014	148,477	870	0.6%
2015	149,651	1,174	0.8%
2016	153,128	3,477	2.3%
2017	154,502	1,374	0.9%
2018	155,753	1,251	0.8%
2019*	158,132	2,379	1.5%

Source: Department of Labor, Bureau of Labor Statistics; *Through September

Data for 2018, the most recent year that year-end figures are available, indicates in-place employment in Richmond City to be 137.7% of the total Richmond City employment. This means that Richmond City has more employed persons coming to the county from other counties for work (daytime employment) than those who both live and work there.

3. ECONOMIC FORECAST

Based on information provided by the Greater Richmond Partnership, the State of Virginia Department of Labor and the U.S. Department of Labor, the local economy continues to improve. Since 2009, the employment base within the City of Richmond has increased by more than 24,000 jobs, or 26.4%, and its unemployment rate has declined by over six percentage points through the end of 2019, to 3.2%, its lowest rate within the preceding ten-year period. Additionally, there have been numerous new business/business expansion announcements made within the area over the past two years. Based on these positive economic factors and the demographic growth anticipated, we expect the demand for housing will generally increase.

4. COMMUTING PATTERNS

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

Mode of Transportation	Workers Age 16+	
	Number	Percent
Drove Alone	15,476	71.8%
Carpooled	2,206	10.2%
Public Transit	1,163	5.4%
Walked	1,177	5.5%
Other Means	791	3.7%
Worked at Home	746	3.5%
Total	21,559	100.0%

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

Nearly 72% of all workers drove alone, 10.2% carpooled and 5.4% used public transportation. Given the subject site serves very low-income senior households and is within walking distance of a public bus stop, we anticipate a higher than normal share of site residents' use of public transportation.

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

Travel Time	Workers Age 16+	
	Number	Percent
Less Than 15 Minutes	4,864	22.6%
15 to 29 Minutes	10,368	48.1%
30 to 44 Minutes	4,109	19.1%
45 to 59 Minutes	736	3.4%
60 or More Minutes	735	3.4%
Worked at Home	746	3.5%
Total	21,558	100.0%

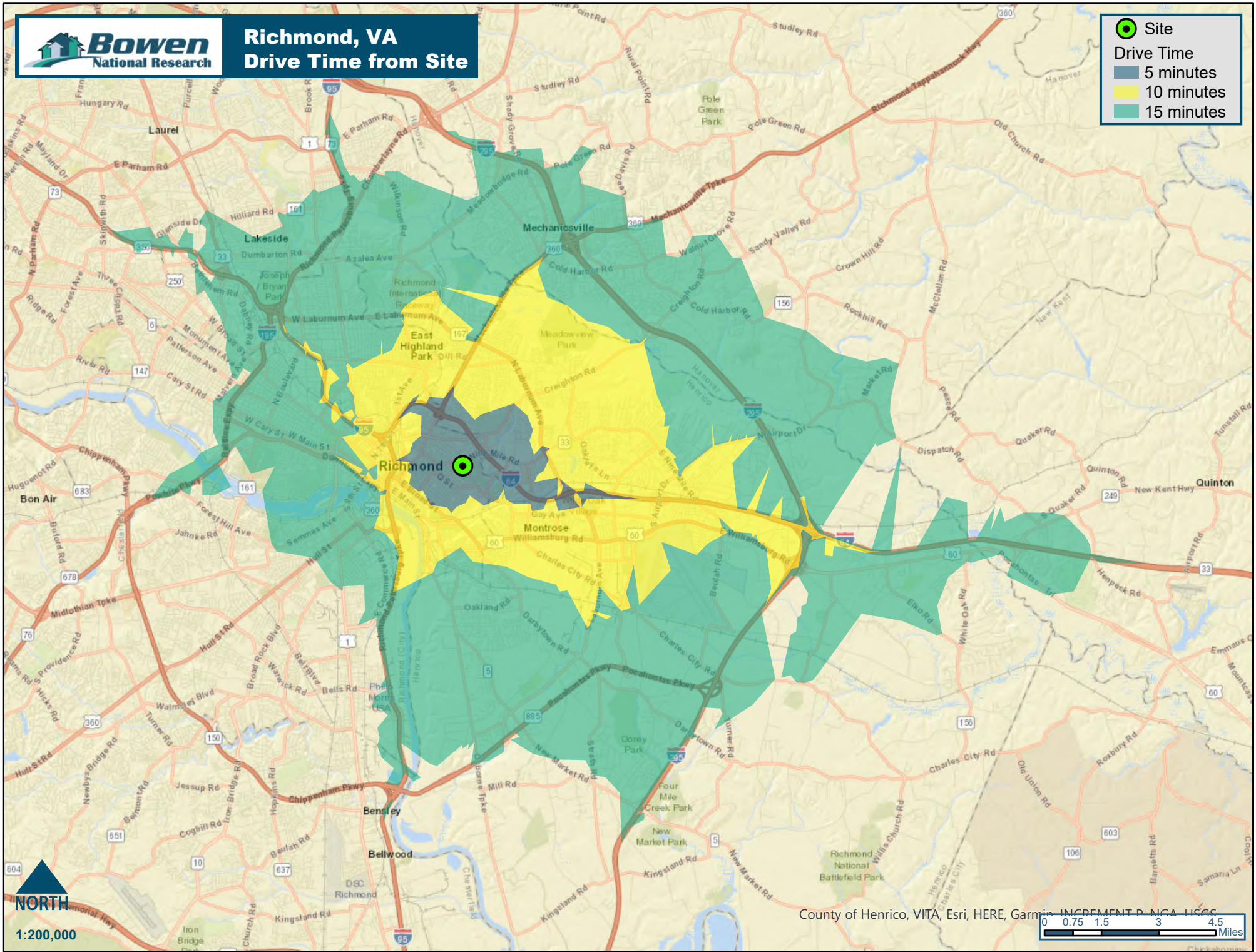
Source: American Community Survey (2013-2017); ESRI; Urban Decision Group; Bowen National Research

The largest share of area commuters has typical travel times to work ranging from 15 to 29 minutes. The subject site is within a 30-minute drive to most of the area's largest employers, which should contribute to the project's marketability among seniors still in the workforce. A drive-time map for the subject site is on the following page.



Richmond, VA Drive Time from Site

● Site
Drive Time
■ 5 minutes
■ 10 minutes
■ 15 minutes



NORTH
1:200,000

County of Henrico, VITA, Esri, HERE, Garmin, INCREMENT P, NCA, USGS
0 0.75 1.5 3 4.5 Miles

V. Rental Housing Analysis (Supply)

A. OVERVIEW OF RENTAL HOUSING

The distributions of the area housing stock within the Richmond Site PMA in 2010 and 2020 (estimated) are summarized in the following table:

Housing Status	2010 (Census)		2020 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	18,698	87.0%	21,254	88.7%
Owner-Occupied	7,995	42.8%	8,673	40.8%
Renter-Occupied	10,703	57.2%	12,581	59.2%
Vacant	2,794	13.0%	2,706	11.3%
Total	21,492	100.0%	23,960	100.0%

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

Based on a 2020 update of the 2010 Census, of the 23,960 total housing units in the market, 11.3% were vacant. Note that both the number and share of vacant housing units declined between 2010 and 2020, a good indication of a well-performing and improving overall housing market. Nonetheless, we conducted a Field Survey of Conventional Rentals to better determine the strength of the long-term rental market within the Richmond Site PMA.

Conventional Apartments

We identified and personally surveyed 30 conventional rental housing projects containing a total of 3,787 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 95.6%, a stable rate for rental housing. Each rental housing segment surveyed is summarized in the following table.

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-Rate	10	1,734	115	93.4%
Market-Rate/Tax Credit	1	96	5	94.8%
Tax Credit	13	1,366	36	97.4%
Tax Credit/Government-Subsidized	6	591	10	98.3%
Total	30	3,787	166	95.6%

All rental housing segments surveyed report overall occupancy rates of 93.4% or higher. It is of note, however, that all segments that offer some type of affordable (i.e. Tax Credit and/or government-subsidized) component are 94.8% occupied or higher. This is a good indication that such product is in high demand within the Site PMA. It is also important to point out that all of the vacant units reported in the preceding table are located within general-occupancy (family) properties. Conversely, all age-restricted product surveyed is 100.0% occupied, a clear indication of pent-up demand for such product within the Richmond market.

Tax Credit Property Disclosure: In addition to the 20 Tax Credit properties surveyed, we also identified six (6) additional properties within the Site PMA that operate under the Low-Income Housing Tax Credit (LIHTC) program that we were unable to survey at the time of this report. The known details of these projects based on previous surveys conducted by Bowen National Research in the Richmond area and from our review of the state Tax Credit allocation list are summarized in the following table:

Name	Location	Year Built/ Renovated	Total Units	Target Population	Occupancy at Last Survey
Bacon Retirement Community	815 N. 35 th St.	1913/1999	58	Seniors; 50% & 60% AMHI	100.0%; No Waitlist (February 2019)
Bowler Retirement Community	608 N. 26 th St.	1910/1998	62	Seniors; 50% & 60% AMHI	100.0%; No Waitlist (February 2019)
Churchill House	2400 Burton St.	2007	137	Seniors; 50% AMHI & Section 8	100.0%; 100 H.H. Waitlist (May 2018)
Fairmont House	1501 N. 21 st St.	1985/2007	160	Seniors; 50% & 60% AMHI & Section 8	100.0%; 75 H.H. Waitlist (May 2018)
Henrico Arms	1664 Henrico Arms Pl.	1974/2003	232	Families; 60% AMHI & Section 8	100.0%; 350-400 H.H. Waitlist (January 2019)
Reflections	461 Lou's Lore Ln.	2002	104	Seniors; 40% & 50% AMHI	100.0%; 3 Year Waitlist (January 2019)

H.H. – Households

As the preceding illustrates, five of the properties unable to be surveyed target senior households and will likely have some competitive overlap with the subject project. The properties unable to be surveyed have been excluded from our survey and thus comparable/competitive analysis. They have, however, been considered in our market penetration rate calculation included in *Section VII*.

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

Market-Rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
Studio	1.0	19	1.1%	1	5.3%	\$1,061
One-Bedroom	1.0	868	48.0%	57	6.6%	\$1,221
Two-Bedroom	1.0	211	11.7%	6	2.8%	\$1,474
Two-Bedroom	1.5	134	7.4%	11	8.2%	\$1,483
Two-Bedroom	2.0	438	24.2%	35	8.0%	\$1,639
Two-Bedroom	2.5	78	4.3%	3	3.8%	\$1,658
Three-Bedroom	1.0	24	1.3%	0	0.0%	\$1,082
Three-Bedroom	2.0	22	1.2%	2	9.1%	\$1,869
Three-Bedroom	2.5	5	0.3%	2	40.0%	\$1,949
Three-Bedroom	3.0	9	0.5%	1	11.1%	\$1,883
Total Market-Rate		1,808	100.0%	118	6.5%	-

Tax Credit, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
Studio	1.0	19	1.2%	0	0.0%	\$756
One-Bedroom	1.0	446	29.1%	11	2.5%	\$814
Two-Bedroom	1.0	502	32.7%	29	5.8%	\$991
Two-Bedroom	1.5	12	0.8%	5	41.7%	\$1,191
Two-Bedroom	2.0	267	17.4%	3	1.1%	\$1,112
Two-Bedroom	2.5	8	0.5%	0	0.0%	\$932
Three-Bedroom	1.0	114	7.4%	0	0.0%	\$1,162
Three-Bedroom	1.5	15	1.0%	0	0.0%	\$1,108
Three-Bedroom	2.0	111	7.2%	0	0.0%	\$1,352
Three-Bedroom	2.5	7	0.5%	0	0.0%	\$1,387
Four-Bedroom	2.0	32	2.1%	0	0.0%	\$1,336
Total Tax Credit		1,533	100.0%	48	3.1%	-

The market-rate units are 93.5% occupied and the non-subsidized Tax Credit units are 96.9% occupied. A variety of bedroom types are offered among both non-subsidized rental housing segments. Although some bedroom types report high vacancy rates, this is reflective of no more than five (5) vacancies among unit types which are limited in number among the surveyed Tax Credit properties. The generally low vacancy rates and small number of vacant units are good indications of strong demand for non-subsidized Tax Credit product among households of all sizes within the Site PMA. Also note the lower median gross rents reported among most Tax Credit unit types as compared to similar market-rate units surveyed. These lower median gross rents, along with the 96.9% occupancy rate, are good indications that non-subsidized Tax Credit product represents a good value within the market.

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

Year Built	Projects	Units	Vacancy Rate
Before 1970	8	901	3.8%
1970 to 1979	1	100	0.0%
1980 to 1989	0	0	0.0%
1990 to 1999	3	513	4.9%
2000 to 2009	3	404	0.5%
2010 to 2014	4	489	6.5%
2015	0	0	0.0%
2016	0	0	0.0%
2017	2	288	10.4%
2018	4	601	5.5%
2019	0	0	0.0%
2020*	2	45	22.2%

*As of February

Although the newest product surveyed reports the highest vacancy rate, this is due to one general-occupancy Tax Credit property (Armstrong Renaissance Family 1A) which is still within its initial lease-up period after opening between January and March of 2020.

