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**Need and Demand Analysis For
Harbour Square Apartments
7102 New Hunter Road
Mechanicsville, Virginia 23111**

**Prepared For
Intergra Property Group
520 Pike Street, Suite 1004
Seattle, Washington 98101**

**Effective Date
May 20, 2020**

**Date of Report
June 1, 2020**



June 1, 2020

Mr. Kevin Dainty
Intergra Property Group
520 Pike Street, Suite 1004
Seattle, Washington 98101

Dear Mr. Dainty:

Following is a market study which was completed for Intergra Property Group, under the guidelines set forth by the Virginia Housing Development Authority. The subject is an existing Section 8 senior ages 55 and older development located at 7102 New Hunter Road in Mechanicsville, Virginia. The development is improved with 10 two-story walk-up buildings containing 100 units. The property also contains an accessory building which houses the clubhouse, meeting room, laundry facility, office and maintenance area. The buildings have vinyl siding exteriors and asphalt shingle roofing. Unit amenities include a refrigerator, range/oven, carpet and vinyl flooring, blinds, coat closet and pull cords. As rehabilitated, the units will also contain a dishwasher, microwave and emergency call systems. Project amenities include a clubhouse, meeting room, picnic area, service coordinator, laundry facility, office and maintenance area, gazebo and asphalt parking areas. As rehabilitated, the property will also offer an exercise room, business center, video surveillance and covered parking spaces.

The purpose of the following market study is to determine if the community has a need for the subject units. To do so, the analyst, Samuel T. Gill, utilized data from the U.S. Census Bureau, HISTA Ribbon Demographics and various other demographic resources. Community information and opinion was also utilized. This information was collected during a field survey conducted by Todd Douglas Poer while visiting the site on May 20, 2020. An attempt was made to survey 100 percent of all housing in the area.

I certify that there is not now nor will there be an identity of interest between or among the applicant, contractor, architect, engineer, attorney, interim lender, subcontractors, material suppliers, equipment lessors or any of their members, directors, officers, stockholders, partners or beneficiaries without prior written identification to Virginia Housing Development Authority and written consent to such identity of interest by Virginia Housing Development Authority. All recommendations and conclusions are based solely on the professional opinion and best efforts of the analyst. This statement is given for the purpose of inducing the United States of America to make a loan as requested in the loan pre-application or application of which this statement is a part.

IN PROGRESS

Samuel T. Gill
Market Analyst



TABLE OF CONTENTS

TABLE OF CONTENTS 4

CERTIFICATION 7

IDENTITY OF INTEREST 8

NCHMA MEMBER CERTIFICATION 9

EXECUTIVE SUMMARY 10

 Executive Summary 11

 Project Description 11

 Housing Profile 11

 Market Feasibility 12

 Demand and Capture Rate Summary 12

 Evaluation of Project 12

 Positive/Negative Attributes 12

 Conclusion 13

INTRODUCTION AND SCOPE OF WORK 14

 Introduction and Scope of Work 15

PROPERTY DESCRIPTION 18

 Property Description 19

 Project Design 19

 Unit Features 19

 Common Amenities and Services 19

 Parking 19

 Utilities 20

 Unit Mix, Size and Rent Structure 20

 Tenant Services 21

 Scope of Work 21

 Location/Site Characteristics 21

SITE EVALUATION 22

 Project Location 23

 Location Map 24

 Vicinity Map 25

 Community and Site Information 26

 Site Characteristics 26

 Surrounding Land Uses 26

 Subject Photos 27

 Nearby Employment Opportunities 45

 Regional and Area Data 45

 Crime 45

 Community Services Legend 46

 Community Services Map 50

 Competing Properties Map 52

 Summary of Site Strengths and Weaknesses 53

PRIMARY MARKET AREA 54

 Delineation of Market Area 55

 Primary Market Area Map 57

MARKET AREA EMPLOYMENT TRENDS 58

 Employment and Economy 59

 Major Employers 61

 Place of Work Employment 62

 Future Employment Trends 62

 Wages 65

 Employment Outside the County 65

 Summary of Employment Trends in Market Area 65



MARKET AREA DEMOGRAPHIC DATA	66
Population and Households Trends and Analysis	67
Population By Gender	69
Household Type and Relationship	70
Housing Market	71
Tenure	71
DEVELOPMENT-SPECIFIC DEMAND ANALYSIS	76
Household Income Trends and Analysis	77
Sources of Demand	82
Required Unit Mix	82
Eligible Households	82
Penetration Rate	83
Demand Analysis	84
Demand Analysis Summary	86
Capture Rate Analysis	87
Demand and Capture Rate Summary	87
SUPPLY ANALYSIS	88
Housing Profile	89
Market Area Overview	89
Housing Inventory	89
Projects under Construction	89
Planned Projects	89
Unit Condition	89
Unit Types	90
Age of Rental Units	90
Unit Size	90
Rental Vacancy Rates	90
Vacancy Analysis	91
Lease Terms and Concessions	92
Turnover Rates	92
Likely Impact of Rehabilitated Development on Rental Occupancy Rates	92
Existing Comparables	93
Comparable Profile Pages	94
Existing Comparables Map	101
Competing Properties Map	102
Additional Developments	103
Market Rent Analysis	104
HUD Forms 92273 and Explanations – As Complete	105
Evaluation of the Rehabilitated Development	113
Project Design	113
Project Amenities	113
Parking	113
Unit Mix	113
Utilities	113
Unit Amenities	113
Tenant Services	114
Impact of Existing/Planned Rental Housing	114
Summary of Developments Strength and Weaknesses	114
LOCAL PERSPECTIVE AND INTERVIEWS	115
Local Interviews	116
RECOMMENDATIONS AND CONCLUSIONS	117
Recommendations and Conclusions	118
Project Description	118
Housing Profile	118



Market Feasibility	119
Demand and Capture Rate Summary	119
Evaluation of Rehabilitated Project.....	119
Positive/Negative Attributes	119
Conclusion	120
MARKET STUDY ANALYST STATEMENT OF EXPERIENCE	121
Qualifications of the Analyst	122
ADDENDUM A – DATA SOURCES	130
ADDENDUM B – MARKET STUDY TERMINOLOGY	132
ADDENDUM C – NCHMA INDEX	142
ADDENDUM D – SUBJECT DATA.....	145
ADDENDUM E – DEMOGRAPHICS DATA.....	151
ADDENDUM F – FLOOD DATA	260



CERTIFICATION

This is to certify that a field visit was made by the market analyst or one of his associates and information was obtained from publications of federal, state and local agencies. Interviews were held with apartment owners or managers, local officials and others as appropriate who may be knowledgeable of the housing market in Mechanicsville.

In accordance with Virginia Housing Development Authority, I hereby certify that the information provided in this Market Study was written according to Virginia Housing Development Authority's market study requirements and is truthful and accurate to the best of my knowledge and belief. The estimates of demand for senior housing made by this report are based on the assumption of a free market situation, unencumbered by local mores, affirmative fair housing marketing or prejudice toward the site location.

This is to affirm that I will receive no fees which are contingent upon approval of the project by Virginia Housing Development Authority, before or after the fact, and that I will have no interest in the housing project.

IN PROGRESS

Samuel T. Gill
Market Analyst
Tax ID Number: 43-1352932

June 1, 2020



IDENTITY OF INTEREST

I understand and agree that Virginia Housing Development Authority will consider an identity of interest to exist between the loan applicant as the party of the first part and general contractors, architects, engineers, attorneys, interim lenders, subcontractors, material suppliers or equipment lessors as parties of the second part under any of the following conditions:

1. When there is any financial interest of the party of the first part in the party of the second part;
2. When one or more of the officers, directors, stockholders or partners of the party of the first part is also an officer, director, stockholder or partner of the party of the second part;
3. When any officer, director, stockholder or partner of the party of the first part has any financial interest whatsoever in the party of the second part;
4. When the party of the second part advances any funds to the party of the first part other than an interim lender advancing funds to enable the applicant to pay for construction and other authorized and legally eligible expenses during the construction period;
5. When the party of the second part provides and pays on behalf of the party of the first part the cost of any legal services, architectural services or interim financing other than those of the survey, general superintendent or engineer employed by a general contractor in connection with obligations under the construction contract;
6. When the party of the second part takes stock or any interest in the party of the first part as part of the consideration to be paid them; and
7. When there exists or comes into being any side deals, agreements, contracts or undertakings entered into thereby altering, amending or canceling any of the required closing documents or approval conditions as approved by Virginia Housing Development Authority.

I certify that there is not now nor will there be an identity of interest between or among the applicant, contractor, architect, interim lender, subcontractors, material suppliers, equipment lessors or any of their members, directors, officers, stockholders, partners or beneficiaries without prior written identification to Virginia Housing Development Authority and written consent to such identity of interest by Virginia Housing Development Authority. This statement is given for the purpose of inducing the United States of America to make a loan as requested in the loan pre-application or application of which this statement is a part.

There is no identity of interest between the loan applicant and the Market Analyst or Gill Group.

IN PROGRESS

Samuel T. Gill
Market Analyst

June 1, 2020



NCHMA MEMBER CERTIFICATION



Formerly known as
National Council of Affordable
Housing Market Analysts

This market study has been prepared by Gill Group, Inc., 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*, and *Model Content Standards for the Content of Market Studies*. 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.

Gill Group, Inc. is duly qualified and experienced in providing market analysis for Affordable 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. Gill Group, Inc. is an independent market analyst. No principal or employee of Gill Group, Inc. has any financial interest whatsoever in the development for which this analysis has been undertaken.

IN PROGRESS

Samuel T. Gill
Gill Group

June 1, 2020

EXECUTIVE SUMMARY



Executive Summary

It is the opinion of the analyst that a market exists for the proposed rehabilitation of a 100-unit development designed for senior ages 55 years and that there is no need for alterations of any kind. This recommendation is made based on the information included in this report and assuming that the project is completed as detailed in this report. Any changes to the subject could alter the findings in this report.

Project Description

The subject, Harbour Square Apartments, is an existing Section 8 seniors ages 55 years and older development that contains 100 rental units. The property is applying for an allocation of Low Income Housing Tax Credits which will set the income eligibility to individuals earning 50 and 60 percent of the area median income. The property will also retain its Section 8 subsidies for all units. Therefore, tenants will never be required to pay more than 30 percent of their income towards rent. The subject property will attract senior households with incomes below \$42,960.

Harbour Square Apartments is comprised of 10 two-story walk-up buildings containing 100 units. The property also contains an accessory building which houses the clubhouse, meeting room, laundry facility, office and maintenance area. The buildings have vinyl siding exteriors and asphalt shingle roofing.

The following chart lists the subject's proposed unit distribution by unit type, size and rent structure.

MAXIMUM LIHTC RENTS AND UTILITY ALLOWANCES							
Unit Type	# of Units	Avg. Square Feet	% of Median Income	Maximum LIHTC Rent	Gross Rent	Utility Allowance	Net Rent
1/1	45	566	50%	\$838	\$1,219	\$69	\$1,150
1/1	35	566	60%	\$1,006	\$1,219	\$69	\$1,150
1/1	6	566	60%	\$1,006	\$1,242	\$82	\$1,160
2/1	14	788	60%	\$1,207	\$1,407	\$107	\$1,300

Housing Profile

The rental housing stock in the market area is comprised of single-family homes and market-rate and subsidized/income-restricted apartment complexes. The current vacancy rate in surveyed subsidized/income-restricted apartment complexes is 2.7 percent. The current vacancy rate in surveyed market-rate apartment complexes is 9.9 percent. However, Cambridge Square Apartments was placed in service in December 2019. The property is still in the process of leasing up; therefore, it has a high vacancy rate. Without considering this property, the overall market-rate vacancy rate is 2.1 percent.

The rehabilitation of the existing development will not have an adverse impact on the market area. There were seven income-restricted developments confirmed in the market area, none of which will directly compete with the subject. Therefore, there appears to a lack of senior affordable housing in the market area. In addition, all affordable housing developments maintain high occupancy rates and waiting lists. Therefore, the market area is not saturated.



Market Feasibility

The following tables contain the capture rates for all units with and without considering subsidies. For the units considering subsidies, the market shows a net demand of 554 units, and for units without considering subsidies the market shows a net demand of 114 units. If the subject were to lose its current subsidies, it is unlikely that all current residents would remain income-qualified. Therefore, for the purpose of the analysis, all units were considered vacant when calculating the capture rate without subsidies.

CAPTURE RATE BY INCOME LIMITS - WITHOUT SUBSIDY			
	All Units @ 50% (\$25,140 - \$35,800)	All Units @ 60% (\$30,180 - \$42,960)	Project Total (\$25,140 to \$42,960)
Income Restrictions:			
All Units at Subject	39.5%	41.4%	87.7%

CAPTURE RATE BY INCOME LIMITS - WITH SUBSIDY			
	All Units @ 50% (\$0 - \$35,800)	All Units @ 60% (\$0 - \$42,960)	Project Total (\$0 to \$42,960)
Income Restrictions:			
All Units at Subject	8.9%	11.9%	18.1%
Vacant Units at Subject	0.0%	0.9%	0.7%

Demand and Capture Rate Summary

For the units considering subsidies, the market shows a net demand of 554 units for senior units with subsidies and 114 units for the senior units without considering subsidies. The subject is an existing Section 8 senior ages 55 years and older development that contains 100 total units with subsidies. The capture rate show that the subject, if entirely vacant and without subsidies, would need to capture 87.7 percent of the overall demand for all units. The capture rate show that the subject, if entirely vacant and with subsidies, would need to capture 18.1 percent of the overall demand for all units. However, the property is currently 96 percent occupied, with four vacant units. Therefore, the overall capture rate when considering all units vacant is inflated. The capture rate when considering only the subject's vacant units is considered more indicative of the actual capture rates for the subject. When only considering the subject's vacant units with its current subsidies, the overall capture rate is 0.7 percent for all units. After researching the vacancy rates of the existing units in the area, it is firmly believed that the rehabilitated development will continue to satisfy a portion of the demand for the units within the market. It is believed that the property will meet the demand for affordable housing in the market area.

Evaluation of Project

The subject is located at 7102 New Hunter Road. Therefore, the subject will have average visibility and easy access. The subject's site plan and project design is similar to competing apartment developments. The subject's unit mix of one- and two-bedroom senior units are suitable in the market. The subject's unit and project amenities are competitive with the surveyed comparables, and the subject's rents will provide a good value to prospective tenants.

Positive/Negative Attributes

Strengths: The subject's location is comparable to other developments in the market area. Its in-unit and common area amenities will be competitive with the other developments in the market area. When these factors are taken into consideration, the subject's rehabilitated units will provide a good value to prospective tenants.

Weaknesses: None



Conclusion

The subject can retain its required share of the market area for the following reasons:

- The subject's design and amenities are competitive with other existing projects. Therefore, no modifications to the subject are necessary.
- Harbour Square Apartments is an existing Section 8 senior development containing 100 units. Once rehabilitation is complete, the property will retain its Section 8 subsidies for all units as well as be 100 percent LIHTC at 60 percent of the area median income. The development is currently 96 percent occupied, with four vacant units. Therefore, the property will not need to absorb any additional units to maintain a stabilized occupancy rate.
- The capture rate show that the subject, if entirely vacant and without subsidies, would need to capture 87.7 percent of the overall demand for all units. The capture rate show that the subject, if entirely vacant and with subsidies, would need to capture 18.1 percent of the overall demand for all units. However, the property is currently 96 percent occupied, with four vacant units. Therefore, the overall capture rate when considering all units vacant is inflated. The capture rate when considering only the subject's vacant units is considered more indicative of the actual capture rates for the subject. When only considering the subject's vacant units with its current subsidies, the overall capture rate is 0.7 percent for all units. After researching the vacancy rates of the existing units in the area, it is firmly believed that the rehabilitated development will continue to satisfy a portion of the demand for the units within the market. It is believed that the property will meet the demand for affordable housing in the market area.
- According to the past, present and future demographic and economic trends within the primary market area, it is the opinion of the analyst that the rehabilitated development is suitable for the market area. Given the current acceptable vacancy rates for affordable properties, the development will not have an adverse effect on the existing rental comparables and the anticipated pipeline additions to the rental base.

INTRODUCTION AND SCOPE OF WORK



Introduction and Scope of Work

The Scope of Work Rule requires us to gather and analyze information about those assignment elements that are necessary to properly identify the problem to be solved. According to the Standards Rule 1-2, identification of the problem to be solved requires us to identify the following assignment elements.

- Client and any other intended users: The client and developer for this market study assignment is Intergra Property Group. The intended users of the report are Intergra Property Group and Virginia Housing Development Authority. No other users are intended.
- Intended use of the analyst's opinions and conclusions: The intended use of this market study is to apply for Low Income Housing Tax Credits through Virginia Housing Development Authority.
- Effective date of the analyst's opinions and conclusions: The effective date of the rental estimate is May 20, 2020.
- Subject of the assignment and its relevant characteristics: The subject property is an existing 100-unit senior apartment complex known as Harbour Square Apartments. It is located on the east and west sides of New Hunter Road. Its physical address is 7102 New Hunter Road.
- Assignment conditions: Assignment conditions include assumptions, extraordinary assumptions, hypothetical conditions, supplemental standards, jurisdictional exceptions, and other conditions that affect the scope of work. The following assumptions are used in this market study assignment:
 - An environmental audit was not provided. I am not qualified to complete an environmental audit. The stated opinion of rental rates is predicated on the assumption that no hazardous substances or conditions materially affect the subject property.
 - The Americans with Disabilities Act (ADA) became effective January 26, 1992. No specific compliance survey or analysis of the identified property has been made to determine whether it is in conformity with the various detailed requirements of the ADA. It is possible that a compliance survey of the property together with a detailed analysis of the requirements of the ADA could reveal that the property will not comply with one or more of the requirements of the Act. If so, this fact could have an adverse impact upon the value of the property. Since there is no direct evidence relating to this issue, it is assumed that no substantial immediate outlays will be mandated by governing authorities to meet ADA requirements.
- The building improvements meet all governing codes, unless otherwise noted in this report.



An **extraordinary assumption**¹ is defined as:

An assignment-specific assumption as of the effective date regarding uncertain information used in an analysis, which, if found to be false, could alter the appraiser's opinions or conclusions. Uncertain information might include physical, legal or economic characteristics of the subject property; or conditions external to the property, such as market conditions or trends; or the integrity of data used in an analysis.

An extraordinary assumption may be used in an assignment only if:

- It is required to properly develop credible opinions and conclusions;
- The analyst has a reasonable basis for the extraordinary assumption;
- Use of the extraordinary assumption results in a credible analysis; and
- The analyst complies with the disclosure requirements set forth in USPAP for extraordinary assumptions.²

The following extraordinary assumptions are used in this market study consultation assignment: *The market study was written under the extraordinary assumption that the property will be rehabilitated as indicated in the Scope of Work. This market study was written under the extraordinary assumption that there is no long-term economic impact on the market area due to COVID-19.*

A **hypothetical condition**³ is defined as:

A condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results but is used for the purpose of analysis. Hypothetical conditions are contrary to known facts about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market condition or trends; or about the integrity of data used in an analysis.

A hypothetical condition may be used in an assignment only if:

- Use of the hypothetical condition is clearly required for legal purposes, for purposes of reasonable analysis, or for purposes of comparison;
- Use of the hypothetical condition results in a credible analysis; and
- The analyst complies with the disclosure requirements set forth in USPAP for hypothetical conditions.⁴

The following hypothetical condition are used in this market study consultation assignment: *The market rents in the need and demand analysis were determined under the hypothetical condition that the subject will be unrestricted or conventional and not subject to any rent restrictions.*

¹ Uniform Standards of Professional Appraisal Practice, 2020-2021 Edition (The Appraisal Foundation, 2020), pg. 4

² Uniform Standards of Professional Appraisal Practice, 2020-2021 Edition (The Appraisal Foundation, 2020), pg. 14

³ Uniform Standards of Professional Appraisal Practice, 2020-2021 Edition (The Appraisal Foundation, 2020), pg. 4

⁴ Uniform Standards of Professional Appraisal Practice, 2020-2021 Edition (The Appraisal Foundation, 2020), pg. 14



This market study was completed in accordance with the requirements set forth in Virginia Housing Development Authority's 2020 Market Study Guidelines.

Samuel T. Gill, a State Certified General Real Estate Appraiser, oversaw and supervised all data collection and analysis and performed the research. The following actions were taken to complete this appraisal.

- On May 20, 2020, Todd Douglas Poer, a Market Analyst, conducted an interior and exterior inspection of the subject property to determine the property's physical and functional characteristics. Todd Douglas Poer inspected common areas, mechanical rooms, exterior grounds and a sampling of units. He interviewed Susan Livingston, property manager, to determine the rental rates, services and amenities offered to the tenants of the subject property.
- The purpose of this market study is to determine if the community has a need for the subject units. To do so, the analysts utilize data from the U.S. Census Bureau, Nielsen Claritas and Ribbon Demographics and various other demographic resources. Community information and opinion was also utilized. The research retrieved data from several of the following: internet sites, local newspapers and rental publications, city records, owners and managers of local apartment properties, local real estate brokers, fellow analysts and the analyst's office files.
- During the week of May 20, 2020, Todd Douglas Poer inspected the exterior of each comparable property used in the analysis. Due to the COVID-19 pandemic, Gill Group was unable to inspect any interior common areas or model units. However, detailed information was taken from interviews with the property managers and their various websites. Interior photographs on the internet were viewed, where available. Unit size, amenities, utilities provided and services provided were verified through the property contacts as well as internet websites.
- During the verification process, Todd Douglas Poer, Samuel T. Gill, or one of their associates, talked with the managers or leasing agents of the comparable properties, to confirm all data and to collect additional information about each comparable, including size, age, amenities, occupancy rates and general market information. Whenever possible, floor plans and brochures were obtained, which describe the comparable properties unit size, feature and amenities.
- Samuel T. Gill, the primary market analyst, completed the data and adjustments columns of the Rent Comparability Grids and determined the final estimate of rents. After completing the Rent Comparability Grids, Samuel T. Gill derived an estimated market rent and an estimated achievable rent for each unit type. Samuel T. Gill also completed the demand, penetration rate and capture rate conclusions through analysis of all aspects of the subject, market area and demographic data available to the analyst.

PROPERTY DESCRIPTION



Property Description

Project Name: Harbour Square Apartments
Location: 7102 New Hunter Road
Mechanicsville, Virginia
Project Type: Seniors Ages 55 Years and Older
Construction Type: Rehabilitation
Developer: Intergra Property Group
Area Median Family Income: \$89,400

The subject, Harbour Square Apartments, is an existing Section 8 development serving seniors ages 55 years and older. The development contains a total of 100 rental units. The property is applying for an allocation of Low Income Housing Tax Credits which will set the income eligibility to individuals earning 50 and 60 percent of the area median income. The property will also retain its subsidies for all units. Therefore, tenants will never be required to pay more than 30 percent of their income towards rent. The subject is not a scattered site development. The subject property will attract senior residents with incomes below \$42,960, annually.

Project Design

Harbour Square Apartments is improved with 10 two-story walk-up buildings containing 100 units. The property also contains an accessory building which houses the clubhouse, meeting room, laundry facility, office and maintenance area. The buildings have vinyl siding exteriors and asphalt shingle roofing.

Unit Features

Unit amenities include a refrigerator, range/oven, carpet and vinyl flooring, blinds, coat closet and pull cords. As rehabilitated, the units will also contain a dishwasher, microwave and emergency call systems.

Common Amenities and Services

Project amenities include a clubhouse, meeting room, picnic area, service coordinator, laundry facility, office and maintenance area and gazebo. As rehabilitated, the property will also offer an exercise room, business center and video surveillance.

Parking

The complex contains an open asphalt parking area with 174 parking spaces. Once rehabilitation is complete, the property will also offer covered parking at no additional cost to residents.



Utilities

The following table describes the project's utility combination.

UTILITY SCHEDULE		
Utility	Type	Who Pays
Heat	Central Electric	Tenant
Air Conditioning	Central Electric	Tenant
Hot Water	Electric	Tenant
Cooking	Electric	Tenant
Other Electric	Electric	Tenant
Cold Water/Sewer	N/A	Landlord
Trash Collection	N/A	Landlord
Cable/Satellite	N/A	Tenant
Internet	N/A	Tenant

Unit Mix, Size and Rent Structure

The following chart lists the subject's unit mix.

Unit Type	# of Units	Square Footage	Total Square Footage
1/1	86	566	48,676
2/1	14	788	11,032
	100		59,708

The following chart lists the subject's current unit distribution by unit type, size and rent structure.

Unit Type	# of Units	Square Footage	Contract Rent	Utility Allowance
1/1	6	566	\$959	\$82
1/1	80	566	\$949	\$69
2/1	14	788	\$1,020	\$107
	100			

The following chart lists the subject's proposed unit distribution by unit type, size and rent structure.

MAXIMUM LIHTC RENTS AND UTILITY ALLOWANCES							
Unit Type	# of Units	Avg. Square Feet	% of Median Income	Maximum LIHTC Rent	Gross Rent	Utility Allowance	Net Rent
1/1	45	566	50%	\$838	\$1,219	\$69	\$1,150
1/1	35	566	60%	\$1,006	\$1,219	\$69	\$1,150
1/1	6	566	60%	\$1,006	\$1,242	\$82	\$1,160
2/1	14	788	60%	\$1,207	\$1,407	\$107	\$1,300



The subject property will attract senior residents with incomes below \$42,960, annually.

LIHTC INCOME LIMITS		
Person in Households	50%	60%
1	\$31,300	\$37,560
2	\$35,800	\$42,960
3	\$40,250	\$48,300
4	\$44,700	\$53,640
5	\$48,300	\$57,960
6	\$51,900	\$62,280

Source: HUD

Tenant Services

The subject offers a service coordinator. The service coordinator organizes educational health seminars, hosts social gatherings throughout the week and on holidays, organizes a local food bank to come on the property and deliver food twice a month to the property, assists tenants with connecting to local services including food banks and religious offerings, assists tenants with online tasks and technology issues, assists and advocates on behalf of tenants to the local Social Services department and provides personal assessments to determine a tenants level of independence, noting additional services that may be needed.

Scope of Work

The property will undergo a substantial rehabilitation and will be in good condition. The proposed scope of work is comprehensive and includes replacement of appliances, kitchen cabinets, bath vanities and medicine cabinets, windows, interior and exterior doors, hot water heaters, air conditioning units, toilets and baths, flooring and structural elements such as exterior brick and wall supports, roofing and re-grading and striping of the parking lots. In addition, once rehabilitation is complete, all units will contain a dishwasher, microwave and emergency call system. Furthermore, the property will also offer an exercise room, business center, video surveillance and covered parking spaces. The rehabilitation is anticipated to begin in October 2020 and end in October 2021.

Location/Site Characteristics

The property contains approximately 483,516 square feet, or 11.10 acres, and is zoned R-5, Multiple-Family Residential District. The subject is a legal, conforming use. The subject is not a scattered site development. The subject is located in Census Tract #3212.00.

The neighborhood is comprised of a mixture of single-family residences, multifamily dwellings, commercial properties and vacant land. Single-family residences are located to the north, east and west of the subject. Chickahominy Bluff Apartments and vacant land are located south of the subject.

The neighborhood is 90 percent built up. Approximately 50 percent of the land use is made up of single-family residences. Another 35 percent is commercial properties. Approximately five percent is multifamily dwellings. The remaining 10 percent is vacant land. The area is mostly suburban. The subject is located on along the east and west of New Hunter Road. New Hunter Road connects to State Highway 156, which then connects to the Mechanicsville Turnpike/U.S. Highway 360. Therefore, the subject has average visibility and easy access.

SITE EVALUATION

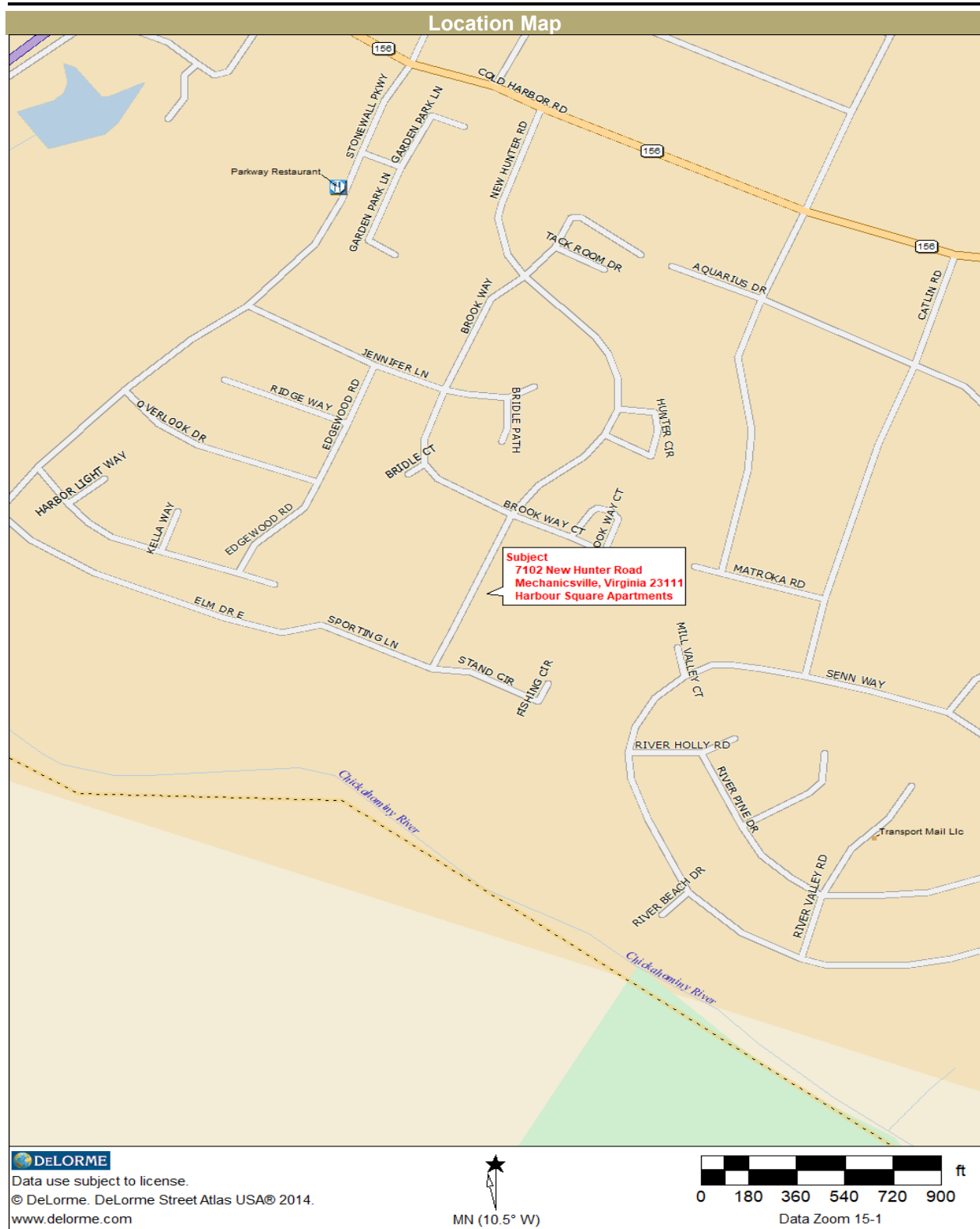


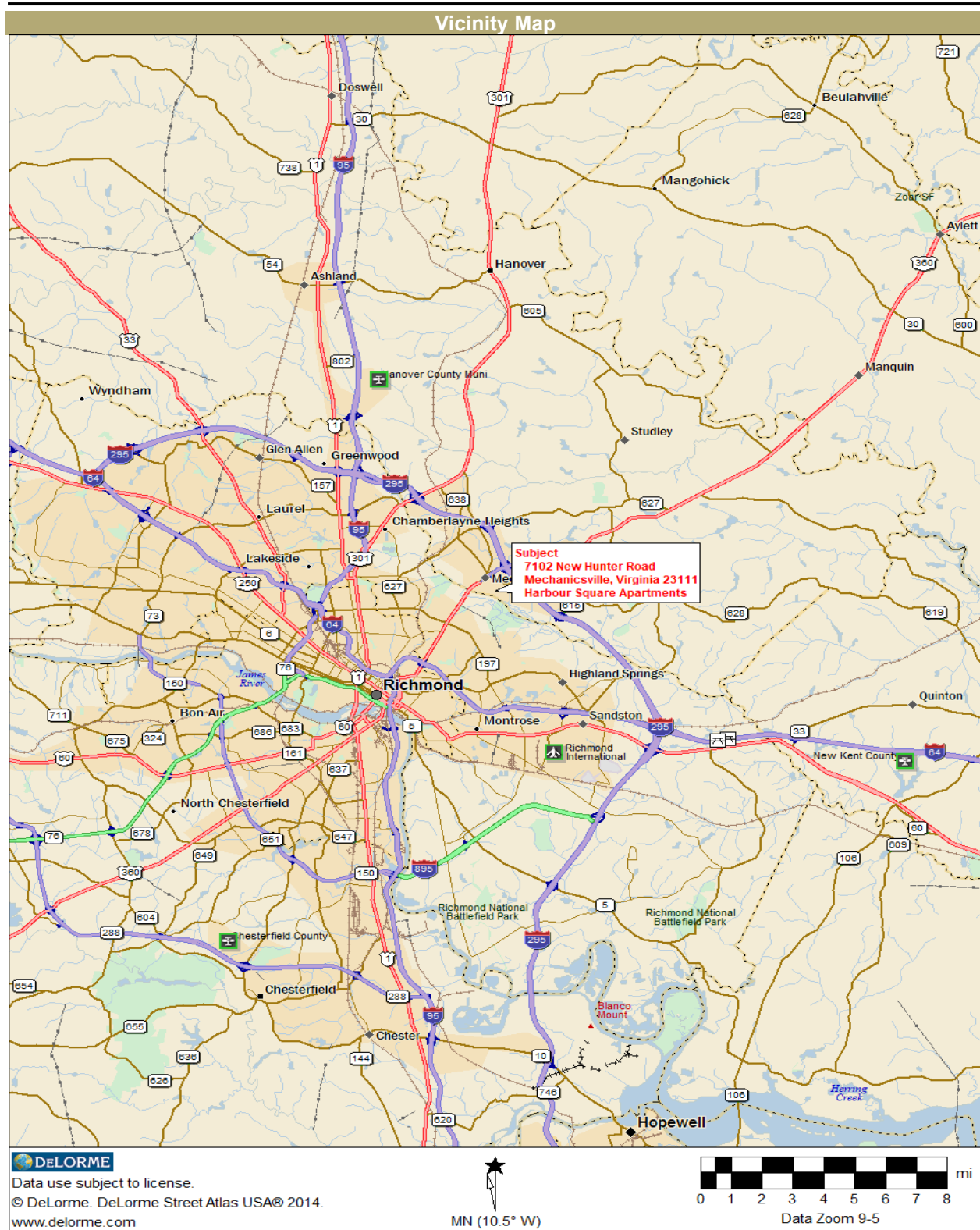
Project Location

The subject is an existing Section 8 development that contains 100 senior units in the census-designated place (CDP) of Mechanicsville, Virginia. Mechanicsville is located in the eastern portion of the State of Virginia. The nearest cities include East Highland Park, Chamberlayne, Highland Springs, Fair Oaks, Lakeside, Montrose, Sandston and Glen Allen.

The primary market area consists of the following census tracts: 3207.01, 3207.02, 3208.01, 3208.03, 3208.04, 3208.05, 3209, 3210.01, 3210.02, 3211, 3212.01, 3212.02, 3213, 3214.01 and 3214.02. The market area encompasses the area within the following boundaries: North – South Anna River, Carolina County and King William County; East – King William County and Mechanicsville Turnpike/U.S. Highway 360; South – Spring Run Road, Old Church Road, McClellan Road, Fox Hunter Lane, New Kent County, Henrico County and Chickahominy River; and West – Henrico County, Interstate 95 South, Lewistown Road, U.S. Highway 1, East Patrick Henry Road, Woodside Lane, Slayden Creek and State Highway 646. This is the area from which the subject would normally draw its applicants.

Mechanicsville is served by Interstate 295; U.S. Highways 301 and 360; and State Highways 156, 619, 627, 638 and 640. The subject is located in the southern portion of the CDP. The subject is located along both the east and west sides of New Hunter Road.







Community and Site Information

Site Characteristics

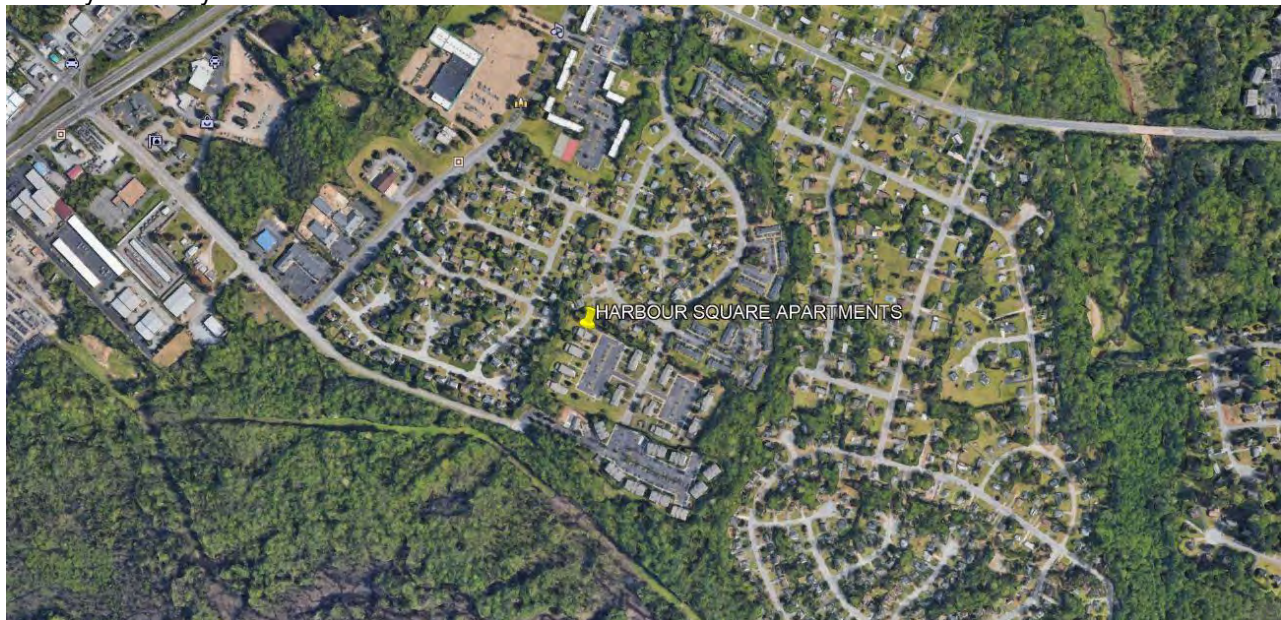
The subject site is located in a commercial and residential neighborhood in the southern portion of Mechanicsville. The subject is located along the east and west side of New Hunter Road.

The property is easily accessed via New Hunter Road. New Hunter Road connects to State Highway 156, which then connects to the Mechanicsville Turnpike/U.S. Highway 360, a major thoroughfare throughout the CDP. Therefore, the subject has average visibility and easy access.

The property contains approximately 483,516 square feet, or 11.10 acres, and is zoned R-5, Multiple-Family Residential District. The subject is a legal, conforming use. The subject is not a scattered site development. The subject is located in Census Tract #3212.00.

Surrounding Land Uses

The neighborhood is comprised of a mixture of single-family residences, multifamily dwellings, commercial properties and vacant land. Single-family residences are located to the north, east and west of the subject. Chickahominy Bluff Apartments and vacant land are located south of the subject. The neighborhood is 90 percent built up. Approximately 50 percent of the land use is made up of single-family residences. Another 35 percent is commercial properties. Approximately five percent is multifamily dwellings. The remaining 10 percent is vacant land. The area is mostly suburban. The subject is located along the east and west of New Hunter Road. New Hunter Road connects to State Highway 156, which then connects to the Mechanicsville Turnpike/U.S. Highway 360. Therefore, the subject has average visibility and easy access.





Subject Photos



View of Sign



View of Exterior



View of Exterior



View of Exterior



View of Exterior



View of Exterior



View of Exterior



View of Exterior



View of Exterior



View of Exterior



View of Picnic Area



View of Former Shuffleboard Court (Not In Use)



View of Gazebo



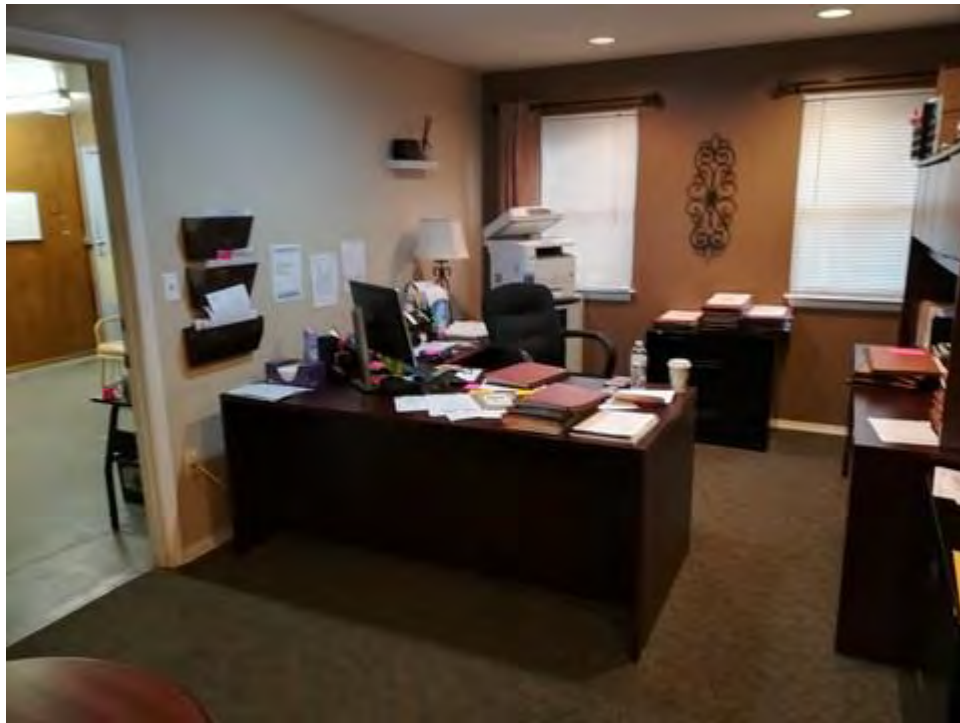
View of Typical Mail Center



View of Accessory Building – Exterior



View of Maintenance Storage Shed



View of Leasing Office



View of Service Coordinator Office



View of Maintenance Area



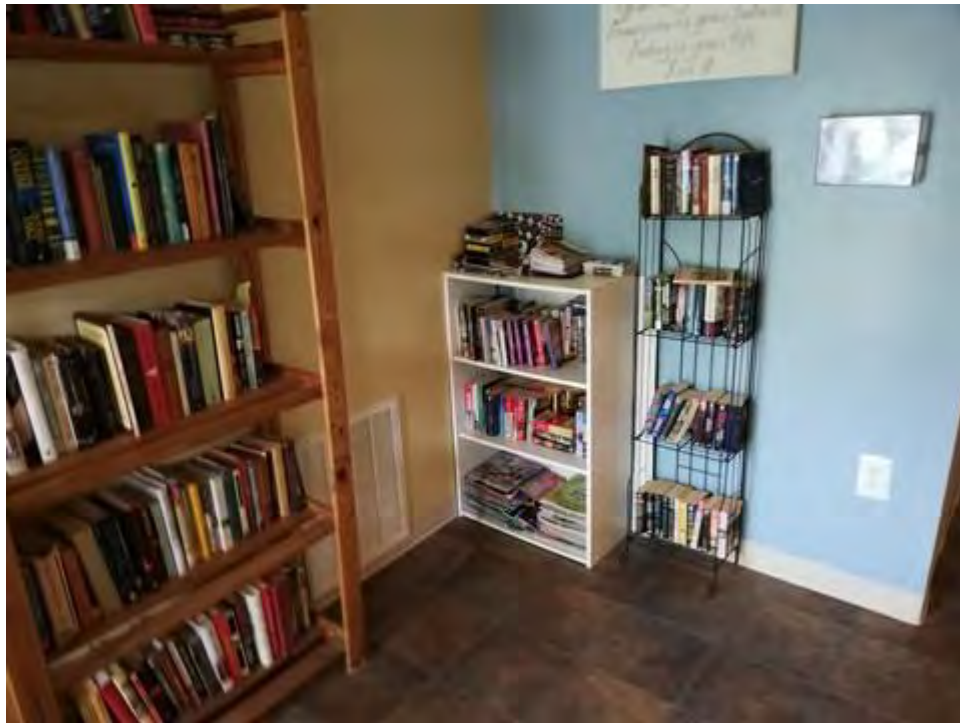
View of Meeting Room



View of Meeting Room Kitchen



View of Clubhouse



View of Clubhouse (Library Area)



View of Laundry Facility



View of Typical Living Area



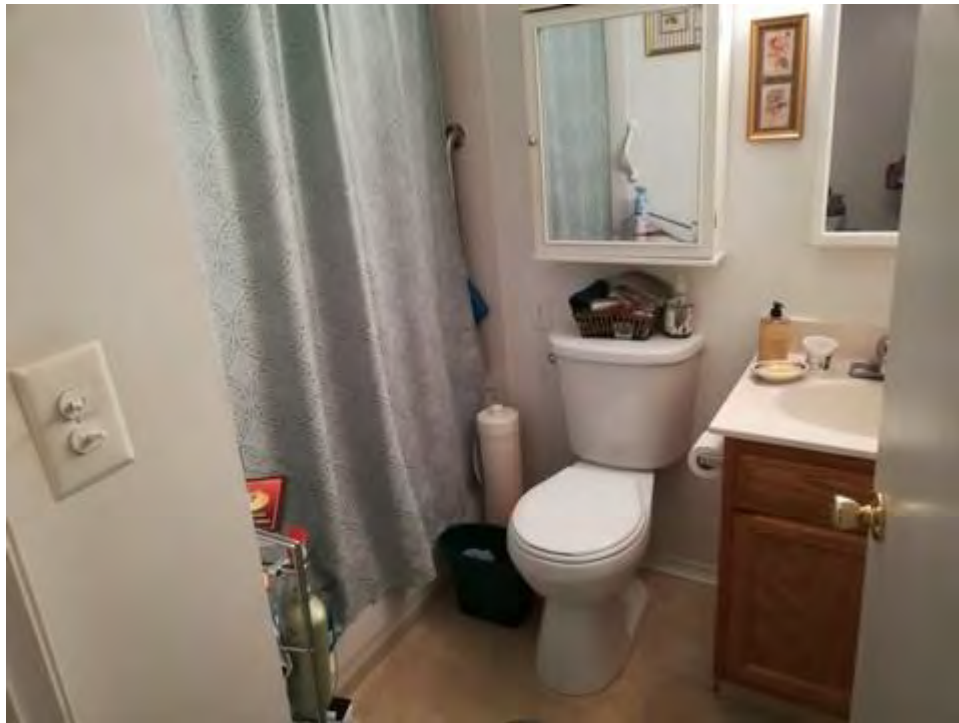
View of Typical Kitchen



View of Typical Dining Area



View of Typical Bedroom



View of Typical Bath



View of Parking Lot



View to the North



View to the South



View to the East



View to the West



View of New Hunter Road – To the North



View of New Hunter Road – To the South



Nearby Employment Opportunities

Most market area tenants have blue collar occupations. According to the U.S. Census Bureau, approximately 84 percent of the market area works in the service and laborer industries.

Regional and Area Data

Parks and Recreational Opportunities

Recreational facilities and areas in Hanover County include over 1,500 acres of parkland that offers numerous trails, historic landmarks, boat launches, athletic fields, picnic areas, shelters and playgrounds. In addition, the department offers several events and programs throughout the year for adults, children and seniors. The departments also offers a wide variety of recreation classes. Additional recreation opportunities includes Kings Dominion Amusement Park and Hanover Tavern, a 225-year-old tavern that hosted George Washington.

Government/Public Safety

Mechanicsville is a census-designated place (CDP) with a council form of government. The CDP is served by the Hanover Fire EMS Station 7 – Mechanicsville and the Hanover Sherriff Department.

Utilities

Hanover County provides water and sewer services to the residents of the county. Dominion Energy Virginia provides electricity services, and natural gas service is provided by Virginia Natural Gas. Basic telephone services are provided by Verizon, AT&T and Cavalier.

Health Services

Bon Secours Memorial Regional Medical Center provides medical care to residents of Mechanicsville. Additional healthcare facilities in the area include the following: BetterMed Urgent Care, Memorial Med Clinic, Kidmed-Mechanicsville, MinuteClinic, VCU Health at Hanover Medical Park, Virginia Women's Center, Cold Harbor Family Medicine, The Little Clinic, Christian Dental Clinic, Focus MD and Commonwealth Counseling.

Transportation

Mechanicsville is served by Interstate 295; U.S. Highways 301 and 360; and State Highways 156, 619, 627, 638 and 640. Interstate and intrastate bus services are provided by Greater Richmond Transit Company (GRTC). Amtrak provides commuter rail services to the area via a station in Mechanicsville, Virginia. The nearest major airport is Richmond International Airport in Richmond, Virginia.

Crime

According to AreaVibes, the CDP of Mechanicsville does not have defined neighborhoods. Therefore, data for the CDP is provided. According to Areavibes, there are approximately 230 per 100,000 residents are victims of a violent crime annually, and approximately 1,916 per 100,000 residents are victims of a property crime each year. The crime rate for the CDP of Mechanicsville is 15.0 percent higher than for the state and 17 percent lower the national average. The total number of crimes in the CDP has decreased 10 percent within the past year, according to AreaVibes. There is a 1 in 435 chance of being the victim of a violent crime and a 1 in 53 chance of being the victim of a property crime in the CDP of Mechanicsville. The life cycle is generally in the stability stage. There are no major adverse influences or hazards observed or known by the appraiser in the immediate surrounding area.



Community Services Legend		
BANKING SERVICES		
Legend	Service	Distance From Site
10	Sonabank	0.60
11	Village Bank (Mechanicsville)	0.60
20	SunTrust	0.68
36	TowneBank	0.92
57	Woodforest National Bank	1.43
62	Wells Fargo Bank	1.79
GROCERY SUPERMARKET AND BAKERY SERVICES		
Legend	Service	Distance From Site
38	Target Grocery	0.94
58	Walmart Supercenter	1.43
74	Food Lion	2.89
PHARMACY SERVICES		
Legend	Service	Distance From Site
3	Brooks	0.35
9	Mechanicsville Drug Store	0.59
26	Colonial Pharmacy	0.72
39	CVS Pharmacy	0.94
59	Walmart Pharmacy	1.43
70	Walgreens Pharmacy	1.95
RESTAURANT, MEAL DELIVERY AND TAKEAWAY SERVICES		
Legend	Service	Distance From Site
18	360 PizzeriA	0.66
23	I Got Cake	0.69
25	Sno Shack	0.70
41	Panera Bread	0.95
44	Cracker Barrel Old Country Store	0.97
45	Subway	1.03
46	Fuji Asian Cuisine	1.04
48	Sweet Frog	1.06
49	Moe's Southwest Grill	1.06
51	Applebee's Grill + Bar	1.10



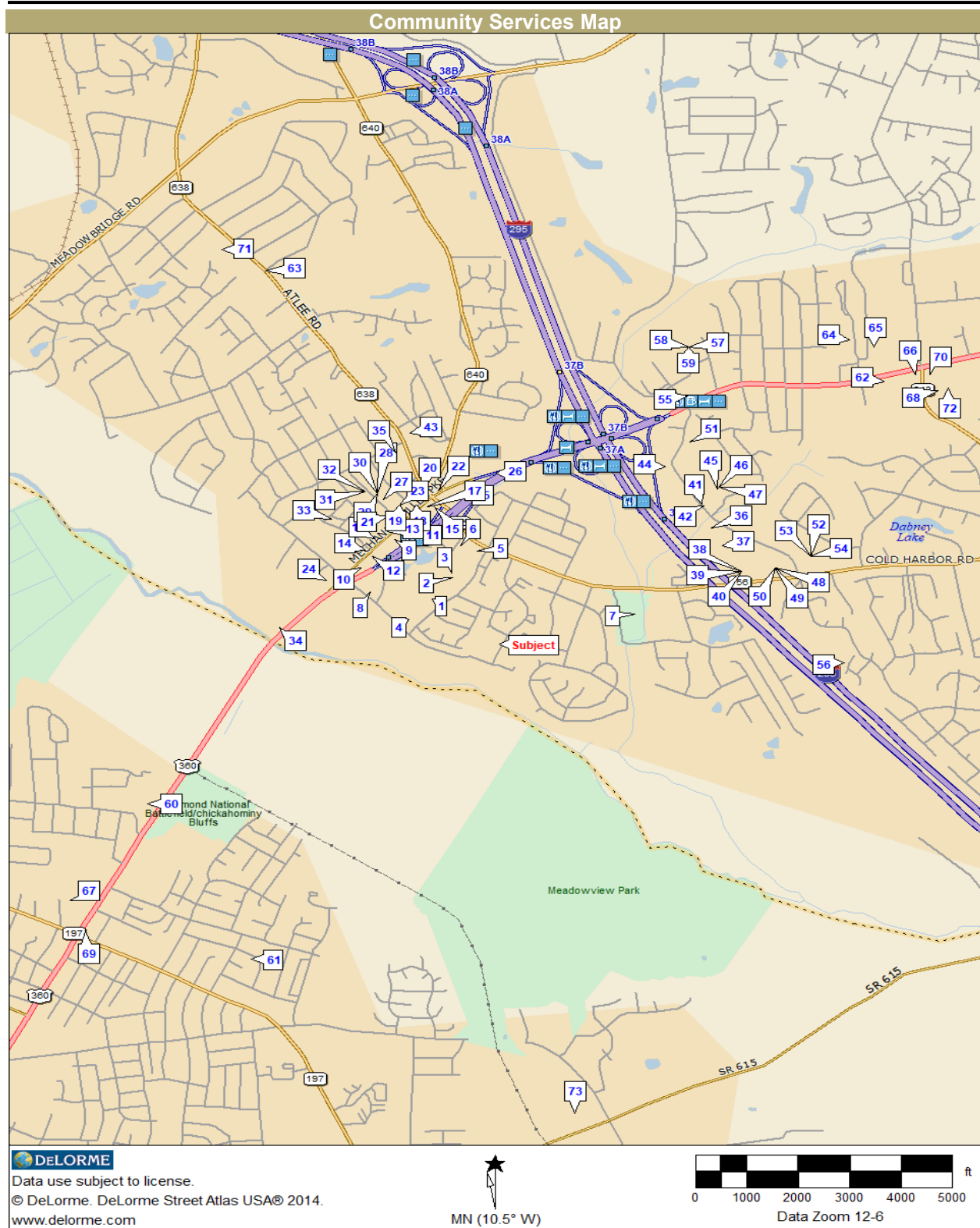
CLOTHING, SHOE, DEPARTMENT STORES AND MALL SERVICES		
Legend	Service	Distance From Site
14	Books, Beads & More, Inc.	0.63
24	Sharkey's Tees	0.69
40	Target	0.94
47	Plato's Closet	1.04
50	Lane Bryant	1.06
52	Catherine's	1.20
53	Old Navy	1.20
54	Kid to Kid	1.20
67	It's Fashion Metro	1.91
SALON/BARBER FLORIST AND JEWELRY STORE SERVICES		
Legend	Service	Distance From Site
8	Hats Off Hair & Nail Studio	0.53
12	Guys & Dolls	0.60
13	Hair Remedy Salon	0.60
15	Donna & Co	0.63
16	Affordable Spa Services	0.64
27	It's Beauty Time	0.74
28	Lash Out RVA	0.78
29	Rachel Dyan - Hair and Beauty	0.78
30	Salon 606	0.78
31	Body Waxing By Roz	0.81
HARDWARE STORE AND HOME GOODS STORE SERVICES		
Legend	Service	Distance From Site
32	Nottoway Lumber Sales Inc.	0.81
37	The Home Depot	0.92
68	Tractor Supply Co.	1.93
72	Harbor Freight Tools	1.97
BUS/SUBWAY/TRAIN STATION, TAXI AND AIRPORT SERVICES		
Legend	Service	Distance From Site
61	Bus Stop - East Laburnum & Montclair	1.61

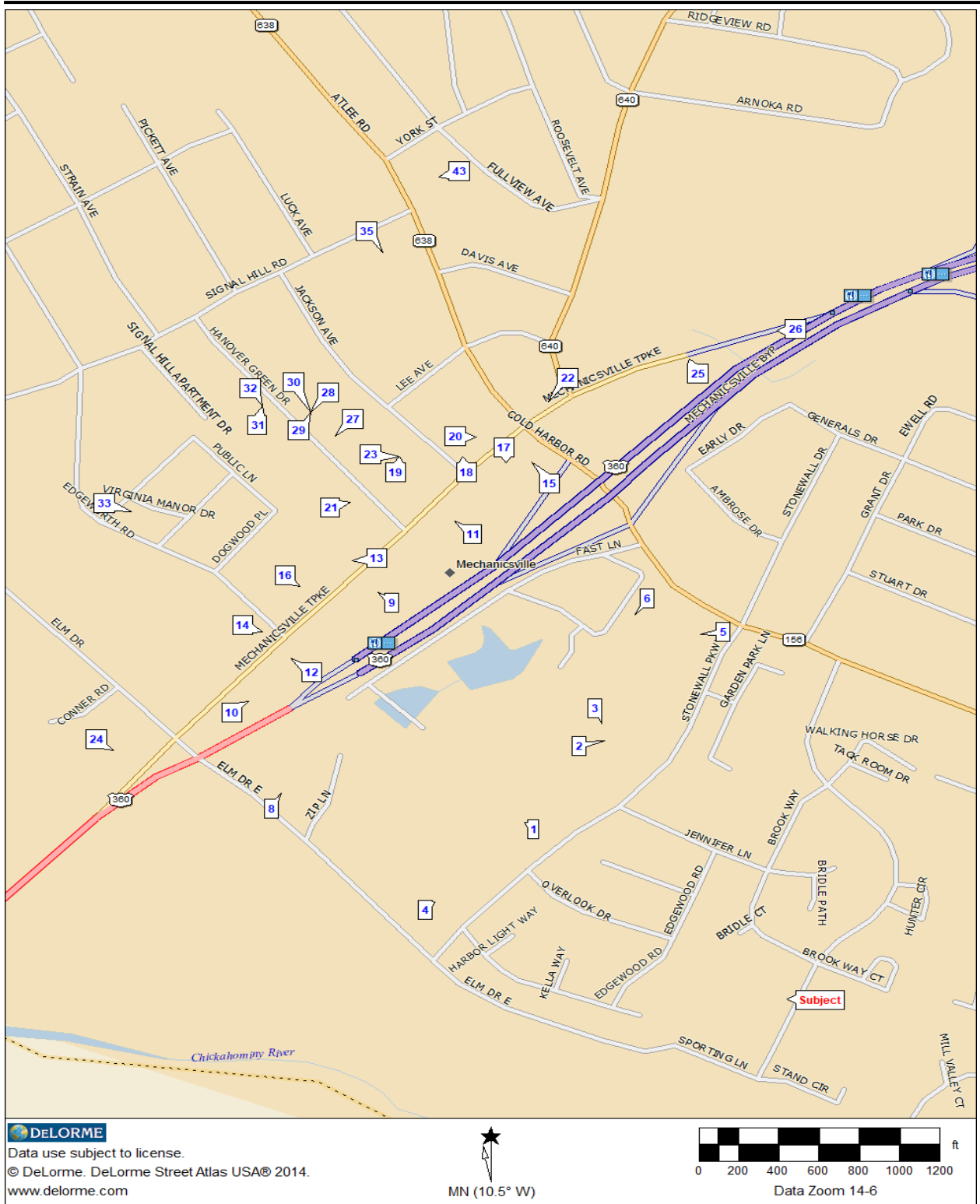


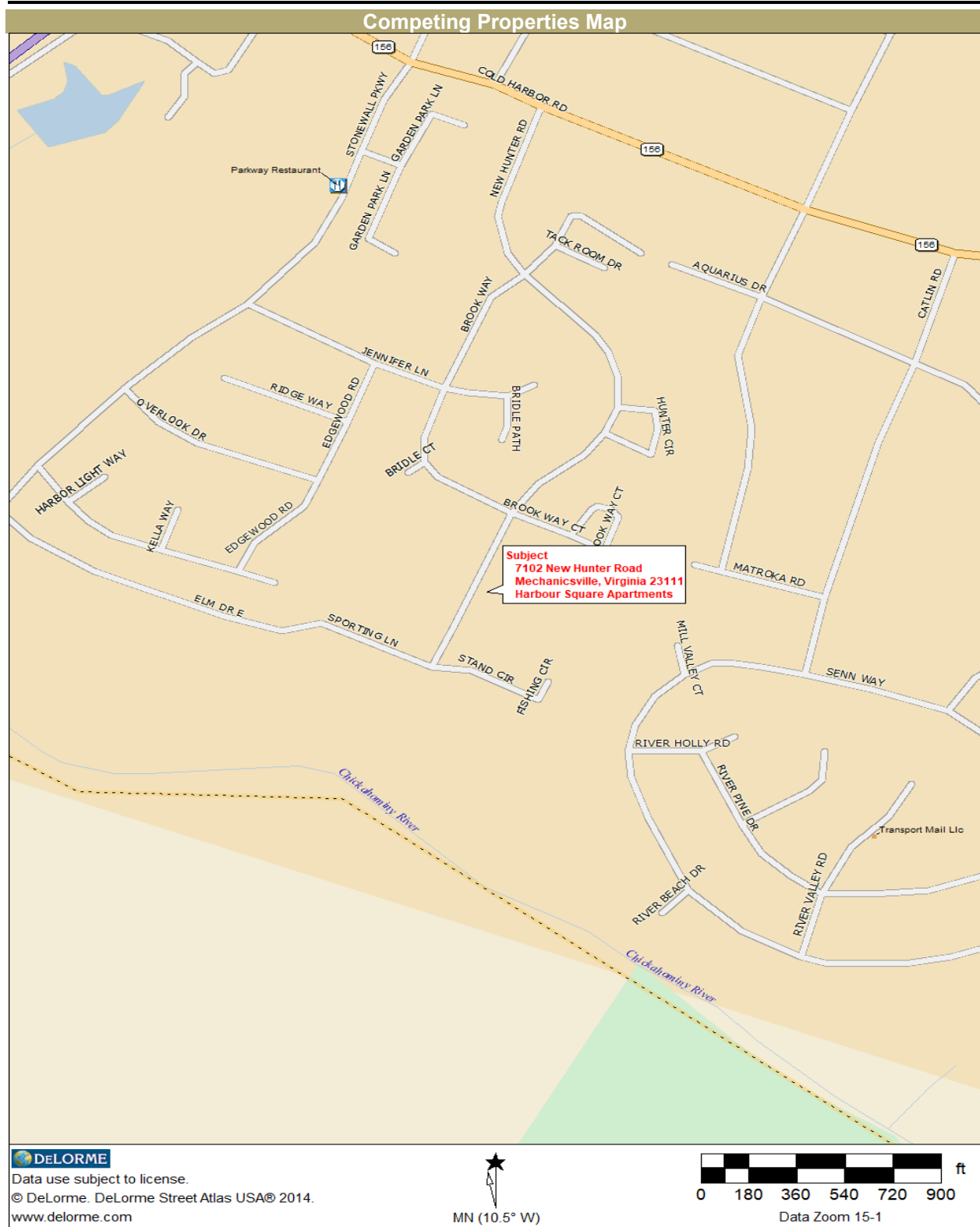
HOSPITAL, DENTIST, DOCTOR, SPA AND GYM SERVICES		
Legend	Service	Distance From Site
6	Mechanicsville Medical Center	0.44
21	Cold Harbor Family Medicine	0.68
33	Family and Cosmetic Dentistry	0.81
34	Sheltering Arms	0.81
42	Aspen Dental	0.95
LIBRARY, MUSEUM, ZOO AND AQUARIUM SERVICES		
Legend	Service	Distance From Site
64	Mechanicsville Branch Library	1.81
PARK AND AMUSEMENT PARK SERVICES		
Legend	Service	Distance From Site
7	Beaver Dam Creek Battlefield	0.51
60	Chickahominy Bluff	1.46
POST OFFICE SERVICES		
Legend	Service	Distance From Site
19	United States Postal Service	0.67
CONVENIENCE STORE GAS STATION SERVICES		
Legend	Service	Distance From Site
5	Fast Mart	0.4
17	7-Eleven	0.64
22	Sunoco Gas Station	0.68
55	Dash In	1.25
66	BP	1.9
69	Speedway	1.93
CHURCH, SYNAGOGUE, TEMPLE AND MOSQUE SERVICES		
Legend	Service	Distance From Site
2	Calvary Chapel	0.33
4	Heart of God	0.35
35	Mechanicsville Presbyterian	0.89
43	United Methodist	0.95
63	Baptist Church	1.79
FIRE STATION SERVICES		
Legend	Service	Distance From Site
1	Hanover Fire EMS Station 7 - Mechanicsville	0.31



SCHOOL SERVICES		
Legend	Service	Distance From Site
56	Three Oaks Montessori School	1.27
65	Childtime of Mechanicsville	1.86
71	Grace Christian School	1.95
73	Landmark Christian School	1.99







*There are no developments located in the market area that will directly compete with the subject.



Summary of Site Strengths and Weaknesses

Strengths – The subject average visibility and access. The development is close to employment centers, health care services, government and public services.

Weaknesses – The site has no apparent weaknesses.

PRIMARY MARKET AREA



Delineation of Market Area

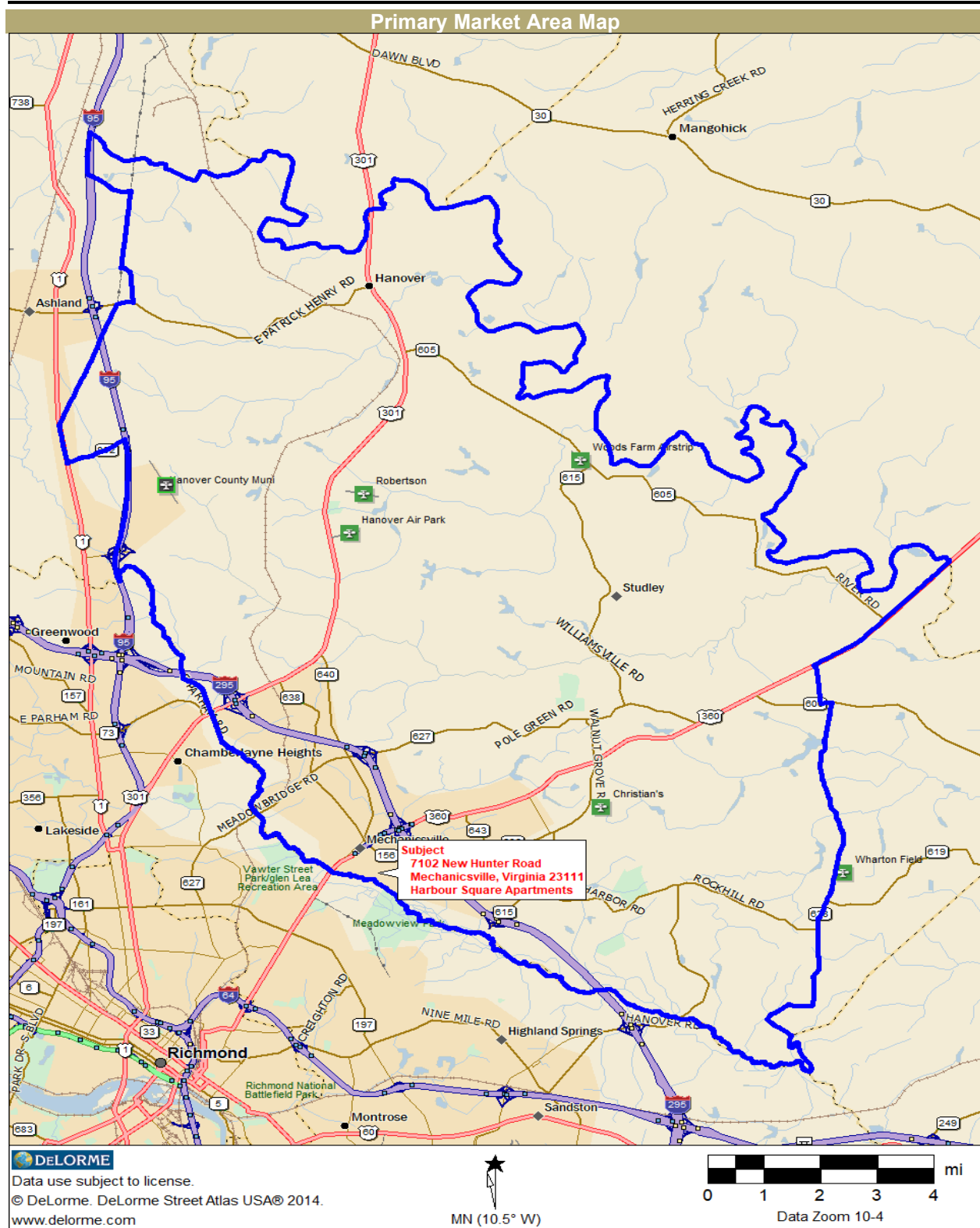
Following is a list of considerations used when determining the market area:

- **Population and Households Counts:** The number of households in a market area is directly proportionate to its geographic size within an individual market. Total householders residing in a market area can greatly influence demand calculations.
- **General Demographics:** The socio-economic composition of a market area including income, household size and tenure can be largely influenced by the erroneous inclusion or exclusions of non-comparable areas.
- **Demand:** Too large of a market may result in overstating demand for a proposed development. Conversely, too conservative of a market area may discount the demand for new product, especially if a lack of quality housing currently exists.
- **Supply Analysis:** While a larger market area generally includes higher household totals, it likewise may include a higher number of directly comparable units. If using demand methodologies that net out recently constructed and comparable rental units from the demand estimate, the increase in the number of comparable units can outweigh the increase in demand.
- **Competitive Stock:** The existing rental stock surveyed for a market study is dependent on the number of rental properties in a given market and therefore the boundaries of a primary market area. If existing developments are going to be used as “comparables”, they should be located in the primary market area, if possible.
- **Attainable Rents:** If the market area includes non-comparable areas, the analysis may use comparables projects that suggest that a project can achieve rents that area significantly higher or lower than the rents its micro location will support.
- **Location of Competitive Properties:** A primary consideration in defining a market area is identifying those locations that offer alternative opportunities to a potential renter for a subject site. The managers of existing comparable properties near the site are excellent sources in determining those competitive locations.
- **Accessibility:** Available transportation linkages including both traffic arteries and mass transit options can influence the size of the market. Mass transit can have a significant impact on projects addressing very low income households for which transportation options may be limited.
- **Natural Boundaries:** Natural boundaries including rivers and mountains can restrict the movement within a market due to a lack of accessibility.
- **Housing Project Characteristics:** The availability of a unique structure type such as a high rise may alter the typical draw of a potential project.
- **Market Perceptions:** Whether grounded in reality or not, market perceptions can be a significant determinant of market area boundaries. Social stigmas often exist within sub-markets, with residents from one side of a submarket may not move to a close by neighborhood, regardless of housing opportunities. The construction of a new, attractive rental community may not necessarily relieve this perception.
- **Commuting Patterns:** The time spent commuting and employment destination could often reveal distinct patterns. High percentages of workers with long commutes or working in neighboring counties are often indicators of a lack of affordable housing options near employment centers.
- **Target Market:** Proposed developments targeting a special needs population such as seniors generally draw from a larger geographic region. Given the smaller pool of qualified householders, the location and quantity of comparable stock is of additional importance. An acceptable market area for a family oriented rental community will often be too conservative for a rental community targeting senior rental householders.
- **Jurisdictional Boundaries:** Differences in the quality and services provided by school districts, municipalities, or counties often influence consumer location choices.
- **Local Agency Service Boundaries:** The geographic areas covered by local agencies, such as housing authorities, senior citizen centers, community-based organizations, or churches can be a strong indicator of market area boundaries, especially when the project has a community-based sponsor or co-sponsor.



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- Non-Geographic Factors: Employees who might be expected to reside in a development as a result of planned or existing job opportunities and special needs households who are served by a multi-jurisdictional agency that covers communities that are clearly distinct market areas.

The determination of the market area is based on the boundaries between governmental units. In such a method, county, division or city boundaries become the boundaries of the market area. The primary market area consists of the following census tracts: 3207.01, 3207.02, 3208.01, 3208.03, 3208.04, 3208.05, 3209, 3210.01, 3210.02, 3211, 3212.01, 3212.02, 3213, 3214.01 and 3214.02. The market area encompasses the area within the following boundaries: North – South Anna River, Carolina County and King William County; East – King William County and Mechanicsville Turnpike/U.S. Highway 360; South – Spring Run Road, Old Church Road, McClellan Road, Fox Hunter Lane, New Kent County, Henrico County and Chickahominy River; and West – Henrico County, Interstate 95 South, Lewistown Road, U.S. Highway 1, East Patrick Henry Road, Woodside Lane, Slayden Creek and State Highway 646. This is the area from which the subject would normally draw its applicants.



MARKET AREA EMPLOYMENT TRENDS



Employment and Economy

The economy of Mechanicsville is based on retail trade; finance, insurance and real estate services; professional and related services; and educational, health and social services. Each of these categories has experienced reasonable growth within the past few years.

AT-PLACE EMPLOYMENT TRENDS											
INDUSTRY	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Agriculture, Forestry, and Fisheries	28,925	28,793	29,430	30,190	33,080	31,808	35,355	35,223	36,395	31,582	*N/A
Mining	35,208	34,007	34,948	34,375	36,021	35,064	40,083	40,560	41,237	35,762	35,031
Construction	42,088	41,929	40,905	40,931	42,410	43,459	46,389	48,669	49,548	52,061	53,094
Manufacturing	41,856	39,838	40,676	41,175	43,208	42,428	42,885	44,207	46,850	48,009	48,925
Transportation and Warehousing	40,417	41,730	40,078	40,398	37,458	37,737	37,789	38,500	37,823	40,001	38,582
Utilities	85,956	82,444	80,184	89,880	96,291	95,694	115,427	118,000	126,446	119,046	109,632
Wholesale Trade	50,321	51,089	51,578	50,677	50,149	47,491	53,371	56,877	57,709	60,676	61,280
Retail Trade	26,455	25,973	26,805	27,365	28,882	28,220	28,868	29,951	30,408	31,348	32,408
Leisure and Hospitality	14,542	14,510	14,647	14,714	14,693	15,051	15,571	15,368	15,776	16,290	16,790
Education and Health Services	40,087	41,964	41,783	42,619	42,668	44,181	45,205	45,216	47,170	47,796	47,388
Professional and Business Services	46,548	47,252	47,216	48,279	47,820	49,115	46,643	48,733	50,654	53,118	49,618
Financial Activities	44,953	45,702	45,767	46,412	49,247	48,516	51,557	51,999	52,499	56,741	56,825
Information	37,493	38,675	38,429	27,630	37,347	37,181	31,800	36,511	35,489	33,404	34,316
Other Services	28,047	26,824	27,585	28,247	28,155	29,229	30,015	32,226	33,774	34,574	34,111
Public Administration (Local Government)	48,034	48,777	49,307	47,768	48,261	47,800	48,582	49,762	51,951	54,517	54,535

Source: U.S. Bureau of Labor Statistics

*Data was not available.

