



A MARKET FEASIBILITY STUDY OF:
ARLINGTON VIEW
TERRACE EAST

A MARKET FEASIBILITY STUDY OF:

ARLINGTON VIEW TERRACE

EAST

1420 South Rolfe Street
Arlington, Arlington County, Virginia 22204

Effective Date: December 11, 2019
Report Date: March 10, 2020

Prepared for:
Haley Norris
Development Manager
AHC Inc.
2230 North Fairfax Drive, Suite 100
Arlington, VA 22201

Assignment Code: 10220676

Prepared by:
Novogradac Consulting LLP
4416 East-West Highway, Suite 200
Bethesda, MD 20814
732-623-7005



March 10, 2020

Ms. Haley Norris
Development Manager
AHC Inc.
2230 North Fairfax Drive, Suite 100
Arlington, VA 22201

Re: Market Study - Application for Arlington View Terrace East, located in Arlington, Arlington County, Virginia

Dear Ms. Norris:

At your request, Novogradac Consulting LLP has performed a study of the multifamily rental market in the Arlington, Virginia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project.

The purpose of this market study is to assess the viability of the new construction 77-unit LIHTC project. It will be a newly constructed property that will be financed under the Low Income Housing Tax Credit (LIHTC) program. The Subject will consist of 77 revenue-generating studio one, two, and three-bedroom units restricted to 30, 50, and 60 percent of the AMI. Of these, 30 two-bedroom units at 50 and 60 percent AMI will operate with Project Based Rental Assistance where tenants will pay 30 percent of their income towards rent. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions. We completed a Rent Comparability Study (RCS) on the Subject in December 2019 with the same effective date of this report. We have not performed any other services in relation to the Subject.

The scope of this report meets the requirements of Virginia Housing Development Authority, including the following:

- Inspecting the site of the proposed Subject, and its general location.
- Analyzing the appropriateness of the proposed unit mix, rent levels, unit and complex amenities, and site.
- Estimating the market rents, absorption rates and stabilized occupancy levels for the market area.
- Investigating the general economic health and conditions of the multifamily rental market.
- Calculating income bands, given the proposed Subject rents.
- Estimating the number of income-eligible households.
- Reviewing relevant public records and contacting appropriate public agencies.
- Analyzing the economic and social conditions in the market area, in relation to the proposed project.
- Establishing the Subject's Primary and Secondary Market Area(s), if applicable.
- Surveying competing projects, both LIHTC and market-rate.

Novogradac Consulting LLP adheres to the market study guidelines promulgated by the National Council of Housing Market Analysts (NCHMA). The NCHMA certification and checklist can be found in the Addenda of this report. Please refer to the checklist to find the sections in which content is located.

This report contains, to the fullest extent possible and practical, explanations of the data, reasoning, and analyses that were used to develop the opinions contained herein. The depth of discussion contained in the report is specific to the needs of the client.

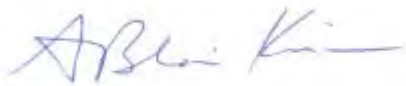
MS. HALEY NORRIS
AHC INC.
MARCH 10, 2020
PAGE 2

AHC, Inc. is the client in this engagement and intended user of this report. The Virginia Housing Development Authority is an intended use of this report. As our client, AHC, Inc. owns this report and permission must be granted from them before another third party can use this document. We assume that by reading this report another third party has accepted the terms of the original engagement letter including scope of work and limitations of liability. We are prepared to modify this document to meet any specific needs of the potential uses under a separate agreement.

The Stated Purpose of this assignment is for application. You agree not to use the Report other than for the Stated Purpose, and you agree to indemnify us for any claims, damages or losses that we may incur as the result of your use of the Report for other than the Stated Purpose. Without limiting the general applicability of this paragraph, under no circumstances may the Report be used in advertisements, solicitations and/or any form of securities offering.

The authors of this report certify that we are not part of the development team, owner of the Subject property, general contractor, nor are we affiliated with any member of the development team engaged in the development of the Subject property or the development's partners or intended partners. Please do not hesitate to contact us if there are any questions regarding the report or if Novogradac Consulting LLP can be of further assistance. It has been our pleasure to assist you with this project.

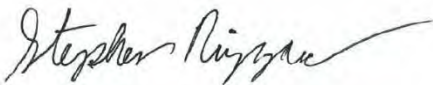
Respectfully submitted,
Novogradac Consulting LLP



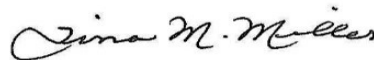
H. Blair Kincer, MAI, CRE
LEED Green Associate
Partner
Blair.Kincer@novoco.com



Kelly Gorman
Principal
Kelly.Gorman@novoco.com



Stephen Nizzare
Analyst



Tina M. Miller
Analyst

TABLE OF CONTENTS

A. Executive Summary	1
Executive Summary.....	1
B. Introduction and Scope of Work	7
Introduction and Scope of Work.....	8
C. Project Description.....	9
Project Description.....	10
D. Location	18
Location	19
E. Market Area Definition	32
Market Area	33
F. Employment and Economy	36
Economic Analysis.....	37
G. Demographic Characteristics.....	45
Demographic Characteristics	46
H. Competitive Environment	53
Housing Summary	54
Survey of Comparable Properties	58
Property Characteristics.....	61
Market Characteristics.....	66
I. Affordability Analysis, Demand Analysis, Capture Rates and Penetration Rates	79
Affordability Analysis, Demand Analysis, Capture rates, and Penetration Rates.....	80
Capture Rate Analysis by Unit Type.....	84
Annual Capture Rate Analysis	95
VHDA Demand Analysis	98
Penetration Rate Analysis.....	102
J. Local Perspectives of Rental Housing Market and Housing Alternatives	105
Interviews.....	106
K. Analysis/Conclusions	108
L. Other Requirements	111

Addendum A

Addendum B

Addendum C

Addendum D

Addendum E

Addendum F

Addendum G

A. EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

- Subject Site Description:** The Subject site is located at 1420 South Rolfe Street in Arlington, Virginia 22204.
- Surrounding Land Uses:** The Subject site is located in the Arlington Views neighborhood of Arlington, Virginia. The Subject site is rated as “car dependent” by Walk Score with a score of 37, indicating that a car is needed to accomplish most errands. North of the Subject is existing phases of Arlington View Terrace and single-family homes. Farther north are for-sale townhouse condominium units. East of the Subject are single-family homes. Farther east is Hoffman Boston Elementary School, Carver Community Center, and Interstate 295. South of the Subject is the Army Navy Country Club. Further south is Interstate 395. West of the Subject is Arlington View Terrace (Existing). Farther west is the Army Navy Country Club, single-family homes, condominiums, and the Walter Reed Recreation Center. To the northwest is The Trove, a market rate housing development that is currently under construction. Further northwest are several multifamily developments including, The Wellington, a market rate development excluded from our analysis as we were unable to reach the property manager; Dominion Plaza, which is utilized as a comparable; Dominion Towers, a market rate development excluded from our analysis as we were unable to reach the property manager; Columbia Crossing, a market rate development excluded from our analysis as it is generally not considered comparable to the Subject; 1900 Dorchester, a market rate development excluded from our analysis as we were unable to reach the property manager; and Dorchester Apartments, which is utilized as a comparable.
- Subject Property Description:** Arlington View Terrace East, the Subject, is a proposed 77-unit LIHTC development. The Subject will consist of one four-story elevator-serviced midrise building with an underground parking garage with 63 parking spaces additionally the Subject will offer one street parking space. The Subject will be an addition to the existing LIHTC/Section 8 property known as Arlington View Terrace. The Subject site is currently improved with one garden-style multifamily building that will be demolished. The Subject will be financed under the Low Income Housing Tax Credit (LIHTC) program. The Subject will consist of 77 revenue-generating studio, one, two, and three-bedroom units restricted to 30, 50, and 60 percent of the AMI. Of these, 30 two-bedroom units at 50 and 60 percent AMI will operate with a Section 8 contract. Additionally eight units at 60 percent AMI will receive Arlington County Project-Based Rental Assistance. The tenants at these 38 units will pay 30 percent of their income towards rent.
- Proposed Rents:** The following table details proposed rents for the Subject’s units. It should be noted that the indicated unit sizes are the average unit sizes at the property as provided by the client.

PROPOSED RENTS

Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2019 LIHTC Maximum Allowable Gross Rent	2019 HUD Fair Market Rents
@30%							
OBR / 1BA	502	1	\$569	\$68	\$637	\$637	\$1,415
1BR / 1BA	603	3	\$593	\$89	\$682	\$682	\$1,454
2BR / 1.5BA	901	2	\$703	\$116	\$819	\$819	\$1,665
3BR / 2BA	1,206	2	\$803	\$143	\$946	\$946	\$2,176
@50%							
1BR / 1BA	603	5	\$1,049	\$89	\$1,138	\$1,138	\$1,454
3BR / 2BA	1,206	6	\$1,434	\$143	\$1,577	\$1,577	\$2,176
@50% (Section 8)							
2BR / 1.5BA	901	20	\$1,249	\$116	\$1,365	\$1,365	\$1,665
@60%							
2BR / 1.5BA	901	14	\$1,522	\$116	\$1,638	\$1,638	\$1,665
3BR / 2BA	1,206	6	\$1,750	\$143	\$1,893	\$1,893	\$2,176
@60% (Project Based Rental Assistance - PBRA)							
1BR / 1BA	603	6	\$1,276	\$89	\$1,365	\$1,365	\$1,454
2BR / 1.5BA	901	1	\$1,522	\$116	\$1,638	\$1,638	\$1,665
3BR / 2BA	1,206	1	\$1,750	\$143	\$1,893	\$1,893	\$2,176
@60% (Section 8)							
2BR / 1.5BA	901	10	\$1,522	\$116	\$1,638	\$1,638	\$1,665

77

Notes (1) Source of Utility Allowance provided by the Developer.

All of the Subject’s proposed rents will be set at the maximum allowable LIHTC rents.

Target Household Income Levels:

Based on the proposed restrictions, the range of annual household income levels is depicted below. It should be noted that we analyzed demand absent the subsidy per the Virginia Housing Development Authority’s (VHDA’s) guidelines.

FAMILY INCOME LIMITS - AS PROPOSED

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@30%		@50%		@50% (Section 8)		@60%		@60% (PBRA)		@60% (Section 8)	
OBR	\$21,840	\$25,500	-	-	-	-	-	-	-	-	-	-
1BR	\$23,383	\$29,130	\$39,017	\$48,550	-	-	\$56,160	\$58,260	\$0	\$58,260	-	-
2BR	\$28,080	\$32,760	-	-	\$0	\$54,600	\$64,903	\$65,520	\$0	\$65,520	\$0	\$65,520
3BR	\$32,434	\$39,330	\$54,069	\$65,550	-	-	-	-	\$0	\$78,660	-	-

FAMILY INCOME LIMITS - ABSENT SUBSIDY

Unit Type	Minimum	Maximum	Minimum	Maximum	Minimum	Maximum
	Allowable	Allowable	Allowable	Allowable	Allowable	Allowable
	Income	Income	Income	Income	Income	Income
	@30%		@50%		@60%	
OBR	\$21,840	\$25,500	-	-	-	-
1BR	\$23,383	\$29,130	\$39,017	\$48,550	\$46,800	\$58,260
2BR	\$28,080	\$32,760	\$46,800	\$54,600	\$56,160	\$65,520
3BR	\$32,434	\$39,330	\$54,069	\$65,550	\$64,903	\$78,660

Economic Conditions

Employment in the PMA is concentrated in the prof/scientific/tech services, public administration, and construction industries, which collectively comprise 43.5 percent of local employment. The large share of PMA employment in the public administration industry is notable as this industry is historically stable, and exhibits greater resilience during economic downturns. In November 2018, Amazon chose Arlington as its new headquarters. The Subject is located approximately two miles west of the proposed headquarters location. Amazon will invest approximately \$2.5 billion to establish a new headquarters in National Landing, which will create more than 25,000 high paying jobs and occupy four million square feet of energy-efficient office space with the opportunity to expand to eight million square feet over the next 12 years. As of October 2019, total employment in the MSA is at a post-recessionary record and increasing at an annualized rate of 3.2 percent, compared to 1.3 percent across the overall nation. Strong employment growth, combined with a steadily declining unemployment rate, bodes well for demand for multifamily housing and the Subject.

Primary Market Area

The Subject is located in the Arlington Views neighborhood of Arlington, Virginia. The primary market area (PMA) for the Subject generally consists of Washington Boulevard, Interstate 395 and Route 50 to the north, Leesburg Pike to the west, Interstate 395 and West Glebe Road to the south, and Route 1 in the east. The PMA encompasses 9 square miles and is defined based on interviews/conversations with the local housing authority and managers of the comparable surveyed properties. The drivetime zone is approximately 10 minutes. We estimated that 10 percent of the Subject’s tenants will come from outside of these boundaries. The market area boundaries identified on the map below are a reasonable approximation regarding the potential renter market for the Subject.

The Washington-Arlington-Alexandria, DC-VA-MD-WV Metropolitan Statistical Area (MSA) will serve as the Secondary Market Area (SMA). The MSA consists of Frederick, Montgomery, Calvert, Charles and Prince George’s Counties in Maryland; Washington, DC; Arlington, Clarke, Culpeper, Fairfax, Fauquier, Loudoun, Prince William, Rappahannock, Spotsylvania, Stafford and Warren Counties in Virginia; Jefferson County in West Virginia; and the independent cities of Alexandria, Fairfax, Falls Church, Fredericksburg, Manassas and Manassas Park in Virginia.

Demographic Data

The population in the PMA increased by 25.4 percent between 2000 and 2019, compared to the 28.6 percent increase in the regional MSA and 18.2 percent increase across the overall nation. The percentage of renter households in the PMA remained relatively stable between 2000 and 2019, and is estimated to be 66 percent as of 2019. This is more than the estimated 33 percent of renter households across the overall nation. As of 2019, the median income in the PMA is slightly below the surrounding MSA. Median household income growth in the PMA exceeded the MSA between 2000 and 2019. Income growth in both geographic areas exceeded the overall nation during this time period. In particular, median income in the PMA rose from 76 percent of the national median income in 2000 to 158 percent in 2019. Overall, the combination of rising population and household income levels bodes well for future demand for multifamily housing.

Vacancy

The following table summarizes overall weighted vacancy levels at the surveyed properties.

OVERALL VACANCY				
Property Name	Rent Structure	Total Units	Vacant Units	Vacancy Rate
Arlington Mill Residences	LIHTC/ Section 8	122	0	0.0%
Buchanan Gardens	LIHTC	111	0	0.0%
Macedonia Apartments	LIHTC/HOME	36	0	0.0%
The Shell	LIHTC	83	0	0.0%
The Shelton Apartments	LIHTC	94	2	2.1%
Columbia Crossing	Market	247	9	3.6%
Park At Arlington Ridge	Market	836	24	2.9%
Penrose Square	Market	299	23	7.7%
Pike 3400	Market	257	12	4.7%
Siena Park	Market	188	8	4.3%
Total LIHTC		446	2	0.4%
Total Market Rate		1,827	76	4.2%
Overall Total		2,273	78	3.4%

The comparables reported vacancy rates ranging from zero to 7.7 percent, with an overall weighted average of 3.4 percent. Managers at four of the five LIHTC properties reported being fully occupied. The average vacancy rate reported by the affordable comparables was 0.4 percent, well below the 4.2 percent average reported by the market rate properties. The average LIHTC vacancy rate of 0.4 percent is considered exceptionally low, and indicative of supply constrained conditions. Penrose Square reported a vacancy rate of 7.7 percent. According to the property manager, the vacancy rate is due to tenants moving out to purchase homes recently, but the property typically operates with a vacancy rate of four to six percent. Based on the performance of the LIHTC comparables, we expect the Subject will operate with a vacancy rate of approximately five percent.

The following table details vacancy by bedroom type for the comparable properties surveyed:

VACANCY BY BEDROOM TYPE						
Property Name	Rent Structure	OBR	1BR	2BR	3BR	Overall
Arlington Mill Residences	LIHTC/ Section 8	0.0%	0.0%	0.0%	0.0%	0.0%
Buchanan Gardens	LIHTC	-	0.0%	0.0%	0.0%	0.0%
Macedonia Apartments	LIHTC/HOME	-	0.0%	0.0%	-	0.0%
The Shell	LIHTC	0.0%	0.0%	0.0%	0.0%	0.0%
The Shelton Apartments	LIHTC	0.0%	3.4%	2.1%	0.0%	2.1%
Columbia Crossing	Market	-	-	-	-	3.6%
Park At Arlington Ridge	Market	-	-	-	-	2.9%
Penrose Square	Market	0.0%	-	-	0.0%	7.7%
Pike 3400	Market	-	-	-	-	4.7%
Siena Park	Market	-	-	-	-	4.3%

The Subject will consist of studio, one, two and three-bedroom units. One-bedroom vacancy rates ranged from zero to 3.4 percent. Two-bedroom vacancy rents ranged from zero to 2.1 percent. Three-bedroom vacancy rates for properties that reported vacancy by bedroom type were three percent. Overall, the vacancy rates in the market are low. This supports that there is demand for additional rental housing in the market. Given the strong local household growth rates, we believe the Subject will not negatively impact the existing properties in the market.

Absorption

We were able to obtain absorption information from the following properties.