We identified and surveyed a total of five Tax Credit properties (subsidized and non-subsidized) which opened since 2018 within the Richmond Site PMA. The following table summarizes the absorption trends as available for these surveyed properties:

Absorption Trends of Recently Opened Tax Credit Properties									
Map ID	Project Name	Population	Total Units	Occ. Rate	Start of Preleasing	Date of Opening	Date of Stabilized Occupancy*	Absorption Rate	
								From Preleasing	From Opening
1	Apartments at Kingsridge I	Family	72	100.0%	6/2018	10/2018	12/2018	9-10 UPM	22 UPM
3	Armstrong Renaissance Family 1A	Family	60	83.3%	8/2019	1/2020	N/A	7 UPM	25 UPM
4	Armstrong Renaissance Senior 1B	Senior	45	100.0%	8/2019	11/2019	12/2019	8-9 UPM	21 UPM
13	Goodwyn at Union Hall	Family	52	100.0%	7/2018	2/2019	6/2019	3-4 UPM	9-10 UPM
21	Oliver	Family	53	90.6%	11/2019	1/2020	N/A	12 UPM	24 UPM

*93.0% occupancy or higher
 UPM – Units Per Month
 N/A – Not applicable/Not yet achieved

It is likely the effective absorption rates for these properties fall somewhere between the preleasing and opening date absorption rates detailed in the preceding table. Regardless, these recently completed/opened Tax Credit properties generally experienced good to rapid absorption rates upon entrance to the Richmond rental market. It is also of note that Armstrong Renaissance Senior 1B is phase one of the subject property. The preceding factors have been considered in our absorption projections for the subject property.

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

Market-rate			
Quality Rating	Projects	Total Units	Vacancy Rate
A	4	654	7.0%
B+	4	609	7.7%
B-	1	395	6.3%
C	2	150	0.0%

Non-Subsidized Tax Credit			
Quality Rating	Projects	Total Units	Vacancy Rate
A	1	45	22.2%
B+	7	322	2.2%
B	4	414	0.5%
B-	2	222	7.7%
C+	1	218	1.4%
C	1	256	0.0%
C-	1	56	16.1%

Tax Credit product surveyed in the market varies in quality as evident by the quality ratings assigned by our analyst and included in the preceding table. Most properties, however, are considered to be of relatively good overall condition. The proposed subject project is expected to have an excellent overall quality/condition upon completion which is expected to contribute to the subject's marketability within the Richmond market. Note the high vacancy rate reported for the highest quality property surveyed is reflective of vacant units at Armstrong Renaissance Family 1A, a newly opened property still within its initial lease-up period.

Government-Subsidized

The unit distribution of the government-subsidized projects surveyed within the Site PMA is summarized as follows:

Subsidized Tax Credit					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
One-Bedroom	1.0	112	25.1%	0	0.0%
Two-Bedroom	1.0	206	46.2%	0	0.0%
Two-Bedroom	1.5	6	1.3%	0	0.0%
Two-Bedroom	2.0	11	2.5%	0	0.0%
Three-Bedroom	1.0	91	20.4%	0	0.0%
Three-Bedroom	2.0	11	2.5%	0	0.0%
Three-Bedroom	2.5	9	2.0%	0	0.0%
Total Subsidized Tax Credit		446	100.0%	0	0.0%

The subsidized units surveyed all also operate under the Tax Credit program and are 100.0% occupied, demonstrating significant and pent-up demand for rental product affordable to very low-income households within the Site PMA. As the subject property will offer a subsidy on all units, the project will have units affordable to very low-income households which will enhance marketability of the property within the market and help alleviate some of the pent-up demand for such product in the Site PMA.

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

B. SURVEY OF COMPARABLE/COMPETITIVE PROPERTIES

The proposed subject project will target senior (age 62 and older) households earning up to 40%, 50%, and 60% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. In addition, the subject project will also operate under the HUD Section 8 program with a direct subsidy available to all 45 units. For the purpose of this analysis, however, we only select comparable *non-subsidized* LIHTC properties as these properties provide the most accurate representation of achievable non-subsidized Tax Credit rents within the Richmond market.

Within the Site PMA, we identified and surveyed a total of three *non-subsidized* age-restricted LIHTC properties which offer unit types similar to those proposed for the subject project, in terms of bedroom type and/or targeted income level.

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

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Church Hill North Phase 2B	2021	45	-	-	-	Seniors 62+; 40%, 50% & 60% AMHI & Section 8
7	Carter Woods I & II	2004	152	100.0%	1.5 Miles	30 HH	Seniors 62+; 40%, 50%, & 60% AMHI
9	Darby House	2006	108	100.0%	3.1 Miles	116 HH	Seniors 62+; 40% & 50% AMHI
26	Somanath Senior Apts. at Beckstoffer's	2013	39	100.0%	0.5 Miles	30 HH	Seniors 55+; 40% & 50% AMHI

OCC. – Occupancy
 HH - Households

The three LIHTC projects have a combined occupancy rate of 100.0% and all three maintain waiting lists of up to 116-households for their next available units. These are clear indications of strong and pent-up demand for additional senior-oriented LIHTC product in this market.

It is also important to point out that although not selected for this analysis due to the presence of a project-based subsidy, phase one of the subject property (Armstrong Renaissance Senior 1B – Map ID 4) opened in November of 2019 and is also 100.0% occupied. Based on information provided at the time of this analysis, this aforementioned property experienced an average absorption of approximately eight to nine units per month from the beginning of preleasing (August 2019) or 21 units per month from the time of opening (November 2019). This is further indication of the strong and pent-up demand for LIHTC product similar to that proposed for the subject site.

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

Map I.D.	Project Name	Total Units	Number of Vouchers	Share of Vouchers
7	Carter Woods I & II	152	N/A	-
9	Darby House	108	12	11.1%
26	Somanath Senior Apts. at Beckstoffer's	39	6	15.4%
	Total	147	18	12.2%

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

There is a total of approximately 18 voucher holders residing at the comparable properties for which this information was available within the market. This comprises 12.2% of the 147 total non-subsidized LIHTC units offered among these properties. This is considered a low share of voucher support and is a good indication that the gross rents at these properties are achievable within the Richmond market and will serve as accurate benchmarks with which to compare the subject project.

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

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)		Rent Special
		One-Br.	Two-Br.	
Site	Church Hill North Phase 2B	\$648/40% (5)* \$810/50% (18)* \$932/60% (20)	\$1,067/60% (2)	-
7	Carter Woods I & II	\$614/40% (16/0) \$769/50% (31/0) \$924/60% (44/0)	\$737/40% (20/0) \$927/50% (10/0) \$1,112/60% (31/0)	None
9	Darby House	\$615/40% (11/0) \$764/50% (65/0)	\$907/50% (32/0)	None
26	Somanath Senior Apts. at Beckstoffer's	\$610/40% (11/0) \$765/50% (18/0)	\$735/40% (5/0) \$920/50% (5/0)	None

*Reflective of maximum allowable LIHTC rent as proposed contract rent under Section 8 program exceeds maximum allowable LIHTC rent limit

The subject's proposed gross Tax Credit rents will be some of the highest in the market, relative to similar unit types among the comparable properties. They are, however, similar to, if not lower than, those reported at Carter Woods I & II (Map ID 7). Thus, the subject rents are considered appropriate for and marketable within the Richmond Site PMA. Nonetheless, the subject project will operate with a project-based Section 8 subsidy available to all 45 units. This will allow tenants of the property to pay up to 30% of their adjusted gross rent, rather than the proposed Tax Credit rents reflected in the preceding table. The availability of this subsidy will ensure the subject project represents a significant value within the Richmond Site PMA.

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

Map I.D.	Project Name	Square Footage	
		One-Br.	Two-Br.
Site	Church Hill North Phase 2B	652	1,034
7	Carter Woods I & II	600	800
9	Darby House	620 - 643	883
26	Somanath Senior Apts. at Beckstoffer's	552	839 - 843

Map I.D.	Project Name	Number of Baths	
		One-Br.	Two-Br.
Site	Church Hill North Phase 2B	1.0	2.0
7	Carter Woods I & II	1.0	2.0
9	Darby House	1.0	2.0
26	Somanath Senior Apts. at Beckstoffer's	1.0	2.0

The subject project will offer some of the largest one-bedroom units, and the largest two-bedroom units, among the comparable properties, in terms of square feet. This is expected to create a competitive advantage for the subject project and will contribute to the subject's ability to achieve premium rents within the Richmond market.

The following tables compare the appliances and the unit and project amenities of the subject site with existing Tax Credit properties in the market.

Tax Credit Unit Amenities by Map ID					
	Site**	7	9	26	
Appliances	Dishwasher	X	X	X	X
	Disposal	X	X	X	
	Icemaker				
	Microwave				
	Range	X	X	X	X
	Refrigerator	X	X	X	X
	No Appliances				
Unit Amenities	AC-Central	X	X	X	X
	AC-Other				
	Balcony	X			
	Deck / Patio	X			
	Basement				
	Ceiling Fan		S		
	Controlled Access	X		X	X
	E-Call System	X	X	X	X
	Fireplace				
	Furnished				
	Security System				
	Sunroom				
	W/D Hookup				
	W/D				S
	Walk-In Closet				
Window Treatments	X	X	X	X	
Flooring	Carpet		X	X	X
	Ceramic Tile				
	Composite (VCT)(LVT)				
	Hardwood			X	
	Finished Concrete				
	Vinyl	X	X	X	X
	Wood Laminate / Plank		X		
Upgraded	Premium Appliances				
	Premium Countertops				
	Premium Cabinetry				
	Premium Fixtures				
	High Ceilings				
	Vaulted Ceilings				
	Crown Molding				
	Oversized Windows				
Parking	Attached Garage				
	Detached Garage				
	Surface Lot	X	X	X	X
	Carport				
	Property Parking Garage				
	Podium Parking				
	No Provided Parking				

** Proposed Site(s): Church Hill North Phase 2B (Site for 20-220)

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

* Details in Comparable Property Profile Report

Tax Credit Property Amenities by Map ID

	Site**	7	9	26
Bike Racks / Storage				
Business Center *		X	X	X
Car Care *				
Common Patio			X	
Community Garden				X
Community Space				
Activity / Craft Room				
Chapel				
Clubhouse				
Conference Room				
Community Kitchen				
Community Room	X	X	X	X
Dining Room - Private				
Dining Room - Public				
Rooftop Lounge				
Study Lounge				
TV Lounge				
Concierge Service *				
Convenience Amenities *			X	
Courtyard				
Covered Outdoor Area *			X	
Elevator	X	X	X	X
Laundry Room	X	X	X	X
Meals				
On-Site Management	X	X	X	X
Pet Care *				
Recreation				
Basketball				
Bocce Ball				
Firepit				
Fitness Center		X	X	
Grill				
Game Room - Billiards				
Hiking - Walking Trail			X	
Hot Tub				
Library			X	
Media Room / Theater				
Picnic Table / Area	X		X	
Playground				
Putting Green				
Racquetball				
Shuffleboard				
Sports Court				
Swimming Pool - Indoor				
Swimming Pool - Outdoor				
Tennis				
Volleyball				
Security				
CCTV				
Courtesy Officer				
Gated Community			X	
Gated Parking				
Police Substation				
Social Services *	X	X	X	X
Storage - Extra				
Water Feature				
WiFi				

** Proposed Site(s): Church Hill North Phase 2B (Site for 20-220)

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

* Details in Comparable Property Profile Report

The proposed amenity package for the subject project is competitive with those offered among the comparable age-restricted LIHTC properties, both in terms of unit and project amenities. The subject property does not appear to lack any key amenities that would adversely impact its marketability as a LIHTC property within the Richmond Site PMA. This is particularly true when considering the high occupancy rates maintained among the comparable properties and the available Section 8 subsidy to be provided at the subject project.

Comparable/Competitive Tax Credit Summary

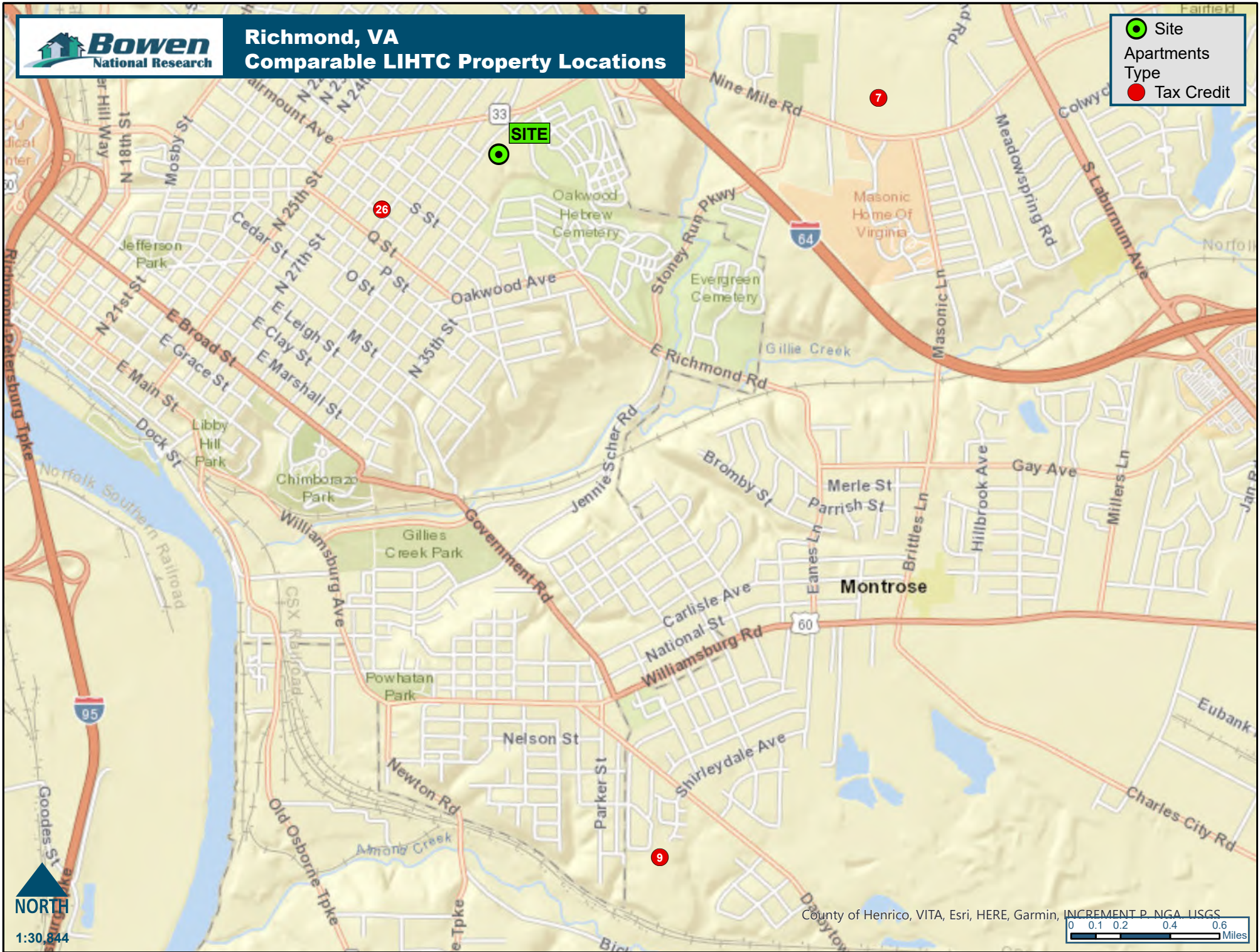
The three comparable age-restricted LIHTC properties are all 100.0% occupied and three maintain waiting lists of up to 116-households. The proposed subject project is expected to help alleviate a portion of this pent-up demand for additional age-restricted LIHTC product. The subject's proposed gross Tax Credit rents are among the highest in the market but are very competitive with those reported at Carter Woods I & II (Map ID 7), which is 100.0% occupied as previously mentioned. Thus, the subject rents are considered appropriate for this market. Regardless, a project-based Section 8 subsidy will be provided to all subject units, which will allow tenants of the property to only pay up to 30% of their income towards rent. In terms of design, the subject property will generally offer the largest units among the comparable properties in terms of square footage and will include a very competitive overall amenity package. Based on the preceding factors, the subject project is considered marketable as proposed.