Unemployment in the county reached a high of 6.6 percent in 2010 and was at its lowest in 2019 with 2.4 percent. The number employed has increased 0.8 percent per year since 2005. The rate for Hanover County in March 2020 was 2.8 percent. The current unemployment rate is indicative of the COVID-19 pandemic.

LABOR FORCE AND EMPLOYMENT TRENDS FOR HANOVER COUNTY					
ANNUALS	CIVILIAN LABOR FORCE*	EMPLOYMENT		UNEMPLOYMENT	
		TOTAL	%	TOTAL	%
2005	53,511	51,917	97.0%	1,594	3.0%
2006	54,752	53,357	97.5%	1,395	2.5%
2007	54,737	53,387	97.5%	1,350	2.5%
2008	55,834	53,918	96.6%	1,916	3.4%
2009	54,576	51,015	93.5%	3,561	6.5%
2010	54,430	50,855	93.4%	3,575	6.6%
2011	54,957	51,675	94.0%	3,282	6.0%
2012	55,152	52,111	94.5%	3,041	5.5%
2013	55,404	52,602	94.9%	2,802	5.1%
2014	55,794	53,244	95.4%	2,550	4.6%
2015	56,233	54,052	96.1%	2,181	3.9%
2016	57,094	55,071	96.5%	2,023	3.5%
2017	58,112	56,188	96.7%	1,924	3.3%
2018	58,777	57,218	97.3%	1,559	2.7%
2019	59,705	58,264	97.6%	1,441	2.4%
2020**	60,190	58,499	97.2%	1,691	2.8%

* Data based on place of residence.

**Preliminary - based on monthly data through March 2020

Source: U.S. Bureau of Labor Statistics



The State of Virginia reached a high of 7.2 percent in 2010 and was at its lowest point in 2019 with 2.8 percent. The rate for the State of Virginia in March 2020 was 10.8 percent. The number employed has increased 0.7 percent per year since 2005. The current unemployment rate is indicative of the COVID-19 pandemic.

LABOR FORCE AND EMPLOYMENT TRENDS FOR VIRGINIA					
ANNUALS	CIVILIAN LABOR FORCE*	EMPLOYMENT		UNEMPLOYMENT	
		TOTAL	%	TOTAL	%
2005	3,897,060	3,757,606	96.4%	139,454	3.6%
2006	3,978,654	3,855,644	96.9%	123,010	3.1%
2007	4,036,854	3,914,094	97.0%	122,760	3.0%
2008	4,133,464	3,970,441	96.1%	163,023	3.9%
2009	4,118,183	3,842,524	93.3%	275,659	6.7%
2010	4,157,667	3,860,390	92.8%	297,277	7.2%
2011	4,211,815	3,934,333	93.4%	277,482	6.6%
2012	4,223,850	3,967,988	93.9%	255,862	6.1%
2013	4,237,294	3,995,194	94.3%	242,100	5.7%
2014	4,244,126	4,022,169	94.8%	221,957	5.2%
2015	4,216,990	4,029,055	95.5%	187,935	4.5%
2016	4,243,060	4,069,395	95.9%	173,665	4.1%
2017	4,281,371	4,146,830	96.9%	134,541	3.1%
2018	4,341,153	4,209,651	97.0%	131,502	3.0%
2019	4,412,246	4,289,132	97.2%	123,114	2.8%
2020**	4,306,921	3,841,033	89.2%	465,888	10.8%

* Data based on place of residence.

**Preliminary - based on monthly data through March 2020

Source: U.S. Bureau of Labor Statistics

According to the U.S. Bureau of Labor Statistics, unemployment trends for Hanover County are in line with the unemployment trends for the State of Virginia.

CHANGE IN TOTAL EMPLOYMENT FOR HANOVER COUNTY				
PERIOD	NUMBER		PERCENT	
	TOTAL	ANNUAL	TOTAL	ANNUAL
2005-2010	(1,062)	(212)	-2.0%	-0.4%
2010-2015	3,197	639	6.3%	1.3%

Source: U.S. Bureau of Labor Statistics

The changes in employment since 2005 by time period are listed in the above table. The data shows that the number of persons employed in Hanover County increased an average of 0.4 percent per year between 2005 and 2015.



RECENT CHANGES IN EMPLOYMENT FOR HANOVER COUNTY			
YEAR	NUMBER EMPLOYED	ANNUAL CHANGE	% OF LABOR FORCE UNEMPLOYED
2010	50,855	(160)	6.6%
2011	51,675	820	6.0%
2012	52,111	436	5.5%
2013	52,602	491	5.1%
2014	53,244	642	4.6%
2015	54,052	808	3.9%
2016	55,071	1,019	3.5%
2017	56,188	1,117	3.3%
2018	57,218	1,030	2.7%
2019	58,264	1,046	2.4%

Source: U.S. Bureau of Labor Statistics

The previous tables show the changes in employment and percent unemployed since 2010. The unemployment rate for Hanover County has fluctuated from 2.4 percent to 6.6 percent. The fluctuations are similar to the unemployment trends for State of Virginia.

Major Employers

Major employers, the product or service and number of employees for Hanover County are shown in the following table:

MAJOR EMPLOYERS		
Name	Product/Service	Total Employees
Hanover County School Board	Educational Services	1,000+
Bon Secours Richmond Health System	Hospitals	1,000+
Hanover County Government	Government	1,000+
Amazon Fulfillment Services Inc.	Distribution Center	500-999
Wal-Mart	General Merchandise Stores	500-999
Owens & Minor Medical, Inc.	Corp HQ/Management of Companies & Enterprises	500-999
Tyson Farms	Food Manufacturing	500-999
Super Rite Foods Operations Company	Merchant Wholesalers, Non-Durable Goods	500-999
Kings Dominion	Amusement and Recreation	500-999
RMC Events	Security Staffing Provider	500-999
Sales Mark	Professional, Scientific, and Technical Services	500-999
Kroger	Food and Beverage Stores	250-499
Randolph-Macon College	Educational Services	250-499
Food Lion	Food & Beverage Stores	250-999
Woodfin Oil Company	Non-Store Retailers	250-499
Vitamin Shoppe Distribution Center	Health & Personal Care Stores	250-499
Acosta Sales & Marketing	Wholesale Electronic Markets & Agents & Brokers	250-499
Owens & Minor Distribution, Inc.	Merchant Wholesalers, Non-Durable Goods	250-499
FedEx Ground	Couriers and Messengers	250-499
The Home Depot	Building Material and Garden Equipment and Supplies Dealers	250-499
AMF Bowling Companies	Miscellaneous Manufacturing	250-499
BH Media Group	Newspaper Publisher	250-499
Bell Nursery USA, LLC	Crop Production	250-499
Richmond Home for Ladies (Covenant Woods)	Continuing Care Retirement Community	250-499
Carter Machinery Company	Merchant Wholesalers, Durable Goods	100-249

Source: Hanover County Virginia Economic Department



Place of Work Employment

PLACE OF WORK EMPLOYMENT DATA						
INDUSTRY	HANOVER COUNTY		MARKET AREA		MECHANICSVILLE	
	TOTAL	%	TOTAL	%	TOTAL	%
Agriculture, Forestry, Fisheries & Mining	624	1.1%	267	0.7%	107	0.5%
Construction	5,501	9.5%	3,360	8.6%	1,783	8.6%
Manufacturing	3,433	5.9%	2,388	6.1%	1,085	5.2%
Wholesale Trade	2,113	3.6%	1,491	3.8%	811	3.9%
Retail Trade	6,133	10.6%	4,340	11.1%	2,427	11.7%
Transportation, Communication & Utilities	2,260	3.9%	1,453	3.7%	931	4.5%
Information	901	1.6%	630	1.6%	380	1.8%
Finance, Insurance & Real Estate	6,207	10.7%	4,119	10.5%	2,128	10.2%
Professional & Related Services	7,124	12.3%	4,756	12.2%	2,303	11.1%
Educational, Health & Social Services	12,683	21.9%	8,663	22.2%	4,665	22.5%
Entertainment & Recreation Services	4,638	8.0%	3,173	8.1%	1,798	8.7%
Other	3,144	5.4%	2,047	5.2%	1,046	5.0%
Public Administration	3,266	5.6%	2,413	6.2%	1,301	6.3%

Source: Nielsen Claritas and Ribbon Demographics

The above chart shows the number of people employed in different sectors of Hanover County, market area and Mechanicsville economy in 2020. According to interviews conducted by the analyst, employers in the area indicate that the area economy should remain stable in the next two to five years.

Future Employment Trends

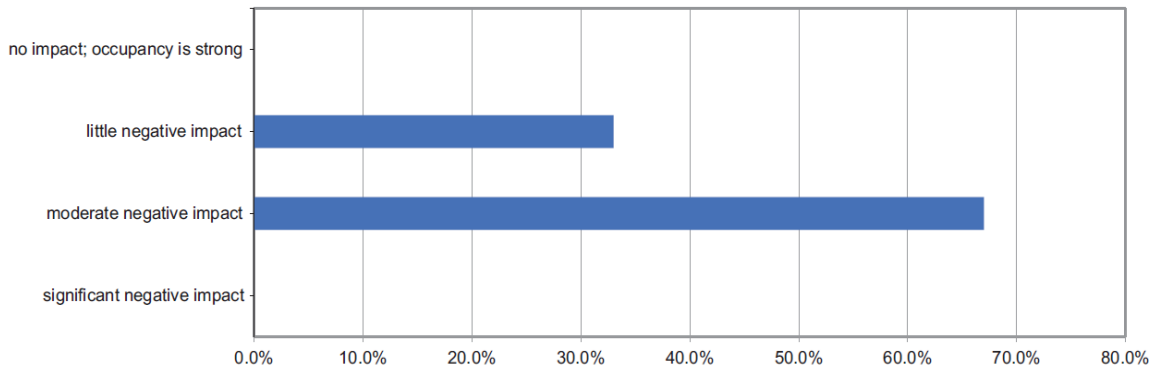
An ongoing worldwide pandemic called COVID-19 is wreaking havoc on the economy of much of the United States. The first case of COVID-19 was diagnosed in the United States on January 21, 2020, in the State of Washington. Since that date, COVID-19 spread rapidly throughout the U.S. The CDC warned that widespread transmission of the disease could force a large number of people to seek hospitalization, overloading the healthcare system. Therefore, on March 19, 2020, the government advised against gatherings of more than 10 people. Additionally, state and local authorities have made the decision to prohibit large-scale gatherings.

Also, many cities and most states have imposed lockdown measures of different scope and severity in order to attempt to contain the number of people infected. These lockdown measures have placed limits on where people can travel, work and shop away from their homes. These measures have had a significant impact on the economic conditions in cities and counties throughout the country. In March 2020, the U.S. Congress passed a \$2 trillion COVID-19 aid package in an attempt to ease the economic impact of the coronavirus pandemic. The bill includes funds for large corporations, loans for small businesses, assistance to state and local governments and direct payments to qualified individual citizens. The amount of the payment per citizen depends on various factors such as annual income and number of children. The aid package also includes a supplemental package to combat the outbreak itself, with funds for hospitals, FEMA's disaster relief fund and vaccines, therapeutics and other medical needs. While the federal and state governments have attempted to mitigate the economic impact by lowering interest rates, providing financial relief and paid sick leave for workers quarantined, providing small business loans to businesses affected by the pandemic, deferring tax payments without penalty and temporarily suspending all government foreclosures and evictions, the result of the pandemic is likely to be a recession and potentially a depression if conditions do not improve quickly.

According to the *April 2020 PwC Investor Sentiment Update*, between 60 and 70 percent of surveyed investors active in the apartment sector believe the U.S. economy is already in a recession. More than 80 percent of those same investors believe apartment fundamentals are already seeing a negative impact due to COVID-19. The remaining investors believe negative impact will be seen within three months. Overall, the majority of the surveyed investors believe apartment occupancy will see moderate negative impact due to the pandemic.



As unemployment rises and move-ins likely taper off, what will be the impact on apartment occupancy in the near term?



Source: Survey conducted by PwC March 27, 2020 through April 2, 2020; percentages reflect investor participants' sentiment

On April 1, 2020, Virginia Governor Ralph Northam issued an executive “shelter in place” order, which required all residents in the state to remain home except for when residents need essential services, such as gas stations, groceries, pharmacies and banks. The order is will remain in place until June 10, 2020, unless amended or rescinded by a further executive order. The order was to ensure the healthcare delivery system is capable of serving all and prioritizing those at the highest risk. Governor Northam stated on May 22, 2020, that from data and models, social distancing is working and is slowing the spread of the virus; however, it is still too early to begin re-opening the state. Hanover County reduced operations in all government offices and buildings due to the impact of COVID-19. The county has provided guidance on how to remain safe when reopening and offers several sources for those who have suffered from the impacts of the virus. According to the Virginia Department of Public Health, as of June 1, 2020, the State of Virginia has had 40,249 confirmed cases of COVID-19 around the state, 309 of which were in Hanover County. Therefore, Hanover County contains approximately 0.8 percent of all positive cases. Of the 309 confirmed cases, there have been 22 deaths.

According to Brandon Turner, Deputy Director of the Hanover County Economic Development Department, there have been several business expansions in the county including the following:

- INDEVCO North America – manufacturer of barriers/liners for construction and food industries; 40 full-time permanent jobs.
- ChemTreat – expansion of water treatment laboratory; 20 full-time permanent jobs.
- Delta Pure – manufacturer of filtration devices; 18 full-time permanent jobs.
- Hanover Foils – manufacturer of aluminum foils and liners; 20 full-time permanent jobs.

Mr. Turner also stated the following new business will be opening in the county within the next three years:

- Virginia Alcohol Beverage Control – Headquarters, logistics, warehouse for Virginia liquor distribution; 400 full-time permanent jobs; coming online in 2021.
- Wegmans – Mid-Atlantic headquarters, warehouse, logistics facility; 700 full-time permanent jobs; coming online 2022.
- Cascades (Doswell, VA) – Manufacturer of corrugated cardboard; 140 full-time permanent jobs; coming online 2022.
- State Central Forensic Laboratory – Centralized and expanded forensics lab for the State; 150+ full-time permanent jobs; coming online 2022/2023.



Mr. Turnover added that between expansions and new businesses, Hanover County has witnessed over 3,800 new jobs added to the county since 2016 and was ranked as one of the top-growth communities in the Commonwealth of Virginia in terms of job growth. In addition to the projects listed above, Hanover County currently has approved, or under construction, nearly two-million-square-feet of speculative industrial space, some of which is pre-leased; this has potential to add new jobs to the community over the next two to three years as companies move into these spaces. He also noted that the present COVID-related recession will likely increase the number of layoffs/closures over the next year; however, all indications are Hanover County will be significantly more insulated than most communities due to a diverse economy, significant expansion and new-business projects in the pipeline. Mr. Turnover also explained that there is more demand for market-rate and affordable housing in Hanover County. The county has witnessed strong growth in terms of office and industrial space since the Great Recession; despite the current COVID-19 crisis, the Richmond/Hanover markets are anticipated to recover quickly once the virus is controlled. However, construction of housing has not kept up with the job growth. While the economic development department does not keep track of residential sales and construction, consensus in the community is that housing in the \$200-\$300k range sells extremely fast and is rarely constructed. In addition, there is a severely limited number of apartment and multifamily developments in Hanover County, which has put pressure on the existing facilities and driven up rental rates and waiting lists.

The long-term impact of the pandemic is not yet known. However, the temporary impact is already visible for many areas, with mass layoffs of non-essential workers. The following table shows the W.A.R.N. notices issued for the market area. W.A.R.N. notices require employers with 100 or more employees to provide at least 60 calendar days advance written notice of plant closings and mass layoffs affecting 50 or more employees at a single site of employment. Exceptions to giving notice may be allowed in an economic crisis which is considered to be an unforeseen business circumstance. According to the Hanover County Economic Development Department, the following Worker Adjustment and Retraining Notification (WARN) Notices have been issued in the market area over the past three years.

W.A.R.N. NOTICES		
Company	Employees Lost	Layoff Date
Dianne's Fine Desserts	97	Jun-19
Metrie, Inc.	59	March-18
Total:	156	

Source: Hanover County Economic Development Department

Currently, the effects of COVID-19 appear to be minor as expansion projects are still ongoing or still proposed. Therefore, it is anticipated that the economic growth with the city will remain stable. There are no anticipated changes in the economic growth of the market area.



Wages

The average annual wage of employees in Hanover County was \$49,787 in 2018. Wages have been increasing 1.7 percent per year. Wages in the transportation and warehousing; retail trade; leisure and hospitality; education and health services; and other services sectors are within the proposed income limits for the subject's units.

AVERAGE ANNUAL WAGE BY SECTOR			
INDUSTRY	2017	2018	ANNUAL
Agriculture, Forestry, and Fisheries	N/A*	N/A*	N/A*
Mining	N/A*	N/A*	N/A*
Construction	\$57,408	\$58,003	1.0%
Manufacturing	\$72,371	\$73,175	1.1%
Transportation and Warehousing	\$38,449	\$39,356	2.4%
Utilities	\$98,840	\$104,882	6.1%
Wholesale Trade	\$77,569	\$77,248	-0.4%
Retail Trade	\$28,594	\$29,257	2.3%
Leisure and Hospitality	\$16,120	\$16,581	2.9%
Education and Health Services	\$46,474	\$47,451	2.1%
Professional and Business Services	\$56,377	\$59,844	6.1%
Financial Activities	\$66,507	\$69,342	4.3%
Information	\$61,350	\$64,291	4.8%
Other Services	\$31,976	\$33,627	5.2%
Public Administration (Local Government)	\$53,871	\$55,892	3.8%

Source: U.S. Bureau of Labor Statistics

*Data was not available.

Employment Outside the County

For residents employed in the primary market area in 2020, the travel time to work from the site is less than 30 minutes. For the majority of those employed in other parts of the county, the travel time would be within 45 minutes. According to the chart below, 20.4 percent have a travel time of less than 15 minutes; 46.5 percent have a travel time of 15 to 29 minutes; and 33.1 percent have a travel time of over 30 minutes. This relatively low travel time indicates that the subject site is in an area in close proximity to employment centers.

ESTIMATED TRAVEL TIME TO WORK FOR MARKET AREA RESIDENTS		
TRAVEL TIME IN MINUTES	NUMBER OF COMMUTERS	PERCENT
Less than 15	7,410	20.4%
15-29	16,862	46.5%
30-44	8,661	23.9%
45-59	1,536	4.2%
60+	1,804	5.0%
Total Commuters	36,273	

Source: Nielsen Claritas, Ribbon Demographics

Summary of Employment Trends in Market Area

Senior households who have between one and two persons and annual incomes below \$42,960 are potential tenants for the rehabilitated senior units at the subject property. Major employers shown on Page 61 are included in the manufacturing; utilities; wholesale; retail; financial activities; information; education and health services; sectors. The available employment is well-suited to the targeted population of the proposed development.

MARKET AREA DEMOGRAPHIC DATA



Population and Households Trends and Analysis

The housing market area for the rehabilitated apartments is an area in which people could locate their residences and have fairly equal access to the same job market, community services and amenities and be in the socio-economic community they choose.

The primary market area consists of the following census tracts: 3207.01, 3207.02, 3208.01, 3208.03, 3208.04, 3208.05, 3209, 3210.01, 3210.02, 3211, 3212.01, 3212.02, 3213, 3214.01 and 3214.02. The market area encompasses the area within the following boundaries: North – South Anna River, Carolina County and King William County; East – King William County and Mechanicsville Turnpike/U.S. Highway 360; South – Spring Run Road, Old Church Road, McClellan Road, Fox Hunter Lane, New Kent County, Henrico County and Chickahominy River; and West – Henrico County, Interstate 95 South, Lewistown Road, U.S. Highway 1, East Patrick Henry Road, Woodside Lane, Slayden Creek and State Highway 646. This is the area from which the subject would normally draw its applicants.

In 2000, this geographic primary market area contained an estimated population of 51,813. By 2010, population in this primary market area had increased by 27.2 percent to 65,912. In 2020, the population in this market area increased by 10.4 percent to 72,736. It is projected that between 2020 and 2025, population in the market area will increase 4.5 percent to 76,020. Population estimates and projections are based on the most recent data from Nielsen Claritas and Ribbon Demographics. The data was produced prior to the COVID-19 pandemic. At this time, there is no estimated changes due to the virus. However, the long-term economic impact on any region is unknown at this time. The short-term economic impact has been relatively minor. However, it is possible the population growth could be impacted by the COVID-19 if there is long-term economic impact in the area.

CHANGE IN TOTAL POPULATION						
SUBJECT	YEAR	POPULATION	TOTAL		ANNUAL	
			CHANGE	PERCENT	CHANGE	PERCENT
HANOVER COUNTY	2000	86,320				
Estimated Projected	2010	99,863	13,543	15.7%	1,354	1.6%
	2020	108,838	8,975	9.0%	898	0.9%
	2025	113,423	4,585	4.2%	917	0.8%
MARKET AREA	2000	51,813				
Estimated Projected	2010	65,912	14,099	27.2%	1,410	2.7%
	2020	72,736	6,824	10.4%	682	1.0%
	2025	76,020	3,284	4.5%	657	0.9%
MECHANICSVILLE	2000	30,464				
Estimated Projected	2010	36,348	5,884	19.3%	588	1.9%
	2020	39,536	3,188	8.8%	319	0.9%
	2025	41,280	1,744	4.4%	349	0.9%

Source: U.S. Census Bureau and Nielsen Claritas; Ribbon Demographics



CHANGE IN POPULATION BY AGE GROUPS						
HANOVER COUNTY						
AGE	2010	2020	CHANGE	2022	2025	CHANGE
0-4	5,473	5,632	2.9%	5,632	5,867	4.2%
5-9	6,896	6,004	-12.9%	6,004	5,839	-2.7%
10-14	7,698	6,935	-9.9%	6,935	6,256	-9.8%
15-17	4,931	4,655	-5.6%	4,655	4,588	-1.4%
18-20	3,965	4,634	16.9%	4,634	4,803	3.6%
21-24	3,870	5,616	45.1%	5,616	6,489	15.5%
25-34	8,925	11,132	24.7%	11,132	12,592	13.1%
35-44	14,283	12,290	-14.0%	12,290	11,784	-4.1%
45-54	17,581	15,214	-13.5%	15,214	13,794	-9.3%
55-64	13,137	16,581	26.2%	16,581	17,596	6.1%
65-74	7,384	12,353	67.3%	12,353	15,192	23.0%
75-84	4,089	5,602	37.0%	5,602	6,244	11.5%
85+	1,631	2,190	34.3%	2,190	2,379	8.6%
Total Population	99,863	108,838	9.0%	108,838	113,423	4.2%
Elderly % Population	26.3%	33.7%	8.9%	33.7%	36.5%	2.8%
MARKET AREA						
AGE	2010	2020	CHANGE	2022	2025	CHANGE
0-4	3,733	3,887	4.1%	3,887	4,039	3.9%
5-9	4,868	4,176	-14.2%	4,176	4,033	-3.4%
10-14	5,401	4,832	-10.5%	4,832	4,357	-9.8%
15-17	3,458	3,244	-6.2%	3,244	3,169	-2.3%
18-20	2,206	2,892	31.1%	2,892	3,007	4.0%
21-24	2,332	3,633	55.8%	3,633	4,289	18.1%
25-34	6,074	7,628	25.6%	7,628	8,751	14.7%
35-44	9,910	8,428	-15.0%	8,428	7,909	-6.2%
45-54	11,395	10,477	-8.1%	10,477	9,589	-8.5%
55-64	8,248	10,766	30.5%	10,766	11,683	8.5%
65-74	4,659	7,843	68.3%	7,843	9,684	23.5%
75-84	2,595	3,542	36.5%	3,542	4,012	13.3%
85+	1,033	1,388	34.4%	1,388	1,498	7.9%
Total Population	65,912	72,736	10.4%	72,736	76,020	4.5%
Elderly % Population	25.1%	32.4%	8.1%	32.4%	35.4%	3.0%
MECHANICSVILLE						
AGE	2010	2020	CHANGE	2022	2025	CHANGE
0-4	2,296	2,282	-0.6%	2,282	2,334	2.3%
5-9	2,724	2,456	-9.8%	2,456	2,350	-4.3%
10-14	2,765	2,716	-1.8%	2,716	2,527	-7.0%
15-17	1,680	1,725	2.7%	1,725	1,757	1.9%
18-20	1,221	1,508	23.5%	1,508	1,636	8.5%
21-24	1,349	1,840	36.4%	1,840	2,292	24.6%
25-34	3,921	4,013	2.3%	4,013	4,373	9.0%
35-44	5,650	5,323	-5.8%	5,323	4,829	-9.3%
45-54	5,571	5,660	1.6%	5,660	5,582	-1.4%
55-64	4,164	5,135	23.3%	5,135	5,765	12.3%
65-74	2,594	3,911	50.8%	3,911	4,630	18.4%
75-84	1,697	2,031	19.7%	2,031	2,227	9.7%
85+	716	936	30.7%	936	978	4.5%
Total Population	36,348	39,536	8.8%	39,536	41,280	4.4%
Elderly % Population	25.2%	30.4%	7.7%	30.4%	32.9%	2.6%

Source: U.S. Census Bureau and Nielsen Claritas; Ribbon Demographics



Population By Gender

The ratio of men to women in population will influence the project's design and marketing strategy. This is especially true of the older adult population. Nationally, seven of every ten persons aged 85 and older are women. Differences in mortality rates and life expectancy ages result in this unbalanced relationship. Regional differences do occur, however, based on an area's attractiveness for retirement living.

In 2010, senior women in the primary market area outnumbered men by 1,327, or 14.9 percent. By 2020, senior women in the primary market area outnumbered men by to 1,727, or 13.7 percent. Between 2020 and 2025, the ratio is projected to continue to slightly increase to 14.2 percent. summary, the male/female gender ratios indicate a good potential target market between both halves of the populace.

POPULATION DISTRUBITION BY GENDER						
MARKET AREA						
	2010		2020 Estimated		2025 Projected	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
Total Male	32,334		35,593		37,206	
55-64	4,035	12.5%	5,155	14.5%	5,532	14.9%
65-74	2,148	6.6%	3,721	10.5%	4,594	12.3%
75-84	1,083	3.3%	1,538	4.3%	1,749	4.7%
85+	338	1.0%	492	1.4%	540	1.5%
TOTAL 55+	7,604	23.5%	10,906	30.6%	12,415	33.4%
Total Female	33,578		37,143		38,814	
55-64	4,213	12.5%	5,611	15.1%	6,151	15.8%
65-74	2,511	7.5%	4,122	11.1%	5,090	13.1%
75-84	1,512	4.5%	2,004	5.4%	2,263	5.8%
85+	695	2.1%	896	2.4%	958	2.5%
TOTAL 55+	8,931	26.6%	12,633	34.0%	14,462	37.3%

Source: U.S. Census Bureau, Nielsen Claritas and Ribbon Demographics



Household Type and Relationship

The following two tables show the households by type and relationship and group quarters population by type for persons 65 and older. The 2010 older adult population according to household type and relationship, and it includes the population estimates for institutionalized and non-family households. The institutionalized and non-family totals are expected to increase as the older adult population increases.

As the population shifts from “In Family Households” to “In Non-Family Households,” an increased demand for elderly housing will result. The prevalence of family living alone is projected to increase, also, resulting in the move to “In Non-Family Households” in the service area.

HOUSEHOLDS BY TYPE/RELATIONSHIP, PERSONS 65+			
IN FAMILY HOUSEHOLDS	MARKET AREA	MECHANICSVILLE	HANOVER COUNTY
Householder	2,940	1,684	4,597
Spouse	2,288	1,290	3,566
Other Relatives	166	52	302
IN NON-FAMILY HOUSEHOLDS			
Male Householder	452	277	722
Living Alone	435	260	677
Not Living Alone	17	17	45
Female Householder	1,321	969	2,018
Living Alone	1,225	924	1,901
Not Living Alone	96	45	117
Non-Relatives	93	48	136
IN GROUP QUARTERS			
Institutionalized	706	140	883
Noninstitutionalized	62	36	1,097

Source: U.S. Census Bureau

GROUP QUARTERS POPULATION BY TYPE			
INSTITUTIONALIZED POPULATION	MARKET AREA	MECHANICSVILLE	HANOVER COUNTY
Correctional Institutions	569	3	569
Nursing Homes	137	137	314
Other Institutions	0	0	0
TOTAL	706	140	883
NON-INSTITUTIONALIZED POPULATION			
College Dormitories (includes off-campus)	0	0	972
Military Quarters	0	0	0
Other Non-Institutionalized Quarters	62	36	125
TOTAL	62	36	1,097

Source: U.S. Census Bureau



Housing Market

The demand for additional housing in a market area is a function of population growth, household formations and, also, a replacement of units lost through demolition and extreme obsolescence. Also, within the overall demand are segments of the market asking for more or less expense (related to income) and for ownership or rental.

Some of the demand has been, or will be, satisfied by units which have been built, or will be built, by the time the project is renting. The difference between demand and supply, the residual, is the total market of which the project's market will be a share.

The "tenure" of existing housing will be examined first as a guide to the future proportion of ownership and rentals; then characteristics of the housing stock will be noted.

The most important analysis is that of demand, supply and residual demand which follows. Its product is the number of type rental units which will be demanded.

Tenure

The percentage of renters in Hanover County in 2020 is 17.4 percent and expected to decrease slightly to 17.3 percent in 2025. For the City of Mechanicsville, the percentage for 2020 is 20.5 percent and expected to decrease slightly to 20.4 percent in 2025. The percentage of renters in the market area in 2020 is 15.7 percent and expected to decrease slightly to 15.6 percent in 2025. Household estimates and projections are based on the most recent data from Nielsen Claritas and Ribbon Demographics. The data was produced prior to the COVID-19 pandemic. At this time, there is no estimated changes due to the virus. However, the long-term economic impact on any region is unknown at this time. The short-term economic impact has been relatively minor. However, it is possible the household growth could be impacted by the COVID-19 if there is long-term economic impact in the area.

HOUSEHOLDS BY TENURE						
SUBJECT	YEAR	TOTAL HOUSEHOLDS	OWNER		RENTER	
			NO.	%	NO.	%
HANOVER COUNTY	2000	31,103	26,310	84.6%	4,793	15.4%
Estimated Projected	2010	36,589	30,171	82.5%	6,418	17.5%
	2020	40,248	33,263	82.6%	6,985	17.4%
	2025	42,083	34,796	82.7%	7,287	17.3%
MARKET AREA	2000	18,577	15,947	85.8%	2,630	14.2%
Estimated Projected	2010	23,946	20,084	83.9%	3,862	16.1%
	2020	26,704	22,502	84.3%	4,202	15.7%
	2025	28,011	23,634	84.4%	4,377	15.6%
MECHANICSVILLE	2000	11,529	9,409	81.6%	2,120	18.4%
Estimated Projected	2010	13,712	10,829	79.0%	2,883	21.0%
	2020	15,018	11,936	79.5%	3,082	20.5%
	2025	15,714	12,513	79.6%	3,201	20.4%

Source: U.S. Census Bureau and Nielsen Claritas; Ribbon Demographics



TENURE BY AGE				
SUBJECT	AGE	OWNER	RENTER	TOTAL
HANOVER COUNTY	25-34	2,229	1,335	3,564
	35-44	5,810	1,408	7,218
	45-54	8,186	1,348	9,534
	55-64	6,709	769	7,478
	65-74	3,988	480	4,468
	75+	3,042	618	3,660
MARKET AREA	25-34	1,625	834	2,459
	35-44	4,174	895	5,069
	45-54	5,434	781	6,215
	55-64	4,255	428	4,683
	65-74	2,538	278	2,816
	75+	1,930	388	2,318
MECHANICSVILLE	25-34	1,104	644	1,748
	35-44	2,384	651	3,035
	45-54	2,622	541	3,163
	55-64	2,075	299	2,374
	65-74	1,379	206	1,585
	75+	1,172	345	1,517

Source: U.S. Census Bureau

The breakdown of senior households according to size and type in 2020 is shown in the following table below. Renter household size for the market area is shown in the following tables.

SR 55+ HOUSEHOLDS BY SIZE AND TYPE			
OWNER-OCCUPIED	HANOVER COUNTY	MARKET AREA	MECHANICSVILLE
1 person	4,342	2,822	1,529
2 persons	9,375	6,034	3,002
3 persons	2,862	1,770	626
4 persons	943	543	254
5 or more persons	647	457	247
RENTER-OCCUPIED			
1 person	1,762	1,100	865
2 persons	698	441	282
3 persons	238	167	85
4 persons	145	113	88
5 or more persons	201	134	97

Source: Nielsen Claritas; Ribbon Demographics



According to the U.S. Census Bureau, in 2020 there were 2.63 persons per household in Hanover County and 2.70 in Mechanicsville. There were 2.72 persons per household in the market area. The subject's units are most suitable for senior households with one and two persons, who account for 78.9 percent of the primary market area senior renter households.

55+ RENTER HOUSEHOLD SIZE IN THE MARKET AREA		
RENTER-OCCUPIED	NUMBER	PERCENT
1 person	1,100	56.3%
2 persons	441	22.6%
3 persons	167	8.5%
4 persons	113	5.8%
5 or more persons	134	6.9%
TOTAL	1,955	100.0%

Source: Nielsen Claritas; Ribbon Demographics



The following table shows significant characteristics of the market area housing stock in 2010. In 2010 there were 21,693 single-family housing units, 1,815 multifamily housing units and 128 mobile homes in the market area. Of the 128 mobile homes in the market area, 54 were rental mobile homes. The data in the following table also shows that there were 30 rental units lacking complete plumbing and 43 rental units that are overcrowded. There were 35 units built prior to 1939. According to the U.S. Census Bureau, there were 531 rental units built since 2000.

CHARACTERISTICS OF THE MARKET AREA HOUSING STOCK			
	HANOVER COUNTY	MARKET AREA	MECHANICSVILLE
TOTAL HOUSING UNITS	38,360	24,934	14,267
OCCUPANCY AND TENURE			
Occupied Housing Units	36,589	23,946	13,712
Owner-Occupied	30,171	20,084	10,829
Percent Owner-Occupied	82.5%	83.9%	79.0%
Renter-Occupied	6,418	3,862	2,883
VACANT HOUSING UNITS			
For seasonal, recreational, etc.	127	58	27
Persons per owner-occupied unit	2.72	2.43	2.68
Persons per renter-occupied unit	2.45	2.32	2.47
TENURE BY YEAR STRUCTURE BUILT			
RENTER-OCCUPIED			
2005 or later	209	170	154
2000-2004	445	361	205
1990-1999	1,220	957	795
1980-1989	1,162	750	698
1970-1979	1,012	564	490
1960-1969	701	286	203
1950-1959	419	199	147
1940-1949	358	195	74
1939 or earlier	287	35	0
PERSONS PER ROOM: RENTER			
0.50 or less	3,959	2,371	1,902
0.51-1.00	1,811	1,103	821
1.01-1.50	43	43	43
1.51-2.00	0	0	0
2.01 or more	0	0	0
PLUMBING FACILITIES - PERSON/ROOM: RENTER-OCCUPIED			
Lacking Complete Plumbing Facilities:			
1.00 or less	55	30	30
1.01-1.50	0	0	0
1.51 or more	0	0	0

Source: U.S. Census Bureau



ADDITIONAL HOUSING STOCK CHARACTERISTICS				
HOUSING UNITS IN STRUCTURE	OWNER-OCCUPIED		RENTER-OCCUPIED	
HANOVER COUNTY	NUMBER	PERCENT	NUMBER	PERCENT
1, Detached	29,123	96.1%	2,624	45.1%
1, Attached	490	1.6%	287	4.9%
2	35	0.1%	119	2.0%
3 to 4	11	0.0%	395	6.8%
5 to 9	21	0.1%	581	10.0%
10 to 19	0	0.0%	1,312	22.6%
20 to 49	0	0.0%	109	1.9%
50 or more	36	0.1%	152	2.6%
Mobile Home, Trailer, Other	585	1.9%	234	4.0%
TOTAL	30,301	100.0%	5,813	100.0%
MARKET AREA				
1, Detached	19,720	98.0%	1,601	45.5%
1, Attached	269	1.3%	103	2.9%
2	12	0.1%	90	2.6%
3 to 4	0	0.0%	258	7.3%
5 to 9	8	0.0%	326	9.3%
10 to 19	0	0.0%	1,021	29.0%
20 to 49	0	0.0%	13	0.4%
50 or more	36	0.2%	51	1.5%
Mobile Home, Trailer, Other	74	0.4%	54	1.5%
TOTAL	20,119	100.0%	3,517	100.0%
MECHANICSVILLE				
1, Detached	10,453	96.9%	1,057	38.2%
1, Attached	234	2.2%	85	3.1%
2	12	0.1%	47	1.7%
3 to 4	0	0.0%	258	9.3%
5 to 9	0	0.0%	316	11.4%
10 to 19	0	0.0%	971	35.1%
20 to 49	0	0.0%	0	0.0%
50 or more	36	0.3%	32	1.2%
Mobile Home, Trailer, Other	50	0.5%	0	0.0%
TOTAL	10,785	100.0%	2,766	100.0%

Source: U.S. Census Bureau

DEVELOPMENT-SPECIFIC DEMAND ANALYSIS



Household Income Trends and Analysis

Income is a key characteristic in analyzing housing markets. The table on Page 82 shows household incomes for the market area for all households. However, we are primarily concerned with incomes of senior renters within the target incomes below \$42,960, or 48.9 percent, of income eligible senior renters ages 55 and older.

Target incomes for the different unit types are derived by the analyst. For the low end of the range, the maximum allowable LIHTC rent for an income limit (i.e. 60% AMI) for each bedroom type is divided by 40 percent for senior units as required by VHDA. The resulting number is then multiplied by 12 to derive an annual income (\$1,219 / 40% = \$3,047.50 x 12 = \$36,570). This process is based on the premise that a senior tenant should not pay more than 40 percent of his annual income on rent. All units receive subsidies; therefore, no minimum income is required.

For the high end of the range, the analyst consults the income limits set by the state housing authority. For example, if the largest unit in an income limit (i.e. 60% AMI) is a two-bedroom unit, the analyst multiplies this number by 1.5 (this is due to the LIHTC program being based on the premise that 1.5 persons per bedroom will occupy rental units) to find how many people could reside in that unit. The analyst then consults the state income limits to set the high end of the range (2 bedroom x 1.5 = 3 people/unit; therefore, the 60% 3-person maximum income would be used). However, as the property is designated for seniors ages 55 years and older, a two-person maximum income limit is utilized for the units.

INCOME-ELIGIBLE RENTER HOUSEHOLDS - WITHOUT SUBSIDY					
	Gross Rent	Lower Range	Upper Range	% Income Qualified	Income-Eligible Households
All Unit Types (All)	\$838	\$25,140	\$42,960	10.1%	199
All Unit Types (50%)	\$838	\$25,140	\$35,800	9.9%	194
All Unit Types (60%)	\$1,006	\$30,180	\$42,960	10.1%	199
1 BR (All)	\$838	\$25,140	\$42,960	15.0%	233
1 BR (50%)	\$838	\$25,140	\$35,800	10.0%	155
1 BR (60%)	\$1,006	\$30,180	\$42,960	9.1%	140
2 BR (60%)	\$1,207	\$36,210	\$42,960	4.7%	73

INCOME-ELIGIBLE RENTER HOUSEHOLDS - WITH SUBSIDY					
	Gross Rent	Lower Range	Upper Range	% Income Qualified	Income-Eligible Households
All Unit Types (All)	\$1,219	\$0	\$42,960	48.9%	960
All Unit Types (50%)	\$1,219	\$0	\$35,800	43.3%	852
All Unit Types (60%)	\$1,219	\$0	\$42,960	48.9%	960
1 BR (All)	\$1,219	\$0	\$42,960	52.8%	818
1 BR (50%)	\$1,219	\$0	\$35,800	47.8%	741
1 BR (60%)	\$1,219	\$0	\$42,960	52.8%	818
2 BR (60%)	\$1,407	\$0	\$42,960	52.8%	818



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Renter Households						
Age 15 to 54 Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	110	127	13	34	52	336
\$10,000-20,000	110	24	28	38	23	223
\$20,000-30,000	56	69	46	39	21	231
\$30,000-40,000	99	98	166	54	15	432
\$40,000-50,000	74	85	54	12	17	242
\$50,000-60,000	155	115	42	86	24	422
\$60,000-75,000	104	207	36	39	39	425
\$75,000-100,000	82	246	149	116	125	718
\$100,000-125,000	8	146	109	186	49	498
\$125,000-150,000	8	67	22	19	36	152
\$150,000-200,000	18	14	66	28	17	143
\$200,000+	23	67	9	12	8	119
Total	847	1,265	740	663	426	3,941

Renter Households						
Aged 55+ Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	167	26	11	7	7	218
\$10,000-20,000	472	96	53	4	11	636
\$20,000-30,000	231	40	12	6	13	302
\$30,000-40,000	179	89	39	12	13	332
\$40,000-50,000	122	26	18	16	16	198
\$50,000-60,000	82	55	28	14	17	196
\$60,000-75,000	78	98	12	24	16	228
\$75,000-100,000	73	98	17	11	21	220
\$100,000-125,000	131	47	18	4	47	247
\$125,000-150,000	75	24	12	8	11	130
\$150,000-200,000	67	32	8	21	14	142
\$200,000+	85	67	10	18	15	195
Total	1,762	698	238	145	201	3,044

Renter Households						
Aged 62+ Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	108	12	9	6	5	140
\$10,000-20,000	449	71	29	4	9	562
\$20,000-30,000	197	26	8	5	11	247
\$30,000-40,000	163	43	23	8	7	244
\$40,000-50,000	100	16	16	9	12	153
\$50,000-60,000	71	34	27	13	12	157
\$60,000-75,000	51	56	8	6	13	134
\$75,000-100,000	51	70	16	9	19	165
\$100,000-125,000	87	30	14	2	35	168
\$125,000-150,000	63	17	6	7	9	102
\$150,000-200,000	60	27	7	17	10	121
\$200,000+	66	29	6	7	11	119
Total	1,466	431	169	93	153	2,312

Renter Households						
All Age Groups						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	277	153	24	41	59	554
\$10,000-20,000	582	120	81	42	34	859
\$20,000-30,000	287	109	58	45	34	533
\$30,000-40,000	278	187	205	66	28	764
\$40,000-50,000	196	111	72	28	33	440
\$50,000-60,000	237	170	70	100	41	618
\$60,000-75,000	182	305	48	63	55	653
\$75,000-100,000	155	344	166	127	146	938
\$100,000-125,000	139	193	127	190	96	745
\$125,000-150,000	83	91	34	27	47	282
\$150,000-200,000	85	46	74	49	31	285
\$200,000+	108	134	19	30	23	314
Total	2,609	1,963	978	808	627	6,985



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Owner Households						
Age 15 to 54 Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	94	15	21	27	15	172
\$10,000-20,000	42	17	10	21	7	97
\$20,000-30,000	20	52	26	55	13	166
\$30,000-40,000	91	44	28	38	58	259
\$40,000-50,000	52	54	77	63	28	274
\$50,000-60,000	121	77	63	62	24	347
\$60,000-75,000	255	254	234	342	140	1,225
\$75,000-100,000	162	518	596	818	316	2,410
\$100,000-125,000	108	430	916	866	536	2,856
\$125,000-150,000	76	215	600	739	514	2,144
\$150,000-200,000	7	533	632	1,133	271	2,576
\$200,000+	49	488	626	726	679	2,568
Total	1,077	2,697	3,829	4,890	2,601	15,094

Owner Households						
Aged 55+ Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	186	139	28	11	14	378
\$10,000-20,000	484	236	43	19	9	791
\$20,000-30,000	547	486	68	19	32	1,152
\$30,000-40,000	598	777	112	61	18	1,566
\$40,000-50,000	487	680	82	66	16	1,331
\$50,000-60,000	298	632	116	51	23	1,120
\$60,000-75,000	369	1,078	185	55	58	1,745
\$75,000-100,000	462	1,831	416	107	97	2,913
\$100,000-125,000	335	770	425	137	49	1,716
\$125,000-150,000	157	942	289	119	120	1,627
\$150,000-200,000	189	878	475	71	132	1,745
\$200,000+	230	926	623	227	79	2,085
Total	4,342	9,375	2,862	943	647	18,169

Owner Households						
Aged 62+ Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	150	97	18	7	8	280
\$10,000-20,000	446	193	31	16	7	693
\$20,000-30,000	512	427	52	15	26	1,032
\$30,000-40,000	517	630	90	34	12	1,283
\$40,000-50,000	446	604	60	65	14	1,189
\$50,000-60,000	245	516	76	40	9	886
\$60,000-75,000	283	870	119	48	35	1,355
\$75,000-100,000	331	1,319	287	63	20	2,020
\$100,000-125,000	242	516	167	98	18	1,041
\$125,000-150,000	108	458	168	30	23	787
\$150,000-200,000	154	408	164	41	33	800
\$200,000+	180	444	132	88	7	851
Total	3,614	6,482	1,364	545	212	12,217

Owner Households						
All Age Groups						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	280	154	49	38	29	550
\$10,000-20,000	526	253	53	40	16	888
\$20,000-30,000	567	538	94	74	45	1,318
\$30,000-40,000	689	821	140	99	76	1,825
\$40,000-50,000	539	734	159	129	44	1,605
\$50,000-60,000	419	709	179	113	47	1,467
\$60,000-75,000	624	1,332	419	397	198	2,970
\$75,000-100,000	624	2,349	1,012	925	413	5,323
\$100,000-125,000	443	1,200	1,341	1,003	585	4,572
\$125,000-150,000	233	1,157	889	858	634	3,771
\$150,000-200,000	196	1,411	1,107	1,204	403	4,321
\$200,000+	279	1,414	1,249	953	758	4,653
Total	5,419	12,072	6,691	5,833	3,248	33,263



HOUSEHOLD INCOME BY GROSS RENT AS A PERCENTAGE			
INCOME	HANOVER COUNTY	MARKET AREA	MECHANICSVILLE
Less than \$10,000			
Less than 20%	10	0	0
20-24%	0	0	0
25-29%	15	15	15
30-34%	11	0	0
35%+	250	186	153
Not Computed	76	14	14
\$10,000 - \$19,999			
Less than 20%	72	37	37
20-24%	31	31	31
25-29%	42	42	42
30-34%	0	0	0
35%+	405	192	117
Not Computed	111	49	37
\$20,000 - \$34,999			
Less than 20%	42	0	0
20-24%	31	0	0
25-29%	71	13	13
30-34%	156	85	85
35%+	720	377	377
Not Computed	164	75	7
\$35,000 - \$49,999			
Less than 20%	118	25	25
20-24%	212	114	86
25-29%	165	91	66
30-34%	250	205	205
35%+	198	180	149
Not Computed	65	17	17
\$50,000 - \$74,999			
Less than 20%	502	233	115
20-24%	468	390	338
25-29%	216	165	109
30-34%	158	158	117
35%+	152	143	131
Not Computed	59	0	0
\$75,000 or more			
Less than 20%	889	587	413
20-24%	57	50	38
25-29%	26	12	12
30-34%	0	0	0
35%+	0	0	0
Not Computed	71	31	17
TOTAL	5,813	3,517	2,766

Source: U.S. Census Bureau



The importance of analyzing the annual income of households is that this data indicates the economic welfare of the primary market area. As a rule of thumb, households with similar incomes will also have similar assets.

HOUSEHOLDS BY INCOME GROUP BY AGE									
INCOME	2010			2020			2025		
	25-44	45-64	65+	25-44	45-64	65+	25-44	45-64	65+
HANOVER COUNTY									
Less than \$15,000	280	674	1,026	195	604	906	179	471	915
\$15,000 - \$24,999	420	549	896	190	478	1,206	154	356	1,240
\$25,000 - \$34,999	603	964	1,049	294	428	1,298	233	301	1,269
\$35,000 - \$49,999	1,028	1,444	1,336	350	1,088	1,926	318	880	2,219
\$50,000 - \$74,999	2,491	3,078	1,200	1,443	1,988	2,211	1,202	1,522	2,351
\$75,000 - \$99,999	2,306	2,555	604	1,992	2,444	1,822	1,785	2,024	2,090
\$100,000 - \$149,999	2,671	4,143	690	3,543	4,256	1,550	3,624	4,131	2,083
\$150,000 - \$199,999	1,262	1,658	303	1,225	2,544	611	1,402	2,736	919
\$200,000+	642	1,313	233	1,033	3,385	545	1,430	4,460	1,005
TOTAL	35,418			39,555			41,299		
MARKET AREA									
Less than \$15,000	146	246	555	164	354	602	145	287	612
\$15,000 - \$24,999	232	284	544	113	333	777	93	247	787
\$25,000 - \$34,999	276	417	762	193	302	834	157	205	844
\$35,000 - \$49,999	745	817	833	212	620	1,223	184	483	1,376
\$50,000 - \$74,999	1,765	1,995	789	981	1,437	1,442	840	1,119	1,572
\$75,000 - \$99,999	1,758	1,660	404	1,310	1,579	1,165	1,161	1,336	1,360
\$100,000 - \$149,999	1,991	2,771	492	2,585	2,859	972	2,616	2,775	1,306
\$150,000 - \$199,999	994	1,153	217	838	1,841	359	959	1,996	564
\$200,000+	398	775	117	710	2,186	302	979	2,978	583
TOTAL	23,136			26,293			27,564		
MECHANICSVILLE									
Less than \$15,000	70	185	360	133	240	396	119	200	390
\$15,000 - \$24,999	114	177	404	88	255	524	70	197	535
\$25,000 - \$34,999	226	331	550	145	190	504	112	143	529
\$35,000 - \$49,999	626	535	500	182	393	727	149	322	821
\$50,000 - \$74,999	1,349	1,197	489	717	946	753	618	804	802
\$75,000 - \$99,999	1,056	1,030	202	920	933	538	807	867	617
\$100,000 - \$149,999	962	1,264	226	1,542	1,397	504	1,530	1,518	655
\$150,000 - \$199,999	545	302	132	499	811	114	550	968	160
\$200,000+	61	256	67	271	851	143	368	1,270	254
TOTAL	13,216			14,716			15,375		

Source: U.S. Census Bureau and Nielsen Claritas; Ribbon Demographics



Sources of Demand

The potential tenants for the development include senior households who now live within the market area. It will appeal to potential senior tenants who have adequate incomes to pay the proposed rents and find the development more attractive in terms of price, unit features and project amenities than other available rental units. It also will attract senior households that the market area gains between now and when the development is ready for occupancy.

Required Unit Mix

The LIHTC program is based on the premise that 1.0 senior persons per bedroom will occupy senior rental units. We expect that five percent (5%) of one-person senior households will occupy efficiency units. We expect that 75 percent of one-person senior households and 50 percent of two-person senior households will occupy one-bedroom units. We expect that 20 percent of one-person senior households, 50 percent of two-person senior household and 75 percent of three-person senior households will occupy two-bedroom units. We expect that 25 percent of three-person senior households, 90 percent of four-person senior households and 90 percent of senior households with five or more persons will occupy three-bedroom units. We expect that 10 percent of four-person senior households and 10 percent of senior households with five or more persons will occupy units with four or more bedrooms.

The following table illustrates the ratio of units required by each household size. These occupancy patterns suggest that efficiency units should account for 2.8 percent of the senior renter housing demand; one-bedroom units should account for 53.5 percent; two-bedroom units should account for 28.9 percent; three-bedroom units should account for 13.5 percent, and units with four or more bedrooms should account for 1.3 percent of the senior renter housing demand in the market area.

55+ RENTAL HOUSING DEMAND BY NUMBER OF BEDROOMS						
HOUSEHOLD SIZE	0 BR	1 BR	2 BR	3 BR	4 BR	TOTAL
1 Person	55	825	220	0	0	1,100
2 Persons	0	221	221	0	0	441
3 Persons	0	0	125	42	0	167
4 Persons	0	0	0	102	11	113
5 or More Persons	0	0	0	121	13	134
TOTAL	55	1,046	566	264	25	1,955
PERCENT	2.8%	53.5%	28.9%	13.5%	1.3%	100.0%

Eligible Households

Landlords evaluate a potential tenant's income and credit to decide if applicant can pay the required rents. Commercial underwriters and owners of conventional market rate developments generally require that the monthly contract rent should not exceed one-third of a tenant's income. This is increased to 40 percent for senior tenants in the LIHTC program.



The following tables use the tax credit income limits to determine the upper range of eligibility for each LIHTC senior unit.

INCOME-ELIGIBLE RENTER HOUSEHOLDS - WITHOUT SUBSIDY					
	Gross Rent	Lower Range	Upper Range	% Income Qualified	Income-Eligible Households
All Unit Types (All)	\$838	\$25,140	\$42,960	10.1%	199
All Unit Types (50%)	\$838	\$25,140	\$35,800	9.9%	194
All Unit Types (60%)	\$1,006	\$30,180	\$42,960	10.1%	199
1 BR (All)	\$838	\$25,140	\$42,960	15.0%	233
1 BR (50%)	\$838	\$25,140	\$35,800	10.0%	155
1 BR (60%)	\$1,006	\$30,180	\$42,960	9.1%	140
2 BR (60%)	\$1,207	\$36,210	\$42,960	4.7%	73

INCOME-ELIGIBLE RENTER HOUSEHOLDS - WITH SUBSIDY					
	Gross Rent	Lower Range	Upper Range	% Income Qualified	Income-Eligible Households
All Unit Types (All)	\$1,219	\$0	\$42,960	48.9%	960
All Unit Types (50%)	\$1,219	\$0	\$35,800	43.3%	852
All Unit Types (60%)	\$1,219	\$0	\$42,960	48.9%	960
1 BR (All)	\$1,219	\$0	\$42,960	52.8%	818
1 BR (50%)	\$1,219	\$0	\$35,800	47.8%	741
1 BR (60%)	\$1,219	\$0	\$42,960	52.8%	818
2 BR (60%)	\$1,407	\$0	\$42,960	52.8%	818

Penetration Rate

There are no planned or under construction senior developments that will directly compete with the subject. There are four vacant LIHTC senior units in the market area. The subject is an existing Section 8 development that is currently 96 percent occupied, with four vacant units. Therefore, there are no vacant senior units at the subject. Once rehabilitation is complete, the property will retain its subsidies as well as be 100 Low Income Housing Tax Credit at 60 percent of the area median income. Therefore, the total affordable inventory would be four units. The chart below indicates a penetration rate of 0.4 percent for the market area for the units considering subsidies.

REQUIRED PENETRATION RATE - WITH SUBSIDY	
Income Eligible Renter Households	960
Existing Vacant LIHTC Units	0
LIHTC Units Planned	0
Vacant Units in Subject	4
Total Inventory	4
Penetration Rate	0.4%

If the subject were to lose its current subsidies, it is unlikely that all current residents would remain income qualified. Therefore, for the purpose of the analysis, all units were considered vacant when calculating the penetration rate without subsidies. The chart below indicates a penetration rate of 50.4 percent for the market area for the units without considering subsidies.

REQUIRED PENETRATION RATE - WITHOUT SUBSIDY	
Income Eligible Renter Households	199
Existing Vacant LIHTC Units	0
LIHTC Units Planned	0
Units in Subject	100
Total Inventory	100
Penetration Rate	50.4%



Demand Analysis

The following table contains the summary demand estimates for the units with subsidies.

REQUIRED NET DEMAND - WITH SUBSIDY			
	All Units @ 50% (\$0 - \$35,800)	All Units @ 60% (\$0 - \$42,960)	Project Total (\$0 to \$42,960)
Income Restrictions:			
Demand from New Household Growth			
New Rental Households	27	24	27
PLUS			
Existing Households - Rent Overburdened	414	372	414
PLUS			
Existing Households - Substandard Housing	17	15	17
PLUS			
Existing Qualifying Tenants Likely to Remain After Renovation	45	51	96
EQUALS			
Total Demand	503	462	554
MINUS			
Supply (Includes Directly Comparable Vacant Units Completed or in Pipeline in the PMA)	0	0	0
EQUALS			
NET DEMAND	503	462	554
ABSORPTION PERIOD			
	N/A	N/A	N/A

*See Page 88 for absorption period explanation.



The following table contains the summary demand estimates for the senior units without considering subsidies.

REQUIRED NET DEMAND - WITHOUT SUBSIDY			
	All Units @ 50% (\$25,140 - \$35,800)	All Units @ 60% (\$30,180 - \$42,960)	Project Total (\$25,140 to \$42,960)
Income Restrictions:			
Demand from New Household Growth			
New Rental Households	6	5	6
PLUS			
Existing Households - Rent Overburdened	105	125	105
PLUS			
Existing Households - Substandard Housing	3	3	3
PLUS			
Existing Qualifying Tenants Likely to Remain After Renovation	0	0	0
EQUALS			
Total Demand	114	133	114
MINUS			
Supply (Includes Directly Comparable Vacant Units Completed or in Pipeline in the PMA)	0	0	0
EQUALS			
NET DEMAND	114	133	114
ABSORPTION PERIOD	8-9 Months	8-9 Months	8-9 Months

*See Page 88 for absorption period explanation.



Demand Analysis Summary

New Rental Households: The demand from new senior household growth is calculated by taking the new rental senior households projected between 2020 and 2025 divided by five years. This resulted in a new senior household growth total of 350. The new senior household growth number of 350 was then multiplied by the percent of income qualified tenants in the market area and percent plan to rent ($350 \times 48.9\% \times 15.7\% = 27$). The subject will attract senior tenants with incomes below \$42,960. The percent of income qualified can be seen on Page 83. The demand from new senior household growth is 27 for all senior units.

Existing Households – Rent Overburdened: The total number of rent overburdened senior households is 414.

Existing Households – Substandard Housing: The total number of substandard senior households in the market area was 34. The total number of substandard households is then multiplied by the percent income qualified. The resulting number is the number of substandard households as shown on the demand chart on the previous page.

Existing Qualifying Tenants Likely to Remain After Renovation: The property is an existing Section 8 development with subsidies for all units. The property will retain its subsidies for all units. Therefore, it is expected that the current senior tenants will remain income qualified.

Supply: There are no vacant senior units with similar percent AMI in the comparable properties in the primary market area. In addition, there are no planned or recently completed comparable properties in the primary market area.

Total Net Demand: Overall the market shows a net demand of 554 units for all units.

Absorption Period: Harbour Square Apartments is an existing 100-unit senior complex. The property is currently 96 percent occupied, with four vacant units. Therefore, the subject will not need to absorb any additional units to maintain a stabilized occupancy rate. If the subject were to lose its current subsidies, it is unlikely that all current residents would remain income qualified. Therefore, for the purpose of the analysis, all units were considered vacant. It is estimated the subject would absorb approximately 10 to 12 units per month. Therefore, it estimated that the subject units were entirely vacant, the subject would reach a stabilized occupancy within eight to nine months.



Capture Rate Analysis

The following tables contain the capture rates for the senior units with and without considering subsidies. For the units considering subsidies, the market shows a net demand of 554 units for senior units with subsidies and 114 units for the senior units without considering subsidies. If the subject were to lose its current subsidies, it is unlikely that all current residents would remain income-qualified. Therefore, for the purpose of the analysis, all units were considered vacant when calculating the capture rate without subsidies.

CAPTURE RATE BY INCOME LIMITS - WITH SUBSIDY			
	All Units @ 50% (\$0 - \$35,800)	All Units @ 60% (\$0 - \$42,960)	Project Total (\$0 to \$42,960)
Income Restrictions:			
All Units at Subject	8.9%	11.9%	18.1%
Vacant Units at Subject	0.0%	0.9%	0.7%

CAPTURE RATE BY INCOME LIMITS - WITHOUT SUBSIDY			
	All Units @ 50% (\$25,140 - \$35,800)	All Units @ 60% (\$30,180 - \$42,960)	Project Total (\$25,140 to \$42,960)
Income Restrictions:			
All Units at Subject	39.5%	41.4%	87.7%

Demand and Capture Rate Summary

For the units considering subsidies, the market shows a net demand of 554 units for senior units with subsidies and 114 units for the senior units without considering subsidies. The subject is an existing Section 8 senior ages 55 years and older development that contains 100 total units with subsidies. The capture rate show that the subject, if entirely vacant and without subsidies, would need to capture 87.7 percent of the overall demand for all units. The capture rate show that the subject, if entirely vacant and with subsidies, would need to capture 18.1 percent of the overall demand for all units. However, the property is currently 96 percent occupied, with four vacant units. Therefore, the overall capture rate when considering all units vacant is inflated. The capture rate when considering only the subject's vacant units is considered more indicative of the actual capture rates for the subject. When only considering the subject's vacant units with its current subsidies, the overall capture rate is 0.7 percent for all units. After researching the vacancy rates of the existing units in the area, it is firmly believed that the rehabilitated development will continue to satisfy a portion of the demand for the units within the market. It is believed that the property will meet the demand for affordable housing in the market area.

SUPPLY ANALYSIS



Housing Profile

Market Area Overview

The rental housing stock in the market area is comprised of single-family homes as well as market-rate and restricted apartment complexes. The majority of the housing stock was built in the 1980s and 1990s.

Housing Inventory

From 2005 through March 2020, permit-issuing jurisdictions in Hanover County estimated 7,914 single-family and multifamily dwelling permits. Multifamily units were estimated at 6.4 percent of the planned construction activity.

BUILDING PERMITS ISSUED			
YEAR	SINGLE-FAMILY	MULTIFAMILY	TOTAL
2005	620	0	620
2006	502	0	502
2007	505	0	505
2008	370	0	370
2009	257	0	257
2010	270	8	278
2011	314	0	314
2012	402	84	486
2013	599	0	599
2014	522	0	522
2015	637	0	637
2016	584	0	584
2017	597	0	597
2018	491	0	491
2019	574	418	992
2020*	160	0	160
TOTAL	7,404	510	7,914

*Preliminary Numbers through January 2017

Source: SOCDS

Projects under Construction

According to Hanover County and the Virginia Housing Development Authority, there are no units under construction located within the subject's primary market area.

Planned Projects

According to Hanover County and the Virginia Housing Development Authority, there are no units in the planning stages located within the subject's primary market area that will compete with the subject.

Unit Condition

The market area's rental housing stock is in varying condition. Overall, the developments are well maintained.



Unit Types

Single-family homes comprise 48.5 percent of the rental units, while multifamily units comprise 50.0 percent of the rental units.

RENTER HOUSING UNITS BY UNIT TYPE		
TYPE	NUMBER	PERCENT
Single-Family	1,704	48.5%
Multifamily	1,759	50.0%
Mobile Homes & Other	54	1.5%
TOTAL	3,517	100.0%

Source: U.S. Census Bureau

Age of Rental Units

Rental housing construction in the market area peaked during the 1980s and 1990s and then began to significantly decline after 2004.

AGE OF RENTAL UNITS		
YEAR BUILT	NUMBER	PERCENT
2005 or later	170	4.8%
2000-2004	361	10.3%
1990-1999	957	27.2%
1980-1989	750	21.3%
1970-1979	564	16.0%
1960-1969	286	8.1%
1950-1959	199	5.7%
1940-1949	195	5.5%
1939 or earlier	35	1.0%
TOTAL	3,517	100.0%

Source: U.S. Census Bureau

Unit Size

The average size of the units in the surveyed developments is 703 square feet for one-bedroom units and 989 square feet for two-bedroom units. The subject's unit sizes are with the comparable range. Therefore, it is believed the subject will remain competitive in this market.

AVERAGE APARTMENT SIZE OF COMPARABLE APARTMENTS					
Unit Type	COMPARABLES			Subject (SF)	Subject's Advantage
	Minimum (SF)	Maximum (SF)	Average (SF)		
1 BR	421	868	703	566	-19.5%
2 BR	684	1,400	989	788	-20.3%

Source: Gill Group Field Survey

Rental Vacancy Rates

According to the U.S. Census Bureau, the national vacancy rates in the first quarter 2020 were 6.6 percent for rental housing and 1.1 percent for homeowner housing. The rental vacancy rate of 6.6 percent was 0.4 percentage points lower than the rate in the first quarter 2019 (7.0 percent), but not statistically different from the fourth quarter 2019 (6.4 percent). The homeowner vacancy rate of 1.1 percent was 0.3 percentage points lower than the rate in the first quarter 2019 (1.4 percent) and the rate in the fourth quarter 2019 (1.4 percent).



The first quarter 2020 rental vacancy rate was highest outside Metropolitan Statistical Areas (9.2 percent), which was higher than the rate in the suburbs (6.1 percent), and the rate in principal cities (6.3 percent). The rental vacancy rate in principal cities was not statistically different from the rate in the suburbs. The rental vacancy rate inside principal cities was lower than first quarter 2019, while the rates in the suburbs and outside MSAs were not statistically different from the first quarter 2019 rates.

The first quarter 2020 rental vacancy rate was highest in the South (8.5 percent) followed by the Midwest (7.1 percent), the Northeast (5.5 percent), and the West (4.1 percent). The rental vacancy rate in the South was lower than the first quarter 2019 rate, while the rental vacancy rates for the Midwest, Northeast, and West were not statistically different from the first quarter 2019 rates.

RESIDENTIAL VACANCY RATES				
QUARTER	1st Quarter 2020	1st Quarter 2019	% of 2020 Rate	% of Difference
United States	6.6%	7.0%	0.2%	0.3%
Inside MSAs	6.2%	6.6%	0.3%	0.3%
Outside MSAs	9.2%	10.0%	0.9%	1.1%
In Principal Cities	6.3%	6.9%	0.4%	0.5%
Not In Principal Cities	6.1%	6.2%	0.4%	0.5%
1st QUARTER 2020 VACANCY RATES BY REGION				
NORTHEAST	MIDWEST	SOUTH	WEST	
5.5%	7.1%	8.5%	4.1%	

Source: U.S. Census Bureau

Vacancy Analysis

The vacancy rate for affordable housing units in the market area is 2.7 percent. The following table shows the vacancy rates for the affordable housing verified in the market area:

AFFORDABLE HOUSING VACANCIES			
Name of Property	# of Units	# of Vacant Units	Vacancy Rate
Harbour Square Apartments	100	4	4.0%
Laurel Woods	40	0	0.0%
The Pines at Cold Harbor	156	9	6.0%
Chickahominy Bluff Apartments	120	2	2.0%
Ashland Woods Apartments I and II	150	0	0.0%
Omni Park Place Senior Apartments	61	4	6.0%
Beaverdam Creek Apartments	120	2	2.0%
Hanover Apartments	40	0	0.0%
Totals	787	21	2.7%



The current vacancy rate in surveyed market-rate apartment complexes is 9.9 percent. However, Cambridge Square Apartments was placed in service in December 2019. The property is still in the process of leasing up; therefore, it has a high vacancy rate. Without considering this property, the overall market-rate vacancy rate is 2.1 percent.

MARKET VACANCIES			
Name of Property	# of Units	# of Vacant Units	Vacancy Rate
Mill Trace Village	240	0	0.0%
Charleston Ridge Apartments	137	3	2.0%
Sherwood Crossing	132	4	3.0%
Hanover Crossing	220	9	4.0%
Cambridge Square Apartments	207	101	49.0%
Brandy Hill	136	5	4.0%
Windmill Way Apartments	52	0	0.0%
Hunters Woods	115	1	1.0%
Totals	1,239	123	9.9%

Lease Terms and Concessions

The typical lease is twelve months. At the time of the writing of this report, there were no comparables currently offering rent concessions that effect the rental rates.

Turnover Rates

The comparables indicated a range of 20.0 percent to 40.0 percent, with an average of 29.6 percent. Apartment managers in the market area reported that the turnover rates were stable throughout the year. Therefore, the analyst selected the annual turnover rate of 29.6 percent.

TURNOVER RATES	
Property Name	Avg. Annual Turnover Rate
Laurel Woods	25.0%
Chickahominy Bluff Apartments	33.0%
Omni Park Place Senior Apartments	25.0%
Beaverdam Creek Apartments	40.0%
Hanover Apartments	20.0%
Mill Trace Village	31.0%
Sherwood Crossing	34.0%
Brandy Hill	29.0%
Average Annual Turnover	29.6%

Likely Impact of Rehabilitated Development on Rental Occupancy Rates

The rehabilitated senior development will not have an adverse impact on the market area. Its one- and two-bedroom units are suitable in the market. The property is currently 96 percent occupied, with four vacant units. Additionally, all affordable housing facilities in the market area have stabilized occupancy rates and maintain waiting lists from which the subject could draw tenants. Therefore, it is believed the rehabilitated development will not have an adverse impact on the market area.



Existing Comparables

The following table summarizes the existing affordable housing complexes within the primary market area and the immediate vicinity. There are no development located in the market area that will directly compete with the subject. Additional information for the all restricted properties can be found on Pages 100-106.

Property Name	Type	Existing/ Planned	Population Served	Number of Units of Each Type	Unit Size/Rent/ Number Vacant	Amenities
Laurel Woods 211 North Cottage Green Drive Ashland, Virginia 804-798-7368	LIHTC (50%)	Existing	Family	1/1 - 8 2/1 - 32	421 SF - \$597 - 0 743 SF - \$685 - 0	Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Carpet, Vinyl, Blinds, Ceiling Fans, Meeting Room, Playground, Laundry Facility
The Pines at Cold Harbor 7202 Garden Park Lane Mechanicsville, Virginia 804-823-2119	LIHTC (60%)	Existing	Family	1/1 - 52 2/1 - 52 3/1.5 - 52	655 SF - \$853 - 3 855 SF - \$1,055 - 4 1,063 SF - \$1,177 - 2	Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Microwave, Washer, Dryer, Carpet, Vinyl, Blinds, Ceiling Fans, Walk-In Closet, Swimming Pool, Exercise Room, Picnic Area, Playground, Basketball Court, Business Center, Multi-Purpose Sports/Recreational Area, On-Site Management, On-Site Maintenance
Chickahominy Bluff Apartments 7800 Sporting Lane Mechanicsville, Virginia 804-559-3372	LIHTC (60%)	Existing	Family	2/2 - 66 3/2 - 54	1,000 SF - \$1,079 - 0 1,320 SF - \$1,242 - 2	Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Washer/Dryer Hook-Ups, Carpet, Vinyl, Blinds, Walk-In Closet, Balcony, Patio, Clubhouse, Swimming Pool, Exercise Room, Picnic Area, Playground, Package Receiving, Laundry Facility, On-Site Management, On-Site Maintenance, Lounge
Ashland Woods Apartments I and II 1100 West Omni Terrace Ashland, Virginia 804-752-7120	LIHTC (60%)	Existing	Family	2/2 T - 126 3/2 - 24	900 SF - \$931 - 0 1,140 SF - \$1,091 - 0	Refrigerator, Range/Oven, Dishwasher, Washer/Dryer Hook-Up, Carpet, Vinyl, Blinds, Walk-In Closet, Balcony, Patio, Clubhouse, Swimming Pool, Playground, Tennis Court, Laundry Facility, On-Site Management, Package Receiving
Omni Park Place Senior Apartments 101 Omni Road Ashland, Virginia 804-495-3497	LIHTC (60%)	Existing	Senior	1/1 - Unk 2/1 - Unk	650 SF - \$830 - Unk 850 SF - \$965 - Unk	Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Carpet, Vinyl, Blinds, Ceiling Fans, Exercise Room, Transportation, Laundry Facility, On-Site Management, On-Site Maintenance, Intercom Entry, Library, Gazebo, Lounge
Beaverdam Creek Apartments 7264 Cold Harbor Road Mechanicsville, Virginia 804-559-2121	LIHTC (50%)	Existing	Family	2/2 - 96 3/2 - 24	1,000 SF - \$1,079 - 0 1,320 SF - \$1,242 - 2	Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Washer (Select), Dryer (Select), Washer/Dryer Hook-Ups (Select), Carpet, Vinyl, Balcony, Patio, Clubhouse, Swimming Pool, Exercise Room, Picnic Area, Playground, Extra Storage, Laundry Facility
Hanover Apartments 205 North Cottage Green Drive Ashland, Virginia 804-798-4031	RD/ LIHTC (60%)	Existing	Family	1/1 - 20 2/1 - 20	550 SF - \$450 - 0 684 SF - \$550 - 0	Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Microwave, Carpet, Vinyl, Blinds, Ceiling Fans, Balcony, Patio, Playground, Laundry Facility



Comparable Profile Pages

COMPARABLE APARTMENT RENTAL NO. 1



Property Type: LIHTC/Walk-Up
 Property Name: Laurel Woods
 Address: 211 North Cottage Green Drive
 Ashland, VA 23005
 Verification: Cheryl, 804-798-7368
 May 20, 2020, By Telephone
 Distance From Subject: 16.0 Miles

Year Opening/Significant Renovation Amenities

1988
 Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Carpet, Vinyl, Blinds, Ceiling Fans, Meeting Room, Playground, Laundry Facility

Utilities (Type/Responsibility)

Heat - Electric - Tenant
 Air Conditioning - Electric - Tenant
 Cooking - Electric - Tenant
 Hot Water - Electric - Tenant
 Cold Water - Landlord
 Sewer - Landlord
 Trash - Landlord

Unit Type	No. of Units	No. Vacant	Unit Mix		Utility Allowance	Gross Rent
			Size SF	Collected Rent/Mo.		
1/1	8	0	421	\$597	N/A	\$597
2/1	32	0	743	\$685	N/A	\$685

Occupancy: 100%
 Total Units: 40
 No. of Buildings: 7
 Construction Type: Siding
 HVAC: Central Elec/Central Elec
 Stories: 2
 Waiting List: 14 Applicants
 Turnover Rate: 25%
 Absorption Rate: N/A

Remarks

The property is designated for families at 50 percent of the area median income. The development maintains a waiting list with 14 applicants. The annual turnover rate is 25 percent. The property is located slightly outside the market area; however, due to lack of affordable housing developments in the market area, the property was included for comparison purposes.