ABSORPTION

Property Name	Rent	Year	Total Units	Absorption (units/month)
The Springs	LIHTC	2016	104	46
The Shell	LIHTC	2015	83	28
The View at Liberty Center	Market	2014	257	21
The Maxwell	Market	2014	163	30
Arlington Mill Residences	LIHTC	2014	122	61
Sedona	Market	2013	271	20
Macedonia Apartments	LIHTC	2012	36	36
2201 Pershing	Market	2012	188	32
The Jordan	LIHTC	2011	90	30

The LIHTC comparables illustrate absorption rates ranging from 28 to 61 units per month, with an average of 40 units per month. The market rate properties experienced lower rates of 20 to 32 units per month, with an average of 25 units per month. Therefore, we estimate the Subject will experience an absorption rate of 30 units per month, indicating an absorption period of two to three months.

Demand

The Novoco demand analysis illustrates demand for the Subject based on capture rates of income-eligible renter households. When viewing total income-eligible renter households the calculation for the LIHTC units is 1.8 percent.

To provide another level of analysis, we removed the households from the income-eligible renter demand pool that are currently suitably housed elsewhere in the PMA. We conducted an *annual demand analysis*, which is based on new income-eligible renter households moving into the area (in the Subject’s first year of operation only) and those income-eligible renter households that are rent-overburdened (paying over 35 percent of income to living costs). This is a subset of the income-eligible renter households used previously and yields a far more conservative annual capture rate. This annual Novoco capture rate is 1.7 percent for the first year of operation as a LIHTC property. This suggests that the Subject will need to capture only a fraction of the available demand in its first year of operation in order to stabilize. This implies that no demand will be accommodated that is currently suitably housed elsewhere.

This calculation illustrates that there are approximately 4,420 units of demand in the first year of the Subject’s operation after completion as a LIHTC property. The Subject’s units will need to accommodate 73 total units of demand in order to stabilize at 95 percent occupancy. Any unaccommodated households will most likely leave the PMA or remain severely rent-overburdened. The lack of available units will force many to look elsewhere.

The VHDA net demand and capture rate table illustrates demand for the Subject based on capture rates of income-eligible renter households. The following table illustrates the conclusions from this table.

Project Wide Capture Rate- LIHTC Units As Proposed	1.3%
Project Wide Capture Rate- LIHTC Units Absent Subsidy*	1.8%
Project Wide Absorption Period (Months) As Proposed	3 months
Project Wide Absorption Period (Months) Absent Subsidy	3 months

*These figures include 38 subsidized units. For the purposes of this analysis, we have assumed these units will not operate with subsidy.

This is a low capture rate and indicative of ample demand for the Subject.

Strengths

- The Subject will be in excellent condition when placed in service.
- The LIHTC vacancy at the comparable properties is 0.4 percent, which is lower than the overall vacancy rate for market rate comparables.
- The Subject is located in close proximity to public transportation options and some services and amenities.
- The Subject has low capture rates and penetration rates, indicating that there is ample demand for affordable housing.
- The Subject is located approximately two miles west of the proposed headquarters location for Amazon. Amazon will invest approximately \$2.5 billion to establish a new headquarters in National Landing, which will create more than 25,000 high paying jobs and occupy four million square feet of energy-efficient office space with the opportunity to expand to eight million square feet over the next 12 years. The announcement of Amazon has resulted in a large increase in building permit issuance in the county and additions to supply in the PMA. However, the majority of planned developments in the PMA are market rate and will not compete with the Subject. Despite the large influx of market rate development in the PMA, affordable development has been limited.

Weaknesses

- The Subject’s studio, one and two -bedroom units are smaller than the surveyed average unit sizes in the market. It should be noted that several properties offer small unit sizes and are operating with minimal vacancies. The Subject’s unit sizes have been considered in our achievable rent determinations.
- The Subject will offer limited in-unit and property amenities when compared to the market rate comparable properties. We considered the Subject’s limited amenities in our achievable rent determination.

Recommendations

In general, we believe there is demand in the marketplace for the Subject. We recommend no changes for the Subject property.

B. INTRODUCTION AND SCOPE OF WORK

INTRODUCTION AND SCOPE OF WORK

Report Description:	Novogradac Consulting LLP has performed a comprehensive market study of the multifamily rental market in the Arlington, Virginia area relative to Arlington View Terrace East, a new construction 77-unit LIHTC project. The Subject will be financed under the Low Income Housing Tax Credit (LIHTC) program. The Subject will consist of 77 revenue-generating studio, one, two, and three-bedroom units restricted to 30, 50, and 60 percent of the AMI. Of these, 30 two-bedroom units at 50 and 60 percent AMI will operate with a Section 8 contract. Additionally eight units at 60 percent AMI will receive Arlington County Project-Based Rental Assistance. The tenants at these 38 units will pay 30 percent of their income towards rent.. The Subject will consist of one four-story elevator-serviced midrise building with an underground parking garage. The Subject will be an addition to the existing LIHTC/Section 8 property known as Arlington View Terrace. The Subject site is currently improved with one garden-style multifamily building that will be demolished.
Developer/Client Information:	AHC Inc.
Intended Use and Users of the Report:	The report will be submitted to the Virginia Housing Development Authority (VHDA) for application purposes. The intended user of the report is VHDA.
Scope of the Report:	<ul style="list-style-type: none">▪ Inspecting the site of the to-be-developed Subject and its general location.▪ Analyzing the appropriateness of the proposed unit mix, rent levels, unit and complex amenities, and site.▪ Estimating the market rents, absorption rates and stabilized vacancy levels for the market area.▪ Investigating the general economic health and conditions of the senior rental market.▪ Complete a by-bedroom capture rate analysis that analyzes the level of potential income eligible tenants in the primary market area.▪ Reviewing relevant public records and contacting appropriate public agencies.▪ Brief analysis of the economic and social conditions in the market area, in relation to the proposed project.▪ Establishing the Subject’s Primary Market Area, if applicable.▪ Surveying competing projects, both LIHTC and market-rate.
Effective Date:	The Subject site was most recently inspected by Tina Miller on December 11, 2019, which shall be the effective date of this report.
Primary Contact for the Report:	H. Blair Kincer, MAI, CRE (Blair.Kincer@novoco.com), Kelly Gorman (Kelly.Gorman@novoco.com ; 732-623-7005) and Tara Rial (Tara.Rial@novoco.com ; 240-234-1727)

C. PROJECT DESCRIPTION

PROJECT DESCRIPTION

The project description will discuss the physical features of the Subject property, as well as its current and proposed unit mix and rents.

Subject Property Description:

Arlington View Terrace East, the Subject, is a proposed 77-unit LIHTC development. The Subject will consist of one four-story elevator-serviced midrise building with an underground parking garage with 63 parking spaces additionally the Subject will offer one street parking space. The Subject will be an addition to the existing LIHTC/Section 8 property known as Arlington View Terrace. The Subject site is currently improved with one garden-style multifamily building that will be demolished. The Subject will be financed under the Low Income Housing Tax Credit (LIHTC) program. The Subject will consist of 77 revenue-generating studio, one, two, and three-bedroom units restricted to 30, 50, and 60 percent of the AMI. Of these, 30 two-bedroom units at 50 and 60 percent AMI will operate with a Section 8 contract. Additionally eight units at 60 percent AMI will receive Arlington County Project-Based Rental Assistance. The tenants at these 38 units will pay 30 percent of their income towards rent.

Construction Type:

The Subject is a proposed new construction development to be built with funding under the LIHTC program.

Occupancy Type:

The Subject will target family households.

Proposed Rents:

The following table details proposed rents for the Subject's units.

PROPOSED RENTS

Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2019 LIHTC Maximum Allowable Gross Rent	2019 HUD Fair Market Rents
@30%							
0BR / 1BA	502	1	\$569	\$68	\$637	\$637	\$1,415
1BR / 1BA	603	3	\$593	\$89	\$682	\$682	\$1,454
2BR / 1.5BA	901	2	\$703	\$116	\$819	\$819	\$1,665
3BR / 2BA	1,206	2	\$803	\$143	\$946	\$946	\$2,176
@50%							
1BR / 1BA	603	5	\$1,049	\$89	\$1,138	\$1,138	\$1,454
3BR / 2BA	1,206	6	\$1,434	\$143	\$1,577	\$1,577	\$2,176
@50% (Section 8)							
2BR / 1.5BA	901	20	\$1,249	\$116	\$1,365	\$1,365	\$1,665
@60%							
2BR / 1.5BA	901	14	\$1,522	\$116	\$1,638	\$1,638	\$1,665
3BR / 2BA	1,206	6	\$1,750	\$143	\$1,893	\$1,893	\$2,176
@60% (Project Based Rental Assistance - PBRA)							
1BR / 1BA	603	6	\$1,276	\$89	\$1,365	\$1,365	\$1,454
2BR / 1.5BA	901	1	\$1,522	\$116	\$1,638	\$1,638	\$1,665
3BR / 2BA	1,206	1	\$1,750	\$143	\$1,893	\$1,893	\$2,176
@60% (Section 8)							
2BR / 1.5BA	901	10	\$1,522	\$116	\$1,638	\$1,638	\$1,665
77							

Notes (1) Source of Utility Allowance provided by the Developer.

All of the Subject’s proposed rents will be set at the maximum allowable LIHTC rents.

Assisted Housing Program:

Of the total 77 units, 30 units will operate with Project Based Rental Assistance via a Section 8 contract and eight units will receive Arlington County Project-Based Rental Assistance.

Construction Date:

Construction on the Subject is expected to begin in April 2021 and be completed in April 2023.

Target Household Income Levels:

Based on the proposed restrictions, the range of annual household income levels is depicted below. It should be noted that we analyzed demand absent the subsidy per the Virginia Housing Development Authority’s (VHDA’s) guidelines.

FAMILY INCOME LIMITS - ABSENT SUBSIDY

Unit Type	Minimum	Maximum	Minimum	Maximum	Minimum	Maximum
	Allowable	Allowable	Allowable	Allowable	Allowable	Allowable
	Income	Income	Income	Income	Income	Income
	@30%		@50%		@60%	
OBR	\$21,840	\$25,500	-	-	-	-
1BR	\$23,383	\$29,130	\$39,017	\$48,550	\$46,800	\$58,260
2BR	\$28,080	\$32,760	\$46,800	\$54,600	\$56,160	\$65,520
3BR	\$32,434	\$39,330	\$54,069	\$65,550	\$64,903	\$78,660

Utility Structure:

Tenants at the Subject will be responsible for all utility expenses except trash. The comparable properties' utility structures are illustrated in the respective property summaries and are adjusted appropriately to account for differences relative to the Subject, based on a preliminary utility study from Viridiant.c. and provided by the client, effective February 2020. We have assumed these allowances will be accepted by VHDA.

THIRD PARTY UTILITY ALLOWANCE

UTILITY AND SOURCE	Paid By	Studio	1BR	2BR	3BR
Heating - Electric	Tenant	\$11	\$14	\$16	\$19
Cooking - Electric	Tenant	\$4	\$5	\$7	\$8
Other Electric	Tenant	\$17	\$22	\$26	\$31
Air Conditioning	Tenant	\$5	\$6	\$8	\$9
Water Heating - Electric	Tenant	\$10	\$13	\$15	\$18
Water	Tenant	\$7	\$10	\$15	\$20
Sewer	Tenant	\$14	\$19	\$29	\$38
Trash	Landlord	\$11	\$11	\$11	\$11
TOTAL - Paid By Landlord		\$11	\$11	\$11	\$11
TOTAL - Paid By Tenant		\$68	\$89	\$116	\$143
TOTAL - Paid By Tenant Provided by Developer		\$68	\$89	\$116	\$143
DIFFERENCE		100%	100%	100%	100%

Source: Viridiant Utility Study, effective 2/2020

Unit Mix:

The following table illustrates the Subject's unit mix and size: It should be noted that the indicated unit sizes are the average unit sizes as provided by the client.

UNIT MIX AND SQUARE FOOTAGE

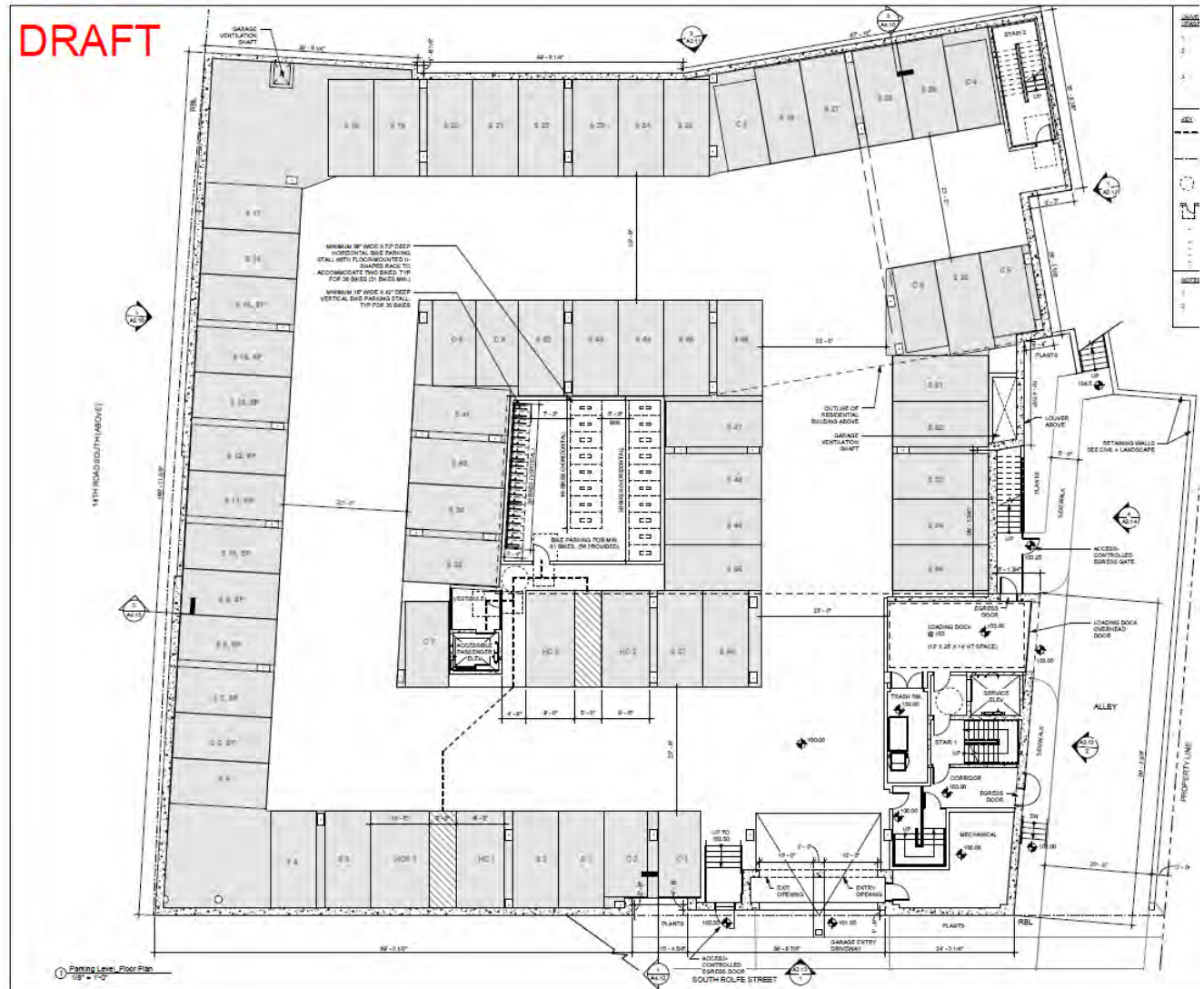
Unit Type	Number of	Unit Size	Net Leasable
	Units	(SF)	Area
OBR / 1BA	1	502	502
1BR / 1BA	14	603	8,442
2BR / 1.5BA	47	901	42,347
3BR / 2BA	15	1,206	18,090
TOTAL	77		69,381

Net Leasable Area:

Approximately 69,380 square feet.

Unit Amenities:	The Subject will offer coat closets, blinds, refrigerator/oven, a dishwasher, a garbage disposal, and free in-unit Wifi in terms of in-unit amenities.
Common Area Amenities:	The Subject will offer a courtyard, elevators, a community room, central laundry facility, exercise facility and on-site manager in terms of common area amenities.
Parking:	The Subject will offer approximately 63 underground garage parking spaces and one street parking space, which equates to approximately .83 spaces per unit.
Number of Stories and Buildings:	The Subject will consist of one four-story elevator-serviced midrise building with an underground parking garage.
Americans with Disabilities Act of 1990:	We assume the property does not have any violations of the Americans with Disabilities Act of 1990.
Quality of Construction Condition and Deferred Maintenance:	As new construction and newly renovated, the Subject will not suffer from deferred maintenance. We assume the Subject will be built/renovated in a timely manner with quality construction.
Functional Utility:	We reviewed the Subject's floor plans and determined them to be reasonable. The two-bedroom units at the Subject are below the average of the surveyed comparables but within the range.
Architect:	Cunningham Quill Architects PLLC.
Site and Architectural Plans:	A copy of the site and architectural plans are available on the following pages and in the addenda of this report.
Conclusion:	The Subject property will be a new construction 77-unit LIHTC development. The Subject will exhibit excellent condition upon completion.