A map depicting the location of the most comparable LIHTC properties is included on the following page.



Richmond, VA Comparable LIHTC Property Locations

- Site
- Apartments
- Type
- Tax Credit



NORTH
1:30,844

County of Henrico, VITA, Esri, HERE, Garmin, INCREMENT P, NGA, USGS
0 0.1 0.2 0.4 0.6 Miles

C. PLANNED MULTIFAMILY DEVELOPMENT

According to local Planning representatives and through extensive online research, and our review of the state Tax Credit allocation list, it was determined that there are several rental housing projects currently planned and/or under construction within the Site PMA. The known details of these planned developments are summarized as follows.

Project Name & Address	Type	Units	Developer	Status/Details
Glenwood Ridge Apartments 3801 Glenwood Avenue	Tax Credit & Section 8	82	Humanities Foundation	Under Construction: Allocated LIHTC finding 2016; General-occupancy units at 40%, 50%, and 60% AMHI; 20 units are Project Based Section 8; Tax Credit rents range from \$783 to \$1,147; ECD summer 2020.
Kingsridge II SW Corner of Kingsridge Pkwy & N. Laburnum Ave	Tax Credit	71	Community Housing Partners	Under Construction: 36 two-bedroom, 35 three-bedroom units targeting general-occupancy households earning up to 50% and 60% AMHI; Rents will range from \$740 to \$890 for a two-bedroom and \$835 to \$995 for a three-bedroom; eight (8) two-bedroom units are anticipated to operate with project-based Section 8 Vouchers
Church Hill North 2A (Family) AKA Armstrong Renaissance 1611 North 31st Street	Tax Credit & Section 8	70	The Community Builders	Under Construction: General-occupancy; Allocated LIHTC funding in 2018; Property to offer eight (8) units at 40% AMHI, 20 at 50% AMHI, and 33 at 60% AMHI; All 40% and 17 units at 50% AMHI to operate with Section 8 subsidy; ECD 9/2020
The Oliver (fka Herod Seed) 904 Oliver Hill Way	Tax Credit	111	Zack Frederick	Under Construction: General-occupancy project allocated LIHTC funding 2017; Includes 146 one-bedrooms at 60% AMHI and 18 two-bedrooms at 60%; Rents range from \$922 to \$1,101; 53 of 164 total units were completed in January 2020 and are rented, remainder to be completed by winter 2020.
Main 2525 2525 East Main Street	Market-Rate	215	McFarlane Partners	Under Construction: Mixed-use; luxury apartments; Six-story apartment building with studios, one-, and two-bedroom units; Rents will range from \$895 to \$2,295; 7,400 sf commercial space; 240 parking spaces; ECD July 2020
Venable Street Development 1900 Venable Street	Tax Credit	50	Genesis	Approved: Allocated LIHTC funding 2018; Will offer general-occupancy units at 40%, 50% and 60% AMHI, with 10 one-bedrooms, 30 two-bedrooms and 10 three-bedrooms; Rents to range from \$472 to \$1,047 and square footages range from 524 to 942 square feet; Select units may be Section 8; Construction to begin early 2020.
Cool Lane Apartments 1900 Cool Lane	Tax Credit	86	Virginia Supportive Housing	Planned: Allocated LIHTC funding 2019; Adaptive reuse of a former 1977 built nursing home; For lower-income adults and formerly homeless earning up to 50% of AMHI; 43 of the units are anticipated to operate under the Section 8 program; Proposed collected non-subsidized Tax Credit rents will be \$725; ECD December 2021
Line at Fulton Yard 201 Orleans Street	Market-Rate	535	Zimmer Development	Under Review: 20 acre mixed-use with 106,000 square feet of retail and office space; Phase I will include three five-story mixed-use buildings with 216 apartments and 3,200 square feet of retail space; Later phases to include 319 apartments and office & commercial space; Plans to break ground by summer 2020.

ECD - Estimated completion date

(Continued)

Project Name & Address	Type	Units	Developer	Status/Details
TBD 2801 East Main Street	Market-Rate	144	Rocketts View SCP LLC	Planned: Approved May 2019 for apartments, pool deck and 4,000 square feet of common space with fitness center; 134 parking spaces; No permits have been issued
Shiplock Views 2801 East Main Street	Market-Rate	N/A	David White and Louis Salomonsky	Proposed: Located at the end of Tobacco Row; Approved for rezoning in March 2017.
Bickerstaff Crossing 1401 Bickerstaff Road (Just south of PMA)	Tax Credit	60	Balzer & Associates	Planned: Allocated LIHTC funding in 2018; Plans call for 30 two-bedrooms targeting general-occupancy households earning 50% or 60% AMHI & 30 three-bedroom units at 60% AMHI; Eight units will have Section 8 Project-Based Vouchers; Amenities include: multipurpose room, exercise room, computer center, playground and picnic pavilion; 120 parking spaces

TBD - To be determined

N/A - Not Available

ECD - Estimated completion date

As detailed in the preceding table, all of the projects currently in the development pipeline within the Site PMA are expected to operate as general-occupancy LIHTC and/or unrestricted market-rate properties. Therefore, the currently planned/proposed projects for the market are not expected to be directly competitive with the proposed age-restricted subject project and have not been considered in our demand estimates later in this report.

D. ANTICIPATED IMPACT ON EXISTING TAX CREDIT PROPERTIES

The anticipated occupancy rates of the existing and surveyed comparable/competitive Tax Credit developments during the first year of occupancy at the subject property are as follows:

Map I.D.	Project	Current Occupancy Rate	Anticipated Occupancy Rate Through 2021
7	Carter Woods I & II	100.0%	95.0% +
9	Darby House	100.0%	95.0% +
26	Somanath Senior Apts. at Beckstoffer's	100.0%	95.0% +

The comparable/competitive LIHTC properties are all currently 100.0% occupied. Further, all three maintain waiting lists of up to 116-households for their next available units. These are clear indications of strong and pent-up demand for age-restricted LIHTC product in the Richmond market. It is also of note that the subject property will effectively operate with a project-based Section 8 subsidy as compared to the three comparable properties which do not offer any type of subsidy. The subsidy availability at the subject project is expected to reduce the amount of competitive overlap between the subject project and the comparable properties surveyed. Due to the preceding factors and considering the depth of support (demand estimates) for the subject project and the existing properties, we do not anticipate the subject project having any adverse impact on

future occupancy rates among existing comparable LIHTC product in the market. In fact, the subject property is expected to help alleviate a portion of the pent-up demand for additional senior-oriented LIHTC product in this market.

E. BUY VERSUS RENT ANALYSIS

According to ESRI, the median home value within the Site PMA was \$154,628. At an estimated interest rate of 4.5% and a 30-year term (and 95% LTV), the monthly mortgage for a \$154,628 home is \$930, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price - ESRI	\$154,628
Mortgaged Value = 95% of Median Home Price	\$146,897
Interest Rate - Bankrate.com	4.5%
Term	30
Monthly Principal & Interest	\$744
Estimated Taxes and Insurance*	\$186
Estimated Monthly Mortgage Payment	\$930

*Estimated at 25% of principal and interest

In comparison, the collected Tax Credit rents for the subject property range from \$586 to \$982 per month. While it is possible that some potential tenants of the subject project could afford the monthly payments required to own a home in this market, the number that could also afford the down payment, routine maintenance costs, and/or utility costs associated with such a home is considered minimal. Further, the Section 8 subsidy to be provided at the subject project must also be considered, as tenants of the property will effectively pay only 30% of their income towards rent, rather than the proposed rents evaluated throughout this report. Further, as the subject project will be restricted to seniors, it is likely that the property will actually attract some senior homeowners looking to downsize to a smaller maintenance-free rental alternative. Based on the preceding factors, we do not anticipate any competitive impact on or from the homebuyer market.

VI. Achievable Market Rent Analysis

A. INTRODUCTION

We identified five market-rate properties within the Richmond Site PMA that we consider most comparable to the subject project in terms of building design, unit type, age, and amenities offered. These selected properties are used to derive market rent for a project with characteristics similar to the proposed subject development and the subject property's market advantage. It is important to note that, for the purpose of this analysis, we only select market-rate properties. Market-rate properties are used to determine rents that can be achieved in the open market for the proposed subject units without maximum income and rent restrictions.

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

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

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

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

It is important to note that one or more of the selected properties may be more similar to the subject property than others. These properties are given more weight in terms of reaching the final achievable market rent determination. While monetary adjustments are made for various unit and project features, the final market rent determination is based upon the judgments of our market analysts.

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

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)		
					One-Br.	Two-Br.	Three-Br.
Site	Church Hill North Phase 2B	2021	45	-	43 (-)	2 (-)	-
5	Artisan Hill Apts.	2018	213	96.7%	46 (89.1%)	167 (98.8%)	-
8	Cedar Broad Apts.	2010	204	95.1%	142 (97.2%)	51 (96.1%)	11 (63.6%)
16	Lakefield Mews	1992	395	93.7%	83 (92.8%)	296 (93.6%)	16 (100.0%)
24	Shockoe Valley View I	2014	150	88.7%	90 (91.1%)	60 (85.0%)	-
25	Shockoe Valley View II	2017	87	86.2%	26 (92.3%)	52 (82.7%)	9 (88.9%)

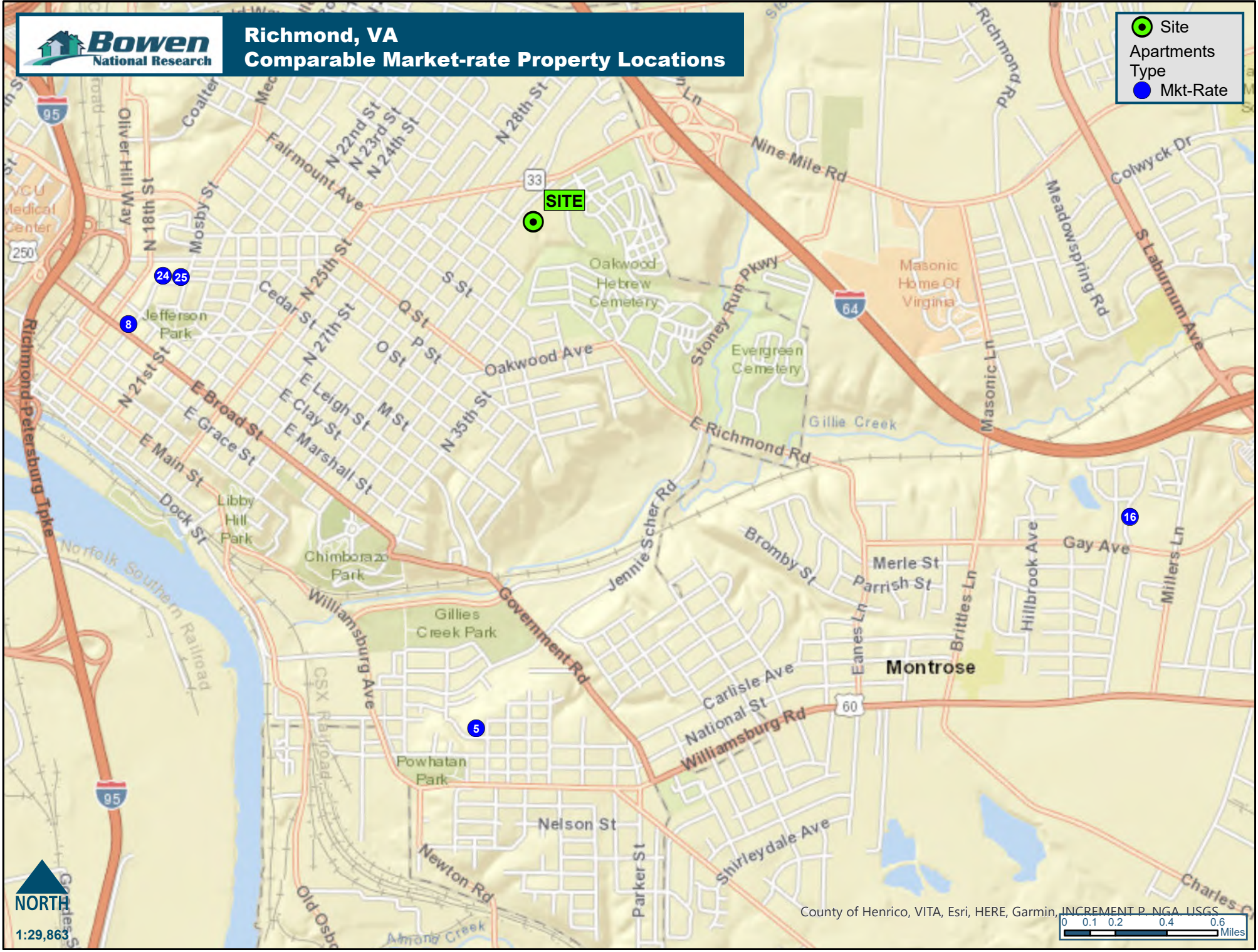
Occ. – Occupancy

The five selected market-rate projects have a combined total of 1,049 units with an overall occupancy rate of 93.2%. The occupancy rates reported among the selected properties indicate these properties have been well received within the Richmond market and will provide an accurate benchmark with which to compare the subject property.