COMPARABLE APARTMENT RENTAL NO. 2



Property Type: LIHTC/Walk-Up
 Property Name: The Pines at Cold Harbor
 Address: 7202 Garden Park Lane
 Mechanicsville, VA 23111
 Verification: Management, 804-823-2119
 May 20, 2020, By Telephone
 Distance From Subject: 0.4 Miles

**Year Opening/Significant Renovation
 Amenities**

1979/2008
 Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Microwave,
 Washer, Dryer, Carpet, Vinyl, Blinds, Ceiling Fans, Walk-In Closet,
 Swimming Pool, Exercise Room, Picnic Area, Playground, Basketball
 Court, Business Center, Multi-Purpose Sports/Recreational Area, On-
 Site Management, On-Site Maintenance

Utilities (Type/Responsibility)

Heat - Electric - Tenant
 Air Conditioning - Electric - Tenant
 Cooking - Electric - Tenant
 Hot Water - Electric - Tenant
 Cold Water - Landlord
 Sewer - Landlord
 Trash - Landlord

Unit Mix

<u>Unit Type</u>	<u>No. of Units</u>	<u>No. Vacant</u>	<u>Size SF</u>	<u>Collected Rent/Mo.</u>	<u>Utility Allowance</u>	<u>Gross Rent</u>
1/1	52	3	655	\$853	N/A	\$853
2/1	52	4	855	\$1,055	N/A	\$1,055
3/1.5	52	2	1,063	\$1,177	N/A	\$1,177

Occupancy 94%
Total Units 156
No. of Buildings 9
Construction Type Brick/Siding
HVAC Central Elec/Central Elec
Stories 3
Waiting List 20 Applicants
Turnover Rate N/A
Absorption Rate N/A

Remarks

The property is designated for families at 60 percent of the area median income. The development maintains a waiting list with approximately 20 applicants. The property was renovated in 2018 which consisted of painting and the replacement of floors, appliances, countertops and cabinets. The annual turnover rate was not disclosed.



COMPARABLE APARTMENT RENTAL NO. 3



Property Type: LIHTC/Walk-Up
 Property Name: Chickahominy Bluff Apartments
 Address: 7800 Sporting Lane
 Mechanicsville, VA 23111
 Verification: Chris, 804-559-3372
 May 20, 2020, By Telephone
 Distance From Subject: 0.6 Miles

**Year Opening/Significant Renovation
 Amenities**

1996/2017
 Refrigerator, Range/Oven, Garbage Disposal, Dishwasher,
 Washer/Dryer Hook-Ups, Carpet, Vinyl, Blinds, Walk-In Closet,
 Balcony, Patio, Clubhouse, Swimming Pool, Exercise Room, Picnic
 Area, Playground, Package Receiving, Laundry Facility, On-Site
 Management, On-Site Maintenance, Lounge

Utilities (Type/Responsibility)

Heat - Electric - Tenant
 Air Conditioning - Electric - Tenant
 Cooking - Electric - Tenant
 Hot Water - Electric - Tenant
 Cold Water - Landlord
 Sewer - Landlord
 Trash - Landlord

Unit Mix

<u>Unit Type</u>	<u>No. of Units</u>	<u>No. Vacant</u>	<u>Size SF</u>	<u>Collected Rent/Mo.</u>	<u>Utility Allowance</u>	<u>Gross Rent</u>
2/2	66	0	1,000	\$1,079	N/A	\$1,079
3/2	54	2	1,320	\$1,242	N/A	\$1,242

Occupancy 98%
Total Units 120
No. of Buildings 9
Construction Type Siding
HVAC Central Elec/Central Elec
Stories 3
Waiting List One Year
Turnover Rate 33%
Absorption Rate N/A

Remarks

The property is designated for families at 60 percent of the area median income. The development maintains a one-year waiting list. The property was renovated in 2017 which included painting and the replacement of siding, windows, flooring, countertops, cabinets, lighting, plumbing and fixtures. The annual turnover rate is 33 percent.



COMPARABLE APARTMENT RENTAL NO. 4



Property Type: LIHTC/Walk-Up
 Property Name: Ashland Woods Apartments I and II
 Address: 1100 West Omni Terrace
 Ashland, VA 23005
 Verification: Joan, 804-752-7120
 May 20, 2020, By Telephone
 Distance From Subject: 16.6 Miles

Year Opening/Significant Renovation Amenities

2000
 Refrigerator, Range/Oven, Dishwasher, Washer/Dryer Hook-Up, Carpet, Vinyl, Blinds, Walk-In Closet, Balcony, Patio, Clubhouse, Swimming Pool, Playground, Tennis Court, Laundry Facility, On-Site Management, Package Receiving

Utilities (Type/Responsibility)

Heat - Electric - Tenant
 Air Conditioning - Electric - Tenant
 Cooking - Electric - Tenant
 Hot Water - Electric - Tenant
 Cold Water - Tenant
 Sewer - Tenant
 Trash – Landlord

Unit Mix

<u>Unit Type</u>	<u>No. of Units</u>	<u>No. Vacant</u>	<u>Size SF</u>	<u>Collected Rent/Mo.</u>	<u>Utility Allowance</u>	<u>Gross Rent</u>
2/1.5 T	126	0	900	\$931	N/A	\$931
3/2	24	0	1,140	\$1,091	N/A	\$1,091

Occupancy 100%
Total Units 150
No. of Buildings 18
Construction Type Brick/Siding
HVAC Central Elec/Central Elec
Stories 2
Waiting List 64 Applicants
Turnover Rate N/A
Absorption Rate N/A

Remarks

The property is designated for families at 60 percent of the area median income. The development maintains a waiting list with 64 applicants. The annual turnover rate was not disclosed. The property is located slightly outside the market area; however, due to lack of affordable housing developments in the market area, the property was included for comparison purposes.



COMPARABLE APARTMENT RENTAL NO. 5



Property Type: LIHTC/Elevator
 Property Name: Omni Park Place Senior Apartments
 Address: 101 Omni Road, Ashland, VA 23005
 Verification: Janet, 804-495-3497
 Distance From Subject: May 20, 2020, By Telephone 15.9 Miles

Year Opening/Significant Renovation Amenities

2002
 Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Carpet, Vinyl, Blinds, Ceiling Fans, Exercise Room, Transportation, Laundry Facility, On-Site Management, On-Site Maintenance, Intercom Entry, Library, Gazebo, Lounge

Utilities (Type/Responsibility)

Heat - Electric - Tenant
 Air Conditioning - Electric - Tenant
 Cooking - Electric - Tenant
 Hot Water - Electric - Tenant
 Cold Water - Landlord
 Sewer - Landlord
 Trash - Landlord

Unit Mix

<u>Unit Type</u>	<u>No. of Units</u>	<u>No. Vacant</u>	<u>Size SF</u>	<u>Collected Rent/Mo.</u>	<u>Utility Allowance</u>	<u>Gross Rent</u>
1/1	Unknown	Unknown	650	\$830	N/A	\$830
2/1	Unknown	Unknown	850	\$965	N/A	\$965

Occupancy 94%
Total Units 61
No. of Buildings 1
Construction Type Brick/Siding
HVAC Central Elec/Central Elec
Stories 2
Waiting List 5 Applicants
Turnover Rate 25%
Absorption Rate N/A

Remarks

The property is designated for seniors ages 55 and older at 60 percent of the area median income. The development maintains a waiting list with eight applicants. The annual turnover rate is 25 percent. The property is located slightly outside the market area; however, due to lack of affordable housing developments in the market area, the property was included for comparison purposes.



COMPARABLE APARTMENT RENTAL NO. 6



Property Type: LIHTC/Walk-Up
 Property Name: Beaverdam Creek Apartments
 Address: 7264 Cold Harbor Road
 Mechanicsville, VA 23111
 Verification: Sherry, 804-559-2121
 May 20, 2020, By Telephone
 Distance From Subject: 1.1 Miles

Year Opening/Significant Renovation Amenities

1995
 Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Washer (Select), Dryer (Select), Washer/Dryer Hook-Ups (Select), Carpet, Vinyl, Balcony, Patio, Clubhouse, Swimming Pool, Exercise Room, Picnic Area, Playground, Extra Storage, Laundry Facility

Utilities (Type/Responsibility)

Heat - Electric - Tenant
 Air Conditioning - Electric - Tenant
 Cooking - Electric - Tenant
 Hot Water - Electric - Tenant
 Cold Water - Landlord
 Sewer - Landlord
 Trash - Landlord

Unit Mix

<u>Unit Type</u>	<u>No. of Units</u>	<u>No. Vacant</u>	<u>Size SF</u>	<u>Collected Rent/Mo.</u>	<u>Utility Allowance</u>	<u>Gross Rent</u>
2/2	96	2	1,000	\$931	N/A	\$931
3/2	24	0	1,140	\$1,320	N/A	\$1,320

Occupancy 98%
Total Units 120
No. of Buildings 10
Construction Type Siding
HVAC Central Elec/Central Elec
Stories 3
Waiting List Yes; # of Applicants Unknown
Turnover Rate 40%
Absorption Rate N/A

Remarks

The property is designated for families at 50 percent of the area median income. The property maintains a waiting list; however, the contact was unable to disclose the number of applicants. The annual turnover rate is 40 percent. The property is designated for families at 60 percent of the area median income. The development maintains a waiting list with 64 applicants. The annual turnover rate was not disclosed.



COMPARABLE APARTMENT RENTAL NO. 7



Property Type: RD/LIHTC/Walk-Up
 Property Name: Hanover Apartments
 Address: 205 North Cottage Green Drive
 Ashland, VA 23005
 Verification: Joan, 804-752-7120
 May 20, 2020, By Telephone
 Distance From Subject: 15.9 Miles

Year Opening/Significant Renovation Amenities

1998
 Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Microwave, Carpet, Vinyl, Blinds, Ceiling Fans, Balcony, Patio, Playground, Laundry Facility

Utilities (Type/Responsibility)

Heat - Electric - Tenant
 Air Conditioning - Electric - Tenant
 Cooking - Electric - Tenant
 Hot Water - Electric - Tenant
 Cold Water - Landlord
 Sewer - Landlord
 Trash – Landlord

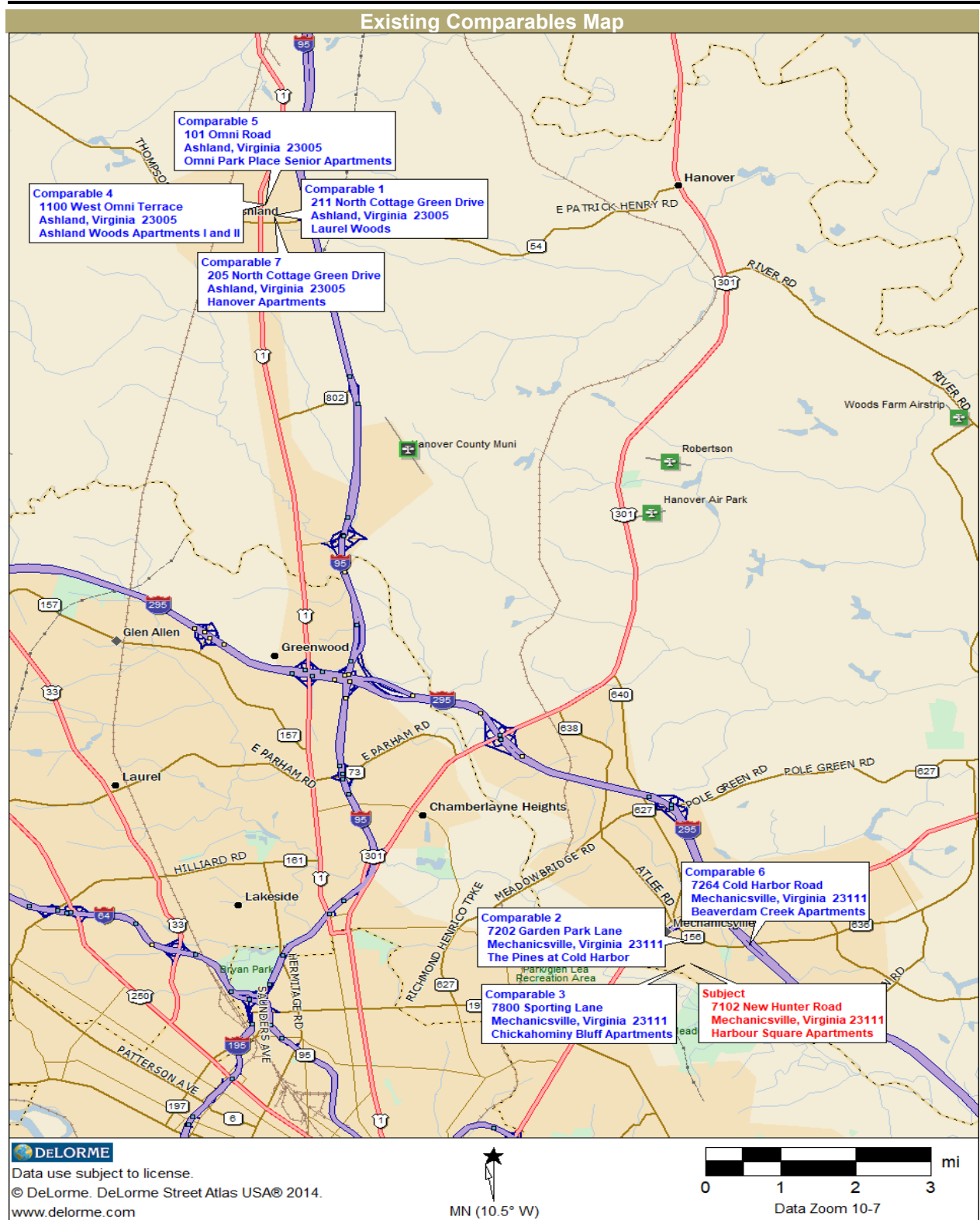
Unit Mix

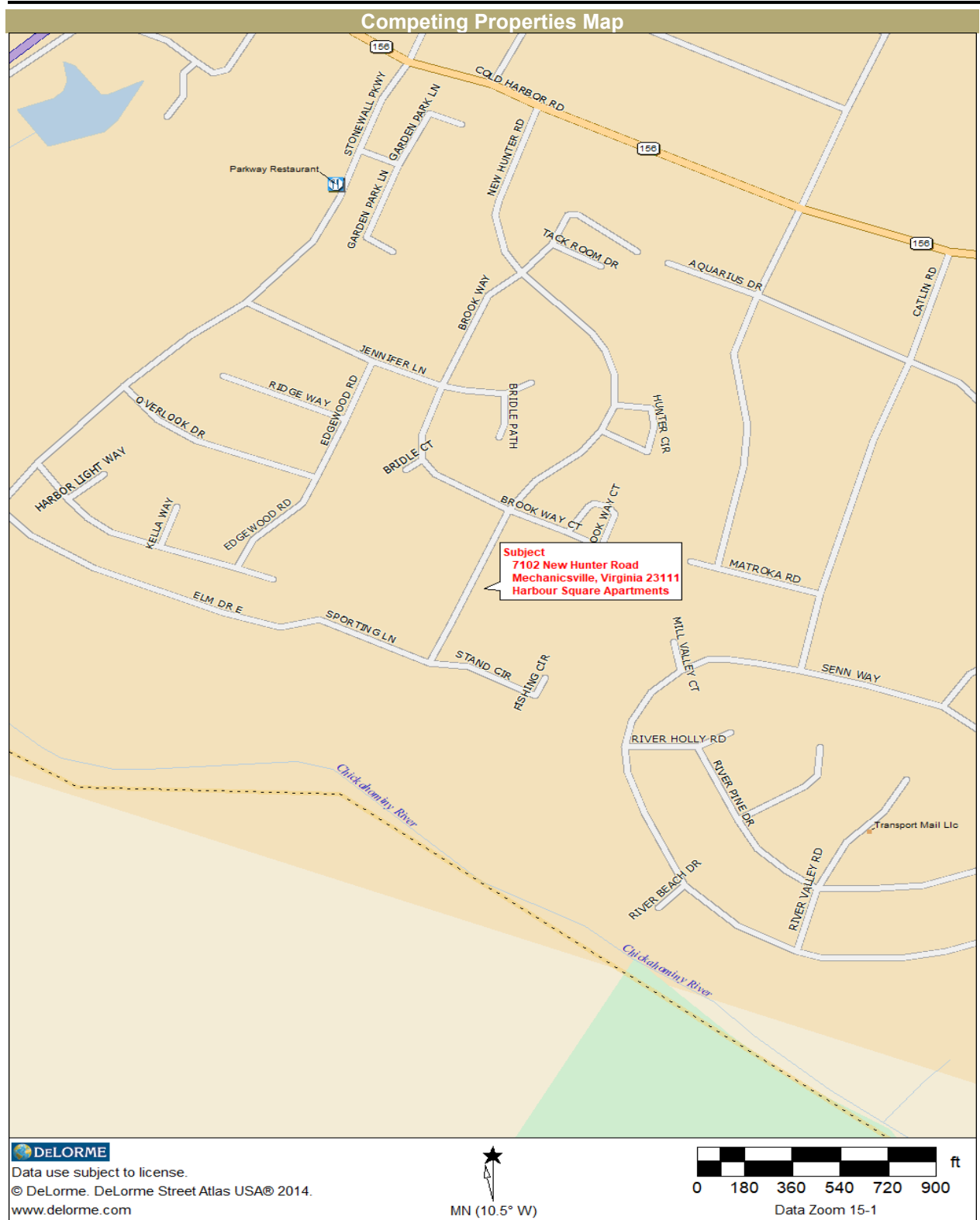
<u>Unit Type</u>	<u>No. of Units</u>	<u>No. Vacant</u>	<u>Size SF</u>	<u>Collected Rent/Mo.</u>	<u>Utility Allowance</u>	<u>Gross Rent</u>
1/1	20	0	550	\$450	N/A	\$450
2/1	20	0	684	\$550	N/A	\$550

Occupancy 100%
Total Units 40
No. of Buildings 5
Construction Type Brick/Siding
HVAC Baseboard Elec/Wall Elec
Stories 2
Waiting List 2-3 Months
Turnover Rate 20%
Absorption Rate N/A

Remarks

The property is designated for families at 60 percent of the area median income and all units receive Rental Assistance. The development maintains a two- to three-month waiting list. The annual turnover rate is 20 percent. The property is located slightly outside the market area; however, due to lack of affordable housing developments in the market area, the property was included for comparison purposes.





*There are no developments located in the market area that will directly compete with the subject.



Additional Developments

The market area also includes one additional development that was excluded from the analysis due to inability to verify information. The development located in the market area that was excluded from the survey is as follows:

Christian Village of Central VA - Mechanicsville, VA – Elderly 62+

Market-Rate Properties (Not Comparable in Restrictions or Tenant Base)

Mill Trace Village - Mechanicsville, VA
Charleston Ridge Apartments- Mechanicsville, VA
Sherwood Crossing - Mechanicsville, VA
Hanover Crossing - Mechanicsville, VA
Cambridge Square Apartments - Mechanicsville, VA
Brandy Hill - Mechanicsville, VA
Windmill Way Apartments - Mechanicsville, VA
Hunters Woods - Mechanicsville, VA



Market Rent Analysis

The market analyst researched rental housing in the market area and identified several apartment communities in and around the market area of the subject. The analyst identified the market-rate communities in the area that would directly compete with the subject. These comparables were then compared to the subject and adjusted for differences in amenities. These differences include, but are not limited to, location, structure, condition, unit size, number of bedrooms, number of baths, unit amenities (range/oven, refrigerator, microwave, dishwasher, etc.), project amenities (parking, storage, clubhouse, meeting room, pool, recreation area, etc.) and utilities provided. The adjustments made were based on the experience of the analyst, interviews with local officials, apartment managers and residents and information received from third-party sources (rent-to-own facilities, utility providers and housing authorities.) Additional adjustments were also determined using paired rental analysis. The paired rental analysis ranges are determined by comparing comparables with different numbers of bedrooms and factoring out any other differences (amenities, utilities provided, etc.) The resulting difference is assumed to be attributable to the differing number of bedrooms. The results are grouped together in a range. The adjustment is selected based on where the majority of the results fall within the range. If there is no majority, a conservative adjustment at the low end of the range is selected.



Harbour Square Apartments
7102 New Hunter Road
Mechanicsville, Virginia 23111

HUD Forms 92273 and Explanations – As Complete

Estimates of Market Rent
by Comparison - As Complete

U.S. Department of Housing and Urban Development
Office of Housing
Federal Housing Commissioner

OMB Approval No. 2502-0029
(exp. 09/30/2016)

Public reporting burden for this collection of information is estimated to average 1 hour per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. This information is required by the Housing Appropriation Act of 9/28/1994. The information is needed to analyze the reasonableness of the Annual Adjustment Factor or formula, and will be used where rent levels for a specific unit type, in a Substantial Rehabilitation or New Construction Contract, exceed the existing FMR rent. The information is considered non-sensitive and does not require special protection. This agency may not collect this information, and you are not required to complete this form, unless it displays a currently valid OMB control number.

1. Unit Type	2. Subject Property (Address)	A. Comparable Property No. 1 (address)	B. Comparable Property No. 2 (address)	C. Comparable Property No. 3 (address)	D. Comparable Property No. 4 (address)	E. Comparable Property No. 5 (address)				
One-Bedroom	Harbour Square Apartments 7102 New Hunter Road Mechanicsville, Hanover, VA	Mill Trace Village 7160 Ellerson Mill Circle Mechanicsville, Hanover, VA	Charleston Ridge Apartments 10449 Atlee Station Road Mechanicsville, Hanover, VA	Sherwood Crossing 7477 Sherwood Crossing Place Mechanicsville, Hanover, VA	Hanover Crossing 9258 Hanover Crossing Drive Mechanicsville, Hanover, VA	Cambridge Square Apartments 7125 Brandy Run Drive Mechanicsville, Hanover, VA				
Characteristics	Data	Data	Adjustments	Data	Adjustments	Data	Adjustments	Data	Adjustments	
3. Effective Date of Rental	05/2020	05/2020		05/2020		05/2020		05/2020		
4. Type of Project/Stories	WU/2	WU/3		E/4		WU/3		WU/2		
5. Floor of Unit in Building	Varies	Varies		First		Varies		Varies		
6. Project Occupancy %	96%	100%		100%		97%		96%		
7. Concessions	N	N		N		N		N		
8. Year Built	1981/2022	1986/2018		2016 (\$90)		1995/2008 \$40		1987/2019		
9. Sq. Ft. Area	566	744 (\$65)		727 (\$55)		720 (\$55)		809 (\$85)		
10. Number of Bedrooms	1	1		1		1		2 (\$50)		
11. Number of Baths	10	10		10		10		10		
12. Number of Rooms	3	3		3		3		4		
13. Balc./Terrace/Patio	N	Y (\$5)		Y (\$5)		Y (\$5)		Y (\$5)		
14. Garage or Carport	L/0, CP/0	L/0	\$10	L/0	\$10	L/0	\$10	L/0	\$10	
15. Equipment a. A/C	C	C		C		C		C		
b. Range/Refrigerator	RF	RF		RF		RF		RF		
c. Disposal	N	Y		Y		Y		Y		
d. Microwave/Dishwasher	MD	MD		MD		MD		MD		
e. Washer/Dryer	L	WD (\$35)		WD (\$35)		WD (\$35)		WD (\$35)		
f. Carpet	C	C		C		C		C		
g. Drapes	B	B		B		B		B		
h. Pool/Rec. Area	ER	PER (\$25)		PER (\$5)		PER (\$5)		PER (\$5)		
16. Services a. Heat/Type	N/E	N/E		N/E		N/E		N/E		
b. Cooling	N/E	N/E		N/E		N/E		N/E		
c. Cook/Type	N/E	N/E		N/E		N/E		N/E		
d. Electricity	N	N		N		N		N		
e. Hot Water	N/E	N/E		N/E		N/E		N/E		
f. Cold Water/Sewer	Y	N	\$49	N	\$49	N	\$49	N	\$49	
g. Trash	Y	Y		Y		Y		Y		
17. Storage	N	Y/0 (\$5)		Y/0 (\$5)		Y/0 (\$5)		N		
18. Project Location	Average	Similar		Similar		Similar		Similar		
19. Security	Y	N	\$5	Y	\$5	N	\$5	N	\$5	
20. Clubhouse/Meeting Room	CMR	C	\$5	C	\$5	C	\$5	C	\$5	
21. Special Features	EC	N	\$10	GC (\$15)		GC (\$15)		N	\$10	
22. Business Center / Nbd Netwk	BC/SC	N	\$15	BC	\$10	BC	\$10	N	\$15	
23. Unit Rent Per Month		\$1045		\$1140		\$999		\$1108		
24. Total Adjustment			(\$41)		(\$11)				(\$96)	
25. Indicated Rent		\$1004		\$999		\$988		\$1012		
26. Correlated Subject Rent	\$1,000	If there are any Remarks, check here and add the remarks to the back of page.								
	high rent	\$1012	low rent	\$899	60% range	\$922 to \$989		ABOVE 60% RANGE		
Note: In the adjustments column, enter dollar amounts by which subject property varies from comparable properties. If subject is better, enter a "Plus" amount and if subject is inferior to the comparable, enter a "Minus" amount. Use back of page to explain adjustments as needed.		Appraiser's Signature		Date (mm/dd/yy)		Reviewer's Signature		Date (mm/dd/yyyy)		
		Samuel S. Riel		05/20/20						

Previous editions are obsolete

form HUD-92273 (07/2003)



Harbour Square Apartments
 7102 New Hunter Road
 Mechanicsville, Virginia 23111

**Estimates of Market Rent
 by Comparison - As Complete**

U.S. Department of Housing and Urban Development
 Office of Housing
 Federal Housing Commissioner

OMB Approval No. 2502-0029
 (exp. 09/30/2018)

Public reporting burden for this collection of information is estimated to average 1 hour per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. This information is required by the Housing Appropriation Act of 9/28/1994. The information is needed to analyze the reasonableness of the Annual Adjustment Factor or formula, and will be used where rent levels for a specific unit type, in a Substantial Rehabilitation or New Construction Contract, exceed the existing FMR rent. The information is considered non-sensitive and does not require special protection. This agency may not collect this information, and you are not required to complete this form, unless it displays a currently valid OMB control number.

1. Unit Type	2. Subject Property (Address)	A. Comparable Property No. 1 (address)		B. Comparable Property No. 2 (address)		C. Comparable Property No. 3 (address)		D. Comparable Property No. 4 (address)		E. Comparable Property No. 5 (address)	
Two-Bedroom	Harbour Square Apartments 7102 New Hunter Road Mechanicsville, Hanover, VA	Mill Trace Village 7160 Ellerson Mill Circle Mechanicsville, Hanover, VA		Charleston Ridge Apartments 10449 Atlee Station Road Mechanicsville, Hanover, VA		Sherwood Crossing 7477 Sherwood Crossing Place Mechanicsville, Hanover, VA		Hanover Crossing 9258 Hanover Crossing Drive Mechanicsville, Hanover, VA		Cambridge Square Apartments 7125 Brandy Run Drive Mechanicsville, Hanover, VA	
Characteristics	Data	Data	Adjustments	Data	Adjustments	Data	Adjustments	Data	Adjustments	Data	Adjustments
3. Effective Date of Rental	05/2020	05/2020		05/2020		05/2020		05/2020		05/2020	
4. Type of Project/Stories	WU/2	WU/3		E/4		WU/3		WU/2		WU/4	
5. Floor of Unit in Building	Varies	Varies		First		Varies		Varies		Varies	
6. Project Occupancy %	96%	100%		100%		97%		96%		5%	
7. Concessions	N	N		N		N		N		N	
8. Year Built	1981/2022	1986/2018		2016	(\$90)	1985/2008	\$40	1987/2019		2019	(\$90)
9. Sq. Ft. Area	788	925	(\$45)	898	(\$35)	1003	(\$70)	809		979	(\$65)
10. Number of Bedrooms	2	2		2		2		2		2	
11. Number of Baths	10	2.0	(\$20)	2.0	(\$20)	2.0	(\$20)	10		2.0	(\$20)
12. Number of Rooms	4	4		4		4		4		4	
13. Balc./Terrace/Patio	N	Y	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)
14. Garage or Carport	L/0, CP/0	L/0	\$10	L/0	\$10	L/0	\$10	L/0	\$10	L/0	\$10
15. Equipment											
a. A/C	C	C		C		C		C		C	
b. Range/Refrigerator	RF	RF		RF		RF		RF		RF	
c. Disposal	N	Y		Y		Y		Y		Y	
d. Microwave/Dishwasher	MD	MD		MD		MD		MD		MD	
e. Washer/Dryer	L	WD	(\$35)	WD	(\$35)	WD	(\$35)	WD	(\$35)	WD	(\$35)
f. Carpet	C	C		C		C		C		C	
g. Drapes	B	B		B		B		B		B	
h. Pool/Rec. Area	ER	PER	(\$25)	PER	(\$5)	PER	(\$5)	PER	(\$5)	PER	(\$25)
16. Services											
a. Heat/Type	N/E	N/E		N/E		N/E		N/E		N/E	
b. Cooling	N/E	N/E		N/E		N/E		N/E		N/E	
c. Cook/Type	N/E	N/E		N/E		N/E		N/E		N/E	
d. Electricity	N	N		N		N		N		N	
e. Hot Water	N/E	N/E		N/E		N/E		N/E		N/E	
f. Cold Water/Sewer	Y	N	\$64	N	\$64	N	\$64	N	\$64	N	\$64
g. Trash	Y	Y		Y		Y		Y		Y	
17. Storage	N	Y/0	(\$5)	Y/0	(\$5)	Y/0	(\$5)	N		N	
18. Project Location	Average	Similar		Similar		Similar		Similar		Similar	
19. Security	Y	N	\$5	Y	(\$5)	N	\$5	N	\$5	Y	(\$5)
20. Clubhouse/Meeting Room	CMR	C	\$5	C	\$5	C	\$5	C	\$5	C	\$5
21. Special Features	EC	N	\$10	GC	(\$15)	GC	(\$15)	N	\$10	GC	(\$15)
22. Business Center / Nhd Netwk	BC/SC	N	\$5	BC	\$10	BC	\$10	N	\$5	BC	\$10
23. Unit Rent Per Month		\$1085		\$1340		\$1109		\$1108		\$1300	
24. Total Adjustment			(\$26)		(\$126)		(\$31)		\$54		(\$171)
25. Indicated Rent		\$1059		\$1214		\$1078		\$1162		\$1129	
26. Correlated Subject Rent	\$1,130	If there are any Remarks, check here and add the remarks to the back of page.									
	high rent	\$1214	low rent	\$1059	60% range	\$1,090	to	\$1,183			
Note: In the adjustments column, enter dollar amounts by which subject property varies from comparable properties. If subject is better, enter a "Plus" amount and if subject is inferior to the comparable, enter a "Minus" amount. Use back of page to explain adjustments as needed.				Appraiser's Signature <i>Samuel J. Hill</i>		Date (mm/dd/yy) 05/20/20		Reviewer's Signature		Date (mm/dd/yyyy)	

Previous editions are obsolete

form HUD-92273 (07/2003)



Explanation of Adjustments and Market Rent Conclusions – As Complete
Harbour Square Apartments
Primary Unit Types – One-Bedroom Units (566 SF) and Two-Bedroom Units (788 SF)

Please note: Minor adjustments in the \$5 to \$10 range are based on the appraiser’s evaluation of the overall market as well as typical responses indicated by existing tenants. In addition, this is standard industry practice when there is insufficient market data present to support adjustments. It is also considered an acceptable practice by HUD as indicated in the Section 8 Renewal Guide Chapter 9-12 (C) (3) which states: “For minor adjustments (generally in the \$5 to \$10 range), the appraiser may state his/her subjective evaluation of why the observed differences would affect rent.”

Rent comparability grids were prepared for the primary unit types with 566 and 788 square feet. Comparable apartments used include the following: Mill Trace Village (Comparable 1), Charleston Ridge Apartments (Comparable 2), Sherwood Crossing (Comparable 3), Hanover Crossing (Comparable 4) and Cambridge Square Apartments (Comparable 5).

Structure/Stories – The subject is located in two-story walk-up buildings. Comparables 1, 3, 4 and 5 are located in two-, three- or four-story walk-up buildings. Comparable 2 is located in a four-story mid-rise elevator building. The market did not indicate a need for adjustment due to structure. Therefore, no adjustments were made.

Project Occupancy – The subject is 96 percent occupied. The occupancy rates of the comparables range from 51 to 100 percent. Cambridge Square Apartments was placed in service in December 2019. The property is still in the process of leasing up; therefore, it has a high vacancy rate. Therefore, no adjustment was needed.

Concessions – The subject is not offering any concessions. None of the comparables are currently offering concessions. No adjustment was needed.

Year Built/Year Renovated – The subject was constructed in 1981 and will be substantially renovated. Once rehabilitation is complete, the property will be in good condition. Comparable 1 was constructed in 1986 and was substantially renovated in 2018. Comparable 4 was built in 1987 and was substantially renovated in 2019. These properties were renovated with a similar scope of work as the subject and appear well-maintained. Therefore, Comparable 1 and 4 were deemed to be in good condition. Comparable 2 was constructed in 2016, and Comparable 5 was constructed in 2019. These properties are in new condition and appear very well maintained. Therefore, Comparables 2 and 5 were deemed to be in excellent condition. Comparable 3 was constructed in 1985 and renovated in 2008. The property appears to be well maintained and has accrued typical depreciation. Therefore, Comparable 3 was deemed to be in average condition.

The following table illustrates the descriptions of the ratings levels considered in the condition/street appeal analysis.

Condition	Description
Excellent	Desirable curb appeal, luxury or high end amenities and finishes, no deferred maintenance
Good	Well maintained or recently renovated property, limited deferred maintenance
Average	Some original finishes and amenities, Only minor upgrades needed
Fair	In need of repair, obvious deferred maintenance
Poor	Substantial need of major repairs or significant deferred maintenance



The following analysis details the method used to calculate appropriate adjustments for condition/street appeal.

Property Name	Rating Level	1 BR	2 BR	Average
Sherwood Crossing	Average	\$948	\$1,038	\$993
Average Rent (Average Condition)		\$948	\$1,038	\$993
Mill Trace Village	Good	\$1,004	\$1,059	\$1,032
Hanover Crossing	Good	\$1,012	\$1,162	\$1,087
Average Rent (Good Condition)		\$1,008	\$1,111	\$1,059
Charleston Ridge Apartments	Excellent	\$1,089	\$1,304	\$1,197
Cambridge Square Apartments	Excellent	\$989	\$1,219	\$1,104
Average Rent (Excellent Condition)		\$1,039	\$1,262	\$1,150
Difference Average vs. Good		\$60	\$73	\$66
Difference Good vs. Excellent		(\$31)	(\$151)	(\$91)

The average ending rents of the comparables were compared at each rating level. Average rent differences between fair and average and between average and good were determined, and the differences were utilized as the adjustments for condition/street appeal. As previously indicated, the subject will be substantially renovated and in good condition. Comparables 1 and 4 were also considered to be in good condition; therefore, they were not adjusted. Comparables 2 and 5 were deemed in excellent condition and were, therefore, adjusted downward \$90 as indicated in the previous analysis. Comparable 3 was considered average in condition; therefore, it was adjusted upward \$40 per month as indicated in the previous analysis.

SF Area – The subject and the comparables vary in square footage. Typically, all other variables being equal, a larger unit is more desirable than a smaller unit. However, the value of the additional square footage is mitigated to some degree by the similarity in perceived unit function. There is a diminishing return of value for additional square footage as each additional square foot does not necessarily equal additional functionality. Additionally, the units at the subject are measured as part of the scope of this assignment. However, the contacts at the comparables are often unwilling to allow interior inspections of the units. Therefore, it is necessary to rely on published unit sizes or verbal confirmation of unit sizes from the property contacts. As such, it is impossible to verify the accuracy of this data. In addition, the subject unit sizes are paint-to-paint measurements, while the contacts often report the “marketing” unit size which is sometimes the gross exterior square footage. Therefore, the unit sizes at the comparables are not always a direct comparison to the unit sizes at the subject. For the purpose of this report, a range of comparable rents per square foot was derived. To determine this adjustment, each comparables’ dollar per square foot rental rate was determined for each bedroom type. From these results, a median dollar per square foot rental rate is determined. The median dollar per square foot was then multiplied by 25 percent for each comparable to derive an adjusted dollar per square foot rental rate. The 25 percent was used to account for the diminished return of the larger unit sizes and the potential differences in reported unit sizes of the comparables versus the subject. Next, the difference in square footage between the subject and each comparable is determined. The difference is multiplied by the determined adjusted dollar per square foot rate to arrive at the adjustment for each comparable. The selected dollar per square foot for the one-bedroom comparison is \$0.35 and for the two-bedroom comparison is \$0.33. The result was rounded to the nearest \$5. No adjustments were made to comparables within 25 square feet of the subject because there is no difference in perceived unit function with 25 square feet. The adjustments are reflected on the HUD-Form 92273-S8, which is attached.

of Bedrooms – The subject contains one- and two-bedroom units. Due to lack of conventional one-bedroom units in the market area, it was necessary to utilize one two-bedroom unit in the one-bedroom unit comparison. Each comparable with a differing number of bedrooms than the subject was adjusted \$50 per bedroom per month. The majority of the difference in number of bedrooms is accounted for in the unit square footage adjustment. However, an adjustment is made here to consider the added convenience of additional bedrooms. The extra room(s) will enhance marketability of a unit even if the



square footage remains the same. The amount selected was chosen after a paired rental analysis was used to determine a range of -\$23 to \$157, with an average of \$71.00 per month. The paired rental analysis ranges are determined by comparing bedroom types within the same comparable and factoring out any other differences (amenities, utilities provided, etc.) if necessary. The resulting difference is assumed to be attributable to the differing number of bedrooms. The results are grouped together in a range. The adjustment is selected based on where the majority of the results fall within the range. If there is no majority, a conservative adjustment at the low end of the range is selected. As there was no majority for this paired analysis, a \$50 adjustment was determined for bedroom.

	Comp 1	Comp 2	Comp 3	Comp 5
1 BR Rent	\$1,045	\$1,140	\$999	\$1,050
1 BR Size	744	727	720	714
2 BR Rent	\$1,085	\$1,340	\$1,109	\$1,300
2 BR Size	925	898	1,003	979
Size Adj Factor	\$0.35	\$0.35	\$0.35	\$0.35
Size Difference	181	171	283	265
Indicated Size Adj.	\$63	\$60	\$99	\$93
Adjusted 3 BR Rent	\$1,022	\$1,280	\$1,010	\$1,207
Indicated BR Adj.	-\$23	\$140	\$11	\$157

of Baths – The subject contains one bath in both unit types. Each complex with a differing number of baths than the subject was adjusted \$20 per bath. The majority of the difference in number of baths is accounted for in the unit square footage adjustment. However, an adjustment is made here to consider the added convenience of additional baths. The extra room(s) will enhance marketability of a unit even if the square footage remains the same. There was insufficient market data available for a paired analysis as the majority of properties in this market contain a similar number of baths. Therefore, a \$20 full bath per month adjustment was selected.

Balcony/Patio – The subject does not contain either amenity. All comparables contain these features and were adjusted downward \$5 per month. Although there is little market data available concerning units with these features versus those without these features, the added amenity is an enhancement to the unit. Therefore, the nominal adjustment was deemed reasonable.

Parking – Once rehabilitation is complete, the subject will contain open parking lot and covered parking for no additional fee. All comparables contain parking lots with no additional fee. Although there is little market data available concerning units with these features versus those without these features, the added amenity is an enhancement to the property. Covered parking is considered a superior parking arrangement as it provides protection from natural elements. Therefore, all comparables were adjusted upward \$10 per month.

AC: Central/Wall – The subject contains central air conditioning. All comparables are similar to the subject. No adjustments were needed.

Range/Refrigerator – The subject contains both amenities. All of the comparables contain both amenities. No adjustments were needed.

Garbage Disposal – The subject does not contain a garbage disposal in the units. All of the comparables contain garbage disposals. The market did not indicate a need for adjustment for this feature. Therefore, no adjustment was made.



Microwave/Dishwasher – The subject will contain dishwashers and microwave in the units as rehabilitated. All comparables are similar. No adjustments were needed.

Washer/Dryer – The subject contains a laundry facility. All comparables contain a washer and dryer in the units. Units with these amenities provided are preferred over units without these features as these appliances are expensive purchases for a prospective tenant. Units with these amenities provided are preferred over units without these features as these appliances are expensive purchases for a prospective tenant. Although there is little market data available concerning units with these features versus those without these features, the amenities are an enhancement to the unit. In addition, local appliance companies that cater to apartment complexes where contacted. Lipscombe Appliance serves the area and offers preowned washers and dryers for a starting price of \$40 per month. A1 Appliance Sales and Services serves the Richmond Metropolitan area and offers preowned washers and dryers for a starting price of \$50 per month. Appliance Warehouse of America serves the CDP of Mechanicsville and offers washers and dryers for a starting price of \$35 per month. Overall, monthly fees ranged from \$35 per month up to \$50 per month. In addition, according to the *2020 Apartment Resident Preferences Report* by NMHC, the average cost resident were willing to pay for in-unit washer and dyers in the Richmond Metro Area is \$39.40. After considering all factors, washers and dryers were valued at \$40 per month. Laundry facilities on-site are valued at \$5 per month. Therefore, units with washers and dryers will rent for \$35 more per month than units in properties with laundry facilities (\$40 for washer/dryer - \$5 for laundry facility = \$35).

Carpet – The subject contains carpet and vinyl flooring in the units. All of the comparables contain carpet floor coverings. The market did not indicate a rent differential based on floor coverings. Therefore, no adjustments were needed.

Drapes – The subject contains window coverings. All of the comparables contain window coverings. No adjustment was needed.

Pool/Exercise Room/Recreation Areas – The subject contains a picnic area, courtyard and gazebo. Once rehabilitation is complete, the property will also offer an exercise room. Comparable 1 contains a swimming pool, exercise room, picnic area, playground, tennis court, gazebo, pond and dog park. Comparable 2 contains a swimming pool, exercise room, picnic area and theatre. Comparable 3 contains a swimming pool, exercise room, picnic area, playground, gazebo and dog park. Comparable 4 contains a swimming pool, exercise room, playground, tennis court, dog park and sundeck. Comparable 5 contains a swimming pool, exercise room, picnic area, playground, dog park, walking trail, fire pit and media center. Although there is little market data available concerning units with these features, the added amenities are an enhancement. Swimming pools are typically considered a more desirable feature than other recreation features. Therefore, a \$10 adjustment was determined for swimming pool, and a \$5 adjustment per feature was determined for each additional recreation area. Therefore, the subject's recreation value is \$20 per month. Comparable 1's recreation areas were valued at \$45 per month (Swimming Pool - \$10 + Exercise Room - \$5 + Picnic Area - \$5 + Playground - \$5 + Tennis Court - \$5 + Gazebo - \$5 + Pond - \$5 + Dog Park - \$5 = \$45). Therefore, Comparable 1 was adjusted downward \$25 per month. Comparable 2's recreation areas were valued at \$25 per month (Swimming Pool - \$10 + Exercise Room - \$5 + Picnic Area - \$5 + Theatre - \$5 = \$25). Therefore, Comparable 2 was adjusted downward \$5 per month. Comparable 3's recreation areas were valued at \$35 per month (Swimming Pool - \$10 + Exercise Room - \$5 + Picnic Area - \$5 + Playground - \$5 + Gazebo - \$5 + Dog Park - \$5 = \$35). Therefore, Comparable 3 was adjusted downward \$15 per month. Comparable 4's recreation value is \$35 per month (Swimming Pool - \$10 + Exercise Room - \$5 + Playground - \$5 + Tennis Court - \$5 + Dog Park - \$5 + Sundeck - \$5 = \$35). Therefore, Comparable 4 was adjusted downward \$15 per month. Comparable 5's recreation value is \$45 per month (Swimming Pool - \$10 + Exercise Room - \$5 + Picnic Area - \$5 + Playground - \$5 + Dog Park - \$5 + Walking Trail - \$5 + Fire Pit - \$5 + Media Center - \$5 = \$45). Therefore, Comparable 5 was adjusted downward \$25 per month.



Heat – The subject does not have this utility provided. All comparables are similar to the subject. No adjustment was needed.

Cooling – The subject does not have this utility provided. All comparables are similar to the subject. No adjustment was needed.

Cooking – The subject does not have this utility provided. All comparables are similar to the subject. No adjustment was needed.

Electricity – The subject does not have this utility provided. All comparables are similar to the subject. No adjustment was needed.

Hot Water – The subject does not have this utility provided. All comparables are similar to the subject. No adjustment was needed.

Cold Water/Sewer – The subject provides cold water and sewer. None of the comparables provide these utilities and were adjusted upward \$49 per month for the one-bedroom units and \$64 per month for two-bedroom units. The adjustments were based on the Allowances for Tenant-Furnished Utilities and Other Services provided by Virginia Housing Development Authority.

Trash – The subject provides this utility. All of the comparables are similar to the subject. No adjustments were needed.

Extra Storage – The subject does not contain extra storage. Comparables 4 and 5 are similar to the subject. Comparables 1, 2 and 3 offer this amenity for no additional fee. Although there is little market data available concerning units with these features versus those without these features, the added amenity is an enhancement to the unit. Therefore, the nominal adjustment was deemed reasonable.

Location – The subject's neighborhood is rated average, with easy access to all services available within the city limits. All comparables are similar. No adjustments were needed.

Security – The subject will contain video surveillance once rehabilitation is complete. Comparables 2 and 5 contain intercom entry (Key Fob). The remaining comparables do not contain any security features. No complex in the market area shows a rent differential based on security features. However, security features are an enhancement to an apartment complex, particularly security that limits access to the building or grounds. All security features will provide added protection for residents at the properties. Intercom/electronic entry limits access to the buildings. Therefore, properties with intercom/electronic entry are considered superior to properties with video surveillance which do not limit access. Consequently, intercom/electronic entry is considered \$5 superior to video surveillance. After considering all factors, Comparable 1, 3 and 4 were adjusted upward \$5 per month, and Comparables 2 and 5 were adjusted downward \$5 per month.

Clubhouse/Meeting Room/Dining Room – The subject contains a clubhouse and meeting room. All of the comparables contain clubhouses. Comparable 3 does not contain any of these features. No complex in the market area shows a rent differential based on these particular items; however, the added amenities are an enhancement. Apartments with these features can command a higher rent in the market area. Therefore, all comparables were adjusted upward \$5 per month.

Special Features – The subject will contain emergency call systems in all units once rehabilitation is complete. Comparables 2, 3 and 5 contain granite countertops. Comparables 1 and 4 do not contain any special features. Special features such as granite, quartz or solid-surface countertops will typically command a higher rent in the market. Tenants are typically willing to pay a higher premium for these features. Typically, when these features are included in the units, they are considered luxury items, and units are assessed an up charge from the rent that would be charged if unit did not contain these



features. After considering all factors, a \$25 adjustment was applied for the solid-surface countertops. Emergency call systems are enhancements to the units, and tenants would expect to pay a premium fee if this amenity were included in the units. No complex in the market area shows a rent differential based on this particular item; however, an adjustment was considered appropriate. Therefore, a \$10 adjustment was selected for emergency call systems. Therefore, Comparables 1 and 4 were adjusted upward \$10 per month, and Comparables 2, 3 and 5 were adjusted downward \$15 per month.

Business Center/Neighborhood Network – The subject offer a service coordinator. In addition, once rehabilitation is complete, the property will also contain a business center. Comparables 2, 3 and 5 contain a business center. Comparables 1 and 4 do not contain any of these features. The Resident Service Coordinator Program is offered to support and link residents with appropriate community-based services. The service coordinator provides information on and arranges support from local foodbanks and charities and information on local, state and federal resources. In addition, the service coordinator assists with set up of needed services, assists with home visits, assists with completing forms or contacting organizations for various needs, etc. These features are an enhancement to a facility as the support offered on-site helps residents who may be confused about what information is needed or where to go to gather that information. There is no market-based data available to determine an adjustment. However, the convenience of the service on-site is an enhancement to the facility. The salary for this position is provided by the property and is not funded by a HUD grant. As stated in Chapter 9, Section 9-12 C4 of the HUD Renewal Guide, the appraiser must value adjustments as directed in subparagraph 4a. That subparagraph states that “When comparing these projects with their comparables, appraiser may value to *availability* of any service regardless of funding source, but should recognize the value of the services *actually* provided only for the services that HUD/CA has authorized to be paid from rental income.” Therefore, only the *availability* of all the tenant services is accounted for in this adjustment. As a result, a \$10 adjustment was deemed reasonable for a service coordinator. In addition, no complex in the market area shows a rent differential based on a business center; however, the added amenity is an enhancement. Apartments with these features can command a higher rent in the market area. Therefore, a \$5 per month adjustment was selected for a business center. Therefore, Comparables 1 and 4 were adjusted upward \$15 per month, and Comparables 2, 3 and 5 were adjusted upward \$10 per month.

Conclusion of Market Rents – As Complete

The adjusted rents range from \$899 to \$1,012 for the one-bedroom comparison and from \$1,059 to \$1,214 for the two-bedroom comparison. Comparables 1 and 4 were given greater consideration as it will be similar to the subject as rehabilitated in condition and amenities. The remaining comparables were given consideration. The appraiser concluded the market rent for the units at the subject as follows:

- **566 SF One-Bedroom Units** - **\$1,000**
- **788 SF Two-Bedroom Units** - **\$1,130**
-



The following table shows the development's proposed rents.

MAXIMUM LIHTC RENTS AND UTILITY ALLOWANCES							
Unit Type	# of Units	Avg. Square Feet	% of Median Income	Maximum LIHTC Rent	Gross Rent	Utility Allowance	Net Rent
1/1	45	566	50%	\$838	\$1,219	\$69	\$1,150
1/1	35	566	60%	\$1,006	\$1,219	\$69	\$1,150
1/1	6	566	60%	\$1,006	\$1,242	\$82	\$1,160
2/1	14	788	60%	\$1,207	\$1,407	\$107	\$1,300

The subject's proposed rents are above the determined achievable market-rate rents. However, as the subject will retain its current subsidies for all units once rehabilitation is complete, tenants will never be required to pay more than 30 percent of their income towards rent and utilities. Therefore, the subject's proposed rents were determined achievable in the market area. However, if the subject were to lose its Section 8 subsidies, the subject would be required to lower the proposed rental rates to the lower rental rate of either the determined achievable market-rate rent or maximum allowable LIHTC rent.

Evaluation of the Rehabilitated Development

Project Design

The development is improved with 10 two-story walk-up buildings containing 100 units. The property also contains an accessory building which houses the clubhouse, meeting room, laundry facility, office and maintenance area. The buildings have vinyl siding exteriors and asphalt shingle roofing.

Project Amenities

Project amenities include a clubhouse, meeting room, picnic area, service coordinator, laundry facility, office and maintenance area, gazebo and asphalt parking areas. As rehabilitated the property will also offer an exercise room, business center and video surveillance. The subject's project amenities are competitive with the comparables in the market area.

Parking

The complex contains open asphalt parking areas with 174 parking spaces. As rehabilitated the property will also offer covered parking spaces at no additional cost.

Unit Mix

The subject's unit mix of one- and two-bedroom senior units are suitable in the market area.

Utilities

The subject contains central electric heating and cooling. Cooking and hot water are also be electric. Cold water, sewer and trash collection are provided by the landlord. All remaining utilities are paid by the tenant. This arrangement is similar to the comparables in the market area.

Unit Amenities

Unit amenities include a refrigerator, range/oven, carpet and vinyl flooring, blinds, coat closet and pull cords. As rehabilitated, the units will also contain a dishwasher, microwave and emergency call systems. The unit amenities are competitive with the comparables in the market area.



Tenant Services

The subject offers a service coordinator. The service coordinator organizes educational health seminars, hosts social gatherings throughout the week and on holidays, organizes a local food bank to come on the property and deliver food twice a month to the property, assists tenants with connecting to local services including food banks and religious offerings, assists tenants with online tasks and technology issues, assists and advocates on behalf of tenants to the local Social Services department and provides personal assessments to determine a tenants level of independence, noting additional services that may be needed.

Impact of Existing/Planned Rental Housing

The market area exhibits sufficient demand for the rehabilitated property. Based on the occupancy level of the apartment complexes in the market area, the existing waiting lists, the projected population and household growth and the economic factors, it is believed that when the rehabilitation is completed, the property will have no adverse impact on the existing and/or planned market-rate rental housing properties in the market area.

Summary of Developments Strength and Weaknesses

Strengths

- The subject's site plan and design is competitive with the surveyed comparables.
- The development will be superior to most of the comparable developments in condition upon completion.
- The subject's unit and project amenities will be competitive with the comparables in the market area.
- The subject's proposed LIHTC and Section 8 rents will provide a good value to prospective tenants.

Weaknesses

- There are no apparent weaknesses.

LOCAL PERSPECTIVE AND INTERVIEWS

Local Interviews

Central VA Resource Corporation

According to Melissa Hunt, Housing Supervisor with the Central VA Resource Corporation, the agency covers Amelia, Caroline, Charles City, Chesterfield, Cumberland, Fluvanna, Goochland, Hanover, Henrico, King, Queen, King William, Louisa, New Kent, Powhatan and Richmond counties. The agency currently has 1,498 vouchers, which are not specified for specific counties. The agency does maintain a waiting list with 890 applicants. She stated the waiting list is now closed and was unsure of when it may reopen. She noted that approximately three to five residents leave the program every month. Ms. Hunt noted that current housing stock is not sufficient to meet the current demand for affordable housing. The phone number for the Central VA Resource Corporation is 804-353-6503.

Hanover County Economic Development Department

According to Brandon Turner, Deputy Director of the Hanover County Economic Development Department, there have been several business expansions in the county including the following:

- INDEVCO North America – manufacturer of barriers/liners for construction and food industries; 40 full-time permanent jobs.
- ChemTreat – expansion of water treatment laboratory; 20 full-time permanent jobs.
- Delta Pure – manufacturer of filtration devices; 18 full-time permanent jobs.
- Hanover Foils – manufacturer of aluminum foils and liners; 20 full-time permanent jobs.

Mr. Turner also stated the following new business will be opening in the county within the next three years:

- Virginia Alcohol Beverage Control – Headquarters, logistics, warehouse for Virginia liquor distribution; 400 full-time permanent jobs; coming online in 2021.
- Wegmans – Mid-Atlantic headquarters, warehouse, logistics facility; 700 full-time permanent jobs; coming online 2022.
- Cascades (Doswell, VA) – Manufacturer of corrugated cardboard; 140 full-time permanent jobs; coming online 2022.
- State Central Forensic Laboratory – Centralized and expanded forensics lab for the State; 150+ full-time permanent jobs; coming online 2022/2023.

Mr. Turnover added that between expansions and new businesses, Hanover County has witnessed over 3,800 new jobs added to the county since 2016 and was ranked as one of the top-growth communities in the Commonwealth of Virginia in terms of job growth. In addition to the projects listed above, Hanover County currently has approved, or under construction, nearly two-million-square-feet of speculative industrial space, some of which is pre-leased; this has potential to add new jobs to the community over the next two to three years as companies move into these spaces. He also noted that the present COVID-related recession will likely increase the number of layoffs/closures over the next year; however, all indications are Hanover County will be significantly more insulated than most communities due to a diverse economy, significant expansion and new-business projects in the pipeline. Mr. Turnover also explained that there is more demand for market-rate and affordable housing in Hanover County. The county has witnessed strong growth in terms of office and industrial space since the Great Recession; despite the current COVID-19 crisis, the Richmond/Hanover markets are anticipated to recover quickly once the virus is controlled. However, construction of housing has not kept up with the job growth. While the economic development department does not keep track of residential sales and construction, consensus in the community is that housing in the \$200-\$300k range sells extremely fast and is rarely constructed. In addition, there is a severely limited number of apartment and multifamily developments in Hanover County, which has put pressure on the existing facilities and driven up rental rates and waiting lists. The phone number for the Hanover County Economic Development Department is 804-365-6462.

RECOMMENDATIONS AND CONCLUSIONS



Recommendations and Conclusions

It is the opinion of the analyst that a market exists for the proposed rehabilitation of a 100-unit development designed for senior ages 55 years and that there is no need for alterations of any kind. This recommendation is made based on the information included in this report and assuming that the project is completed as detailed in this report. Any changes to the subject could alter the findings in this report.

Project Description

The subject, Harbour Square Apartments, is an existing Section 8 seniors ages 55 years and older development that contains 100 rental units. The property is applying for an allocation of Low-Income Housing Tax Credits which will set the income eligibility to individuals earning 50 and 60 percent of the area median income. The property will also retain its Section 8 subsidies for all units. Therefore, tenants will never be required to pay more than 30 percent of their income towards rent. The subject property will attract senior households with incomes below \$42,960.

Harbour Square Apartments is comprised of 10 two-story walk-up buildings containing 100 units. The property also contains an accessory building which houses the clubhouse, meeting room, laundry facility, office and maintenance area. The buildings have vinyl siding exteriors and asphalt shingle roofing.

The following chart lists the subject's proposed unit distribution by unit type, size and rent structure.

MAXIMUM LIHTC RENTS AND UTILITY ALLOWANCES							
Unit Type	# of Units	Avg. Square Feet	% of Median Income	Maximum LIHTC Rent	Gross Rent	Utility Allowance	Net Rent
1/1	45	566	50%	\$838	\$1,219	\$69	\$1,150
1/1	35	566	60%	\$1,006	\$1,219	\$69	\$1,150
1/1	6	566	60%	\$1,006	\$1,242	\$82	\$1,160
2/1	14	788	60%	\$1,207	\$1,407	\$107	\$1,300

Housing Profile

The rental housing stock in the market area is comprised of single-family homes and market-rate and subsidized/income-restricted apartment complexes. The current vacancy rate in surveyed subsidized/income-restricted apartment complexes is 2.7 percent. The current vacancy rate in surveyed market-rate apartment complexes is 9.9 percent. However, Cambridge Square Apartments was placed in service in December 2019. The property is still in the process of leasing up; therefore, it has a high vacancy rate. Without considering this property, the overall market-rate vacancy rate is 2.1 percent.

The rehabilitation of the existing development will not have an adverse impact on the market area. There are no income-restricted senior developments in the market area that will directly compete with the subject. In addition, all affordable housing developments maintain high occupancy rate and waiting lists. Therefore, the market area is not saturated.



Market Feasibility

The following tables contain the capture rates for all units with and without considering subsidies. For the units considering subsidies, the market shows a net demand of 554 units, and for units without considering subsidies the market shows a net demand of 114 units. If the subject were to lose its current subsidies, it is unlikely that all current residents would remain income-qualified. Therefore, for the purpose of the analysis, all units were considered vacant when calculating the capture rate without subsidies.

CAPTURE RATE BY INCOME LIMITS - WITHOUT SUBSIDY			
	All Units @ 50% (\$25,140 - \$35,800)	All Units @ 60% (\$30,180 - \$42,960)	Project Total (\$25,140 to \$42,960)
Income Restrictions:			
All Units at Subject	39.5%	41.4%	87.7%

CAPTURE RATE BY INCOME LIMITS - WITH SUBSIDY			
	All Units @ 50% (\$0 - \$35,800)	All Units @ 60% (\$0 - \$42,960)	Project Total (\$0 to \$42,960)
Income Restrictions:			
All Units at Subject	8.9%	11.9%	18.1%
Vacant Units at Subject	0.0%	0.9%	0.7%

Demand and Capture Rate Summary

For the units considering subsidies, the market shows a net demand of 554 units for senior units with subsidies and 114 units for the senior units without considering subsidies. The subject is an existing Section 8 senior ages 55 years and older development that contains 100 total units with subsidies. The capture rate show that the subject, if entirely vacant and without subsidies, would need to capture 87.7 percent of the overall demand for all units. The capture rate show that the subject, if entirely vacant and with subsidies, would need to capture 18.1 percent of the overall demand for all units. However, the property is currently 96 percent occupied, with four vacant units. Therefore, the overall capture rate when considering all units vacant is inflated. The capture rate when considering only the subject's vacant units is considered more indicative of the actual capture rates for the subject. When only considering the subject's vacant units with its current subsidies, the overall capture rate is 0.7 percent for all units. After researching the vacancy rates of the existing units in the area, it is firmly believed that the rehabilitated development will continue to satisfy a portion of the demand for the units within the market. It is believed that the property will meet the demand for affordable housing in the market area.

Evaluation of Rehabilitated Project

The subject is located at 7102 New Hunter Road. Therefore, the subject will have average visibility and easy access. The subject's site plan and project design is similar to competing apartment developments. The subject's unit mix of one- and two-bedroom senior units are suitable in the market. The subject's unit and project amenities are competitive with the surveyed comparables, and the subject's rents will provide a good value to prospective tenants.

Positive/Negative Attributes

Strengths: The subject's location is comparable to other developments in the market area. Its in-unit and common area amenities will be competitive with the other developments in the market area. When these factors are taken into consideration, the subject's rehabilitated units will provide a good value to prospective tenants.

Weaknesses: The subject's proposed rents are above the determined achievable market-rate rents.



Conclusion

The subject can retain its required share of the market area for the following reasons:

- The subject's design and amenities are competitive with other existing projects. Therefore, no modifications to the subject are necessary.
- Harbour Square Apartments is an existing Section 8 senior development containing 100 units. Once rehabilitation is complete, the property will retain its Section 8 subsidies for all units as well as be 100 percent LIHTC at 60 percent of the area median income. The development is currently 96 percent occupied, with four vacant units. Therefore, the property will not need to absorb any additional units to maintain a stabilized occupancy rate.
- The capture rate show that the subject, if entirely vacant and without subsidies, would need to capture 87.7 percent of the overall demand for all units. The capture rate show that the subject, if entirely vacant and with subsidies, would need to capture 18.1 percent of the overall demand for all units. However, the property is currently 96 percent occupied, with four vacant units. Therefore, the overall capture rate when considering all units vacant is inflated. The capture rate when considering only the subject's vacant units is considered more indicative of the actual capture rates for the subject. When only considering the subject's vacant units with its current subsidies, the overall capture rate is 0.7 percent for all units. After researching the vacancy rates of the existing units in the area, it is firmly believed that the rehabilitated development will continue to satisfy a portion of the demand for the units within the market. It is believed that the property will meet the demand for affordable housing in the market area.
- According to the past, present and future demographic and economic trends within the primary market area, it is the opinion of the analyst that the rehabilitated development is suitable for the market area. Given the current acceptable vacancy rates for affordable properties, the development will not have an adverse effect on the existing rental comparables and the anticipated pipeline additions to the rental base.

MARKET STUDY ANALYST STATEMENT OF EXPERIENCE



Qualifications of the Analyst

Gill Group is a nationwide marketing and real estate consulting firm specializing in market studies and real estate appraisals for low-income housing developments. For more than 30 years, Gill Group has been performing market research and appraisals on all types of properties. Primary data from field inspectors, analysts and appraisers is used. Our inspectors, analysts and appraisers personally inspect and examine every property included in the reports. Additional data is obtained from the U.S. Census Bureau, local public officials and reliable market data research companies such as ESRI Business Information Solutions. Gill Group's market studies have been used by clients in the Low Income Housing Tax Credit program and in obtaining and renewing state and federal subsidies for low-income housing developments, senior housing and multifamily rental housing. Samuel T. Gill has been active in the U.S. Department of Housing and Urban Development's Multifamily Accelerated Processing (M.A.P.) and Mark-to-Market programs.



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OVERVIEW

Extensive multifamily experience over the past 25 years specializing in work for the Department of Housing and Urban Development (HUD), United States Department of Agriculture/Rural Development (USDA/RD) as well as lenders and developers through the Low-Income Housing Tax Credit (LIHTC) program including but not limited to, Section 8, Section 202, Section 236, Section 515 and Section 538 Programs. Additionally, extensive experience since inception of the Multifamily Accelerated Processing (MAP) Program of Sections 202/223(f), 232/223(f), 221(d)3, 221(d)4 and 223(f). Also, more than 20 years of experience with nursing homes, hotels and complicated commercial appraisal assignments.

ACCREDITATIONS

State Certified General Real Estate Appraiser

Alabama State License Number: G00548
Arizona State License Number: 31453
Colorado State License Number: CG40024048
Connecticut State License Number: RCG.0001276
District of Columbia License Number: GA11880
Georgia State License Number: 258907
Hawaii State License Number: CGA1096
Idaho State License Number: CGA-3101
Illinois State License Number: 153.0001384
Indiana State License Number: CG40200270
Iowa State License Number: CG02426
Kansas State License Number: G-1783
Louisiana State License Number: G1126
Maine State License Number: CG3635
Maryland State License Number: 32017
Michigan State License Number: 1201068069
Minnesota State License Number: 40186198
Mississippi State License Number: GA-624
Missouri State License Number: RA002563
Montana State License Number: REA-RAG-LIC-8530
Nebraska State License Number: CG2000046R
New York State License Number: 46000039864
North Carolina State License Number: A5519
North Dakota State License Number: CG-2601
Ohio State License Number: 448306
Oklahoma State License Number: 12524CGA
Oregon State License Number: C000793
Pennsylvania State License Number: GA001813R
South Carolina State License Number: 3976
Tennessee State License Number: 00003478
Texas State License Number: 1329698-G
Utah State License Number: 5510040-CG00
Virginia State License Number: 4001 015446
Washington State License Number: 1101018
West Virginia State License Number: CG358
Wisconsin State License Number: 1078-10
Wyoming State License Number: 479

Also received temporary licenses in the following states: Arkansas, California, Delaware, Florida, Kentucky, Massachusetts, Nevada, New Hampshire, New Jersey, New Mexico, Puerto Rico, Rhode Island, South Dakota, the U.S. Virgin Islands and Vermont.



**EXPERIENCE
(1991 TO PRESENT)**

Primary provider of HUD Mark-to-Market Full Appraisals for mortgage restructuring and Mark-to-Market Lites for rent restructuring and has worked with HUD in this capacity since inception. Completed approximately 350 appraisals assignments under this program.

Provider of HUD MAP and TAP appraisals and market studies for multiple lenders since its inception. Completed approximately 350 appraisal assignments under this program.

Contract MAP quality control reviewer and field inspector for CohnReznick and HUD. Have completed approximately 350 reviews under this program. Have completed approximately 100 field inspections under this program.

Currently approved state reviewer for HUD Rent Comparability Studies for Section 8 Renewals in Alabama, California, Connecticut, Florida, Hawaii, Illinois, Indiana, Iowa, Kansas, Louisiana, Minnesota, Nebraska, New Mexico, North Carolina, Oregon, Utah, Virgin Islands, Virginia, Washington, West Virginia and Wisconsin. Completed approximately 500 reviews under this program.

Provider of HUD Rent Comparability Studies for contract renewal purposes nationwide. Completed approximately 400 rent comparability studies.

Provider of tax credit financing analysis and value of financing analysis. Completed approximately 300 appraisal assignments and market studies under this program.

Provider of multifamily appraisals under the RD 515 and 538 programs. Completed approximately 200 appraisal assignments under these programs.

Partial list of clients include: Colorado Housing Finance Agency, CreditWest, Inc., Foley & Judell, LLP, Kentucky Housing Corporation, Kitsap County Consolidated Housing Authority, Louisiana Housing Finance Agency, Missouri Housing Development Agency, New Mexico Mortgage Finance Authority, Ontra, Inc., Quadel Consulting Corporation, CohnReznick, L.L.P., Group, Siegel Group, Sigmet Partners and Wachovia Securities.

**DEVELOPMENT/OWNER SHIP/
MANAGEMENT EXPERIENCE
(2006 TO PRESENT)**

For the past 10 years, he has owned three separate companies that develop, own and manage commercial, multifamily, residential, agricultural and vacant land properties.

In his portfolio are over 100,000 square feet of commercial space, over 1,000 units of multifamily, 200 acres of farmland, and 10 parcels of developable commercial and multifamily lots, all in the Midwest.

EDUCATION

Bachelor of Arts Degree

Southeast Missouri State University

Associate of Arts Degree

Three Rivers Community College



HUD/FHA Appraiser Training

Arkansas State Office

Multifamily Accelerated Processing Valuation (MAP)

U.S. Department of Housing and Urban Development

2nd Annual Multifamily Accelerated Processing Basic and Advanced Valuation (MAP)

U.S. Department of Housing and Urban Development

FHA Appraising Today

McKissock, Inc.

Texas USDA Rural Development Multifamily Housing Appraiser Training

Texas Rural Development

Kentucky USDA Rural Development Multifamily Housing Appraiser Training

Kentucky Rural Development

Financial Analysis of Income Properties

National Association of Independent Fee Appraisers

Income Capitalization

McKissock, Inc.

Introduction to Income Property Appraising

National Association of Independent Fee Appraisers

Concepts, Terminology & Techniques

National Association of Independent Fee Appraisers

Uniform Standards of Professional Appraisal Practice

Central Missouri State University

Appraisal of Scenic, Recreational and Forest Properties

University of Missouri-Columbia

Appraiser Liability

McKissock, Inc.

Appraisal Trends

McKissock, Inc.

Sales Comparison Approach

Hondros College

Even Odder: More Oddball Appraisals

McKissock, Inc.

Mortgage Fraud: A Dangerous Business

Hondros College

Private Appraisal Assignments

McKissock, Inc.

Construction Details & Trends

McKissock, Inc.

Condemnation Appraising: Principles & Applications

Appraisal Institute

Michigan Law

McKissock, Inc.

Pennsylvania State Mandated Law

McKissock, Inc.



Valuing Real Estate in a Changing Market	
<i>National Association of Independent Fee Appraisers</i>	
Principles of Residential Real Estate Appraising	
<i>National Association of Independent Fee Appraisers</i>	
Real Estate Appraisal Methods	
<i>Southeast Missouri State University</i>	
Lead Inspector Training	
<i>The University of Kansas</i>	
Lead Inspector Refresher	
<i>Safety Support Services, Incorporated</i>	
Home Inspections: Common Defects in Homes	
<i>National Association of Independent Fee Appraisers</i>	
Heating and Air Conditioning Review	
<i>National Association of Independent Fee Appraisers</i>	
Professional Standards of Practice	
<i>National Association of Independent Fee Appraisers</i>	
Developing & Growing an Appraisal Practice – Virtual Classroom	
<i>McKissock, Inc.</i>	
The Appraiser as Expert Witness	
<i>McKissock, Inc.</i>	
Current Issues in Appraising	
<i>McKissock, Inc.</i>	
2011 ValExpo: Keynote-Valuation Visionaries	
<i>Van Education Center/Real Estate</i>	
Residential Report Writing	
<i>McKissock, Inc.</i>	
The Dirty Dozen	
<i>McKissock, Inc.</i>	
Risky Business: Ways to Minimize Your Liability	
<i>McKissock, Inc.</i>	
Introduction to Legal Descriptions	
<i>McKissock, Inc.</i>	
Introduction to the Uniform Appraisal Dataset	
<i>McKissock, Inc.</i>	
Mold Pollution and the Appraiser	
<i>McKissock, Inc.</i>	
Appraising Apartments: The Basics	
<i>McKissock, Inc.</i>	
Foundations in Sustainability: Greening the Real Estate and Appraisal Industries	
<i>McKissock, Inc.</i>	
Mortgage Fraud	
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Certificate of Professional Designation

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*Has completed NCHMA's Professional Designation Requirements
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Formerly known as
NCAHMA

National Council of Housing Market Analysts
1400 16th St. NW
Suite 420
Washington, DC 20036
202-939-1750

Membership Term
1/1/2020 to 12/31/2020



Thomas Amdur
President, NCHMA



I affirm that I have made a physical inspection of the site and market area. I also affirm that the appropriate information has been used in the comprehensive evaluation of the need and demand for the proposed rental units. To the best of my knowledge the market can support the demand shown in this study. I understand that any misrepresentations in this statement may result in the denial of participation in the Low Income Housing Tax Credit Program in Virginia as administered by the Virginia Housing Development Authority. I also affirm that neither I nor anyone at my firm has any interest in the proposed development or relationship with the ownership entity. In addition, I affirm that neither I nor anyone at my firm nor anyone acting on behalf of my firm in connection with the preparation of this report has communication to others that my firm is representing VHDA or in any way acting for, at the request of, or on behalf of VHDA. Finally, I affirm that compensation for my services is not contingent upon this development receiving a reservation or allocation of tax credits.

IN PROGRESS

June 1, 2020

Market Analyst

Date

ADDENDUM A – DATA SOURCES

2000 U.S. Census

2010 U.S. Census

American Community Survey

Nielsen Claritas (A nationally recognized demographics forecaster)

Ribbon Demographics (A nationally recognized demographics forecaster)

U.S. Bureau of Labor Statistics

Income Expense Analysis: Conventional Apartments and *Income/Expense Analysis: Federally Assisted Apartments* published by Institute of Real Estate Management

Information used in the market study was obtained from various sources including: the U.S. Census Bureau, Nielsen Claritas, Ribbon Demographics, U.S. Bureau of Labor Statistics, interviews with local area and government officials and interview with local property owners or managers.

ADDENDUM B – MARKET STUDY TERMINOLOGY

Absorption Period

The period of time necessary for a newly constructed or renovated property to achieve the Stabilized Level of Occupancy. The Absorption Period begins when the first temporary or permanent certificate of occupancy is issued and ends when the last unit to reach the Stabilized Level of Occupancy has a signed lease. Assumes a typical pre-marketing period, prior to the issuance of the certificate of occupancy, of about three to six months. The month that leasing is expected to begin should accompany all absorption estimates.

Absorption Rate

The average number of units rented each month during the Absorption Period.

Acceptable Rent Burden

The rent-to-income ratio used to qualify tenants for both income restricted and non-income restricted units. The Acceptable Rent Burden varies depending on the requirements of funding sources, government funding sources, target markets, and local conditions.

Affordable Housing

Housing where the tenant household pays no more than 30 percent of its annual income on Gross Rent.

Amenity

Tangible or intangible benefits offered to a tenant at no fee (with the exception of day care), typically on-site recreational facilities or planned programs, services and activities.

Annual Demand

The total estimated demand present in the market in any one year for the type of units proposed. Annual demand estimates factor in tenure, tenant age, income restrictions, family size and turnover.

Area Median Income (AMI)

One-hundred percent of the gross median household income for a specific metropolitan statistical area, county or non-metropolitan area established annually by HUD.

Assisted Housing

Housing where the monthly costs to the tenants are subsidized by federal, state or other programs.

Attached Housing

Two or more dwelling units connected with party walls (e.g., townhouses or flats).

Basic Rent

The minimum monthly rent that tenants who do not have rental assistance pay to lease units developed through the USDA-RD Section 515 Program, the HUD Section 236 Program and HUD Section 223 (d)(3) Below Market Interest Rate Program. The Basic Rent is calculated on the rent required to operate the property, maintain debt service on a subsidized mortgage with a below-market interest rate, and provide a return on equity to the developer in accordance with the regulatory documents governing the property.

Below Market Interest Rate Program (BMIR)

Program targeted to renters with income not exceeding 80 percent of area median income by limiting rents based on HUD's BMIR Program requirements and through the provision of an interest reduction contract to subsidize the market interest rate to a below-market rate. Interest rates are typically subsidized to effective rates of one percent or three percent.