Subject Site Plan



Source: Sponsor, March 2020

Subject Renderings



Source: Sponsor, December 2019

Subject Elevations



Source: Sponsor, March 2020

PROPERTY PROFILE REPORT

Arlington View Terrace East

Effective Rent Date	2/17/2020
Location	1420 Rolfe Street Arlington, VA 22204 Arlington County
Distance	N/A
Units	77
Vacant Units	N/A
Vacancy Rate	N/A
Type	Midrise (4 stories)
Year Built/Renovated	2023 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	N/A
Tenant Characteristics	N/A
Contact Name	N/A
Phone	N/A



Market Information

Program	@30%, @50%, @50% (Section 8), @60%, @60% (PBRA), @60% (Section 8)
Annual Turnover Rate Units/	N/A
Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	N/A
Annual Chg. in Rent	N/A
Concession	N/A
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

Arlington View Terrace East, continued

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Midrise (4 stories)	1	502	\$569	\$0	@30%	N/A	N/A	N/A	N/A	None
1	1	Midrise (4 stories)	3	603	\$593	\$0	@30%	N/A	N/A	N/A	N/A	None
1	1	Midrise (4 stories)	5	603	\$1,049	\$0	@50%	N/A	N/A	N/A	N/A	None
1	1	Midrise (4 stories)	6	603	\$1,276	\$0	@60% (Project Based Rental Assistance - PBRA)	N/A	N/A	N/A	N/A	None
2	1.5	Midrise (4 stories)	2	901	\$703	\$0	@30%	N/A	N/A	N/A	N/A	None
2	1.5	Midrise (4 stories)	20	901	\$1,249	\$0	@50% (Section 8)	N/A	N/A	N/A	N/A	None
2	1.5	Midrise (4 stories)	14	901	\$1,522	\$0	@60%	N/A	N/A	N/A	N/A	None
2	1.5	Midrise (4 stories)	1	901	\$1,522	\$0	@60% (Project Based Rental Assistance - PBRA)	N/A	N/A	N/A	N/A	None
2	1.5	Midrise (4 stories)	10	901	\$1,522	\$0	@60% (Section 8)	N/A	N/A	N/A	N/A	None
3	2	Midrise (4 stories)	2	1,206	\$803	\$0	@30%	N/A	N/A	N/A	N/A	None
3	2	Midrise (4 stories)	6	1,206	\$1,434	\$0	@50%	N/A	N/A	N/A	N/A	None
3	2	Midrise (4 stories)	6	1,206	\$1,750	\$0	@60%	N/A	N/A	N/A	N/A	None
3	2	Midrise (4 stories)	1	1,206	\$1,750	\$0	@60% (Project Based Rental Assistance - PBRA)	N/A	N/A	N/A	N/A	None

Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$569	\$0	\$569	\$0	\$569	1BR / 1BA	\$1,049	\$0	\$1,049	\$0	\$1,049
1BR / 1BA	\$593	\$0	\$593	\$0	\$593	2BR / 1.5BA	\$1,249	\$0	\$1,249	\$0	\$1,249
2BR / 1.5BA	\$703	\$0	\$703	\$0	\$703	3BR / 2BA	\$1,434	\$0	\$1,434	\$0	\$1,434
3BR / 2BA	\$803	\$0	\$803	\$0	\$803						

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,276	\$0	\$1,276	\$0	\$1,276
2BR / 1.5BA	\$1,522	\$0	\$1,522	\$0	\$1,522
3BR / 2BA	\$1,750	\$0	\$1,750	\$0	\$1,750

Amenities

In-Unit	Security	Services
Blinds	Limited Access	None
Central A/C	Video Surveillance	
Dishwasher		
Oven		
Carpet/Hardwood		
Coat Closet		
Garbage Disposal		
Refrigerator		
Internet		
Property	Premium	
Clubhouse/Meeting Room/Community	None	
Elevators		
Garage		
Non-shelter Services		
On-Site Management		
Courtyard		
Exercise Facility		
Central Laundry		
Off-Street Parking		
Wi-Fi		

D. LOCATION

LOCATION

The location of a multifamily property can have a substantial negative or positive impact upon the performance, safety and appeal of the project. The site description will discuss the physical features of the site, as well as layout, access issues, and traffic flow.



Source: Google Earth, January 2020

Subject Site Description:	The Subject site is located at 1420 South Rolfe Street in Arlington, Virginia 22204.
Size:	The Subject site consists of approximately 1.2 acres.
Shape:	The Subject site is generally rectangular in shape.
Frontage:	The Subject site offers frontage along the east side of Rolfe Street and the south side of 14 th Road South.
Topography:	The Subject site is sloping from north to south.
Utilities:	All utilities are provided to the site.
Visibility/Views:	The Subject has average visibility. Views consist of existing phases of Arlington View Terrace in average condition to the north and west, single-family homes in average to good condition to the east, and the Army Navy Country Club to the south. Overall, views are considered average.

Surrounding Uses:

The Subject site is located in the Arlington Views neighborhood of Arlington, Virginia. The Subject site is rated as “car dependent” by Walk Score with a score of 37, indicating that a car is needed to accomplish most errands. The following depicts the surrounding uses of the Subject site.



Single-family home north of the Subject



For sale townhomes to the north of the Subject

North: North of the Subject is existing phases of Arlington View Terrace and single-family homes. Farther north are for-sale townhouse condominium units.



Single-family home east of the Subject



Hoffman Boston Elementary School east of the Subject

East: East of the Subject are single-family homes. Farther east is Hoffman Boston Elementary School, Carver Community Center, and Interstate 295.



Army Navy Country Club south and west of the Subject

South: South of the Subject is the Army Navy Country Club. Further south is Interstate 395.



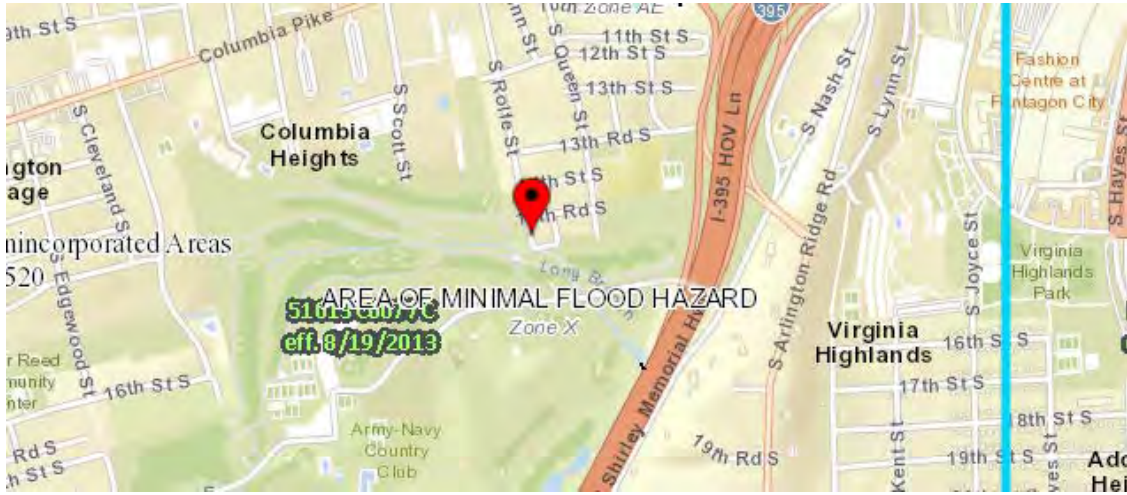
The Wellington apartments northwest of the Subject



Arlington View Terrace (Existing) directly west of the Subject

West: West of the Subject is Arlington View Terrace (Existing). Farther west is the Army Navy Country Club, single-family homes, condominiums, and the Walter Reed Recreation Center. To the northwest is The Trove, a market rate housing development that is currently under construction. Further northwest are several multifamily developments including, The Wellington, a market rate development excluded from our analysis as we were unable to reach the property manager; Dominion Plaza, which is utilized as a comparable; Dominion Towers, a market rate development excluded from our analysis as we were unable to reach the property manager; Columbia Crossing, a market rate development excluded from our analysis as it is generally not considered comparable to the Subject; 1900 Dorchester, a market rate development excluded from our analysis as we were unable to reach the property manager; and Dorchester Apartments, which is utilized as a comparable.

Access and Traffic Flow:	The Subject is accessible from South Rolfe Street and 14th Road South. South Rolfe Street and 14th Road South are two-lane, lightly trafficked neighborhood roads. South Rolfe Street provides access to Columbia Pike approximately 0.3 miles north of the Subject site. Columbia Pike is a four-lane, moderately trafficked road traversing northeast and southwest through the Subject neighborhood. Columbia Pike provides access to Interstate 395 approximately 0.4 miles northeast of the Subject site. Interstate 395 provides access to Washington, DC and various points in northern Virginia, and to Interstate 495 approximately 7.1 miles southwest of the Subject site. Interstate 495 forms a loop around Washington, DC and provides access to various places through the metro area. Overall, access and traffic flow are considered good.
Layout and Curb Appeal:	The Subject will consist of one four-story midrise building situated on parcel totaling 1.2 acres. The Subject will be new construction and will exhibit excellent curb appeal.
Drainage:	We have not been provided with a soil and subsoil report. We are not experts in this field and assume the soil is adequate for development.
Soil and Subsoil Conditions:	We have not been provided with an environmental report. We are not experts in this field and assume the site is adequate for development.
Environmental Assessment:	We have not been provided with an environmental report. Further analysis is beyond the scope of this report. Novogradac Consulting LLP does not have expertise in this field and cannot opine on this matter.
Detrimental Influences:	No detrimental influences were identified
Flood Plain:	According to FEMA Flood Map Service Center Community Panel Number 51013C0077C, dated August 19, 2013, the Subject site is located in Zone X and is located in an area that is not in a flood zone. Further analysis is beyond the scope of this report. Novogradac Consulting LLP does not have expertise in this field and cannot opine on this matter.



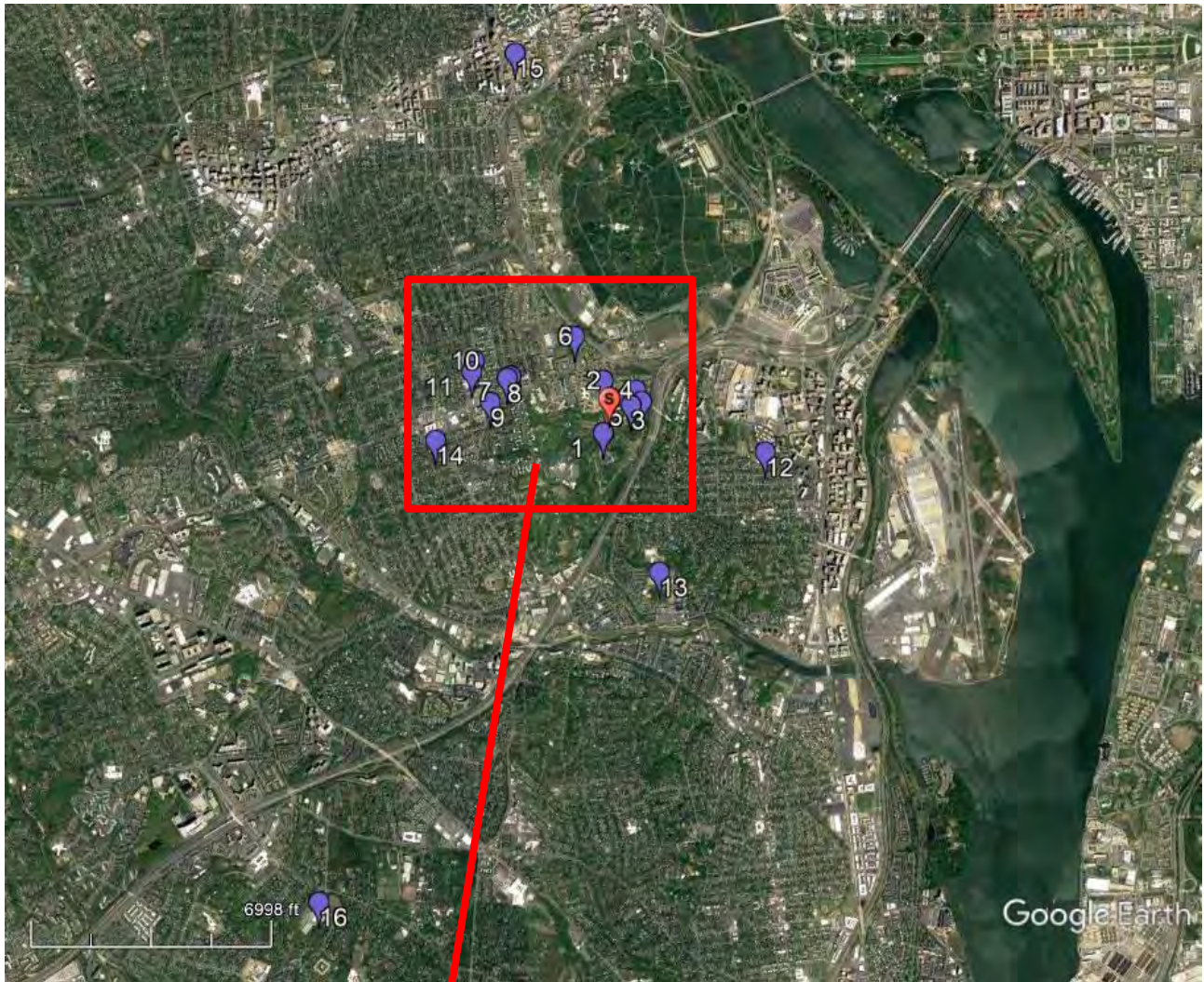
Source: FEMA, January 2020

Locational Amenities:

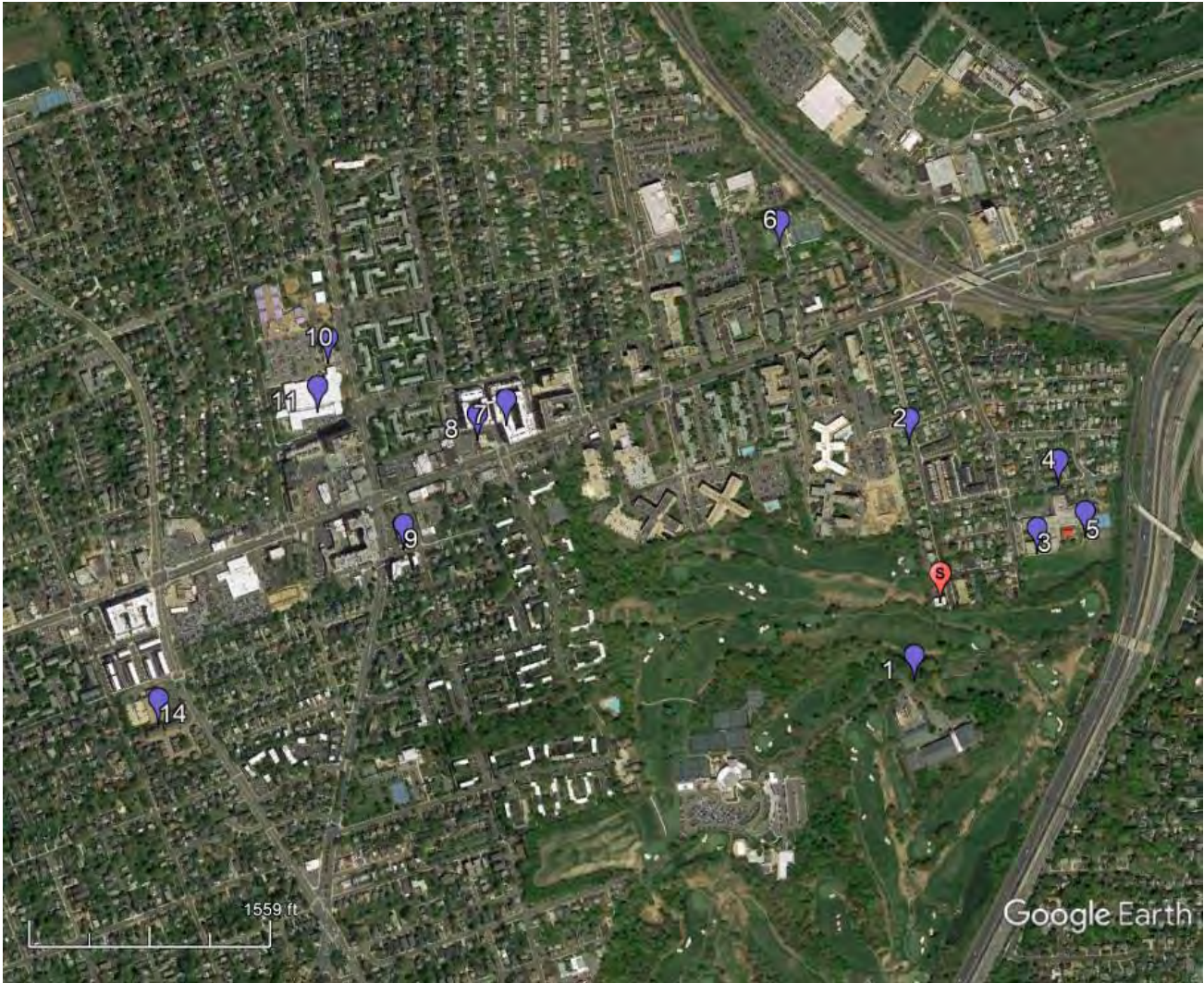
The following table and map illustrate the Subject's proximity to necessary services. Map numbers correspond with the *Locational Amenities Map*, presented below.