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

Richmond, VA Comparable Market-rate Property Locations

-  Site
-  Apartments
-  Type
-  Mkt-Rate



Rent Comparability Grid

Unit Type → **ONE-BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Church Hill North Phase 2B		Artisan Hill Apts.		Cedar Broad Apts.		Lakefield Mews		Shockoe Valley View I		Shockoe Valley View II	
3201 South Rabza Boulevard		1000 Carlisle Ave		1820 E Broad St		4431 Lakefield Mews Dr		1904 Cedar St		1904 Cedar St	
Richmond, VA		Richmond, VA		Richmond, VA		Richmond, VA		Richmond, VA		Richmond, VA	
A.	Rents Charged	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$1,185		\$1,100		\$1,080		\$1,159		\$1,159	
2	Date Surveyed	Feb-20		Feb-20		Feb-20		Feb-20		Feb-20	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	89%		97%		92%		91%		92%	
5	Effective Rent & Rent/ sq. ft	\$1,185	2.19	\$1,100	2.01	\$1,080	1.68	\$1,159	1.92	\$1,159	1.92
B.	Design, Location, Condition	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	EE/3		EE/4,5		WU/2		EE/4		EE/3,4	
7	Yr. Built/Yr. Renovated	2021	\$3	2010	\$11	1992	\$29	2014	\$7	2017	\$4
8	Condition/Street Appeal	E		E		G	\$15	E		E	
9	Neighborhood	G		G		G		G		G	
10	Same Market?	Yes		Yes		Yes		Yes		Yes	
C.	Unit Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	1		1		1		1		1	
12	# Baths	1		1		1		1		1	
13	Unit Interior Sq. Ft.	652	\$54	547	\$51	644	\$4	603	\$24	603	\$24
14	Patio/Balcony	Y		N	\$5	Y		Y		Y	
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	N/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)
18	Washer/Dryer	L	(\$35)	W/D	(\$35)	HU/L	(\$10)	W/D	(\$35)	W/D	(\$35)
19	Floor Coverings	V		W		C/V/L		W/C		W/C	
20	Window Treatments	Y		Y		Y		Y		Y	
21	Secured Entry	Y		N	\$3	N	\$3	Y		Y	
22	Garbage Disposal	Y		Y		Y		Y		Y	
23	Ceiling Fan/E-Call System	Y/Y	\$5	Y/N	\$5	Y/N	\$5	Y/N	\$5	Y/N	\$5
D.	Site Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	NONE		LOT/\$0	(\$10)	STREET		LOT/\$0	(\$10)	STREET	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Features	N		N		N		N		N	
27	Community Space	Y		Y		Y		Y		Y	
28	Pool/Recreation Areas	N		P/F/S/MT/G	(\$24)	F	(\$5)	P/S/L	(\$16)	P/F	(\$15)
29	Computer/Business Center	N		N		N		Y	(\$3)	Y	(\$3)
30	Picnic Area/Storage	Y/N	\$3	N/N	\$3	Y/N		Y/N		Y/N	
31	Cable/Internet Svcs. Included	N/N	(\$85)	Y/Y	(\$85)	N/N		Y/Y	(\$85)	Y/Y	(\$85)
32	Social Services	Y	\$10	N	\$10	N	\$10	N	\$10	N	\$10
E.	Utilities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	Y/Y	\$62	N/N	\$62	N/N	\$62	N/N	\$62	N/N	\$62
39	Trash/Recycling	Y/N		Y/N		Y/N		Y/N		Y/N	
F.	Adjustments Recap	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	5	5	7	4	6	4	4	5	4	5
41	Sum Adjustments B to D	\$75	(\$159)	\$88	(\$130)	\$66	(\$41)	\$46	(\$143)	\$43	(\$143)
42	Sum Utility Adjustments			\$62		\$62		\$62		\$62	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$84)	\$234	\$20	\$280	\$87	\$169	(\$35)	\$251	(\$38)	\$248
G.	Adjusted & Market Rents	Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$1,101		\$1,120		\$1,167		\$1,124		\$1,121	
45	Adj Rent/Last rent		93%		102%		108%		97%		97%
46	Estimated Market Rent	\$1,125		\$1.73 ←		Estimated Market Rent/ Sq. Ft					

Rent Comparability Grid

Unit Type → **TWO-BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Church Hill North Phase 2B		Artisan Hill Apts.		Cedar Broad Apts.		Lakefield Mews		Shockoe Valley View I		Shockoe Valley View II	
3201 South Rabza Boulevard		1000 Carlisle Ave		1820 E Broad St		4431 Lakefield Mews Dr		1904 Cedar St		1904 Cedar St	
Richmond, VA		Richmond, VA		Richmond, VA		Richmond, VA		Richmond, VA		Richmond, VA	
A.	Rents Charged	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$1,665		\$1,425		\$1,295		\$1,382		\$1,382	
2	Date Surveyed	Feb-20		Feb-20		Feb-20		Feb-20		Feb-20	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	99%		96%		94%		85%		83%	
5	Effective Rent & Rent/ sq. ft	\$1,665	1.89	\$1,425	1.88	\$1,295	1.52	\$1,382	1.55	\$1,382	1.55
B.	Design, Location, Condition	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	EE/3		EE/4,5		WU/2		EE/4		EE/3,4	
7	Yr. Built/Yr. Renovated	2021	\$3	2010	\$11	1992	\$29	2014	\$7	2017	\$4
8	Condition/Street Appeal	E		E		G	\$15	E		E	
9	Neighborhood	G		G		G		G		G	
10	Same Market?	Yes		Yes		Yes		Yes		Yes	
C.	Unit Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	2		2		2		2		2	
12	# Baths	2		2		1	\$30	2		2	
13	Unit Interior Sq. Ft.	1034	\$64	756	\$116	852	\$76	892	\$59	892	\$59
14	Patio/Balcony	Y		N	\$5	Y		Y		Y	
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	N/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)
18	Washer/Dryer	L	(\$35)	W/D	(\$35)	HU/L	(\$10)	W/D	(\$35)	W/D	(\$35)
19	Floor Coverings	V		W		C/V/L		W/C		W/C	
20	Window Treatments	Y		Y		Y		Y		Y	
21	Secured Entry	Y		N	\$3	N	\$3	Y		Y	
22	Garbage Disposal	Y		Y		Y		Y		Y	
23	Ceiling Fan/E-Call System	Y/Y	\$5	Y/N	\$5	Y/N	\$5	Y/N	\$5	Y/N	\$5
D.	Site Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	NONE	(\$10)	STREET		LOT/\$0	(\$10)	STREET		STREET	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Features	N		N		N		N		N	
27	Community Space	Y		Y		Y		Y		Y	
28	Pool/Recreation Areas	N	(\$24)	F	(\$5)	P/S/L	(\$16)	P/F	(\$15)	P/F	(\$15)
29	Computer/Business Center	N		N		N		Y	(\$3)	Y	(\$3)
30	Picnic Area/Storage	Y/N	\$3	N/N	\$3	Y/N		Y/N		Y/N	
31	Cable/Internet Svcs. Included	N/N	(\$85)	Y/Y	(\$85)	N/N		Y/Y	(\$85)	Y/Y	(\$85)
32	Social Services	Y	\$10	N	\$10	N	\$10	N	\$10	N	\$10
E.	Utilities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	Y/Y		N/N	\$87	N/N	\$87	N/N	\$87	N/N	\$87
39	Trash/Recycling	Y/N		Y/N		Y/N		Y/N		Y/N	
F.	Adjustments Recap	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	5	5	7	4	7	4	4	5	4	5
41	Sum Adjustments B to D	\$85	(\$159)	\$153	(\$130)	\$168	(\$41)	\$81	(\$143)	\$78	(\$143)
42	Sum Utility Adjustments			\$87		\$87		\$87		\$87	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$74)	\$244	\$110	\$370	\$214	\$296	\$25	\$311	\$22	\$308
G.	Adjusted & Market Rents	Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$1,591		\$1,535		\$1,509		\$1,407		\$1,404	
45	Adj Rent/Last rent		96%		108%		117%		102%		102%
46	Estimated Market Rent	\$1,495		\$1.45 ←		Estimated Market Rent/ Sq. Ft					

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

Based on the preceding Rent Comparability Grids, it was determined that the present-day achievable market rents for units similar to the proposed subject development are \$1,125 for a one-bedroom unit and \$1,495 for a two-bedroom unit, which are illustrated as follows:

Bedroom Type	% AMHI	Proposed Collected Rent	Achievable Market Rent	Market Rent Advantage
One-Br.	40%	\$586*	\$1,125	47.9%
One-Br.	50%	\$748*	\$1,125	33.5%
One-Br.	60%	\$870	\$1,125	22.7%
Two-Br.	60%	\$982	\$1,495	34.3%

*Reflective of maximum allowable LIHTC rent level as proposed contract rent under Section 8 exceeds maximum allowable limit.

Typically, Tax Credit rents are set 10% or more below achievable market rents to ensure that the project will represent a value and have a sufficient flow of tenants. Therefore, the subject’s proposed rents which represent market rent advantages ranging from 22.7% to 47.9% will represent good to significant values within the Richmond market.

It is also important to reiterate that the subject project will effectively operate with a project-based Section 8 subsidy available to all units. Thus, the property will represent an even greater value than that reflected by the market rent advantages in the preceding table as tenants will effectively pay only 30% of their income towards rent, rather than the proposed rents evaluated throughout this report.

B. RENT ADJUSTMENT EXPLANATIONS (RENT COMPARABILITY GRID)

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



1. Rents for each property are reported as collected rents. These are the actual rents paid by tenants and do not consider utilities paid by tenants. The rents reported are typical and do not consider rent concessions or special promotions. When multiple rent levels were offered, we included an average rent.
7. The subject project will be complete in 2021. Comparatively, the selected properties were built between 1992 and 2018. We have adjusted the rents at the selected properties by \$1 per year of age difference to reflect the age of these properties.
8. It is anticipated that the proposed subject project will have an excellent quality finish/street appeal once construction is complete. We have made adjustments for those properties that we consider to be of inferior quality compared to the subject development.
12. One of the selected properties only offers 1.0 bathroom within its two-bedroom units as compared to the 2.0 bathrooms offered within similar subject units. We have made adjustments of \$15 per half bathroom to reflect the difference in the number of bathrooms offered at the site as compared to this property.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar for dollar basis, we have used 25% of the average for this adjustment.
- 14.-23. The proposed subject project will offer a unit amenity package which is slightly inferior to those offered among the selected properties. We have made, however, adjustments for features lacking at the subject project, and in some cases, we have made adjustments for features the selected properties do not offer.
- 24.-32. The proposed project also offers an inferior project amenities package as compared to those offered among the comparable market-rate properties. We have made monetary adjustments to reflect the difference between the proposed project's and the selected properties' project amenities.

Note, four of the five of the selected properties include the cost of cable and internet services in the monthly rent, unlike the subject property. To account for the inclusion of these services, we have applied negative adjustments of \$85 to each property. The value of this adjustment is based on quotes for basic cable/internet services as provided by cable/internet providers in the Richmond area and is applied in Line 31.

33.-39. We have made adjustments to reflect the differences in utility responsibility at each selected property as needed. The utility adjustments were based on the local housing authority's utility cost estimates.

VII. Capture Rate Analysis

A. DETERMINATION OF INCOME ELIGIBILITY

The number of income-eligible households necessary to support the project from the Site PMA is an important consideration in evaluating the subject project's potential. Note that we have evaluated the subject project assuming two different scenarios. The first capture rate scenario has been calculated assuming that the project operates with a HUD Section 8 subsidy available to all units. In this scenario, residents of these subsidized units will be restricted to 50% of Area Median Household Income (AMHI) under the Section 8 guidelines and will pay up to 30% of their adjusted gross income towards rent. We also provided a capture rate scenario for the unlikely event that the subject project lost its project-based Section 8 subsidy, thus requiring all units to operate exclusively under the Tax Credit guidelines, targeting households earning up to 60% of AMHI. Note that under the Section 8 program the subject project will be restricted to senior households age 62 and older. However, in the unlikely event the subsidy was lost, and all units had to operate exclusively under the Tax Credit program, the project would be open to senior residents age 55 and older.

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

The subject site is within the Richmond, Virginia Metropolitan Statistical Area (MSA), which has a median four-person household income of \$86,400 for 2019. The subject property will be restricted to households with incomes of up to 40% and 50% of AMHI under the Section 8 program and up to 40%, 50%, and 60% of AMHI under the LIHTC program. The following table summarizes the maximum allowable income by household size and targeted AMHI level.