Capture Rate

The percentage of age, size, and income qualified renter households in the Primary Market Area that the property must capture to achieve the Stabilized Level of Occupancy. Funding agencies may require restrictions to the qualified households used in the calculation including age, income, living in substandard housing, mover-ship and other comparable factors. The Capture Rate is calculated by dividing the total number of units at the property by the total number of age, size and income qualified renter households in the Primary Market Area. See Penetration Rate for rate for entire market area.

Census Tract

A small, relatively permanent statistical subdivision delineated by a local committee of census data users for the purpose of presenting data. Census tract boundaries normally follow visible features but may follow governmental unit boundaries and other non-visible features; they always nest within counties. They are designed to be relatively homogeneous units with respect to population characteristics, economic status, and living conditions at the time of establishment. Census tracts average about 4,000 inhabitants.

Central Business District (CBD)

The center of commercial activity within a town or city; usually the largest and oldest concentration of such activity.

Community Development Corporation (CDC)

Entrepreneurial institution combining public and private resources to aid in the development of socio-economically disadvantaged areas.

Comparable Property

A market-rate or Affordable Housing property that is representative of the rental housing choices of the subject's Primary Market Area and that is similar in construction, size, amenities, or age. These Comparables and Competitives are generally used to derive market rent.

Competitive Property

A property that is comparable to the subject and that competes at nearly the same rent levels and tenant profile, such as age, family or income.

Concession

Discount given to a prospective tenant to induce the tenant to sign a lease. Concessions typically are in the form of reduced rent or free rent for a specified lease term or for free amenities which are normally charged separately (i.e., washer/dryer, parking).

Condominium

A form of joint ownership and control of property in which specified volumes of space (for example, apartments) are owned individually while the common elements of the property (for example, outside walls) are owned jointly.

Contract Rent

1. The actual monthly rent payable by the tenant, including any rent subsidy paid on behalf of the tenants, to the owner, inclusive of all terms of the lease (HUD & RD).
2. The monthly rent agreed to between a tenant and a landlord (Census).

Demand

An estimate of the total number of market households that have both the desire and the ability to obtain the product and/or services offered. These households must be of the appropriate age, income, tenure and size for a specific proposed development. Components of demand vary and can include household growth; turnover, those living in substandard conditions, rent over-burdened households, and demolished housing units. Demand is project specific.

Difficult Development Area (DDA)

An area designated by HUD as an area that has high construction, land, and utility costs relative to the Area Median Gross Income. A project located in a DDA and utilizing the Low Income Housing Tax Credit may qualify for up to 130 percent of eligible basis for the purpose of calculating the Tax Credit allocation.

Detached Housing

A freestanding dwelling unit, typically single-family, situated on its own lot.

Effective Rents

Market Rents less concessions.

Elderly or Senior Housing

Housing where (1) all the units in the property are restricted for occupancy by persons 62 years of age or older or (2) at least 80 percent of the units in each building are restricted for occupancy by households where at least one household member is 55 years of age or older and the housing is designed with amenities and facilities designed to meet the needs of senior citizens.

Extremely Low Income

Person or household with income below 30 percent of Area Median Income adjusted for household size.

Fair Market Rent (FMR)

The estimates established by HUD of the Gross Rents (Contract Rent plus Tenant Paid Utilities) needed to obtain modest rental units in acceptable condition in a specific county or metropolitan statistical area. HUD generally sets FMR so that 40 percent of the rental units have rents below the FMR. In rental markets with a shortage of lower-priced rental units, HUD may approve the use of Fair Market Rents that are as high as the 50th percentile of rents.

Family

A family consists of a householder (i.e., one who occupies or owns a house/head of a household) and one or more other persons living in the same household who are related to the householder by birth, marriage or adoption. Not all households contain families since a household may comprise a group of unrelated persons or one person living alone. (Source: U.S. Census)

Garden Apartments

Apartments in low-rise buildings (typically two to four stories) that feature low density, ample open-space around the buildings, and on-site parking.

Gross Rent

The monthly housing cost to a tenant which equals the Contract Rent provided for in the lease plus the estimated cost of all Tenant Paid Utilities.

High-rise

A residential building having more than ten stories.

Household

All the persons who occupy a housing unit as their usual place of residence. The occupants may be a single family, one person living alone, two or more families living together, or any other group of related or unrelated persons who share living arrangements. (Source: U.S. Census)

Household Trends

Changes in the number of households for a particular area over a specific period of time, which is a function of new household formations (e.g., at marriage or separation) and decreasing average household size.

Housing Unit

House, apartment, mobile home, or group of rooms used as a separate living quarters by a single household.

Housing Choice Voucher (Section 8 Program)

Federal rent subsidy program under Section 8 of the U.S. Housing Act which issues rent vouchers to eligible households to use in the housing of their choice. The voucher payment subsidizes the difference between the Gross Rent and the tenant's contribution of 30 percent of adjusted income (or 10 percent of gross income, whichever is greater). In cases where 30 percent of the tenants' income is less than the utility allowance, the tenant will receive an assistance payment. In other cases, the tenant is responsible for paying his share of the rent each month.

Housing Finance Agency (HFA)

State or local agencies responsible for financing housing and administering Assisted Housing programs.

HUD Section 8 Program

Federal program that provides project based rental assistance. Under the program HUD contracts directly with the owner for the payment of the difference between the Contract Rent and a specified percentage of tenant's adjusted income.

HUD Section 202 Program

Federal program which provides direct capital assistance (i.e., grant) and operating or rental assistance to finance housing designed for occupancy by elderly households who have income not exceeding 50 percent of Area Median Income. The program is limited to housing owned by 501(c)(3) nonprofit organizations or by limited partnerships where the sole general partner is a 501(c)(3) nonprofit organization. Units receive HUD project based rental assistance that enables tenants to occupy units at rents based on 30 percent of tenant income.

HUD Section 811 Program

Federal program which provides direct capital assistance and operating or rental assistance to finance housing designed for occupancy by persons with disabilities who have income not exceeding 50 percent of Area Median Income. The program is limited to housing owned by 501(c)(3) nonprofit organizations or by limited partnerships where the sole general partner is a 501(c)(3) nonprofit organization.

HUD Section 236 Program

Federal program which provides interest reduction payments for loans which finance housing targeted to households with income not exceeding 80 percent of area median income who pay rent equal to the greater of Basic Rent of 30 percent of their adjusted income. All rents are capped at a HUD approved market rent.

Income Band

The range of incomes of households that can pay a specific rent but do not have more income than is allowed by the Income Limits of a particular housing program. The minimum household income typically is based on a defined Acceptable Rent Burden percentage and the maximum typically is pre-defined by specific programmatic requirements or by general market parameters.

Income Limits

Maximum household income by county or Metropolitan Statistical Area, adjusted for household size and expressed as a percentage of the Area Median Income for the purpose of establishing an upper limit for eligibility for a specific housing program. Income Limits for federal, state and local rental housing programs typically are established at 30, 50, 60 or 80 percent of AMI. HUD publishes Income Limits each year for 30 percent median, Very Low Income (50%), and Low-Income (80%), for households with one through eight people.

Infrastructure

Services and facilities including roads, highways, water, sewerage, emergency services, parks and recreation, etc. Infrastructure includes both public and private facilities.

Low Income

Person or household with gross household income below 80 percent of Area Median Income adjusted for household size.

Low Income Housing Tax Credit

A program to generate equity for investment in affordable rental housing authorized pursuant to Section 42 of the Internal Revenue Code, as amended. The program requires that a certain percentage of units built be restricted for occupancy to households earning 60 percent or less of Area Median Income, and that the rents on these units be restricted accordingly.

Low Rise Building

A building with one to three stories.

Market Advantage

The difference, expressed as a percentage, between the estimated market rent for an apartment property without income restrictions and the lesser of (a) the owner's proposed rents or (b) the maximum rents permitted by the financing program for the same apartment property.

Market Analysis

A study of real estate market conditions for a specific type of property.

Market Area

A geographic area from which a property is expected to draw the majority of its residents.

Market Area, Primary (PMA)

The most likely geographic area from which a property would draw its support.

Market Area, Secondary (SMA)

The portion of a market area that supplies additional support to an apartment property beyond that provided by the primary market area.

Market Demand

The number of units required in a defined market area to accommodate demand (i.e., households that desire to improve the quality of their housing without significantly increasing their economic burden). Market demand is not project specific and refers to the universe of tenure appropriate households, independent of income. The components of market demand are similar to those used in determining demand.

Market Feasibility Analysis

An analysis that determines whether a proposed development can attain its target rents, taking into account the development's characteristics (location, size, unit mix, design and amenities), the depth of its target market, and the strength of its appeal in comparison to other existing and planned options available to potential consumers.

Market Rent

The rent that an apartment, without rent or income restrictions or rent subsidies, would command in the open market considering its location, features, amenities. Market rent should be adjusted for concessions and owner paid utilities included in the rent.

Market Study

A comprehensive review of the housing market in a defined market area. A market study can be used to determine the demand for specific proposed development or to examine the overall condition of an area's housing market. Project specific market studies are often used by developers, syndicators, and government entities to determine the appropriateness of a proposed development, whereas market specific market studies are used to determine what housing needs, if any, exist within a specific geography. At a minimum, market studies include a review of location, economic conditions, demographics, and existing and proposed housing stock.

Marketability

The manner in which the subject fits into the market; the relative desirability of a property (for sale or lease) in comparison with similar or competing properties in the area.

Market Vacancy Rate – Physical

Average number of apartment units in any market which are unoccupied divided by the total number of apartment units in the same Market Area, excluding units in properties which are in the lease-up stage.

Market Vacancy Rate – Economic

Percentage of rent loss due to concessions and vacancies.

Metropolitan Statistical Area (MSA)

A geographic entity defined by the federal Office of Management and Budget, for use by federal statistical agencies, based on the concept of a core area with a large population nucleus, plus adjacent communities having a high degree of economic and social integration with that core. Qualification of an MSA requires the presence of a city with 50,000 or more inhabitants, or the presence of an Urbanized Area (UA) and a total population of at least 100,000 (75,000 in New England). The county or counties containing the largest city and surrounding densely settled territory are central counties of the MSA. Additional outlying counties qualify to be included in the MSA by meeting certain other criteria of metropolitan character, such as a specified minimum population density or percentage of the population that is urban.

Mid-rise

A building with four to ten stories.

Mixed Income Property

An apartment property containing (1) both income restricted and unrestricted units or (2) units restricted at two or more Income Limits (i.e., Low Income Tax Credit property with income limits of 30, 50 and 60 percent).

Mobility

The ease with which people move from one location to another.

Moderate Income

Person or household with gross household income between 80 and 120 percent of Area Median Income adjusted for household size.

Move-Up Demand

An estimate of how many consumers are able and willing to relocate to more expensive or desirable units, such as tenants who move up from Class C properties to Class B; and Class B tenants that move up to Class A properties; and tenants that move from Class C and B properties to a new superior Low Income Tax Credit property. For purposes of demonstrating move-up demand both changes in Class Construction Type and changes in Quality Classification of five or more may be considered (Reference the Virginia State Board of Equalization Assessor's Handbook Section 531, January 2003, pages 4-5 for definitions of Class and Quality Classifications.)

Multifamily

Structures that contain two or more housing units.

Neighborhood

An area of a city or town with common demographic and economic features that distinguish it from adjoining areas.

Net Rent (also referred to as Contract or Lease Rent)

Gross Rent less Tenant Paid Utilities.

Penetration Rate

The percentage of age and income qualified renter households in the Primary Market Area that live in all existing and proposed properties, to be completed within six months of the subject, and which are competitively priced to the subject that must be captured to achieve the Stabilized Level of Occupancy. Funding agencies may require restrictions to the qualified households used in the calculation including age, income, living in substandard housing, mover-ship and other comparable factors. See Capture Rate for property specific rate.

Pent-up Demand

A market in which there is a scarcity of supply and vacancy rates are very low.

Population Trends

Changes in population levels for a particular area over a specific period of time – which is a function of the levels of births, deaths, and net migration.

Primary Market Area

See Market Area

Programmatic Rents

The proposed rents for a Tax Credit or other income restricted property relative to comparable market rate properties and rents being achieved at another Low Income Housing Tax Credit or other income restricted properties in the market. Can be no greater than maximum rents permitted by the Low Income Housing Tax Credit or other program regulations.

Project Based Rent Assistance

Rental assistance from a federal, state or local program that is allocated to the property or a specific number of units in the property and is available to each income eligible tenant of the property or an assisted unit.

Public Housing or Low Income Conventional Public Housing

HUD program administered by local (or regional) Housing Authorities which serves Low- and Very-Low Income Households with rent based on the same formula used for HUD Section 8 assistance.

Qualified Census Tract (QCT)

Any census tract (or equivalent geographic area defined by the Bureau of the Census) in which at least 50 percent of households have an income less than 60 percent of Area Median Income or where the poverty rate is at least 25 percent. A project located in a QCT and receiving Low Income Housing Tax Credits may qualify for up to 130 percent of eligible basis for the purpose of calculating the Tax Credit allocation.

Redevelopment

The redesign or rehabilitation of existing properties.

Rent Burden

Contract Rent plus Tenant Paid Utilities divided by the gross monthly household income.

Rent Burdened Households

Households with rent burden above the level determined by the lender, investor or public program to be an acceptable rent-to-income ratio.

Restricted Rent

The maximum allowable rent under the restrictions of a specific housing program or subsidy.

Rural Development (RD) Market Rent

A monthly rent that can be charged for an apartment under a specific USDA-RD housing program, that reflects the agency's estimate of the rent required to operate the property, maintain debt service on an un-subsidized mortgage and provide an adequate return to the property owner. This rent is the maximum rent that a tenant can pay at an RD property.

Rural Development (RD) Program

Federal program which provides low interest loans to finance housing which serves low- and moderate-income persons in rural areas who pay 30 percent of their adjusted income on rent or the basic rent, whichever is the higher (but not exceeding the market rent). The Program may include property based rental assistance and interest reduction contracts to write down the interest on the loan to as low as one percent.

Saturation

The point at which there is no longer demand to support additional units.

Secondary Market Area

The portion of a market area that supplies additional support to an apartment property beyond that provided by the Primary Market Area.

Single-Family Housing

A dwelling unit, either attached or detached, designed for use by one household and with direct access to a street. It does not share heating facilities or other essential building facilities with any other dwelling.

Special Needs Population

Specific market niche that is typically not catered to in a conventional apartment property. This population should exhibit certain criteria, which can be well defined, in order, for example, to assess the need and demand from this source. Examples of special needs populations include substance abusers, visually impaired person or persons with mobility limitations.

Stabilized Level of Occupancy

The underwritten or actual number of occupied units that a property is expected to maintain after the initial rent-up period, expressed as a percentage of the total units. For TCAC projects these percentages are equal to a physical occupancy rate that will generate 90 percent of aggregate restricted rents for SRO and Special Needs units and generate 95 percent of aggregate restricted rents for all other types of units.

State Data Center (SDC)

A state agency or university facility identified by the governor of each state to participate in the U.S. Census Bureau's cooperative network for the dissemination of the census data.

Subsidy

Monthly income received by a tenant or by an owner on behalf of a tenant to pay the difference between the apartment's Contract Rent and the amount paid by the tenant toward rent.

Substandard Conditions

Housing conditions that are conventionally considered unacceptable which may be defined in terms of lacking plumbing facilities, one or more major systems not functioning properly, or overcrowded conditions.

Target Income Band

The estimated Income Band from which the subject will likely draw tenants.

Target Population

Market niche a development will appeal or cater to. State agencies often use Target Population to refer to various income set asides, elderly v. family, etc.

Tenant

One who rents real property from another.

Tenant Paid Utilities

The cost of utilities necessary for the habitation of a dwelling unit, which are paid by the tenant. Tenant Paid Utilities do not include costs for telephone or cable service.

Tenure

The distinction between owner-occupied and renter-occupied housing units.

Townhouse (or Row House)

Single-family attached residence separated from another by party walls, usually on a narrow lot offering small front and back-yards; also called a row house.

Turnover

An estimate of the number of housing units in a Market Area as a percentage of total housing units in the Market Area that will likely change occupants in any one year. Only turnover in the primary market area rental market (i.e., number of rental housing units as a percentage of total rental housing units that will likely change occupants) shall be considered for purposes of constructing demand estimates. See Vacancy Period.

Unmet Housing Need

New units required in the Market Area to accommodate household growth, homeless households, and housing in substandard conditions.

Unrestricted Rents

The recommended rents for the market rate units at a Mixed-Income Property.

Vacancy Period

The amount of time that an apartment remains vacant and available for rent.

Vacancy Rate – Economic

Maximum potential revenue less actual rent revenue divided by maximum potential rent revenue. The economic vacancy rate should be used exclusively for project rent proformas, and not for reporting the vacancy rate of rent comparables.

Vacancy Rate – Physical

The number of total habitable units that are vacant divided by the total number of units in the property. The physical vacancy rate shall be used when reporting comparable vacancy rates.

Very Low Income

Person or household whose gross household income does not exceed 50 percent of Area Median Income adjusted for household size.

Zoning

Classification and regulation of land by local governments according to use categories (zones); often also includes density designations.

ADDENDUM C – NCHMA INDEX

NCHMA Market Study Index

Introduction: Members of the National Council of Housing Market Analysts provide the following checklist referencing various components necessary to conduct a comprehensive market study for rental housing. By completing the following checklist, the NCHMA Analyst certifies that he or she has performed all necessary work to support the conclusions included within the comprehensive market study. By completion of this checklist, the analyst asserts that he/she has completed all required items per section.

		Page Number(s)
Executive Summary		
1	Executive Summary	10
Scope of Work		
2	Scope of Work	15
Project Description		
3	Unit mix including bedrooms, bathrooms, square footage, rents, and income targeting	20
4	Utilities (and utility sources) included in rent	19
5	Target market/population description	19
6	Project description including unit features and community amenities	19
7	Date of construction/preliminary completion	19
8	If rehabilitation, scope of work, existing rents, and existing vacancies	20
Location		
9	Concise description of the site and adjacent parcels	26
10	Site photos/maps	24; 27
11	Map of community services	41
12	Site evaluation/neighborhood including visibility, accessibility and crime	37
Market Area		
13	PMA description	46
14	PMA Map	48
Employment and Economy		
15	At-Place employment trends	50
16	Employment by sector	52
17	Unemployment rates	50
18	Area major employers/employment centers and proximity to site	51
19	Recent or planned employment expansions/reductions	52
Demographic Characteristics		
20	Population and household estimates and projections	55
21	Area building permits	73
22	Population and household characteristics including income, tenure, and size	55
23	For senior or special needs projects, provide data specific to target market	N/A
Competitive Environment		
24	Comparable property profiles and photos	78
25	Map of comparable properties	85
26	Existing rental housing evaluation including vacancy and rents	75
27	Comparison of subject property to comparable properties	108

NCHMA Market Study Index

Introduction: Members of the National Council of Housing Market Analysts provide the following checklist referencing various components necessary to conduct a comprehensive market study for rental housing. By completing the following checklist, the NCHMA Analyst certifies that he or she has performed all necessary work to support the conclusions included within the comprehensive market study. By completion of this checklist, the analyst asserts that he/she has completed all required items per section.

		Page Number(s)
28	Discussion of availability and cost of other affordable housing options including homeownership, if applicable	108
29	Rental communities under construction, approved, or proposed	73
30	For senior or special needs populations, provide data specific to target market	N/A
Affordability, Demand, and Penetration Rate Analysis		
31	Estimate of demand	68
32	Affordability analysis with capture rate	71
33	Penetration rate analysis with capture rate	67
Analysis/Conclusions		
34	Absorption rate and estimated stabilized occupancy for subject	70
35	Evaluation of proposed rent levels including estimate of market/achievable rents.	88
36	Precise statement of key conclusions	109
37	Market strengths and weaknesses impacting project	109
38	Product recommendations and/or suggested modifications to subject	109
39	Discussion of subject property's impact on existing housing	109
40	Discussion of risks or other mitigating circumstances impacting subject	109
41	Interviews with area housing stakeholders	111
Other Requirements		
42	Certifications	7
43	Statement of qualifications	117
44	Sources of data not otherwise identified	Addendum A

ADDENDUM D – SUBJECT DATA

Rent Roll

Harbour Square Apartments (hsa)
As Of = 05/07/2020

Month Year = 05/2020

Unit	Unit Type	Unit Resident Sq Ft	Name	Market Rent	Actual Rent	Resident Deposit	Other Move In Deposit	Lease Expiration	Move Out	Balance
0923	hsa11	0.00 10028446	Carlye White	930.00	0.00	196.00	0.00 09/12/2014	08/21/2020		-36.00
0924	hsa11	0.00 10040084	Linda Jester	930.00	0.00	247.00	0.00 07/27/2016	06/30/2021		104.00
0925	hsa11	0.00 10024012	Lashas Henry	930.00	0.00	551.00	0.00 11/22/2013	10/31/2020		-70.00
1011	hsa21	0.00 10035203	Judy Costea	1,000.00	0.00	204.00	0.00 03/01/2016	02/28/2021		-391.00
1012	hsa11	0.00 10002587	NANCY HIMES	930.00	0.00	531.00	0.00 10/04/2001	09/30/2020		-26.00
1013	hsa11	0.00 VACANT	VACANT	930.00	0.00	0.00				0.00
1014	hsa11	0.00 10002612	FRANCES GROOM	930.00	0.00	161.00	0.00 07/08/2011	06/30/2021		-10.00
1015	hsa11	0.00 10002592	MARGARET LEE	930.00	0.00	150.00	0.00 06/08/2000	07/31/2020		-15.00
1016	hsa21	0.00 10002632	GERALDINE BENNETT	1,000.00	0.00	120.00	0.00 02/11/2005	01/31/2021		-60.00
1022	hsa11	0.00 VACANT	VACANT	930.00	0.00	0.00				0.00
1023	hsa11	0.00 10000521	Cindy Godsey	930.00	0.00	418.00	0.00 04/06/2009	03/31/2021		2,450.00
1024	hsa11	0.00 10031584	Doris Taylor	930.00	0.00	311.00	0.00 05/01/2015	04/30/2021		-25.00
1025	hsa11	0.00 10024193	Bruce Heilmann	930.00	0.00	134.00	0.00 10/21/2013	09/30/2020		-30.00
1111	hsa21	0.00 10002855	SARAH BETHEA	1,000.00	0.00	268.00	300.00 01/10/2014	04/30/2021		3,048.00
1112	hsa11	0.00 10029456	Janet McLaughlin	930.00	0.00	342.00	0.00 12/01/2014	11/30/2020		86.00
1113	hsa11	0.00 10002721	Pearl Wright	930.00	0.00	173.00	0.00 01/24/2017	01/31/2021		-45.00
1114	hsa11	0.00 10055030	Mary Proctor	930.00	0.00	302.00	0.00 05/01/2020	04/30/2021		696.00
1115	hsa11	0.00 10049252	Michelle Tunstall	930.00	0.00	296.00	0.00 01/18/2019	12/31/2020		-189.00
1116	hsa21	0.00 10002893	Elmer Fannagan	1,000.00	0.00	170.00	0.00 03/14/2008	02/28/2021		-41.00
1122	hsa11	0.00 10002852	AUDREY NEWTON	930.00	0.00	168.00	0.00 02/03/2012	02/28/2021		183.00
1123	hsa11	0.00 10002803	RHONDA RIPLEY	930.00	0.00	340.00	0.00 11/01/2011	08/30/2020		-18.00
1124	hsa11	0.00 10048501	Dylan Barach	930.00	0.00	225.00	0.00 10/05/2018	09/30/2020		0.00
1125	hsa11	0.00 10028456	Delores Thomas	930.00	0.00	327.00	0.00 10/07/2014	11/30/2020		-22.00
Total				84,040.00	1,739.00	25,587.00	2,813.00			8,202.45

Summary Groups	Square Footage	Market Rent	Actual Rent	Security Deposit	Other Deposits	# Of Units	% Unit Occupancy	% Sqft Occupied	Balance
Current/Notice/Vacant Residents	0.00	84,040.00	1,739.00	25,587.00	2,813.00	100.00	96.00	0.00	8,202.45
Future Residents/Applicants	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Occupied Units	0.00	90,320.00				96	96.00	0.00	
Total Non Rev Units	0.00	0.00				0	0.00	0.00	
Total Vacant Units	0.00	3,720.00				4	4.00	0.00	
Totals:	0.00	84,040.00	1,739.00	25,587.00	2,813.00	100	100.00	0.00	8,202.45

Rent Schedule Low Rent Housing

U.S. Department of Housing
and Urban Development
Office of Housing
Federal Housing Commissioner

OMB Approval No. 2502-0012
(exp. 11/30/2020)

See page 3 for Instructions, Public Burden Statement and Privacy Act requirements.

Project Name Harbour Square - VA360027049	FHA Project Number 051-35649	Date Rents Will Be Effective (mm/dd/yyyy) 7/14/2020
--	---------------------------------	--

Part A – Apartment Rents

Show the actual rents you intend to charge, even if the total of these rents is less than the Maximum Allowable Monthly Rent Potential.

Col. 1 Unit Type (Include Non-revenue Producing Units)	Col. 2 Number of Units	Contract Rents		Col. 5 Utility Allowances (Effective Date (mm/dd/yyyy) <u>07 / 14 / 2020</u>)	Col. 6 Gross Rent (Col. 3 + Col. 5)	Market Rents (Sec. 236 Projects Only)	
		Col. 3 Rent Per Unit	Col. 4 Monthly Contract Rent Potential (Col. 2 x Col. 3)			Col. 7 Rent Per Unit	Col. 8 Monthly Market Rent Potential (Col. 2 x Col. 7)
1 Bedroom, Elderly	6	\$959	\$5,754	\$82	\$1,041	\$0	\$0
1 Bedroom, Family	80	\$949	\$75,920	\$69	\$1,018	\$0	\$0
2 Bedroom, Family	14	\$1,020	\$14,280	\$107	\$1,127	\$0	\$0
			0		0		0
			0		0		0
			0		0		0
			0		0		0
			0		0		0
			0		0		0
			0		0		0
			0		0		0
Total Units		Monthly Contract Rent Potential (Add Col. 4)*				Monthly Market Rent Potential (Add Col. 8)*	
		\$95,954				\$0	
		Yearly Contract Rent Potential (Col. 4 Sum x 12)*				Yearly Market Rent Potential (Col. 8 Sum x 12)*	
		\$1,151,448				\$0	

* These amounts may not exceed the Maximum Allowable Monthly Rent Potential approved on the last Rent Computation Worksheet or requested on the Worksheet you are now submitting. Market Rent Potential applies only to Section 236 Projects.

Part B – Items Included in Rent

Equipment/Furnishings in Unit (Check those included in rent.)

<input checked="" type="checkbox"/> Range	<input type="checkbox"/> Dishwasher	<input type="checkbox"/> _____
<input checked="" type="checkbox"/> Refrigerator	<input checked="" type="checkbox"/> Carpet	<input type="checkbox"/> _____
<input checked="" type="checkbox"/> Air Conditioner	<input type="checkbox"/> Drapes	<input type="checkbox"/> _____
<input type="checkbox"/> Disposal	<input checked="" type="checkbox"/> Blinds	<input type="checkbox"/> _____

Utilities (Check those included in rent. For each item, (even those not included in rent), enter E, F, or G on line beside that item)
E=electric; G=gas; F=fuel oil or coal.

<input type="checkbox"/> Heating <u>E</u>	<input type="checkbox"/> Hot Water <u>E</u>	<input type="checkbox"/> Lights, etc. <u>E</u>
<input type="checkbox"/> Cooling <u>E</u>	<input type="checkbox"/> Cooking <u>E</u>	<input checked="" type="checkbox"/> water/sewer

Part C – Services/Facilities (check those included in rent)

<input checked="" type="checkbox"/> Parking	<input type="checkbox"/> _____	<input type="checkbox"/> Nursing Care
<input checked="" type="checkbox"/> Laundry	<input type="checkbox"/> _____	<input type="checkbox"/> Linen/Maid Service
<input type="checkbox"/> Swimming Pool	<input type="checkbox"/> _____	<input type="checkbox"/> _____
<input type="checkbox"/> Tennis Courts	<input type="checkbox"/> _____	<input type="checkbox"/> _____

Part C – Charges in Addition to Rent (e.g., parking, cable TV, meals)

Purpose	Monthly Charge
NONE	\$ 0.00
	\$
	\$
	\$
	\$
	\$
	\$ 0.00

Part D – Non-Revenue Producing Space

Col. 1 Use	Col. 2 Unit Type	Col. 3 Contract Rent
Maintenance	2 Bedroom, Family	\$1,020
Total Rent Loss due to Non-Revenue Units		\$ 1,020

Part E – Commercial Space (retail, offices, garages, etc.)

Col. 1 Use	Col. 2 Monthly Rent Potential	Col. 3 Square Footage	Col. 4 Rental Rate Per Sq. Ft. (Col. 2 divided by Col. 3)
NONE	\$0	0	0
Total Commercial Rent Potential			\$ 0

Part F – Maximum Allowable Rent Potential

Enter Maximum Allowable Monthly Rent Potential From Rent Computation Worksheet (to be completed by HUD or lender)	\$ 94,934
---	-----------

Part G – Information on Mortgagor Entity

Name of Entity

Harbour Square Associates, L.P.

Type of Entity

- Individual General Partnership Joint Tenancy/Tenants in Common Other (specify)
 Corporation Limited Partnership Trust

List all Principals Comprising Mortgagor Entity: provide name and title of each principal. Use extra sheets, if needed. If mortgagor is a:
• corporation, list: (1) all officers; (2) all directors; and (3) each stockholder having a 10% or more interest.
• partnership, list: (1) all general partners; and (2) limited partners having a 25% or more interest in the partnership.
• trust, list: (1) all managers, directors or trustees and (2) each beneficiary having at least a 10% beneficial interest in the trust.

Name and Title

American Apartment Management Company, Inc.

General Partner

Name and Title

FDD Corporation - Deedra A. Burroughs

Sec/Treasurer, General Partner

Name and Title

Name and Title

Name and Title

Name and Title

Name and Title

Name and Title

Name and Title

Name and Title

Name and Title

Part H – Owner Certification

To the best of my knowledge, all the information stated herein, as well as any information provided in the accompaniment herewith, is true and accurate.
Warning: HUD will prosecute false claims and statements. Conviction may result in criminal and/or civil penalties. (18 U.S.C. 1001, 1010, 1012; 31 U.S.C. 3729, 3802)

Name and Title

Russell W. Fleming, President, AAMCI

Authorized Official's Signature



2/25/20
Date (mm/dd/yyyy)

Part I – HUD/Lender Approval

Addendum Number

HAP Contract Number

VA360027049

Exhibit Number

Loan Servicer Signature

Date (mm/dd/yyyy)

Branch Chief/Lender Official Signature



Date (mm/dd/yyyy)

03/02/2020

Date (mm/dd/yyyy)

Harbour Square – Scope of Work

The property will be completely renovated and revitalized as part of the tax credit preservation, including the addition of many amenities typical of new market-rate properties. At a minimum, the scope will include all deferred capital items noted in third party reports, will comply with the Virginia QAP, state/local building codes, Section 42 requirements, etc..

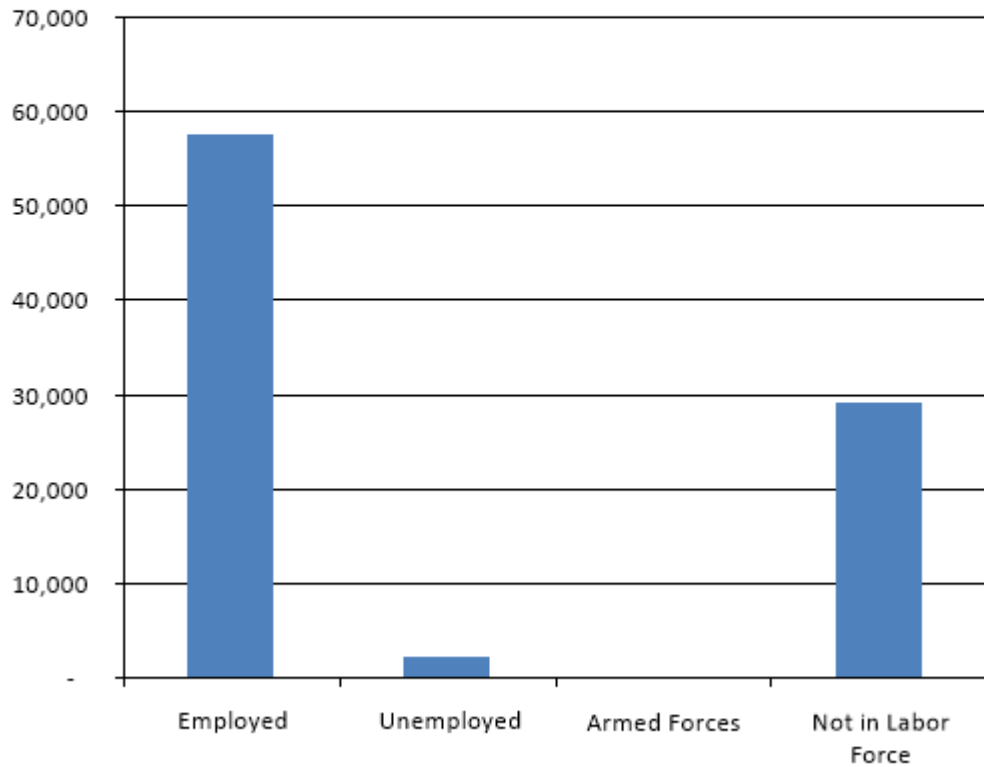
The anticipated rehabilitation below is being provided to establish a baseline scope and expected degree of work completed. The items below will be fully replaced unless they have been recently installed and/or are in very good condition and of high quality. Further enhancements are likely.

Anticipated Scope

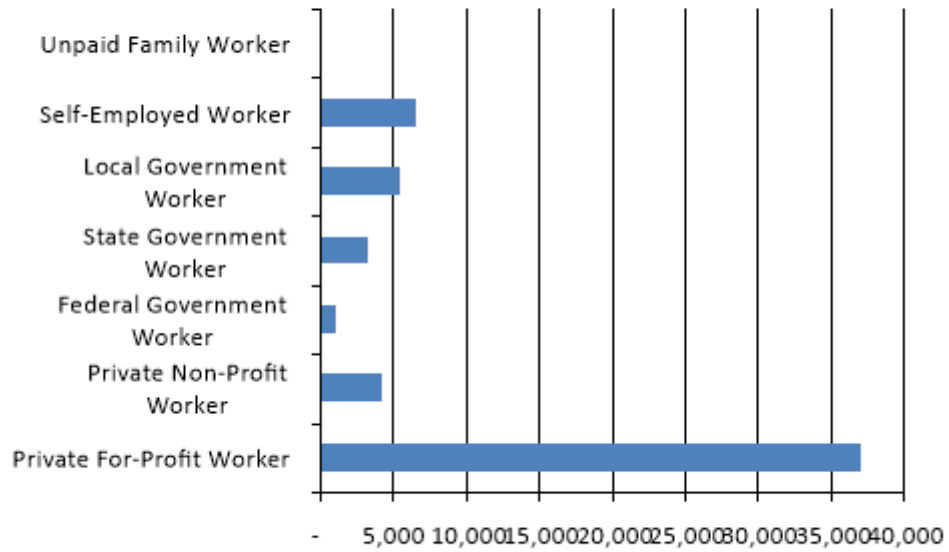
Kitchen:	<ul style="list-style-type: none"> New Wood Cabinets w/Nickel Knobs New modern look Countertops Nickel Plumbing Fixtures (Low-Flow) New modern look Appliances (EnergyStar) Modern Nickel/LED Lighting (EnergyStar) Modern Flooring (Wood-Look) Built-In modern look Microwaves New modern look Dishwashers New GFCI's (white) 	Building:	<ul style="list-style-type: none"> New Dimensional Shingle Roofs Windows (Double Pane, Low-E) New Siding/Paint – Class A Look Upgraded Building & Unit ID's New Entry Doors and Lighting Entry Stair/Railings
Bath:	<ul style="list-style-type: none"> Porcelain Pedestal Sink Nickel Plumbing Fixtures (Low-Flow) New Tubs/Surrounds Upgraded Comfort Toilets (Low-Flow) Modern Flooring (Resilient) Modern Nickel/LED Lighting (EnergyStar) New GCFI's (white) 	Sitework:	<ul style="list-style-type: none"> Enhanced Site Lighting Create Carports w/LED Lighting New Vinyl Dumpster Enclosures Repaving/Restriping Asphalt Hardscape/Landscape Upgrades Upgraded Central Mail Kiosk Sitewide ADA Upgrades
Other Interior:	<ul style="list-style-type: none"> New White 6" Baseboards Two-tone paint Smoke/CO Detectors 	Amenities/Office:	<ul style="list-style-type: none"> Office Reenvision/Refurnish Create Fitness Center Update Picnic/BBQ Area Market-Rate Image & Rebranding
Systems:	<ul style="list-style-type: none"> New Water Heaters (High Efficiency) New HVAC Systems (High Efficiency) New Thermostats 		

ADDENDUM E – DEMOGRAPHICS DATA

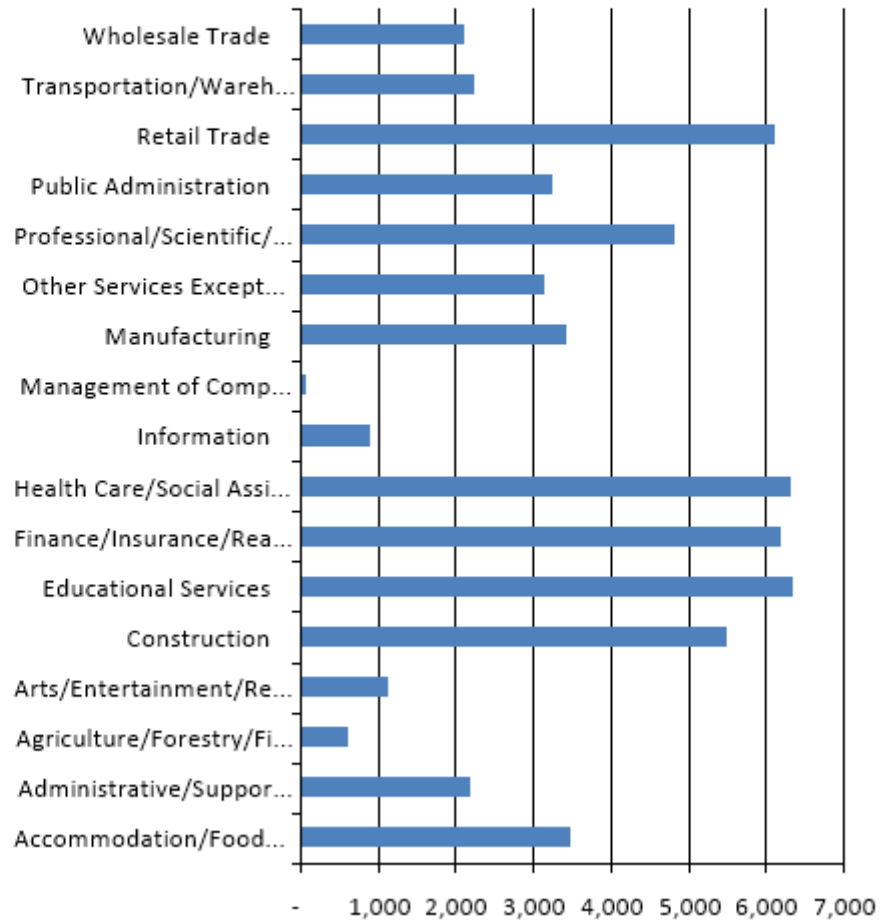
**Employed Civilian Population Aged 16+
Years - Employment Status - 2020
Estimates
Hanover County, Virginia**



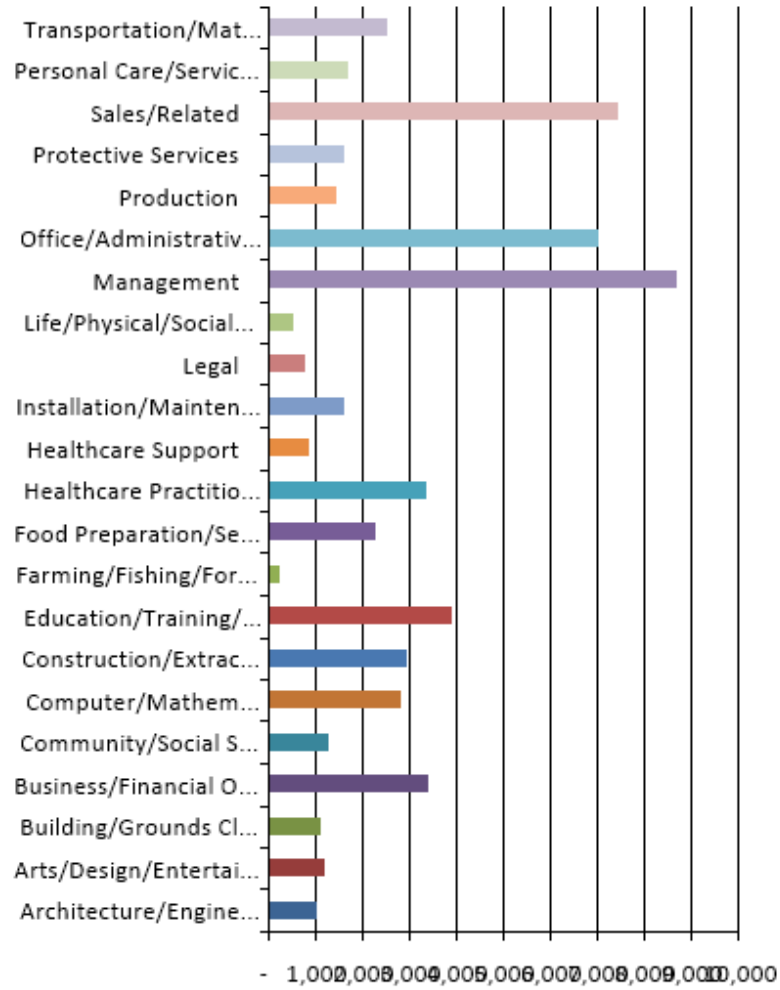
Employed Civilian Population by Class of Worker - 2020 Estimates Hanover County, Virginia



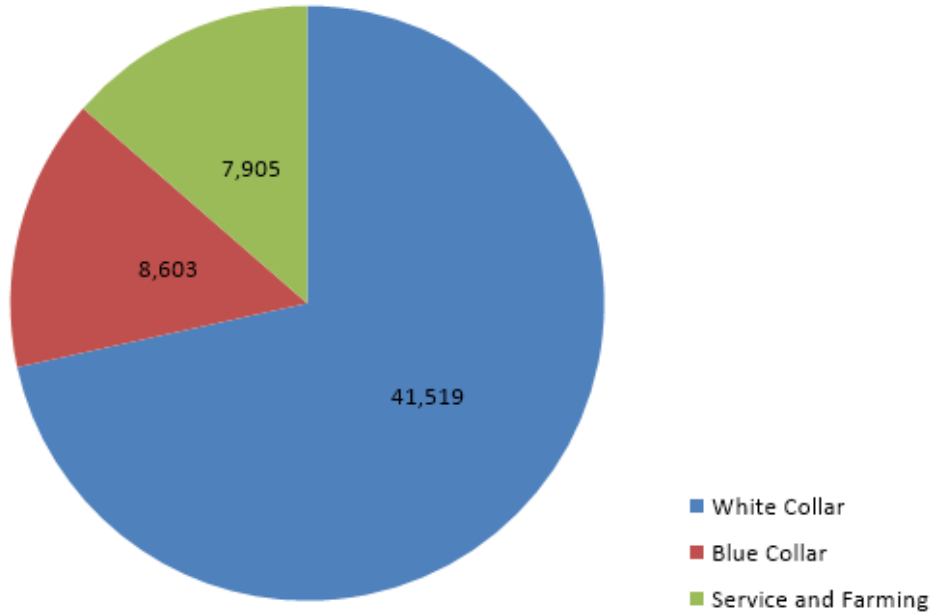
Employed Civilian Population Aged 16+ Years by Industry - 2020 Estimates Hanover County, Virginia



Employed Civilian Population Aged 16+ Years by Occupation - 2020 Estimates Hanover County, Virginia

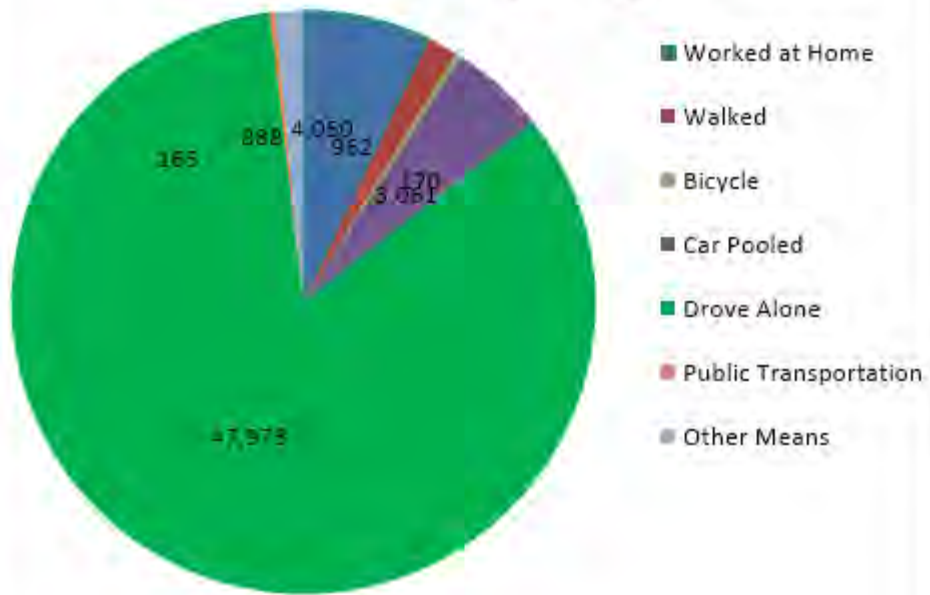


**Employed Civilian Population Aged 16+ Years by
Occupation - 2020 Estimates
Hanover County, Virginia**

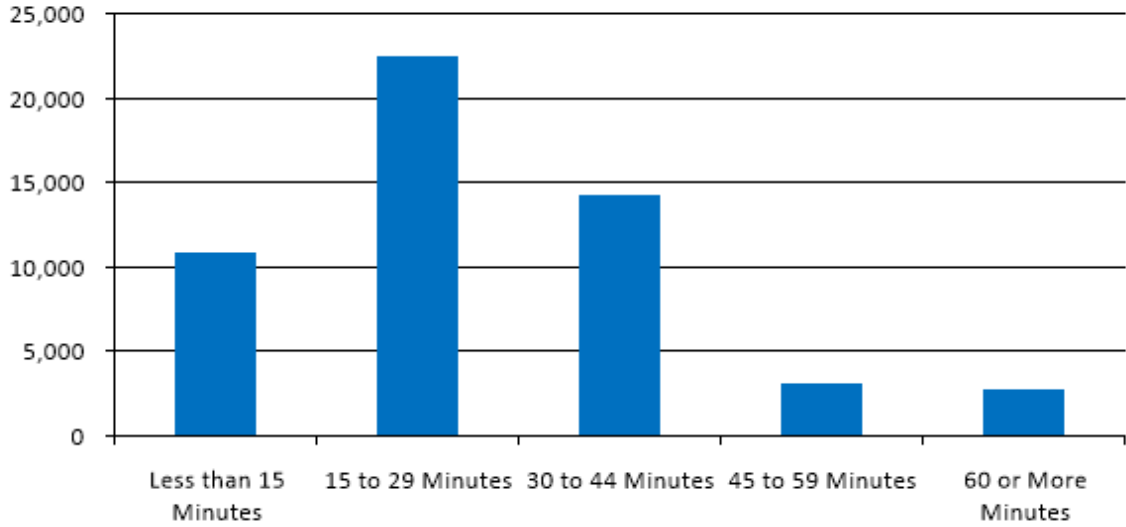


Employed Civilian Population Aged 16+ Years - Transportation to Work - 2020 Estimates

Hanover County, Virginia



**Employed Civilian Population Aged 16+ Years -
Travel Time to Work - 2020 Estimates
Hanover County, Virginia**



Source: Ribbon Demographics; Claritas

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Claritas

Employed Civilian Population Aged 16+ Years		
Employment Status		
Current Year Estimates - 2020		
Hanover County, Virginia		
Status	Number	
Employed	57,558	
Unemployed	2,080	
Armed Forces	104	
Not in Labor Force	29,000	
Unemployed	3.49%	

Source: Ribbon Demographics; Claritas

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Claritas

Employed Civilian Population by Class of Worker			
Current Year Estimates - 2020			
Hanover County, Virginia			
Industry	Number Employed	Percent Employed	
Private For-Profit Worker	37,164	64.0%	
Private Non-Profit Worker	4,298	7.4%	
Federal Government Worker	1,100	1.9%	
State Government Worker	3,231	5.6%	
Local Government Worker	5,501	9.5%	
Self-Employed Worker	6,651	11.5%	
Unpaid Family Worker	82	0.1%	
Total:	58,027	100.0%	

Source: Ribbon Demographics; Claritas

Employed Civilian Population Aged 16+ Years by Industry Current Year Estimates - 2020 Hanover County, Virginia		
Industry	Number Employed	Percent Employed
Accommodation/Food Services	3,496	6.0%
Administrative/Support/Waste Management	2,205	3.8%
Agriculture/Forestry/Fishing/Hunting/Mining	624	1.1%
Arts/Entertainment/Recreation	1,142	2.0%
Construction	5,501	9.5%
Educational Services	6,351	10.9%
Finance/Insurance/Real Estate/Rent/Lease	6,207	10.7%
Health Care/Social Assistance	6,332	10.9%
Information	901	1.6%
Management of Companies and Enterprises	90	0.2%
Manufacturing	3,433	5.9%
Other Services Except Public Administration	3,144	5.4%
Professional/Scientific/Technical Services	4,829	8.3%
Public Administration	3,266	5.6%
Retail Trade	6,133	10.6%
Transportation/Warehousing/Utilities	2,260	3.9%
Wholesale Trade	2,113	3.6%
Total:	58,027	100.0%

Source: Ribbon Demographics, Claritas

Employed Civilian Population Aged 16+ Years by Occupation Current Year Estimates - 2020 Hanover County, Virginia		
Occupation	Number Employed	Percent Employed
Architecture/Engineering	1,040	1.8%
Arts/Design/Entertainment/Sports/Media	1,196	2.1%
Building/Grounds Cleaning/Maintenance	1,137	2.0%
Business/Financial Operations	3,396	5.9%
Community/Social Services	1,271	2.2%
Computer/Mathematical	2,819	4.9%
Construction/Extraction	2,953	5.1%
Education/Training/Library	3,896	6.7%
Farming/Fishing/Forestry	250	0.4%
Food Preparation/Serving Related	2,288	3.9%
Healthcare Practitioner/Technician	3,373	5.8%
Healthcare Support	859	1.5%
Installation/Maintenance/Repair	1,631	2.8%
Legal	777	1.3%
Life/Physical/Social Science	548	0.9%
Management	8,692	15.0%
Office/Administrative Support	7,054	12.2%
Production	1,467	2.5%
Protective Services	1,645	2.8%
Sales/Related	7,457	12.9%
Personal Care/Service	1,726	3.0%
Transportation/Material Moving	2,552	4.4%
Total:	58,027	100.0%
White Collar	41,519	71.6%
Blue Collar	8,603	14.8%
Service and Farming	7,905	13.6%
Total:	58,027	100.0%

Source: Ribbon Demographics; Claritas

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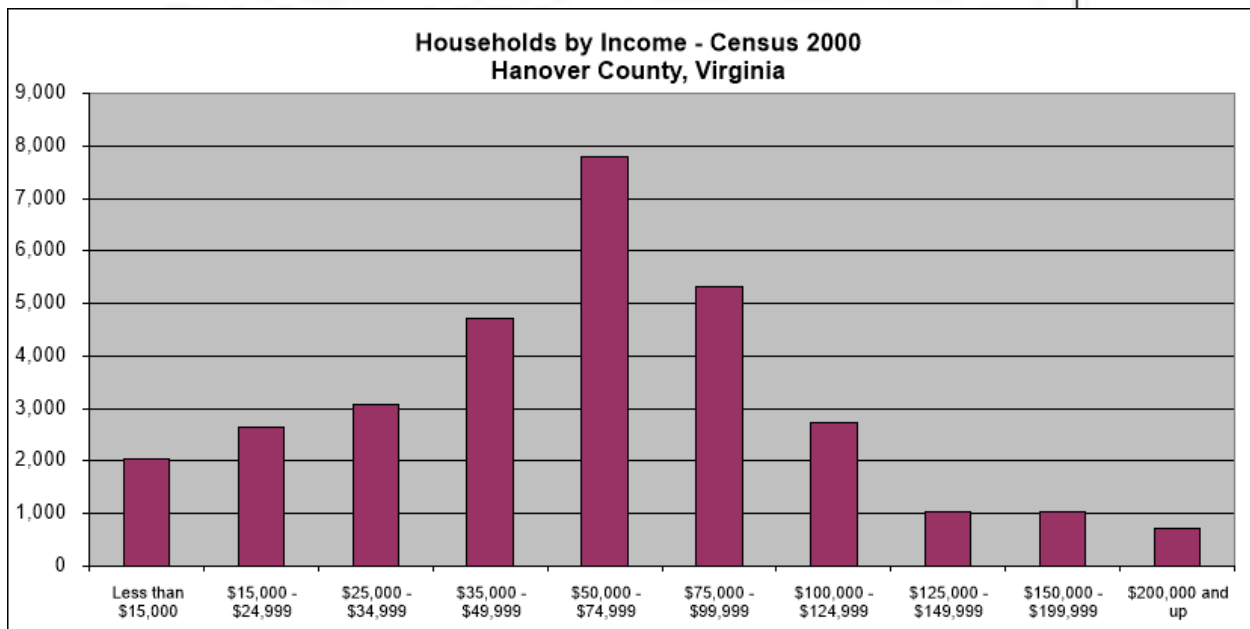
Employed Civilian Population Aged 16+ Years Transportation to Work <i>Current Year Estimates - 2020</i> Hanover County, Virginia		
Transportation Mode	Number	Percent
Worked at Home	4,050	7.1%
Walked	962	1.7%
Bicycle	170	0.3%
Car Pooled	3,061	5.3%
Drove Alone	47,973	83.8%
Public Transportation	165	0.3%
Other Means	888	1.6%
Total:	57,269	100.0%

Source: Ribbon Demographics; Claritas

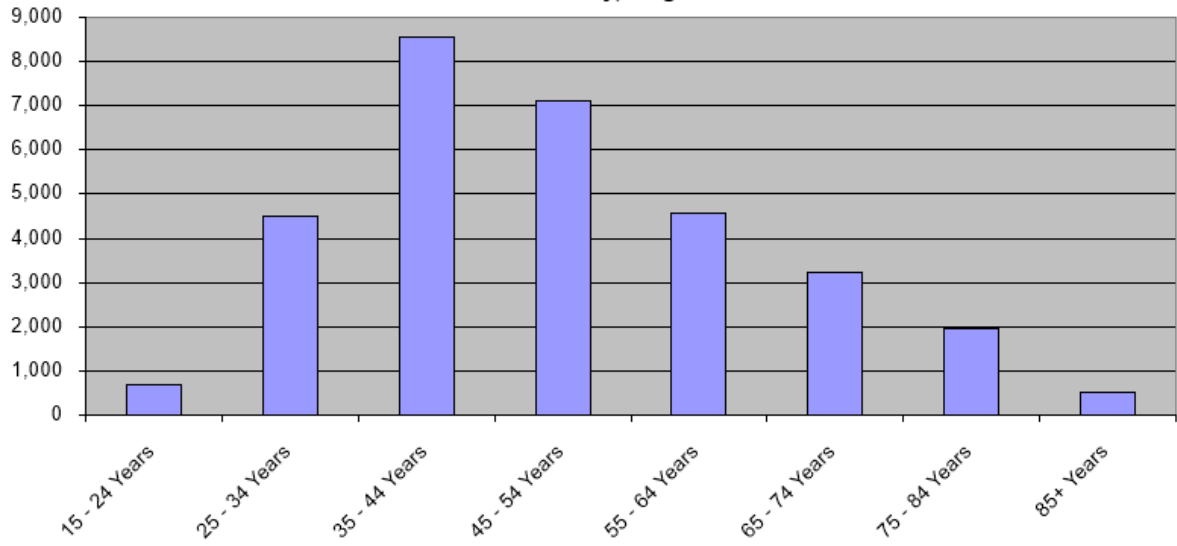
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Employed Civilian Population Aged 16+ Years Travel Time to Work <i>Current Year Estimates - 2020</i> Hanover County, Virginia		
Travel Time	Number	Percent
Less than 15 Minutes	10,846	20.3%
15 to 29 Minutes	22,455	42.1%
30 to 44 Minutes	14,174	26.6%
45 to 59 Minutes	3,100	5.8%
60 or More Minutes	2,758	5.2%
Total:	53,333	100.0%

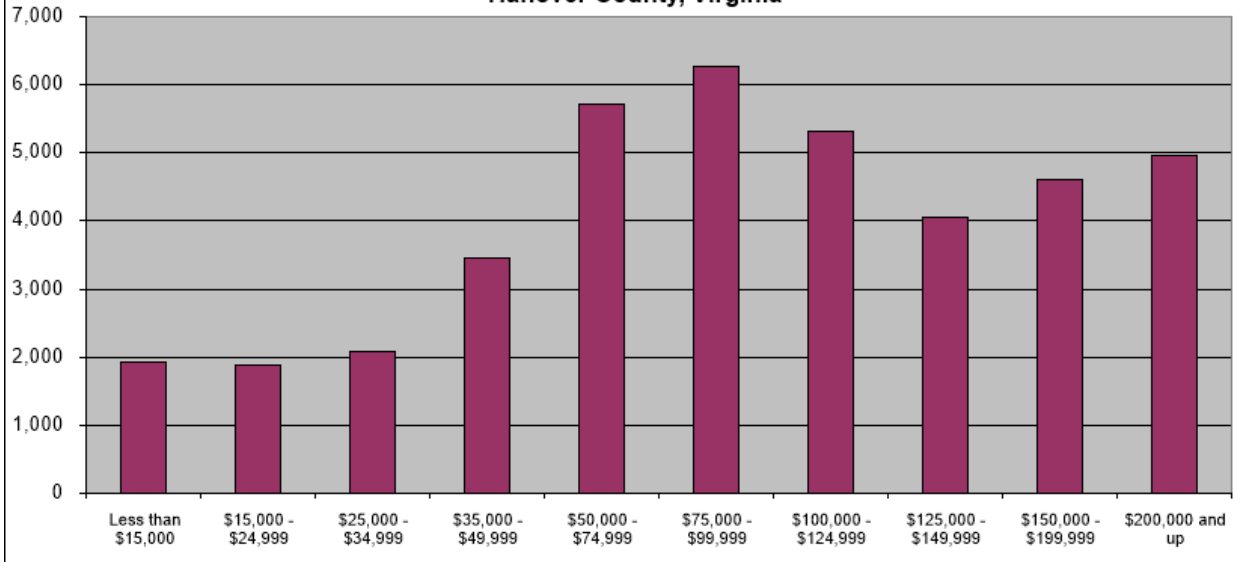
Source: Ribbon Demographics; Claritas



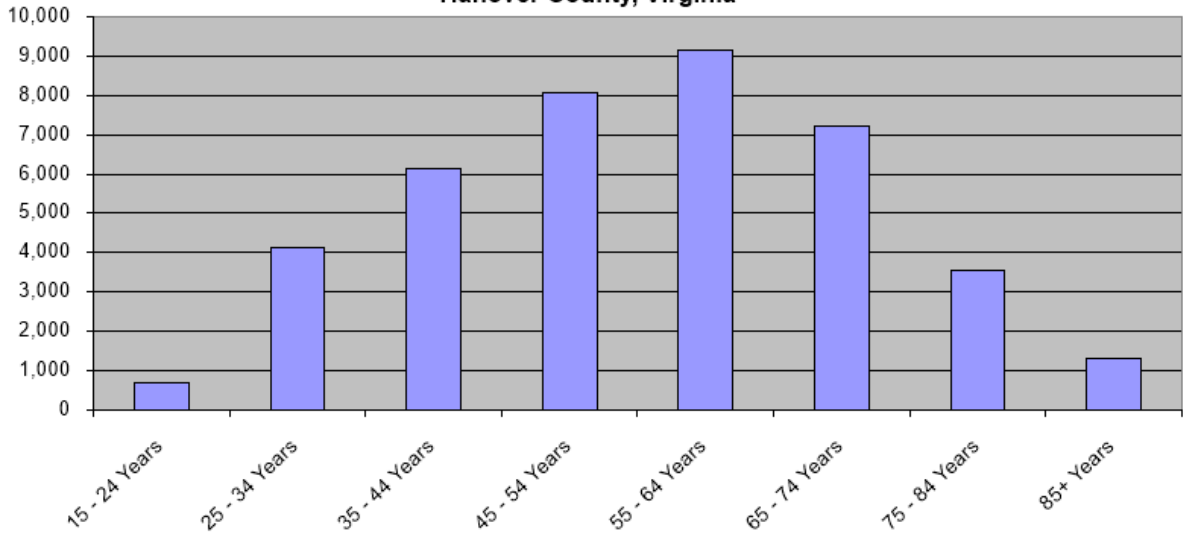
**Households by Age - Census 2000
Hanover County, Virginia**



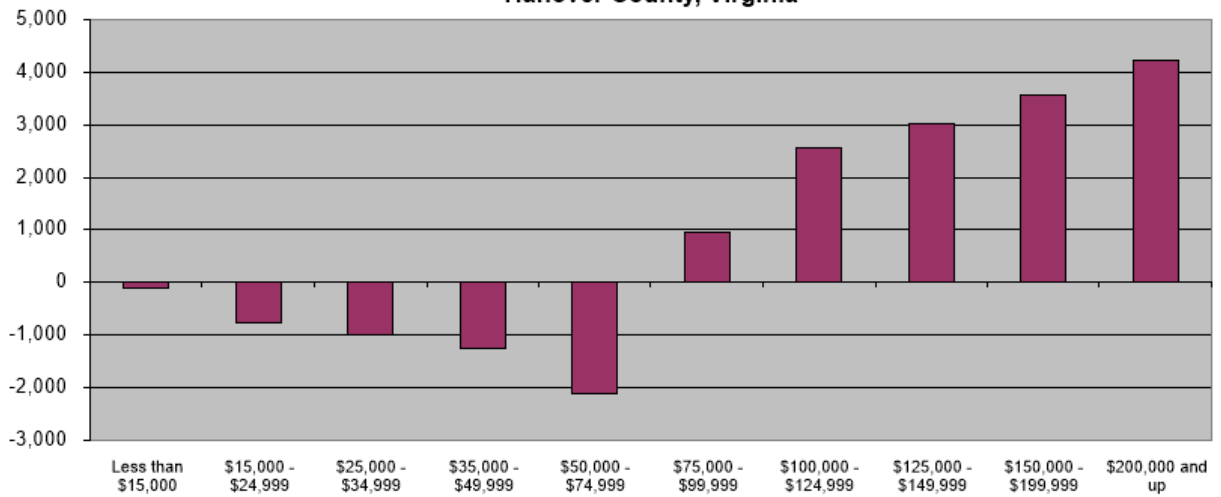
**Estimated Households by Income - 2020
Hanover County, Virginia**



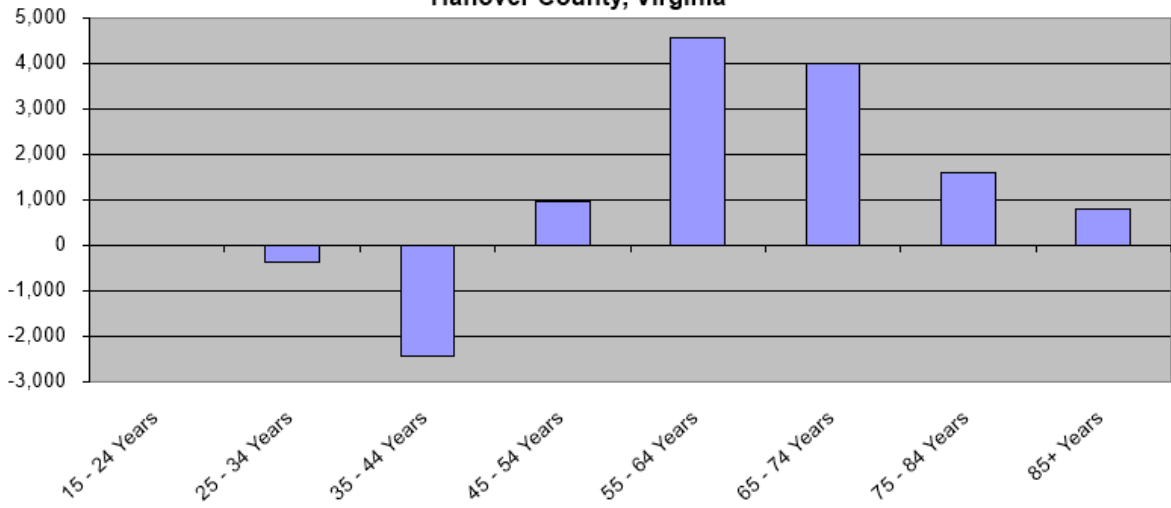
**Estimated Households by Age - 2020
Hanover County, Virginia**



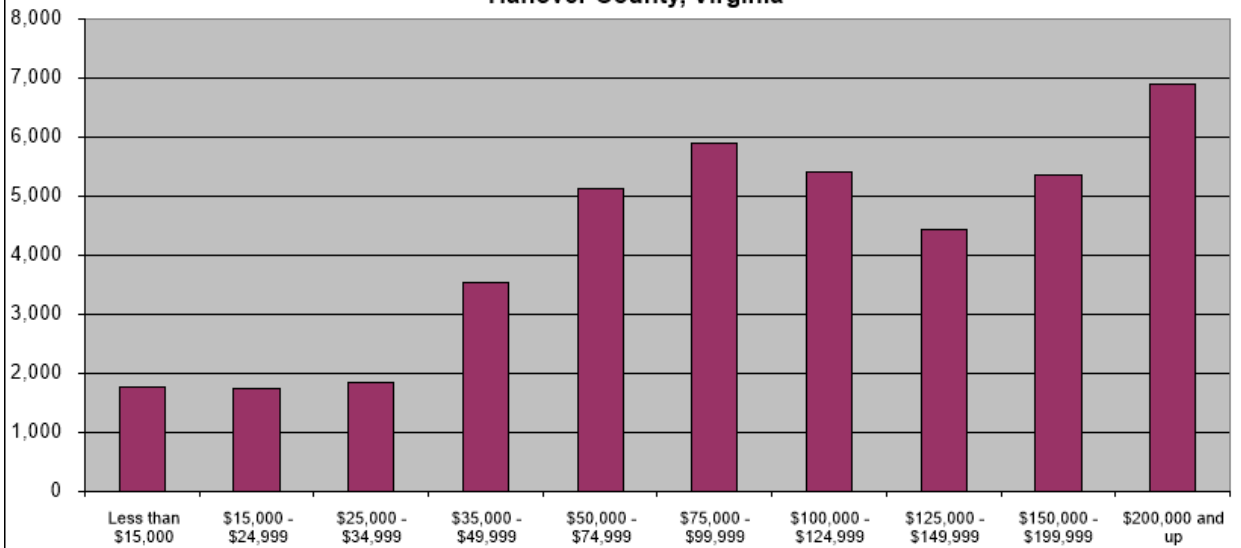
**Estimated Household Income Change 2000 - 2020
Hanover County, Virginia**



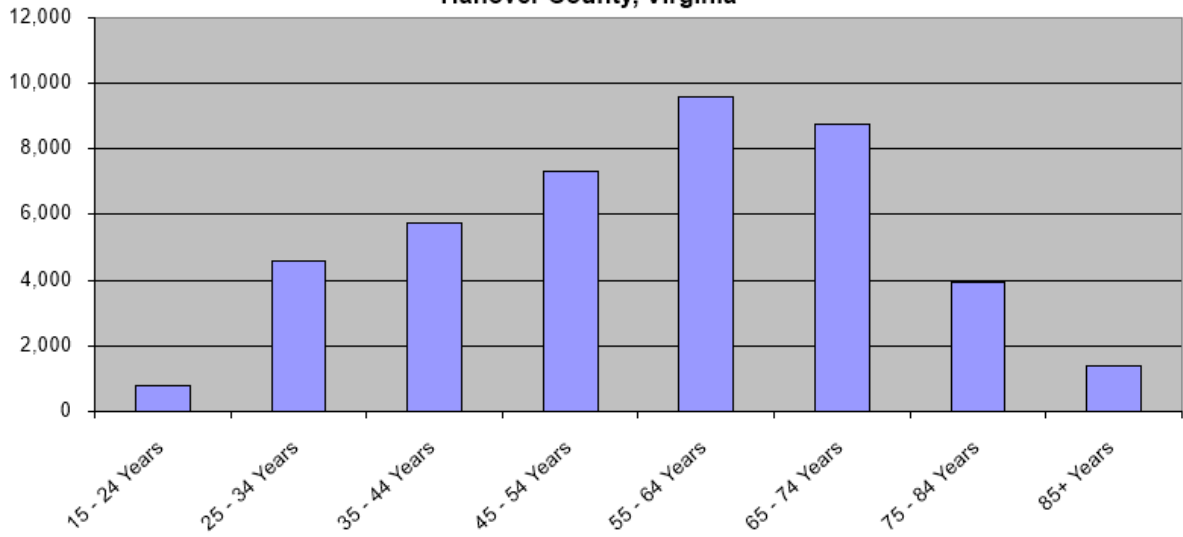
**Estimated Household Age Change 2000 - 2020
Hanover County, Virginia**



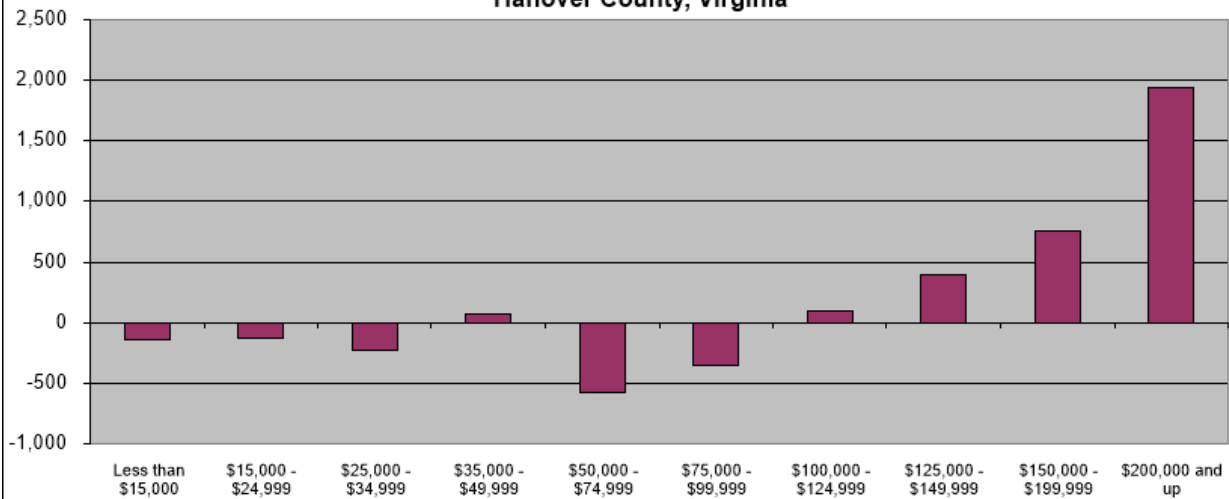
**Projected Households by Income - 2025
Hanover County, Virginia**

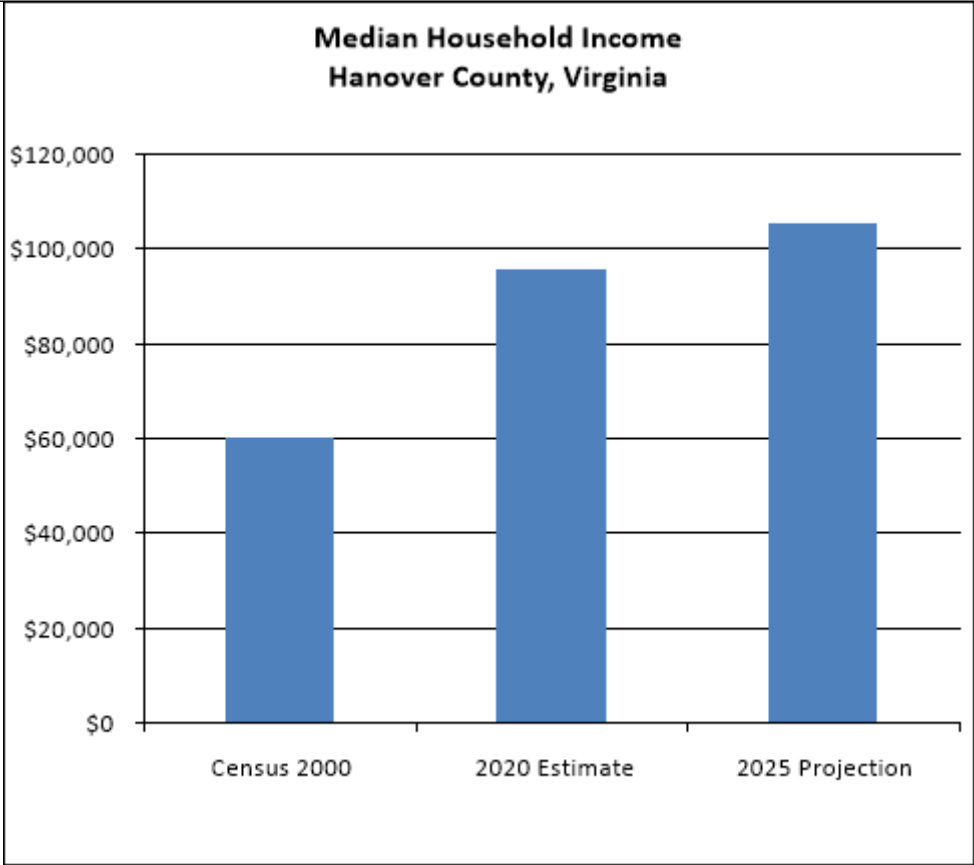
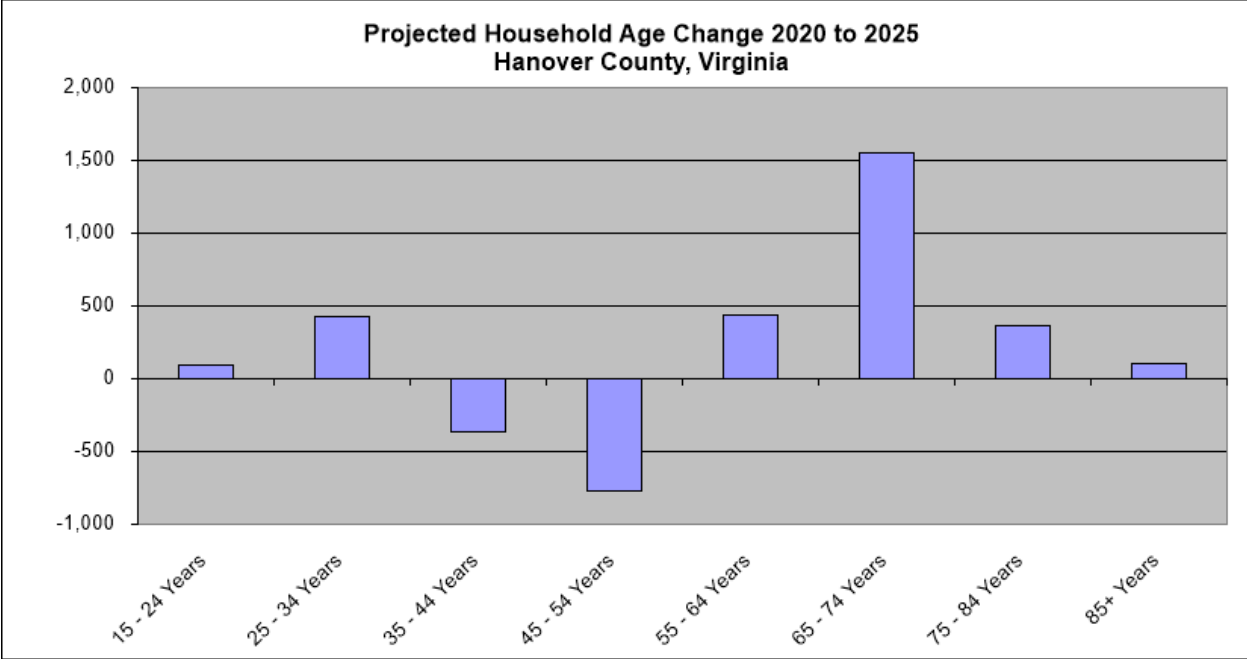