LOCATIONAL AMENITIES

Map #	Service or Amenity	Distance from Subject (Crow)
1	Army Navy Country Club	0.0 miles
2	Bus Stop	0.2 miles
3	Hoffman-Boston Elementary School	0.2 miles
4	House of Worship	0.2 miles
5	Carver Community Center	0.2 miles
6	Towers Park	0.5 miles
7	PNC Bank	0.6 miles
8	Giant	0.6 miles
9	Rite Aid	0.7 miles
10	Arlington Community High School	0.8 miles
11	Columbia Pike Branch Library	0.8 miles
12	Arlington County Fire Station 5	0.9 miles
13	Gunston Middle School	0.9 miles
14	Post Office	1.0 miles
15	Arlington County Police Department	2.1 miles
16	INOVA Alexandria Hospital	3.1 miles



Source: Google Earth, December 2019



Source: Google Earth, December 2019

Public Transportation:

Arlington Transit (ART) provides fixed-route and paratransit bus service to residents of Arlington County. The nearest bus stop is located 0.2 mile from the Subject and is serviced by the route 74 bus line. The route 74 bus line provides access west to Columbia Heights and east to Pentagon City. The nearest metro station is in Pentagon City, approximately 1.6 miles west of the Subject site. Note that Interstate 395 separates the Subject from Pentagon City and the metro station

Crime Statistics:

The following tables show crime statistics from 2019 for the PMA.

2019 CRIME INDICES

	PMA	Washington-Arlington-Alexandria, DC-VA-MD-WV MSA
Total Crime*	95	100
Personal Crime*	55	110
Murder	43	141
Rape	99	74
Robbery	60	147
Assault	48	96
Property Crime*	100	99
Burglary	49	70
Larceny	118	104
Motor Vehicle Theft	100	140

Source: Esri Demographics 2019, Novogradac Consulting LLP, January 2020

*Unweighted aggregations

The table above illustrates the crime risk as an index where 100 represents the national average. Indices above 100 are above the national average, and indices below 100 are below the national average. Total crime risk indices in the PMA are similar to the national average as well as the surrounding MSA. The Subject's security features include video surveillance and limited access.

Conclusion:

The Subject's neighborhood appears to be a good location for a multifamily development. The majority of the local amenities are located within approximately two miles of the Subject. The Subject is located in a primarily residential neighborhood as the immediate neighborhood consists of primarily single-family homes and multifamily developments. The Subject is a compatible use within the existing neighborhood.

Photographs of Subject and Neighborhood



Subject site (improvements to be demolished)



Subject site (improvements to be demolished)



Subject site (improvements to be demolished)



Arlington View Terrace (Existing) northwest of the Subject site



Arlington View Terrace (Existing) west of the Subject site



Arlington View Terrace (Existing) west of the Subject site



View south along South Rolfe Street



View north along South Rolfe Street



View east along 14th Road South



View west along 14th Road South



Army Navy Country Club, adjacent to south and west of the Subject



Typical single-family with The Trove, market rate housing development under construction and located directly northwest of the Subject



Typical single-family



Typical single-family



Typical single-family



Typical single-family



For sale townhomes in Subject neighborhood



For sale townhomes in Subject neighborhood



Hoffman Boston Elementary School



Carver Community Center



Bus stop



House of worship



The Lancaster, for sale condominiums



The Wellington, market rate apartments excluded from our analysis as we could not reach the manager



Towers Park



Towers Park



Sheraton Hotel



House of Worship

E. MARKET AREA DEFINITION

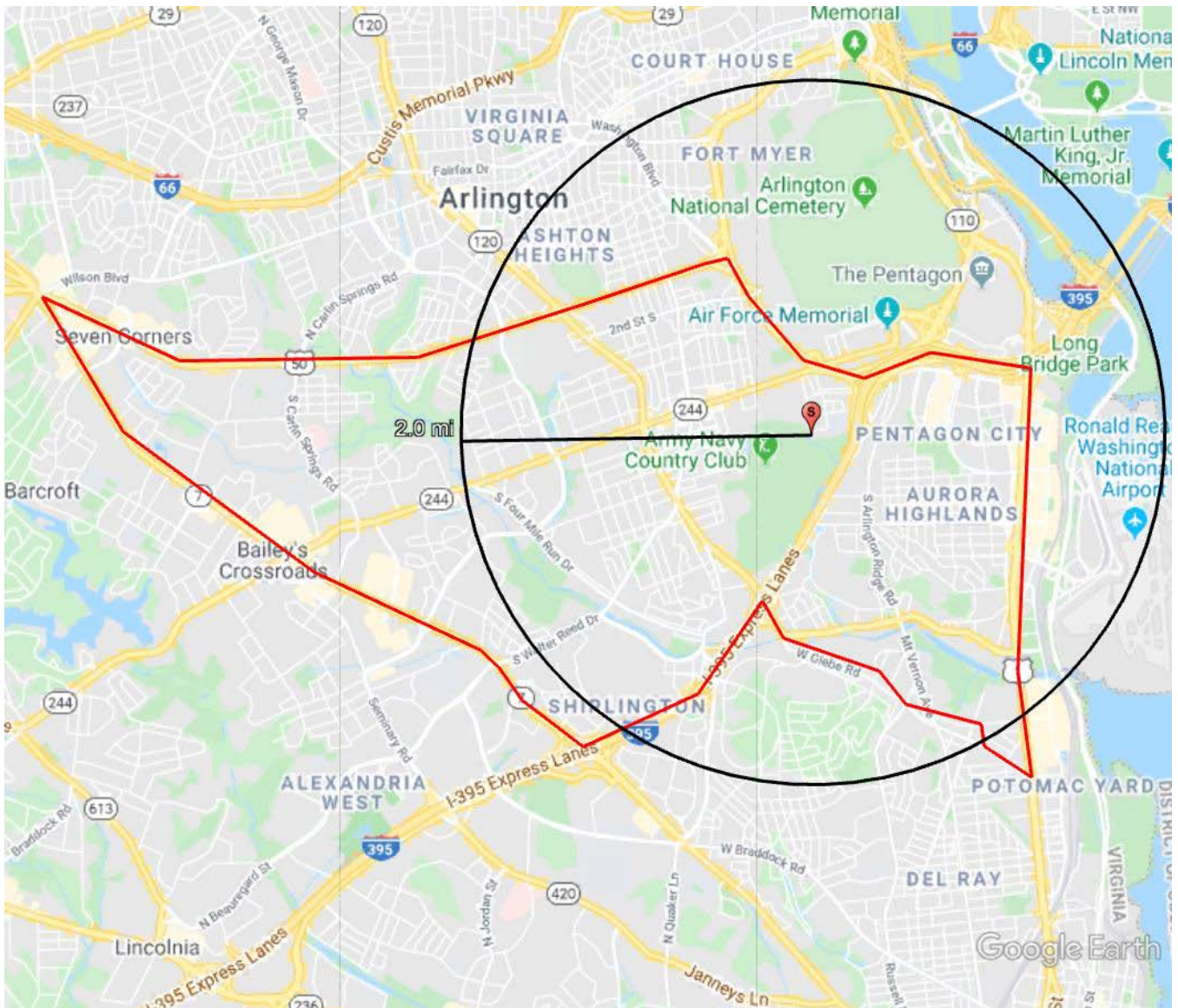
MARKET AREA

For the purpose of this study, it is necessary to define the competitive primary market area (PMA), or the area from which potential tenants for the project are likely to be drawn. In some areas, residents are very much “neighborhood oriented” and are generally very reluctant to move from the area where they have grown up. In other areas, residents are much more mobile and will relocate to a completely new area, especially if there is an attraction such as affordable housing at below market rents.

The Subject is located in the Arlington Views neighborhood of Arlington, Virginia. The primary market area (PMA) for the Subject generally consists of Washington Boulevard, Interstate 395 and Route 50 to the north, Leesburg Pike to the west, Interstate 395 and West Glebe Road to the south, and Route 1 in the east. The PMA encompasses 9 square miles and is defined based on interviews/conversations with the local housing authority and managers of the comparable surveyed properties. The drivetime zone is approximately 10 minutes. We estimated that 10 percent of the Subject’s tenants will come from outside of these boundaries. The market area boundaries identified on the map below are a reasonable approximation regarding the potential renter market for the Subject.

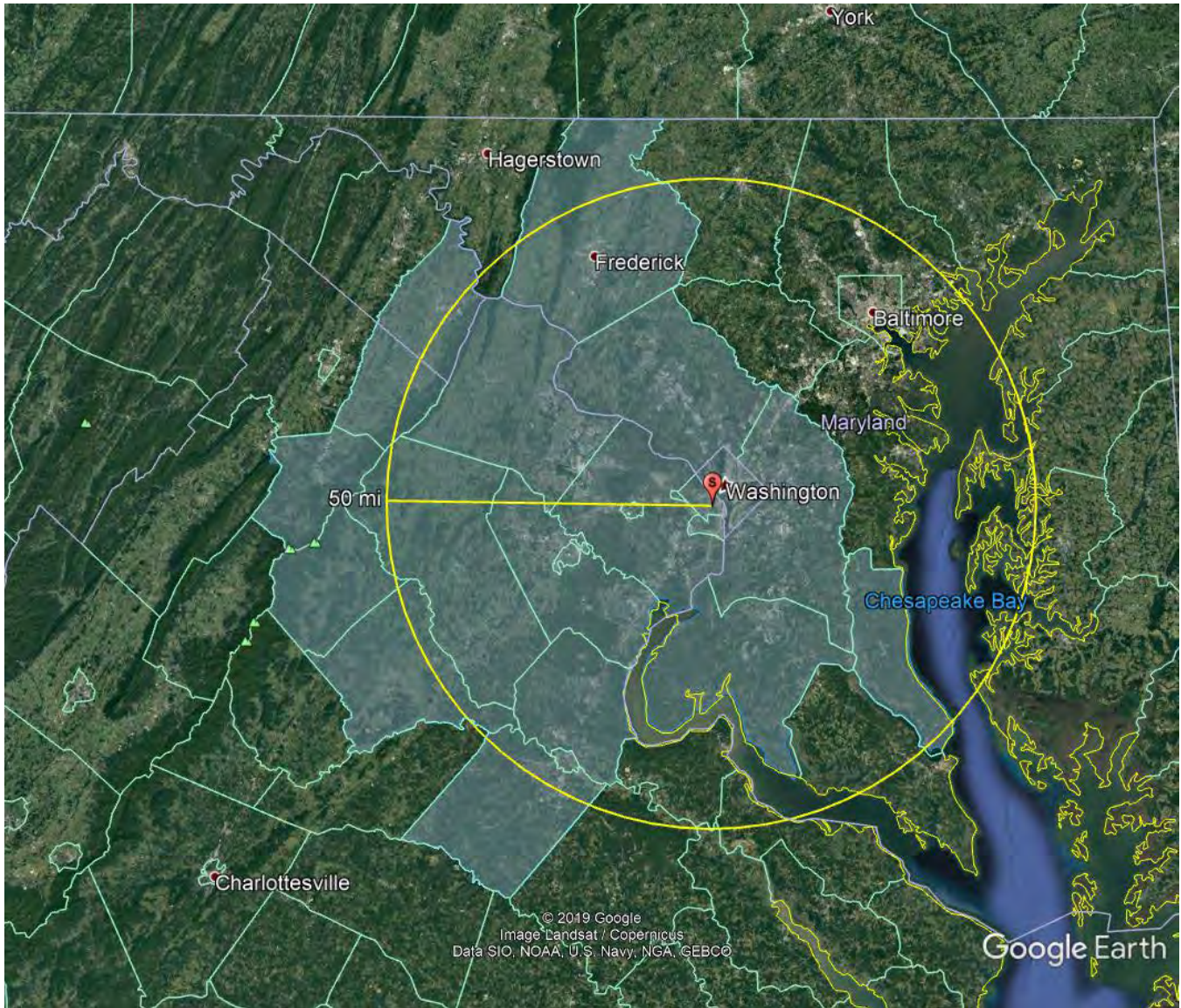
The Washington-Arlington-Alexandria, DC-VA-MD-WV Metropolitan Statistical Area (MSA) will serve as the Secondary Market Area (SMA). The MSA consists of Frederick, Montgomery, Calvert, Charles and Prince George’s Counties in Maryland; Washington, DC; Arlington, Clarke, Culpeper, Fairfax, Fauquier, Loudoun, Prince William, Rappahannock, Spotsylvania, Stafford and Warren Counties in Virginia; Jefferson County in West Virginia; and the independent cities of Alexandria, Fairfax, Falls Church, Fredericksburg, Manassas and Manassas Park in Virginia. Maps outlining the general PMA boundaries as well as the MSA can be found on the following pages.

Primary Market Area Map



Source: Google Earth, January 2020

Metropolitan Statistical Area (MSA) Map



Source: Google Earth, January 2020

F. EMPLOYMENT AND ECONOMY

ECONOMIC ANALYSIS

The following sections will provide an analysis of the economic and demographic characteristics within the market area. Data such as population, households and growth patterns will be studied to determine if the Primary Market Area (PMA) and the Washington-Arlington-Alexandria, DC-VA-MD-WV Metropolitan Statistical Area (MSA) are areas of growth or contraction.

Employment by Industry

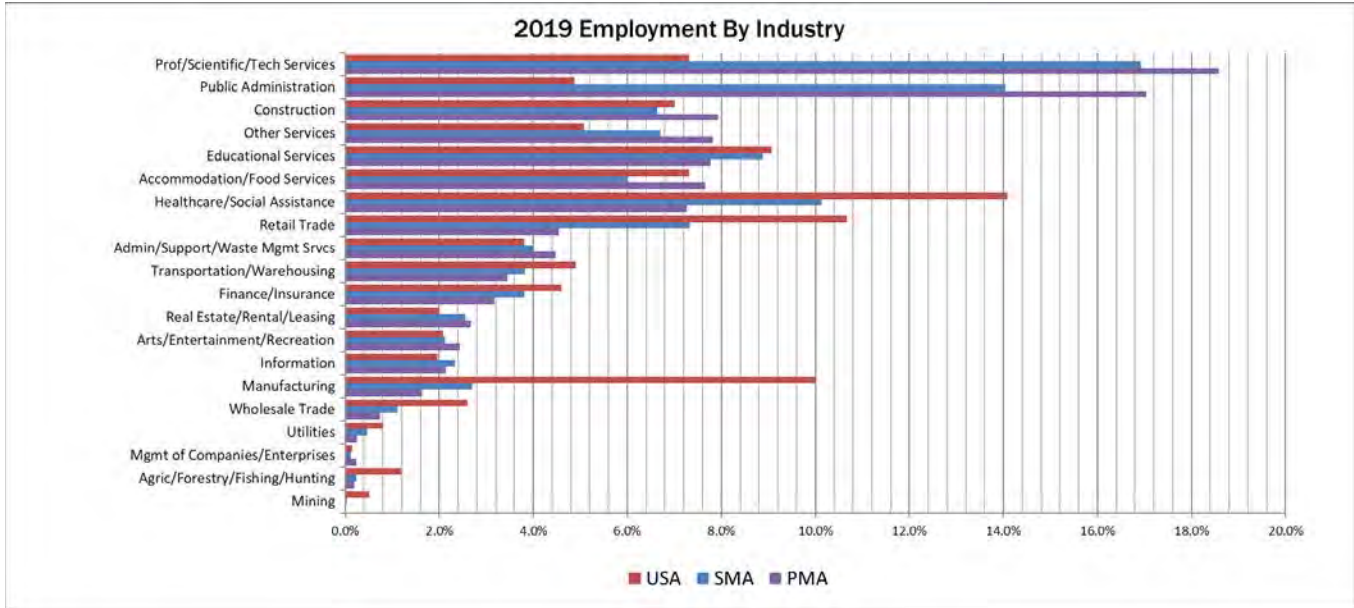
The following chart illustrates employment by industry as of 2019.

2019 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Prof/Scientific/Tech Services	12,784	18.6%	11,744,228	7.3%
Public Administration	11,716	17.0%	7,828,907	4.9%
Construction	5,450	7.9%	11,245,975	7.0%
Other Services	5,376	7.8%	8,141,078	5.1%
Educational Services	5,341	7.8%	14,565,802	9.1%
Accommodation/Food Services	5,268	7.7%	11,738,765	7.3%
Healthcare/Social Assistance	5,001	7.3%	22,612,482	14.1%
Retail Trade	3,124	4.5%	17,127,172	10.7%
Admin/Support/Waste Mgmt Svcs	3,080	4.5%	6,106,184	3.8%
Transportation/Warehousing	2,370	3.4%	7,876,848	4.9%
Finance/Insurance	2,182	3.2%	7,377,311	4.6%
Real Estate/Rental/Leasing	1,840	2.7%	3,204,043	2.0%
Arts/Entertainment/Recreation	1,678	2.4%	3,332,132	2.1%
Information	1,467	2.1%	3,157,650	2.0%
Manufacturing	1,123	1.6%	16,057,876	10.0%
Wholesale Trade	510	0.7%	4,183,931	2.6%
Utilities	172	0.3%	1,276,400	0.8%
Mgmt of Companies/Enterprises	160	0.2%	237,307	0.1%
Agric/Forestry/Fishing/Hunting	134	0.2%	1,915,709	1.2%
Mining	0	0.0%	819,151	0.5%
Total Employment	68,776	100.0%	160,548,951	100.0%

Source: Esri Demographics 2019, Novogradac Consulting LLP, January 2020

Employment in the PMA is concentrated in the professional/scientific/technical services, public administration, and construction industries, which collectively comprise 43.5 percent of local employment. The large share of PMA employment in the public administration industry is notable as this industry is historically stable, and exhibits greater resilience during economic downturns. Relative to the overall nation, the PMA features comparatively greater employment in the public administration, professional/scientific/technical services, and other services industries. Conversely, the PMA is underrepresented in the manufacturing, healthcare/social assistance, and retail trade industries.