Household Size	Targeted AMHI Maximum Allowable Income		
	40%	50%	60%
One-Person	\$24,200	\$30,250	\$36,300
Two-Person	\$27,680	\$34,600	\$41,520

1. Maximum Income Limits

The largest proposed units (two-bedroom) at the subject site are expected to house up to two-person senior households. As such, the maximum allowable income at the subject site is **\$41,520**.

2. Minimum Income Requirements

Leasing industry standards typically require households to have rent-to-income ratios of 27% to 40%. Pursuant to VHDA market study guidelines, the maximum rent-to-income ratio permitted for family projects is 35%, while elderly projects have a 40% rent-to-income ratio.

Since the subject project will operate with a project-based HUD Section 8 subsidy available to all units, the subject project will effectively be able to serve households with incomes as low as **\$0**. This has been considered in our demand estimates.

In the unlikely event the aforementioned subsidy was not secured, and the property had to operate exclusively under the LIHTC guidelines, the LIHTC units will have a gross rent of \$648. Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$7,776. Applying a 40% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement of **\$19,440**.

3. Income-Appropriate Range

Based on the preceding analyses, the income-appropriate range required to live at the proposed project with units built to serve senior households, with and without the project-based subsidy, is as follows:

Unit Type	Income Range	
	Minimum	Maximum
Tax Credit w/Subsidy (Limited to 40% of AMHI)	\$0	\$27,680
Tax Credit w/Subsidy (Limited to 50% of AMHI)	\$0	\$34,600
Tax Credit w/Subsidy Overall	\$0	\$34,600
Tax Credit Only (Limited to 40% of AMHI)	\$19,440	\$27,680
Tax Credit Only (Limited to 50% of AMHI)	\$24,300	\$34,600
Tax Credit Only (Limited to 60% of AMHI)	\$27,960	\$41,520
Tax Credit Only Overall	\$19,440	\$41,520

B. CAPTURE RATE CALCULATIONS

Per VHDA market study requirements, analysts are required to use net demand in calculating capture rates and the absorption period. Net demand is determined by subtracting the supply of vacant comparable units in the PMA, completed or pipeline, from Total Demand. Total Demand includes New Renter Household Growth and Demand from Existing Households (defined below).

The following are the demand components as outlined by Virginia Housing Development Authority (VHDA):



1. **Demand from New Renter Households.** *Determine demand for new units in the Primary Market Area based on projected rental household growth. This is to be determined using 2020 as the base year and projecting forward to 2021, per VHDA guidelines. The projected population must be limited to the target group, age- and income-appropriate. Demand for each target group must be shown separately, as reflected in the market study requirements. Demand estimates for proposals for elderly developments must be derived from household population age 65 and older. In instances where a significant number of proposed units (more than 20%) are comprised on three- and four-bedroom units, the analyst must refine the analysis by factoring in the number of large households, typically four or more persons. Failure to account for this may result in overstated demand.*

2. **Demand from Existing Households:** *The sum of demand from rental household growth and demand from all components of existing households will constitute **Total Demand**. The demand components from existing households are detailed below:*

a) **Rent overburdened households, if any, within the age group, income groups and renters targeted for the proposed development.** *“Overburdened” is defined by VHDA as households paying more than 35% of gross income (40% if elderly) for gross rent. Analysts are encouraged to be conservative in this regard.*

Based on the American Community Survey (ACS) 5-Year Estimates (Table B25074), 50.9% to 70.5% of households, depending upon income level, within the site PMA, are considered to be rent overburdened.

b) **Households in substandard housing (i.e. overcrowded and/or lack of plumbing: Must be age and income group appropriate.** *Analysts must use their knowledge of the market area and the proposed development to determine if demand from this source is realistic. Analysts are encouraged to be conservative in this regard.*

Based on the American Community Survey (ACS) 5-Year Estimates (Table B25016), approximately 3.7% of all households within the Site PMA are living in substandard housing. Considering the targeted low-income tenant base, this estimate is considered appropriate for the area.

- c) **Elderly Homeowners likely to convert to rental housing:** *This component may not comprise more than 20% of total demand. The analyst must provide a narrative describing how these numbers were derived. Analysts are encouraged to be conservative in this regard.*

Based on our experience in the Richmond area as well as throughout markets across the country, we assume 5.0% of all income-eligible senior homeowners in this market may potentially be attracted to the proposed subject site. Considering that all age-restricted LIHTC units surveyed in the market are occupied, it is likely that there are some senior homeowners within the Site PMA that wish to downsize to an affordable maintenance-free housing alternative, but have been unsuccessful due to the lack of availability of such product in the market. Given this lack of available affordable age-restricted rental alternatives in the market, we believe the subject project will be successful in attracting some senior homeowners, thus we believe a 5.0% homeowner conversion rate to be appropriate for this market.

- d) **Existing qualifying tenants likely to remain after renovations:** *This component of demand applies only to existing developments undergoing rehabilitations.*

The sum of demand from rental household growth and demand from all components of existing households will constitute total demand.

C. DEMAND/CAPTURE RATE CALCULATIONS

As stated, and discussed in the *Section V*, we identified and surveyed three non-subsidized age-restricted LIHTC properties within the Site PMA, all of which are 100.0% occupied. We are also aware of four additional non-subsidized age-restricted properties within the Site PMA that we were unable to survey at the time of this analysis. However, based on our previous surveys of these properties between May of 2018 and February of 2019, these additional properties also generally maintain 100.0% occupancy rates, and waiting lists for their next available units. Additionally, there are no additional age-restricted LIHTC properties currently in the development pipeline within the Richmond Site PMA. Based on the preceding factors, we have not considered any directly comparable/competitive supply units in our demand estimates.

The following is a summary of our demand calculations assuming the subject property operates as anticipated, *with a project-based subsidy*:

Demand Component – Age 62+	Percent of Median Household Income		
	40%	50%	Overall
Demand from New Rental Households (Age- and Income-Appropriate)	1,695 - 1,668 = 27	1,895 - 1,867 = 28	1,895 - 1,867 = 28
+			
Demand from Existing Households (Rent Overburdened)	1,668 X 66.2% = 1,104	1,867 X 66.8% = 1,247	1,867 X 66.8% = 1,247
+			
Demand from Existing Households (Renters in Substandard Housing)	1,668 X 3.7% = 62	1,867 X 3.7% = 69	1,867 X 3.7% = 69
+			
Demand from Existing Households (Elderly Homeowner Conversion)	1,229 X 5.0% = 61	1,545 X 5.0% = 77	1,545 X 5.0% = 77
+			
Demand from Existing Households (Existing Qualifying Tenants Likely to Remain After Renovations)	N/A	N/A	N/A
=			
Total Demand	1,254	1,421	1,421
-			
Supply (Directly Comparable Vacant Units Completed or in the Pipeline)	0	0	0
=			
Net Demand	1,254	1,421	1,421
Proposed Units	5	40	45
Proposed Units / Net Demand	5 / 1,254	40 / 1,421	45 / 1,421
Capture Rate	= 0.4%	= 2.8%	= 3.2%
Total Absorption Period	1 Month	3 Months	3 Months

N/A-Not Available

Utilizing this methodology, capture rates below 30% are considered achievable, though capture rates below 20% are considered ideal. As such, the subject's overall subsidized capture rate of 3.2% is low and achievable within the Richmond Site PMA. This is particularly true when considering the high occupancy rates and waiting lists maintained among existing comparable LIHTC properties surveyed in the market.

The following is a summary of our demand calculations assuming the unlikely scenario that the subject project operates exclusively as a LIHTC property, *without* any type of project-based subsidy.

Demand Component – Age 55+	Percent of Median Household Income			
	40%	50%	60%	Overall
Demand from New Rental Households (Age- and Income-Appropriate)	499 - 499 = 0	482 - 482 = 0	515 - 514 = 1	1,030 - 1,028 = 2
+				
Demand from Existing Households (Rent Overburdened)	499 X 70.5% = 352	482 X 70.1% = 338	514 X 50.9% = 262	1,028 X 59.2% = 609
+				
Demand from Existing Households (Renters in Substandard Housing)	499 X 3.7% = 18	482 X 3.7% = 18	514 X 3.7% = 19	1,028 X 3.7% = 38
+				
Demand from Existing Households (Elderly Homeowner Conversion)	474 X 5.0% = 24	586 X 5.0% = 29	771 X 5.0% = 39	1,261 X 5.0% = 63
+				
Demand from Existing Households (Existing Qualifying Tenants Likely to Remain After Renovations)	N/A	N/A	N/A	N/A
=				
Total Demand	394	385	321	712
-				
Supply (Directly Comparable Vacant Units Completed or in the Pipeline)	0	0	0	0
=				
Net Demand	394	385	321	712
Proposed Units	5	18	22	45
Proposed Units / Net Demand	5 / 394	18 / 385	22 / 321	45 / 712
Capture Rate	= 1.3%	= 4.7%	= 6.9%	= 6.3%
Total Absorption Period	1 Month	3 Months	4 Months	4 Months

N/A-Not Available

In the unlikely event the project-based subsidy was not secured, and the property had to operate *exclusively* under the LIHTC program, a sufficient base of age- and income-appropriate renter households would still exist for the subject project. This is evident by the 6.3% capture rate for the subject project as a whole, under this scenario.

D. PENETRATION RATE CALCULATIONS

The 524 existing *non-subsidized* age-restricted Tax Credit units (both surveyed and those which were unable to be surveyed) in the market must also be considered when evaluating the achievable penetration rate for the subject development. Based on the same calculation process used for the subject site, the income-eligible range for the existing and planned Tax Credit units is \$18,300 to \$41,520. The following summarizes the market penetration rate calculation for the subject project based on data contained in the Demographic Characteristics and Trends section of this report.

	Market Penetration
Number of LIHTC Units (Proposed and Existing)	569
Age- and Income-Eligible Renter Households – 2021	/ 1,173
Overall Market Penetration Rate	= 48.5%

While a penetration rate of 48.5% could be construed as high, it is considered acceptable for the Richmond market given existing non-subsidized age-restricted LIHTC units surveyed are 100.0% occupied. This is especially true when considering the extensive waiting lists maintained among the existing properties in the market. Also note that when excluding the 45 subject units, the market penetration rate declines only to 44.7%, a further indication that higher than typical penetration rates are achievable in this market given the 100% occupancy rates reported among existing properties.

E. SUPPORT FROM HOUSING CHOICE VOUCHER HOLDERS

According to a representative with the Richmond Redevelopment and Housing Authority, there are approximately 3,326 Housing Choice Voucher holders within the housing authority’s jurisdiction, and 4,892 people currently on the waiting list for additional Vouchers. The waiting list is closed, and it is unknown when the waiting list will reopen. Annual turnover within the voucher program is estimated at 192 households. This reflects the continuing need for affordable housing alternatives and/or Housing Choice Voucher assistance.

If the rents do not exceed the payment standards established by the local housing authority, households with Housing Choice Vouchers may be willing to reside at a LIHTC project. Established by the Richmond Redevelopment and Housing Authority, the local payment standards, as well as the proposed subject gross rents, are summarized in the following table.

Bedroom Type	Payment Standards	Proposed Tax Credit Gross Rents (AMHI)
One-Bedroom	\$932	\$648 (40%)* \$810 (50%)* \$932 (60%)
Two-Bedroom	\$1,067	\$1,067 (60%)

*Reflective of maximum allowable LIHTC rent limit as proposed contract rent under Section 8 program exceeds this limit.

As the preceding table illustrates, all of the proposed LIHTC gross rents are positioned equal to or below the local payment standards. As such, the subject project will be able to rely on support from Housing Choice Voucher holders. This will increase the demographic base of potential support for the proposed development in the unlikely event the project does not secure a project-based Section 8 subsidy and had to operate exclusively under the LIHTC guidelines. In reality, all units will operate with a project-based Section 8 subsidy and therefore the subject property will not be able to accommodate tenant-based vouchers.

F. ABSORPTION PROJECTIONS

Considering the facts contained in the market study, as well as the preceding factors, and comparing them with other projects with similar characteristics in other markets, we are able to establish absorption projections for the proposed subject development. It is our opinion that the 45 LIHTC units proposed for the subject site will reach a stabilized occupancy of 95% within three months of opening. This absorption rate is based on an average monthly absorption rate of approximately 14 to 15 units per month.

These absorption projections assume an October 2021 opening date. A different opening may impact the absorption potential (positively or negatively) for the subject project. Further, these absorption projections assume the project will be built as outlined in this report and will provide a project-based subsidy to all 45 units. Changes to the project's rents, amenities, floor plans, location, subsidy availability, or other features may invalidate our findings. Finally, we assume the developer and/or management will aggressively market the project a few months in advance of its opening and continue to monitor market conditions during the project's initial lease-up period.

Should the Section 8 subsidy not be secured, and the property had to operate exclusively under the LIHTC guidelines at the proposed rent levels evaluated throughout this report, the subject project would likely experience an extended absorption period. This is due to the more limited demographic base for the property in the market as the property would no longer be capable of targeting households earning below \$19,440. In this unlikely scenario we would expect the subject project would reach a stabilized occupancy rate of 95% within four months of opening. This is based on an average monthly absorption rate of approximately 10 to 11 units per month.

VIII. Local Perspective (Interviews)

We conducted interviews with various local sources familiar with the Richmond area and the housing, economic and/or demographic characteristics that impact the need for affordable housing. These include, but are not limited to, interviews with local planning and building department representatives, local chamber of commerce and/or economic development officials, housing authority representatives, local real estate professionals and/or apartment managers.