**Projected Households by Age - 2025
Hanover County, Virginia**



**Projected Household Income Change 2020 to 2025
Hanover County, Virginia**





HOUSEHOLD DATA

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Households by Income and Age										
Hanover County, Virginia										
Census Data - 2000										
Income	Age	Age	Age	Age	Age	Age	Age	Age	Total	Percent
	15 - 24 Years	25 - 34 Years	35 - 44 Years	45 - 54 Years	55 - 64 Years	65 - 74 Years	75 - 84 Years	85+ Years		
Less than \$15,000	67	151	222	298	285	451	410	148	2,032	6.5%
\$15,000 - \$24,999	133	312	468	316	359	508	434	119	2,649	8.5%
\$25,000 - \$34,999	143	597	495	549	397	524	294	72	3,071	9.9%
\$35,000 - \$49,999	141	798	1,210	783	666	651	380	77	4,706	15.1%
\$50,000 - \$74,999	172	1,427	2,591	1,775	1,025	513	252	51	7,806	25.1%
\$75,000 - \$99,999	22	697	1,822	1,455	879	332	89	17	5,313	17.1%
\$100,000 - \$124,999	6	313	876	955	427	134	27	6	2,744	8.8%
\$125,000 - \$149,999	0	112	305	392	169	34	9	4	1,025	3.3%
\$150,000 - \$199,999	0	60	329	335	224	60	14	4	1,026	3.3%
\$200,000 and up	6	27	238	245	138	17	49	9	729	2.3%
Total	690	4,494	8,556	7,103	4,569	3,224	1,958	507	31,101	100.0%
Percent	2.2%	14.4%	27.5%	22.8%	14.7%	10.4%	6.3%	1.6%	100.0%	

Source: Claritas; Ribbon Demographics

HOUSEHOLD DATA

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Households by Income and Age										
Hanover County, Virginia										
Current Year Estimates - 2020										
Income	Age	Age	Age	Age	Age	Age	Age	Age	Total	Percent
	15 - 24 Years	25 - 34 Years	35 - 44 Years	45 - 54 Years	55 - 64 Years	65 - 74 Years	75 - 84 Years	85+ Years		
Less than \$15,000	213	98	97	217	387	430	303	173	1,918	4.8%
\$15,000 - \$24,999	4	85	105	179	299	522	439	245	1,878	4.7%
\$25,000 - \$34,999	55	154	140	183	245	613	488	197	2,075	5.2%
\$35,000 - \$49,999	101	170	180	451	637	1,075	632	219	3,465	8.6%
\$50,000 - \$74,999	66	702	741	910	1,078	1,351	661	199	5,708	14.2%
\$75,000 - \$99,999	3	870	1,122	1,133	1,311	1,253	435	134	6,261	15.6%
\$100,000 - \$124,999	18	883	1,450	1,003	1,018	663	233	49	5,317	13.2%
\$125,000 - \$149,999	3	458	752	1,083	1,152	421	152	32	4,053	10.1%
\$150,000 - \$199,999	226	415	810	1,268	1,276	456	125	30	4,606	11.4%
\$200,000 and up	4	304	729	1,650	1,735	427	96	22	4,967	12.3%
Total	693	4,139	6,126	8,077	9,138	7,211	3,564	1,300	40,248	100.0%
Percent	1.7%	10.3%	15.2%	20.1%	22.7%	17.9%	8.9%	3.2%	100.0%	

Source: Claritas; Ribbon Demographics

HOUSEHOLD DATA

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Households by Income and Age										
Hanover County, Virginia										
Estimated Change - 2000 to 2020										
Income	Age	Age	Age	Age	Age	Age	Age	Age	Total	Percent Change
	15 - 24 Years	25 - 34 Years	35 - 44 Years	45 - 54 Years	55 - 64 Years	65 - 74 Years	75 - 84 Years	85+ Years		
Less than \$15,000	146	-53	-125	-81	102	-21	-107	25	-114	-5.6%
\$15,000 - \$24,999	-129	-227	-363	-137	-60	14	5	126	-771	-29.1%
\$25,000 - \$34,999	-88	-443	-355	-366	-152	89	194	125	-996	-32.4%
\$35,000 - \$49,999	-40	-628	-1,030	-332	-29	424	252	142	-1,241	-26.4%
\$50,000 - \$74,999	-106	-725	-1,850	-865	53	838	409	148	-2,098	-26.9%
\$75,000 - \$99,999	-19	173	-700	-322	432	921	346	117	948	17.8%
\$100,000 - \$124,999	12	570	574	48	591	529	206	43	2,573	93.8%
\$125,000 - \$149,999	3	346	447	691	983	387	143	-28	3,028	295.4%
\$150,000 - \$199,999	226	355	481	933	1,052	396	111	26	3,580	348.9%
\$200,000 and up	-2	277	491	1,405	1,597	410	47	13	4,238	581.3%
Total	3	-355	-2,430	974	4,569	3,987	1,606	793	9,147	29.4%
Percent Change	0.4%	-7.9%	-28.4%	13.7%	100.0%	123.7%	82.0%	156.4%		

Source: Claritas; Ribbon Demographics

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Households by Income and Age										
Hanover County, Virginia										
Five Year Projections - 2025										
Income	Age	Age	Age	Age	Age	Age	Age	Age	Total	Percent
	15 - 24 Years	25 - 34 Years	35 - 44 Years	45 - 54 Years	55 - 64 Years	65 - 74 Years	75 - 84 Years	85+ Years		
Less than \$15,000	214	95	84	151	320	445	301	169	1,779	4.2%
\$15,000 - \$24,999	2	77	77	116	240	549	439	252	1,752	4.2%
\$25,000 - \$34,999	46	136	97	115	186	615	465	189	1,849	4.4%
\$35,000 - \$49,999	117	171	147	332	548	1,264	704	251	3,534	8.4%
\$50,000 - \$74,999	62	650	552	639	883	1,462	682	207	5,137	12.2%
\$75,000 - \$99,999	5	870	915	853	1,171	1,461	482	147	5,904	14.0%
\$100,000 - \$124,999	21	990	1,318	846	1,020	872	288	62	5,417	12.9%
\$125,000 - \$149,999	6	564	752	1,009	1,256	602	212	47	4,448	10.6%
\$150,000 - \$199,999	305	542	860	1,250	1,486	693	182	44	5,362	12.7%
\$200,000 and up	6	475	955	1,991	2,469	799	171	35	6,901	16.4%
Total	784	4,570	5,757	7,302	9,579	8,762	3,926	1,403	42,083	100.0%
Percent	1.9%	10.9%	13.7%	17.4%	22.8%	20.8%	9.3%	3.3%		

Source: Claritas; Ribbon Demographics

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Households by Income and Age Hanover County, Virginia Projected Change - 2020 to 2025										
Income	Age	Age	Age	Age	Age	Age	Age	Age	Total	Percent Change
	15 - 24 Years	25 - 34 Years	35 - 44 Years	45 - 54 Years	55 - 64 Years	65 - 74 Years	75 - 84 Years	85+ Years		
Less than \$15,000	1	-3	-13	-66	-67	15	-2	-4	-139	-7.2%
\$15,000 - \$24,999	-2	-8	-28	-63	-59	27	0	7	-126	-6.7%
\$25,000 - \$34,999	-9	-18	-43	-68	-59	2	-23	-8	-226	-10.9%
\$35,000 - \$49,999	16	1	-33	-119	-89	189	72	32	69	2.0%
\$50,000 - \$74,999	-4	-52	-189	-271	-195	111	21	8	-571	-10.0%
\$75,000 - \$99,999	2	0	-207	-280	-140	208	47	13	-357	-5.7%
\$100,000 - \$124,999	3	107	-132	-157	2	209	55	13	100	1.9%
\$125,000 - \$149,999	3	106	0	-74	104	181	60	15	395	9.7%
\$150,000 - \$199,999	79	127	50	-18	210	237	57	14	756	16.4%
\$200,000 and up	2	171	226	341	734	372	75	13	1,934	38.9%
Total	91	431	-369	-775	441	1,551	362	103	1,835	4.6%
Percent Change	13.1%	10.4%	-6.0%	-9.6%	4.8%	21.5%	10.2%	7.9%	-4.6%	

Source: Claritas; Ribbon Demographics

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Median Household Income Hanover County, Virginia		
Census 2000	2020 Estimate	2025 Projection
\$59,904	\$95,284	\$105,014

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Median Household Income by Area			
Itanover County, Virginia			
Geography ID	Census 2000	2020 Estimate	2025 Projection
31085	\$59,804	\$95,254	\$105,014

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Renter Households						
Age 15 to 54 Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	119	99	36	39	52	345
\$10,000-20,000	138	41	72	60	51	362
\$20,000-30,000	89	179	67	37	20	392
\$30,000-40,000	157	152	196	81	26	612
\$40,000-50,000	85	186	91	13	29	404
\$50,000-60,000	177	186	80	108	19	570
\$60,000-75,000	77	186	25	43	49	380
\$75,000-100,000	53	199	99	107	56	514
\$100,000-125,000	4	93	107	97	38	339
\$125,000-150,000	5	60	11	8	24	108
\$150,000-200,000	6	8	19	10	9	52
\$200,000+	12	46	8	9	9	84
Total	922	1,435	811	612	382	4,162

Renter Households						
Aged 55+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	117	16	11	6	8	158
\$10,000-20,000	336	109	58	4	15	522
\$20,000-30,000	234	42	11	9	19	315
\$30,000-40,000	96	55	55	6	13	225
\$40,000-50,000	123	28	15	25	8	199
\$50,000-60,000	82	43	25	10	21	181
\$60,000-75,000	46	71	17	21	14	169
\$75,000-100,000	40	60	20	6	17	143
\$100,000-125,000	126	27	20	9	33	215
\$125,000-150,000	30	13	12	1	14	70
\$150,000-200,000	43	17	7	18	11	96
\$200,000+	47	32	4	9	9	101
Total	1,320	513	255	124	182	2,394

Renter Households						
Aged 62+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	88	4	6	5	6	109
\$10,000-20,000	317	69	24	3	10	423
\$20,000-30,000	186	23	7	8	14	238
\$30,000-40,000	83	20	23	5	11	142
\$40,000-50,000	91	11	15	9	6	132
\$50,000-60,000	68	24	24	8	14	138
\$60,000-75,000	33	32	7	7	10	89
\$75,000-100,000	34	38	16	5	15	108
\$100,000-125,000	75	12	18	7	20	132
\$125,000-150,000	21	7	10	0	10	48
\$150,000-200,000	41	14	4	14	8	81
\$200,000+	37	14	4	4	4	63
Total	1,074	268	158	75	128	1,703

Renter Households						
All Age Groups						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	236	115	47	45	60	503
\$10,000-20,000	474	150	130	64	66	884
\$20,000-30,000	323	221	78	46	39	707
\$30,000-40,000	253	207	251	87	39	837
\$40,000-50,000	208	214	106	38	37	603
\$50,000-60,000	259	229	105	118	40	781
\$60,000-75,000	123	257	42	64	63	549
\$75,000-100,000	93	259	119	113	73	657
\$100,000-125,000	130	120	127	106	71	554
\$125,000-150,000	35	73	23	9	38	178
\$150,000-200,000	49	25	26	28	20	148
\$200,000+	59	78	12	18	18	185
Total	2,242	1,948	1,066	736	564	6,556

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Percent Renter Households						
Age 15 to 54 Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	2.9%	2.4%	0.9%	0.9%	1.2%	8.3%
\$10,000-20,000	3.3%	1.0%	1.7%	1.4%	1.2%	8.7%
\$20,000-30,000	2.1%	4.3%	1.6%	0.9%	0.5%	9.4%
\$30,000-40,000	3.8%	3.7%	4.7%	1.9%	0.6%	14.7%
\$40,000-50,000	2.0%	4.5%	2.2%	0.3%	0.7%	9.7%
\$50,000-60,000	4.3%	4.5%	1.9%	2.6%	0.5%	13.7%
\$60,000-75,000	1.9%	4.5%	0.6%	1.0%	1.2%	9.1%
\$75,000-100,000	1.3%	4.8%	2.4%	2.6%	1.3%	12.3%
\$100,000-125,000	0.1%	2.2%	2.6%	2.3%	0.9%	8.1%
\$125,000-150,000	0.1%	1.4%	0.3%	0.2%	0.6%	2.6%
\$150,000-200,000	0.1%	0.2%	0.5%	0.2%	0.2%	1.2%
\$200,000+	0.3%	1.1%	0.2%	0.2%	0.2%	2.0%
Total	22.2%	34.5%	19.5%	14.7%	9.2%	100.0%

Percent Renter Households						
Aged 55+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	4.9%	0.7%	0.5%	0.3%	0.3%	6.6%
\$10,000-20,000	14.0%	4.6%	2.4%	0.2%	0.6%	21.8%
\$20,000-30,000	9.8%	1.8%	0.5%	0.4%	0.8%	13.2%
\$30,000-40,000	4.0%	2.3%	2.3%	0.3%	0.5%	9.4%
\$40,000-50,000	5.1%	1.2%	0.6%	1.0%	0.3%	8.3%
\$50,000-60,000	3.4%	1.8%	1.0%	0.4%	0.9%	7.6%
\$60,000-75,000	1.9%	3.0%	0.7%	0.9%	0.6%	7.1%
\$75,000-100,000	1.7%	2.5%	0.8%	0.3%	0.7%	6.0%
\$100,000-125,000	5.3%	1.1%	0.8%	0.4%	1.4%	9.0%
\$125,000-150,000	1.3%	0.5%	0.5%	0.0%	0.6%	2.9%
\$150,000-200,000	1.8%	0.7%	0.3%	0.8%	0.5%	4.0%
\$200,000+	2.0%	1.3%	0.2%	0.4%	0.4%	4.2%
Total	55.1%	21.4%	10.7%	5.2%	7.6%	100.0%

Percent Renter Households						
Aged 62+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	5.2%	0.2%	0.4%	0.3%	0.4%	6.4%
\$10,000-20,000	18.6%	4.1%	1.4%	0.2%	0.6%	24.8%
\$20,000-30,000	10.9%	1.4%	0.4%	0.5%	0.8%	14.0%
\$30,000-40,000	4.9%	1.2%	1.4%	0.3%	0.6%	8.3%
\$40,000-50,000	5.3%	0.6%	0.9%	0.5%	0.4%	7.8%
\$50,000-60,000	4.0%	1.4%	1.4%	0.5%	0.8%	8.1%
\$60,000-75,000	1.9%	1.9%	0.4%	0.4%	0.6%	5.2%
\$75,000-100,000	2.0%	2.2%	0.9%	0.3%	0.9%	6.3%
\$100,000-125,000	4.4%	0.7%	1.1%	0.4%	1.2%	7.8%
\$125,000-150,000	1.2%	0.4%	0.6%	0.0%	0.6%	2.8%
\$150,000-200,000	2.4%	0.8%	0.2%	0.8%	0.5%	4.8%
\$200,000+	2.2%	0.8%	0.2%	0.2%	0.2%	3.7%
Total	63.1%	15.7%	9.3%	4.4%	7.5%	100.0%

Percent Renter Households						
All Age Groups						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	3.6%	1.8%	0.7%	0.7%	0.9%	7.7%
\$10,000-20,000	7.2%	2.3%	2.0%	1.0%	1.0%	13.5%
\$20,000-30,000	4.9%	3.4%	1.2%	0.7%	0.6%	10.8%
\$30,000-40,000	3.9%	3.2%	3.8%	1.3%	0.6%	12.8%
\$40,000-50,000	3.2%	3.3%	1.6%	0.6%	0.6%	9.2%
\$50,000-60,000	4.0%	3.5%	1.6%	1.8%	0.6%	11.5%
\$60,000-75,000	1.9%	3.9%	0.6%	1.0%	1.0%	8.4%
\$75,000-100,000	1.4%	4.0%	1.8%	1.7%	1.1%	10.0%
\$100,000-125,000	2.0%	1.8%	1.9%	1.6%	1.1%	8.5%
\$125,000-150,000	0.5%	1.1%	0.4%	0.1%	0.6%	2.7%
\$150,000-200,000	0.7%	0.4%	0.4%	0.4%	0.3%	2.3%
\$200,000+	0.9%	1.2%	0.2%	0.3%	0.3%	2.8%
Total	34.2%	29.7%	16.3%	11.2%	8.6%	100.0%

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Owner Households						
Age 15 to 54 Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	94	29	35	43	23	226
\$10,000-20,000	86	59	26	60	18	249
\$20,000-30,000	63	79	100	182	43	469
\$30,000-40,000	189	96	45	93	178	601
\$40,000-50,000	171	182	271	219	75	918
\$50,000-60,000	136	167	161	142	155	761
\$60,000-75,000	287	385	315	520	197	1,704
\$75,000-100,000	141	673	758	978	390	2,940
\$100,000-125,000	61	373	820	765	409	2,428
\$125,000-150,000	65	183	453	618	365	1,684
\$150,000-200,000	3	413	503	926	250	2,095
\$200,000+	40	296	326	408	383	1,453
Total	1,338	2,935	3,813	4,956	2,486	15,528

Owner Households						
Aged 55+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	199	188	35	20	14	456
\$10,000-20,000	529	348	50	29	9	965
\$20,000-30,000	597	530	76	30	32	1,265
\$30,000-40,000	394	630	76	39	18	1,157
\$40,000-50,000	377	758	118	58	12	1,323
\$50,000-60,000	326	775	134	80	22	1,337
\$60,000-75,000	307	1,064	201	74	46	1,692
\$75,000-100,000	345	1,491	350	100	99	2,385
\$100,000-125,000	242	729	391	98	56	1,516
\$125,000-150,000	78	650	170	87	93	1,078
\$150,000-200,000	115	633	331	55	108	1,244
\$200,000+	89	454	284	103	31	961
Total	3,598	8,252	2,216	773	540	15,379

Owner Households						
Aged 62+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	170	143	22	18	5	358
\$10,000-20,000	467	277	30	23	6	803
\$20,000-30,000	540	450	58	22	21	1,091
\$30,000-40,000	332	486	53	27	10	908
\$40,000-50,000	284	577	58	53	9	981
\$50,000-60,000	235	596	76	61	5	973
\$60,000-75,000	216	809	124	60	24	1,233
\$75,000-100,000	200	967	215	62	18	1,462
\$100,000-125,000	159	444	124	59	15	801
\$125,000-150,000	53	316	100	19	20	508
\$150,000-200,000	88	260	88	30	30	496
\$200,000+	80	228	59	39	11	417
Total	2,824	5,553	1,007	473	174	10,031

Owner Households						
All Age Groups						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	293	217	70	65	37	682
\$10,000-20,000	615	407	76	89	27	1,214
\$20,000-30,000	662	609	176	212	75	1,734
\$30,000-40,000	583	726	121	132	196	1,758
\$40,000-50,000	548	940	389	277	87	2,241
\$50,000-60,000	462	942	295	222	177	2,098
\$60,000-75,000	594	1,449	516	594	243	3,396
\$75,000-100,000	486	2,164	1,108	1,078	489	5,325
\$100,000-125,000	303	1,102	1,211	863	465	3,944
\$125,000-150,000	143	833	623	705	458	2,762
\$150,000-200,000	118	1,048	834	981	558	3,339
\$200,000+	129	750	610	511	414	2,414
Total	4,936	11,187	6,029	5,729	3,026	30,907

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Percent Owner Households						
Age 15 to 54 Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	0.6%	0.2%	0.2%	0.3%	0.1%	1.5%
\$10,000-20,000	0.6%	0.4%	0.2%	0.4%	0.1%	1.6%
\$20,000-30,000	0.4%	0.5%	0.6%	1.2%	0.3%	3.0%
\$30,000-40,000	1.2%	0.6%	0.3%	0.6%	1.1%	3.9%
\$40,000-50,000	1.1%	1.2%	1.7%	1.4%	0.5%	5.9%
\$50,000-60,000	0.9%	1.1%	1.0%	0.9%	1.0%	4.9%
\$60,000-75,000	1.8%	2.5%	2.0%	3.3%	1.3%	11.0%
\$75,000-100,000	0.9%	4.3%	4.9%	6.3%	2.5%	18.9%
\$100,000-125,000	0.4%	2.4%	5.3%	4.9%	2.6%	15.6%
\$125,000-150,000	0.4%	1.2%	2.9%	4.0%	2.4%	10.8%
\$150,000-200,000	0.0%	2.7%	3.2%	6.0%	1.6%	13.5%
\$200,000+	0.3%	1.9%	2.1%	2.6%	2.5%	9.4%
Total	8.6%	18.9%	24.6%	31.9%	16.0%	100.0%

Percent Owner Households						
Aged 55+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	1.3%	1.2%	0.2%	0.1%	0.1%	3.0%
\$10,000-20,000	3.4%	2.3%	0.3%	0.2%	0.1%	6.3%
\$20,000-30,000	3.9%	3.4%	0.3%	0.2%	0.2%	8.2%
\$30,000-40,000	2.6%	4.1%	0.5%	0.3%	0.1%	7.5%
\$40,000-50,000	2.3%	4.9%	0.8%	0.4%	0.1%	8.6%
\$50,000-60,000	2.1%	5.0%	0.9%	0.5%	0.1%	8.7%
\$60,000-75,000	2.0%	6.9%	1.3%	0.3%	0.3%	11.0%
\$75,000-100,000	2.2%	9.7%	2.3%	0.7%	0.6%	15.5%
\$100,000-125,000	1.6%	4.7%	2.3%	0.6%	0.4%	9.9%
\$125,000-150,000	0.5%	4.2%	1.1%	0.6%	0.6%	7.0%
\$150,000-200,000	0.7%	4.1%	2.2%	0.4%	0.7%	8.1%
\$200,000+	0.6%	3.0%	1.8%	0.7%	0.2%	6.2%
Total	23.4%	53.7%	14.4%	5.0%	3.5%	100.0%

Percent Owner Households						
Aged 62+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	1.7%	1.4%	0.2%	0.2%	0.0%	3.6%
\$10,000-20,000	4.7%	2.8%	0.3%	0.2%	0.1%	8.0%
\$20,000-30,000	5.4%	4.5%	0.6%	0.2%	0.2%	10.9%
\$30,000-40,000	3.3%	4.8%	0.5%	0.3%	0.1%	9.1%
\$40,000-50,000	2.8%	5.8%	0.6%	0.5%	0.1%	9.8%
\$50,000-60,000	2.3%	5.9%	0.8%	0.6%	0.0%	9.7%
\$60,000-75,000	2.2%	8.1%	1.2%	0.6%	0.2%	12.3%
\$75,000-100,000	2.0%	9.6%	2.1%	0.6%	0.2%	14.6%
\$100,000-125,000	1.6%	4.4%	1.2%	0.6%	0.1%	8.0%
\$125,000-150,000	0.5%	3.2%	1.0%	0.2%	0.2%	5.1%
\$150,000-200,000	0.9%	2.6%	0.9%	0.3%	0.3%	4.9%
\$200,000+	0.8%	2.3%	0.6%	0.4%	0.1%	4.2%
Total	28.2%	55.4%	10.0%	4.7%	1.7%	100.0%

Percent Owner Households						
All Age Groups						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	0.9%	0.7%	0.2%	0.2%	0.1%	2.2%
\$10,000-20,000	2.0%	1.3%	0.2%	0.3%	0.1%	3.9%
\$20,000-30,000	2.1%	2.0%	0.6%	0.7%	0.2%	5.6%
\$30,000-40,000	1.9%	2.3%	0.4%	0.4%	0.6%	5.7%
\$40,000-50,000	1.8%	3.0%	1.3%	0.9%	0.3%	7.3%
\$50,000-60,000	1.5%	3.0%	1.0%	0.7%	0.6%	6.8%
\$60,000-75,000	1.9%	4.7%	1.7%	1.9%	0.8%	11.0%
\$75,000-100,000	1.6%	7.0%	3.6%	3.5%	1.6%	17.2%
\$100,000-125,000	1.0%	3.6%	3.9%	2.8%	1.5%	12.8%
\$125,000-150,000	0.5%	2.7%	2.0%	2.3%	1.5%	8.9%
\$150,000-200,000	0.4%	3.4%	2.7%	3.2%	1.2%	10.8%
\$200,000+	0.4%	2.4%	2.0%	1.7%	1.3%	7.8%
Total	16.0%	36.2%	19.5%	18.5%	9.8%	100.0%

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Renter Households						
Age 15 to 54 Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	110	127	13	34	52	336
\$10,000-20,000	110	24	28	38	23	223
\$20,000-30,000	56	69	46	39	21	231
\$30,000-40,000	99	98	166	54	15	432
\$40,000-50,000	74	85	54	12	17	242
\$50,000-60,000	155	115	42	86	24	422
\$60,000-75,000	104	207	36	39	39	425
\$75,000-100,000	82	246	149	116	125	718
\$100,000-125,000	8	146	109	186	49	498
\$125,000-150,000	8	67	22	19	36	182
\$150,000-200,000	18	14	66	28	17	143
\$200,000+	23	67	9	12	8	119
Total	847	1,265	740	663	426	3,941

Renter Households						
Aged 55+ Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	167	26	11	7	7	218
\$10,000-20,000	472	96	53	4	11	636
\$20,000-30,000	231	40	12	6	13	302
\$30,000-40,000	179	89	39	12	13	332
\$40,000-50,000	122	26	18	16	16	198
\$50,000-60,000	82	55	28	14	17	196
\$60,000-75,000	78	98	12	24	16	228
\$75,000-100,000	73	98	17	11	21	220
\$100,000-125,000	131	47	18	4	47	247
\$125,000-150,000	75	24	12	8	11	130
\$150,000-200,000	67	32	8	21	14	142
\$200,000+	85	67	10	18	15	195
Total	1,762	698	238	145	201	3,044

Renter Households						
Aged 62+ Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	108	12	9	6	5	140
\$10,000-20,000	449	71	29	4	9	562
\$20,000-30,000	197	26	8	5	11	247
\$30,000-40,000	163	43	23	8	7	244
\$40,000-50,000	100	16	16	9	12	153
\$50,000-60,000	71	34	27	13	12	157
\$60,000-75,000	51	56	8	6	13	134
\$75,000-100,000	51	70	16	9	19	165
\$100,000-125,000	87	30	14	2	35	168
\$125,000-150,000	63	17	6	7	9	102
\$150,000-200,000	60	27	7	17	10	121
\$200,000+	66	29	6	7	11	119
Total	1,466	431	169	93	153	2,312

Renter Households						
All Age Groups						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	277	153	24	41	59	554
\$10,000-20,000	582	120	81	42	34	859
\$20,000-30,000	287	109	58	45	34	533
\$30,000-40,000	278	187	205	66	28	764
\$40,000-50,000	196	111	72	28	33	440
\$50,000-60,000	237	170	70	100	41	618
\$60,000-75,000	182	305	48	63	55	653
\$75,000-100,000	155	344	166	127	146	938
\$100,000-125,000	139	193	127	190	96	745
\$125,000-150,000	83	91	34	27	47	282
\$150,000-200,000	85	46	74	49	31	285
\$200,000+	108	134	19	30	23	314
Total	2,609	1,963	978	808	627	6,985

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Percent Renter Households						
Age 15 to 54 Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	2.8%	3.2%	0.3%	0.9%	1.3%	8.5%
\$10,000-20,000	2.8%	0.6%	0.7%	1.0%	0.6%	5.7%
\$20,000-30,000	1.4%	1.8%	1.2%	1.0%	0.5%	5.9%
\$30,000-40,000	2.5%	2.5%	4.2%	1.4%	0.4%	11.0%
\$40,000-50,000	1.9%	2.2%	1.4%	0.3%	0.4%	6.1%
\$50,000-60,000	3.9%	2.9%	1.1%	2.2%	0.6%	10.7%
\$60,000-75,000	2.6%	5.3%	0.9%	1.0%	1.0%	10.8%
\$75,000-100,000	2.1%	6.2%	3.8%	2.9%	3.2%	18.2%
\$100,000-125,000	0.2%	3.7%	2.8%	4.7%	1.2%	12.6%
\$125,000-150,000	0.2%	1.7%	0.6%	0.5%	0.9%	3.9%
\$150,000-200,000	0.5%	0.4%	1.7%	0.7%	0.4%	3.6%
\$200,000+	0.6%	1.7%	0.2%	0.3%	0.2%	3.0%
Total	21.5%	32.1%	18.8%	16.8%	10.8%	100.0%

Percent Renter Households						
Aged 55+ Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	5.5%	0.9%	0.4%	0.2%	0.2%	7.2%
\$10,000-20,000	15.5%	3.2%	1.7%	0.1%	0.4%	20.9%
\$20,000-30,000	7.6%	1.3%	0.4%	0.2%	0.4%	9.9%
\$30,000-40,000	5.9%	2.9%	1.3%	0.4%	0.4%	10.9%
\$40,000-50,000	4.0%	0.9%	0.6%	0.5%	0.5%	6.5%
\$50,000-60,000	2.7%	1.8%	0.9%	0.5%	0.6%	6.4%
\$60,000-75,000	2.6%	3.2%	0.4%	0.8%	0.5%	7.5%
\$75,000-100,000	2.4%	3.2%	0.6%	0.4%	0.7%	7.2%
\$100,000-125,000	4.3%	1.5%	0.6%	0.1%	1.5%	8.1%
\$125,000-150,000	2.5%	0.8%	0.4%	0.3%	0.4%	4.3%
\$150,000-200,000	2.2%	1.1%	0.3%	0.7%	0.5%	4.7%
\$200,000+	2.8%	2.2%	0.3%	0.6%	0.5%	6.4%
Total	57.9%	22.9%	7.8%	4.8%	6.6%	100.0%

Percent Renter Households						
Aged 62+ Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	4.7%	0.5%	0.4%	0.3%	0.2%	6.1%
\$10,000-20,000	19.4%	3.1%	1.3%	0.2%	0.4%	24.3%
\$20,000-30,000	8.5%	1.1%	0.3%	0.2%	0.5%	10.7%
\$30,000-40,000	7.1%	1.9%	1.0%	0.3%	0.3%	10.6%
\$40,000-50,000	4.3%	0.7%	0.7%	0.4%	0.5%	6.6%
\$50,000-60,000	3.1%	1.5%	1.2%	0.6%	0.5%	6.8%
\$60,000-75,000	2.2%	2.4%	0.3%	0.3%	0.6%	5.8%
\$75,000-100,000	2.2%	3.0%	0.7%	0.4%	0.8%	7.1%
\$100,000-125,000	3.8%	1.3%	0.6%	0.1%	1.5%	7.3%
\$125,000-150,000	2.7%	0.7%	0.3%	0.3%	0.4%	4.4%
\$150,000-200,000	2.6%	1.2%	0.3%	0.7%	0.4%	5.2%
\$200,000+	2.9%	1.3%	0.3%	0.3%	0.5%	5.1%
Total	63.4%	18.6%	7.3%	4.0%	6.6%	100.0%

Percent Renter Households						
All Age Groups						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	4.0%	2.2%	0.3%	0.6%	0.8%	7.9%
\$10,000-20,000	8.3%	1.7%	1.2%	0.6%	0.5%	12.3%
\$20,000-30,000	4.1%	1.6%	0.8%	0.6%	0.5%	7.6%
\$30,000-40,000	4.0%	2.7%	2.9%	0.9%	0.4%	10.9%
\$40,000-50,000	2.8%	1.6%	1.0%	0.4%	0.5%	6.3%
\$50,000-60,000	3.4%	2.4%	1.0%	1.4%	0.6%	8.8%
\$60,000-75,000	2.6%	4.4%	0.7%	0.9%	0.8%	9.3%
\$75,000-100,000	2.2%	4.9%	2.4%	1.8%	2.1%	13.4%
\$100,000-125,000	2.0%	2.8%	1.8%	2.7%	1.4%	10.7%
\$125,000-150,000	1.2%	1.3%	0.5%	0.4%	0.7%	4.0%
\$150,000-200,000	1.2%	0.7%	1.1%	0.7%	0.4%	4.1%
\$200,000+	1.5%	1.9%	0.3%	0.4%	0.3%	4.5%
Total	37.4%	28.1%	14.0%	11.6%	9.0%	100.0%

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Owner Households						
Age 15 to 54 Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	94	15	21	27	15	172
\$10,000-20,000	42	17	10	21	7	97
\$20,000-30,000	20	52	26	55	13	166
\$30,000-40,000	91	44	28	38	58	259
\$40,000-50,000	52	54	77	63	28	274
\$50,000-60,000	121	77	63	62	34	347
\$60,000-75,000	255	254	234	342	140	1,225
\$75,000-100,000	162	518	596	818	316	2,410
\$100,000-125,000	108	430	916	866	536	2,856
\$125,000-150,000	76	215	600	739	514	2,144
\$150,000-200,000	7	533	632	1,133	271	2,576
\$200,000+	49	488	626	726	679	2,568
Total	1,077	2,697	3,829	4,890	2,601	15,094

Owner Households						
Aged 55+ Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	186	139	28	11	14	378
\$10,000-20,000	484	236	43	19	9	791
\$20,000-30,000	547	486	68	19	32	1,152
\$30,000-40,000	598	777	112	61	18	1,566
\$40,000-50,000	487	680	82	66	16	1,331
\$50,000-60,000	298	632	116	51	23	1,120
\$60,000-75,000	369	1,078	185	55	58	1,745
\$75,000-100,000	462	1,831	416	107	97	2,913
\$100,000-125,000	335	770	425	137	49	1,716
\$125,000-150,000	157	942	289	119	120	1,627
\$150,000-200,000	189	878	475	71	132	1,745
\$200,000+	230	926	623	227	79	2,085
Total	4,342	9,375	2,862	943	647	18,169

Owner Households						
Aged 62+ Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	150	97	18	7	8	280
\$10,000-20,000	446	193	31	16	7	693
\$20,000-30,000	512	427	52	15	26	1,032
\$30,000-40,000	517	630	90	34	12	1,283
\$40,000-50,000	446	604	60	65	14	1,189
\$50,000-60,000	245	516	76	40	9	886
\$60,000-75,000	283	870	119	48	35	1,355
\$75,000-100,000	331	1,319	287	63	20	2,020
\$100,000-125,000	242	516	167	98	18	1,041
\$125,000-150,000	108	458	168	30	23	787
\$150,000-200,000	134	408	164	41	33	800
\$200,000+	180	444	132	88	7	851
Total	3,614	6,482	1,364	545	212	12,217

Owner Households						
All Age Groups						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	280	154	49	38	29	550
\$10,000-20,000	526	253	53	40	16	888
\$20,000-30,000	567	538	94	74	45	1,318
\$30,000-40,000	689	821	140	99	76	1,825
\$40,000-50,000	539	734	159	129	44	1,605
\$50,000-60,000	419	709	179	113	47	1,467
\$60,000-75,000	624	1,332	419	397	198	2,970
\$75,000-100,000	624	2,349	1,012	925	413	5,323
\$100,000-125,000	443	1,200	1,341	1,003	585	4,572
\$125,000-150,000	233	1,157	889	858	634	3,771
\$150,000-200,000	196	1,411	1,107	1,204	403	4,321
\$200,000+	279	1,414	1,249	953	758	4,653
Total	5,419	12,072	6,691	5,833	3,248	33,263

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Percent Owner Households						
Age 15 to 54 Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	0.6%	0.1%	0.1%	0.2%	0.1%	1.1%
\$10,000-20,000	0.3%	0.1%	0.1%	0.1%	0.0%	0.6%
\$20,000-30,000	0.1%	0.3%	0.2%	0.4%	0.1%	1.1%
\$30,000-40,000	0.6%	0.3%	0.2%	0.3%	0.4%	1.7%
\$40,000-50,000	0.3%	0.4%	0.5%	0.4%	0.2%	1.8%
\$50,000-60,000	0.8%	0.5%	0.4%	0.4%	0.2%	2.3%
\$60,000-75,000	1.7%	1.7%	1.6%	2.3%	0.9%	8.1%
\$75,000-100,000	1.1%	3.4%	3.9%	5.4%	2.1%	16.0%
\$100,000-125,000	0.7%	2.8%	6.1%	5.7%	3.6%	18.9%
\$125,000-150,000	0.5%	1.4%	4.0%	4.9%	3.4%	14.2%
\$150,000-200,000	0.0%	3.5%	4.2%	7.5%	1.8%	17.1%
\$200,000+	0.3%	3.2%	4.1%	4.8%	4.5%	17.0%
Total	7.1%	17.9%	25.4%	32.4%	17.2%	100.0%

Percent Owner Households						
Aged 55+ Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	1.0%	0.8%	0.2%	0.1%	0.1%	2.1%
\$10,000-20,000	2.7%	1.3%	0.2%	0.1%	0.0%	4.4%
\$20,000-30,000	3.0%	2.7%	0.4%	0.1%	0.2%	6.3%
\$30,000-40,000	3.3%	4.3%	0.6%	0.3%	0.1%	8.6%
\$40,000-50,000	2.7%	3.7%	0.5%	0.4%	0.1%	7.3%
\$50,000-60,000	1.6%	3.5%	0.6%	0.3%	0.1%	6.2%
\$60,000-75,000	2.0%	5.9%	1.0%	0.3%	0.3%	9.6%
\$75,000-100,000	2.5%	10.1%	2.3%	0.6%	0.5%	16.0%
\$100,000-125,000	1.8%	4.2%	2.3%	0.8%	0.3%	9.4%
\$125,000-150,000	0.9%	5.2%	1.6%	0.7%	0.7%	9.0%
\$150,000-200,000	1.0%	4.8%	2.6%	0.4%	0.7%	9.6%
\$200,000+	1.3%	5.1%	3.4%	1.2%	0.4%	11.5%
Total	23.9%	51.6%	15.8%	5.2%	3.6%	100.0%

Percent Owner Households						
Aged 62+ Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	1.2%	0.8%	0.1%	0.1%	0.1%	2.3%
\$10,000-20,000	3.7%	1.6%	0.3%	0.1%	0.1%	5.7%
\$20,000-30,000	4.2%	3.5%	0.4%	0.1%	0.2%	8.4%
\$30,000-40,000	4.2%	5.2%	0.7%	0.3%	0.1%	10.5%
\$40,000-50,000	3.7%	4.9%	0.5%	0.5%	0.1%	9.7%
\$50,000-60,000	2.0%	4.2%	0.6%	0.3%	0.1%	7.3%
\$60,000-75,000	2.3%	7.1%	1.0%	0.4%	0.3%	11.1%
\$75,000-100,000	2.7%	10.8%	2.3%	0.5%	0.2%	16.5%
\$100,000-125,000	2.0%	4.2%	1.4%	0.8%	0.1%	8.5%
\$125,000-150,000	0.9%	3.7%	1.4%	0.2%	0.2%	6.4%
\$150,000-200,000	1.3%	3.3%	1.3%	0.3%	0.3%	6.5%
\$200,000+	1.5%	3.6%	1.1%	0.7%	0.1%	7.0%
Total	29.6%	53.1%	11.2%	4.5%	1.7%	100.0%

Percent Owner Households						
All Age Groups						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	0.8%	0.5%	0.1%	0.1%	0.1%	1.7%
\$10,000-20,000	1.6%	0.8%	0.2%	0.1%	0.0%	2.7%
\$20,000-30,000	1.7%	1.6%	0.3%	0.2%	0.1%	4.0%
\$30,000-40,000	2.1%	2.5%	0.4%	0.3%	0.2%	5.5%
\$40,000-50,000	1.6%	2.2%	0.5%	0.4%	0.1%	4.8%
\$50,000-60,000	1.3%	2.1%	0.5%	0.3%	0.1%	4.4%
\$60,000-75,000	1.9%	4.0%	1.3%	1.2%	0.6%	8.9%
\$75,000-100,000	1.9%	7.1%	3.0%	2.8%	1.2%	16.0%
\$100,000-125,000	1.3%	3.6%	4.0%	3.0%	1.8%	13.7%
\$125,000-150,000	0.7%	3.5%	2.7%	2.6%	1.9%	11.3%
\$150,000-200,000	0.6%	4.2%	3.3%	3.6%	1.2%	13.0%
\$200,000+	0.8%	4.3%	3.8%	2.9%	2.3%	14.0%
Total	16.3%	36.3%	20.1%	17.5%	9.8%	100.0%

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Renter Households						
Age 15 to 54 Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	106	106	17	30	50	309
\$10,000-20,000	87	14	25	21	28	175
\$20,000-30,000	49	58	49	34	13	203
\$30,000-40,000	64	73	127	46	14	324
\$40,000-50,000	73	94	75	8	14	264
\$50,000-60,000	116	95	34	64	24	333
\$60,000-75,000	89	192	28	40	38	387
\$75,000-100,000	91	223	146	135	103	698
\$100,000-125,000	10	161	105	207	55	538
\$125,000-150,000	9	74	22	20	37	162
\$150,000-200,000	25	21	63	33	21	163
\$200,000+	42	105	19	22	9	197
Total	761	1,216	710	660	406	3,753

Renter Households						
Aged 55+ Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	160	22	9	10	10	211
\$10,000-20,000	475	88	55	7	10	635
\$20,000-30,000	258	44	12	10	16	340
\$30,000-40,000	179	71	44	10	19	323
\$40,000-50,000	171	34	24	22	19	270
\$50,000-60,000	91	53	35	17	11	207
\$60,000-75,000	80	103	16	21	19	239
\$75,000-100,000	81	120	20	18	32	271
\$100,000-125,000	179	48	22	11	61	321
\$125,000-150,000	96	39	14	15	19	183
\$150,000-200,000	100	48	17	28	20	213
\$200,000+	148	111	20	23	19	321
Total	2,018	781	288	192	255	3,534

Renter Households						
Aged 62+ Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	111	14	6	7	6	144
\$10,000-20,000	455	70	33	7	9	574
\$20,000-30,000	224	31	10	8	13	286
\$30,000-40,000	161	32	33	8	17	251
\$40,000-50,000	133	18	22	14	18	205
\$50,000-60,000	78	33	31	15	10	167
\$60,000-75,000	56	60	10	5	15	146
\$75,000-100,000	57	88	18	15	28	206
\$100,000-125,000	116	28	20	6	45	215
\$125,000-150,000	77	29	8	13	14	141
\$150,000-200,000	89	45	12	25	16	187
\$200,000+	111	46	12	8	13	190
Total	1,668	494	215	131	204	2,712

Renter Households						
All Age Groups						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	266	128	26	40	60	520
\$10,000-20,000	562	102	80	28	38	810
\$20,000-30,000	307	102	61	44	29	543
\$30,000-40,000	243	144	171	56	33	647
\$40,000-50,000	244	128	99	30	33	534
\$50,000-60,000	207	148	69	81	35	540
\$60,000-75,000	169	295	44	61	57	626
\$75,000-100,000	172	343	166	133	135	969
\$100,000-125,000	189	209	127	218	116	859
\$125,000-150,000	105	113	36	35	56	345
\$150,000-200,000	125	69	80	61	41	376
\$200,000+	190	216	39	45	28	518
Total	2,779	1,997	998	852	661	7,287

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Percent Renter Households						
Age 15 to 54 Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	2.8%	2.8%	0.5%	0.8%	1.3%	8.2%
\$10,000-20,000	2.3%	0.4%	0.7%	0.6%	0.7%	4.7%
\$20,000-30,000	1.3%	1.5%	1.3%	0.9%	0.3%	5.4%
\$30,000-40,000	1.7%	1.9%	3.4%	1.2%	0.4%	8.6%
\$40,000-50,000	1.9%	2.5%	2.0%	0.2%	0.4%	7.0%
\$50,000-60,000	3.1%	2.5%	0.9%	1.7%	0.6%	8.9%
\$60,000-75,000	2.4%	5.1%	0.7%	1.1%	1.0%	10.3%
\$75,000-100,000	2.4%	5.9%	3.9%	3.6%	2.7%	18.6%
\$100,000-125,000	0.3%	4.3%	2.8%	5.5%	1.5%	14.3%
\$125,000-150,000	0.2%	2.0%	0.6%	0.5%	1.0%	4.3%
\$150,000-200,000	0.7%	0.6%	1.7%	0.9%	0.6%	4.3%
\$200,000+	1.1%	2.8%	0.5%	0.6%	0.2%	5.2%
Total	20.3%	32.4%	18.9%	17.6%	10.8%	100.0%

Percent Renter Households						
Aged 55+ Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	4.5%	0.6%	0.3%	0.3%	0.3%	6.0%
\$10,000-20,000	13.4%	2.5%	1.6%	0.2%	0.3%	18.0%
\$20,000-30,000	7.3%	1.2%	0.3%	0.3%	0.5%	9.6%
\$30,000-40,000	5.1%	2.0%	1.2%	0.3%	0.5%	9.1%
\$40,000-50,000	4.8%	1.0%	0.7%	0.6%	0.5%	7.6%
\$50,000-60,000	2.6%	1.5%	1.0%	0.5%	0.3%	5.9%
\$60,000-75,000	2.3%	2.9%	0.5%	0.6%	0.5%	6.8%
\$75,000-100,000	2.3%	3.4%	0.6%	0.5%	0.9%	7.7%
\$100,000-125,000	5.1%	1.4%	0.6%	0.3%	1.7%	9.1%
\$125,000-150,000	2.7%	1.1%	0.4%	0.4%	0.5%	5.2%
\$150,000-200,000	2.8%	1.4%	0.5%	0.8%	0.6%	6.0%
\$200,000+	4.2%	3.1%	0.6%	0.7%	0.5%	9.1%
Total	57.1%	22.1%	8.1%	5.4%	7.2%	100.0%

Percent Renter Households						
Aged 62+ Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	4.1%	0.5%	0.2%	0.3%	0.2%	5.3%
\$10,000-20,000	16.8%	2.6%	1.2%	0.3%	0.3%	21.2%
\$20,000-30,000	8.3%	1.1%	0.4%	0.3%	0.5%	10.5%
\$30,000-40,000	5.9%	1.2%	1.2%	0.3%	0.6%	9.3%
\$40,000-50,000	4.9%	0.7%	0.8%	0.5%	0.7%	7.6%
\$50,000-60,000	2.9%	1.2%	1.1%	0.6%	0.4%	6.2%
\$60,000-75,000	2.1%	2.2%	0.4%	0.2%	0.6%	5.4%
\$75,000-100,000	2.1%	3.2%	0.7%	0.6%	1.0%	7.6%
\$100,000-125,000	4.3%	1.0%	0.7%	0.2%	1.7%	7.9%
\$125,000-150,000	2.8%	1.1%	0.3%	0.5%	0.5%	5.2%
\$150,000-200,000	3.3%	1.7%	0.4%	0.9%	0.6%	6.9%
\$200,000+	4.1%	1.7%	0.4%	0.3%	0.5%	7.0%
Total	61.5%	18.2%	7.9%	4.8%	7.5%	100.0%

Percent Renter Households						
All Age Groups						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	3.7%	1.8%	0.4%	0.5%	0.8%	7.1%
\$10,000-20,000	7.7%	1.4%	1.1%	0.4%	0.5%	11.1%
\$20,000-30,000	4.2%	1.4%	0.8%	0.6%	0.4%	7.5%
\$30,000-40,000	3.3%	2.0%	2.3%	0.8%	0.5%	8.9%
\$40,000-50,000	3.3%	1.8%	1.4%	0.4%	0.5%	7.3%
\$50,000-60,000	2.8%	2.0%	0.9%	1.1%	0.5%	7.4%
\$60,000-75,000	2.3%	4.0%	0.6%	0.8%	0.8%	8.6%
\$75,000-100,000	2.4%	4.7%	2.3%	2.1%	1.9%	13.3%
\$100,000-125,000	2.6%	2.9%	1.7%	3.0%	1.6%	11.8%
\$125,000-150,000	1.4%	1.6%	0.5%	0.5%	0.8%	4.7%
\$150,000-200,000	1.7%	0.9%	1.1%	0.8%	0.6%	5.2%
\$200,000+	2.6%	3.0%	0.5%	0.6%	0.4%	7.1%
Total	38.1%	27.4%	13.7%	11.7%	9.1%	100.0%

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Owner Households						
Age 15 to 54 Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	79	12	15	21	15	142
\$10,000-20,000	32	13	4	5	7	61
\$20,000-30,000	12	23	19	39	13	106
\$30,000-40,000	64	25	16	22	28	155
\$40,000-50,000	53	53	59	55	18	238
\$50,000-60,000	91	59	36	51	15	252
\$60,000-75,000	193	181	180	267	110	931
\$75,000-100,000	156	412	459	663	255	1,945
\$100,000-125,000	105	379	832	805	516	2,637
\$125,000-150,000	67	210	590	758	544	2,169
\$150,000-200,000	11	546	693	1,226	318	2,794
\$200,000+	76	570	815	932	837	3,230
Total	939	2,483	3,718	4,844	2,676	14,660

Owner Households						
Aged 55+ Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	187	142	35	16	10	390
\$10,000-20,000	451	201	32	21	7	712
\$20,000-30,000	542	467	63	22	35	1,129
\$30,000-40,000	557	633	103	42	20	1,355
\$40,000-50,000	593	785	96	80	18	1,572
\$50,000-60,000	304	596	103	52	21	1,076
\$60,000-75,000	381	1,044	179	53	55	1,712
\$75,000-100,000	500	1,871	411	115	93	2,990
\$100,000-125,000	405	854	436	161	65	1,921
\$125,000-150,000	213	1,112	354	127	128	1,934
\$150,000-200,000	256	1,099	572	94	171	2,192
\$200,000+	393	1,391	900	370	99	3,153
Total	4,782	10,195	3,284	1,153	722	20,136

Owner Households						
Aged 62+ Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	159	105	28	10	5	307
\$10,000-20,000	424	167	23	16	5	635
\$20,000-30,000	521	426	51	13	30	1,041
\$30,000-40,000	496	529	89	26	12	1,152
\$40,000-50,000	563	717	79	77	17	1,453
\$50,000-60,000	256	509	77	43	11	896
\$60,000-75,000	315	882	124	45	38	1,404
\$75,000-100,000	377	1,423	301	73	52	2,206
\$100,000-125,000	315	608	197	124	32	1,276
\$125,000-150,000	150	596	220	37	29	1,032
\$150,000-200,000	213	539	231	60	49	1,092
\$200,000+	327	721	197	163	9	1,417
Total	4,116	7,222	1,617	687	269	13,911

Owner Households						
All Age Groups						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	266	154	50	37	25	532
\$10,000-20,000	483	214	36	26	14	773
\$20,000-30,000	554	490	82	61	48	1,235
\$30,000-40,000	621	658	119	64	48	1,510
\$40,000-50,000	646	838	155	135	36	1,810
\$50,000-60,000	395	655	139	103	36	1,328
\$60,000-75,000	574	1,225	359	320	165	2,643
\$75,000-100,000	656	2,283	870	778	348	4,935
\$100,000-125,000	510	1,233	1,268	966	581	4,558
\$125,000-150,000	280	1,322	944	885	672	4,103
\$150,000-200,000	267	1,645	1,265	1,320	489	4,986
\$200,000+	469	1,961	1,715	1,302	936	6,383
Total	5,721	12,678	7,002	5,997	3,398	34,796

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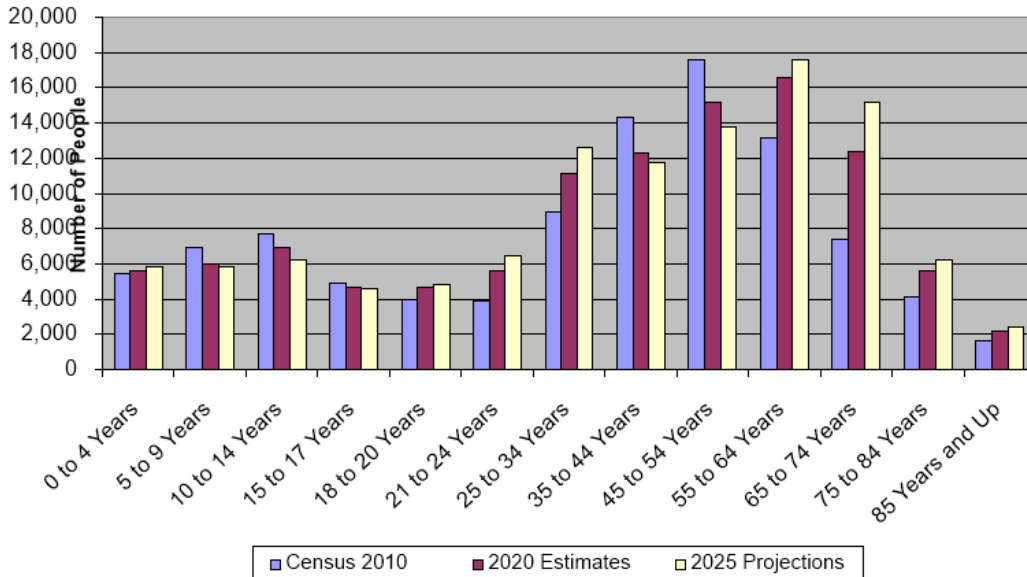
Percent Owner Households						
Age 15 to 54 Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	0.5%	0.1%	0.1%	0.1%	0.1%	1.0%
\$10,000-20,000	0.2%	0.1%	0.0%	0.0%	0.0%	0.4%
\$20,000-30,000	0.1%	0.2%	0.1%	0.3%	0.1%	0.7%
\$30,000-40,000	0.4%	0.2%	0.1%	0.2%	0.2%	1.1%
\$40,000-50,000	0.4%	0.4%	0.4%	0.4%	0.1%	1.6%
\$50,000-60,000	0.6%	0.4%	0.2%	0.3%	0.1%	1.7%
\$60,000-75,000	1.3%	1.2%	1.2%	1.8%	0.8%	6.4%
\$75,000-100,000	1.1%	2.8%	3.1%	4.5%	1.7%	13.3%
\$100,000-125,000	0.7%	2.6%	5.7%	5.5%	3.5%	18.0%
\$125,000-150,000	0.5%	1.4%	4.0%	5.2%	3.7%	14.8%
\$150,000-200,000	0.1%	3.7%	4.7%	8.4%	2.2%	19.1%
\$200,000+	0.5%	3.9%	5.6%	6.4%	5.7%	22.0%
Total	6.4%	16.9%	25.4%	33.0%	18.3%	100.0%

Percent Owner Households						
Aged 55+ Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	0.9%	0.7%	0.2%	0.1%	0.0%	1.9%
\$10,000-20,000	2.2%	1.0%	0.2%	0.1%	0.0%	3.5%
\$20,000-30,000	2.7%	2.3%	0.3%	0.1%	0.2%	5.6%
\$30,000-40,000	2.8%	3.1%	0.5%	0.2%	0.1%	6.7%
\$40,000-50,000	2.9%	3.9%	0.5%	0.4%	0.1%	7.8%
\$50,000-60,000	1.5%	3.0%	0.5%	0.3%	0.1%	5.3%
\$60,000-75,000	1.9%	5.2%	0.9%	0.3%	0.3%	8.5%
\$75,000-100,000	2.5%	9.5%	2.0%	0.6%	0.5%	14.8%
\$100,000-125,000	2.0%	4.2%	2.2%	0.8%	0.3%	9.5%
\$125,000-150,000	1.1%	5.5%	1.8%	0.6%	0.6%	9.6%
\$150,000-200,000	1.3%	5.5%	2.8%	0.5%	0.8%	10.9%
\$200,000+	2.0%	6.9%	4.5%	1.8%	0.5%	15.7%
Total	23.7%	50.6%	16.3%	5.7%	3.6%	100.0%

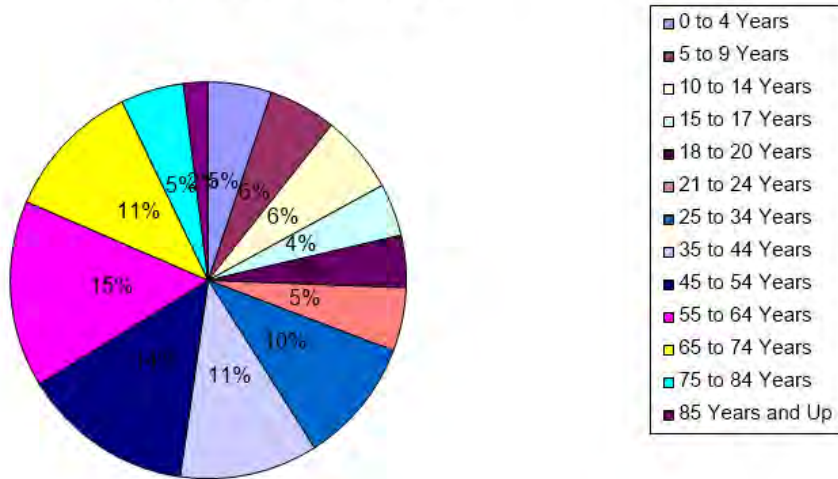
Percent Owner Households						
Aged 62+ Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	1.1%	0.8%	0.2%	0.1%	0.0%	2.2%
\$10,000-20,000	3.0%	1.2%	0.2%	0.1%	0.0%	4.6%
\$20,000-30,000	3.7%	3.1%	0.4%	0.1%	0.2%	7.5%
\$30,000-40,000	3.6%	3.8%	0.6%	0.2%	0.1%	8.3%
\$40,000-50,000	4.0%	5.2%	0.6%	0.6%	0.1%	10.4%
\$50,000-60,000	1.8%	3.7%	0.6%	0.3%	0.1%	6.4%
\$60,000-75,000	2.3%	6.3%	0.9%	0.3%	0.3%	10.1%
\$75,000-100,000	2.7%	10.2%	2.2%	0.5%	0.2%	15.9%
\$100,000-125,000	2.3%	4.4%	1.4%	0.9%	0.2%	9.2%
\$125,000-150,000	1.1%	4.3%	1.6%	0.3%	0.2%	7.4%
\$150,000-200,000	1.5%	3.9%	1.7%	0.4%	0.4%	7.8%
\$200,000+	2.4%	5.2%	1.4%	1.2%	0.1%	10.2%
Total	29.6%	51.9%	11.6%	4.9%	1.9%	100.0%

Percent Owner Households						
All Age Groups						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	0.8%	0.4%	0.1%	0.1%	0.1%	1.5%
\$10,000-20,000	1.4%	0.6%	0.1%	0.1%	0.0%	2.2%
\$20,000-30,000	1.6%	1.4%	0.2%	0.2%	0.1%	3.5%
\$30,000-40,000	1.8%	1.9%	0.3%	0.2%	0.1%	4.3%
\$40,000-50,000	1.9%	2.4%	0.4%	0.4%	0.1%	5.2%
\$50,000-60,000	1.1%	1.9%	0.4%	0.3%	0.1%	3.8%
\$60,000-75,000	1.6%	3.5%	1.0%	0.9%	0.5%	7.6%
\$75,000-100,000	1.9%	6.6%	2.5%	2.2%	1.0%	14.2%
\$100,000-125,000	1.5%	3.5%	3.6%	2.8%	1.7%	13.1%
\$125,000-150,000	0.8%	3.8%	2.7%	2.5%	1.9%	11.8%
\$150,000-200,000	0.8%	4.7%	3.6%	3.8%	1.4%	14.3%
\$200,000+	1.3%	5.6%	4.9%	3.7%	2.7%	18.3%
Total	16.4%	36.4%	20.1%	17.2%	9.8%	100.0%

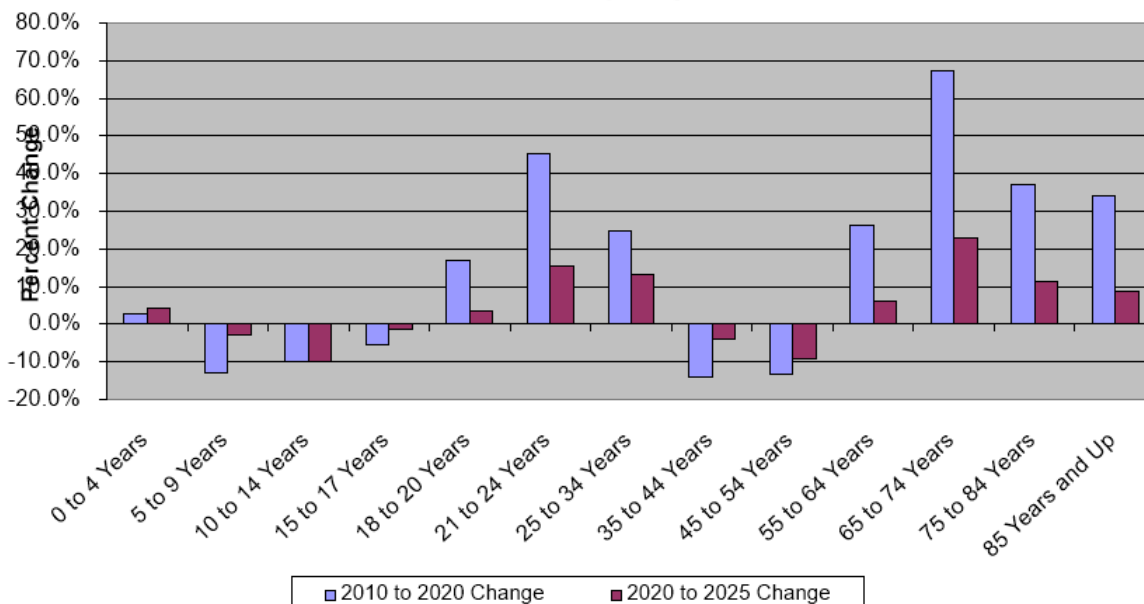
Population by Age Hanover County, Virginia



2020 Population by Age Hanover County, Virginia



Population Change by Age Hanover County, Virginia



ribbon demographics

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Population by Age & Sex Hanover County, Virginia											
Census 2010				Current Year Estimates - 2020				Five-Year Projections - 2025			
Age	Male	Female	Total	Age	Male	Female	Total	Age	Male	Female	Total
0 to 4 Years	2,860	2,613	5,473	0 to 4 Years	2,918	2,714	5,632	0 to 4 Years	2,998	2,869	5,867
5 to 9 Years	3,523	3,373	6,896	5 to 9 Years	3,132	2,872	6,004	5 to 9 Years	3,024	2,815	5,839
10 to 14 Years	3,993	3,705	7,698	10 to 14 Years	3,578	3,357	6,935	10 to 14 Years	3,267	2,989	6,256
15 to 17 Years	2,626	2,305	4,931	15 to 17 Years	2,401	2,254	4,655	15 to 17 Years	2,371	2,217	4,588
18 to 20 Years	2,117	1,848	3,965	18 to 20 Years	2,384	2,250	4,634	18 to 20 Years	2,474	2,329	4,803
21 to 24 Years	2,024	1,846	3,870	21 to 24 Years	2,898	2,718	5,616	21 to 24 Years	3,335	3,154	6,489
25 to 34 Years	4,394	4,531	8,925	25 to 34 Years	5,667	5,465	11,132	25 to 34 Years	6,509	6,083	12,592
35 to 44 Years	6,861	7,422	14,283	35 to 44 Years	5,981	6,309	12,290	35 to 44 Years	5,804	5,980	11,784
45 to 54 Years	8,548	9,033	17,581	45 to 54 Years	7,291	7,923	15,214	45 to 54 Years	6,622	7,172	13,794
55 to 64 Years	6,433	6,704	13,137	55 to 64 Years	7,968	8,613	16,581	55 to 64 Years	8,358	9,238	17,596
65 to 74 Years	3,449	3,935	7,384	65 to 74 Years	5,874	6,479	12,353	65 to 74 Years	7,218	7,974	15,192
75 to 84 Years	1,712	2,377	4,089	75 to 84 Years	2,459	3,143	5,602	75 to 84 Years	2,745	3,499	6,244
85 Years and Up	520	1,111	1,631	85 Years and Up	773	1,417	2,190	85 Years and Up	856	1,523	2,379
Total	49,060	50,803	99,863	Total	53,324	55,514	108,838	Total	55,581	57,842	113,423
62+ Years	n/a	n/a	16,582	62+ Years	n/a	n/a	24,693	62+ Years	n/a	n/a	29,058
Median Age:			40.7	Median Age:			43.0	Median Age:			43.7

Source: Claritas; Ribbon Demographics

Ribbon Demographics, LLC
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Percent Population by Age & Sex Hanover County, Virginia												
Census 2010				Current Year Estimates - 2020				Five-Year Projections - 2025				
Age	Male	Female	Total	Age	Male	Female	Total	Age	Male	Female	Total	
0 to 4 Years	2.9%	2.6%	5.5%	0 to 4 Years	2.7%	2.5%	5.2%	0 to 4 Years	2.6%	2.5%	5.2%	
5 to 9 Years	3.5%	3.4%	6.9%	5 to 9 Years	2.9%	2.6%	5.5%	5 to 9 Years	2.7%	2.5%	5.1%	
10 to 14 Years	4.0%	3.7%	7.7%	10 to 14 Years	3.3%	3.1%	6.4%	10 to 14 Years	2.9%	2.6%	5.5%	
15 to 17 Years	2.6%	2.3%	4.9%	15 to 17 Years	2.2%	2.1%	4.3%	15 to 17 Years	2.1%	2.0%	4.0%	
18 to 20 Years	2.1%	1.9%	4.0%	18 to 20 Years	2.2%	2.1%	4.3%	18 to 20 Years	2.2%	2.1%	4.2%	
21 to 24 Years	3.0%	1.8%	3.9%	21 to 24 Years	2.7%	2.5%	5.2%	21 to 24 Years	2.9%	2.8%	5.7%	
25 to 34 Years	4.4%	4.5%	8.9%	25 to 34 Years	5.2%	5.0%	10.2%	25 to 34 Years	5.7%	5.4%	11.1%	
35 to 44 Years	6.9%	7.4%	14.3%	35 to 44 Years	5.5%	5.8%	11.3%	35 to 44 Years	5.1%	5.3%	10.4%	
45 to 54 Years	8.6%	9.0%	17.6%	45 to 54 Years	6.7%	7.3%	14.0%	45 to 54 Years	5.8%	6.3%	12.2%	
55 to 64 Years	6.4%	6.7%	13.2%	55 to 64 Years	7.3%	7.9%	15.2%	55 to 64 Years	7.4%	8.1%	15.5%	
65 to 74 Years	3.5%	3.9%	7.4%	65 to 74 Years	5.4%	6.0%	11.3%	65 to 74 Years	6.4%	7.0%	13.4%	
75 to 84 Years	1.7%	2.4%	4.1%	75 to 84 Years	2.3%	2.9%	5.1%	75 to 84 Years	2.4%	3.1%	5.5%	
85 Years and Up	0.5%	1.1%	1.6%	85 Years and Up	0.7%	1.3%	2.0%	85 Years and Up	0.8%	1.3%	2.1%	
Total	49.1%	50.9%	100.0%	Total	49.0%	51.0%	100.0%	Total	49.0%	51.0%	100.0%	
62+ Years	n/a	n/a	16.6%	62+ Years	n/a	n/a	22.7%	62+ Years	n/a	n/a	25.6%	

Source: Claritas, Ribbon Demographics

Ribbon Demographics, LLC
www.ribbondata.com
Tel: 916-880-1644

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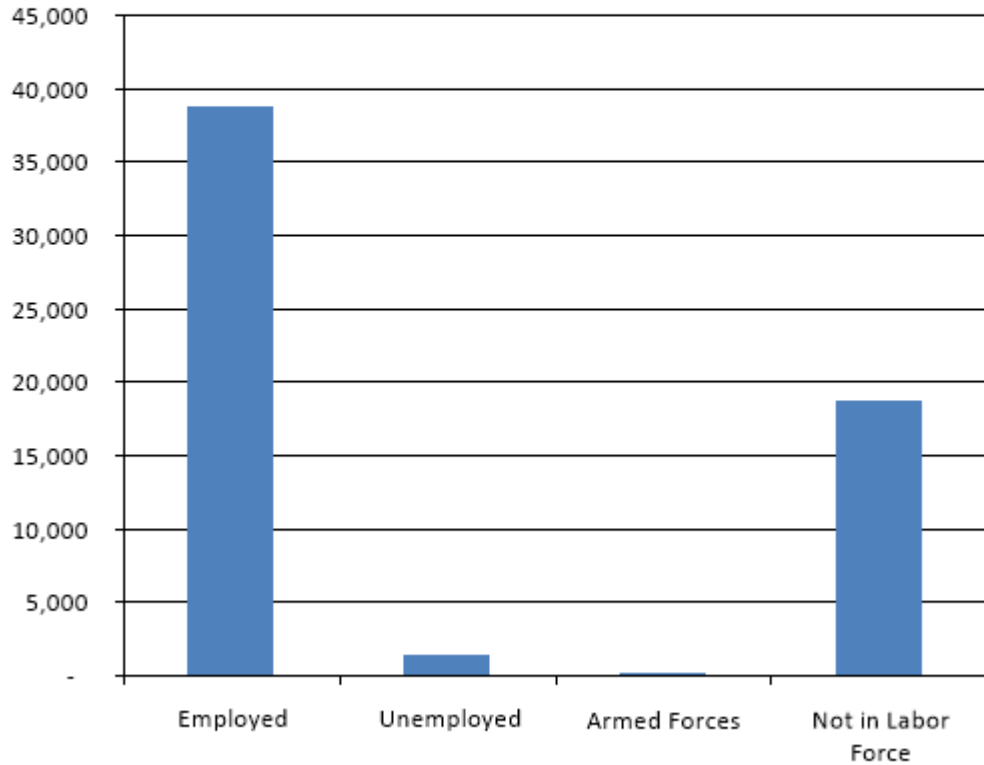
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Changes in Population by Age & Sex Hanover County, Virginia										
Estimated Change - 2010 to 2020					Projected Change - 2020 to 2025					
Age	Male	Female	Total Change	Percent Change	Age	Male	Female	Total Change	Percent Change	
0 to 4 Years	58	101	159	2.9%	0 to 4 Years	80	155	235	4.2%	
5 to 9 Years	-391	-501	-892	-12.9%	5 to 9 Years	-108	-57	-165	-2.7%	
10 to 14 Years	-415	-348	-763	-9.9%	10 to 14 Years	-311	-368	-679	-9.8%	
15 to 17 Years	-225	-51	-276	-5.6%	15 to 17 Years	-30	-37	-67	-1.4%	
18 to 20 Years	267	402	669	16.9%	18 to 20 Years	90	79	169	3.6%	
21 to 24 Years	874	872	1,746	45.1%	21 to 24 Years	437	436	873	15.5%	
25 to 34 Years	1,273	934	2,207	24.7%	25 to 34 Years	842	618	1,460	13.1%	
35 to 44 Years	-880	-1,113	-1,993	-14.0%	35 to 44 Years	-177	-329	-506	-4.1%	
45 to 54 Years	-1,257	-1,110	-2,367	-13.5%	45 to 54 Years	-669	-751	-1,420	-9.3%	
55 to 64 Years	1,535	1,909	3,444	26.2%	55 to 64 Years	390	625	1,015	6.1%	
65 to 74 Years	2,425	2,544	4,969	67.3%	65 to 74 Years	1,344	1,495	2,839	23.0%	
75 to 84 Years	747	766	1,513	37.0%	75 to 84 Years	286	356	642	11.5%	
85 Years and Up	253	306	559	34.3%	85 Years and Up	83	106	189	8.6%	
Total	4,264	4,711	8,975	9.0%	Total	2,257	2,328	4,585	4.2%	
62+ Years	n/a	n/a	8,111	48.9%	62+ Years	n/a	n/a	4,345	17.6%	