Growth by Industry

The following table illustrates the change in total employment by sector from 2000 to 2019 in the PMA.

2000-2019 CHANGE IN EMPLOYMENT - PMA

Industry	2000		2019		2000-2019	
	Number Employed	Percent Employed	Number Employed	Percent Employed	Growth	Annualized Percent
Prof/Scientific/Tech Services	7,822	15.7%	12,784	18.6%	4,962	3.3%
Public Administration	8,069	16.2%	11,716	17.0%	3,647	2.4%
Construction	3,509	7.1%	5,450	7.9%	1,941	2.9%
Other Services	3,705	7.5%	5,376	7.8%	1,671	2.4%
Educational Services	3,210	6.5%	5,341	7.8%	2,131	3.5%
Accommodation/Food Services	3,936	7.9%	5,268	7.7%	1,332	1.8%
Healthcare/Social Assistance	3,176	6.4%	5,001	7.3%	1,825	3.0%
Retail Trade	3,247	6.5%	3,124	4.5%	-123	-0.2%
Admin/Support/Waste Mgmt Svcs	2,046	4.1%	3,080	4.5%	1,034	2.7%
Transportation/Warehousing	1,585	3.2%	2,370	3.4%	785	2.6%
Finance/Insurance	2,007	4.0%	2,182	3.2%	175	0.5%
Real Estate/Rental/Leasing	1,111	2.2%	1,840	2.7%	729	3.5%
Arts/Entertainment/Recreation	676	1.4%	1,678	2.4%	1,002	7.8%
Information	2,705	5.4%	1,467	2.1%	-1,238	-2.4%
Manufacturing	1,770	3.6%	1,123	1.6%	-647	-1.9%
Wholesale Trade	710	1.4%	510	0.7%	-200	-1.5%
Utilities	150	0.3%	172	0.3%	22	0.8%
Mgmt of Companies/Enterprises	0	0.0%	160	0.2%	160	0.0%
Agric/Forestry/Fishing/Hunting	247	0.5%	134	0.2%	-113	-2.4%
Mining	20	0.0%	0	0.0%	-20	-5.3%
Total Employment	49,701	100.0%	68,776	100.0%	19,075	2.0%

Source: Esri Demographics 2019, Novogradac Consulting LLP, January 2020

*Industry data current as of 2010. Other projections current as of 2019.

* Change in percentage is calculated as a rate of change by industry.

Total employment in the PMA increased at an annualized rate of 2.0 percent between 2000 and 2019. The industries which expanded most substantially during this period include professional/scientific/technical services, public administration, and educational services. Conversely, the information, manufacturing, and wholesale trade sectors experienced the least growth.

Major Employers

The following table lists the major employers in the city of Arlington as of 2019.

**MAJOR EMPLOYERS
ARLINGTON CITY**

Employer Name	Industry	# Of Employees
U.S. Department of Defense	Government	30,000
U.S. Department of Justice	Government	5,000
U.S. Department of State	Government	2,500-4,999
Arlington County School Board	Government	2,500-4,999
U.S. Department of Homeland Security	Government	2,500-4,999
County of Arlington	Government	2,500-4,999
Deloitte Consulting LLP	Consulting	2,500-4,999
Accenture	Consulting	2,500-4,999
Lockheed Martin	Defense	2,500-4,999
Virginia Hospital Center	Healthcare	2,500-4,999
National Science Foundation	Government	1,500-2,499
U.S. Environmental Protection Agency	Government	1,500-2,499
U.S. General Service Administration	Government	1,500-2,499
U.S. Department of Interior	Government	1,500-2,499
Booz Allen Hamilton	Consulting	1,500-1,999
Corporate Executive Board	Technology	1,000-1,499
Lidl	Retail Trade	1,000-1,499
PAE Government Services	Defense	600-999
Marriott International	Hospitality	600-999
Marymount University	Education	600-999

Source: Arlington Economic Development Department, December 2019

Arlington’s major employers are primarily concentrated within the government and consulting sectors. Other sectors include defense, healthcare, technology, retail, hospitality, and education. We believe that the diverse industries represented by major employers provide stability to the local economy.

Employment Expansion/Contractions

Scott Pedowitz, the Government Affairs Manager at the Arlington Chamber of Commerce, informed us that the Arlington economy has greatly expanded over the past few years and is expected to continue to grow. Mr. Pedowitz stated that the major employer in Arlington has traditionally been the public sector. However, the Arlington economy is becoming increasingly diversified, with large corporations like Amazon and Nestlé opening headquarters in the city. Mr. Pedowitz stated there has been an uptick in many new local businesses opening as well, and an increase in retail business to serve the new employees moving to Arlington. The recent economic expansions detailed by Mr. Pedowitz are highlighted below.

- Incentive Technology Group (iTG) will be expanding its headquarters in Arlington. The information technology and management consulting firm will invest \$5.1 million into its Arlington headquarters. The company's 50,000 square foot space created 128 new jobs in 2019, and the company has committed to hiring over 1,000 new high-paying employees long term.
- Nestlé USA, the world's largest food and beverage company, relocated its U.S. headquarters from California to Arlington. The process was completed in 2018 and added 750 jobs, half of which are new hires. In August 2019, Nestlé announced it will expanding its presence in Arlington from a 252,000 square foot space to a 300,000 square foot space.
- Nestlé will invest an additional \$5 million to relocate Gerber from New Jersey to join its U.S. headquarters in Arlington's Rosslyn neighborhood. Gerber is expected to occupy 23,392 square feet of office space in Rosslyn's 1812 North Moore address, creating a total of 150 new jobs. The process will be complete by the end of 2019.
- In December 2018, March of Dimes chose Arlington as its new home after a competitive bid process to relocate its current headquarters from New York. The organization will occupy approximately 28,000 square feet of office space at 1550 Crystal Drive in Crystal City and create 80 new jobs.
- In November 2018, Amazon chose Arlington as its new headquarters. The Subject is located approximately two miles west of the proposed headquarters location. Amazon will invest approximately \$2.5 billion to establish a new headquarters in National Landing, which will create more than 25,000 high paying jobs and occupy four million square feet of energy-efficient office space with the opportunity to expand to eight million square feet over the next 12 years. According to a Washingtonian article from June 2019, the announcement of Amazon is projected to increase home prices in Arlington County by up to 17.2 percent by the end of 2019. According to Zillow, home values in the Subject's zip code increased by approximately 7.0 percent since January 2019 and are projected to increase by 3.7 percent over the next year.

The following table illustrates layoffs and closures in Arlington from January 2017 through December 2019. These are provided from the Worker Adjustment and Retraining Notification (WARN) filings, according to the Virginia Employment Commission.

**WARN LISTINGS
ARLINGTON CITY**

Company	Industry	Employees Affected	Layoff Date
National Express Transit (NEXT)	Transportation	150	12/31/2019
Oakwood Worldwide (US) LP	Real Estate	23	12/30/2019
Advanced System Development, Inc. (ASD)	Technology	54	12/16/2019
Omniplex	Security Services	168	12/15/2019
NetCentrics Corporation	Technology	95	11/30/2019
OMNIPLEX World Services	Security Services	155	5/9/2019
NetCentrics Corporation	Technology	149	10/31/2018
Dream Center Education Holdings, LLC	Education	118	8/28/2018
PE Systems	Technology	68	8/10/2018
CACI	Technology	65	6/30/2018
AES Corporation	Energy	70	4/6/2018
Transportation General, Inc	Transportation	80	3/4/2018
Airport Terminal Services	Transportation	85	1/2/2017
Total		• 1,280	

Source: Virginia Employment Commission, December 2019

According to the Virginia Employment Commission, there have been 1,280 job losses in Arlington since January 2017. This represents less than two percent of the workforce in the PMA.

Employment and Unemployment Trends

The following table details employment and unemployment trends for the MSA from 2003 to October 2019.

EMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	Washington-Arlington-Alexandria, DC-VA-MD-WV MSA			USA		
	Total Employment	% Change	Differential from peak	Total Employment	% Change	Differential from peak
2003	2,682,624	-	-18.2%	137,736,000	-	-11.6%
2004	2,729,743	1.8%	-16.8%	139,252,000	1.1%	-10.6%
2005	2,803,963	2.7%	-14.5%	141,730,000	1.8%	-9.0%
2006	2,867,910	2.3%	-12.6%	144,427,000	1.9%	-7.3%
2007	2,905,565	1.3%	-11.4%	146,047,000	1.1%	-6.2%
2008	2,946,320	1.4%	-10.2%	145,363,000	-0.5%	-6.7%
2009	2,893,543	-1.8%	-11.8%	139,878,000	-3.8%	-10.2%
2010	2,950,727	2.0%	-10.1%	139,064,000	-0.6%	-10.7%
2011	3,002,266	1.7%	-8.5%	139,869,000	0.6%	-10.2%
2012	3,047,925	1.5%	-7.1%	142,469,000	1.9%	-8.5%
2013	3,077,817	1.0%	-6.2%	143,929,000	1.0%	-7.6%
2014	3,095,609	0.6%	-5.6%	146,305,000	1.7%	-6.1%
2015	3,128,658	1.1%	-4.6%	148,833,000	1.7%	-4.4%
2016	3,188,377	1.9%	-2.8%	151,436,000	1.7%	-2.8%
2017	3,243,875	1.7%	-1.1%	153,337,000	1.3%	-1.6%
2018	3,280,957	1.1%	0.0%	155,761,000	1.6%	0.0%
2019 YTD Average*	3,338,353	1.7%	-	157,450,273	1.1%	-
Oct-2018	3,288,542	-	-	156,952,000	-	-
Oct-2019	3,392,412	3.2%	-	159,067,000	1.3%	-

Source: U.S. Bureau of Labor Statistics, January 2020

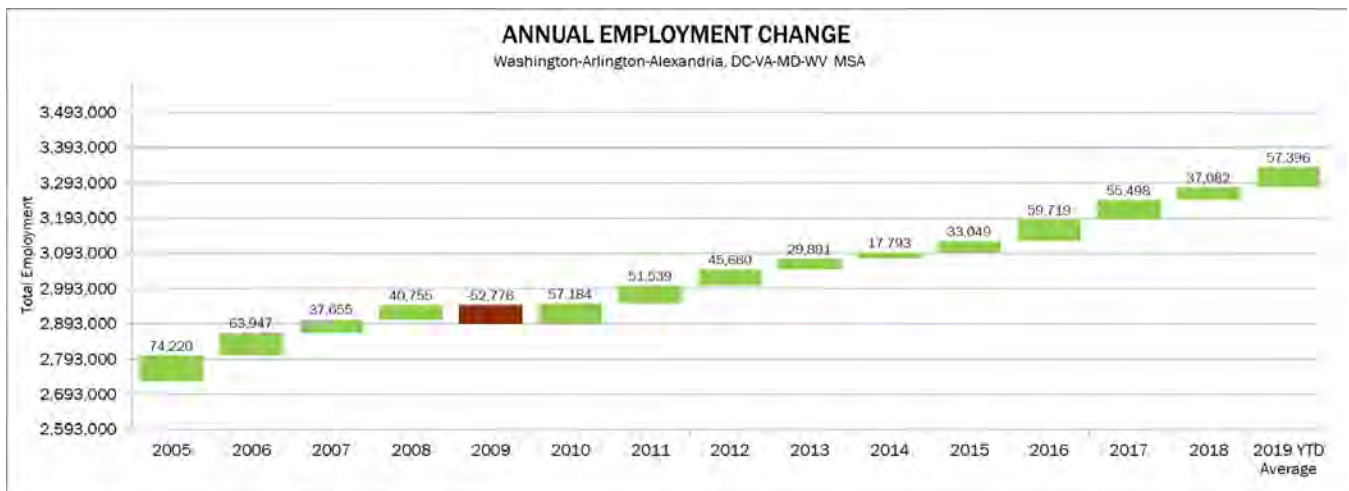
UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

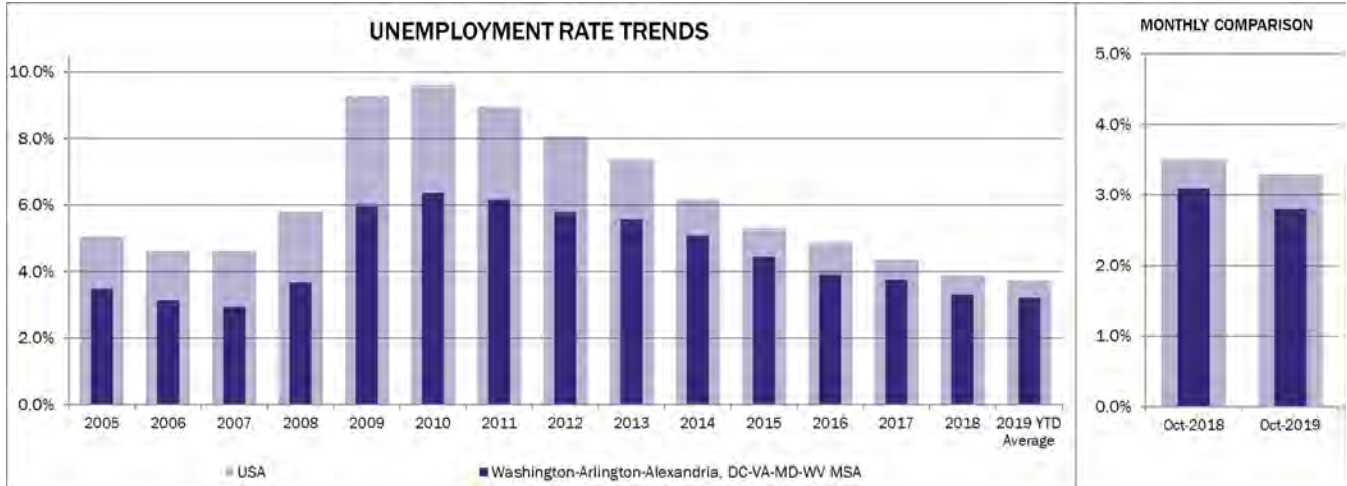
	Washington-Arlington-Alexandria, DC-VA-MD-WV MSA			USA		
	Unemployment Rate	Change	Differential from peak	Unemployment Rate	Change	Differential from peak
2003	3.9%	-	0.9%	6.0%	-	2.1%
2004	3.7%	-0.1%	0.8%	5.5%	-0.5%	1.6%
2005	3.5%	-0.3%	0.5%	5.1%	-0.5%	1.2%
2006	3.1%	-0.4%	0.2%	4.6%	-0.5%	0.7%
2007	3.0%	-0.2%	0.0%	4.6%	0.0%	0.7%
2008	3.7%	0.7%	0.7%	5.8%	1.2%	1.9%
2009	6.0%	2.3%	3.0%	9.3%	3.5%	5.4%
2010	6.4%	0.4%	3.4%	9.6%	0.3%	5.7%
2011	6.2%	-0.2%	3.2%	9.0%	-0.7%	5.1%
2012	5.8%	-0.4%	2.8%	8.1%	-0.9%	4.2%
2013	5.6%	-0.2%	2.6%	7.4%	-0.7%	3.5%
2014	5.1%	-0.5%	2.1%	6.2%	-1.2%	2.3%
2015	4.4%	-0.6%	1.5%	5.3%	-0.9%	1.4%
2016	3.9%	-0.5%	1.0%	4.9%	-0.4%	1.0%
2017	3.8%	-0.2%	0.8%	4.4%	-0.5%	0.4%
2018	3.3%	-0.4%	0.4%	3.9%	-0.4%	0.0%
2019 YTD Average*	3.2%	-0.1%	-	3.7%	-0.2%	-
Oct-2018	3.1%	-	-	3.5%	-	-
Oct-2019	2.8%	-0.3%	-	3.3%	-0.2%	-

Source: U.S. Bureau of Labor Statistics, January 2020

Total employment in the MSA has increased each year since 2010. Between October 2018 and October 2019 the MSA experienced a 3.2 percent increase in total employment, which is greater than the pace of employment growth in the nation.

Historically, the MSA has experienced lower unemployment rates than the nation. The unemployment rate in the MSA has declined each year since 2011. The lower unemployment rate in the MSA compared to the nation overall is due to the prominence of employment within several diversified and stable industries. As of October 2019, the unemployment rate in the MSA was 2.8 percent, which is 50 basis points below the nation.





Wages by Occupation

The following table illustrates the wages by occupation for the Washington-Arlington-Alexandria, DC-VA-MD-WV MSA.