Summaries of key interviews regarding the need for affordable rental housing within the area follow:

- Kelly Roy, the Property Manager of Darby House, a Tax Credit property for seniors, stated that the fact that they have a waiting list with over 100 names on it, that yes, there is a need for more affordable housing in the area for seniors. Ms. Roy receives calls regularly from seniors and tries to refer them to properties that have openings but when she does her market studies, she finds that other comparable properties rarely have any openings. Ms. Roy further stated that she has cultivated relationships with caregiver aides that visit Darby House as well as other senior properties in the area in order to stay 100% occupied and maintain a long waiting list for the next available units.
- According to Yvette Jones, Program Manager for the Office on Aging & Persons with Disabilities, there is defiantly a need for more affordable housing for seniors in the Richmond area. Ms. Jones further explained that recently they have received numerous calls inquiring about senior housing. Ms. Jones also mentioned seniors are having trouble finding housing with affordable rates and with a Tax Credit property their income would work as far as qualifying. According to Ms. Jones, seniors prefer single-story one-bedroom units rather than elevator-served multi-story product.
- According to Kenyatta Green of the Richmond Redevelopment and Housing Authority there is a strong need for more affordable housing in the area. The housing authority recently purged their waitlist and at that time there were 12,450 applications. Ms. Green further explained that demand is highest for one-bedroom units.

IX. Analysis & Conclusions

Based on the findings of this report, a market exists for the subject property and the project is considered marketable as proposed.

The proposed subject property will consist of one phase of the multiphase Church Hill North Revitalization project located in the eastern portion of Richmond. The subject site neighborhood is primarily residential and generally of relatively good quality. The subject property is expected to be centrally located within the larger Church Hill North Revitalization development and is expected to be consistent with other surrounding portions of this project in terms of overall design.

The subject property will offer age-restricted units which will operate under the Tax Credit program, a product type that is clearly in high demand given the 100.0% occupancy rates and waiting lists maintained among the three existing comparable age-restricted Tax Credit properties surveyed. The subject's proposed rents are competitive with those reported among existing comparable Tax Credit product in the market and the property will be very competitive in terms of overall design and amenities offered. Note that while the subject's proposed Tax Credit rents are considered appropriate and marketable, the property will effectively operate with a project-based Section 8 subsidy available to all units. This will allow tenants of the property to pay only 30% of their income towards rent, rather than the proposed rents evaluated throughout the report. The available subsidy to be provided will further ensure the subject project represents a value within the Site PMA.

It is also important to point out that although not selected as a comparable property for our analysis due to the presence of a project-based subsidy, phase one of the subject property (Armstrong Renaissance Senior 1B – Map ID 4) opened in November of 2019 and is also 100.0% occupied. Based on information provided at the time of this analysis, this aforementioned property experienced an average absorption of approximately eight to nine units per month from the beginning of preleasing (August 2019) or 21 units per month from the time of opening (November 2019). This is further indication of the strong and pent-up demand for LIHTC product similar to that proposed for the subject site.

The targeted senior demographic is projected to experience good population and household growth within the Richmond Site PMA between 2020 and 2025, including renter household growth. This is expected to increase demand for senior-oriented rental alternatives within the Richmond market. The subject's overall capture rate of 3.2%, assuming the project-based subsidy is provided, is considered very low and further demonstrates a deep base of potential support for the subject project.

Considering the preceding factors and additional information contained within this report, the subject property is expected to help alleviate a portion of the pent-up demand for additional age-restricted LIHTC product in the market. The subject project is not expected to have any adverse impact on future occupancy rates among the existing comparable age-restricted LIHTC properties in the Richmond Site PMA. The subject property is considered competitive and marketable as proposed. We have no recommendations or modifications to the subject project at this time.

X.

SITE PHOTOGRAPHS



View of site from the north



View of site from the northeast



View of site from the east



View of site from the southeast



View of site from the south



View of site from the southwest



View of site from the northwest



North view from site



Northeast view from site



Southeast view from site



South view from site



Southwest view from site



West view from site



Northwest view from site



Streetscape: Northeast view



Streetscape: Northeast view



Streetscape: Southeast view



Streetscape: Southwest view

XI.

COMPARABLE
PROPERTY PROFILES

5 Artisan Hill Apts. 3.1 miles to site



Address: 1000 Carlisle Ave, Richmond, VA 23231
 Phone: (804) 386-0058 Contact: Joanne (In Person)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 213 Year Built: 2018 Ratings
 Vacant Units: 7 *AR Year: Quality: A
 Occupancy: 96.7% Yr Renovated: Neighborhood: B
 Turnover: Stories: 5,6 (w/Elev) Access/Visibility: B/A
 Waitlist:
 Rent Special:



Notes: Does not accept HCV; Preleasing 7/2018, 1st units opened 11/2018; 12 units set aside for artists

Features And Utilities

Utility Schedule Provided by: Richmond Redevelopment and Housing Authority
 Utility Type & Responsibility: Landlord pays Water, Sewer, Trash, Cable, Internet
 Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Balcony; Deck / Patio; Ceiling Fan; Controlled Access; W/D; Window Treatments; Flooring (Carpet, Hardwood); Premium Appliances; Premium Countertops; High Ceilings; Oversized Windows
 Property Amenities: Bike Racks / Storage; Community Gardens; Activity-Craft Room, Community Room, Rooftop Lounge; Cafe / Coffee Bar; Elevator; On-Site Management; Dog Park, Dog Wash, Pet Stations; Recreation Areas (Bocce Ball, Fitness Center, Media Room / Theater, Outdoor Swimming Pool, Yoga Room)
 Parking Type: Surface Lot; Parking Garage

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	46	5	540 - 756	\$2.19 - \$1.79	\$1,185 - \$1,355	0%
2	2	G	167	2	880 - 1,483	\$1.89 - \$1.23	\$1,665 - \$1,830	0%

* Adaptive Reuse

7 Carter Woods I & II 1.5 miles to site



Address: 301 Dabbs House Rd., Richmond, VA 23223
 Phone: (804) 222-4395 Contact: Antoinette (In Person)
 Property Type: Tax Credit
 Target Population: Senior 62+
 Total Units: 152 Year Built: 2004 Ratings
 Vacant Units: 0 *AR Year: Quality: B
 Occupancy: 100.0% Yr Renovated: Neighborhood: C
 Turnover: Stories: 2,3 (w/Elev) Access/Visibility: B/B
 Waitlist: 30 HH;
 Rent Special:

Notes: Tax Credit; HCV (30 units)



Features And Utilities

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

Unit Amenities: Dishwasher; Disposal; Range; Refrigerator; Central AC; Ceiling Fan; E-Call System; Window Treatments; Flooring (Carpet, Vinyl, Wood Laminate / Plank)

Property Amenities: Business Center (Computer); Community Room; Elevator; Laundry Room; On-Site Management; Recreation Areas (Fitness Center); Social Services (Parties / Picnics)

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	16	0	600	\$0.91	\$545	40%
1	1	G	31	0	600	\$1.17	\$700	50%
1	1	G	44	0	600	\$1.43	\$855	60%
2	2	G	20	0	800	\$0.81	\$645	40%
2	2	G	10	0	800	\$1.04	\$835	50%
2	2	G	31	0	800	\$1.27	\$1,020	60%

* Adaptive Reuse

8 Cedar Broad Apts. 1.7 miles to site



Address: 1820 E Broad St, Richmond, VA 23223
 Phone: (804) 977-4870 Contact: Jaelynne (In Person)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 204 Year Built: 2010 Ratings
 Vacant Units: 10 *AR Year: Quality: A
 Occupancy: 95.1% Yr Renovated: Neighborhood: B
 Turnover: Stories: 4,5 (w/Elev) Access/Visibility: B/B
 Waitlist:
 Rent Special:

Notes: Does not accept HCV; Rent range based on floorplan, unit location & view; Rents change daily; HUD Insured



Features And Utilities

Utility Schedule Provided by: Richmond Redevelopment and Housing Authority
 Utility Type & Responsibility: Landlord pays Trash, Cable, Internet

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Ceiling Fan; W/D; Window Treatments; Flooring (Hardwood); Premium Appliances; Premium Countertops; Premium Cabinetry; Premium Fixtures; High Ceilings

Property Amenities: Clubhouse, Rooftop Lounge; Concierge Services (Package Receiving); Cafe / Coffee Bar; Elevator; On-Site Management; Recreation Areas (Fitness Center); WiFi

Parking Type: Surface Lot; Parking Garage

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	142	4	547	\$1.90 - \$2.12	\$1,040 - \$1,160	0%
2	2	G	51	2	756	\$1.79 - \$1.98	\$1,350 - \$1,500	0%
3	2 - 2.5	G	11	4	1,065	\$1.50 - \$1.64	\$1,600 - \$1,750	0%

* Adaptive Reuse

9 Darby House 3.1 miles to site



Address: 1400 Shirleydale Ave, Richmond, VA 23231
 Phone: (804) 236-8382 Contact: Kelly (In Person)
 Property Type: Tax Credit
 Target Population: Senior 62+
 Total Units: 108 Year Built: 2006
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 4 (w/Elev)
 Waitlist: 116 HH;
 Rent Special:

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

Notes: Tax Credit; HCV (12 units)

Features And Utilities

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

Unit Amenities: Dishwasher; Disposal; Range; Refrigerator; Central AC; Controlled Access; E-Call System; Window Treatments; Flooring (Carpet, Hardwood, Vinyl)

Property Amenities: Business Center (Computer); Common Patio; Community Room; Salon; Gazebo; Elevator; Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Hiking-Walking Trail, Library, Picnic Table / Area); Gated Community; Social Services (Classes, Health Screenings, Parties / Picnics, Social Services Coordinator)

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	11	0	620 - 643	\$0.88 - \$0.85	\$546	40%
1	1	G	65	0	620 - 643	\$1.12 - \$1.08	\$695	50%
2	2	G	32	0	883	\$0.92	\$815	50%

* Adaptive Reuse

16 Lakefield Mews 3.1 miles to site



Address: 4431 Lakefield Mews Dr, Richmond, VA 23231
 Phone: (804) 222-7777 Contact: Debbie (In Person)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 395 Year Built: 1992
 Vacant Units: 25 *AR Year:
 Occupancy: 93.7% Yr Renovated:
 Turnover: Stories: 2
 Waitlist:
 Rent Special:

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

Notes: Does not accept HCV

Features And Utilities

Utility Schedule Provided by: Richmond Redevelopment and Housing Authority
 Utility Type & Responsibility: Landlord pays Trash
 Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Balcony; Deck / Patio; Ceiling Fan; W/D Hookup; Walk-In Closet; Window Treatments; Flooring (Carpet, Vinyl, Wood Laminate / Plank); Premium Appliances
 Property Amenities: Car Care (Car Wash); Clubhouse; Laundry Room; On-Site Management; Dog Park, Pet Stations; Recreation Areas (Grill, Picnic Table / Area, Playground, Outdoor Swimming Pool, Volleyball); Water Feature

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	75	6	644	\$1.68	\$1,080	0%
1	1	G	8	0	790	\$1.26	\$995	0%
2	1	G	84	5	852	\$1.52	\$1,295	0%
2	1.5	T	134	11	1,154	\$1.10	\$1,275	0%
2	2.5	T	39	2	1,154	\$1.22	\$1,410	0%
2	2.5	T	39	1	1,181	\$1.26	\$1,490	0%
3	2	G	16	0	1,334	\$1.22	\$1,630	0%

* Adaptive Reuse

24 Shockoe Valley View I 1.8 miles to site



Address: 1904 Cedar St, Richmond, VA 23223
 Phone: (804) 977-0787 Contact: Brittney (In Person)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 150 Year Built: 2014 Ratings
 Vacant Units: 17 *AR Year: Quality: A
 Occupancy: 88.7% Yr Renovated: Neighborhood: B
 Turnover: Stories: 4 (w/Elev) Access/Visibility: B/A
 Waitlist:
 Rent Special:



Notes: Does not accept HCV; Rent range based on floor level & view

Features And Utilities

Utility Schedule Provided by: Richmond Redevelopment and Housing Authority
 Utility Type & Responsibility: Landlord pays Trash, Cable, Internet, Alarm

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Balcony; Deck / Patio; Ceiling Fan; Controlled Access; Security System; W/D; Walk-In Closet; Window Treatments; Flooring (Hardwood, Finished Concrete)

Property Amenities: Bike Racks / Storage; Business Center (Computer); Clubhouse; Elevator; On-Site Management; Recreation Areas (Fitness Center, Grill, Picnic Table / Area, Outdoor Swimming Pool)

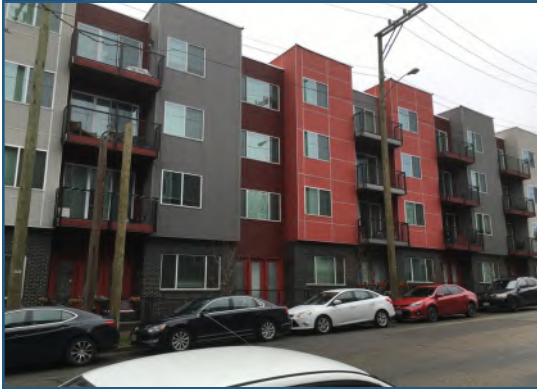
Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	90	8	544 - 603	\$1.92 - \$2.11	\$1,044 - \$1,274	0%
2	2	G	60	9	849 - 892	\$1.61 - \$1.57	\$1,364 - \$1,400	0%

* Adaptive Reuse

25 Shockoe Valley View II 1.8 miles to site



Address: 1904 Cedar St, Richmond, VA 23223
 Phone: (804) 977-0787 Contact: Brittney (In Person)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 87 Year Built: 2017 Ratings
 Vacant Units: 12 *AR Year: Quality: A
 Occupancy: 86.2% Yr Renovated: Neighborhood: B
 Turnover: Stories: 3,4 (w/Elev) Access/Visibility: B/A
 Waitlist:
 Rent Special:

Notes: Does not accept HCV; Rent range based on floor level & view

Features And Utilities

Utility Schedule Provided by: Richmond Redevelopment and Housing Authority
 Utility Type & Responsibility: Landlord pays Trash, Cable, Internet