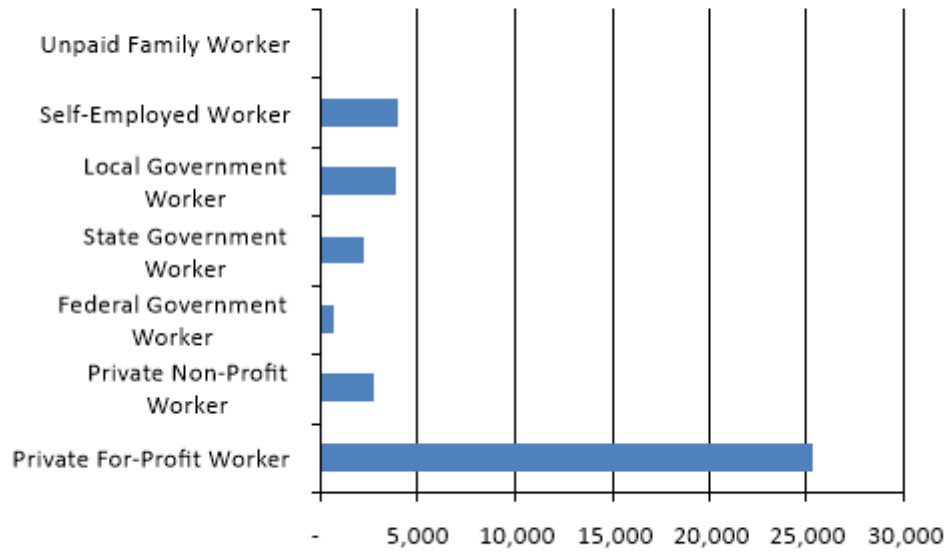
Source: Claritas, Ribbon Demographics

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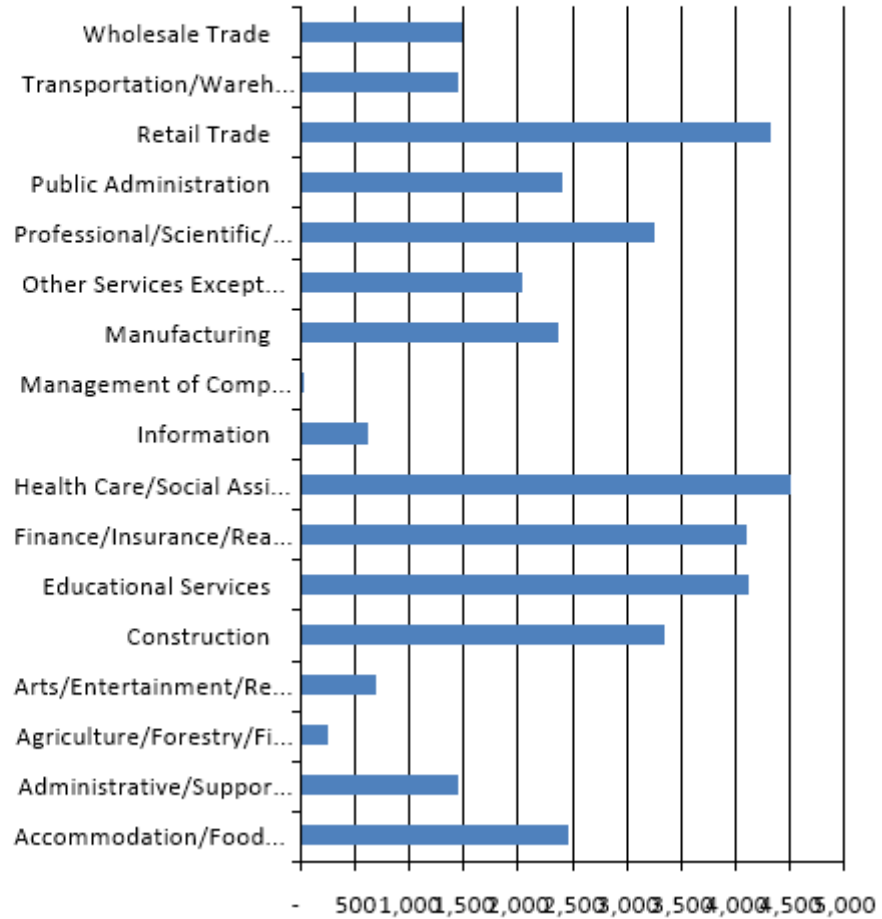
**Employed Civilian Population Aged 16+
Years - Employment Status - 2020
Estimates
Market Area**



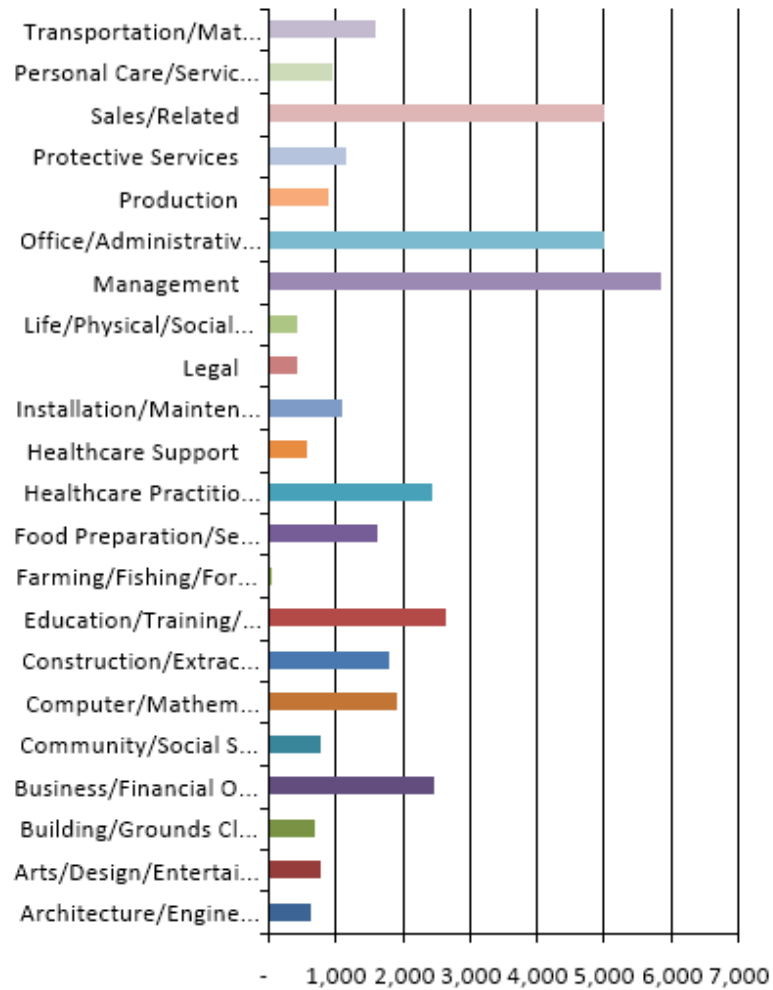
Employed Civilian Population by Class of Worker - 2020 Estimates Market Area



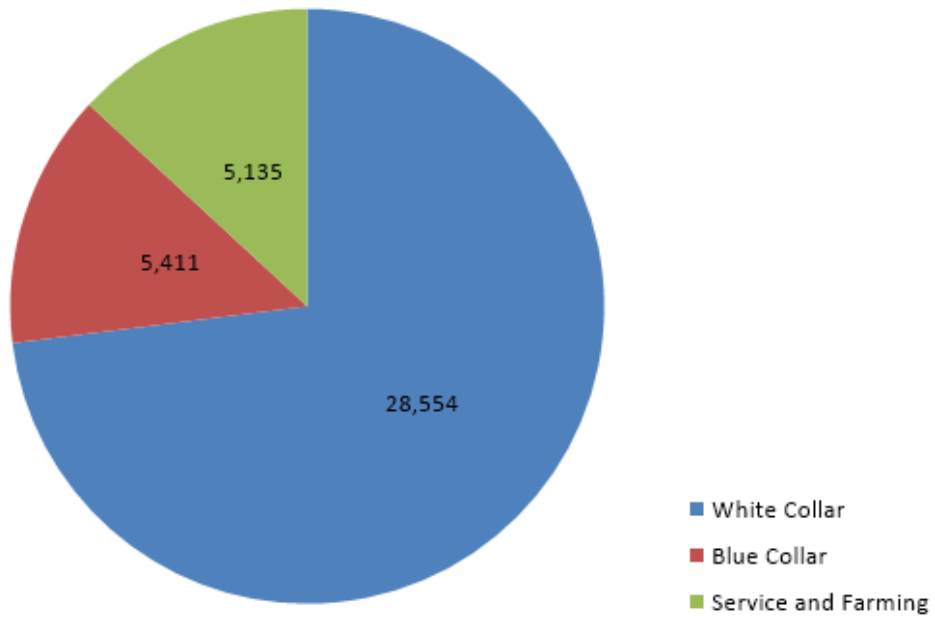
Employed Civilian Population Aged 16+ Years by Industry - 2020 Estimates Market Area



Employed Civilian Population Aged 16+ Years by Occupation - 2020 Estimates Market Area

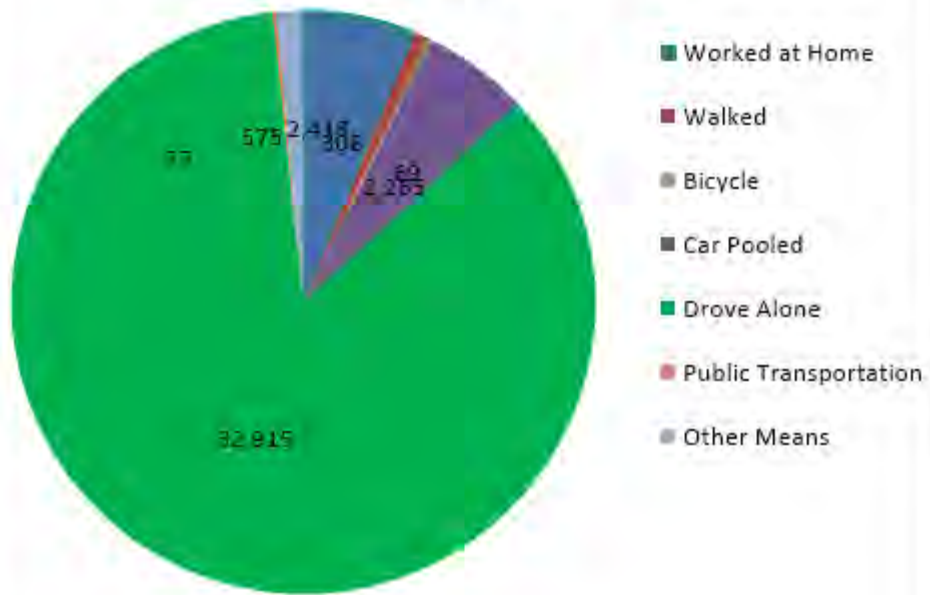


**Employed Civilian Population Aged 16+ Years by
Occupation - 2020 Estimates
Market Area**

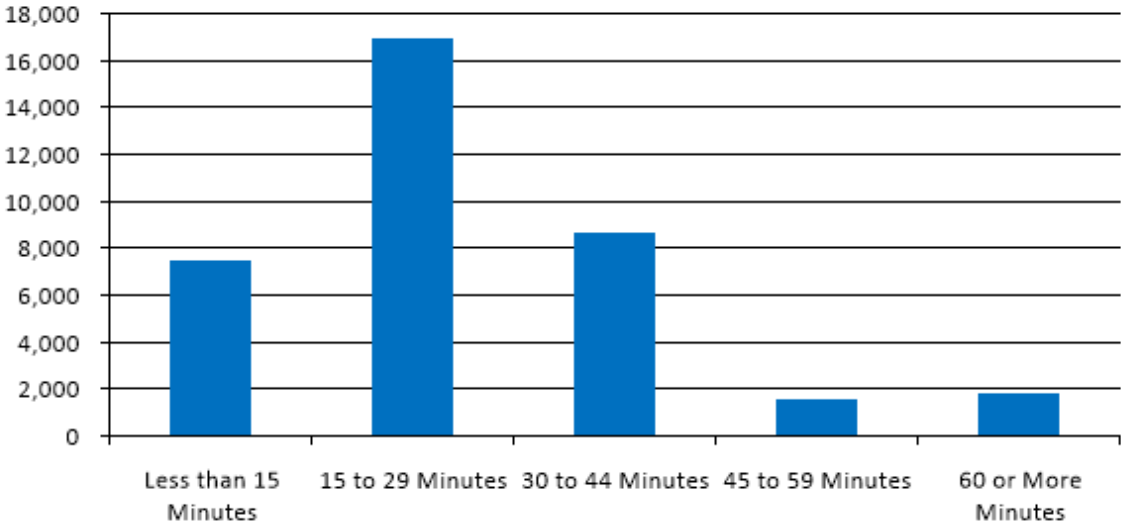


Employed Civilian Population Aged 16+ Years - Transportation to Work - 2020 Estimates

Market Area



Employed Civilian Population Aged 16+ Years - Travel Time to Work - 2020 Estimates Market Area



Source: Ribbon Demographics; Claritas

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Employed Civilian Population Aged 16+ Years		
Employment Status		
Current Year Estimates - 2020		
Market Area		
Status	Number	
Employed	38,736	
Unemployed	1,346	
Armed Forces	85	
Not in Labor Force	18,614	
Unemployed	3.36%	

Source: Ribbon Demographics; Claritas

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Employed Civilian Population by Class of Worker			
Current Year Estimates - 2020			
Market Area			
Industry	Number Employed	Percent Employed	
Private For-Profit Worker	25,367	64.9%	
Private Non-Profit Worker	2,746	7.0%	
Federal Government Worker	725	1.9%	
State Government Worker	2,223	5.7%	
Local Government Worker	3,958	10.1%	
Self-Employed Worker	4,051	10.4%	
Unpaid Family Worker	30	0.1%	
Total:	39,100	100.0%	

Source: Ribbon Demographics; Claritas

Employed Civilian Population Aged 16+ Years by Industry Current Year Estimates - 2020		
Market Area		
Industry	Number Employed	Percent Employed
Accommodation/Food Services	2,468	6.3%
Administrative/Support/Waste Management	1,453	3.7%
Agriculture/Forestry/Fishing/Hunting/Mining	267	0.7%
Arts/Entertainment/Recreation	705	1.8%
Construction	3,360	8.6%
Educational Services	4,134	10.6%
Finance/Insurance/Real Estate/Rent/Lease	4,119	10.5%
Health Care/Social Assistance	4,529	11.6%
Information	630	1.6%
Management of Companies and Enterprises	43	0.1%
Manufacturing	2,388	6.1%
Other Services Except Public Administration	2,047	5.2%
Professional/Scientific/Technical Services	3,260	8.3%
Public Administration	2,413	6.2%
Retail Trade	4,340	11.1%
Transportation/Warehousing/Utilities	1,453	3.7%
Wholesale Trade	1,491	3.8%
Total:	39,100	100.0%

Source: Ribbon Demographics; Claritas

Employed Civilian Population Aged 16+ Years by Occupation Current Year Estimates - 2020		
Market Area		
Occupation	Number Employed	Percent Employed
Architecture/Engineering	649	1.7%
Arts/Design/Entertainment/Sports/Media	798	2.0%
Building/Grounds Cleaning/Maintenance	713	1.8%
Business/Financial Operations	2,492	6.4%
Community/Social Services	794	2.0%
Computer/Mathematical	1,939	5.0%
Construction/Extraction	1,799	4.6%
Education/Training/Library	2,662	6.8%
Farming/Fishing/Forestry	72	0.2%
Food Preparation/Serving Related	1,636	4.2%
Healthcare Practitioner/Technician	2,453	6.3%
Healthcare Support	580	1.5%
Installation/Maintenance/Repair	1,102	2.8%
Legal	441	1.1%
Life/Physical/Social Science	428	1.1%
Management	5,850	15.0%
Office/Administrative Support	5,019	12.8%
Production	912	2.3%
Protective Services	1,173	3.0%
Sales/Related	5,029	12.9%
Personal Care/Service	961	2.5%
Transportation/Material Moving	1,598	4.1%
Total:	39,100	100.0%
White Collar	28,554	73.0%
Blue Collar	5,411	13.8%
Service and Farming	5,135	13.1%
Total:	39,100	100.0%

Source: Ribbon Demographics; Claritas

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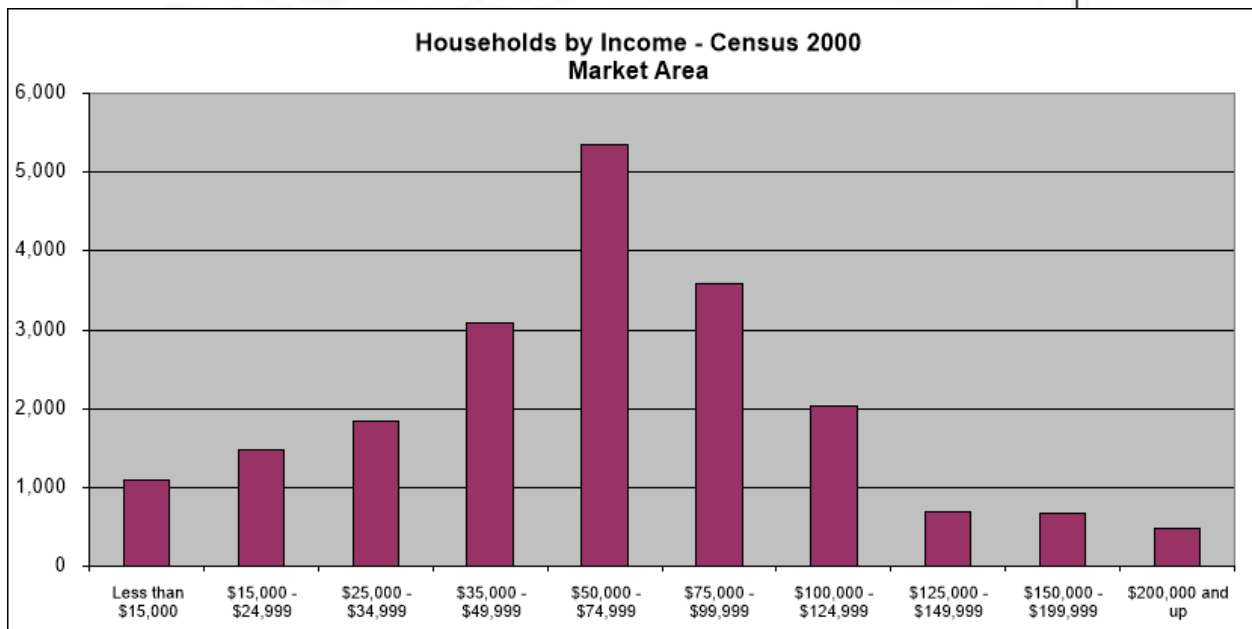
Employed Civilian Population Aged 16+ Years Transportation to Work <i>Current Year Estimates - 2020</i> Market Area		
Transportation Mode	Number	Percent
Worked at Home	2,418	6.3%
Walked	308	0.8%
Bicycle	69	0.2%
Car Pooled	2,265	5.9%
Drove Alone	32,915	85.2%
Public Transportation	77	0.2%
Other Means	<u>575</u>	<u>1.5%</u>
Total:	38,627	100.0%

Source: Ribbon Demographics; Claritas

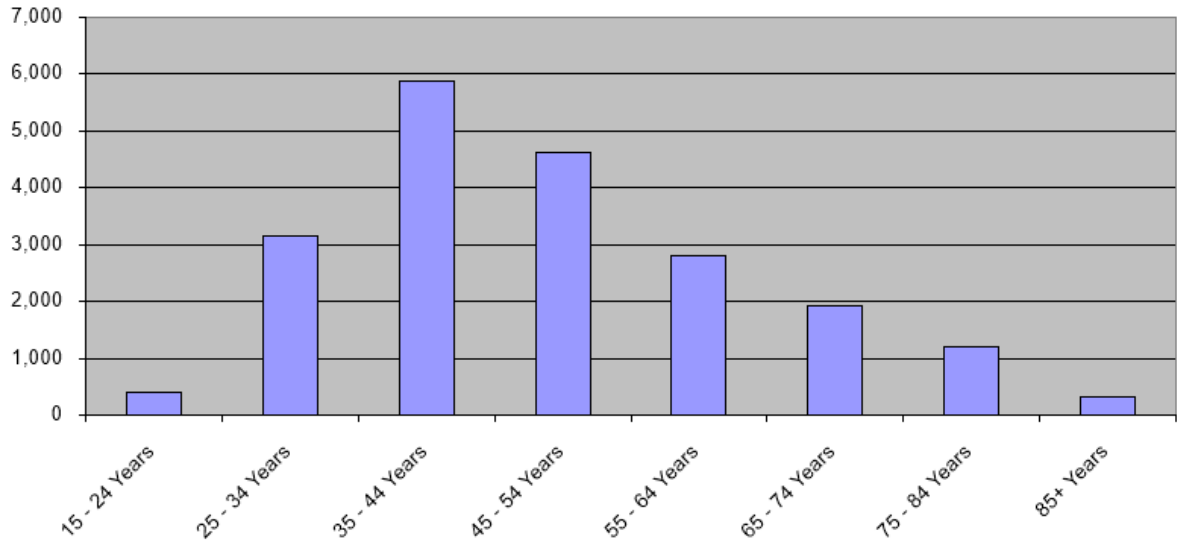
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Employed Civilian Population Aged 16+ Years Travel Time to Work Current Year Estimates - 2020 Market Area		
Travel Time	Number	Percent
Less than 15 Minutes	7,410	20.4%
15 to 29 Minutes	16,862	46.5%
30 to 44 Minutes	8,661	23.9%
45 to 59 Minutes	1,536	4.2%
60 or More Minutes	1,804	5.0%
Total:	36,273	100.0%

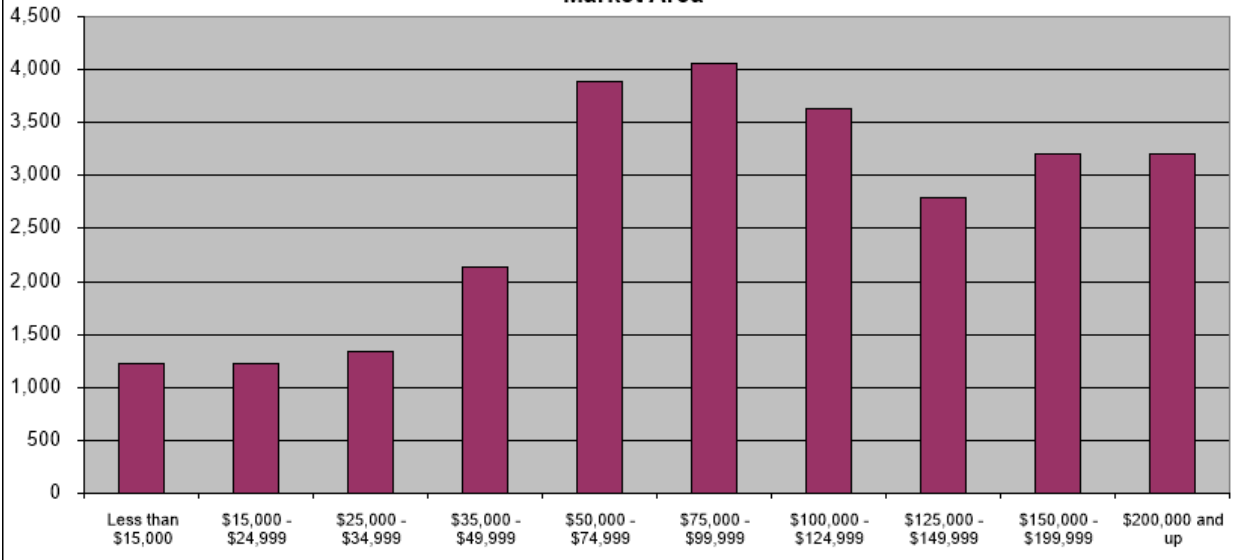
Source: Ribbon Demographics; Claritas



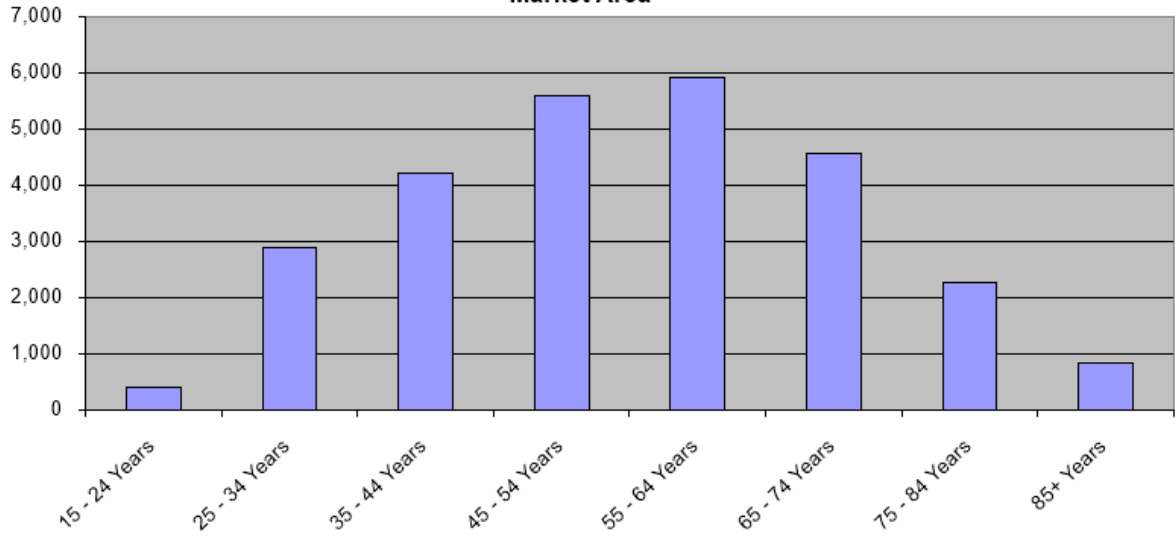
**Households by Age - Census 2000
Market Area**



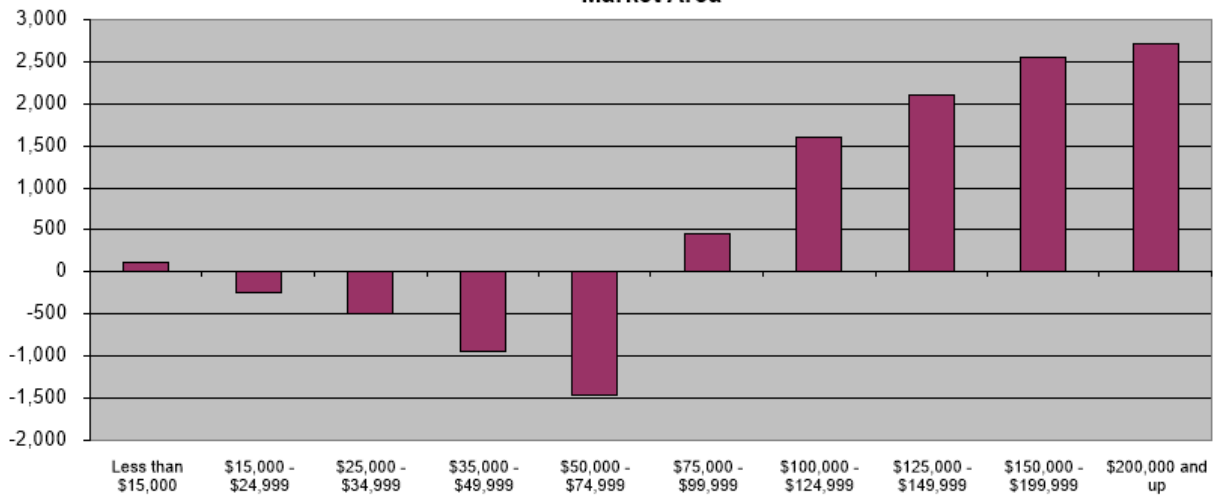
**Estimated Households by Income - 2020
Market Area**



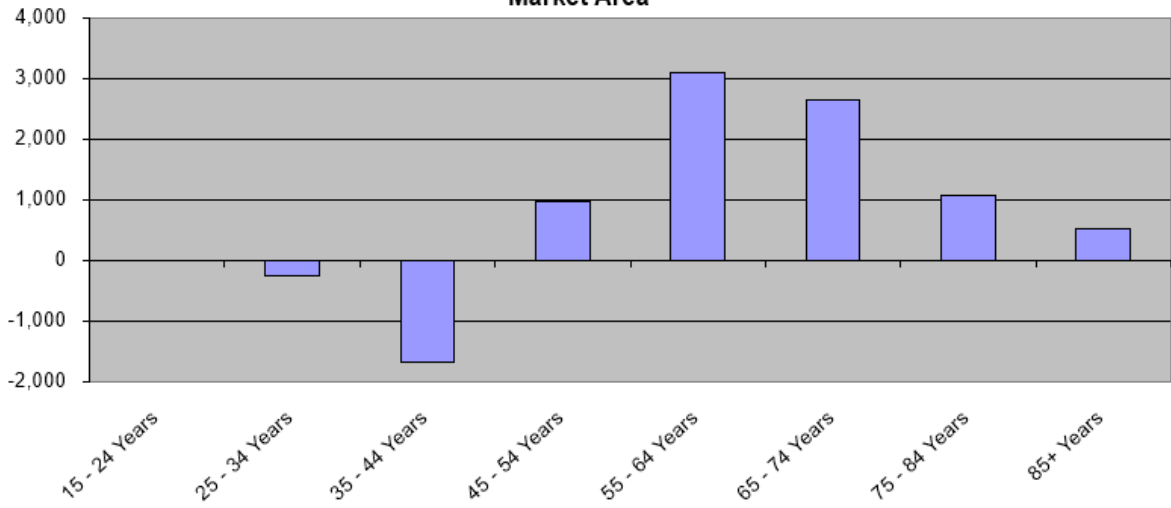
**Estimated Households by Age - 2020
Market Area**



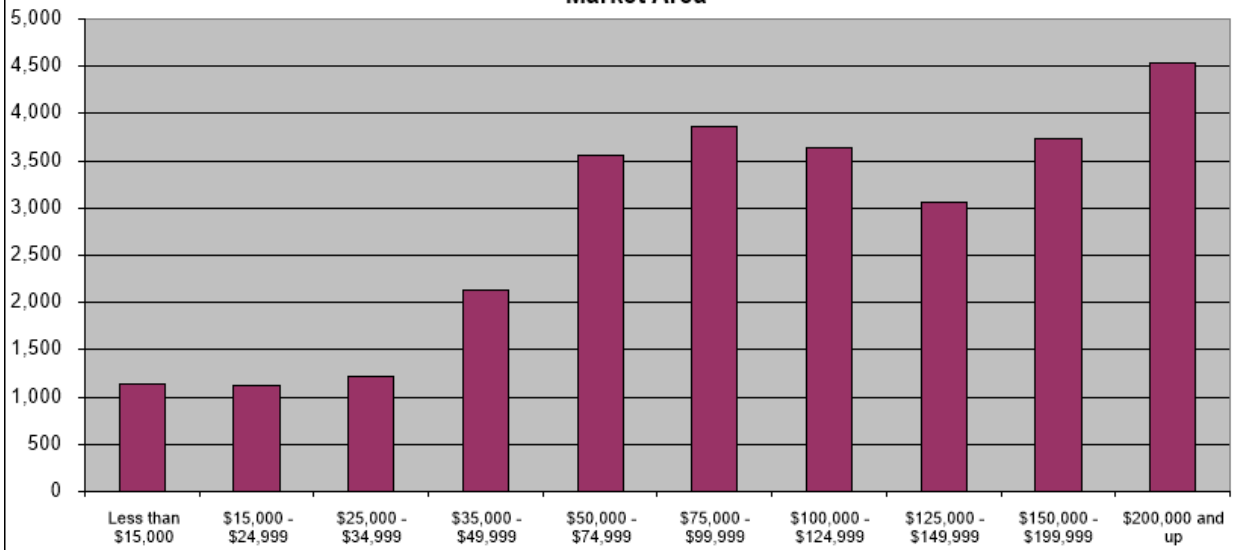
**Estimated Household Income Change 2000 - 2020
Market Area**



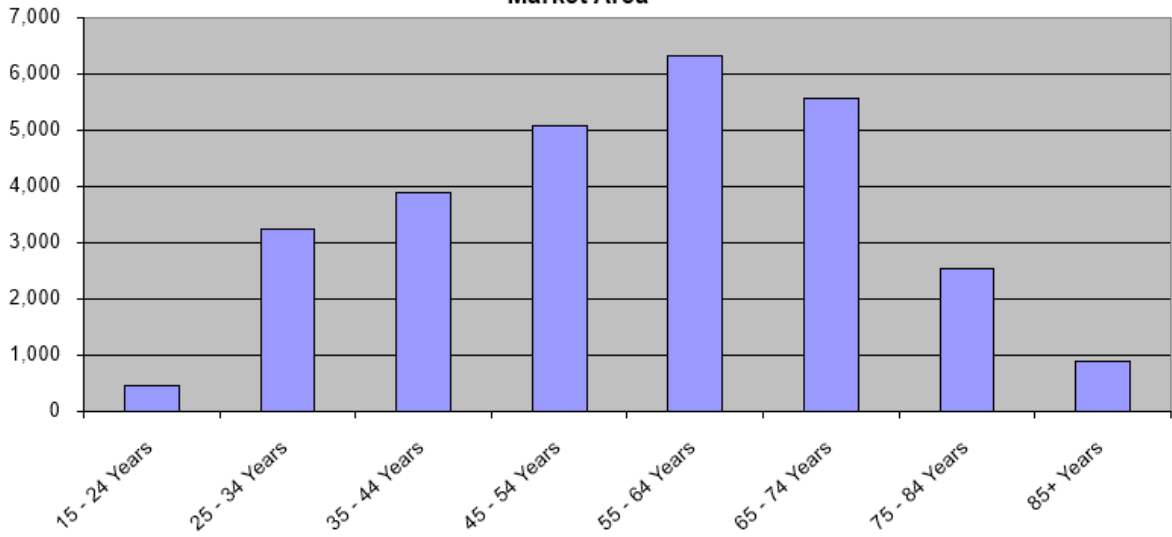
**Estimated Household Age Change 2000 - 2020
Market Area**



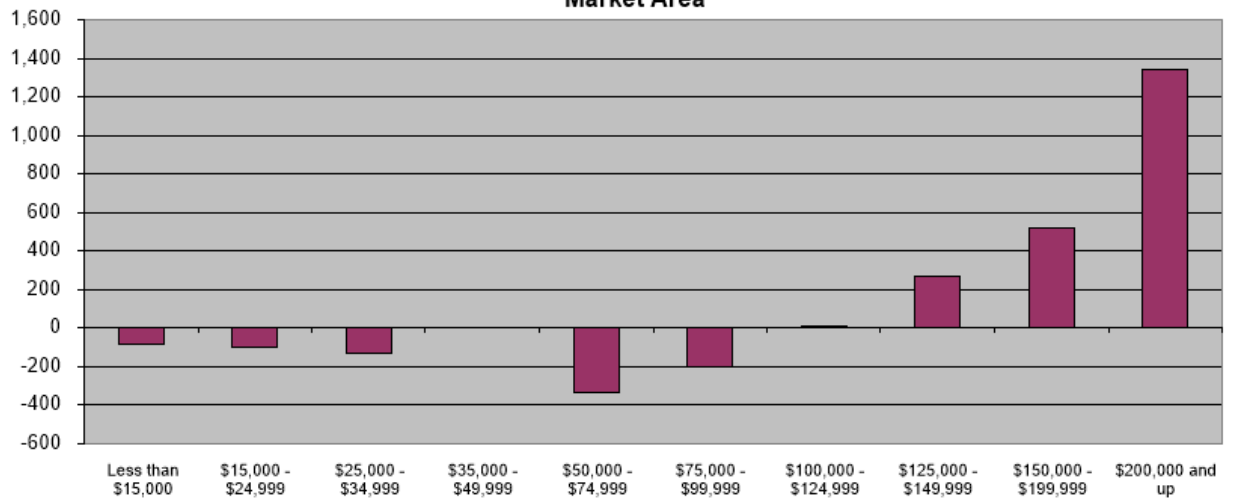
**Projected Households by Income - 2025
Market Area**

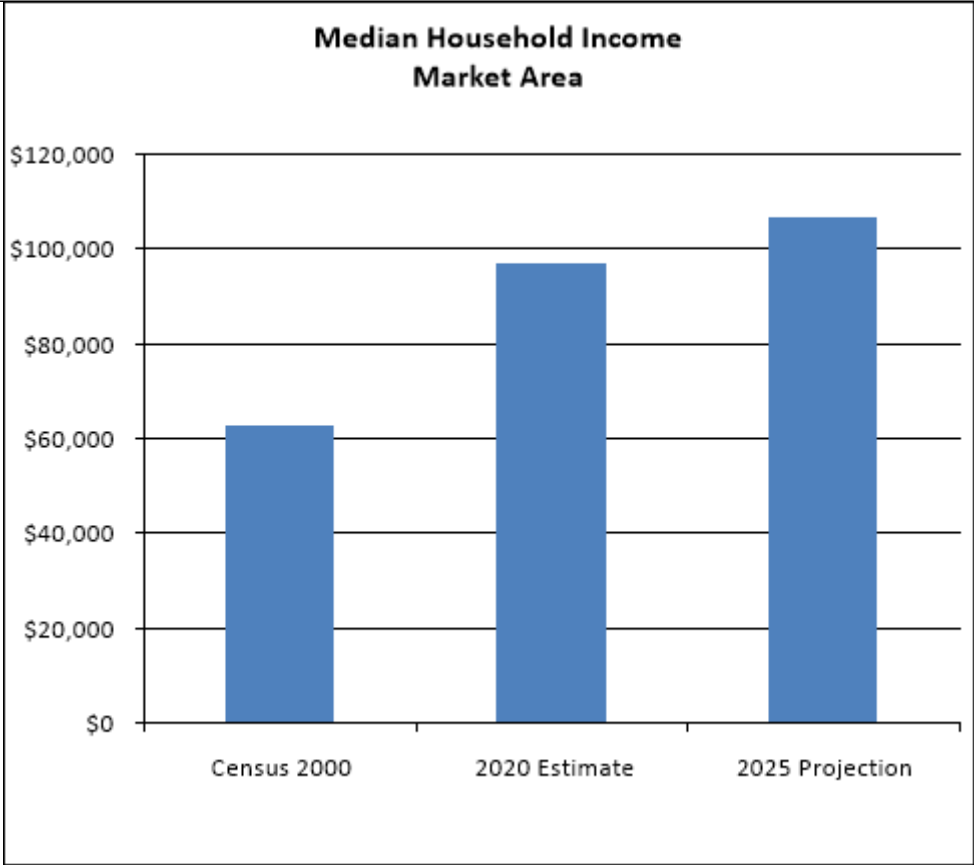
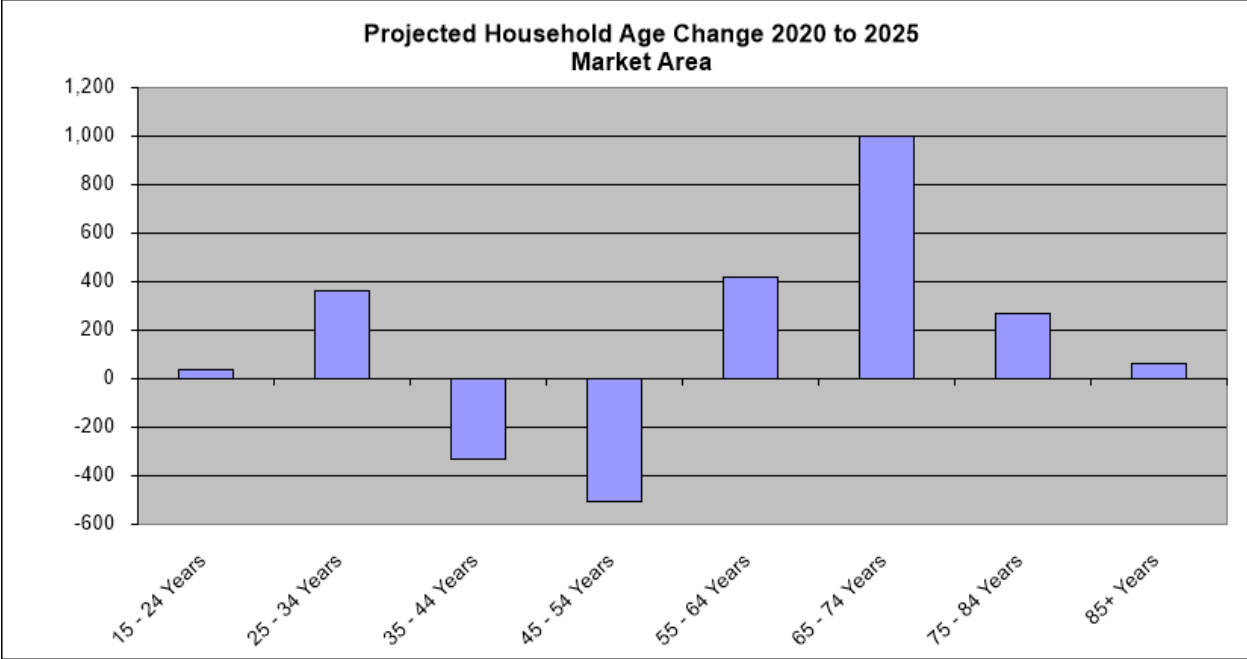


**Projected Households by Age - 2025
Market Area**



**Projected Household Income Change 2020 to 2025
Market Area**





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Households by Income and Age										
Market Area										
Census Data - 2000										
	Age	Age	Age	Age	Age	Age	Age	Age	Age	
Income	15 - 24	25 - 34	35 - 44	45 - 54	55 - 64	65 - 74	75 - 84	85+	Total	Percent
	Years	Years	Years	Years	Years	Years	Years	Years		
Less than \$15,000	41	93	108	158	135	270	212	79	1,096	5.4%
\$15,000 - \$24,999	54	197	258	122	179	316	269	73	1,468	7.2%
\$25,000 - \$34,999	93	393	285	302	225	315	186	44	1,843	9.1%
\$35,000 - \$49,999	95	506	763	490	465	428	278	58	3,083	15.2%
\$50,000 - \$74,999	114	1,010	1,892	1,206	666	283	150	30	5,351	26.4%
\$75,000 - \$99,999	14	577	1,289	936	521	191	55	10	3,593	17.7%
\$100,000 - \$124,999	0	247	650	781	288	64	0	0	2,030	10.0%
\$125,000 - \$149,999	0	82	222	258	102	18	9	4	695	3.4%
\$150,000 - \$199,999	0	21	241	213	142	40	5	2	664	3.3%
\$200,000 and up	0	18	172	154	84	11	32	8	479	2.4%
Total	411	3,144	5,880	4,620	2,807	1,936	1,196	308	20,302	100.0%
Percent	2.0%	15.5%	29.0%	22.8%	13.8%	9.5%	5.9%	1.5%		

Source: Claritas; Ribbon Demographics

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Households by Income and Age										
Market Area										
Current Year Estimates - 2020										
	Age	Age	Age	Age	Age	Age	Age	Age		
Income	15 - 24	25 - 34	35 - 44	45 - 54	55 - 64	65 - 74	75 - 84	85+	Total	Percent
	Years	Years	Years	Years	Years	Years	Years	Years		
Less than \$15,000	98	82	82	131	223	283	204	115	1,218	4.6%
\$15,000 - \$24,999	2	53	60	130	203	336	285	156	1,225	4.6%
\$25,000 - \$34,999	14	102	91	134	168	396	319	119	1,343	5.0%
\$35,000 - \$49,999	83	102	110	271	349	681	402	140	2,138	8.0%
\$50,000 - \$74,999	34	483	498	674	763	890	422	130	3,894	14.6%
\$75,000 - \$99,999	2	578	732	761	818	801	280	84	4,056	15.2%
\$100,000 - \$124,999	3	643	1,039	690	655	420	147	33	3,630	13.6%
\$125,000 - \$149,999	2	352	551	756	758	260	92	20	2,791	10.5%
\$150,000 - \$199,999	170	286	552	946	895	273	69	17	3,208	12.0%
\$200,000 and up	3	213	497	1,103	1,083	239	51	12	3,201	12.0%
Total	411	2,894	4,212	5,596	5,915	4,579	2,271	826	26,704	100.0%
Percent	1.5%	10.8%	15.8%	21.0%	22.2%	17.1%	8.5%	3.1%		

Source: Claritas; Ribbon Demographics

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Households by Income and Age										
Market Area										
Estimated Change - 2000 to 2020										
Income	Age	Age	Age	Age	Age	Age	Age	Age	Total	Percent Change
	15 - 24 Years	25 - 34 Years	35 - 44 Years	45 - 54 Years	55 - 64 Years	65 - 74 Years	75 - 84 Years	85+ Years		
Less than \$15,000	57	-11	-26	-27	88	13	-8	36	122	11.1%
\$15,000 - \$24,999	-52	-144	-198	8	24	20	16	83	-243	-16.6%
\$25,000 - \$34,999	-79	-291	-194	-168	-57	81	133	75	-500	-27.1%
\$35,000 - \$49,999	-12	-404	-653	-219	-116	253	124	82	-945	-30.7%
\$50,000 - \$74,999	-80	-527	-1,394	-532	97	607	272	100	-1,457	-27.2%
\$75,000 - \$99,999	-12	1	-557	-175	297	610	225	74	463	12.9%
\$100,000 - \$124,999	3	396	389	-91	367	356	147	33	1,600	78.8%
\$125,000 - \$149,999	2	270	329	498	656	242	83	16	2,096	301.6%
\$150,000 - \$199,999	170	265	311	733	753	233	64	15	2,544	383.1%
\$200,000 and up	3	195	325	949	999	228	19	4	2,722	568.3%
Total	0	-250	-1,668	976	3,108	2,643	1,075	518	6,402	31.5%
Percent Change	0.0%	-8.0%	-28.4%	21.1%	110.7%	136.5%	89.9%	168.2%		

Source: Claritas; Ribbon Demographics

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Households by Income and Age										
Market Area										
Five Year Projections - 2025										
Income	Age	Age	Age	Age	Age	Age	Age	Age	Total	Percent
	15 - 24 Years	25 - 34 Years	35 - 44 Years	45 - 54 Years	55 - 64 Years	65 - 74 Years	75 - 84 Years	85+ Years		
Less than \$15,000	92	76	69	88	199	292	205	115	1,136	4.1%
\$15,000 - \$24,999	1	49	44	86	161	345	287	155	1,128	4.0%
\$25,000 - \$34,999	8	91	66	79	126	405	322	117	1,214	4.3%
\$35,000 - \$49,999	95	101	83	183	300	782	440	154	2,138	7.6%
\$50,000 - \$74,999	30	464	376	475	644	984	451	137	3,561	12.7%
\$75,000 - \$99,999	2	583	578	579	757	951	317	92	3,859	13.8%
\$100,000 - \$124,999	1	714	912	583	656	548	182	43	3,639	13.0%
\$125,000 - \$149,999	4	443	547	705	831	373	131	29	3,063	10.9%
\$150,000 - \$199,999	212	386	573	934	1,062	433	106	25	3,731	13.3%
\$200,000 and up	2	347	632	1,378	1,600	465	98	20	4,542	16.2%
Total	447	3,254	3,880	5,090	6,336	5,578	2,539	887	28,011	100.0%
Percent	1.6%	11.6%	13.9%	18.2%	22.6%	19.9%	9.1%	3.2%		

Source: Claritas; Ribbon Demographics

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Households by Income and Age Market Area Projected Change - 2020 to 2025											
Income	Age	Age	Age	Age	Age	Age	Age	Age	Age	Total	Percent Change
	15 - 24 Years	25 - 34 Years	35 - 44 Years	45 - 54 Years	55 - 64 Years	65 - 74 Years	75 - 84 Years	85+ Years			
Less than \$15,000	-6	-6	-13	-43	-24	9	1	0	-82	-6.7%	
\$15,000 - \$24,999	-1	-4	-16	-44	-42	9	2	-1	-97	-7.9%	
\$25,000 - \$34,999	-6	-11	-25	-55	-42	9	3	-2	-129	-9.6%	
\$35,000 - \$49,999	12	-1	-27	-88	-49	101	38	14	0	0.0%	
\$50,000 - \$74,999	-4	-19	-122	-199	-119	94	29	7	-333	-8.6%	
\$75,000 - \$99,999	0	5	-154	-182	-61	150	37	8	-197	-4.9%	
\$100,000 - \$124,999	-2	71	-127	-107	1	128	35	10	9	0.2%	
\$125,000 - \$149,999	2	91	-4	-51	73	113	39	9	272	9.7%	
\$150,000 - \$199,999	42	100	21	-12	167	160	37	8	523	16.3%	
\$200,000 and up	-1	134	135	275	517	226	47	8	1,341	41.9%	
Total	36	360	-332	-506	421	999	268	61	1,307	4.9%	
Percent Change	8.8%	12.4%	-7.9%	-9.0%	7.1%	21.8%	11.8%	7.4%	-4.9%		

Source: Claritas; Ribbon Demographics

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Median Household Income Market Area		
Census 2000	2020 Estimate	2025 Projection
\$62,432	\$96,783	\$106,660

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Median Household Income by Area			
Market Area			
Geography ID	Census 2000	2020 Estimate	2025 Projection
51085321402	\$65,729	\$94,099	\$105,110
51085321403	\$67,418	\$96,344	\$108,929
51085321300	\$61,913	\$93,266	\$101,178
51085321202	\$43,295	\$58,601	\$65,366
51085321203	\$60,370	\$86,716	\$96,749
51085321100	\$49,749	\$81,393	\$90,233
51085321002	\$39,450	\$68,797	\$103,227
51085321001	\$52,633	\$74,180	\$83,401
51085320900	\$67,705	\$96,337	\$105,861
51085320805	\$67,427	\$111,500	\$120,948
51085320804	\$52,733	\$119,562	\$131,296
51085320803	\$97,076	\$134,124	\$146,114
51085320801	\$63,894	\$130,722	\$146,522
51085320702	\$75,845	\$94,531	\$102,618
51085320701	\$54,746	\$100,319	\$110,459

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Renter Households						
Age 15 to 54 Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	65	82	2	39	33	221
\$10,000-20,000	89	12	25	4	14	144
\$20,000-30,000	40	107	45	37	11	240
\$30,000-40,000	115	93	108	65	24	405
\$40,000-50,000	64	66	86	5	9	230
\$50,000-60,000	112	126	39	15	19	311
\$60,000-75,000	16	116	16	42	6	196
\$75,000-100,000	53	111	47	85	28	324
\$100,000-125,000	4	28	106	71	34	243
\$125,000-150,000	3	6	11	7	20	47
\$150,000-200,000	3	6	6	6	5	26
\$200,000+	2	2	2	2	4	17
Total	567	756	493	381	207	2,404

Renter Households						
Aged 55+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	83	7	8	5	7	110
\$10,000-20,000	208	101	35	2	12	358
\$20,000-30,000	166	22	8	7	13	216
\$30,000-40,000	35	15	26	5	10	91
\$40,000-50,000	68	23	14	25	6	136
\$50,000-60,000	55	35	22	10	17	139
\$60,000-75,000	28	38	13	20	12	111
\$75,000-100,000	27	42	17	3	11	100
\$100,000-125,000	91	17	17	7	19	151
\$125,000-150,000	16	10	9	1	10	46
\$150,000-200,000	33	9	6	16	10	64
\$200,000+	23	15	4	7	8	57
Total	823	334	179	108	135	1,579

Renter Households						
Aged 62+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	72	2	6	4	5	89
\$10,000-20,000	192	65	23	1	9	290
\$20,000-30,000	144	14	7	7	9	181
\$30,000-40,000	32	5	21	4	9	71
\$40,000-50,000	64	8	14	9	4	99
\$50,000-60,000	53	19	21	8	11	112
\$60,000-75,000	26	7	4	7	8	52
\$75,000-100,000	22	32	15	3	10	82
\$100,000-125,000	47	5	15	6	8	81
\$125,000-150,000	10	7	7	0	7	31
\$150,000-200,000	22	6	4	13	8	53
\$200,000+	15	2	4	2	4	31
Total	699	175	141	65	92	1,172

Renter Households						
All Age Groups						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	148	89	10	44	40	331
\$10,000-20,000	297	113	60	6	26	502
\$20,000-30,000	206	129	53	44	24	456
\$30,000-40,000	150	108	134	70	34	496
\$40,000-50,000	132	89	100	30	15	366
\$50,000-60,000	167	161	61	25	36	450
\$60,000-75,000	44	154	29	62	18	307
\$75,000-100,000	80	153	64	88	39	424
\$100,000-125,000	95	45	123	78	53	394
\$125,000-150,000	19	16	20	8	30	93
\$150,000-200,000	26	15	12	22	15	90
\$200,000+	26	18	6	12	12	74
Total	1,390	1,090	672	489	342	3,983

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Percent Renter Households						
Age 15 to 54 Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	2.7%	3.4%	0.1%	1.6%	1.4%	9.2%
\$10,000-20,000	3.7%	0.5%	1.0%	0.2%	0.6%	6.0%
\$20,000-30,000	1.7%	4.5%	1.9%	1.5%	0.5%	10.0%
\$30,000-40,000	4.8%	3.9%	4.5%	2.7%	1.0%	16.8%
\$40,000-50,000	2.7%	2.7%	3.6%	0.2%	0.4%	9.6%
\$50,000-60,000	4.7%	5.2%	1.6%	0.6%	0.8%	12.9%
\$60,000-75,000	0.7%	4.8%	0.7%	1.7%	0.2%	8.2%
\$75,000-100,000	2.2%	4.6%	2.0%	3.5%	1.2%	13.5%
\$100,000-125,000	0.2%	1.2%	4.4%	3.0%	1.4%	10.1%
\$125,000-150,000	0.1%	0.2%	0.5%	0.3%	0.8%	2.0%
\$150,000-200,000	0.1%	0.2%	0.2%	0.2%	0.2%	1.1%
\$200,000+	0.1%	0.1%	0.1%	0.2%	0.2%	0.7%
Total	23.6%	31.4%	20.5%	15.8%	8.6%	100.0%

Percent Renter Households						
Aged 55+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	5.3%	0.4%	0.5%	0.3%	0.4%	7.0%
\$10,000-20,000	13.2%	6.4%	2.2%	0.1%	0.8%	22.7%
\$20,000-30,000	10.5%	1.4%	0.5%	0.4%	0.8%	13.7%
\$30,000-40,000	2.2%	0.9%	1.6%	0.3%	0.6%	5.8%
\$40,000-50,000	4.3%	1.5%	0.9%	1.6%	0.4%	8.6%
\$50,000-60,000	3.5%	2.2%	1.4%	0.6%	1.1%	8.8%
\$60,000-75,000	1.8%	2.4%	0.8%	1.3%	0.8%	7.0%
\$75,000-100,000	1.7%	2.7%	1.1%	0.2%	0.7%	6.3%
\$100,000-125,000	5.8%	1.1%	1.1%	0.4%	1.2%	9.6%
\$125,000-150,000	1.0%	0.6%	0.6%	0.1%	0.6%	2.9%
\$150,000-200,000	1.5%	0.6%	0.4%	1.0%	0.6%	4.1%
\$200,000+	1.5%	0.9%	0.3%	0.4%	0.5%	3.6%
Total	52.1%	21.2%	11.3%	6.8%	8.5%	100.0%

Percent Renter Households						
Aged 62+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	6.1%	0.2%	0.5%	0.3%	0.4%	7.6%
\$10,000-20,000	16.4%	5.5%	2.0%	0.1%	0.8%	24.7%
\$20,000-30,000	12.3%	1.2%	0.6%	0.6%	0.8%	15.4%
\$30,000-40,000	2.7%	0.4%	1.8%	0.3%	0.8%	6.1%
\$40,000-50,000	5.5%	0.7%	1.2%	0.8%	0.3%	8.4%
\$50,000-60,000	4.5%	1.6%	1.8%	0.7%	0.9%	9.6%
\$60,000-75,000	2.2%	0.6%	0.3%	0.6%	0.7%	4.4%
\$75,000-100,000	1.9%	2.7%	1.3%	0.3%	0.9%	7.0%
\$100,000-125,000	4.0%	0.4%	1.3%	0.5%	0.7%	6.9%
\$125,000-150,000	0.9%	0.6%	0.6%	0.0%	0.6%	2.6%
\$150,000-200,000	1.9%	0.5%	0.3%	1.1%	0.7%	4.5%
\$200,000+	1.3%	0.4%	0.3%	0.3%	0.3%	2.6%
Total	59.6%	14.9%	12.0%	5.5%	7.8%	100.0%

Percent Renter Households						
All Age Groups						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	3.7%	2.2%	0.3%	1.1%	1.0%	8.3%
\$10,000-20,000	7.5%	2.8%	1.5%	0.2%	0.7%	12.6%
\$20,000-30,000	5.2%	3.2%	1.3%	1.1%	0.6%	11.4%
\$30,000-40,000	3.8%	2.7%	3.4%	1.8%	0.9%	12.5%
\$40,000-50,000	3.3%	2.2%	2.5%	0.8%	0.4%	9.2%
\$50,000-60,000	4.2%	4.0%	1.5%	0.6%	0.9%	11.3%
\$60,000-75,000	1.1%	3.9%	0.7%	1.6%	0.5%	7.7%
\$75,000-100,000	2.0%	3.8%	1.6%	2.2%	1.0%	10.6%
\$100,000-125,000	2.4%	1.1%	3.1%	2.0%	1.3%	9.9%
\$125,000-150,000	0.5%	0.4%	0.5%	0.2%	0.8%	2.3%
\$150,000-200,000	0.7%	0.4%	0.3%	0.6%	0.4%	2.3%
\$200,000+	0.7%	0.5%	0.2%	0.3%	0.3%	1.9%
Total	34.9%	27.4%	16.9%	12.3%	8.6%	100.0%

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Owner Households						
Age 15 to 54 Years						
Base Year: 2011 - 2015 Estimates						
	1-Person	2-Person	3-Person	4-Person	5+-Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	51	23	25	25	19	143
\$10,000-20,000	63	47	16	40	11	177
\$20,000-30,000	46	63	77	139	28	353
\$30,000-40,000	121	44	31	61	94	351
\$40,000-50,000	72	85	260	178	40	635
\$50,000-60,000	115	117	123	98	57	510
\$60,000-75,000	154	315	268	389	196	1,322
\$75,000-100,000	124	469	586	660	316	2,155
\$100,000-125,000	32	283	494	537	317	1,663
\$125,000-150,000	30	97	322	458	321	1,228
\$150,000-200,000	2	228	330	663	180	1,403
\$200,000+	38	131	263	329	144	905
Total	848	1,902	2,795	3,577	1,723	10,845

Owner Households						
Aged 55+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person	2-Person	3-Person	4-Person	5+-Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	139	118	24	11	10	302
\$10,000-20,000	336	266	32	21	6	661
\$20,000-30,000	370	356	56	21	17	820
\$30,000-40,000	197	337	53	36	15	638
\$40,000-50,000	221	573	78	35	8	915
\$50,000-60,000	215	503	87	51	20	876
\$60,000-75,000	237	747	168	57	5	1,214
\$75,000-100,000	261	993	191	51	61	1,557
\$100,000-125,000	160	442	236	35	49	922
\$125,000-150,000	53	372	118	58	79	680
\$150,000-200,000	54	399	200	53	105	811
\$200,000+	63	288	123	76	26	576
Total	2,306	5,394	1,366	505	401	9,972

Owner Households						
Aged 62+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person	2-Person	3-Person	4-Person	5+-Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	129	84	15	9	4	241
\$10,000-20,000	308	211	22	17	5	563
\$20,000-30,000	335	296	44	13	10	698
\$30,000-40,000	182	230	41	24	8	485
\$40,000-50,000	170	448	39	30	6	693
\$50,000-60,000	158	383	43	42	4	630
\$60,000-75,000	171	552	108	43	5	879
\$75,000-100,000	168	609	94	24	5	900
\$100,000-125,000	107	252	92	26	12	489
\$125,000-150,000	34	147	73	18	8	280
\$150,000-200,000	43	155	59	28	28	313
\$200,000+	55	162	9	25	10	261
Total	1,860	3,529	639	299	105	6,432

Owner Households						
All Age Groups						
Base Year: 2011 - 2015 Estimates						
	1-Person	2-Person	3-Person	4-Person	5+-Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	190	141	49	36	29	445
\$10,000-20,000	399	313	48	61	17	838
\$20,000-30,000	416	419	133	160	45	1,173
\$30,000-40,000	318	381	84	97	109	989
\$40,000-50,000	293	658	338	213	48	1,550
\$50,000-60,000	330	620	210	149	77	1,386
\$60,000-75,000	391	1,062	436	446	201	2,536
\$75,000-100,000	385	1,462	777	711	377	3,712
\$100,000-125,000	192	725	730	572	366	2,585
\$125,000-150,000	83	469	440	516	400	1,908
\$150,000-200,000	56	627	530	716	285	2,214
\$200,000+	101	419	386	405	170	1,481
Total	3,154	7,296	4,161	4,082	2,124	20,817

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Percent Owner Households						
Age 15 to 54 Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	0.5%	0.2%	0.2%	0.2%	0.2%	1.3%
\$10,000-20,000	0.6%	0.4%	0.1%	0.4%	0.1%	1.6%
\$20,000-30,000	0.4%	0.6%	0.7%	1.3%	0.3%	3.3%
\$30,000-40,000	1.1%	0.4%	0.3%	0.6%	0.9%	3.2%
\$40,000-50,000	0.7%	0.8%	2.4%	1.6%	0.4%	5.9%
\$50,000-60,000	1.1%	1.1%	1.1%	0.9%	0.3%	4.7%
\$60,000-75,000	1.4%	2.9%	2.5%	3.6%	1.8%	12.2%
\$75,000-100,000	1.1%	4.3%	5.4%	6.1%	2.9%	19.9%
\$100,000-125,000	0.3%	2.6%	4.6%	5.0%	2.9%	15.3%
\$125,000-150,000	0.3%	0.9%	3.0%	4.2%	3.0%	11.3%
\$150,000-200,000	0.0%	2.1%	3.0%	6.1%	1.7%	12.9%
\$200,000+	0.4%	1.2%	2.4%	3.0%	1.3%	8.3%
Total	7.8%	17.5%	25.8%	33.0%	15.9%	100.0%

Percent Owner Households						
Aged 55+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	1.4%	1.2%	0.2%	0.1%	0.1%	3.0%
\$10,000-20,000	3.4%	2.7%	0.3%	0.2%	0.1%	6.6%
\$20,000-30,000	3.7%	3.6%	0.6%	0.2%	0.2%	8.2%
\$30,000-40,000	2.0%	3.4%	0.5%	0.4%	0.2%	6.4%
\$40,000-50,000	2.2%	5.7%	0.8%	0.4%	0.1%	9.2%
\$50,000-60,000	2.2%	5.0%	0.9%	0.5%	0.2%	8.8%
\$60,000-75,000	2.4%	7.5%	1.7%	0.6%	0.1%	12.2%
\$75,000-100,000	2.6%	10.0%	1.9%	0.5%	0.6%	15.6%
\$100,000-125,000	1.6%	4.4%	2.4%	0.4%	0.3%	9.2%
\$125,000-150,000	0.5%	3.7%	1.2%	0.6%	0.8%	6.8%
\$150,000-200,000	0.5%	4.0%	2.0%	0.5%	1.1%	8.1%
\$200,000+	0.6%	2.9%	1.2%	0.8%	0.3%	5.8%
Total	23.1%	54.1%	13.7%	5.1%	4.0%	100.0%

Percent Owner Households						
Aged 62+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	2.0%	1.3%	0.2%	0.1%	0.1%	3.7%
\$10,000-20,000	4.8%	3.3%	0.3%	0.3%	0.1%	8.8%
\$20,000-30,000	5.2%	4.6%	0.7%	0.2%	0.2%	10.9%
\$30,000-40,000	2.8%	3.6%	0.6%	0.4%	0.1%	7.5%
\$40,000-50,000	2.6%	7.0%	0.6%	0.5%	0.1%	10.8%
\$50,000-60,000	2.3%	6.0%	0.7%	0.7%	0.1%	9.8%
\$60,000-75,000	2.7%	8.6%	1.7%	0.7%	0.1%	13.7%
\$75,000-100,000	2.6%	9.5%	1.5%	0.4%	0.1%	14.0%
\$100,000-125,000	1.7%	3.9%	1.4%	0.4%	0.2%	7.6%
\$125,000-150,000	0.5%	2.3%	1.1%	0.3%	0.1%	4.4%
\$150,000-200,000	0.7%	2.4%	0.9%	0.4%	0.4%	4.9%
\$200,000+	0.9%	2.5%	0.1%	0.4%	0.2%	4.1%
Total	28.9%	54.9%	9.9%	4.6%	1.6%	100.0%

Percent Owner Households						
All Age Groups						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	0.9%	0.7%	0.2%	0.2%	0.1%	2.1%
\$10,000-20,000	1.9%	1.5%	0.2%	0.3%	0.1%	4.0%
\$20,000-30,000	2.0%	2.0%	0.6%	0.8%	0.2%	5.6%
\$30,000-40,000	1.5%	1.8%	0.4%	0.5%	0.5%	4.8%
\$40,000-50,000	1.4%	3.2%	1.6%	1.0%	0.2%	7.4%
\$50,000-60,000	1.6%	3.0%	1.0%	0.7%	0.4%	6.7%
\$60,000-75,000	1.9%	5.1%	2.1%	2.1%	1.0%	12.2%
\$75,000-100,000	1.8%	7.0%	3.7%	3.4%	1.8%	17.8%
\$100,000-125,000	0.9%	3.5%	3.5%	2.7%	1.8%	12.4%
\$125,000-150,000	0.4%	2.3%	2.1%	2.5%	1.9%	9.2%
\$150,000-200,000	0.3%	3.0%	2.5%	3.4%	1.4%	10.6%
\$200,000+	0.5%	2.0%	1.9%	1.9%	0.8%	7.1%
Total	15.2%	35.0%	20.0%	19.6%	10.2%	100.0%

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Renter Households						
Age 15 to 54 Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	43	108	2	31	22	206
\$10,000-20,000	75	8	20	2	8	113
\$20,000-30,000	36	34	28	36	8	142
\$30,000-40,000	57	70	88	36	15	266
\$40,000-50,000	64	29	54	5	6	158
\$50,000-60,000	119	83	24	7	24	259
\$60,000-75,000	18	139	20	38	5	220
\$75,000-100,000	80	122	51	99	31	383
\$100,000-125,000	7	50	105	133	45	340
\$125,000-150,000	4	4	17	14	26	65
\$150,000-200,000	11	12	9	15	10	57
\$200,000+	9	6	4	4	5	28
Total	523	667	422	420	205	2,237

Renter Households						
Aged 55+ Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	106	18	6	6	3	139
\$10,000-20,000	281	85	37	2	7	412
\$20,000-30,000	159	27	8	4	10	208
\$30,000-40,000	85	27	29	9	10	160
\$40,000-50,000	79	24	12	14	11	140
\$50,000-60,000	56	46	25	12	15	154
\$60,000-75,000	43	41	7	21	12	124
\$75,000-100,000	56	82	12	5	15	170
\$100,000-125,000	91	29	11	2	17	150
\$125,000-150,000	53	15	9	5	10	92
\$150,000-200,000	44	9	6	19	13	91
\$200,000+	57	38	5	14	11	125
Total	1,110	441	167	113	134	1,965

Renter Households						
Aged 62+ Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	89	10	5	5	2	111
\$10,000-20,000	265	64	28	2	6	365
\$20,000-30,000	137	20	6	3	8	174
\$30,000-40,000	81	18	32	6	6	133
\$40,000-50,000	75	14	11	7	8	115
\$50,000-60,000	54	27	25	11	10	127
\$60,000-75,000	37	10	3	3	9	62
\$75,000-100,000	36	65	12	4	14	131
\$100,000-125,000	55	14	9	1	7	86
\$125,000-150,000	44	11	4	4	8	71
\$150,000-200,000	38	7	6	16	9	76
\$200,000+	39	17	2	6	8	72
Total	950	277	133	68	95	1,523

Renter Households						
All Age Groups						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	149	126	8	37	25	345
\$10,000-20,000	356	93	57	4	15	525
\$20,000-30,000	195	61	36	40	18	350
\$30,000-40,000	142	97	117	45	25	426
\$40,000-50,000	143	53	66	19	17	298
\$50,000-60,000	175	131	49	19	39	413
\$60,000-75,000	61	180	27	59	17	344
\$75,000-100,000	136	204	63	104	46	553
\$100,000-125,000	98	79	116	135	62	490
\$125,000-150,000	57	19	26	19	36	157
\$150,000-200,000	55	21	15	34	23	148
\$200,000+	66	44	9	18	16	153
Total	1,633	1,108	589	533	339	4,202

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Percent Renter Households						
Age 15 to 54 Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	1.9%	4.8%	0.1%	1.4%	1.0%	9.2%
\$10,000-20,000	3.4%	0.4%	0.9%	0.1%	0.4%	5.1%
\$20,000-30,000	1.6%	1.5%	1.3%	1.6%	0.4%	6.3%
\$30,000-40,000	2.5%	3.1%	3.9%	1.6%	0.7%	11.9%
\$40,000-50,000	2.9%	1.3%	2.4%	0.2%	0.3%	7.1%
\$50,000-60,000	5.3%	3.8%	1.1%	0.3%	1.1%	11.6%
\$60,000-75,000	0.8%	6.2%	0.9%	1.7%	0.2%	9.8%
\$75,000-100,000	3.6%	5.5%	2.3%	4.4%	1.4%	17.1%
\$100,000-125,000	0.3%	2.2%	4.7%	5.9%	2.0%	15.2%
\$125,000-150,000	0.2%	0.2%	0.8%	0.6%	1.2%	2.9%
\$150,000-200,000	0.5%	0.5%	0.4%	0.7%	0.4%	2.5%
\$200,000+	0.4%	0.3%	0.2%	0.2%	0.2%	1.3%
Total	23.4%	29.8%	18.9%	18.8%	9.2%	100.0%

Percent Renter Households						
Aged 55+ Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	5.4%	0.9%	0.3%	0.5%	0.2%	7.1%
\$10,000-20,000	14.3%	4.3%	1.9%	0.1%	0.4%	21.0%
\$20,000-30,000	8.1%	1.4%	0.4%	0.2%	0.3%	10.6%
\$30,000-40,000	4.3%	1.4%	1.5%	0.5%	0.3%	8.1%
\$40,000-50,000	4.0%	1.2%	0.6%	0.7%	0.6%	7.1%
\$50,000-60,000	2.8%	2.3%	1.3%	0.6%	0.8%	7.8%
\$60,000-75,000	2.2%	2.1%	0.4%	1.1%	0.6%	6.3%
\$75,000-100,000	2.8%	4.2%	0.6%	0.3%	0.8%	8.7%
\$100,000-125,000	4.6%	1.5%	0.6%	0.1%	0.9%	7.6%
\$125,000-150,000	2.7%	0.8%	0.5%	0.3%	0.5%	4.7%
\$150,000-200,000	2.2%	0.5%	0.3%	1.0%	0.7%	4.6%
\$200,000+	2.9%	1.9%	0.3%	0.7%	0.6%	6.4%
Total	56.5%	22.4%	8.5%	5.8%	6.8%	100.0%

Percent Renter Households						
Aged 62+ Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	5.8%	0.7%	0.3%	0.3%	0.1%	7.3%
\$10,000-20,000	17.4%	4.2%	1.8%	0.1%	0.4%	24.0%
\$20,000-30,000	9.0%	1.3%	0.4%	0.2%	0.3%	11.4%
\$30,000-40,000	5.3%	1.2%	1.4%	0.4%	0.4%	8.7%
\$40,000-50,000	4.9%	0.9%	0.7%	0.5%	0.5%	7.6%
\$50,000-60,000	3.5%	1.8%	1.6%	0.7%	0.7%	8.3%
\$60,000-75,000	2.4%	0.7%	0.2%	0.2%	0.6%	4.1%
\$75,000-100,000	2.4%	4.3%	0.8%	0.3%	0.9%	8.6%
\$100,000-125,000	3.6%	0.9%	0.6%	0.1%	0.5%	5.6%
\$125,000-150,000	2.9%	0.7%	0.3%	0.3%	0.3%	4.7%
\$150,000-200,000	2.5%	0.5%	0.4%	1.1%	0.6%	5.0%
\$200,000+	2.6%	1.1%	0.1%	0.4%	0.5%	4.7%
Total	62.4%	18.2%	8.7%	4.5%	6.2%	100.0%

Percent Renter Households						
All Age Groups						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	3.3%	3.0%	0.2%	0.9%	0.6%	8.2%
\$10,000-20,000	8.5%	2.2%	1.4%	0.1%	0.4%	12.5%
\$20,000-30,000	4.6%	1.5%	0.9%	1.0%	0.4%	8.3%
\$30,000-40,000	3.4%	2.3%	2.8%	1.1%	0.6%	10.1%
\$40,000-50,000	3.4%	1.3%	1.6%	0.5%	0.4%	7.1%
\$50,000-60,000	4.2%	3.1%	1.2%	0.5%	0.9%	9.8%
\$60,000-75,000	1.5%	4.3%	0.6%	1.4%	0.4%	8.2%
\$75,000-100,000	3.2%	4.9%	1.5%	2.5%	1.1%	13.2%
\$100,000-125,000	2.3%	1.9%	2.8%	3.2%	1.5%	11.7%
\$125,000-150,000	1.4%	0.5%	0.6%	0.5%	0.9%	3.7%
\$150,000-200,000	1.3%	0.5%	0.4%	0.8%	0.5%	3.5%
\$200,000+	1.6%	1.0%	0.2%	0.4%	0.4%	3.6%
Total	38.9%	26.4%	14.0%	12.7%	8.1%	100.0%

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Owner Households						
Age 15 to 54 Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	52	14	19	18	13	116
\$10,000-20,000	39	13	7	15	1	75
\$20,000-30,000	12	44	24	43	9	132
\$30,000-40,000	63	21	26	21	41	172
\$40,000-50,000	16	10	74	55	10	165
\$50,000-60,000	104	67	61	52	17	301
\$60,000-75,000	123	198	204	246	138	909
\$75,000-100,000	131	350	457	500	252	1,690
\$100,000-125,000	62	350	578	620	425	2,035
\$125,000-150,000	35	135	436	540	450	1,596
\$150,000-200,000	3	377	460	853	204	1,897
\$200,000+	43	288	527	615	315	1,788
Total	683	1,867	2,873	3,578	1,875	10,876

Owner Households						
Aged 55+ Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	120	107	23	8	10	268
\$10,000-20,000	278	164	20	13	6	481
\$20,000-30,000	337	332	55	9	15	748
\$30,000-40,000	379	473	100	57	15	1,024
\$40,000-50,000	254	460	56	21	8	799
\$50,000-60,000	218	435	81	30	18	782
\$60,000-75,000	274	681	141	44	5	1,145
\$75,000-100,000	362	1,151	209	44	47	1,813
\$100,000-125,000	248	488	283	44	42	1,105
\$125,000-150,000	107	557	208	67	99	1,038
\$150,000-200,000	95	580	296	64	128	1,163
\$200,000+	150	606	298	142	64	1,260
Total	2,822	6,034	1,770	543	457	11,626

Owner Households						
Aged 62+ Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	99	68	14	4	6	191
\$10,000-20,000	268	132	17	12	6	435
\$20,000-30,000	315	284	44	5	12	660
\$30,000-40,000	346	353	87	31	9	826
\$40,000-50,000	235	414	43	20	6	718
\$50,000-60,000	178	348	51	24	6	607
\$60,000-75,000	210	530	90	37	5	872
\$75,000-100,000	288	829	122	14	6	1,259
\$100,000-125,000	195	307	134	32	16	684
\$125,000-150,000	73	253	133	23	5	487
\$150,000-200,000	77	248	110	36	30	501
\$200,000+	120	303	27	40	5	495
Total	2,404	4,069	872	278	112	7,735