WASHINGTON-ARLINGTON-ALEXANDRIA, DC-VA-MD-WV MSA - 2ND QTR 2018 AREA WAGE

Occupation	Number of Employees	Mean Hourly Wage	Mean Annual Wage
All Occupations	3,135,160	\$34.12	\$70,980
Management Occupations	244,200	\$72.10	\$149,960
Legal Occupations	68,260	\$69.97	\$145,540
Computer and Mathematical Occupations	232,290	\$51.81	\$107,760
Life, Physical, and Social Science Occupations	61,760	\$51.24	\$106,580
Architecture and Engineering Occupations	64,140	\$50.30	\$104,620
Healthcare Practitioners and Technical Occupations	152,090	\$46.31	\$96,330
Business and Financial Operations Occupations	311,610	\$45.57	\$94,770
Arts, Design, Entertainment, Sports, and Media Occupations	73,050	\$39.24	\$81,620
Education, Training, and Library Occupations	197,160	\$31.33	\$65,160
Community and Social Service Occupations	41,210	\$29.25	\$60,840
Protective Service Occupations	88,360	\$28.47	\$59,210
Installation, Maintenance, and Repair Occupations	99,290	\$27.02	\$56,200
Construction and Extraction Occupations	112,390	\$24.92	\$51,820
Sales and Related Occupations	273,260	\$22.23	\$46,230
Office and Administrative Support Occupations	397,750	\$21.96	\$45,670
Transportation and Material Moving Occupations	130,330	\$20.57	\$42,780
Production Occupations	54,550	\$20.50	\$42,640
Farming, Fishing, and Forestry Occupations	1,850	\$19.22	\$39,990
Healthcare Support Occupations	68,530	\$16.93	\$35,220
Building and Grounds Cleaning and Maintenance Occupations	105,260	\$15.58	\$32,410
Personal Care and Service Occupations	97,310	\$15.18	\$31,570
Food Preparation and Serving Related Occupations	260,490	\$14.00	\$29,120

Source: Department Of Labor, Occupational Employment Statistics, 5/2018, retrieved 1/2020

The table above shows the average hourly and annual wages by occupation classification. The classification with the lowest average hourly wage was food preparation and serving related occupations at \$14.00 per hour. The highest average hourly wage, of \$72.10, is for those in management occupations.

The qualifying incomes for the Subject’s tenants will range from \$0 to \$78,660 as proposed and from \$46,800 to \$78,660 absent subsidy. Utilizing the upper end of the Subject’s qualifying income at \$78,660 corresponds to an approximate hourly wage rate of \$37.81. This encompasses a significant portion of employment in the MSA. An element not reflected in the wage rate data is that many positions represent part-time employment, and starting rates are typically lower than mean wage rates. We expect that part-time employment and entry-level positions will be common amongst the Subject’s tenant base.

Commuting Patterns

The chart below shows the travel time to work for the PMA according to US Census data.

COMMUTING PATTERNS		
ACS Commuting Time to Work	Number of Commuters	Percentage
Travel Time < 5 min	620	1.0%
Travel Time 5-9 min	2,696	4.2%
Travel Time 10-14 min	5,543	8.6%
Travel Time 15-19 min	9,512	14.8%
Travel Time 20-24 min	9,391	14.6%
Travel Time 25-29 min	4,028	6.3%
Travel Time 30-34 min	12,188	19.0%
Travel Time 35-39 min	3,340	5.2%
Travel Time 40-44 min	3,935	6.1%
Travel Time 45-59 min	7,458	11.6%
Travel Time 60-89 min	4,550	7.1%
Travel Time 90+ min	1,048	1.6%
Weighted Average	32 minutes	

Source: US Census 2019, Novogradac Consulting LLP, January 2020

As shown in the preceding table, the weighted average commute time in the PMA is approximately 32 minutes. Only 43 percent of PMA commuters travel under 24 minutes, indicating many households work outside of the PMA, likely throughout the DC metro area. The average commute time across the overall nation is approximately 28 minutes.

Conclusion

Employment in the PMA is concentrated in the prof/scientific/tech services, public administration, and construction industries, which collectively comprise 43.5 percent of local employment. The large share of PMA employment in the public administration industry is notable as this industry is historically stable, and exhibits greater resilience during economic downturns. In November 2018, Amazon chose Arlington as its new headquarters. The Subject is located approximately two miles west of the proposed headquarters location. Amazon will invest approximately \$2.5 billion to establish a new headquarters in National Landing, which will create more than 25,000 high paying jobs and occupy four million square feet of energy-efficient office space with the opportunity to expand to eight million square feet over the next 12 years. As of October 2019, total employment in the MSA is at a post-recessionary record and increasing at an annualized rate of 3.2 percent, compared to 1.3 percent across the overall nation. Strong employment growth, combined with a steadily declining unemployment rate, bodes well for demand for multifamily housing and the Subject.

G. DEMOGRAPHIC CHARACTERISTICS

DEMOGRAPHIC CHARACTERISTICS

The table below illustrates population and household trends in the PMA, the MSA, and the nation from 2000 through 2024.

POPULATION

Year	PMA		Washington-Arlington-Alexandria, DC-VA-MD-WV MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	85,880	-	4,857,585	-	281,250,431	-
2010	98,914	1.5%	5,636,232	1.6%	308,745,538	1.0%
2019	107,669	1.0%	6,249,043	1.2%	332,417,793	0.8%
2024	112,405	0.9%	6,597,430	1.1%	345,487,602	0.8%

Source: Esri Demographics 2019, Novogradac Consulting LLP, January 2020

Population in the PMA increased between 2000 and 2010, at a slightly slower rate than the MSA and a faster rate than the nation. Population in the PMA continued increasing between 2010 and 2019, at a slightly slower rate than the MSA and a slightly faster rate than the nation. According to ESRI demographic projections, population in the PMA is expected to continue increasing, at a rate of 0.9 percent annually through 2024, at a slightly slower rate than the MSA and a slightly faster rate than the overall nation.

HOUSEHOLDS

Year	PMA		Washington-Arlington-Alexandria, DC-VA-MD-WV MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	38,009	-	1,826,778	-	105,409,439	-
2010	45,148	1.9%	2,094,048	1.5%	116,716,296	1.1%
2019	49,210	1.0%	2,307,953	1.1%	125,168,557	0.8%
2024	51,216	0.8%	2,431,131	1.1%	129,589,563	0.7%

Source: Esri Demographics 2019, Novogradac Consulting LLP, January 2020

Households in the PMA increased between 2000 and 2010, at a faster rate than both the MSA and the nation. Households in the PMA continued to increase between 2010 and 2019, and grew at a slightly slower rate than the MSA and a slightly faster rate than the nation. According to ESRI demographic projections, households in the PMA are expected to continue increasing, at a rate of 0.8 percent annually through 2024. Projected growth in the PMA is projected to be slightly below the MSA and slightly above the nation.

Population by Age

POPULATION BY AGE IN 2019

Age Cohort	PMA		Washington-Arlington-Alexandria, DC-VA-MD-WV MSA		USA	
	Number	Percentage	Number	Percentage	Number	Percentage
0-4	5,940	5.5%	372,292	6.0%	19,910,625	6.0%
5-9	5,353	5.0%	391,225	6.3%	20,403,851	6.1%
10-14	4,900	4.6%	409,667	6.6%	20,943,945	6.3%
15-19	4,325	4.0%	384,829	6.2%	21,063,657	6.3%
20-24	6,858	6.4%	385,687	6.2%	22,226,943	6.7%
25-29	11,720	10.9%	465,233	7.4%	23,947,414	7.2%
30-34	12,304	11.4%	473,315	7.6%	22,590,667	6.8%
35-39	11,451	10.6%	469,012	7.5%	21,864,602	6.6%
40-44	8,337	7.7%	415,491	6.6%	19,913,297	6.0%
45-49	7,078	6.6%	418,647	6.7%	20,647,083	6.2%
50-54	6,402	5.9%	413,885	6.6%	20,930,948	6.3%
55-59	6,105	5.7%	423,239	6.8%	22,429,066	6.7%
60-64	5,296	4.9%	369,925	5.9%	20,971,686	6.3%
65-69	4,111	3.8%	300,047	4.8%	18,029,377	5.4%
70-74	2,983	2.8%	226,068	3.6%	14,131,085	4.3%
75-79	1,973	1.8%	144,276	2.3%	9,484,194	2.9%
80-84	1,194	1.1%	90,011	1.4%	6,213,244	1.9%
85+	1,339	1.2%	96,194	1.5%	6,716,109	2.0%
Total	107,669	100.0%	6,249,043	100.0%	332,417,793	100.0%

Source: Esri Demographics 2019, Novogradac Consulting LLP, January 2020

POPULATION BY AGE IN 2024 ESTIMATE

Age Cohort	PMA		Washington-Arlington-Alexandria, DC-VA-MD-WV MSA		USA	
	Number	Percentage	Number	Percentage	Number	Percentage
0-4	6,110	5.4%	397,017	6.0%	20,731,783	6.0%
5-9	5,214	4.6%	395,949	6.0%	20,679,798	6.0%
10-14	4,756	4.2%	403,337	6.1%	21,345,192	6.2%
15-19	4,550	4.0%	400,355	6.1%	21,702,946	6.3%
20-24	7,747	6.9%	387,096	5.9%	21,636,277	6.3%
25-29	11,965	10.6%	460,854	7.0%	22,383,185	6.5%
30-34	11,807	10.5%	526,600	8.0%	24,777,046	7.2%
35-39	10,729	9.5%	503,270	7.6%	23,320,935	6.8%
40-44	9,593	8.5%	475,309	7.2%	22,225,551	6.4%
45-49	7,535	6.7%	410,538	6.2%	20,020,272	5.8%
50-54	6,626	5.9%	411,429	6.2%	20,593,987	6.0%
55-59	6,014	5.4%	398,449	6.0%	20,604,708	6.0%
60-64	5,735	5.1%	397,297	6.0%	21,810,786	6.3%
65-69	4,737	4.2%	340,735	5.2%	20,047,387	5.8%
70-74	3,629	3.2%	268,462	4.1%	16,440,719	4.8%
75-79	2,617	2.3%	195,836	3.0%	12,350,266	3.6%
80-84	1,551	1.4%	117,191	1.8%	7,653,913	2.2%
85+	1,489	1.3%	107,706	1.6%	7,162,851	2.1%
Total	112,404	100.0%	6,597,430	100.0%	345,487,602	100.0%

Source: Esri Demographics 2019, Novogradac Consulting LLP, January 2020

General Household Income Distribution

The following table illustrates household income distribution in the PMA and the MSA.

HOUSEHOLD INCOME PMA

Income Cohort	2019		PMA 2024		Annual Change 2019 to 2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	2,319	4.7%	2,301	4.5%	-4	-0.2%
\$10,000-19,999	2,336	4.7%	2,265	4.4%	-14	-0.6%
\$20,000-29,999	2,948	6.0%	2,845	5.6%	-21	-0.7%
\$30,000-39,999	2,969	6.0%	2,956	5.8%	-3	-0.1%
\$40,000-49,999	2,361	4.8%	2,418	4.7%	11	0.5%
\$50,000-59,999	2,894	5.9%	2,786	5.4%	-22	-0.7%
\$60,000-74,999	4,418	9.0%	4,396	8.6%	-4	-0.1%
\$75,000-99,999	7,286	14.8%	7,376	14.4%	18	0.2%
\$100,000-124,999	5,812	11.8%	5,999	11.7%	37	0.6%
\$125,000-149,999	4,326	8.8%	4,628	9.0%	60	1.4%
\$150,000-199,999	5,380	10.9%	5,826	11.4%	89	1.7%
\$200,000+	6,161	12.5%	7,420	14.5%	252	4.1%
Total	49,210	100.0%	51,216	100.0%		

Source: HISTA Data / Ribbon Demographics 2019, Novogradac Consulting LLP, January 2020

HOUSEHOLD INCOME SMA

Income Cohort	2019		Washington-Arlington-Alexandria, DC-VA-MD-WV MSA 2024		Annual Change 2019 to 2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	97,554	4.2%	98,318	4.0%	153	0.2%
\$10,000-19,999	106,556	4.6%	108,350	4.5%	359	0.3%
\$20,000-29,999	121,551	5.3%	123,588	5.1%	407	0.3%
\$30,000-39,999	131,584	5.7%	134,083	5.5%	500	0.4%
\$40,000-49,999	138,865	6.0%	141,765	5.8%	580	0.4%
\$50,000-59,999	141,666	6.1%	145,524	6.0%	772	0.5%
\$60,000-74,999	207,361	9.0%	213,010	8.8%	1,130	0.5%
\$75,000-99,999	297,613	12.9%	309,351	12.7%	2,348	0.8%
\$100,000-124,999	260,692	11.3%	272,481	11.2%	2,358	0.9%
\$125,000-149,999	198,110	8.6%	212,384	8.7%	2,855	1.4%
\$150,000-199,999	259,855	11.3%	279,025	11.5%	3,834	1.5%
\$200,000+	346,546	15.0%	393,252	16.2%	9,341	2.7%
Total	2,307,953	100.0%	2,431,131	100.0%		

Source: HISTA Data / Ribbon Demographics 2019, Novogradac Consulting LLP, January 2020

Annual household income levels will range from \$0 to \$78,660 for the Subject’s housing units as proposed and from \$21,840 to \$78,660 absent subsidy.

General Household Size Distribution

The following table is a summary of the household size distribution in the PMA, the MSA and the nation.

AVERAGE HOUSEHOLD SIZE

Year	PMA		Washington-Arlington-Alexandria, DC-VA-MD-WV MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.22	-	2.60	-	2.59	-
2010	2.18	-0.2%	2.64	0.2%	2.58	-0.1%
2019	2.17	0.0%	2.66	0.1%	2.59	0.1%
2024	2.18	0.1%	2.67	0.1%	2.60	0.1%

Source: Esri Demographics 2019, Novogradac Consulting LLP, January 2020

The average household size in the PMA is smaller than that of the MSA and the nation. According to ESRI demographic projections, household sizes in the PMA will slightly increase along with the MSA and the nation through 2024.

General Household Tenure

The following table is a summary of the tenure patterns of the housing stock in the PMA.

TENURE PATTERNS PMA

Year	Owner-Occupied	Percentage	Renter-Occupied	Percentage
	Units	Owner-Occupied	Units	Renter-Occupied
2000	12,922	34.0%	25,087	66.0%
2019	16,730	34.0%	32,480	66.0%
2024	17,749	34.7%	33,467	65.3%

Source: Esri Demographics 2019, Novogradac Consulting LLP, January 2020

The preceding table details household tenure patterns in the PMA since 2000. The percentage of renter households in the PMA remained relatively stable between 2000 and 2019, and is estimated to be 66 percent as of 2019. This is more than the estimated 33 percent of renter households across the overall nation. According to ESRI demographic projections, the percentage of renter households in the PMA is expected to slightly decline through 2024, yet the number is expected to increase.

General Renter Household Income Distribution

The following table illustrates total renter household income distribution.

RENTER HOUSEHOLD INCOME

Income Cohort	PMA					
	2019		2024		Annual Change 2019 to 2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	1,828	5.6%	1,828	5.5%	0	0.0%
\$10,000-19,999	1,848	5.7%	1,755	5.2%	-19	-1.0%
\$20,000-29,999	2,339	7.2%	2,244	6.7%	-19	-0.8%
\$30,000-39,999	2,306	7.1%	2,246	6.7%	-12	-0.5%
\$40,000-49,999	1,754	5.4%	1,771	5.3%	3	0.2%
\$50,000-59,999	2,246	6.9%	2,172	6.5%	-15	-0.7%
\$60,000-74,999	3,242	10.0%	3,212	9.6%	-6	-0.2%
\$75,000-99,999	5,308	16.3%	5,374	16.1%	13	0.2%
\$100,000-124,999	3,981	12.3%	4,203	12.6%	44	1.1%
\$125,000-149,999	2,574	7.9%	2,829	8.5%	51	2.0%
\$150,000-199,999	2,576	7.9%	2,824	8.4%	50	1.9%
\$200,000+	2,478	7.6%	3,009	9.0%	106	4.3%
Total	32,480	100.0%	33,467	100.0%		

Source: HISTA Data / Ribbon Demographics 2019, Novogradac Consulting LLP, January 2020

As illustrated, the largest concentrations of renter households fall into the \$60,000 to \$124,999 income cohorts. Residents of the Subject will need to earn between \$0 to \$78,660 for the Subject’s housing units as proposed and from \$21,840 to \$78,660 absent subsidy.

Household Size Distribution

The table below shows the breakdown of households by number of persons in the household within the Subject’s PMA.

PMA HOUSEHOLD SIZE DISTRIBUTION						
	2000		2019		2024	
Household Size	Total	Percent	Total	Percent	Total	Percent
1 persons	14,899	39.2%	20,975	42.6%	21,946	42.8%
2 persons	11,028	29.0%	14,655	29.8%	15,193	29.7%
3 persons	4,694	12.3%	5,973	12.1%	6,232	12.2%
4 persons	3,478	9.2%	3,992	8.1%	4,106	8.0%
5+ persons	3,910	10.3%	3,615	7.3%	3,739	7.3%
Total	38,009	100.0%	49,210	100.0%	51,216	100.0%

Source: Esri Demographics 2019, Novogradac Consulting LLP, January 2020

As of 2019, the majority of households in the PMA consist of one and two persons.

Renter Household Size Distribution

The table below shows the breakdown of renter households by number of persons in the household within the Subject’s PMA.

PMA RENTER HOUSEHOLD SIZE DISTRIBUTION						
	2000		2019		2024	
Household Size	Total	Percent	Total	Percent	Total	Percent
1 persons	10,116	40.3%	15,231	46.9%	15,822	47.3%
2 persons	6,764	27.0%	8,740	26.9%	8,850	26.4%
3 persons	3,131	12.5%	3,847	11.8%	3,992	11.9%
4 persons	2,360	9.4%	2,399	7.4%	2,473	7.4%
5+ persons	2,716	10.8%	2,263	7.0%	2,330	7.0%
Total	25,087	100.0%	32,480	100.0%	33,467	100.0%

Source: Esri Demographics 2019, Novogradac Consulting LLP, January 2020

Historically, the majority of renter households in the PMA have consisted of one and two-person households. In 2019, approximately 73.8 percent of renter-households were one or two-persons. The overwhelming number of one and two-person renter-households is a positive sign for the multifamily development of the Subject.