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Balcony; Deck / Patio; Ceiling Fan; Controlled Access; W/D; Walk-In Closet; Window Treatments; Flooring (Hardwood, Finished Concrete)

Property Amenities: Business Center (Computer); Clubhouse; Elevator; On-Site Management; Recreation Areas (Fitness Center, Picnic Table / Area, Outdoor Swimming Pool)

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	26	2	544 - 603	\$1.92 - \$2.11	\$1,044 - \$1,274	0%
2	2	G	52	9	849 - 892	\$1.61 - \$1.57	\$1,364 - \$1,400	0%
3	3	G	9	1	1,110	\$1.52	\$1,684	0%

* Adaptive Reuse

26 Somanath Senior Apts. at Beckstoffer's 0.5 miles to site



Address: 1208 & 1231 N. 28th St., Richmond, VA 23223
 Phone: (804) 643-1956 Contact: Tatiana (In Person)
 Property Type: Tax Credit
 Target Population: Senior 55+
 Total Units: 39 Year Built: 2013
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 1,3 (w/Elev)
 Waitlist: 30 HH;
 Rent Special:

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

Notes: Tax Credit; HCV (6 units)



Features And Utilities

Utility Schedule Provided by: Richmond Redevelopment and Housing Authority
 Utility Type & Responsibility: Landlord pays Electric, Heat (Electric), Hot Water (Electric), Cooking (Electric), Water, Sewer, Trash
 Unit Amenities: Dishwasher; Range; Refrigerator; Central AC; Controlled Access; E-Call System; W/D; Window Treatments; Flooring (Carpet, Vinyl)
 Property Amenities: Business Center (Computer); Community Gardens; Community Room; Elevator; Laundry Room; On-Site Management; Social Services (Parties / Picnics, Social Services Coordinator)
 Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	11	0	552	\$1.11	\$610	40%
1	1	G	18	0	552	\$1.39	\$765	50%
2	2	G	5	0	839 - 843	\$0.88 - \$0.87	\$735	40%
2	2	G	5	0	839 - 843	\$1.10 - \$1.09	\$920	50%

* Adaptive Reuse

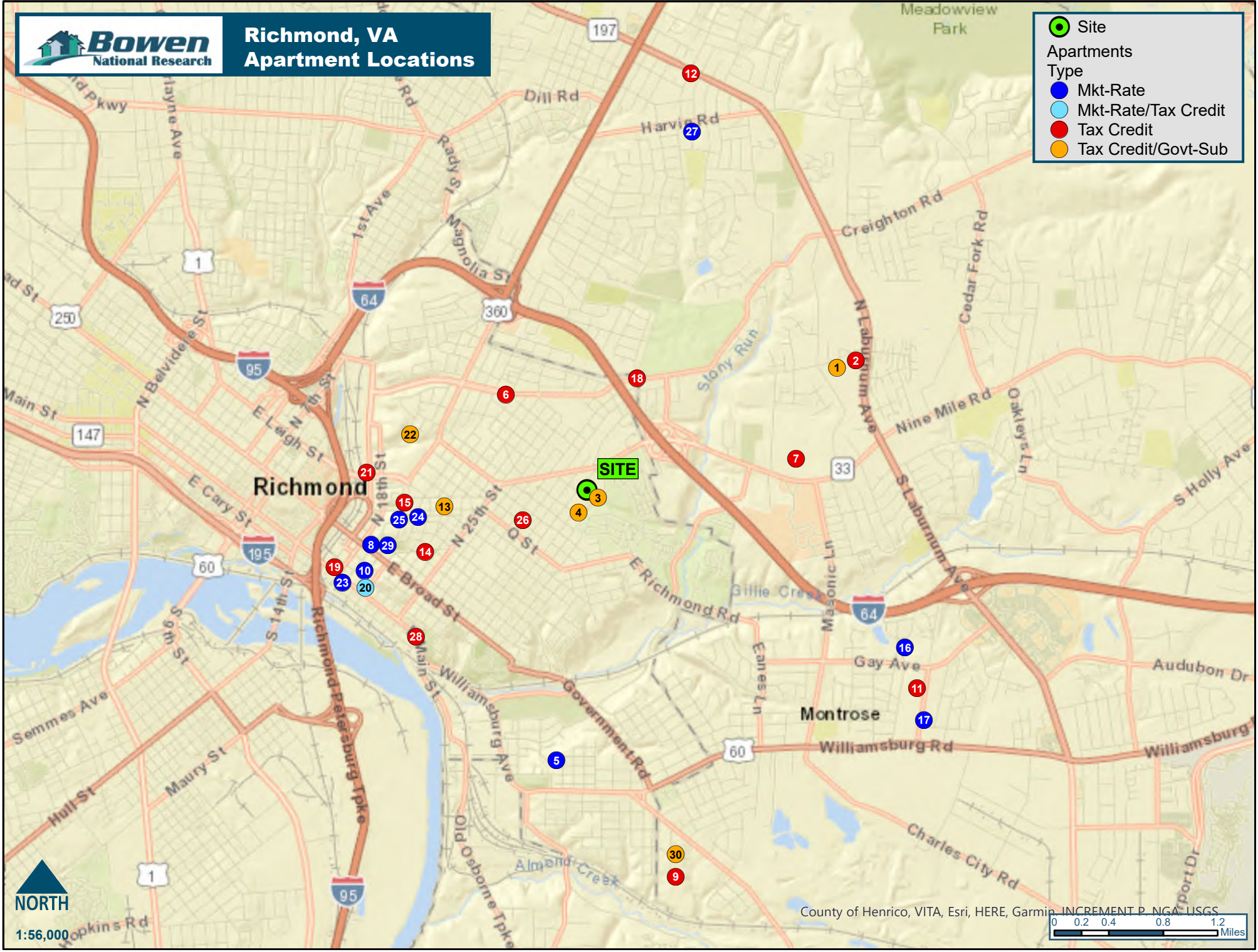
XII.

FIELD SURVEY OF
CONVENTIONAL RENTALS



Richmond, VA Apartment Locations

● Site
● Apartments
Type
● Mkt-Rate
● Mkt-Rate/Tax Credit
● Tax Credit
● Tax Credit/Govt-Sub



NORTH
1:56,000






County of Henrico, VITA, Esri, HERE, Garmin, INCREMENT P, NGA, USGS
0 0.2 0.4 0.8 1.2 Miles

















Map ID	Property	Prop Type	Quality Rating	Year Built	Total Units	Vacant	Occ. Rate	Distance To Site*
1	Apartments at Kingsridge I	TGS	B+	2018	72	0	100.0%	2.7
2	Apartments at Kingsridge II	TAX	B+	2020	0	0		2.6
3	Armstrong Renaissance Family 1A	TGS	A	2020	60	10	83.3%	0.0
4	Armstrong Renaissance Senior IB	TGS	A	2019	45	0	100.0%	0.2
5	Artisan Hill Apts.	MRR	A	2018	213	7	96.7%	3.1
6	Bradford Manor	TAX	C-	1963	56	9	83.9%	1.0
7	Carter Woods I & II	TAX	B	2004	152	0	100.0%	1.5
8	Cedar Broad Apts.	MRR	A	2010	204	10	95.1%	1.7
9	Darby House	TAX	B+	2006	108	0	100.0%	3.1
10	Edge at American Tobacco Center	MRR	B+	2018	156	5	96.8%	1.7
11	Glenns at Millers Lane	TAX	B	2000	144	2	98.6%	3.4
12	Glenwood Farms Apts.	TAX	C	1948	256	0	100.0%	4.1
13	Goodwyn at Union Hill	TGS	B+	1923	52	0	100.0%	1.2
14	Jefferson Mews	TAX	B	1994	56	0	100.0%	1.3
15	Jefferson Townhomes	TAX	C+	1965	218	3	98.6%	1.4
16	Lakefield Mews	MRR	B-	1992	395	25	93.7%	3.1
17	Lawndale Farms	MRR	C	1965	50	0	100.0%	3.5
18	Mallard Greens Townhomes	TAX	B-	1965	192	17	91.1%	0.9
19	Market Slip	TAX	B-	1860	30	0	100.0%	2.0
20	Old Stone Row at Shockoe Valley Heights	MRT	B+	2010	96	5	94.8%	1.7
21	Oliver	TAX	B+	1886	53	5	90.6%	1.8
22	Oliver Crossing	TGS	B	1956	222	0	100.0%	1.4
23	Overview - City Side & Riverside	MRR	B+	2017	201	18	91.0%	1.9
24	Shockoe Valley View I	MRR	A	2014	150	17	88.7%	1.8
25	Shockoe Valley View II	MRR	A	2017	87	12	86.2%	1.8
26	Somanath Senior Apts. at Beckstoffer's	TAX	B+	2013	39	0	100.0%	0.5
27	Stoneyridge Apts.	MRR	C	1972	100	0	100.0%	3.9
28	Tobacco Landing	TAX	B	1994	62	0	100.0%	1.8
29	Vida East	MRR	B+	2018	178	21	88.2%	1.6
30	Williamsburg Village	TGS	C+	1972	140	0	100.0%	2.9
























*Drive distance in miles






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

















1	Apartments at Kingsridge I 390 Kingsridge Rd, Richmond, VA 23223	Contact: Cassie (In Person) Phone: (804) 457-6808
	Total Units: 72 UC: 0 Occupancy: 100.0% Stories: 3 Year Built: 2018 BR: 2, 3 Vacant Units: 0 Waitlist: 70 HH; AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Tax Credit (54 units); PBV & Tax Credit (18 units); HCV (13 units); Preleasing 6/2018, opened 10/2018, 100% occupied 12/2018	
2	Apartments at Kingsridge II Kingsridge Pkwy & N Laburnum Ave, Richmond, VA 23223	Contact: Cassie (In Person) Phone: (804) 457-6808
	Total Units: 0 UC: 71 Occupancy: Stories: 3 Year Built: 2020 BR: 2, 3 Vacant Units: 0 Waitlist: AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: 71 units UC, expect completion 10/2020, Tax Credit	
3	Armstrong Renaissance Family 1A 1611 N 31st St, Richmond, VA 23223	Contact: Patricia (In Person) Phone: (804) 258-2100
	Total Units: 60 UC: 0 Occupancy: 83.3% Stories: 1,2,3 Year Built: 2020 BR: 1, 2, 3 Vacant Units: 10 Waitlist: AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Tax Credit (45 units); Public Housing & Tax Credit (15 units); Preleasing 8/2019, opened 1st units 1/2020, remaining units opened 3/2020, still in lease-up	
4	Armstrong Renaissance Senior IB 1611 N 31st St, Richmond, VA 23223	Contact: Patricia (In Person) Phone: (804) 258-2100
	Total Units: 45 UC: 0 Occupancy: 100.0% Stories: 3 w/Elevator Year Built: 2019 BR: 1, 2 Vacant Units: 0 Waitlist: AR Year: Target Population: Senior 62+ Yr Renovated: Rent Special: Notes: Tax Credit & Public Housing; Preleasing 8/2019, opened 11/2019, 100% occupied 12/2019	
5	Artisan Hill Apts. 1000 Carlisle Ave, Richmond, VA 23231	Contact: Joanne (In Person) Phone: (804) 386-0058
	Total Units: 213 UC: 0 Occupancy: 96.7% Stories: 5,6 w/Elevator Year Built: 2018 BR: 1, 2 Vacant Units: 7 Waitlist: AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Does not accept HCV; Preleasing 7/2018, 1st units opened 11/2018; 12 units set aside for artists	

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


6	Bradford Manor 2027 Fairfield Ave, Richmond, VA 23223	Contact: Jennifer (In Person) Phone: (804) 254-4657
	Total Units: 56 UC: 0 Occupancy: 83.9% Stories: 2 Year Built: 1963 BR: 2 Vacant Units: 9 Waitlist: AR Year: Target Population: Family Yr Renovated: 1996 Rent Special: Notes: Tax Credit; Accepts HCV	
7	Carter Woods I & II 301 Dabbs House Rd., Richmond, VA 23223	Contact: Antoinette (In Person) Phone: (804) 222-4395
	Total Units: 152 UC: 0 Occupancy: 100.0% Stories: 2,3 w/Elevator Year Built: 2004 BR: 1, 2 Vacant Units: 0 Waitlist: 30 HH; AR Year: Target Population: Senior 62+ Yr Renovated: Rent Special: Notes: Tax Credit; HCV (30 units)	
8	Cedar Broad Apts. 1820 E Broad St, Richmond, VA 23223	Contact: Jaelynne (In Person) Phone: (804) 977-4870
	Total Units: 204 UC: 0 Occupancy: 95.1% Stories: 4,5 w/Elevator Year Built: 2010 BR: 1, 2, 3 Vacant Units: 10 Waitlist: AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Does not accept HCV; Rent range based on floorplan, unit location & view; Rents change daily; HUD Insured	
9	Darby House 1400 Shirleydale Ave, Richmond, VA 23231	Contact: Kelly (In Person) Phone: (804) 236-8382
	Total Units: 108 UC: 0 Occupancy: 100.0% Stories: 4 w/Elevator Year Built: 2006 BR: 1, 2 Vacant Units: 0 Waitlist: 116 HH; AR Year: Target Population: Senior 62+ Yr Renovated: Rent Special: Notes: Tax Credit; HCV (12 units)	
10	Edge at American Tobacco Center 1914 E Franklin St, Richmond, VA 23223	Contact: Adam (In Person) Phone: (804) 335-0801
	Total Units: 156 UC: 0 Occupancy: 96.8% Stories: 5 w/Elevator Year Built: 2018 BR: 1, 2 Vacant Units: 5 Waitlist: AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Does not accept HCV; Opened 4/2018, stabilized occupancy 7/2019; Rent range based on floorplan, level & patio/balcony	