Owner Households						
All Age Groups						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	172	121	42	26	23	384
\$10,000-20,000	317	177	27	28	7	556
\$20,000-30,000	349	376	79	52	24	880
\$30,000-40,000	442	494	126	78	56	1,196
\$40,000-50,000	270	470	130	76	18	964
\$50,000-60,000	322	502	142	82	35	1,083
\$60,000-75,000	397	879	345	290	143	2,054
\$75,000-100,000	493	1,501	666	544	299	3,503
\$100,000-125,000	310	838	861	664	467	3,140
\$125,000-150,000	142	692	644	607	549	2,634
\$150,000-200,000	98	957	756	917	332	3,060
\$200,000+	193	894	825	757	379	3,048
Total	3,505	7,901	4,643	4,121	2,332	22,502

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Percent Owner Households						
Age 15 to 54 Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	0.5%	0.1%	0.2%	0.2%	0.1%	1.1%
\$10,000-20,000	0.4%	0.1%	0.1%	0.1%	0.0%	0.7%
\$20,000-30,000	0.1%	0.4%	0.2%	0.4%	0.1%	1.2%
\$30,000-40,000	0.6%	0.2%	0.2%	0.2%	0.4%	1.6%
\$40,000-50,000	0.1%	0.1%	0.7%	0.5%	0.1%	1.5%
\$50,000-60,000	1.0%	0.6%	0.6%	0.5%	0.2%	2.8%
\$60,000-75,000	1.1%	1.8%	1.9%	2.3%	1.3%	8.4%
\$75,000-100,000	1.2%	3.2%	4.2%	4.6%	2.3%	15.5%
\$100,000-125,000	0.6%	3.3%	5.3%	5.7%	3.9%	18.7%
\$125,000-150,000	0.3%	1.2%	4.0%	5.0%	4.1%	14.7%
\$150,000-200,000	0.0%	3.5%	4.2%	7.8%	1.9%	17.4%
\$200,000+	0.4%	2.6%	4.8%	5.7%	2.9%	16.4%
Total	6.3%	17.2%	26.4%	32.9%	17.2%	100.0%

Percent Owner Households						
Aged 55+ Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	1.0%	0.9%	0.2%	0.1%	0.1%	2.3%
\$10,000-20,000	2.4%	1.4%	0.2%	0.1%	0.1%	4.1%
\$20,000-30,000	2.9%	2.9%	0.3%	0.1%	0.1%	6.4%
\$30,000-40,000	3.3%	4.1%	0.9%	0.5%	0.1%	8.8%
\$40,000-50,000	2.2%	4.0%	0.3%	0.2%	0.1%	6.9%
\$50,000-60,000	1.9%	3.7%	0.7%	0.3%	0.2%	6.7%
\$60,000-75,000	2.4%	5.9%	1.2%	0.4%	0.0%	9.8%
\$75,000-100,000	3.1%	9.9%	1.8%	0.4%	0.4%	15.6%
\$100,000-125,000	2.1%	4.2%	2.4%	0.4%	0.4%	9.5%
\$125,000-150,000	0.9%	4.8%	1.8%	0.6%	0.9%	8.9%
\$150,000-200,000	0.8%	5.0%	2.3%	0.6%	1.1%	10.0%
\$200,000+	1.3%	5.2%	2.6%	1.2%	0.6%	10.8%
Total	24.3%	51.9%	15.2%	4.7%	3.9%	100.0%

Percent Owner Households						
Aged 62+ Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	1.3%	0.9%	0.2%	0.1%	0.1%	2.5%
\$10,000-20,000	3.5%	1.7%	0.2%	0.2%	0.1%	5.6%
\$20,000-30,000	4.1%	3.7%	0.6%	0.1%	0.2%	8.5%
\$30,000-40,000	4.5%	4.6%	1.1%	0.4%	0.1%	10.7%
\$40,000-50,000	3.0%	5.4%	0.6%	0.3%	0.1%	9.3%
\$50,000-60,000	2.3%	4.5%	0.7%	0.3%	0.1%	7.8%
\$60,000-75,000	2.7%	6.9%	1.2%	0.5%	0.1%	11.3%
\$75,000-100,000	3.7%	10.7%	1.6%	0.2%	0.1%	16.3%
\$100,000-125,000	2.5%	4.0%	1.7%	0.4%	0.2%	8.8%
\$125,000-150,000	0.9%	3.3%	1.7%	0.3%	0.1%	6.3%
\$150,000-200,000	1.0%	3.2%	1.4%	0.5%	0.4%	6.5%
\$200,000+	1.6%	3.9%	0.3%	0.5%	0.1%	6.4%
Total	31.1%	52.6%	11.3%	3.6%	1.4%	100.0%

Percent Owner Households						
All Age Groups						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	0.8%	0.5%	0.2%	0.1%	0.1%	1.7%
\$10,000-20,000	1.4%	0.8%	0.1%	0.1%	0.0%	2.5%
\$20,000-30,000	1.6%	1.7%	0.4%	0.2%	0.1%	3.9%
\$30,000-40,000	2.0%	2.2%	0.6%	0.3%	0.2%	5.3%
\$40,000-50,000	1.2%	2.1%	0.6%	0.3%	0.1%	4.3%
\$50,000-60,000	1.4%	2.2%	0.6%	0.4%	0.2%	4.8%
\$60,000-75,000	1.8%	3.9%	1.5%	1.3%	0.6%	9.1%
\$75,000-100,000	2.2%	6.7%	3.0%	2.4%	1.3%	15.6%
\$100,000-125,000	1.4%	3.7%	3.8%	3.0%	2.1%	14.0%
\$125,000-150,000	0.6%	3.1%	2.9%	2.7%	2.4%	11.7%
\$150,000-200,000	0.4%	4.3%	3.4%	4.1%	1.5%	13.6%
\$200,000+	0.9%	4.0%	3.7%	3.4%	1.7%	13.5%
Total	15.6%	35.1%	20.6%	18.3%	10.4%	100.0%

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Renter Households						
Age 15 to 54 Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	38	90	5	27	19	179
\$10,000-20,000	37	4	15	0	8	84
\$20,000-30,000	31	34	34	35	5	137
\$30,000-40,000	28	51	60	31	13	183
\$40,000-50,000	60	27	68	7	7	169
\$50,000-60,000	89	73	18	9	24	213
\$60,000-75,000	19	137	16	39	3	214
\$75,000-100,000	91	116	55	109	32	403
\$100,000-125,000	9	62	100	146	48	365
\$125,000-150,000	4	7	18	14	28	71
\$150,000-200,000	16	13	10	17	9	65
\$200,000+	13	8	2	2	2	36
Total	455	622	404	437	201	2,119

Renter Households						
Aged 55+ Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	114	18	5	6	7	150
\$10,000-20,000	274	78	37	4	8	401
\$20,000-30,000	170	27	7	6	9	219
\$30,000-40,000	95	23	36	7	13	174
\$40,000-50,000	107	25	18	15	13	178
\$50,000-60,000	65	42	27	10	9	153
\$60,000-75,000	50	48	12	19	12	141
\$75,000-100,000	57	101	14	6	19	197
\$100,000-125,000	120	26	13	4	23	186
\$125,000-150,000	68	26	9	8	11	122
\$150,000-200,000	65	16	9	21	14	125
\$200,000+	95	68	14	19	16	212
Total	1,280	498	201	125	154	2,258

Renter Households						
Aged 62+ Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	92	13	3	5	3	116
\$10,000-20,000	260	63	29	4	7	363
\$20,000-30,000	148	21	7	5	7	188
\$30,000-40,000	88	13	29	5	11	146
\$40,000-50,000	102	11	16	7	12	148
\$50,000-60,000	59	24	26	9	8	126
\$60,000-75,000	43	14	6	3	10	76
\$75,000-100,000	35	79	13	5	16	148
\$100,000-125,000	67	9	12	3	10	101
\$125,000-150,000	54	20	3	6	9	92
\$150,000-200,000	55	14	6	19	11	105
\$200,000+	62	26	8	6	11	113
Total	1,065	307	158	77	115	1,722

Renter Households						
All Age Groups						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	152	108	10	33	26	329
\$10,000-20,000	331	82	52	4	16	485
\$20,000-30,000	201	61	41	39	14	356
\$30,000-40,000	123	74	96	38	26	357
\$40,000-50,000	167	52	86	22	20	347
\$50,000-60,000	154	115	45	19	33	366
\$60,000-75,000	69	185	28	58	15	355
\$75,000-100,000	148	217	69	115	51	600
\$100,000-125,000	129	88	113	150	71	551
\$125,000-150,000	72	33	27	22	39	193
\$150,000-200,000	81	29	19	38	23	190
\$200,000+	108	76	19	24	21	248
Total	1,735	1,120	605	562	355	4,377

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Market Area

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Percent Renter Households						
Age 15 to 54 Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	1.8%	4.2%	0.2%	1.3%	0.9%	8.4%
\$10,000-20,000	2.7%	0.2%	0.7%	0.0%	0.4%	4.0%
\$20,000-30,000	1.5%	1.6%	1.6%	1.6%	0.2%	6.5%
\$30,000-40,000	1.3%	2.4%	2.8%	1.5%	0.6%	8.6%
\$40,000-50,000	2.8%	1.3%	3.2%	0.3%	0.3%	8.0%
\$50,000-60,000	4.2%	3.4%	0.8%	0.4%	1.1%	10.1%
\$60,000-75,000	0.9%	6.5%	0.8%	1.8%	0.1%	10.1%
\$75,000-100,000	4.3%	5.5%	2.6%	5.1%	1.5%	19.0%
\$100,000-125,000	0.4%	2.9%	4.7%	6.9%	2.3%	17.2%
\$125,000-150,000	0.2%	0.3%	0.8%	0.7%	1.3%	3.4%
\$150,000-200,000	0.8%	0.6%	0.5%	0.8%	0.4%	3.1%
\$200,000+	0.6%	0.4%	0.2%	0.2%	0.2%	1.7%
Total	21.5%	29.4%	19.1%	20.6%	9.5%	100.0%

Percent Renter Households						
Aged 55+ Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	5.0%	0.8%	0.2%	0.3%	0.3%	6.6%
\$10,000-20,000	12.1%	3.5%	1.6%	0.2%	0.4%	17.8%
\$20,000-30,000	7.5%	1.2%	0.3%	0.3%	0.4%	9.7%
\$30,000-40,000	4.2%	1.0%	1.6%	0.3%	0.6%	7.7%
\$40,000-50,000	4.7%	1.1%	0.8%	0.7%	0.6%	7.9%
\$50,000-60,000	2.9%	1.9%	1.2%	0.4%	0.4%	6.8%
\$60,000-75,000	2.2%	2.1%	0.5%	0.8%	0.5%	6.2%
\$75,000-100,000	2.5%	4.5%	0.6%	0.3%	0.8%	8.7%
\$100,000-125,000	5.3%	1.2%	0.6%	0.2%	1.0%	8.2%
\$125,000-150,000	3.0%	1.2%	0.4%	0.4%	0.5%	5.4%
\$150,000-200,000	2.9%	0.7%	0.4%	0.9%	0.6%	5.5%
\$200,000+	4.2%	3.0%	0.6%	0.8%	0.7%	9.4%
Total	56.7%	22.1%	8.9%	5.5%	6.8%	100.0%

Percent Renter Households						
Aged 62+ Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	5.3%	0.8%	0.2%	0.3%	0.2%	6.7%
\$10,000-20,000	15.1%	3.7%	1.7%	0.2%	0.4%	21.1%
\$20,000-30,000	8.6%	1.2%	0.4%	0.3%	0.4%	10.9%
\$30,000-40,000	5.1%	0.8%	1.7%	0.3%	0.6%	8.5%
\$40,000-50,000	5.9%	0.6%	0.9%	0.4%	0.7%	8.6%
\$50,000-60,000	3.4%	1.4%	1.5%	0.5%	0.5%	7.3%
\$60,000-75,000	2.5%	0.8%	0.3%	0.2%	0.6%	4.4%
\$75,000-100,000	2.0%	4.6%	0.8%	0.3%	0.9%	8.6%
\$100,000-125,000	3.9%	0.5%	0.7%	0.2%	0.6%	5.9%
\$125,000-150,000	3.1%	1.2%	0.2%	0.3%	0.5%	5.3%
\$150,000-200,000	3.2%	0.8%	0.3%	1.1%	0.6%	6.1%
\$200,000+	3.6%	1.5%	0.5%	0.3%	0.6%	6.6%
Total	61.8%	17.8%	9.2%	4.5%	6.7%	100.0%

Percent Renter Households						
All Age Groups						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	3.5%	2.5%	0.2%	0.8%	0.6%	7.5%
\$10,000-20,000	7.6%	1.9%	1.2%	0.1%	0.4%	11.1%
\$20,000-30,000	4.6%	1.4%	0.9%	0.9%	0.3%	8.1%
\$30,000-40,000	2.8%	1.7%	2.2%	0.9%	0.6%	8.2%
\$40,000-50,000	3.8%	1.2%	2.0%	0.5%	0.5%	7.9%
\$50,000-60,000	3.5%	2.6%	1.0%	0.4%	0.8%	8.4%
\$60,000-75,000	1.6%	4.2%	0.6%	1.3%	0.3%	8.1%
\$75,000-100,000	3.4%	5.0%	1.6%	2.6%	1.2%	13.7%
\$100,000-125,000	2.9%	2.0%	2.6%	3.4%	1.6%	12.6%
\$125,000-150,000	1.6%	0.8%	0.6%	0.5%	0.9%	4.4%
\$150,000-200,000	1.9%	0.7%	0.4%	0.9%	0.5%	4.3%
\$200,000+	3.5%	1.7%	0.4%	0.5%	0.5%	5.7%
Total	39.6%	25.6%	13.8%	12.8%	8.1%	100.0%

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Owner Households						
Age 15 to 54 Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	44	11	13	11	8	87
\$10,000-20,000	31	9	4	4	5	53
\$20,000-30,000	7	20	14	32	9	82
\$30,000-40,000	49	12	13	13	17	104
\$40,000-50,000	15	11	53	46	8	133
\$50,000-60,000	75	45	34	43	11	208
\$60,000-75,000	108	144	156	192	110	710
\$75,000-100,000	121	271	354	393	200	1,339
\$100,000-125,000	57	303	520	563	402	1,845
\$125,000-150,000	27	126	441	531	483	1,628
\$150,000-200,000	4	380	500	912	244	2,040
\$200,000+	68	341	701	802	411	2,323
Total	606	1,673	2,803	3,562	1,908	10,552

Owner Households						
Aged 55+ Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	126	110	26	11	7	280
\$10,000-20,000	265	142	14	14	5	440
\$20,000-30,000	324	330	54	15	20	743
\$30,000-40,000	365	389	94	40	16	904
\$40,000-50,000	287	525	70	25	9	916
\$50,000-60,000	228	412	69	30	19	758
\$60,000-75,000	291	688	139	38	8	1,164
\$75,000-100,000	394	1,222	207	50	47	1,920
\$100,000-125,000	299	532	301	53	58	1,243
\$125,000-150,000	143	639	259	76	105	1,242
\$150,000-200,000	131	736	378	89	167	1,501
\$200,000+	274	933	449	234	81	1,971
Total	3,127	6,678	2,060	675	542	13,082

Owner Households						
Aged 62+ Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	110	77	20	7	3	217
\$10,000-20,000	256	116	12	12	4	400
\$20,000-30,000	311	295	45	8	17	676
\$30,000-40,000	338	303	86	24	8	759
\$40,000-50,000	273	485	61	22	9	850
\$50,000-60,000	189	346	52	25	9	621
\$60,000-75,000	242	563	94	33	8	940
\$75,000-100,000	328	935	131	19	8	1,421
\$100,000-125,000	256	357	162	42	28	845
\$125,000-150,000	102	328	178	33	7	648
\$150,000-200,000	112	336	166	57	45	716
\$200,000+	235	497	41	79	7	859
Total	2,752	4,638	1,048	361	153	8,952

Owner Households						
All Age Groups						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	170	121	39	22	15	367
\$10,000-20,000	296	151	18	18	10	493
\$20,000-30,000	331	350	68	47	29	825
\$30,000-40,000	414	401	107	53	33	1,008
\$40,000-50,000	302	536	133	71	17	1,049
\$50,000-60,000	303	457	103	73	30	966
\$60,000-75,000	399	832	295	230	118	1,874
\$75,000-100,000	515	1,493	561	443	247	3,259
\$100,000-125,000	356	835	821	616	460	3,088
\$125,000-150,000	170	785	700	627	588	2,870
\$150,000-200,000	135	1,116	878	1,001	411	3,541
\$200,000+	342	1,274	1,150	1,036	492	4,294
Total	3,733	8,351	4,863	4,237	2,450	23,634

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Market Area

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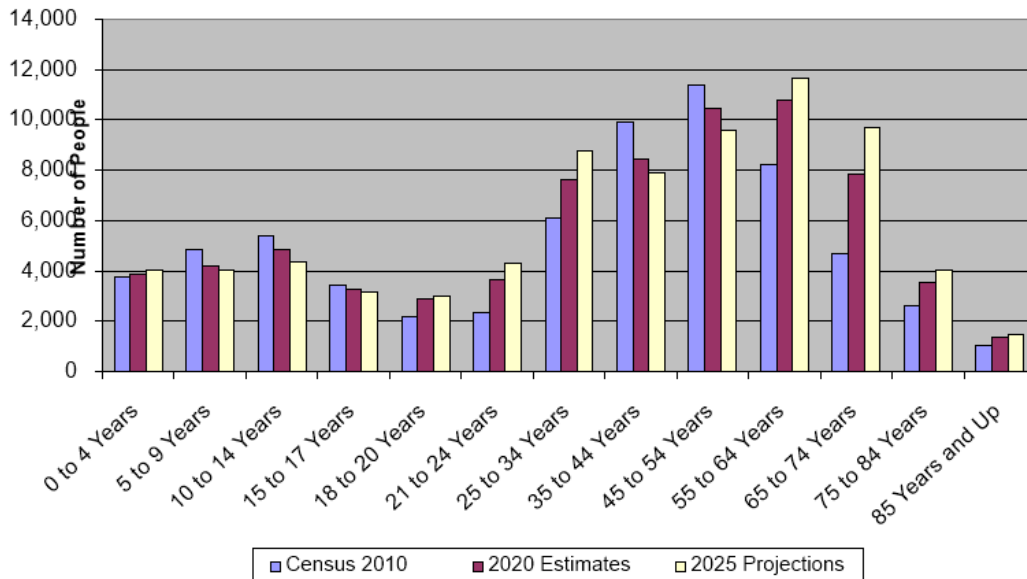
Percent Owner Households						
Age 15 to 54 Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	0.4%	0.1%	0.1%	0.1%	0.1%	0.8%
\$10,000-20,000	0.3%	0.1%	0.0%	0.0%	0.0%	0.5%
\$20,000-30,000	0.1%	0.2%	0.1%	0.3%	0.1%	0.8%
\$30,000-40,000	0.5%	0.1%	0.1%	0.1%	0.2%	1.0%
\$40,000-50,000	0.1%	0.1%	0.5%	0.4%	0.1%	1.3%
\$50,000-60,000	0.7%	0.4%	0.3%	0.4%	0.1%	2.0%
\$60,000-75,000	1.0%	1.4%	1.5%	1.8%	1.0%	6.7%
\$75,000-100,000	1.1%	2.6%	3.4%	3.7%	1.9%	12.7%
\$100,000-125,000	0.5%	2.9%	4.9%	5.3%	3.8%	17.5%
\$125,000-150,000	0.3%	1.2%	4.2%	5.2%	4.6%	15.4%
\$150,000-200,000	0.0%	3.6%	4.7%	8.6%	2.3%	19.3%
\$200,000+	0.6%	3.2%	6.6%	7.6%	3.9%	22.0%
Total	5.7%	15.9%	26.6%	33.8%	18.1%	100.0%

Percent Owner Households						
Aged 55+ Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	1.0%	0.8%	0.2%	0.1%	0.1%	2.1%
\$10,000-20,000	2.0%	1.1%	0.1%	0.1%	0.0%	3.4%
\$20,000-30,000	2.5%	2.5%	0.4%	0.1%	0.2%	5.7%
\$30,000-40,000	2.8%	3.0%	0.7%	0.3%	0.1%	6.9%
\$40,000-50,000	2.2%	4.0%	0.5%	0.2%	0.1%	7.0%
\$50,000-60,000	1.7%	3.1%	0.5%	0.2%	0.1%	5.8%
\$60,000-75,000	2.2%	5.3%	1.1%	0.3%	0.1%	8.9%
\$75,000-100,000	3.0%	9.5%	1.6%	0.4%	0.4%	14.7%
\$100,000-125,000	2.3%	4.1%	2.3%	0.4%	0.4%	9.5%
\$125,000-150,000	1.1%	5.0%	2.0%	0.6%	0.8%	9.5%
\$150,000-200,000	1.0%	5.6%	2.9%	0.7%	1.3%	11.5%
\$200,000+	2.1%	7.1%	3.4%	1.8%	0.6%	15.1%
Total	23.9%	51.0%	15.7%	5.2%	4.1%	100.0%

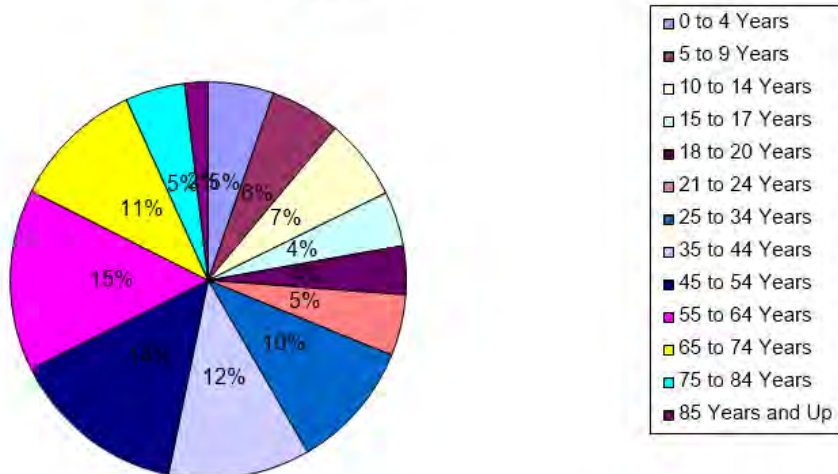
Percent Owner Households						
Aged 62+ Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	1.2%	0.9%	0.2%	0.1%	0.0%	2.4%
\$10,000-20,000	2.9%	1.3%	0.1%	0.1%	0.0%	4.5%
\$20,000-30,000	3.5%	3.3%	0.5%	0.1%	0.2%	7.6%
\$30,000-40,000	3.8%	3.4%	1.0%	0.3%	0.1%	8.5%
\$40,000-50,000	3.0%	5.4%	0.7%	0.2%	0.1%	9.5%
\$50,000-60,000	2.1%	3.9%	0.6%	0.3%	0.1%	6.9%
\$60,000-75,000	2.7%	6.3%	1.1%	0.4%	0.1%	10.5%
\$75,000-100,000	3.7%	10.4%	1.5%	0.2%	0.1%	15.9%
\$100,000-125,000	2.9%	4.0%	1.8%	0.5%	0.3%	9.4%
\$125,000-150,000	1.1%	3.7%	2.0%	0.4%	0.1%	7.2%
\$150,000-200,000	1.3%	3.8%	1.9%	0.6%	0.5%	8.0%
\$200,000+	2.6%	5.6%	0.5%	0.9%	0.1%	9.6%
Total	30.7%	51.8%	11.7%	4.0%	1.7%	100.0%

Percent Owner Households						
All Age Groups						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	0.7%	0.5%	0.2%	0.1%	0.1%	1.6%
\$10,000-20,000	1.3%	0.6%	0.1%	0.1%	0.0%	2.1%
\$20,000-30,000	1.4%	1.5%	0.3%	0.2%	0.1%	3.5%
\$30,000-40,000	1.8%	1.7%	0.5%	0.2%	0.1%	4.3%
\$40,000-50,000	1.3%	2.3%	0.5%	0.3%	0.1%	4.4%
\$50,000-60,000	1.3%	1.9%	0.4%	0.3%	0.1%	4.1%
\$60,000-75,000	1.7%	3.5%	1.2%	1.0%	0.5%	7.9%
\$75,000-100,000	2.2%	6.3%	2.4%	1.9%	1.0%	13.8%
\$100,000-125,000	1.5%	3.5%	3.5%	2.6%	1.9%	13.1%
\$125,000-150,000	0.7%	3.3%	3.0%	2.7%	2.5%	12.1%
\$150,000-200,000	0.6%	4.7%	3.7%	4.2%	1.7%	15.0%
\$200,000+	1.4%	5.4%	4.9%	4.4%	2.1%	18.2%
Total	15.8%	35.3%	20.6%	17.9%	10.4%	100.0%

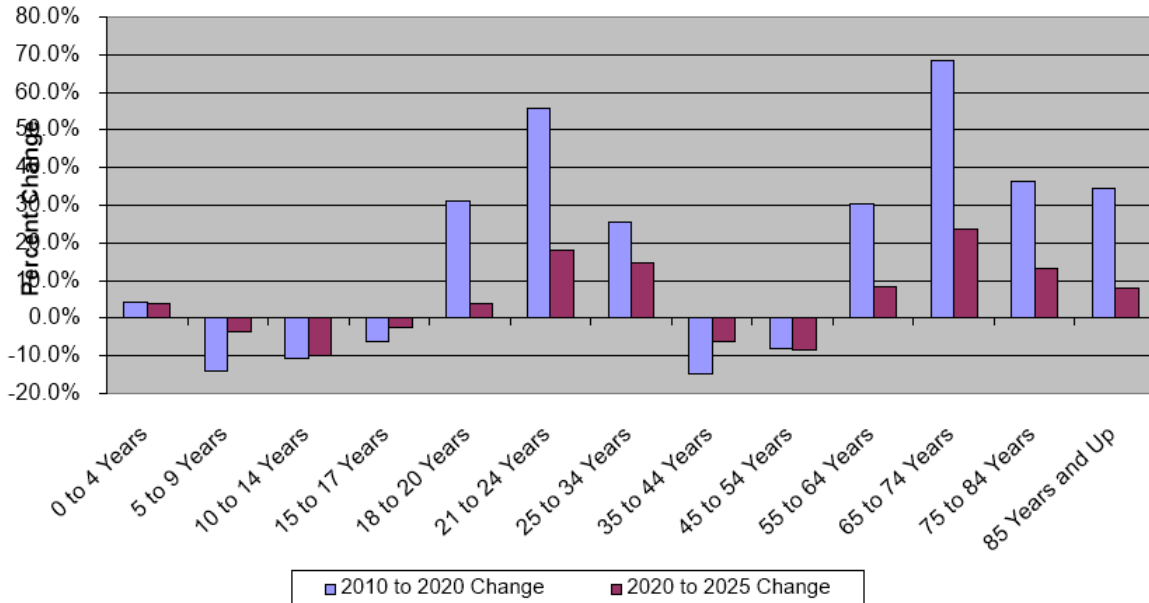
Population by Age Market Area



2020 Population by Age Market Area



Population Change by Age Market Area



ribbon demographics

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Population by Age & Sex Market Area											
Census 2010				Current Year Estimates - 2020				Five-Year Projections - 2025			
Age	Male	Female	Total	Age	Male	Female	Total	Age	Male	Female	Total
0 to 4 Years	1,923	1,810	3,733	0 to 4 Years	2,013	1,874	3,887	0 to 4 Years	2,064	1,975	4,039
5 to 9 Years	2,467	2,401	4,868	5 to 9 Years	2,180	1,996	4,176	5 to 9 Years	2,091	1,942	4,033
10 to 14 Years	2,772	2,629	5,401	10 to 14 Years	2,452	2,380	4,832	10 to 14 Years	2,269	2,088	4,357
15 to 17 Years	1,849	1,609	3,458	15 to 17 Years	1,674	1,570	3,244	15 to 17 Years	1,632	1,537	3,169
18 to 20 Years	1,238	978	2,206	18 to 20 Years	1,522	1,370	2,892	18 to 20 Years	1,581	1,426	3,007
21 to 24 Years	1,232	1,100	2,332	21 to 24 Years	1,882	1,751	3,633	21 to 24 Years	2,209	2,080	4,289
25 to 34 Years	2,975	3,099	6,074	25 to 34 Years	3,903	3,725	7,628	25 to 34 Years	4,515	4,236	8,751
35 to 44 Years	4,773	5,137	9,910	35 to 44 Years	4,050	4,378	8,428	35 to 44 Years	3,890	4,019	7,909
45 to 54 Years	5,511	5,884	11,395	45 to 54 Years	5,011	5,466	10,477	45 to 54 Years	4,540	5,049	9,589
55 to 64 Years	4,035	4,213	8,248	55 to 64 Years	5,155	5,611	10,766	55 to 64 Years	5,532	6,151	11,683
65 to 74 Years	2,148	2,511	4,659	65 to 74 Years	3,721	4,122	7,843	65 to 74 Years	4,594	5,090	9,684
75 to 84 Years	1,083	1,512	2,595	75 to 84 Years	1,538	2,004	3,542	75 to 84 Years	1,749	2,263	4,012
85 Years and Up	338	695	1,033	85 Years and Up	492	896	1,388	85 Years and Up	540	958	1,498
Total	32,334	33,578	65,912	Total	35,593	37,143	72,736	Total	37,206	38,814	76,020
62+ Years	n/a	n/a	10,494	62+ Years	n/a	n/a	15,678	62+ Years	n/a	n/a	18,609
Median Age:			39.9	Median Age:			42.2	Median Age:			43.0

Source: Claritas; Ribbon Demographics

Ribbon Demographics, LLC
www.ribbondata.com
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Percent Population by Age & Sex											
Market Area											
Census 2010				Current Year Estimates - 2020				Five-Year Projections - 2025			
Age	Male	Female	Total	Age	Male	Female	Total	Age	Male	Female	Total
0 to 4 Years	2.9%	2.7%	5.7%	0 to 4 Years	2.8%	2.6%	5.3%	0 to 4 Years	2.7%	2.6%	5.3%
5 to 9 Years	3.7%	3.6%	7.4%	5 to 9 Years	3.0%	2.7%	5.7%	5 to 9 Years	2.8%	2.6%	5.3%
10 to 14 Years	4.2%	4.0%	8.2%	10 to 14 Years	3.4%	3.3%	6.6%	10 to 14 Years	3.0%	2.7%	5.7%
15 to 17 Years	2.8%	2.4%	5.2%	15 to 17 Years	2.3%	2.2%	4.5%	15 to 17 Years	2.1%	2.0%	4.2%
18 to 20 Years	1.9%	1.5%	3.3%	18 to 20 Years	2.1%	1.9%	4.0%	18 to 20 Years	2.1%	1.9%	4.0%
21 to 24 Years	1.9%	1.7%	3.5%	21 to 24 Years	2.6%	2.4%	5.0%	21 to 24 Years	2.9%	2.7%	5.6%
25 to 34 Years	4.5%	4.7%	9.2%	25 to 34 Years	5.4%	5.1%	10.5%	25 to 34 Years	5.9%	5.6%	11.5%
35 to 44 Years	7.2%	7.8%	15.0%	35 to 44 Years	5.6%	6.0%	11.6%	35 to 44 Years	5.1%	5.3%	10.4%
45 to 54 Years	8.4%	8.9%	17.3%	45 to 54 Years	6.9%	7.5%	14.4%	45 to 54 Years	6.0%	6.6%	12.6%
55 to 64 Years	6.1%	6.4%	12.5%	55 to 64 Years	7.1%	7.7%	14.8%	55 to 64 Years	7.3%	8.1%	15.4%
65 to 74 Years	3.3%	3.8%	7.1%	65 to 74 Years	5.1%	5.7%	10.8%	65 to 74 Years	6.0%	6.7%	12.7%
75 to 84 Years	1.6%	2.3%	3.9%	75 to 84 Years	2.1%	2.8%	4.9%	75 to 84 Years	2.3%	3.0%	5.3%
85 Years and Up	0.5%	1.1%	1.6%	85 Years and Up	0.7%	1.2%	1.9%	85 Years and Up	0.7%	1.3%	2.0%
Total	49.1%	50.9%	100.0%	Total	48.9%	51.1%	100.0%	Total	48.9%	51.1%	100.0%
62+ Years	n/a	n/a	15.9%	62+ Years	n/a	n/a	21.6%	62+ Years	n/a	n/a	24.5%

Source: Claritas, Ribbon Demographics

Ribbon Demographics, LLC
www.ribbondata.com
Tel: 916-880-1644

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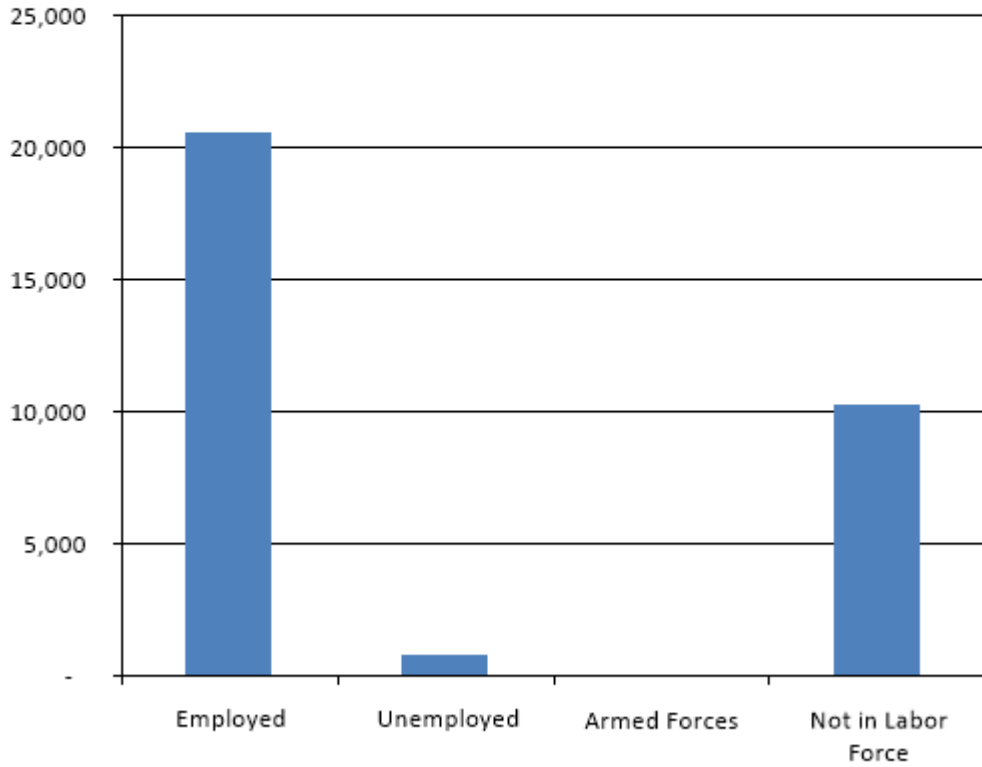
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Changes in Population by Age & Sex									
Market Area									
Estimated Change - 2010 to 2020					Projected Change - 2020 to 2025				
Age	Male	Female	Total Change	Percent Change	Age	Male	Female	Total Change	Percent Change
0 to 4 Years	90	64	154	4.1%	0 to 4 Years	51	101	152	3.9%
5 to 9 Years	-287	-405	-692	-14.2%	5 to 9 Years	-89	-54	-143	-3.4%
10 to 14 Years	-320	-249	-569	-10.5%	10 to 14 Years	-183	-292	-475	-9.8%
15 to 17 Years	-175	-39	-214	-6.2%	15 to 17 Years	-42	-33	-75	-2.3%
18 to 20 Years	294	392	686	31.1%	18 to 20 Years	59	56	115	4.0%
21 to 24 Years	650	651	1,301	55.8%	21 to 24 Years	327	329	656	18.1%
25 to 34 Years	928	626	1,554	25.6%	25 to 34 Years	612	511	1,123	14.7%
35 to 44 Years	-723	-759	-1,482	-15.0%	35 to 44 Years	-160	-359	-519	-6.2%
45 to 54 Years	-500	-418	-918	-8.1%	45 to 54 Years	-471	-417	-888	-8.5%
55 to 64 Years	1,120	1,398	2,518	30.5%	55 to 64 Years	377	540	917	8.5%
65 to 74 Years	1,573	1,611	3,184	68.3%	65 to 74 Years	873	968	1,841	23.5%
75 to 84 Years	455	492	947	36.5%	75 to 84 Years	211	259	470	13.3%
85 Years and Up	154	201	355	34.4%	85 Years and Up	48	62	110	7.9%
Total	3,259	3,565	6,824	10.4%	Total	1,613	1,671	3,284	4.5%
62+ Years	n/a	n/a	5,184	49.4%	62+ Years	n/a	n/a	2,931	18.7%

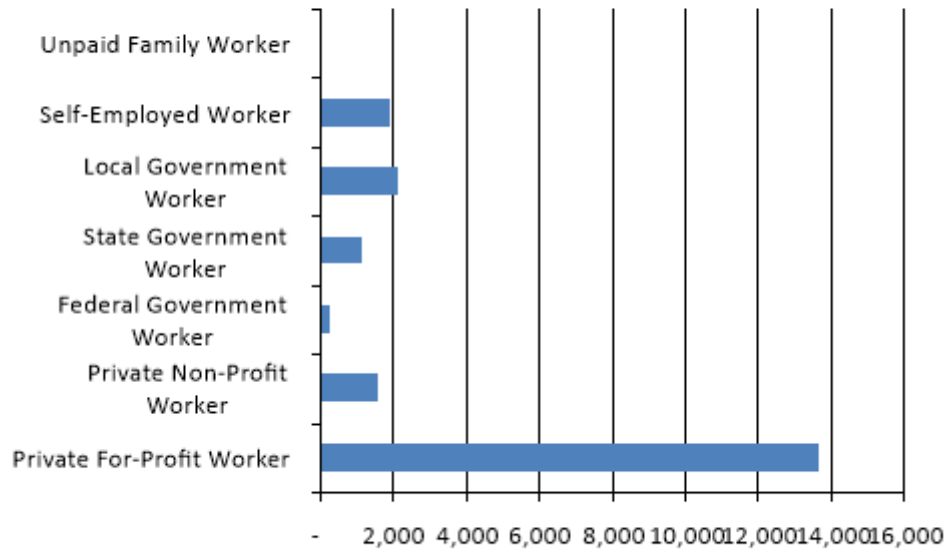
Source: Claritas, Ribbon Demographics

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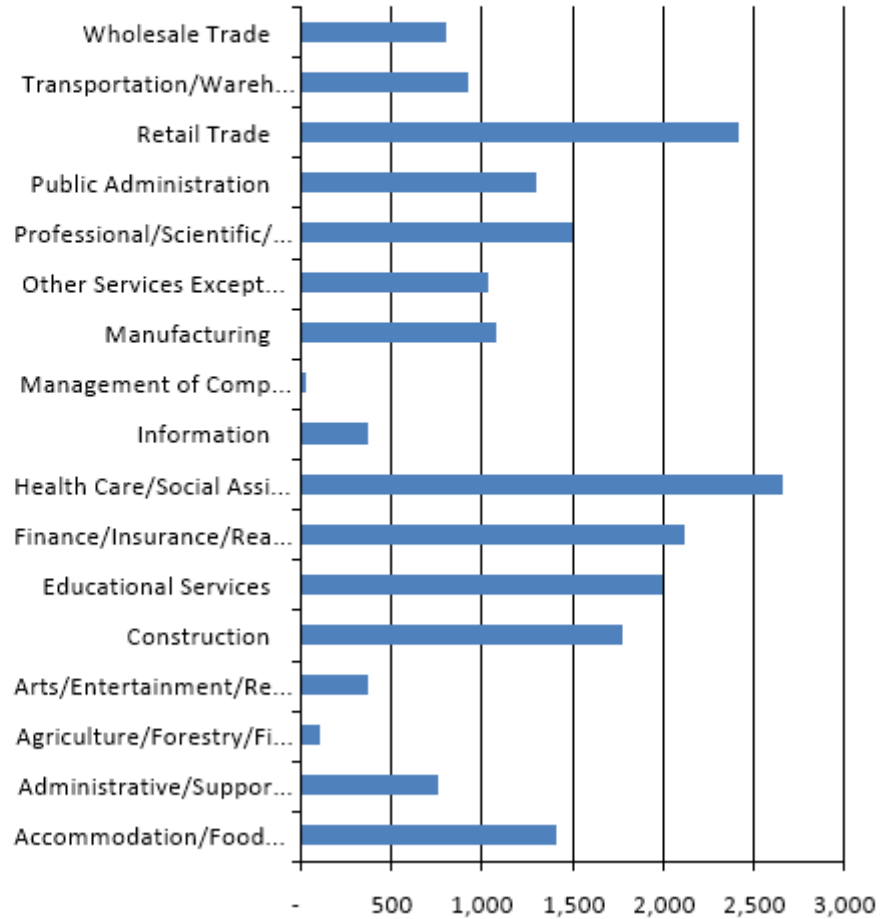
**Employed Civilian Population Aged 16+
Years - Employment Status - 2020
Estimates
Mechanicsville CDP, Virginia**



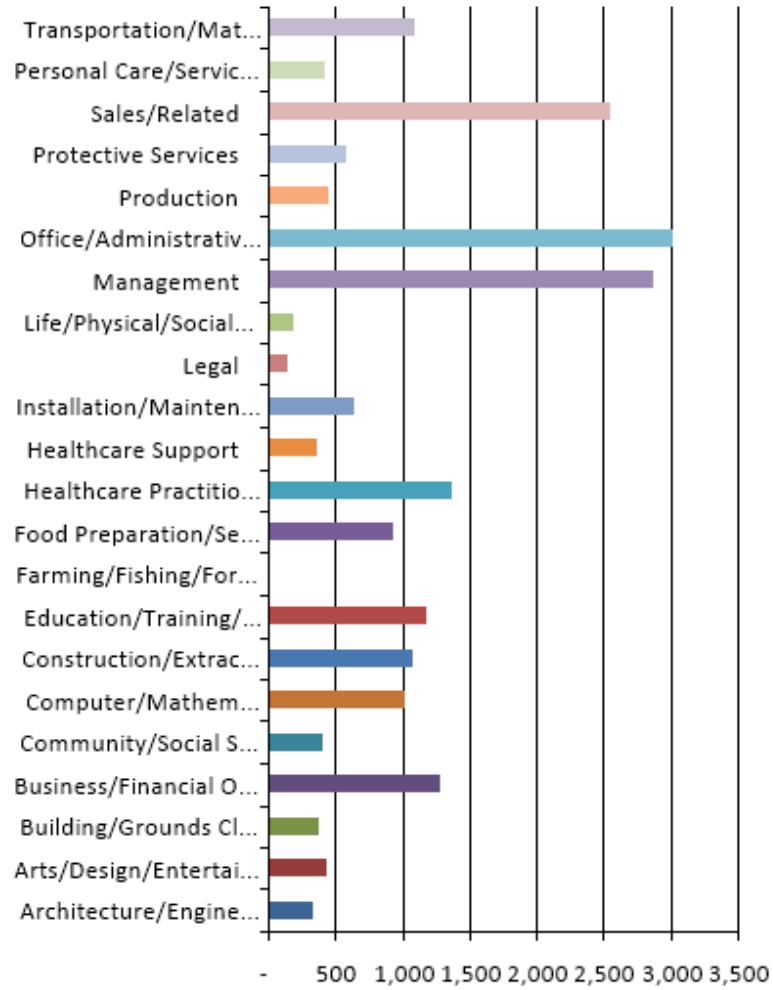
Employed Civilian Population by Class of Worker - 2020 Estimates Mechanicsville CDP, Virginia



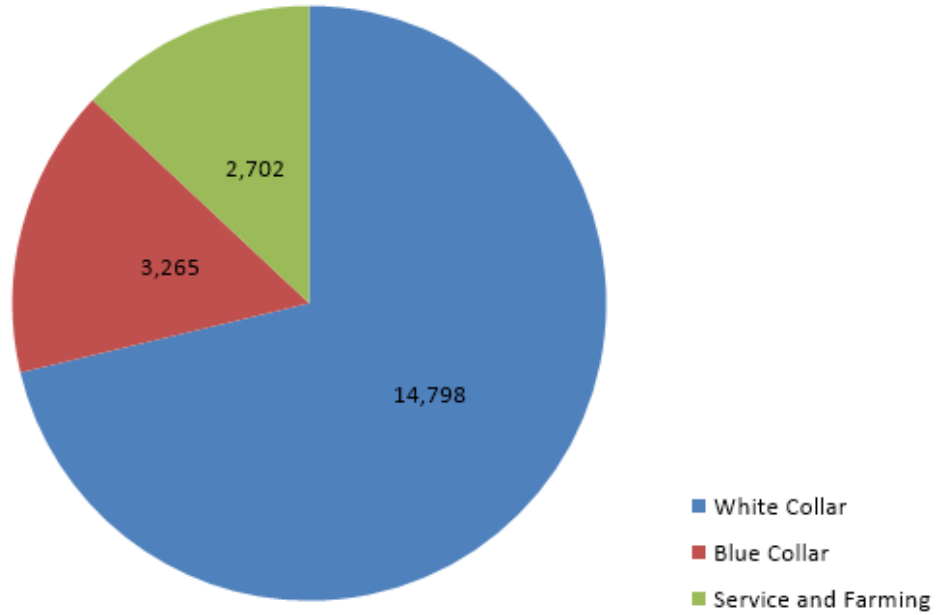
Employed Civilian Population Aged 16+ Years by Industry - 2020 Estimates Mechanicsville CDP, Virginia



Employed Civilian Population Aged 16+ Years by Occupation - 2020 Estimates Mechanicsville CDP, Virginia

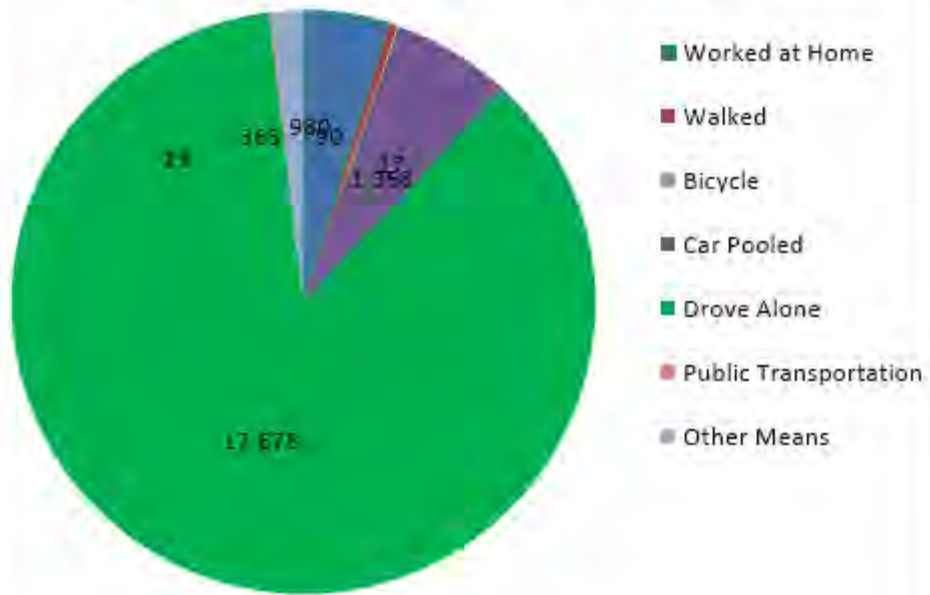


**Employed Civilian Population Aged 16+ Years by
Occupation - 2020 Estimates
Mechanicsville CDP, Virginia**

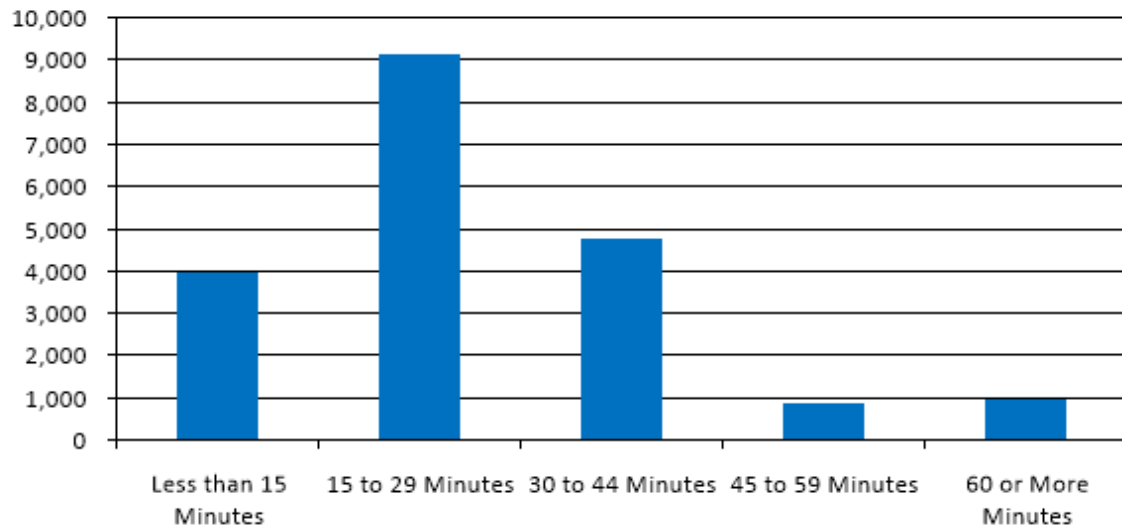


Employed Civilian Population Aged 16+ Years - Transportation to Work - 2020 Estimates

Mechanicsville CDP, Virginia



Employed Civilian Population Aged 16+ Years - Travel Time to Work - 2020 Estimates Mechanicsville CDP, Virginia



Source: Ribbon Demographics; Claritas

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Employed Civilian Population Aged 16+ Years		
Employment Status		
Current Year Estimates - 2020		
Mechanicsville CDP, Virginia		
Status	Number	
Employed	20,521	
Unemployed	758	
Armed Forces	35	
Not in Labor Force	10,202	
Unemployed	3.56%	

Source: Ribbon Demographics; Claritas

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Employed Civilian Population by Class of Worker			
Current Year Estimates - 2020			
Mechanicsville CDP, Virginia			
Industry	Number Employed	Percent Employed	
Private For-Profit Worker	13,702	66.0%	
Private Non-Profit Worker	1,596	7.7%	
Federal Government Worker	265	1.3%	
State Government Worker	1,160	5.6%	
Local Government Worker	2,137	10.3%	
Self-Employed Worker	1,897	9.1%	
Unpaid Family Worker	8	0.0%	
Total:	20,765	100.0%	

Source: Ribbon Demographics; Claritas

Employed Civilian Population Aged 16+ Years by Industry Current Year Estimates - 2020 Mechanicsville CDP, Virginia		
Industry	Number Employed	Percent Employed
Accommodation/Food Services	1,418	6.8%
Administrative/Support/Waste Management	761	3.7%
Agriculture/Forestry/Fishing/Hunting/Mining	107	0.5%
Arts/Entertainment/Recreation	380	1.8%
Construction	1,783	8.6%
Educational Services	1,999	9.6%
Finance/Insurance/Real Estate/Rent/Lease	2,128	10.2%
Health Care/Social Assistance	2,666	12.8%
Information	380	1.8%
Management of Companies and Enterprises	33	0.2%
Manufacturing	1,085	5.2%
Other Services Except Public Administration	1,046	5.0%
Professional/Scientific/Technical Services	1,509	7.3%
Public Administration	1,301	6.3%
Retail Trade	2,427	11.7%
Transportation/Warehousing/Utilities	931	4.5%
Wholesale Trade	811	3.9%
Total:	20,765	100.0%

Source: Ribbon Demographics; Claritas

Employed Civilian Population Aged 16+ Years by Occupation Current Year Estimates - 2020 Mechanicsville CDP, Virginia		
Occupation	Number Employed	Percent Employed
Architecture/Engineering	333	1.6%
Arts/Design/Entertainment/Sports/Media	438	2.1%
Building/Grounds Cleaning/Maintenance	373	1.8%
Business/Financial Operations	1,281	6.2%
Community/Social Services	406	2.0%
Computer/Mathematical	1,028	5.0%
Construction/Extraction	1,079	5.2%
Education/Training/Library	1,174	5.7%
Farming/Fishing/Forestry	8	0.0%
Food Preparation/Serving Related	935	4.5%
Healthcare Practitioner/Technician	1,366	6.6%
Healthcare Support	369	1.8%
Installation/Maintenance/Repair	639	3.1%
Legal	150	0.7%
Life/Physical/Social Science	191	0.9%
Management	2,866	13.8%
Office/Administrative Support	3,018	14.5%
Production	457	2.2%
Protective Services	587	2.8%
Sales/Related	2,547	12.3%
Personal Care/Service	430	2.1%
Transportation/Material Moving	1,090	5.2%
Total:	20,765	100.0%
White Collar	14,798	71.3%
Blue Collar	3,265	15.7%
Service and Farming	2,702	13.0%
Total:	20,765	100.0%

Source: Ribbon Demographics; Claritas

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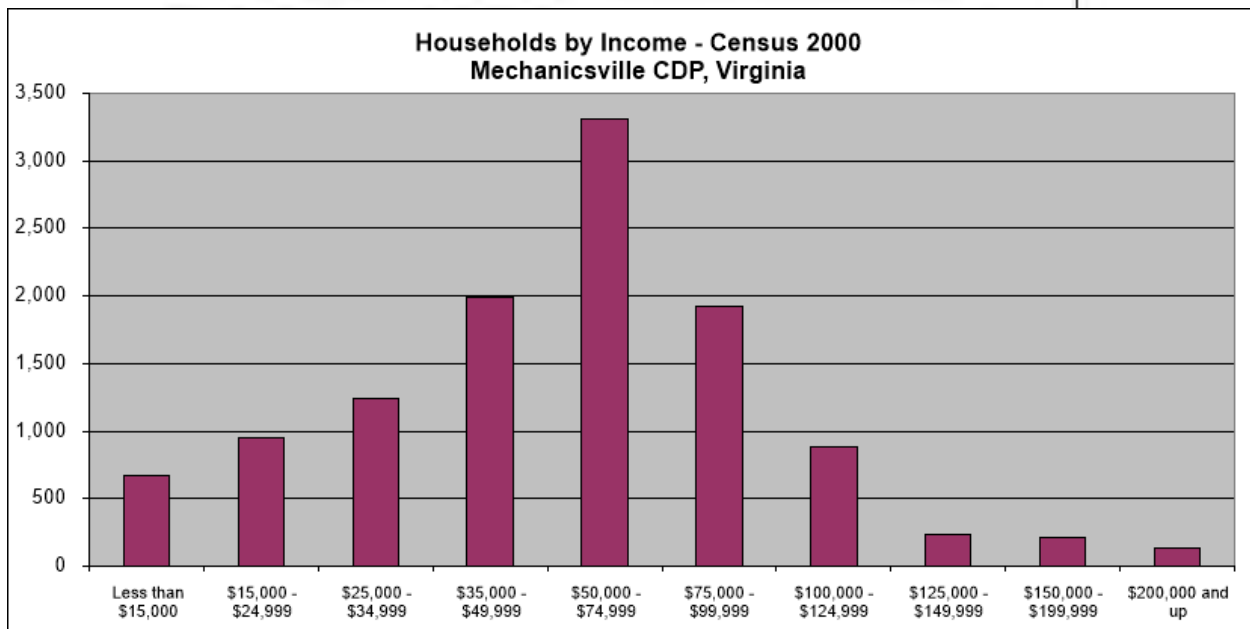
Employed Civilian Population Aged 16+ Years Transportation to Work <i>Current Year Estimates - 2020</i> Mechanicsville CDP, Virginia		
Transportation Mode	Number	Percent
Worked at Home	980	4.8%
Walked	90	0.4%
Bicycle	17	0.1%
Car Pooled	1,358	6.6%
Drove Alone	17,678	86.2%
Public Transportation	19	0.1%
Other Means	<u>365</u>	<u>1.8%</u>
Total:	20,507	100.0%

Source: Ribbon Demographics; Claritas

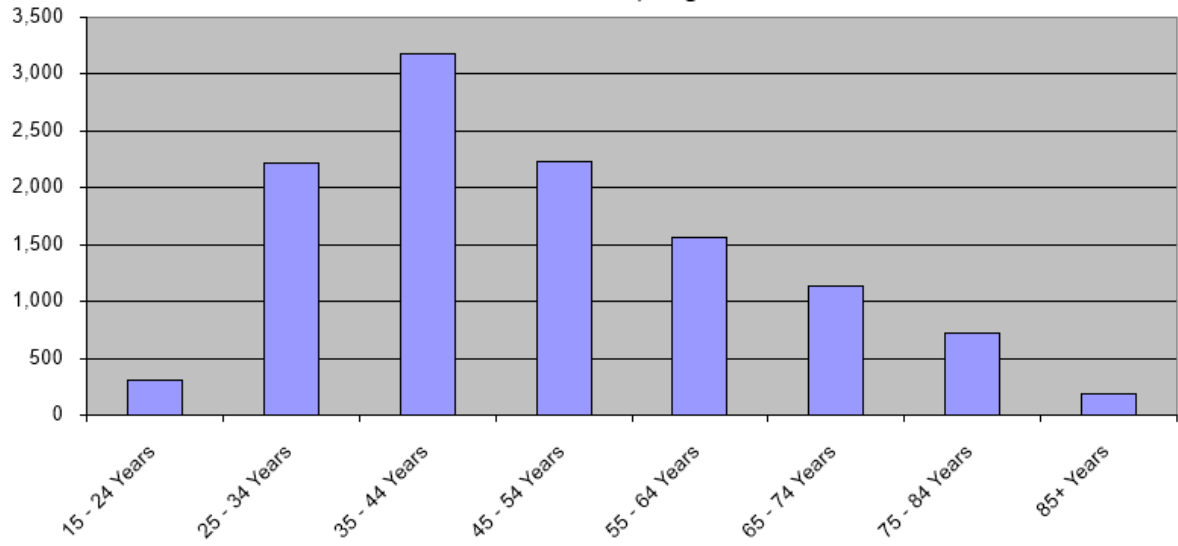
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Employed Civilian Population Aged 16+ Years Travel Time to Work <i>Current Year Estimates - 2020</i> Mechanicsville CDP, Virginia		
Travel Time	Number	Percent
Less than 15 Minutes	3,923	20.0%
15 to 29 Minutes	9,120	46.5%
30 to 44 Minutes	4,761	24.3%
45 to 59 Minutes	860	4.4%
60 or More Minutes	954	4.9%
Total:	19,618	100.0%

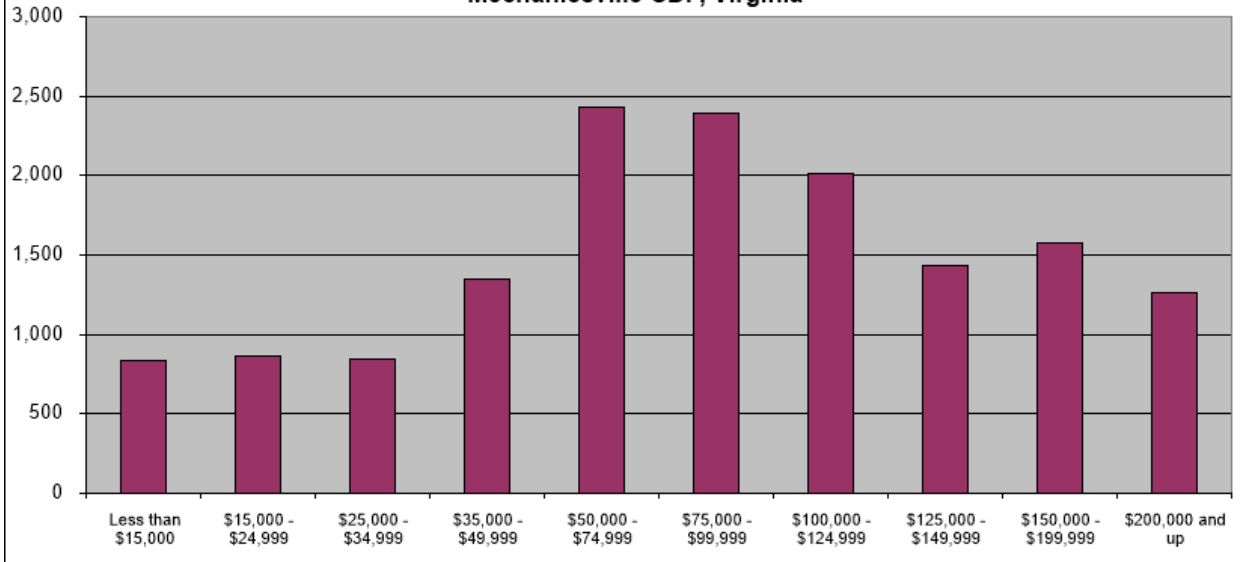
Source: Ribbon Demographics; Claritas



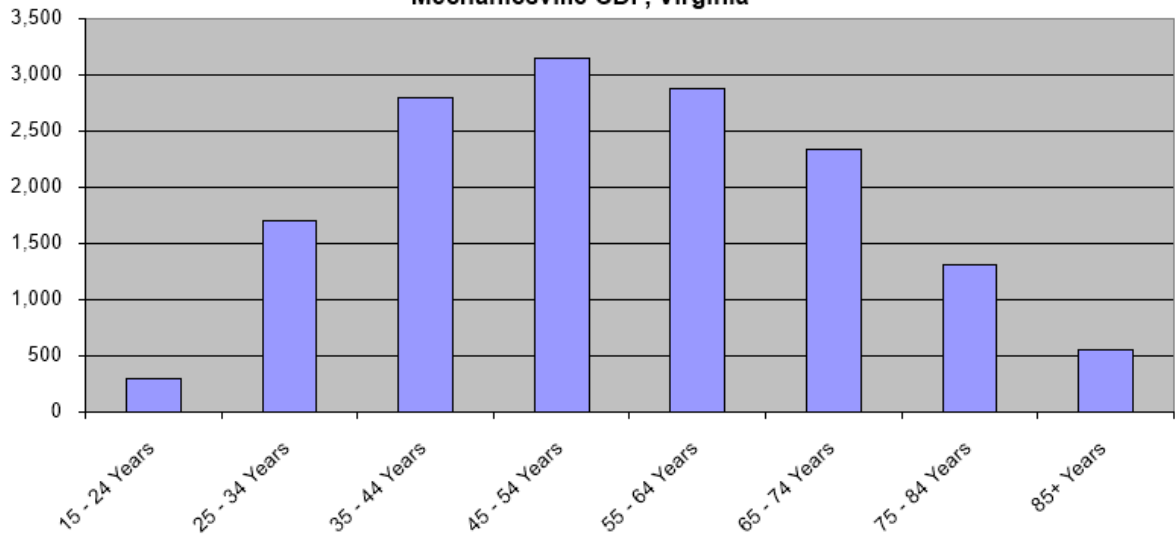
**Households by Age - Census 2000
Mechanicsville CDP, Virginia**



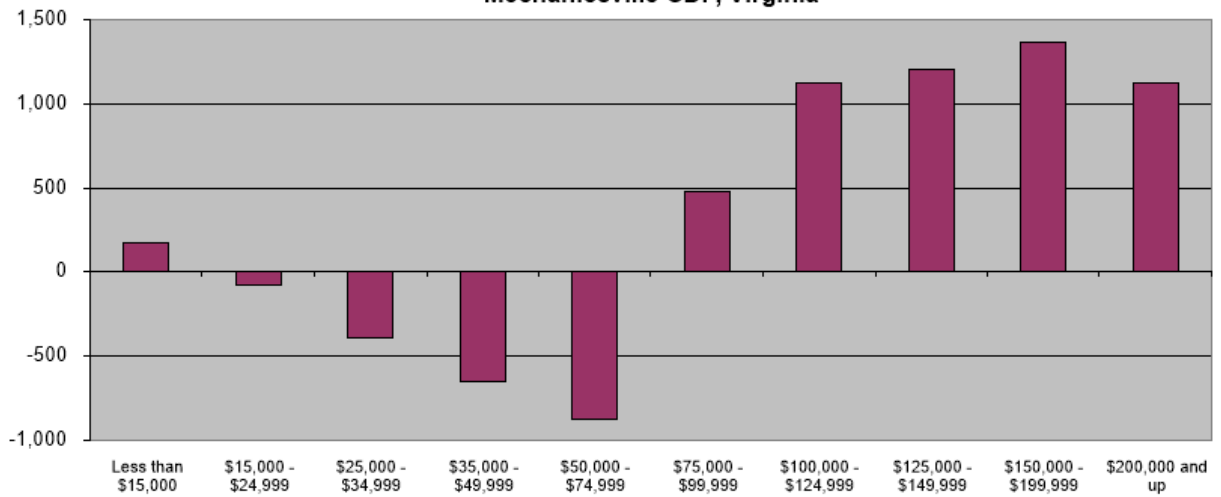
**Estimated Households by Income - 2020
Mechanicsville CDP, Virginia**

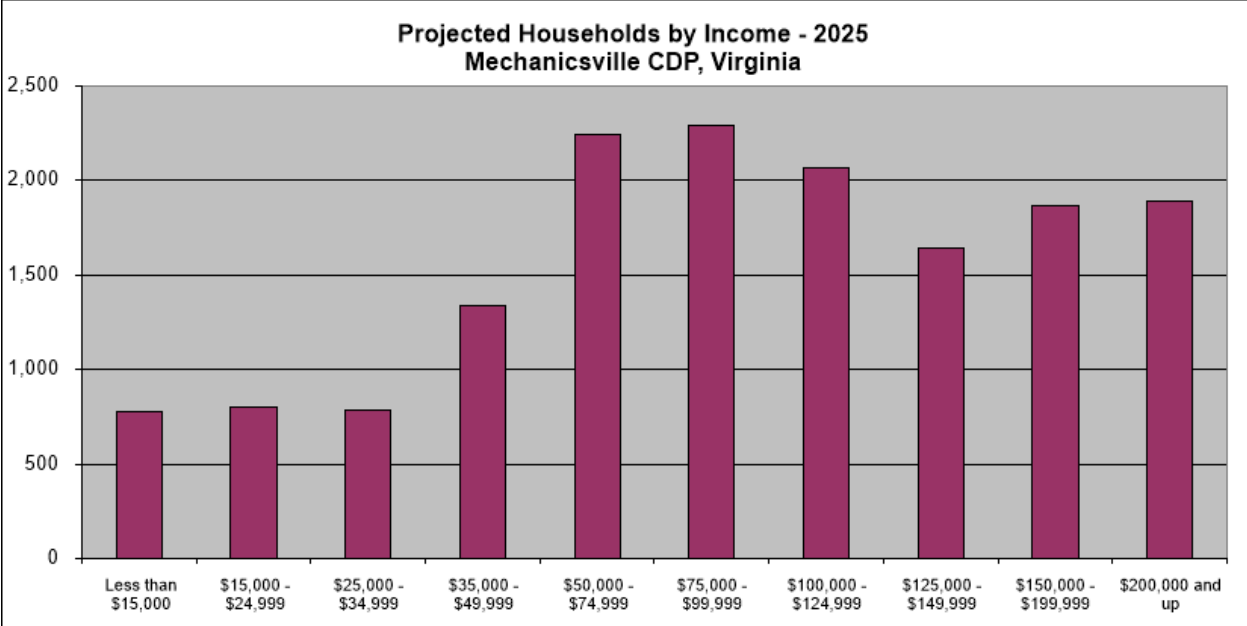
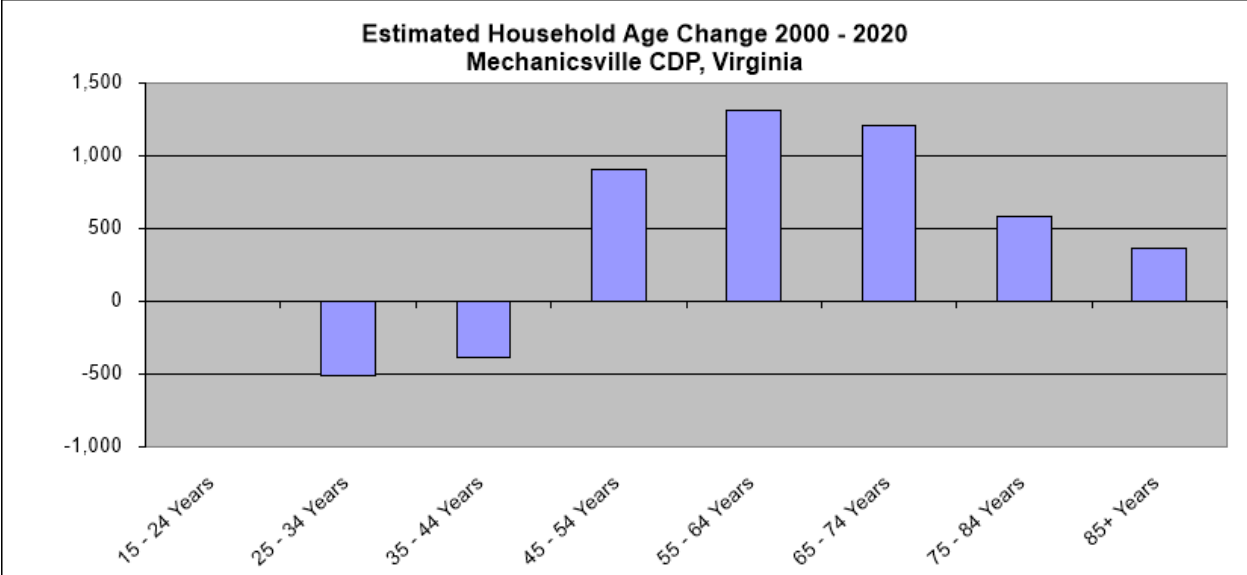


**Estimated Households by Age - 2020
Mechanicsville CDP, Virginia**

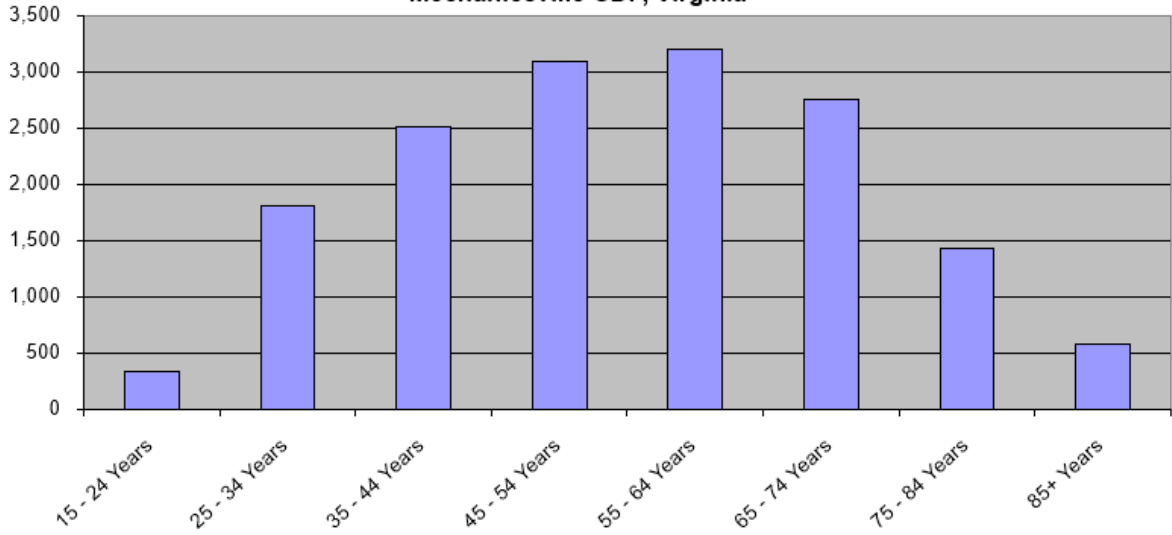


**Estimated Household Income Change 2000 - 2020
Mechanicsville CDP, Virginia**

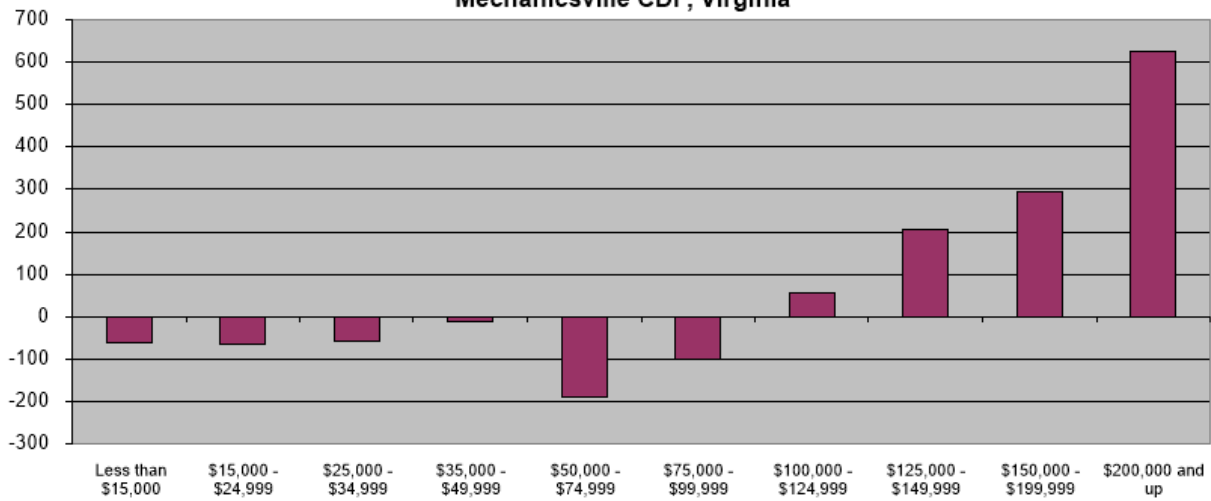


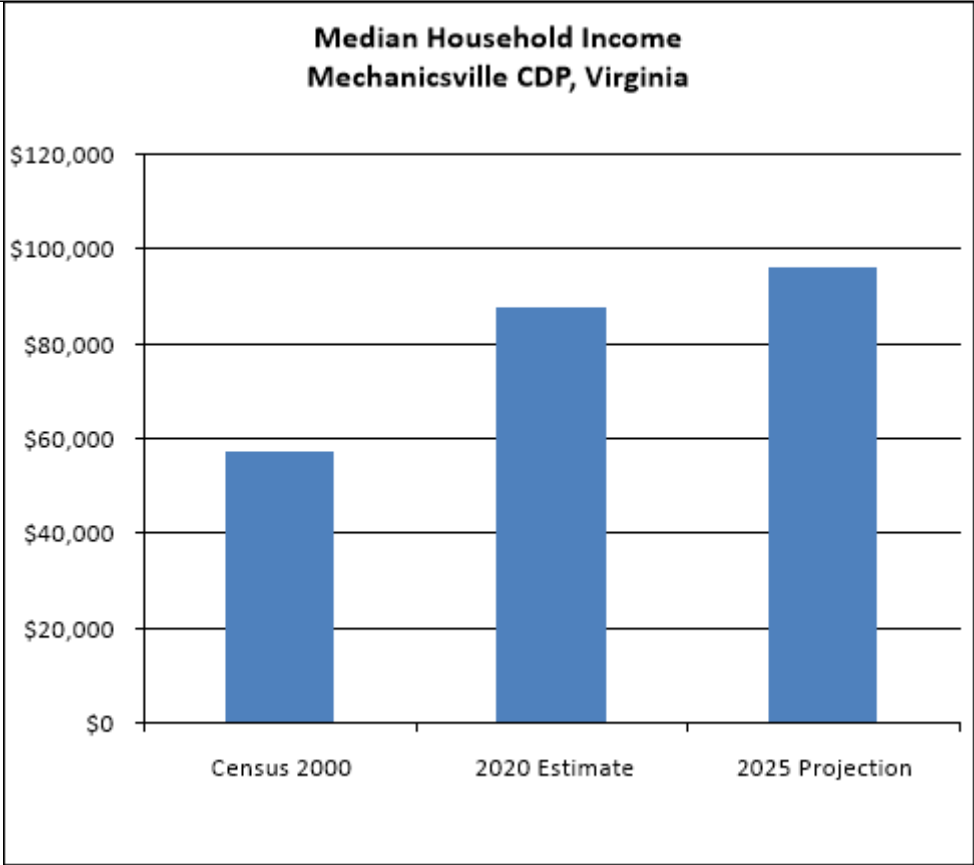
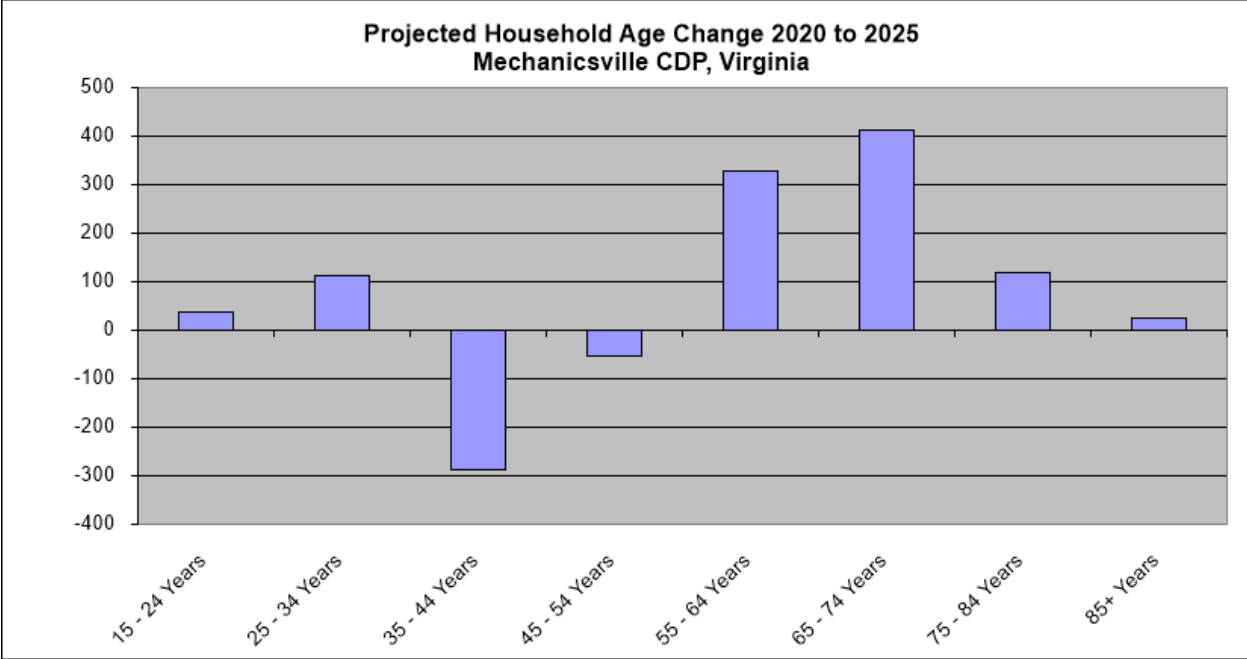