Median Household Income Levels

The table below illustrates median household income levels in the PMA, the MSA, and the nation from 2000 through 2024. Note that this is based on data for all household sizes and is independent of the calculation of AMI.

MEDIAN HOUSEHOLD INCOME

Year	PMA		Washington-Arlington-Alexandria, DC-VA-MD-WV MSA		USA	
	Amount	Annual Change	Amount	Annual Change	Amount	Annual Change
2000	\$34,330	-	\$62,788	-	\$44,882	-
2019	\$95,713	9.3%	\$102,025	3.2%	\$60,548	1.8%
2024	\$105,569	2.1%	\$110,163	1.6%	\$69,180	2.9%

Source: Esri Demographics 2019, Novogradac Consulting LLP, January 2020

As of 2019, the median income in the PMA is slightly below the surrounding MSA. Median household income growth in the PMA exceeded the MSA between 2000 and 2019. Income growth in both geographic areas exceeded the overall nation during this time period. In particular, median income in the PMA rose from 76 percent of the national median income in 2000 to 158 percent in 2019. The overall rise in median income levels reflects a market where lower income households may be priced out by more affluent households. It also indicates that affordable housing properties should prosper in the future as incomes and, therefore, achievable rents rise. According to ESRI demographic projections, annualized PMA growth is expected to trail the nation, yet be above the MSA.

Rent Overburdened Households

The following table illustrates the percentage of households paying greater than 35 percent of their income towards housing in the PMA, the MSA, and the nation.

RENT OVERBURDENED

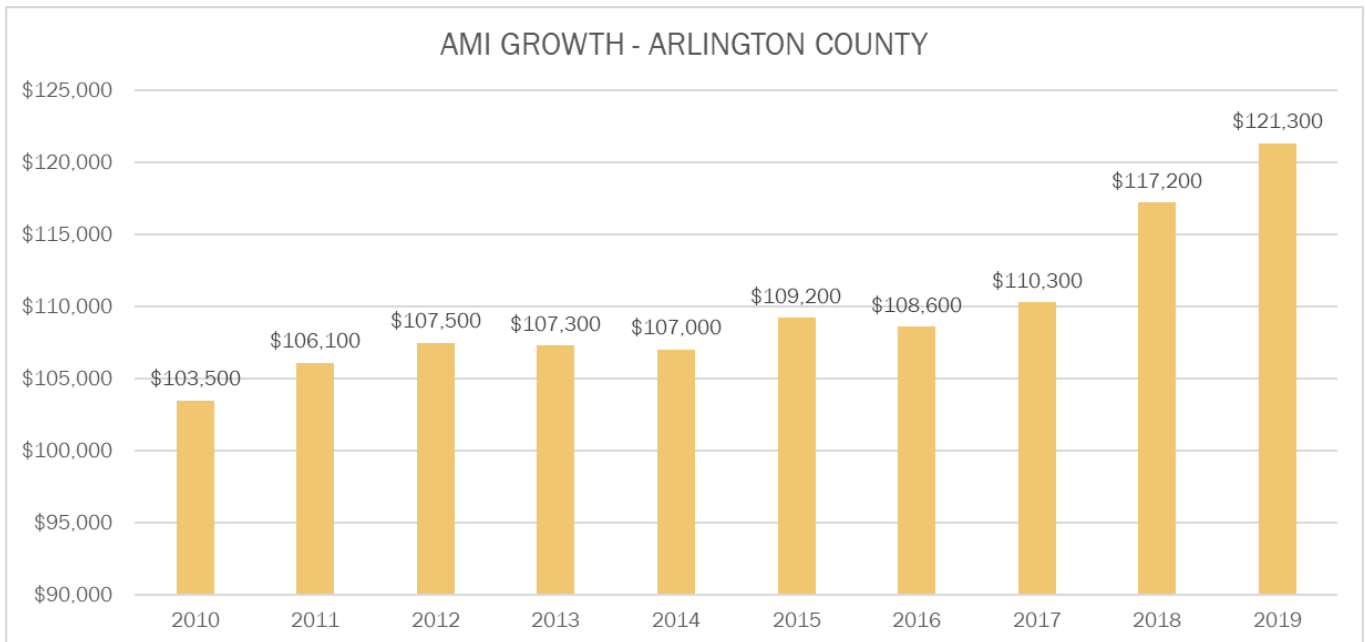
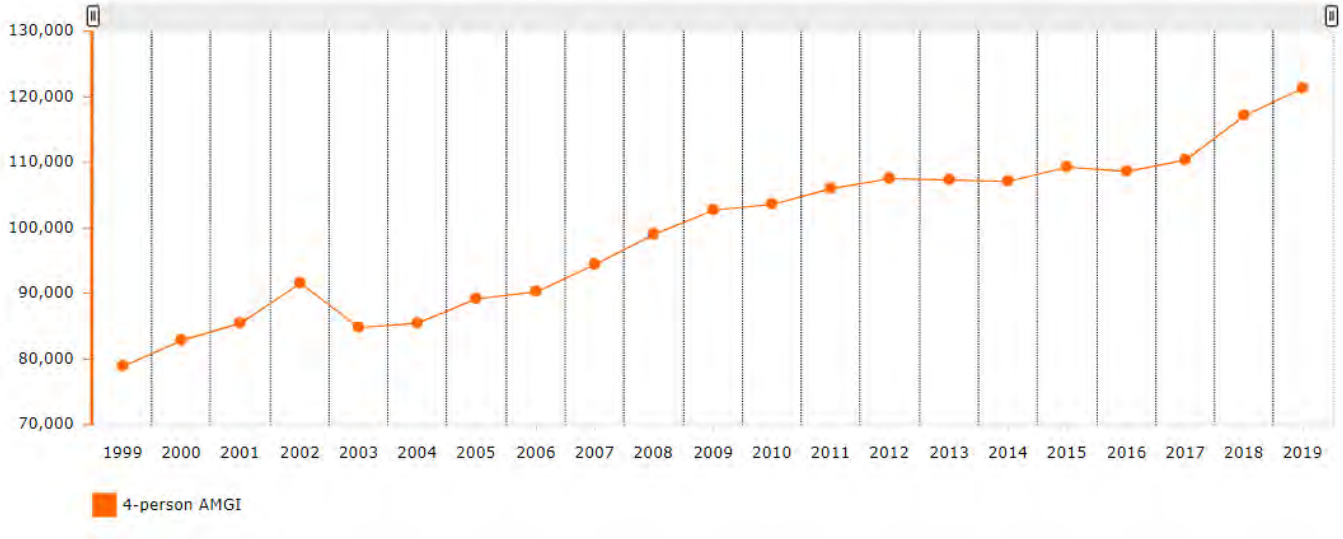
Year	PMA		Washington-Arlington-Alexandria, DC-VA-MD-WV MSA		USA	
	Amount	Percentage	Amount	Percentage	Amount	Percentage
2019	9,713	33.8%	289,106	38.7%	16,657,755	42.7%

Source: Esri Demographics 2019, Novogradac Consulting LLP, January 2020

As illustrated, the percentage of rent overburdened households in the PMA is below the MSA and the nation.

Area Median Income

For Section 42 LIHTC rent determination purposes, the AMI is used. The following chart illustrates the AMI level for a four-person household in Arlington County.



Source: Novogradac Consulting LLP, December 2019

Overall, the AMI has increased by an average of 1.9 percent annually between 1999 and 2019. The AMI in Arlington County reached a record high in 2019.

Conclusion

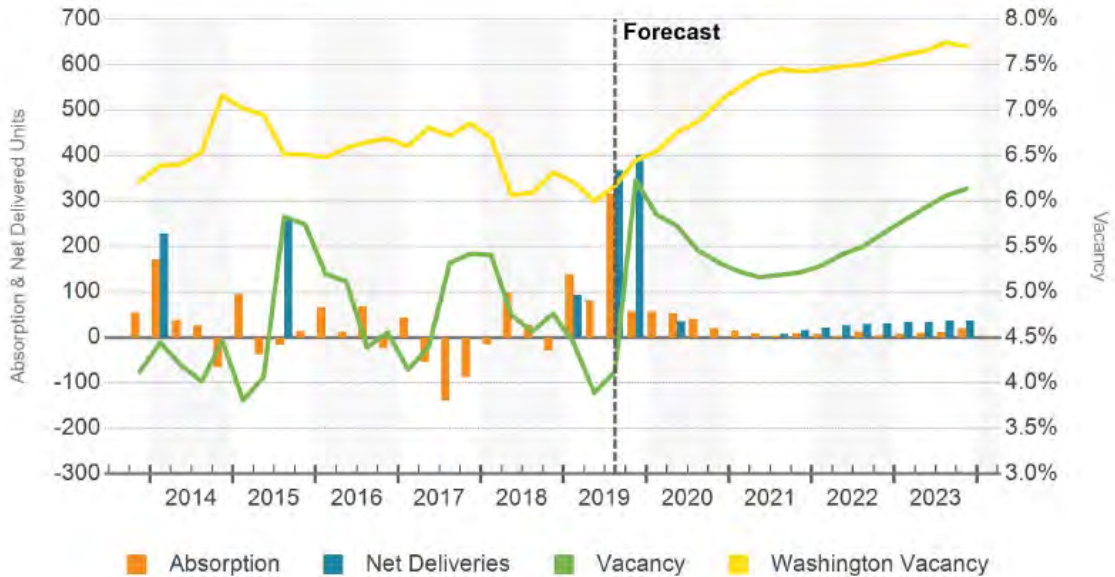
The population in the PMA increased by 25.4 percent between 2000 and 2019, compared to the 28.6 percent increase in the regional MSA and 18.2 percent increase across the overall nation. The percentage of renter households in the PMA remained relatively stable between 2000 and 2019, and is estimated to be 66 percent as of 2019. This is more than the estimated 33 percent of renter households across the overall nation. As of 2019, the median income in the PMA is slightly below the surrounding MSA. Median household income growth in the PMA exceeded the MSA between 2000 and 2019. Income growth in both geographic areas exceeded the overall nation during this time period. In particular, median income in the PMA rose from 76 percent of the national median income in 2000 to 158 percent in 2019. Overall, the combination of rising population and household income levels bodes well for future demand for multifamily housing.

H. COMPETITIVE ENVIRONMENT

HOUSING SUMMARY

We consulted a Costar report for the outlying Arlington County submarket to gather information on the local apartment rental market. The following chart illustrates vacancy in the green line.

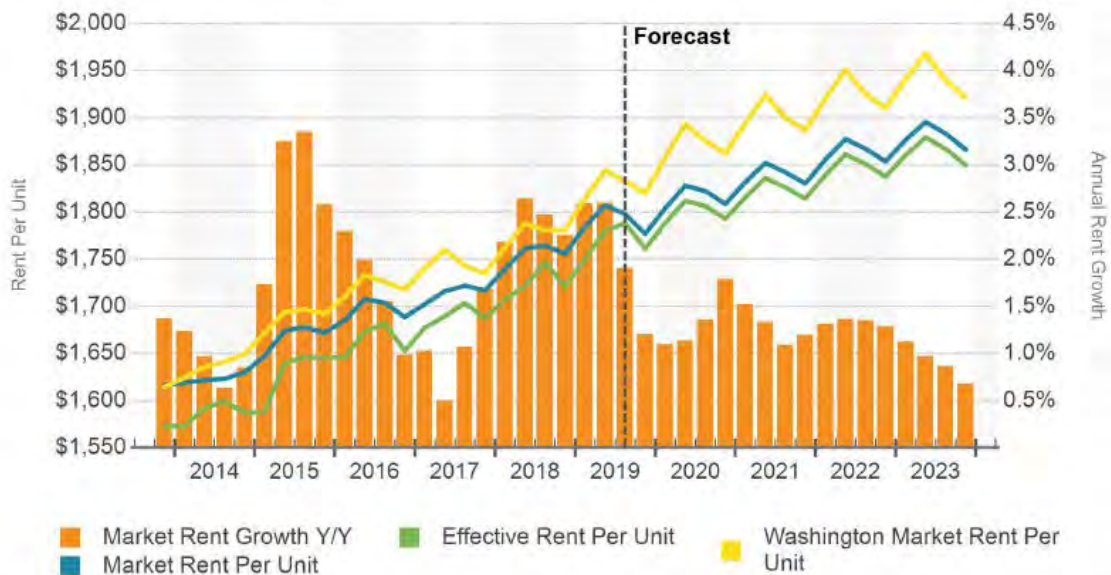
ABSORPTION, NET DELIVERIES & VACANCY



Source: CoStar, December 2019

Vacancy in the submarket has historically remained below vacancy levels in the Washington DC metro area. The vacancy rate in the submarket is currently 5.4 percent. Vacancy levels are expected to increase in 2020 and level out to an average of 5.7 percent over the next five years. However, the vacancy rate is expected to remain below that of the Washington DC metro area.

MARKET RENT PER UNIT & RENT GROWTH



Source: CoStar, December 2019

Asking rent growth is illustrated in the orange bars in the previous chart. According to Costar, asking rent growth in the submarket was 1.2 percent over the past 12 months. Over the next five years, asking rent growth in the submarket is expected to average 1.1 percent.

Age of Housing Stock

The following table illustrate the age of the existing housing stock in the PMA.

HOUSING STOCK BY YEAR BUILT						
	PMA		Washington-Arlington-Alexandria, DC-VA-MD-WV MSA		USA	
Built 2005 or later	1,562	3.0%	68,834	3.0%	3,112,243	2.3%
Built 2000 to 2004	6,327	12.3%	349,750	15.3%	19,663,902	14.7%
Built 1990 to 1999	4,362	8.5%	337,334	14.7%	18,945,953	14.1%
Built 1980 to 1989	5,848	11.4%	373,757	16.3%	18,399,296	13.7%
Built 1970 to 1979	6,630	12.9%	338,545	14.8%	20,920,173	15.6%
Built 1960 to 1969	8,477	16.5%	282,718	12.3%	14,577,264	10.9%
Built 1950 to 1959	7,606	14.8%	223,309	9.8%	14,229,384	10.6%
Built 1940 to 1949	6,617	12.8%	118,021	5.2%	6,903,420	5.1%
Built 1939 or earlier	4,086	7.9%	197,478	8.6%	17,451,760	13.0%
Total Housing Units	51,515	100.0%	2,289,746	100.0%	134,203,395	100.0%

Source: US Census American Community Estimates, January 2020

As illustrated in the previous table, the majority of the housing stock in the Subject’s PMA was built prior to 1980.

Substandard Housing

The following table illustrates the percentage of housing units that are considered substandard.

SUBSTANDARD HOUSING			
Year	PMA	Washington-Arlington-Alexandria, DC-VA-MD-WV MSA	USA
	<i>Percentage</i>	<i>Percentage</i>	<i>Percentage</i>
2019	0.74%	1.12%	1.70%

Source: Esri Demographics 2019, Novogradac Consulting LLP, January 2020

The percentage of residents living in substandard housing in the PMA is below that of the MSA and the nation.

Building Permits

The following table depicts building activity from 2000 through October 2019 for Arlington County.

BUILDING PERMITS: ARLINGTON COUNTY 2000 - 2019*

Year	Single-family and Duplex	Three and Four-Family	Five or More Family	Total Units
2000	81	0	730	811
2001	171	0	749	920
2002	17	0	0	17
2003	7	0	0	7
2004	184	0	1,090	1,274
2005	166	12	1,097	1,275
2006	203	0	2,757	2,960
2007	151	0	1,970	2,121
2008	119	3	1,057	1,179
2009	156	0	458	614
2010	286	0	589	875
2011	193	0	1,752	1,945
2012	158	0	2,049	2,207
2013	204	0	730	934
2014	229	0	1,931	2,160
2015	245	0	407	652
2016	382	0	1,532	1,914
2017	184	0	2,700	2,884
2018	452	0	5,096	5,548
2019*	125	0	1,011	1,136
Total	3,713	15	27,705	31,433
Average*	189	1	1,405	1,595

*YTD, preliminary

Source: US Census Bureau Building Permits, December 2019

Approximately 88 percent of building permits issued in Arlington County since 2000 have been for multifamily units. The most recent years with finalized data indicate construction activity increased by 92.4 percent between 2017 and 2018 and reached a new record in 2018. After a large influx of building permits in 2018, permit issuance decreased in 2019.

Rent/Buy Analysis

We performed a rent/buy analysis. Our inputs assume a three-bedroom single-family home listing on *Zillow* in the Subject's neighborhood with a purchase price of \$847,000 and an interest rate of 3.64 percent for a 30-year fixed mortgage with a ten percent down payment. This was compared to the cost to rent the Subject's three-bedroom unit. This analysis indicates that with a monthly differential of \$3,500 it is more affordable to rent than to purchase a home. This indicates that the Subject and home ownership at current interest rate levels are considered comparable. The rent buy analysis is illustrated in the following table.

RENT BUY ANALYSIS			
Property Type:	Three-Bedroom Single Family Home		
Sale Price			\$485,000
Down Payment at 10%			\$48,500
Mortgage Amount			\$436,500
Current Interest Rate			3.64%
	<i>Homeownership Costs</i>	<i>Monthly</i>	<i>% of Home Value</i>
Mortgage Payment		\$1,994	\$23,932
Property Taxes		\$505	1.25%
Private Mortgage Insurance ¹		\$182	0.50%
Maintenance		\$808	2.00%
Utility Costs ²		\$11	\$132
Tax Savings		-\$454	-\$5,454
Cost Comparison			
		<i>Monthly</i>	<i>Annual</i>
Costs of Homeownership		\$3,046	\$36,555
Cost of Renting At Subject	-	\$1,750	\$21,000
Differential		\$1,296	\$15,555
Cost of Occupancy			
	<i>Homeownership</i>		
Closing Costs		3.0%	\$14,550
Down Payment at 10%		10.0%	\$48,500
Total			\$63,050
	<i>Subject Rental</i>		
First Month's Rent		\$1,750	
Security Deposit		\$1,750	
Total		\$3,500	

(1) Based upon 0.50 percent of mortgage amount.