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


11	Glenns at Millers Lane 4700 Millers Ln, Richmond, VA 23231	Contact: Crystal (In Person) Phone: (804) 652-4602
	Total Units: 144 UC: 0 Occupancy: 98.6% Stories: 2 Year Built: 2000 BR: 2, 3 Vacant Units: 2 Waitlist: Target Population: Family AR Year: Rent Special: Yr Renovated: Notes: Tax Credit; HCV (100 units)	
12	Glenwood Farms Apts. 3753 Bolling Rd, Richmond, VA 23233	Contact: Corey (In Person) Phone: (804) 643-8954
	Total Units: 256 UC: 38 Occupancy: 100.0% Stories: 1, 2 Year Built: 1948 BR: 0, 1, 2, 3 Vacant Units: 0 Waitlist: 10 HH; 3-br AR Year: Target Population: Family Yr Renovated: 2003 Rent Special: Notes: Tax Credit; HCV (30 units); 38 units under renovation, unknown completion date	
13	Goodwyn at Union Hill 2230-2238 Venable St, Richmond, VA 23223	Contact: Laroya (In Person) Phone: (804) 510-1295
	Total Units: 52 UC: 0 Occupancy: 100.0% Stories: 2,2.5,3 w/Elevator Year Built: 1923 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 56 HH; AR Year: Target Population: Family Yr Renovated: 2019 Rent Special: Notes: Tax Credit (41 units); PBV & Tax Credit (6 units); Preleasing 7/2018, opened 2/2019, 100% occupied 6/2019	
14	Jefferson Mews 2301 Jefferson Ave, Richmond, VA 23223	Contact: Evelyn (In Person) Phone: (804) 643-1956
	Total Units: 56 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1994 BR: 1, 2, 3 Vacant Units: 0 Waitlist: AR Year: Target Population: Family Yr Renovated: 2014 Rent Special: Notes: Tax Credit; HCV (15 units)	
15	Jefferson Townhomes 1951 Venable St, Richmond, VA 23223	Contact: Ashley (In Person) Phone: (804) 643-1131
	Total Units: 218 UC: 0 Occupancy: 98.6% Stories: 2 Year Built: 1965 BR: 1, 2, 3, 4 Vacant Units: 3 Waitlist: AR Year: Target Population: Family Yr Renovated: 2008 Rent Special: Notes: Tax Credit; HCV (60 units)	


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




16	Lakefield Mews 4431 Lakefield Mews Dr, Richmond, VA 23231	Contact: Debbie Phone: (804) 222-7777	(In Person)
	 <p>Total Units: 395 UC: 0 Occupancy: 93.7% Stories: 2 Year Built: 1992 BR: 1, 2, 3 Vacant Units: 25 Waitlist: AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Does not accept HCV</p>		


17	Lawndale Farms 4969 Millers Ln, Richmond, VA 23231	Contact: Daphne Phone: (804) 737-2677	(In Person)
	 <p>Total Units: 50 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1965 BR: 2 Vacant Units: 0 Waitlist: AR Year: Target Population: Family Yr Renovated: 1997 Rent Special: Notes: Accepts HCV</p>		


18	Mallard Greens Townhomes 2852 Fairfield Ave, Richmond, VA 23223	Contact: Tonya Phone: (804) 709-3539	(In Person)
	 <p>Total Units: 192 UC: 0 Occupancy: 91.1% Stories: 2 Year Built: 1965 BR: 1, 2, 3 Vacant Units: 17 Waitlist: AR Year: Target Population: Family Yr Renovated: 2007 Rent Special: \$200 off 1st month's rent Notes: Tax Credit; HCV (40 units); Higher 2-br rent for renovated unit</p>		


19	Market Slip 2 S. 17th St., Richmond, VA 23219	Contact: Terri Phone: (804) 649-9900	(In Person)
	 <p>Total Units: 30 UC: 0 Occupancy: 100.0% Stories: 2,3 Year Built: 1860 BR: 1, 2 Vacant Units: 0 Waitlist: 2 HH; AR Year: Target Population: Family Yr Renovated: 1994 Rent Special: Notes: Tax Credit; HCV (12 units)</p>		

20	Old Stone Row at Shockoe Valley Heights 2005 E Franklin St, Richmond, VA 23223	Contact: Bob Phone: (804) 343-7368	(In Person)
	 <p>Total Units: 96 UC: 0 Occupancy: 94.8% Stories: 5 w/Elevator Year Built: 2010 BR: 1, 2 Vacant Units: 5 Waitlist: AR Year: Target Population: Family Yr Renovated: Rent Special: Notes: Market-rate (74 units); Tax Credit (22 units); Does not accept HCV</p>		


<ul style="list-style-type: none"> Comparable Property Senior Restricted (MRR) Market-Rate (MRT) Market-Rate & Tax Credit (MRG) Market-Rate & Govt Subsidized (MIN) Market-Rate & Income Restricted (not LIHTC) 	<ul style="list-style-type: none"> (MIG) Market-Rate, Income Restricted (not LIHTC) & Govt Subsidized (TAX) Tax Credit (TGS) Tax Credit & Govt Subsidized (TIN) Tax Credit & Income Restricted (not LIHTC) (TMG) Tax Credit, Market-Rate & Govt Subsidized 	<ul style="list-style-type: none"> (TIG) Tax Credit, Income Restricted (not LIHTC) & Govt Subsidized (INR) Income Restricted (not LIHTC) (ING) Income Restricted (not LIHTC) & Govt Subsidized (GSS) Govt Subsidized (ALL) Tax Credit, Market-Rate, Govt Subsidized & Income Restricted
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21	Oliver 904 Oliver Hill Way, Richmond, VA 23219	Contact: Zack (In Person) Phone: (804) 348-0027
		
Total Units: 53 UC: 111 Occupancy: 90.6% Stories: 3,4 w/Elevator Year Built: 1886 BR: 1, 2 Vacant Units: 5 Waitlist: Target Population: Family Yr Renovated: Rent Special: One month free rent Notes: Tax Credit; HCV (1 unit); Preleasing 11/2019, 1st units opened 1/2020, still in lease-up, remaining 111 units UC, expect completion 12/2020		

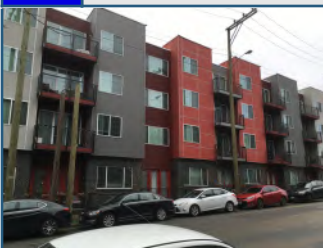
22	Oliver Crossing 1329 Coalter St, Richmond, VA 23223	Contact: Andria (In Person) Phone: (804) 643-3959
		
Total Units: 222 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1956 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 12 mos; AR Year: Target Population: Family Yr Renovated: 2011 Rent Special: Notes: Tax Credit & HUD Section 8; HUD Insured		

23	Overview - City Side & Riverside 12 S 19th St, Richmond, VA 23223	Contact: Summer (In Person) Phone: (804) 836-1836
		
Total Units: 201 UC: 0 Occupancy: 91.0% Stories: 6,8 w/Elevator Year Built: 2017 BR: 1, 2 Vacant Units: 18 Waitlist: Target Population: Family Yr Renovated: Rent Special: Notes: Does not accept HCV; Preleasing 6/2017, opened & 100% occupied 10/2017		



24	Shockoe Valley View I 1904 Cedar St, Richmond, VA 23223	Contact: Brittney (In Person) Phone: (804) 977-0787
		
Total Units: 150 UC: 0 Occupancy: 88.7% Stories: 4 w/Elevator Year Built: 2014 BR: 1, 2 Vacant Units: 17 Waitlist: Target Population: Family Yr Renovated: Rent Special: Notes: Does not accept HCV; Rent range based on floor level & view		



25	Shockoe Valley View II 1904 Cedar St, Richmond, VA 23223	Contact: Brittney (In Person) Phone: (804) 977-0787
		
Total Units: 87 UC: 0 Occupancy: 86.2% Stories: 3,4 w/Elevator Year Built: 2017 BR: 1, 2, 3 Vacant Units: 12 Waitlist: Target Population: Family Yr Renovated: Rent Special: Notes: Does not accept HCV; Rent range based on floor level & view		

<ul style="list-style-type: none"> Comparable Property Senior Restricted (MRR) Market-Rate (MRT) Market-Rate & Tax Credit (MRG) Market-Rate & Govt Subsidized (MIN) Market-Rate & Income Restricted (not LIHTC) 	<ul style="list-style-type: none"> (MIG) Market-Rate, Income Restricted (not LIHTC) & Govt Subsidized (TAX) Tax Credit (TGS) Tax Credit & Govt Subsidized (TIN) Tax Credit & Income Restricted (not LIHTC) (TMG) Tax Credit, Market-Rate & Govt Subsidized 	<ul style="list-style-type: none"> (TIG) Tax Credit, Income Restricted (not LIHTC) & Govt Subsidized (INR) Income Restricted (not LIHTC) (ING) Income Restricted (not LIHTC) & Govt Subsidized (GSS) Govt Subsidized (ALL) Tax Credit, Market-Rate, Govt Subsidized & Income Restricted
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26	Somanath Senior Apts. at Beckstoffer's 1208 & 1231 N. 28th St., Richmond, VA 23223		Contact: Tatiana (In Person) Phone: (804) 643-1956	
		Total Units: 39 UC: 0 BR: 1, 2 Target Population: Senior 55+ Rent Special: Notes: Tax Credit; HCV (6 units)	Occupancy: 100.0% Vacant Units: 0	Stories: 1,3 Waitlist: 30 HH;

27	Stoneyridge Apts. 3462 Howard Rd, Richmond, VA 23223		Contact: Maria (In Person) Phone: (804) 644-9163	
		Total Units: 100 UC: 0 BR: 1, 2, 3 Target Population: Family Rent Special: Notes: Does not accept HCV	Occupancy: 100.0% Vacant Units: 0	Stories: 1,2 Waitlist: 7 HH; 1 & 2-br

28	Tobacco Landing 2701 E Main St, Richmond, VA 23223		Contact: Terri (In Person) Phone: (804) 649-9900	
		Total Units: 62 UC: 0 BR: 1, 2 Target Population: Family Rent Special: Notes: Tax Credit; HCV (8 units)	Occupancy: 100.0% Vacant Units: 0	Stories: 5 Waitlist: 2 HH;

29	Vida East 1903 E Marshall St, Richmond, VA 23223		Contact: Jiselle (In Person) Phone: (804) 669-3278	
		Total Units: 178 UC: 0 BR: 0, 1, 2 Target Population: Family Rent Special: One month free rent Notes: Does not accept HCV; Opened 10/2018, still in lease-up	Occupancy: 88.2% Vacant Units: 21	Stories: 5 Waitlist:

30	Williamsburg Village Thalia Crescent, Richmond, VA 23231		Contact: Danielle (In Person) Phone: (804) 222-8610	
		Total Units: 140 UC: 0 BR: 1, 2, 3 Target Population: Family Rent Special: Notes: Tax Credit & HUD Section 8	Occupancy: 100.0% Vacant Units: 0	Stories: 2 Waitlist: 24 mos;

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

Source: Richmond Redevelopment and Housing Authority
Effective: 01/2020

Monthly Dollar Allowances

		Garden						Townhome					
		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR	0 BR	1 BR	2 BR	3 BR	4 BR	5 BR
Heating	Natural Gas	20	24	27	30	33	36	26	31	34	38	42	46
	+Base Charge	16	16	16	16	16	16	16	16	16	16	16	16
	Bottled Gas	0	0	0	0	0	0	80	95	107	119	131	143
	Electric	14	16	21	24	27	31	20	23	27	31	35	41
	Heat Pump	0	0	0	0	0	0	0	0	0	0	0	0
	Oil	45	53	60	67	75	82	59	69	78	87	96	104
Cooking	Natural Gas	3	4	6	7	9	11	3	4	6	7	9	11
	Bottled Gas	9	11	16	21	26	31	9	11	16	21	26	31
	Electric	5	5	8	10	12	15	5	5	8	10	12	15
Other Electric	17	20	28	36	44	52	22	25	35	45	55	65	
+Base Charge	7	7	7	7	7	7	16	16	16	16	16	16	
Air Conditioning	7	8	11	15	18	22	7	8	14	20	26	32	
Water Heating	Natural Gas	7	9	13	17	20	24	9	11	16	21	25	29
	Bottled Gas	21	25	37	48	59	70	27	32	46	60	74	88
	Electric	11	13	17	20	24	27	14	16	21	25	29	32
	Oil	16	18	27	35	43	51	20	23	33	43	54	64
Water	24	26	37	56	75	93	24	26	37	56	75	93	
Sewer	34	36	50	71	93	114	34	36	50	71	93	114	
Trash Collection	19	19	19	19	19	19	19	19	19	19	19	19	
Internet*	20	20	20	20	20	20	20	20	20	20	20	20	
Cable*	20	20	20	20	20	20	20	20	20	20	20	20	
Alarm Monitoring*	0	0	0	0	0	0	0	0	0	0	0	0	

* Estimated- not from source

XIII. Qualifications

The Company

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

Company Leadership

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

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

Market Analysts

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

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

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

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

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

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

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

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

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

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

Research Staff

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

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

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

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

Addendum A – Member Certification & Checklist

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

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



Patrick M. Bowen

President

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Date: February 26, 2020



Craig Rupert

Market Analyst

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Date: February 26, 2020

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

ADDENDUM-MARKET STUDY INDEX

A. INTRODUCTION

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

B. DESCRIPTION AND PROCEDURE FOR COMPLETING

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

C. CHECKLIST

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

CHECKLIST (Continued)

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

CHECKLIST (Continued)

Other Requirements		Section (s)
54.	Preparation date of report	Title Page
55.	Date of Field Work	Certification
56.	Certifications	Certification
57.	Statement of qualifications	XIII
58.	Sources of data not otherwise identified	I
59.	Utility allowance schedule	XII