**Projected Households by Age - 2025
Mechanicsville CDP, Virginia**



**Projected Household Income Change 2020 to 2025
Mechanicsville CDP, Virginia**





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Households by Income and Age										
Mechanicsville CDP, Virginia										
Census Data - 2000										
	Age	Age	Age	Age	Age	Age	Age	Age		
Income	15 - 24	25 - 34	35 - 44	45 - 54	55 - 64	65 - 74	75 - 84	85+	Total	Percent
	Years	Years	Years	Years	Years	Years	Years	Years		
Less than \$15,000	35	58	87	105	98	129	114	41	667	5.8%
\$15,000 - \$24,999	34	151	181	80	127	174	157	43	947	8.2%
\$25,000 - \$34,999	64	312	204	170	159	153	141	35	1,238	10.7%
\$35,000 - \$49,999	78	374	480	263	304	278	179	40	1,996	17.3%
\$50,000 - \$74,999	78	747	1,138	654	375	215	82	17	3,306	28.6%
\$75,000 - \$99,999	14	399	592	470	291	116	30	6	1,918	16.6%
\$100,000 - \$124,999	0	127	302	336	91	30	0	0	886	7.7%
\$125,000 - \$149,999	0	30	64	77	44	17	2	1	235	2.0%
\$150,000 - \$199,999	0	5	93	56	29	18	5	2	208	1.8%
\$200,000 and up	0	10	41	26	44	1	14	3	139	1.2%
Total	303	2,213	3,182	2,237	1,562	1,131	724	188	11,540	100.0%
Percent	2.6%	19.2%	27.6%	19.4%	13.5%	9.8%	6.3%	1.6%	100.0%	

Source: Claritas; Ribbon Demographics

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Households by Income and Age										
Mechanicsville CDP, Virginia										
Current Year Estimates - 2020										
	Age	Age	Age	Age	Age	Age	Age	Age		
Income	15 - 24	25 - 34	35 - 44	45 - 54	55 - 64	65 - 74	75 - 84	85+	Total	Percent
	Years	Years	Years	Years	Years	Years	Years	Years		
Less than \$15,000	71	65	68	97	143	175	139	82	840	5.6%
\$15,000 - \$24,999	1	39	49	107	148	215	191	118	868	5.8%
\$25,000 - \$34,999	7	70	75	87	103	225	196	83	846	5.6%
\$35,000 - \$49,999	45	86	96	188	205	394	240	93	1,347	9.0%
\$50,000 - \$74,999	18	331	386	477	469	439	231	83	2,434	16.2%
\$75,000 - \$99,999	2	375	545	494	439	360	134	44	2,393	15.9%
\$100,000 - \$124,999	2	347	683	374	298	208	79	20	2,011	13.4%
\$125,000 - \$149,999	1	177	335	397	328	128	55	14	1,435	9.6%
\$150,000 - \$199,999	153	149	350	448	363	83	22	9	1,577	10.5%
\$200,000 and up	2	63	208	475	376	109	23	9	1,267	8.4%
Total	302	1,702	2,795	3,144	2,872	2,336	1,312	555	15,018	100.0%
Percent	2.0%	11.3%	18.6%	20.9%	19.1%	15.6%	8.7%	3.7%	100.0%	

Source: Claritas; Ribbon Demographics

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Households by Income and Age										
Mechanicsville CDP, Virginia										
Estimated Change - 2000 to 2020										
	Age	Age	Age	Age	Age	Age	Age	Age		
Income	15 - 24	25 - 34	35 - 44	45 - 54	55 - 64	65 - 74	75 - 84	85+	Total	Percent Change
	Years	Years	Years	Years	Years	Years	Years	Years		
Less than \$15,000	36	7	-19	-8	45	-46	25	41	173	25.9%
\$15,000 - \$24,999	-33	-112	-132	27	21	-41	34	75	-79	-8.3%
\$25,000 - \$34,999	-57	-242	-129	-83	-56	72	55	48	-392	-31.7%
\$35,000 - \$49,999	-33	-288	-384	-75	-99	116	61	53	-649	-32.5%
\$50,000 - \$74,999	-60	-416	-752	-177	94	224	149	66	-872	-26.4%
\$75,000 - \$99,999	-12	-24	-47	24	148	244	104	38	475	24.8%
\$100,000 - \$124,999	2	220	381	38	207	178	79	20	1,125	127.0%
\$125,000 - \$149,999	1	147	271	320	284	111	53	13	1,200	510.6%
\$150,000 - \$199,999	153	144	257	392	334	-65	17	7	1,369	658.2%
\$200,000 and up	2	53	167	449	332	108	11	6	1,128	811.5%
Total	-1	-511	-387	907	1,310	1,205	588	367	3,478	30.1%
Percent Change	-0.3%	-23.1%	-12.2%	40.5%	83.9%	106.5%	81.2%	195.2%		

Source: Claritas; Ribbon Demographics

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Households by Income and Age										
Mechanicsville CDP, Virginia										
Five Year Projections - 2025										
	Age	Age	Age	Age	Age	Age	Age	Age		
Income	15 - 24	25 - 34	35 - 44	45 - 54	55 - 64	65 - 74	75 - 84	85+	Total	Percent
	Years	Years	Years	Years	Years	Years	Years	Years		
Less than \$15,000	69	59	60	70	130	174	138	78	778	5.0%
\$15,000 - \$24,999	1	33	37	75	122	225	193	117	803	5.1%
\$25,000 - \$34,999	5	61	51	55	88	238	206	85	789	5.0%
\$35,000 - \$49,999	44	80	69	140	182	457	263	101	1,336	8.5%
\$50,000 - \$74,999	20	325	293	367	437	475	241	86	2,244	14.3%
\$75,000 - \$99,999	2	376	431	418	449	422	150	45	2,293	14.6%
\$100,000 - \$124,999	1	380	600	365	334	267	96	24	2,067	13.2%
\$125,000 - \$149,999	3	216	334	424	395	175	74	19	1,640	10.4%
\$150,000 - \$199,999	192	193	357	504	464	120	28	12	1,870	11.9%
\$200,000 and up	2	91	277	672	598	197	43	14	1,894	12.1%
Total	339	1,814	2,509	3,090	3,199	2,750	1,432	581	15,714	100.0%
Percent	2.2%	11.5%	16.0%	19.7%	20.4%	17.5%	9.1%	3.7%		

Source: Claritas; Ribbon Demographics

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Households by Income and Age Mechanicsville CDP, Virginia Projected Change - 2020 to 2025										
Income	Age	Age	Age	Age	Age	Age	Age	Age	Total	Percent Change
	15 - 24 Years	25 - 34 Years	35 - 44 Years	45 - 54 Years	55 - 64 Years	65 - 74 Years	75 - 84 Years	85+ Years		
Less than \$15,000	-2	-6	-8	-27	-13	-1	-1	-4	-62	-7.4%
\$15,000 - \$24,999	0	-6	-12	-32	-26	10	2	-1	-65	-7.5%
\$25,000 - \$34,999	-2	-9	-24	-32	-15	13	10	2	-57	-6.7%
\$35,000 - \$49,999	-1	-6	-27	-48	-23	63	23	8	-11	-0.8%
\$50,000 - \$74,999	2	-6	-93	-110	-32	36	10	3	-190	-7.8%
\$75,000 - \$99,999	0	1	-114	-76	10	62	16	1	-100	-4.2%
\$100,000 - \$124,999	-1	33	-83	-9	36	59	17	4	56	2.8%
\$125,000 - \$149,999	2	39	-1	27	67	47	19	5	205	14.3%
\$150,000 - \$199,999	39	44	7	56	101	37	6	3	293	18.6%
\$200,000 and up	0	28	69	197	222	88	18	5	627	49.5%
Total	37	112	-286	-54	327	414	120	26	696	4.6%
Percent Change	12.3%	6.6%	-10.2%	-1.7%	11.4%	17.7%	9.1%	4.7%		

Source: Claritas; Ribbon Demographics

HOUSEHOLD DATA

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Median Household Income Mechanicsville CDP, Virginia		
Census 2000	2020 Estimate	2025 Projection
\$56,972	\$87,265	\$95,792

HOUSEHOLD DATA

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Median Household Income by Area			
Mechanicsville CDP, Virginia			
Geography ID	Census 2000	2020 Estimate	2025 Projection
5150856	\$36,972	\$67,265	\$95,792

HISTA 2.2 Summary Data **Mechanicsville CDP, Virginia**

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Renter Households						
Age 15 to 54 Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	60	80	2	32	33	207
\$10,000-20,000	61	10	15	1	4	91
\$20,000-30,000	37	49	38	33	11	168
\$30,000-40,000	62	86	71	51	21	291
\$40,000-50,000	54	33	48	5	4	144
\$50,000-60,000	83	119	33	14	6	255
\$60,000-75,000	16	66	14	39	5	140
\$75,000-100,000	21	91	36	42	22	212
\$100,000-125,000	2	6	103	44	31	186
\$125,000-150,000	1	3	11	3	3	21
\$150,000-200,000	1	4	0	6	3	14
\$200,000+	2	2	1	2	4	13
Total	401	549	372	273	147	1,742

Renter Households						
Aged 55+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	72	3	3	3	7	88
\$10,000-20,000	166	71	32	2	9	280
\$20,000-30,000	139	13	4	5	11	172
\$30,000-40,000	27	10	17	4	8	66
\$40,000-50,000	58	17	11	23	6	115
\$50,000-60,000	47	26	3	9	16	101
\$60,000-75,000	22	32	4	17	10	85
\$75,000-100,000	17	27	15	2	9	70
\$100,000-125,000	82	13	8	4	9	116
\$125,000-150,000	14	6	3	1	8	32
\$150,000-200,000	18	6	3	12	10	49
\$200,000+	19	12	2	6	7	46
Total	681	236	105	88	110	1,220

Renter Households						
Aged 62+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	61	1	1	2	5	70
\$10,000-20,000	152	46	21	1	7	227
\$20,000-30,000	126	9	4	5	7	151
\$30,000-40,000	24	3	16	3	7	53
\$40,000-50,000	54	4	11	8	4	81
\$50,000-60,000	45	10	2	8	11	76
\$60,000-75,000	20	4	2	5	7	38
\$75,000-100,000	15	17	14	2	8	56
\$100,000-125,000	43	4	7	3	7	64
\$125,000-150,000	8	3	3	0	6	20
\$150,000-200,000	18	4	3	10	8	43
\$200,000+	13	2	2	2	4	24
Total	579	107	86	50	81	903

Renter Households						
All Age Groups						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	132	83	5	35	40	295
\$10,000-20,000	227	81	47	3	13	371
\$20,000-30,000	176	62	42	38	22	340
\$30,000-40,000	89	96	88	55	29	357
\$40,000-50,000	112	50	59	28	10	259
\$50,000-60,000	130	145	36	23	22	356
\$60,000-75,000	38	98	18	56	15	225
\$75,000-100,000	38	118	51	44	31	282
\$100,000-125,000	84	19	111	48	40	302
\$125,000-150,000	15	9	14	4	11	53
\$150,000-200,000	19	10	3	18	13	63
\$200,000+	22	14	2	9	11	59
Total	1,082	785	477	361	257	2,962

HISTA 2.2 Summary Data **Mechanicsville CDP, Virginia**

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Percent Renter Households						
Age 15 to 54 Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	3.4%	4.6%	0.1%	1.8%	1.9%	11.9%
\$10,000-20,000	3.5%	0.6%	0.9%	0.1%	0.2%	5.2%
\$20,000-30,000	2.1%	2.8%	2.2%	1.9%	0.6%	9.6%
\$30,000-40,000	3.6%	4.9%	4.1%	2.9%	1.2%	16.7%
\$40,000-50,000	3.1%	1.9%	2.8%	0.3%	0.2%	8.3%
\$50,000-60,000	4.8%	6.8%	1.9%	0.8%	0.3%	14.6%
\$60,000-75,000	0.9%	3.8%	0.8%	2.2%	0.3%	8.0%
\$75,000-100,000	1.2%	5.2%	2.1%	2.4%	1.3%	12.2%
\$100,000-125,000	0.1%	0.3%	5.9%	2.5%	1.8%	10.7%
\$125,000-150,000	0.1%	0.2%	0.6%	0.2%	0.2%	1.2%
\$150,000-200,000	0.1%	0.2%	0.0%	0.3%	0.2%	0.8%
\$200,000+	0.2%	0.1%	0.1%	0.2%	0.2%	0.7%
Total	23.0%	31.5%	21.4%	15.7%	8.4%	100.0%

Percent Renter Households						
Aged 55+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	5.9%	0.2%	0.2%	0.2%	0.6%	7.2%
\$10,000-20,000	13.6%	5.8%	2.6%	0.2%	0.7%	23.0%
\$20,000-30,000	11.4%	1.1%	0.3%	0.4%	0.9%	14.1%
\$30,000-40,000	2.2%	0.8%	1.4%	0.3%	0.7%	5.4%
\$40,000-50,000	4.8%	1.4%	0.9%	1.9%	0.5%	9.4%
\$50,000-60,000	3.9%	2.1%	0.2%	0.7%	1.3%	8.3%
\$60,000-75,000	1.8%	2.6%	0.3%	1.4%	0.8%	7.0%
\$75,000-100,000	1.4%	2.2%	1.2%	0.2%	0.7%	5.7%
\$100,000-125,000	6.7%	1.1%	0.7%	0.3%	0.7%	9.5%
\$125,000-150,000	1.1%	0.5%	0.2%	0.1%	0.7%	2.6%
\$150,000-200,000	1.5%	0.5%	0.2%	1.0%	0.8%	4.0%
\$200,000+	1.6%	1.0%	0.2%	0.5%	0.6%	3.8%
Total	55.8%	19.3%	8.6%	7.2%	9.0%	100.0%

Percent Renter Households						
Aged 62+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	6.8%	0.1%	0.1%	0.2%	0.6%	7.8%
\$10,000-20,000	16.8%	5.1%	2.3%	0.1%	0.8%	25.1%
\$20,000-30,000	14.0%	1.0%	0.4%	0.6%	0.8%	16.7%
\$30,000-40,000	2.7%	0.3%	1.8%	0.3%	0.8%	5.9%
\$40,000-50,000	6.0%	0.4%	1.2%	0.9%	0.4%	9.0%
\$50,000-60,000	5.0%	1.1%	0.2%	0.9%	1.2%	8.4%
\$60,000-75,000	2.2%	0.4%	0.2%	0.6%	0.8%	4.2%
\$75,000-100,000	1.7%	1.9%	1.6%	0.2%	0.9%	6.2%
\$100,000-125,000	4.8%	0.4%	0.8%	0.3%	0.8%	7.1%
\$125,000-150,000	0.9%	0.3%	0.3%	0.0%	0.7%	2.2%
\$150,000-200,000	2.0%	0.4%	0.3%	1.1%	0.9%	4.8%
\$200,000+	1.4%	0.2%	0.2%	0.3%	0.4%	2.7%
Total	64.1%	11.8%	9.5%	5.5%	9.0%	100.0%

Percent Renter Households						
All Age Groups						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+ Person Household	Total
\$0-10,000	4.5%	2.8%	0.2%	1.2%	1.4%	10.0%
\$10,000-20,000	7.7%	2.7%	1.6%	0.1%	0.4%	12.5%
\$20,000-30,000	5.9%	2.1%	1.4%	1.3%	0.7%	11.5%
\$30,000-40,000	3.0%	3.2%	3.0%	1.9%	1.0%	12.1%
\$40,000-50,000	3.8%	1.7%	2.0%	0.9%	0.3%	8.7%
\$50,000-60,000	4.4%	4.9%	1.2%	0.8%	0.7%	12.0%
\$60,000-75,000	1.3%	3.3%	0.6%	1.9%	0.5%	7.6%
\$75,000-100,000	1.3%	4.0%	1.7%	1.5%	1.0%	9.5%
\$100,000-125,000	2.8%	0.6%	3.7%	1.6%	1.4%	10.2%
\$125,000-150,000	0.5%	0.3%	0.5%	0.1%	0.4%	1.8%
\$150,000-200,000	0.6%	0.3%	0.1%	0.6%	0.4%	2.1%
\$200,000+	0.7%	0.5%	0.1%	0.3%	0.4%	2.0%
Total	36.5%	26.5%	16.1%	12.2%	8.7%	100.0%

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Owner Households						
Age 15 to 54 Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	40	6	7	3	6	62
\$10,000-20,000	62	21	6	23	3	115
\$20,000-30,000	39	34	59	62	12	206
\$30,000-40,000	72	39	6	24	85	226
\$40,000-50,000	46	55	217	97	22	437
\$50,000-60,000	87	78	40	47	39	291
\$60,000-75,000	93	189	162	248	96	788
\$75,000-100,000	52	262	343	382	179	1,218
\$100,000-125,000	24	135	341	263	102	865
\$125,000-150,000	12	41	170	174	187	584
\$150,000-200,000	2	108	200	270	79	659
\$200,000+	13	67	134	99	34	347
Total	542	1,035	1,685	1,692	844	5,798

Owner Households						
Aged 55+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	111	83	16	9	8	227
\$10,000-20,000	206	125	18	16	2	367
\$20,000-30,000	183	228	20	11	7	449
\$30,000-40,000	120	221	19	23	6	389
\$40,000-50,000	160	357	12	23	3	555
\$50,000-60,000	151	314	26	46	17	554
\$60,000-75,000	135	411	114	39	3	702
\$75,000-100,000	151	555	89	27	30	850
\$100,000-125,000	67	246	81	21	38	453
\$125,000-150,000	27	167	62	37	25	318
\$150,000-200,000	39	180	69	21	79	388
\$200,000+	33	144	44	28	18	267
Total	1,383	3,029	570	301	236	5,519

Owner Households						
Aged 62+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	106	66	12	8	4	196
\$10,000-20,000	183	88	14	13	2	300
\$20,000-30,000	165	184	13	7	3	372
\$30,000-40,000	107	153	14	21	3	298
\$40,000-50,000	124	271	3	23	3	424
\$50,000-60,000	104	247	10	39	1	401
\$60,000-75,000	122	297	75	29	3	526
\$75,000-100,000	89	360	37	15	3	504
\$100,000-125,000	66	109	43	16	9	243
\$125,000-150,000	15	61	36	16	3	131
\$150,000-200,000	31	50	26	21	22	150
\$200,000+	29	87	7	14	7	144
Total	1,141	1,973	290	222	63	3,689

Owner Households						
All Age Groups						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	151	89	23	12	14	289
\$10,000-20,000	268	146	24	39	5	482
\$20,000-30,000	222	262	79	73	19	655
\$30,000-40,000	192	260	25	47	91	615
\$40,000-50,000	206	412	229	120	25	992
\$50,000-60,000	238	392	66	93	56	845
\$60,000-75,000	228	600	276	287	99	1,490
\$75,000-100,000	203	815	432	409	209	2,068
\$100,000-125,000	91	381	422	284	140	1,318
\$125,000-150,000	39	208	232	211	212	902
\$150,000-200,000	41	288	269	291	158	1,047
\$200,000+	46	211	178	127	52	614
Total	1,925	4,064	2,255	1,993	1,080	11,317

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Percent Owner Households						
Age 15 to 54 Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	0.7%	0.1%	0.1%	0.1%	0.1%	1.1%
\$10,000-20,000	1.1%	0.4%	0.1%	0.4%	0.1%	2.0%
\$20,000-30,000	0.7%	0.6%	1.0%	1.1%	0.2%	3.6%
\$30,000-40,000	1.2%	0.7%	0.1%	0.4%	1.5%	3.9%
\$40,000-50,000	0.8%	0.9%	3.7%	1.7%	0.4%	7.5%
\$50,000-60,000	1.5%	1.3%	0.7%	0.8%	0.7%	5.0%
\$60,000-75,000	1.6%	3.3%	2.8%	4.3%	1.7%	13.6%
\$75,000-100,000	0.9%	4.5%	5.9%	6.6%	3.1%	21.0%
\$100,000-125,000	0.4%	2.3%	5.9%	4.5%	1.8%	14.9%
\$125,000-150,000	0.2%	0.7%	2.9%	3.0%	3.2%	10.1%
\$150,000-200,000	0.0%	1.9%	3.4%	4.7%	1.4%	11.4%
\$200,000+	0.2%	1.2%	2.3%	1.7%	0.6%	6.0%
Total	9.3%	17.9%	29.1%	29.2%	14.6%	100.0%

Percent Owner Households						
Aged 55+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	2.0%	1.5%	0.3%	0.2%	0.1%	4.1%
\$10,000-20,000	3.7%	2.3%	0.3%	0.3%	0.0%	6.6%
\$20,000-30,000	3.3%	4.1%	0.4%	0.2%	0.1%	8.1%
\$30,000-40,000	2.2%	4.0%	0.3%	0.4%	0.1%	7.0%
\$40,000-50,000	2.9%	6.5%	0.2%	0.4%	0.1%	10.1%
\$50,000-60,000	2.7%	5.7%	0.5%	0.8%	0.3%	10.0%
\$60,000-75,000	2.4%	7.4%	2.1%	0.7%	0.1%	12.7%
\$75,000-100,000	2.7%	10.0%	1.6%	0.5%	0.5%	15.4%
\$100,000-125,000	1.2%	4.5%	1.5%	0.4%	0.7%	8.2%
\$125,000-150,000	0.5%	3.0%	1.1%	0.7%	0.5%	5.8%
\$150,000-200,000	0.7%	3.3%	1.3%	0.4%	1.4%	7.0%
\$200,000+	0.6%	2.6%	0.8%	0.5%	0.3%	4.8%
Total	25.1%	54.9%	10.3%	5.5%	4.3%	100.0%

Percent Owner Households						
Aged 62+ Years						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	2.9%	1.8%	0.3%	0.2%	0.1%	5.3%
\$10,000-20,000	5.0%	2.4%	0.4%	0.4%	0.1%	8.1%
\$20,000-30,000	4.5%	5.0%	0.4%	0.2%	0.1%	10.1%
\$30,000-40,000	2.9%	4.1%	0.4%	0.6%	0.1%	8.1%
\$40,000-50,000	3.4%	7.3%	0.1%	0.6%	0.1%	11.5%
\$50,000-60,000	2.8%	6.7%	0.3%	1.1%	0.0%	10.9%
\$60,000-75,000	3.3%	8.1%	2.0%	0.8%	0.1%	14.3%
\$75,000-100,000	2.4%	9.8%	1.0%	0.4%	0.1%	13.7%
\$100,000-125,000	1.8%	3.0%	1.2%	0.4%	0.2%	6.6%
\$125,000-150,000	0.4%	1.7%	1.0%	0.4%	0.1%	3.6%
\$150,000-200,000	0.8%	1.4%	0.7%	0.6%	0.6%	4.1%
\$200,000+	0.8%	2.4%	0.2%	0.4%	0.2%	3.9%
Total	30.9%	53.5%	7.9%	6.0%	1.7%	100.0%

Percent Owner Households						
All Age Groups						
Base Year: 2011 - 2015 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	1.3%	0.8%	0.2%	0.1%	0.1%	2.6%
\$10,000-20,000	2.4%	1.3%	0.2%	0.3%	0.0%	4.3%
\$20,000-30,000	2.0%	2.3%	0.7%	0.6%	0.2%	5.8%
\$30,000-40,000	1.7%	2.3%	0.2%	0.4%	0.8%	5.4%
\$40,000-50,000	1.8%	3.6%	2.0%	1.1%	0.2%	8.8%
\$50,000-60,000	2.1%	3.5%	0.6%	0.8%	0.5%	7.5%
\$60,000-75,000	2.0%	5.3%	2.4%	2.5%	0.9%	13.2%
\$75,000-100,000	1.8%	7.2%	3.8%	3.6%	1.8%	18.3%
\$100,000-125,000	0.8%	3.4%	3.7%	2.5%	1.2%	11.6%
\$125,000-150,000	0.3%	1.8%	2.1%	1.9%	1.9%	8.0%
\$150,000-200,000	0.4%	2.5%	2.4%	2.6%	1.4%	9.3%
\$200,000+	0.4%	1.9%	1.6%	1.1%	0.5%	5.4%
Total	17.0%	35.9%	19.9%	17.6%	9.5%	100.0%

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Renter Households						
Age 15 to 54 Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	36	99	1	23	22	181
\$10,000-20,000	56	7	15	0	6	84
\$20,000-30,000	35	20	27	33	6	121
\$30,000-40,000	36	62	63	33	13	207
\$40,000-50,000	53	14	31	4	3	105
\$50,000-60,000	82	84	19	7	9	201
\$60,000-75,000	18	96	15	35	5	169
\$75,000-100,000	46	99	46	62	23	276
\$100,000-125,000	3	6	102	90	39	240
\$125,000-150,000	3	3	16	4	4	30
\$150,000-200,000	7	6	1	12	7	33
\$200,000+	7	4	1	2	4	18
Total	382	500	337	305	141	1,665

Renter Households						
Aged 55+ Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	79	9	1	5	2	96
\$10,000-20,000	239	60	31	1	7	338
\$20,000-30,000	143	20	5	3	8	179
\$30,000-40,000	59	13	15	7	9	103
\$40,000-50,000	66	18	9	10	9	112
\$50,000-60,000	44	32	2	11	14	103
\$60,000-75,000	26	33	0	19	9	87
\$75,000-100,000	20	39	7	3	9	78
\$100,000-125,000	74	19	6	1	6	106
\$125,000-150,000	46	9	2	4	6	67
\$150,000-200,000	28	4	2	13	11	58
\$200,000+	41	26	5	11	7	90
Total	865	282	85	88	97	1,417

Renter Households						
Aged 62+ Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	65	4	1	4	1	75
\$10,000-20,000	225	44	23	1	6	299
\$20,000-30,000	128	14	3	3	6	154
\$30,000-40,000	57	6	15	5	6	89
\$40,000-50,000	62	10	9	3	7	91
\$50,000-60,000	42	15	2	10	9	78
\$60,000-75,000	23	5	0	3	6	37
\$75,000-100,000	18	22	7	3	8	58
\$100,000-125,000	44	7	6	1	4	62
\$125,000-150,000	38	6	1	3	4	52
\$150,000-200,000	27	3	2	11	7	50
\$200,000+	31	7	2	4	5	49
Total	760	143	71	51	69	1,094

Renter Households						
All Age Groups						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	115	108	2	28	24	277
\$10,000-20,000	295	67	46	1	13	422
\$20,000-30,000	178	40	32	36	14	300
\$30,000-40,000	95	75	78	40	22	310
\$40,000-50,000	119	32	40	14	12	217
\$50,000-60,000	126	116	21	18	23	304
\$60,000-75,000	44	129	15	54	14	256
\$75,000-100,000	66	138	53	65	32	354
\$100,000-125,000	77	25	108	91	45	346
\$125,000-150,000	49	12	18	8	10	97
\$150,000-200,000	35	10	3	25	18	91
\$200,000+	48	30	6	13	11	108
Total	1,247	782	422	393	238	3,082

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Percent Renter Households						
Age 15 to 54 Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	2.2%	5.9%	0.1%	1.4%	1.3%	10.9%
\$10,000-20,000	3.4%	0.4%	0.9%	0.0%	0.4%	5.0%
\$20,000-30,000	2.1%	1.2%	1.6%	2.0%	0.4%	7.3%
\$30,000-40,000	2.2%	3.7%	3.8%	2.0%	0.8%	12.4%
\$40,000-50,000	3.2%	0.8%	1.9%	0.2%	0.2%	6.3%
\$50,000-60,000	4.9%	5.0%	1.1%	0.4%	0.5%	12.1%
\$60,000-75,000	1.1%	5.8%	0.9%	2.1%	0.3%	10.2%
\$75,000-100,000	2.8%	5.9%	2.8%	3.7%	1.4%	16.6%
\$100,000-125,000	0.2%	0.4%	6.1%	5.4%	2.3%	14.4%
\$125,000-150,000	0.2%	0.2%	1.0%	0.2%	0.2%	1.8%
\$150,000-200,000	0.4%	0.4%	0.1%	0.7%	0.4%	2.0%
\$200,000+	0.4%	0.2%	0.1%	0.1%	0.2%	1.1%
Total	22.9%	30.0%	20.2%	18.3%	8.5%	100.0%

Percent Renter Households						
Aged 55+ Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	5.6%	0.6%	0.1%	0.4%	0.1%	6.8%
\$10,000-20,000	16.9%	4.2%	2.2%	0.1%	0.5%	23.9%
\$20,000-30,000	10.1%	1.4%	0.4%	0.2%	0.6%	12.6%
\$30,000-40,000	4.2%	0.9%	1.1%	0.5%	0.6%	7.3%
\$40,000-50,000	4.7%	1.3%	0.6%	0.7%	0.6%	7.9%
\$50,000-60,000	3.1%	2.3%	0.1%	0.8%	1.0%	7.3%
\$60,000-75,000	1.8%	2.3%	0.0%	1.3%	0.6%	6.1%
\$75,000-100,000	1.4%	2.8%	0.5%	0.2%	0.6%	5.5%
\$100,000-125,000	5.2%	1.3%	0.4%	0.1%	0.4%	7.5%
\$125,000-150,000	3.2%	0.6%	0.1%	0.3%	0.4%	4.7%
\$150,000-200,000	2.0%	0.3%	0.1%	0.9%	0.8%	4.1%
\$200,000+	2.9%	1.8%	0.4%	0.8%	0.5%	6.4%
Total	61.0%	19.9%	6.0%	6.2%	6.8%	100.0%

Percent Renter Households						
Aged 62+ Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	5.9%	0.4%	0.1%	0.4%	0.1%	6.9%
\$10,000-20,000	20.6%	4.0%	2.1%	0.1%	0.5%	27.3%
\$20,000-30,000	11.7%	1.3%	0.3%	0.3%	0.5%	14.1%
\$30,000-40,000	5.2%	0.5%	1.4%	0.5%	0.5%	8.1%
\$40,000-50,000	5.7%	0.9%	0.8%	0.3%	0.6%	8.3%
\$50,000-60,000	3.8%	1.4%	0.2%	0.9%	0.8%	7.1%
\$60,000-75,000	2.1%	0.5%	0.0%	0.3%	0.5%	3.4%
\$75,000-100,000	1.6%	2.0%	0.6%	0.3%	0.7%	5.3%
\$100,000-125,000	4.0%	0.6%	0.5%	0.1%	0.4%	5.7%
\$125,000-150,000	3.5%	0.5%	0.1%	0.3%	0.4%	4.8%
\$150,000-200,000	2.5%	0.3%	0.2%	1.0%	0.6%	4.6%
\$200,000+	2.8%	0.6%	0.2%	0.4%	0.5%	4.5%
Total	69.5%	13.1%	6.5%	4.7%	6.3%	100.0%

Percent Renter Households						
All Age Groups						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	3.7%	3.5%	0.1%	0.9%	0.8%	9.0%
\$10,000-20,000	9.6%	2.2%	1.5%	0.0%	0.4%	13.7%
\$20,000-30,000	5.8%	1.3%	1.0%	1.2%	0.5%	9.7%
\$30,000-40,000	3.1%	2.4%	2.5%	1.3%	0.7%	10.1%
\$40,000-50,000	3.9%	1.0%	1.3%	0.5%	0.4%	7.0%
\$50,000-60,000	4.1%	3.8%	0.7%	0.6%	0.7%	9.9%
\$60,000-75,000	1.4%	4.2%	0.5%	1.8%	0.5%	8.3%
\$75,000-100,000	2.1%	4.5%	1.7%	2.1%	1.0%	11.5%
\$100,000-125,000	2.5%	0.8%	3.5%	3.0%	1.5%	11.2%
\$125,000-150,000	1.6%	0.4%	0.6%	0.3%	0.3%	3.1%
\$150,000-200,000	1.1%	0.3%	0.1%	0.8%	0.6%	3.0%
\$200,000+	1.6%	1.0%	0.2%	0.4%	0.4%	3.5%
Total	40.5%	25.4%	13.7%	12.8%	7.7%	100.0%

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Owner Households						
Age 15 to 54 Years						
<i>Year 2020 Estimates</i>						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	42	5	8	7	7	69
\$10,000-20,000	39	11	5	10	0	65
\$20,000-30,000	11	32	15	24	5	87
\$30,000-40,000	44	18	1	8	36	107
\$40,000-50,000	12	9	62	33	9	125
\$50,000-60,000	79	44	37	32	13	195
\$60,000-75,000	97	147	144	178	81	647
\$75,000-100,000	82	243	310	337	168	1,140
\$100,000-125,000	53	202	417	323	171	1,166
\$125,000-150,000	20	66	265	255	274	880
\$150,000-200,000	0	260	308	403	96	1,067
\$200,000+	16	185	290	183	56	730
Total	495	1,222	1,852	1,793	916	6,278

Owner Households						
Aged 55+ Years						
<i>Year 2020 Estimates</i>						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	81	53	7	4	5	150
\$10,000-20,000	176	78	12	9	6	281
\$20,000-30,000	184	229	20	6	8	447
\$30,000-40,000	204	303	33	31	7	578
\$40,000-50,000	177	260	10	17	2	466
\$50,000-60,000	155	258	26	25	11	475
\$60,000-75,000	133	312	87	21	4	557
\$75,000-100,000	157	608	89	18	27	899
\$100,000-125,000	107	254	87	20	31	499
\$125,000-150,000	52	230	108	38	30	458
\$150,000-200,000	46	192	78	21	82	419
\$200,000+	57	225	69	44	34	429
Total	1,529	3,002	626	254	247	5,658

Owner Households						
Aged 62+ Years						
<i>Year 2020 Estimates</i>						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	71	33	4	3	3	114
\$10,000-20,000	170	56	9	9	6	250
\$20,000-30,000	170	193	13	3	5	384
\$30,000-40,000	180	225	27	27	4	463
\$40,000-50,000	163	232	7	17	2	421
\$50,000-60,000	122	211	14	20	1	368
\$60,000-75,000	116	215	57	16	4	408
\$75,000-100,000	111	436	44	7	3	601
\$100,000-125,000	107	133	58	14	10	322
\$125,000-150,000	33	108	67	16	2	226
\$150,000-200,000	37	45	31	21	18	152
\$200,000+	46	113	7	16	4	186
Total	1,326	2,000	338	169	62	3,895

Owner Households						
All Age Groups						
<i>Year 2020 Estimates</i>						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+-Person Household	Total
\$0-10,000	123	58	15	11	12	219
\$10,000-20,000	215	89	17	19	6	346
\$20,000-30,000	195	261	35	30	13	534
\$30,000-40,000	248	321	34	39	43	685
\$40,000-50,000	189	269	72	50	11	591
\$50,000-60,000	234	302	53	57	24	670
\$60,000-75,000	230	459	231	199	85	1,204
\$75,000-100,000	239	851	399	355	195	2,039
\$100,000-125,000	160	456	504	343	202	1,665
\$125,000-150,000	72	296	373	293	304	1,338
\$150,000-200,000	46	452	386	424	178	1,486
\$200,000+	73	410	359	227	90	1,159
Total	2,024	4,224	2,478	2,047	1,163	11,936

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Percent Owner Households						
Age 15 to 54 Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	0.7%	0.1%	0.1%	0.1%	0.1%	1.1%
\$10,000-20,000	0.6%	0.2%	0.1%	0.2%	0.0%	1.0%
\$20,000-30,000	0.2%	0.5%	0.2%	0.4%	0.1%	1.4%
\$30,000-40,000	0.7%	0.3%	0.0%	0.1%	0.6%	1.7%
\$40,000-50,000	0.2%	0.1%	1.0%	0.5%	0.1%	2.0%
\$50,000-60,000	1.3%	0.7%	0.4%	0.5%	0.2%	3.1%
\$60,000-75,000	1.5%	2.3%	2.3%	2.8%	1.3%	10.3%
\$75,000-100,000	1.3%	3.9%	4.9%	5.4%	2.7%	18.2%
\$100,000-125,000	0.8%	3.3%	6.6%	5.1%	2.7%	18.6%
\$125,000-150,000	0.3%	1.1%	4.2%	4.1%	4.4%	14.0%
\$150,000-200,000	0.0%	4.1%	4.9%	6.4%	1.5%	17.0%
\$200,000+	0.3%	2.9%	4.6%	2.9%	0.9%	11.6%
Total	7.9%	19.5%	29.5%	28.6%	14.6%	100.0%

Percent Owner Households						
Aged 55+ Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	1.4%	0.9%	0.1%	0.1%	0.1%	2.7%
\$10,000-20,000	3.1%	1.4%	0.2%	0.2%	0.1%	5.0%
\$20,000-30,000	3.3%	4.0%	0.4%	0.1%	0.1%	7.9%
\$30,000-40,000	3.6%	5.4%	0.6%	0.5%	0.1%	10.2%
\$40,000-50,000	3.1%	4.6%	0.2%	0.3%	0.0%	8.2%
\$50,000-60,000	2.7%	4.6%	0.5%	0.4%	0.2%	8.4%
\$60,000-75,000	2.4%	5.3%	1.3%	0.4%	0.1%	9.8%
\$75,000-100,000	2.8%	10.7%	1.6%	0.3%	0.5%	15.9%
\$100,000-125,000	1.9%	4.3%	1.5%	0.4%	0.5%	8.8%
\$125,000-150,000	0.9%	4.1%	1.9%	0.7%	0.5%	8.1%
\$150,000-200,000	0.8%	3.4%	1.4%	0.4%	1.4%	7.4%
\$200,000+	1.0%	4.0%	1.2%	0.8%	0.6%	7.6%
Total	27.0%	53.1%	11.1%	4.5%	4.4%	100.0%

Percent Owner Households						
Aged 62+ Years						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	1.8%	0.8%	0.1%	0.1%	0.1%	2.9%
\$10,000-20,000	4.4%	1.4%	0.2%	0.2%	0.2%	6.4%
\$20,000-30,000	4.4%	5.0%	0.3%	0.1%	0.1%	9.9%
\$30,000-40,000	4.6%	5.8%	0.7%	0.7%	0.1%	11.9%
\$40,000-50,000	4.2%	6.0%	0.2%	0.4%	0.1%	10.8%
\$50,000-60,000	3.1%	5.4%	0.4%	0.5%	0.0%	9.4%
\$60,000-75,000	3.0%	5.5%	1.5%	0.4%	0.1%	10.5%
\$75,000-100,000	2.8%	11.2%	1.1%	0.2%	0.1%	15.4%
\$100,000-125,000	2.7%	3.4%	1.5%	0.4%	0.3%	8.3%
\$125,000-150,000	0.8%	2.8%	1.7%	0.4%	0.1%	5.8%
\$150,000-200,000	0.9%	1.2%	0.8%	0.5%	0.5%	3.9%
\$200,000+	1.2%	2.9%	0.2%	0.4%	0.1%	4.8%
Total	34.0%	51.3%	8.7%	4.3%	1.6%	100.0%

Percent Owner Households						
All Age Groups						
Year 2020 Estimates						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	1.0%	0.5%	0.1%	0.1%	0.1%	1.8%
\$10,000-20,000	1.8%	0.7%	0.1%	0.2%	0.1%	2.9%
\$20,000-30,000	1.6%	2.2%	0.3%	0.3%	0.1%	4.5%
\$30,000-40,000	2.1%	2.7%	0.3%	0.3%	0.4%	5.7%
\$40,000-50,000	1.6%	2.3%	0.6%	0.4%	0.1%	5.0%
\$50,000-60,000	2.0%	2.5%	0.4%	0.5%	0.2%	5.6%
\$60,000-75,000	1.9%	3.8%	1.9%	1.7%	0.7%	10.1%
\$75,000-100,000	2.0%	7.1%	3.3%	3.0%	1.6%	17.1%
\$100,000-125,000	1.3%	3.8%	4.2%	2.9%	1.7%	13.9%
\$125,000-150,000	0.6%	2.5%	3.1%	2.5%	2.5%	11.2%
\$150,000-200,000	0.4%	3.8%	3.2%	3.6%	1.5%	12.4%
\$200,000+	0.6%	3.4%	3.0%	1.9%	0.8%	9.7%
Total	17.0%	35.4%	20.8%	17.1%	9.7%	100.0%

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Renter Households						
Age 15 to 54 Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	35	84	3	20	16	158
\$10,000-20,000	46	3	13	0	3	65
\$20,000-30,000	31	21	31	31	4	118
\$30,000-40,000	21	47	42	28	13	151
\$40,000-50,000	53	14	35	5	4	111
\$50,000-60,000	69	70	14	7	9	169
\$60,000-75,000	19	99	16	36	3	173
\$75,000-100,000	56	101	48	68	26	299
\$100,000-125,000	5	6	97	103	42	253
\$125,000-150,000	3	5	17	3	3	31
\$150,000-200,000	11	8	2	13	7	41
\$200,000+	8	8	3	4	4	27
Total	357	466	321	318	134	1,596

Renter Households						
Aged 55+ Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	84	8	2	4	5	103
\$10,000-20,000	230	54	31	4	6	325
\$20,000-30,000	152	20	3	3	8	186
\$30,000-40,000	62	14	23	6	11	116
\$40,000-50,000	88	19	11	14	11	143
\$50,000-60,000	45	30	2	8	9	94
\$60,000-75,000	27	40	3	16	11	97
\$75,000-100,000	19	50	7	5	10	91
\$100,000-125,000	97	18	6	2	9	132
\$125,000-150,000	57	9	7	5	9	87
\$150,000-200,000	35	8	3	16	11	73
\$200,000+	69	52	9	17	11	158
Total	965	322	107	100	111	1,605

Renter Households						
Aged 62+ Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	66	4	1	3	3	77
\$10,000-20,000	219	43	24	4	5	295
\$20,000-30,000	135	15	3	3	6	162
\$30,000-40,000	58	5	22	4	9	98
\$40,000-50,000	83	8	11	7	10	119
\$50,000-60,000	42	13	2	7	8	72
\$60,000-75,000	23	8	3	2	9	45
\$75,000-100,000	16	29	6	4	8	63
\$100,000-125,000	53	5	6	1	6	71
\$125,000-150,000	46	6	2	4	7	65
\$150,000-200,000	34	7	2	15	8	66
\$200,000+	50	12	2	2	7	79
Total	825	155	87	59	86	1,212

Renter Households						
All Age Groups						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	119	92	5	24	21	261
\$10,000-20,000	276	57	44	4	9	390
\$20,000-30,000	183	41	34	34	12	304
\$30,000-40,000	83	61	65	34	24	267
\$40,000-50,000	141	33	46	19	15	254
\$50,000-60,000	114	100	16	15	18	263
\$60,000-75,000	46	139	19	52	14	270
\$75,000-100,000	75	151	55	73	36	390
\$100,000-125,000	102	24	103	105	51	385
\$125,000-150,000	60	14	24	8	12	118
\$150,000-200,000	46	16	5	29	18	114
\$200,000+	77	60	12	21	15	185
Total	1,322	788	428	418	245	3,201

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Percent Renter Households						
Age 15 to 54 Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	2.2%	5.3%	0.2%	1.3%	1.0%	9.9%
\$10,000-20,000	2.9%	0.2%	0.8%	0.0%	0.2%	4.1%
\$20,000-30,000	1.9%	1.3%	1.9%	1.9%	0.3%	7.4%
\$30,000-40,000	1.3%	2.9%	2.6%	1.8%	0.8%	9.5%
\$40,000-50,000	3.3%	0.9%	2.2%	0.3%	0.3%	7.0%
\$50,000-60,000	4.3%	4.4%	0.9%	0.4%	0.6%	10.6%
\$60,000-75,000	1.2%	6.2%	1.0%	2.3%	0.2%	10.8%
\$75,000-100,000	3.5%	6.3%	3.0%	4.3%	1.6%	18.7%
\$100,000-125,000	0.3%	0.4%	6.1%	6.5%	2.6%	15.9%
\$125,000-150,000	0.2%	0.3%	1.1%	0.2%	0.2%	1.9%
\$150,000-200,000	0.7%	0.5%	0.1%	0.8%	0.4%	2.6%
\$200,000+	0.5%	0.5%	0.2%	0.3%	0.2%	1.7%
Total	22.4%	29.2%	20.1%	19.9%	8.4%	100.0%

Percent Renter Households						
Aged 55+ Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	5.2%	0.5%	0.1%	0.2%	0.3%	6.4%
\$10,000-20,000	14.3%	3.4%	1.9%	0.2%	0.4%	20.2%
\$20,000-30,000	9.5%	1.2%	0.2%	0.2%	0.5%	11.6%
\$30,000-40,000	3.9%	0.9%	1.4%	0.4%	0.7%	7.2%
\$40,000-50,000	5.5%	1.2%	0.7%	0.9%	0.7%	8.9%
\$50,000-60,000	2.8%	1.9%	0.1%	0.5%	0.6%	5.9%
\$60,000-75,000	1.7%	2.5%	0.2%	1.0%	0.7%	6.0%
\$75,000-100,000	1.2%	3.1%	0.4%	0.3%	0.6%	5.7%
\$100,000-125,000	6.0%	1.1%	0.4%	0.1%	0.6%	8.2%
\$125,000-150,000	3.6%	0.6%	0.4%	0.3%	0.6%	5.4%
\$150,000-200,000	2.2%	0.5%	0.2%	1.0%	0.7%	4.5%
\$200,000+	4.3%	3.2%	0.6%	1.1%	0.7%	9.8%
Total	60.1%	20.1%	6.7%	6.2%	6.9%	100.0%

Percent Renter Households						
Aged 62+ Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	5.4%	0.3%	0.1%	0.2%	0.2%	6.4%
\$10,000-20,000	18.1%	3.5%	2.0%	0.3%	0.4%	24.3%
\$20,000-30,000	11.1%	1.2%	0.2%	0.2%	0.5%	13.4%
\$30,000-40,000	4.8%	0.4%	1.8%	0.3%	0.7%	8.1%
\$40,000-50,000	6.8%	0.7%	0.9%	0.6%	0.8%	9.8%
\$50,000-60,000	3.5%	1.1%	0.2%	0.6%	0.7%	5.9%
\$60,000-75,000	1.9%	0.7%	0.2%	0.2%	0.7%	3.7%
\$75,000-100,000	1.3%	2.4%	0.5%	0.3%	0.7%	5.2%
\$100,000-125,000	4.4%	0.4%	0.5%	0.1%	0.5%	5.9%
\$125,000-150,000	3.8%	0.5%	0.2%	0.3%	0.6%	5.4%
\$150,000-200,000	2.8%	0.6%	0.2%	1.2%	0.7%	5.4%
\$200,000+	4.1%	1.0%	0.4%	0.4%	0.6%	6.5%
Total	68.1%	12.8%	7.2%	4.9%	7.1%	100.0%

Percent Renter Households						
All Age Groups						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	3.7%	2.9%	0.2%	0.7%	0.7%	8.2%
\$10,000-20,000	8.6%	1.8%	1.4%	0.1%	0.3%	12.2%
\$20,000-30,000	5.7%	1.3%	1.1%	1.1%	0.4%	9.5%
\$30,000-40,000	2.6%	1.9%	2.0%	1.1%	0.7%	8.3%
\$40,000-50,000	4.4%	1.0%	1.4%	0.6%	0.5%	7.9%
\$50,000-60,000	3.6%	3.1%	0.5%	0.5%	0.6%	8.2%
\$60,000-75,000	1.4%	4.3%	0.6%	1.6%	0.4%	8.4%
\$75,000-100,000	2.3%	4.7%	1.7%	2.3%	1.1%	12.2%
\$100,000-125,000	3.2%	0.7%	3.2%	3.3%	1.6%	12.0%
\$125,000-150,000	1.9%	0.4%	0.7%	0.2%	0.4%	3.7%
\$150,000-200,000	1.4%	0.5%	0.2%	0.9%	0.6%	3.6%
\$200,000+	2.4%	1.9%	0.4%	0.7%	0.5%	5.8%
Total	41.3%	24.6%	13.4%	13.1%	7.7%	100.0%

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Owner Households						
Age 15 to 54 Years						
<i>Year 2025 Projections</i>						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	37	5	7	3	4	56
\$10,000-20,000	30	5	3	3	1	42
\$20,000-30,000	5	12	10	19	5	51
\$30,000-40,000	35	10	1	5	12	63
\$40,000-50,000	12	9	40	27	6	94
\$50,000-60,000	61	27	19	26	5	138
\$60,000-75,000	88	114	117	140	66	525
\$75,000-100,000	76	197	243	282	130	928
\$100,000-125,000	48	188	379	302	176	1,093
\$125,000-150,000	20	67	289	283	287	946
\$150,000-200,000	3	274	348	460	120	1,205
\$200,000+	35	232	407	262	79	1,015
Total	450	1,140	1,863	1,812	891	6,156

Owner Households						
Aged 55+ Years						
<i>Year 2025 Projections</i>						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	82	52	10	5	4	153
\$10,000-20,000	167	69	10	11	2	259
\$20,000-30,000	184	239	19	8	15	465
\$30,000-40,000	199	251	30	25	7	512
\$40,000-50,000	208	289	15	19	4	535
\$50,000-60,000	156	241	22	26	14	459
\$60,000-75,000	150	320	92	20	7	589
\$75,000-100,000	176	653	93	18	35	975
\$100,000-125,000	145	286	91	27	40	589
\$125,000-150,000	69	297	129	47	34	576
\$150,000-200,000	62	246	105	30	108	551
\$200,000+	95	362	118	69	50	694
Total	1,693	3,305	734	305	320	6,357

Owner Households						
Aged 62+ Years						
<i>Year 2025 Projections</i>						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	75	34	8	4	2	123
\$10,000-20,000	161	52	8	10	2	233
\$20,000-30,000	174	209	12	4	12	411
\$30,000-40,000	178	196	26	21	2	423
\$40,000-50,000	199	267	11	18	4	499
\$50,000-60,000	123	201	14	21	5	364
\$60,000-75,000	132	234	61	16	7	450
\$75,000-100,000	129	488	49	5	7	678
\$100,000-125,000	145	160	62	20	16	403
\$125,000-150,000	45	146	83	24	3	301
\$150,000-200,000	52	57	42	30	25	206
\$200,000+	84	191	11	28	7	321
Total	1,497	2,235	387	201	92	4,412

Owner Households						
All Age Groups						
<i>Year 2025 Projections</i>						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	119	57	17	8	8	209
\$10,000-20,000	197	74	13	14	3	301
\$20,000-30,000	189	251	29	27	20	516
\$30,000-40,000	234	261	31	30	19	575
\$40,000-50,000	220	298	55	46	10	629
\$50,000-60,000	217	268	41	52	19	597
\$60,000-75,000	238	434	209	160	73	1,114
\$75,000-100,000	252	850	336	300	165	1,903
\$100,000-125,000	193	474	470	329	216	1,682
\$125,000-150,000	89	364	418	330	321	1,522
\$150,000-200,000	65	520	453	490	228	1,756
\$200,000+	130	594	525	331	129	1,709
Total	2,143	4,445	2,597	2,117	1,211	12,513

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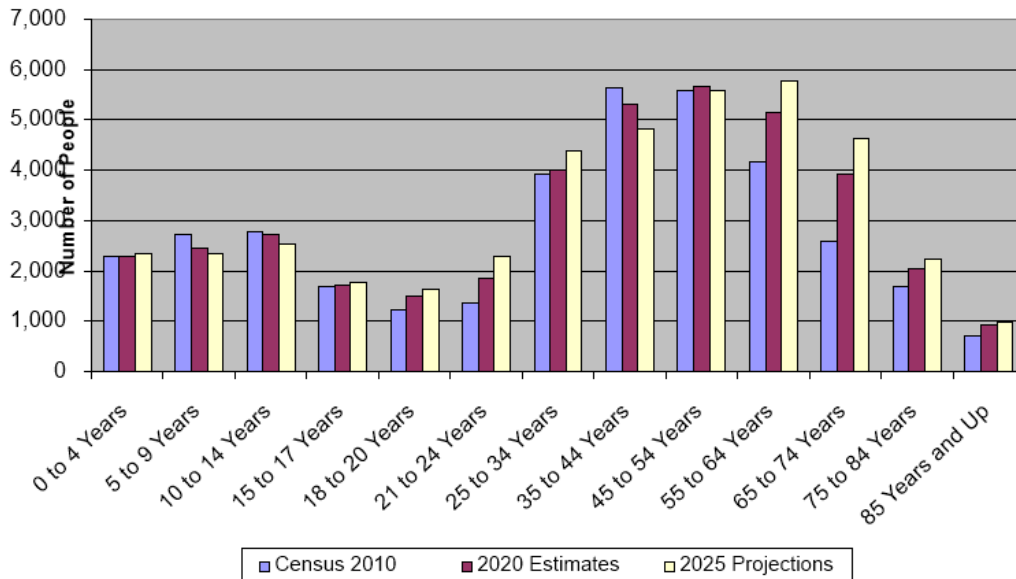
Percent Owner Households						
Age 15 to 54 Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	0.6%	0.1%	0.1%	0.0%	0.1%	0.9%
\$10,000-20,000	0.5%	0.1%	0.0%	0.0%	0.0%	0.7%
\$20,000-30,000	0.1%	0.2%	0.2%	0.3%	0.1%	0.8%
\$30,000-40,000	0.6%	0.2%	0.0%	0.1%	0.2%	1.0%
\$40,000-50,000	0.2%	0.1%	0.6%	0.4%	0.1%	1.5%
\$50,000-60,000	1.0%	0.4%	0.3%	0.4%	0.1%	2.2%
\$60,000-75,000	1.4%	1.9%	1.9%	2.3%	1.1%	8.5%
\$75,000-100,000	1.2%	3.2%	3.9%	4.6%	2.1%	15.1%
\$100,000-125,000	0.8%	3.1%	6.2%	4.9%	2.9%	17.8%
\$125,000-150,000	0.3%	1.1%	4.7%	4.6%	4.7%	15.4%
\$150,000-200,000	0.0%	4.5%	5.7%	7.5%	1.9%	19.6%
\$200,000+	0.6%	3.8%	6.6%	4.3%	1.3%	16.5%
Total	7.3%	18.5%	30.3%	29.4%	14.5%	100.0%

Percent Owner Households						
Aged 55+ Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	1.3%	0.8%	0.2%	0.1%	0.1%	2.4%
\$10,000-20,000	2.6%	1.1%	0.2%	0.2%	0.0%	4.1%
\$20,000-30,000	2.9%	3.8%	0.3%	0.1%	0.2%	7.3%
\$30,000-40,000	3.1%	3.9%	0.5%	0.4%	0.1%	8.1%
\$40,000-50,000	3.3%	4.5%	0.2%	0.3%	0.1%	8.4%
\$50,000-60,000	2.5%	3.8%	0.3%	0.4%	0.2%	7.2%
\$60,000-75,000	2.4%	5.0%	1.4%	0.3%	0.1%	9.3%
\$75,000-100,000	2.8%	10.3%	1.5%	0.3%	0.6%	15.3%
\$100,000-125,000	2.3%	4.5%	1.4%	0.4%	0.6%	9.3%
\$125,000-150,000	1.1%	4.7%	2.0%	0.7%	0.5%	9.1%
\$150,000-200,000	1.0%	3.9%	1.7%	0.5%	1.7%	8.7%
\$200,000+	1.5%	5.7%	1.9%	1.1%	0.8%	10.9%
Total	26.6%	52.0%	11.5%	4.8%	5.0%	100.0%

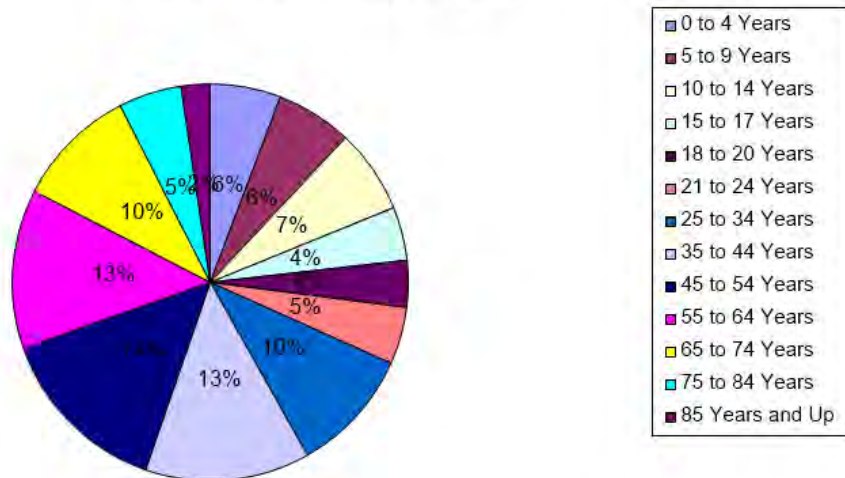
Percent Owner Households						
Aged 62+ Years						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	1.7%	0.8%	0.2%	0.1%	0.0%	2.8%
\$10,000-20,000	3.6%	1.2%	0.2%	0.2%	0.0%	5.3%
\$20,000-30,000	3.9%	4.7%	0.3%	0.1%	0.3%	9.3%
\$30,000-40,000	4.0%	4.4%	0.6%	0.5%	0.0%	9.6%
\$40,000-50,000	4.5%	6.1%	0.2%	0.4%	0.1%	11.3%
\$50,000-60,000	2.8%	4.6%	0.3%	0.5%	0.1%	8.3%
\$60,000-75,000	3.0%	5.3%	1.4%	0.4%	0.2%	10.2%
\$75,000-100,000	2.9%	11.1%	1.1%	0.1%	0.2%	15.4%
\$100,000-125,000	3.3%	3.6%	1.4%	0.5%	0.4%	9.1%
\$125,000-150,000	1.0%	3.3%	1.9%	0.5%	0.1%	6.8%
\$150,000-200,000	1.2%	1.3%	1.0%	0.7%	0.6%	4.7%
\$200,000+	1.9%	4.3%	0.2%	0.6%	0.2%	7.3%
Total	33.9%	50.7%	8.8%	4.6%	2.1%	100.0%

Percent Owner Households						
All Age Groups						
Year 2025 Projections						
	1-Person Household	2-Person Household	3-Person Household	4-Person Household	5+Person Household	Total
\$0-10,000	1.0%	0.5%	0.1%	0.1%	0.1%	1.7%
\$10,000-20,000	1.6%	0.6%	0.1%	0.1%	0.0%	2.4%
\$20,000-30,000	1.5%	2.0%	0.2%	0.2%	0.2%	4.1%
\$30,000-40,000	1.9%	2.1%	0.2%	0.2%	0.2%	4.6%
\$40,000-50,000	1.8%	2.4%	0.4%	0.4%	0.1%	5.0%
\$50,000-60,000	1.7%	2.1%	0.3%	0.4%	0.2%	4.8%
\$60,000-75,000	1.9%	3.5%	1.7%	1.3%	0.6%	8.9%
\$75,000-100,000	2.0%	6.8%	2.7%	2.4%	1.3%	15.2%
\$100,000-125,000	1.5%	3.8%	3.8%	2.6%	1.7%	13.4%
\$125,000-150,000	0.7%	2.9%	3.3%	2.6%	2.6%	12.2%
\$150,000-200,000	0.5%	4.2%	3.6%	3.9%	1.8%	14.0%
\$200,000+	1.0%	4.7%	4.2%	2.6%	1.0%	13.7%
Total	17.1%	35.5%	20.8%	16.9%	9.7%	100.0%

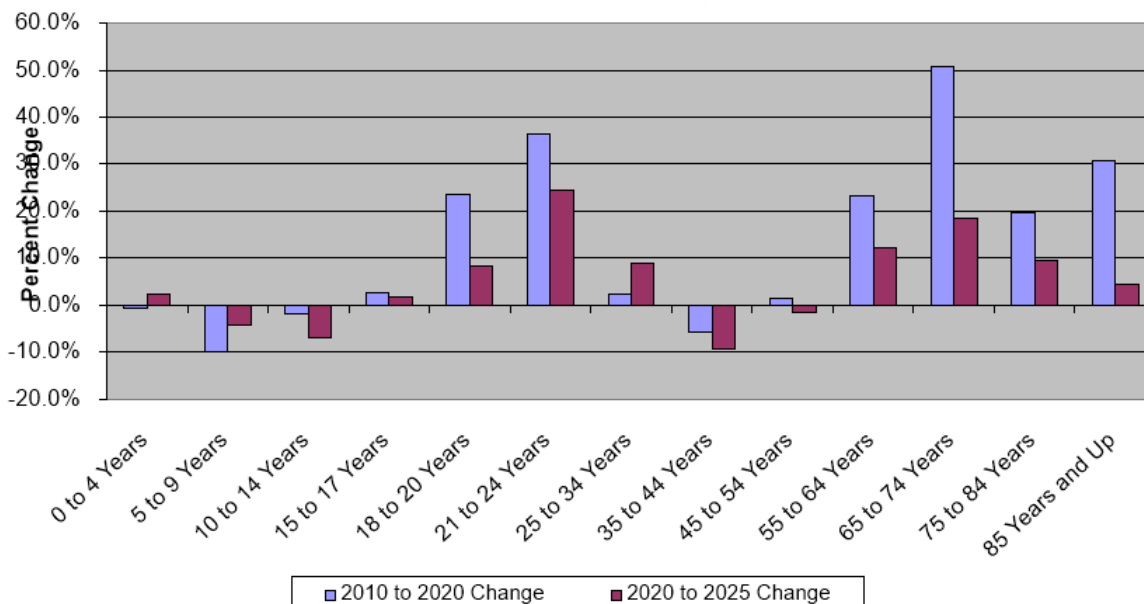
Population by Age Mechanicsville CDP, Virginia



2020 Population by Age Mechanicsville CDP, Virginia



Population Change by Age Mechanicsville CDP, Virginia



ribbon demographics

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Population by Age & Sex Mechanicsville CDP, Virginia											
Census 2010				Current Year Estimates - 2020				Five-Year Projections - 2025			
Age	Male	Female	Total	Age	Male	Female	Total	Age	Male	Female	Total
0 to 4 Years	1,171	1,125	2,296	0 to 4 Years	1,183	1,099	2,282	0 to 4 Years	1,194	1,140	2,334
5 to 9 Years	1,379	1,345	2,724	5 to 9 Years	1,268	1,188	2,456	5 to 9 Years	1,214	1,136	2,350
10 to 14 Years	1,445	1,320	2,765	10 to 14 Years	1,385	1,331	2,716	10 to 14 Years	1,321	1,206	2,527
15 to 17 Years	880	800	1,680	15 to 17 Years	877	848	1,725	15 to 17 Years	880	877	1,757
18 to 20 Years	643	578	1,221	18 to 20 Years	780	728	1,508	18 to 20 Years	835	801	1,636
21 to 24 Years	660	689	1,349	21 to 24 Years	945	895	1,840	21 to 24 Years	1,174	1,118	2,292
25 to 34 Years	1,843	2,078	3,921	25 to 34 Years	1,956	2,057	4,013	25 to 34 Years	2,218	2,155	4,373
35 to 44 Years	2,711	2,939	5,650	35 to 44 Years	2,490	2,833	5,323	35 to 44 Years	2,268	2,561	4,829
45 to 54 Years	2,681	2,890	5,571	45 to 54 Years	2,731	2,929	5,660	45 to 54 Years	2,650	2,932	5,582
55 to 64 Years	1,949	2,215	4,164	55 to 64 Years	2,420	2,715	5,135	55 to 64 Years	2,706	3,059	5,765
65 to 74 Years	1,153	1,441	2,594	65 to 74 Years	1,782	2,129	3,911	65 to 74 Years	2,126	2,504	4,630
75 to 84 Years	682	1,015	1,697	75 to 84 Years	847	1,184	2,031	75 to 84 Years	930	1,297	2,227
85 Years and Up	230	486	716	85 Years and Up	317	619	936	85 Years and Up	340	638	978
Total	17,427	18,921	36,348	Total	18,981	20,555	39,536	Total	19,856	21,424	41,280
62+ Years	n/a	n/a	6,122	62+ Years	n/a	n/a	8,220	62+ Years	n/a	n/a	9,447
Median Age:			38.9	Median Age:			41.1	Median Age:			42.0

Source: Claritas; Ribbon Demographics

Ribbon Demographics, LLC
www.ribbondata.com
Tel: 916-880-1644

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Percent Population by Age & Sex											
Mechanicsville CDP, Virginia											
Census 2010				Current Year Estimates - 2020				Five-Year Projections - 2025			
Age	Male	Female	Total	Age	Male	Female	Total	Age	Male	Female	Total
0 to 4 Years	3.2%	3.1%	6.3%	0 to 4 Years	3.0%	2.8%	5.8%	0 to 4 Years	2.9%	2.8%	5.7%
5 to 9 Years	3.8%	3.7%	7.5%	5 to 9 Years	3.2%	3.0%	6.2%	5 to 9 Years	2.9%	2.8%	5.7%
10 to 14 Years	4.0%	3.6%	7.6%	10 to 14 Years	3.5%	3.4%	6.9%	10 to 14 Years	3.2%	2.9%	6.1%
15 to 17 Years	2.4%	2.2%	4.6%	15 to 17 Years	2.2%	2.1%	4.4%	15 to 17 Years	2.1%	2.1%	4.3%
18 to 20 Years	1.8%	1.6%	3.4%	18 to 20 Years	2.0%	1.8%	3.8%	18 to 20 Years	2.0%	1.9%	4.0%
21 to 24 Years	1.8%	1.9%	3.7%	21 to 24 Years	2.4%	2.3%	4.7%	21 to 24 Years	2.8%	2.7%	5.6%
25 to 34 Years	5.1%	5.7%	10.8%	25 to 34 Years	4.9%	5.2%	10.2%	25 to 34 Years	5.4%	5.2%	10.6%
35 to 44 Years	7.5%	8.1%	15.5%	35 to 44 Years	6.3%	7.2%	13.5%	35 to 44 Years	5.5%	6.2%	11.7%
45 to 54 Years	7.4%	8.0%	15.3%	45 to 54 Years	6.9%	7.4%	14.3%	45 to 54 Years	6.4%	7.1%	13.5%
55 to 64 Years	5.4%	6.1%	11.5%	55 to 64 Years	6.1%	6.9%	13.0%	55 to 64 Years	6.6%	7.4%	14.0%
65 to 74 Years	3.2%	4.0%	7.1%	65 to 74 Years	4.5%	5.4%	9.9%	65 to 74 Years	5.2%	6.1%	11.2%
75 to 84 Years	1.9%	2.8%	4.7%	75 to 84 Years	2.1%	3.0%	5.1%	75 to 84 Years	2.3%	3.1%	5.4%
85 Years and Up	0.6%	1.3%	2.0%	85 Years and Up	0.8%	1.6%	2.4%	85 Years and Up	0.8%	1.5%	2.4%
Total	47.9%	52.1%	100.0%	Total	48.0%	52.0%	100.0%	Total	48.1%	51.9%	100.0%
62+ Years	n/a	n/a	16.8%	62+ Years	n/a	n/a	20.8%	62+ Years	n/a	n/a	22.9%

Source: Claritas, Ribbon Demographics

Ribbon Demographics, LLC
www.ribbondata.com
Tel: 916-880-1644

POPULATION DATA

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Claritas

Changes in Population by Age & Sex									
Mechanicsville CDP, Virginia									
Estimated Change - 2010 to 2020					Projected Change - 2020 to 2025				
Age	Male	Female	Total Change	Percent Change	Age	Male	Female	Total Change	Percent Change
0 to 4 Years	12	-26	-14	-0.6%	0 to 4 Years	11	41	52	2.3%
5 to 9 Years	-111	-157	-268	-9.8%	5 to 9 Years	-54	-52	-106	-4.3%
10 to 14 Years	-60	11	-49	-1.8%	10 to 14 Years	-64	-125	-189	-7.0%
15 to 17 Years	-3	48	45	2.7%	15 to 17 Years	3	29	32	1.9%
18 to 20 Years	137	150	287	23.5%	18 to 20 Years	55	73	128	8.5%
21 to 24 Years	285	206	491	36.4%	21 to 24 Years	229	223	452	24.6%
25 to 34 Years	113	-21	92	2.3%	25 to 34 Years	262	98	360	9.0%
35 to 44 Years	-221	-106	-327	-5.8%	35 to 44 Years	-222	-272	-494	-9.3%
45 to 54 Years	50	39	89	1.6%	45 to 54 Years	-81	3	-78	-1.4%
55 to 64 Years	471	500	971	23.3%	55 to 64 Years	286	344	630	12.3%
65 to 74 Years	629	688	1,317	50.8%	65 to 74 Years	344	375	719	18.4%
75 to 84 Years	165	169	334	19.7%	75 to 84 Years	83	113	196	9.7%
85 Years and Up	87	133	220	30.7%	85 Years and Up	23	19	42	4.5%
Total	1,554	1,634	3,188	8.8%	Total	875	869	1,744	4.4%
62+ Years	n/a	n/a	2,098	34.3%	62+ Years	n/a	n/a	1,227	14.9%

Source: Claritas, Ribbon Demographics

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ADDENDUM F – FLOOD DATA

National Flood Hazard Layer FIRMette



Legend

- SEE FIRM REPORT FOR DETAILED LEGEND AND INDEX MAP FOR FIRM PANEL LAYOUT
- SPECIAL FLOOD HAZARD AREAS**
 - Without Base Flood Elevation (BFE) Zone A, X, AD, D
 - With BFE or Depth Zone AE, AG, AH, VE, AR
 - Regulatory Floodway
 - OTHER AREAS OF FLOOD HAZARD**
 - 0.2% Annual Chance Flood Hazard, Areas of 1% annual chance flood with average depth less than one foot or with drainage areas of less than one square mile Zone X
 - Future Conditions 1% Annual Chance Flood Hazard Zone X
 - Areas with Reduced Flood Risk due to Levee. See Notes, Zone X
 - Area with Flood Risk due to Levee Zone D
 - OTHER AREAS**
 - Area of Minimal Flood Hazard Zone X
 - Effective LOMs
 - Area of Undetermined Flood Hazard Zone D
 - GENERAL STRUCTURES**
 - Channel, Culvert, or Storm Sewer
 - Levee, Dike, or Floodwall
 - CROSS SECTIONS**
 - 20.0 Cross Sections with 1% Annual Chance Water Surface Elevation
 - 17.6 Coastal Transect
 - 0.0 Base Flood Elevation Line (BFE)
 - Limit of Study
 - Jurisdiction Boundary
 - Coastal Transect Baseline
 - Profile Baseline
 - Hydrographic Feature
 - OTHER FEATURES**
 - Digital Data Available
 - No Digital Data Available
 - Unmapped
 - MAP PANELS**
 - The pin displayed on the map is an approximate point selected by the user and does not represent an authoritative property location.

This map complies with FEMA's standards for the use of digital flood maps if it is not void as described below. The basemap shown complies with FEMA's basemap accuracy standards.

The flood hazard information is derived directly from the authoritative NFHL web services provided by FEMA. This map was exported on 5/13/2020 at 3:03:26 PM and does not reflect changes or amendments subsequent to this date and time. The NFHL and effective information may change or become superseded by new data over time.

This map image is void if the one or more of the following map elements do not appear: basemap imagery, flood zone labels, legend, scale bar, map creation date, community identifiers, FIRM panel number, and FIRM effective date. Map images for unmapped and unmodernized areas cannot be used for regulatory purposes.