(2) Utility Costs Included in Rent at Subject

As illustrated, the “cost of occupancy” category adds to \$63,050 for the down payment and closing costs. The cash necessary for homeownership is still a barrier to many families. In general, first-time homebuyers have difficulty saving for a down payment. Due to the difficulty obtaining financing in today’s market, we believe homeownership will have a limited or negligible effect on occupancy for the Subject property.

SURVEY OF COMPARABLE PROPERTIES

Comparable properties are examined on the basis of physical characteristics; i.e., building type, building age/quality, the level of common amenities, absorption rates, and similarity in rent structure. We attempted to compare the Subject to properties from the competing market, in order to provide a picture of the general economic health and available supply in the market.

Description of Property Types Surveyed/Determination of Number of Tax Credit Units

To evaluate the competitive position of the Subject, 2,273 units in 10 rental properties were surveyed in depth. The availability of LIHTC data is considered good. We included five LIHTC comparables located within 2.4 miles of the Subject within the PMA. The availability of market rate data is also considered good. We included five market rate comparables located within 1.0 mile of the Subject within the PMA. Overall, we believe the availability of data is adequate to support our conclusions.

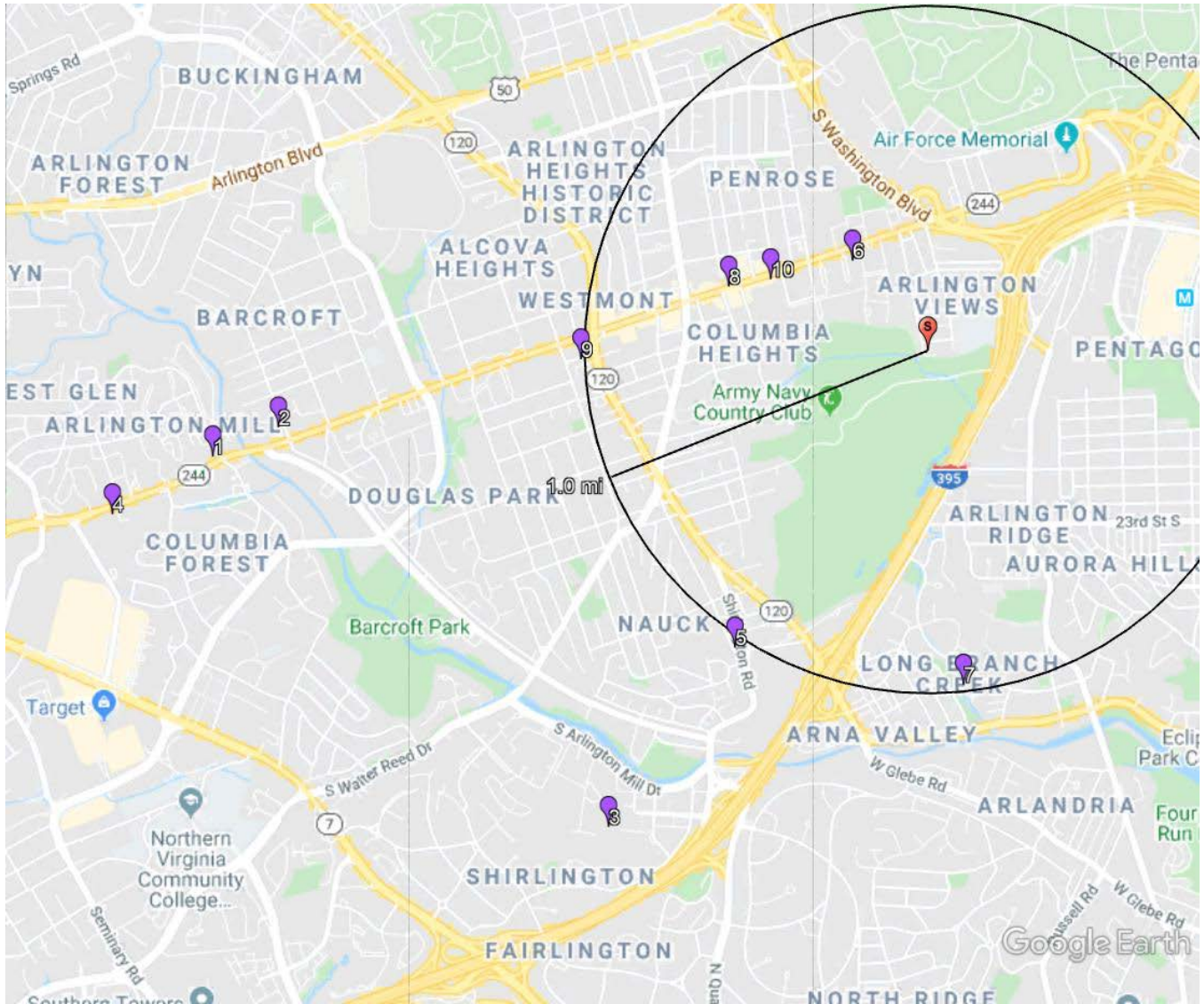
Excluded properties include, but are not limited to the properties located in the following table.

EXCLUDED PROPERTIES

Property Name	Rent Structure	Tenancy	Reason for Exclusion
Arbor Heights	LIHTC	Family	More comparable properties available
Arna Valley View	LIHTC	Family	More comparable properties available
Beverly Park	LIHTC	Family	More comparable properties available
Claridge House	Section 8	Family	Subsidized
Cleveland Cheshire Home	Section 8	Senior	Subsidized; differing tenancy
Columbia Grove	LIHTC / Market	Family	More comparable properties available
Dominion Plaza	Market	Family	Inferior condition
Dorchester Apartments	Market	Family	Inferior condition
Elbert Avenue Apartments	LIHTC	Family	More comparable properties available
Fields of Arlington	LIHTC / Market	Family	More comparable properties available
Fort Henry Gardens	LIHTC	Family	More comparable properties available
Grandview Apartments	LIHTC	Family	More comparable properties available
Harvey Hall	LIHTC / Market	Family	More comparable properties available
Hollybrooke Apartments	LIHTC	Family	More comparable properties available
Jackson Crossing	LIHTC	Family	More comparable properties available
Key Gardens	LIHTC / Market	Family	More comparable properties available
Lenox Club	LIHTC / Market	Family	More comparable properties available
Monterey Apartments	LIHTC	Family	More comparable properties available
Nelson Cheshire Home	Section 8	Senior	Subsidized; differing tenancy
Oakland Apartments	Market	Family	Inferior condition
Park At Arlington Ridge	Market	Family	Inferior condition
Quebec Apartments	LIHTC / Market	Family	More comparable properties available
South 7th Street Group Home	Section 8	Special Needs	Subsidized; differing tenancy
Virginia Gardens	LIHTC / Market	Family	More comparable properties available
Westmont Gardens	Market	Family	Inferior condition
Woodland Hill	Section 8	Senior	Subsidized; differing tenancy

Detailed matrices describing the individual competitive properties, as well as the proposed Subject, are provided in the addenda of this report. A map illustrating the location of the Subject in relation to the comparable properties follows.

Comparable Rental Property Map



Source: Google Earth, January 2020

COMPARABLE PROPERTIES

#	Comparable Property	City	Rent Structure	Distance to Subject
S	Arlington View Terrace East	Arlington	@30%, @50%, @50% (Section 8), @60%, @60% (PBRA), @60% (Section 8)	-
1	Arlington Mill Residences	Arlington	@30% (Section 8), @50%, @60%	2.1 miles
2	Buchanan Gardens	Arlington	@50%, @60%	1.9 miles
3	Macedonia Apartments	Arlington	@50%, @50% (HOME), @60%	1.6 miles
4	The Shell	Arlington	@50%, @60%	2.4 miles
5	The Shelton Apartments	Arlington	@40%, @50%, @60%	1.0 miles
6	Columbia Crossing	Arlington	Market	0.4 miles
7	Park At Arlington Ridge	Arlington	Market	0.9 miles
8	Penrose Square	Arlington	Market	0.6 miles
9	Pike 3400	Arlington	Market	1.0 miles
10	Siena Park	Arlington	Market	0.5 miles

PROPERTY CHARACTERISTICS

Following are relevant characteristics of the comparable properties surveyed.

Location

All of the comparables are located within the Subject’s Primary Market Area (PMA). The differences in locations including surrounding uses, crime, median incomes, walkability, and school district will determine the Subject’s location in comparison to the surveyed comparables.

LOCATION COMPARISON SUMMARY

#	Property Name	City	Rent Structure	Distance to Subject	Household Income	Median Home Value	Median Rent	Crime Index	Walk Score	Transit Score	Vacant Housing	% Renter
S	Arlington View Terrace East	Arlington	LIHTC/ Section 8	-	\$91,348	\$479,400	\$1,542	99	37	61	7.2%	71.5%
1	Arlington Mill Residences	Arlington	LIHTC/ Section 8	2.1 miles	\$63,192	\$479,400	\$1,542	64	76	59	7.0%	56.8%
2	Buchanan Gardens	Arlington	LIHTC	1.9 miles	\$65,565	\$479,400	\$1,542	66	77	58	9.1%	54.2%
3	Macedonia Apartments	Arlington	LIHTC/HOME	1.6 miles	\$109,921	\$429,700	\$1,896	48	75	58	6.7%	49.8%
4	The Shell	Arlington	LIHTC	2.4 miles	\$56,762	\$479,400	\$1,542	62	76	59	9.6%	60.6%
5	The Shelton Apartments	Arlington	LIHTC	1.0 miles	\$102,594	\$479,400	\$1,542	59	62	53	5.1%	59.1%
6	Columbia Crossing	Arlington	Market	0.4 miles	\$88,451	\$479,400	\$1,542	173	74	59	9.2%	72.7%
7	Park At Arlington Ridge	Arlington	Market	0.9 miles	\$86,851	\$429,700	\$1,896	72	74	49	10.2%	65.6%
8	Penrose Square	Arlington	Market	0.6 miles	\$96,944	\$479,400	\$1,542	99	94	60	8.1%	66.9%
9	Pike 3400	Arlington	Market	1.0 miles	\$105,200	\$479,400	\$1,542	80	89	61	5.9%	52.0%
10	Siena Park	Arlington	Market	0.5 miles	\$94,929	\$479,400	\$1,542	105	92	59	8.5%	67.8%

The Subject’s location is considered good. The Subject is located within 2.4 miles of the LIHTC comparables and within 1.0 mile of the market rate comparables. Based on our site inspection, retail uses in the Subject’s larger neighborhood are approximately 90 percent occupied. The residential uses in the Subject’s neighborhood are generally in average to good condition.

The Subject’s neighborhood has a higher median household income level as compared to Arlington Mill Residences, Buchanan Gardens, and The Shell; however, these properties have locations with higher walk scores. The Subject’s location has been classified as “car dependent” with a Walk Score of 37 from WalkScore.com. All of the comparables have higher walk scores that are classified as “somewhat walkable,” “very walkable,” or a “walker’s paradise.” It should be noted that although Columbia Crossing, Siena Park, and Penrose Square are located in close proximity to the Subject, they are located in areas with better access to retail on Columbia Pike. While the Subject and all the comparables are located in close proximity to bus stops, the Subject nor the comparables are located within walking distance to Metro stations.

Based on all of these factors as well as our inspection, we find the Subject’s location to be generally similar to the comparable properties.

Age, Condition, and Design

The following table illustrates the Subject’s design and condition in comparison to the comparable properties.

ARLINGTON VIEW TERRACE EAST- ARLINGTON, VIRGINIA – MARKET STUDY

Subject	Arlington Mill Residences	Buchanan Gardens	Macedonia Apartments	The Shell	The Shelton Apartments	Columbia Crossing	Park At Arlington Ridge	Penrose Square	Pike 3400	Siena Park	
Rent Structure	LIHTC/ Section 8	LIHTC/	LIHTC	LIHTC/HOME	LIHTC	LIHTC	Market	Market	Market	Market	
Building											
Property Type	Midrise	Midrise	Garden	Midrise	Highrise	Midrise	Midrise	Garden	Highrise	Midrise	Highrise
# of Stories	4-stories	4-stories	3-stories	4-stories	7-stories	4-stories	4-stories	3-stories	7-stories	5-stories	7-stories
Year Built	2023	2014	1949	2012	2015	2008	1991	1956	2011	2015	2010
Year Renovated	n/a	n/a	2012	n/a	n/a	n/a	2008	2003/2019	n/a	n/a	n/a
Commercial	no	no	no	no	no	no	no	no	no	yes	no
Elevators	yes	yes	no	yes	yes	yes	yes	no	yes	yes	yes
Courtyard	yes	no	no	no	yes	yes	no	yes	no	yes	no

The Subject will be new construction and in excellent condition upon completion. The comparable properties were all built or renovated between 2008 and 2019. Buchanan Gardens, The Shelton Apartments, Columbia Crossing, and Park at Arlington Ridge offer slightly inferior to inferior condition compared to the proposed Subject. The remaining comparables will offer similar condition overall.

The Subject will be structured as a four-story, midrise, elevator-serviced building. The majority of the comparables offer a similar design to the Subject. Buchanan Gardens and Park at Arlington Ridge offer garden style designs that are generally inferior to the Subject.

Unit Size

The following table summarizes unit sizes in the market area, and provides a comparison of the Subject’s unit size and the surveyed average unit sizes in the market.

UNIT SIZE COMPARISON				
Bedroom Type	0BR	1BR	2BR	3BR
Subject	502	603	901	1,206
Average	531	696	987	1,165
Min	422	451	777	972
Max	620	1,003	1,366	1,448
Advantage/Disadvantage	-5%	-13%	-9%	4%

The Subject’s proposed studio, one and two-bedroom unit sizes are below the surveyed average of the comparable properties and within the range. The Subject’s proposed three-bedroom unit size is above the surveyed average of the comparable properties and within the range. Arlington Mill Residences, The Shell, and Buchanan Gardens reported smaller studio, one and two-bedroom units than the Subject, respectively. All of these properties reported being 100 percent occupied. Therefore, we believe the Subject’s unit sizes will be well accepted in the market. We considered the Subject’s proposed unit sizes in our determination of achievable rents. The following table ranks the Subject’s unit sizes to the unit sizes at the comparable properties.

ARLINGTON VIEW TERRACE EAST- ARLINGTON, VIRGINIA – MARKET STUDY

SQUARE FOOTAGE RANKING COMPARISON

Studio One Bath		One Bedroom One Bath		Two Bedroom One and a Half Bath		Three Bedroom Two Bath	
Property Name	Size	Property Name	Size	Property Name	Size	Property Name	Size
Penrose Square (Market)	620	Columbia Crossing (Market)	811	Penrose Square (Market)(2BA)	1,165	Penrose Square (Market)	1,392
The Shell (@60%)	545	Penrose Square (Market)	731	Pike 3400 (Market)(2BA)	1,134	Columbia Crossing (Market)	1,261
The Shell (@50%)	545	Park At Arlington Ridge (Market)	717	Siena Park (Market)(2BA)	1,133	Arlington View Terrace East (@60%)	1,206
The Shelton Apartments (@40%)	537	Pike 3400 (Market)	694	Columbia Crossing (Market)(2BA)	1,060	Arlington View Terrace East (@50%)	1,206
The Shelton Apartments (@50%)	537	Siena Park (Market)	660	Arlington Mill Residences (@60%)	986	Arlington View Terrace East (@60%)	1,206
Pike 3400 (Market)	525	Macedonia Apartments (@50%)	647	Arlington Mill Residences (@50%)	986	Arlington View Terrace East (@30%)	1,206
Arlington View Terrace East (@30%)	502	Macedonia Apartments (@60%)	647	Arlington Mill Residences (@30%)	986	Buchanan Gardens (@60%)(1BA)	1,200
Arlington Mill Residences (@30%)	422	Macedonia Apartments (@50%)	647	The Shell (@60%)	950	The Shell (@50%)	1,152
		Macedonia Apartments (@60%)	647	The Shell (@50%)	950	The Shell (@60%)	1,152
		Arlington Mill Residences (@30%)	642	Park At Arlington Ridge (Market)(2BA)	914	Arlington Mill Residences (@30%)	1,087
		Arlington Mill Residences (@50%)	642	Arlington View Terrace East (@30%)	901	Arlington Mill Residences (@60%)	1,087
		The Shelton Apartments (@50%)	610	Arlington View Terrace East (@60%)	901	Arlington Mill Residences (@50%)	1,087
		The Shelton Apartments (@40%)	610	Arlington View Terrace East (@50%)	901	The Shelton Apartments (@40%)	1,044
		The Shelton Apartments (@60%)	610	Arlington View Terrace East (@60%)	901	The Shelton Apartments (@50%)	1,044
		Arlington View Terrace East (@30%)	603	Arlington View Terrace East (@60%)	901	The Shelton Apartments (@60%)	1,044
		Arlington View Terrace East (@50%)	603	Buchanan Gardens (@60%)(1BA)	850	Park At Arlington Ridge (Market)	972
		Arlington View Terrace East (@60%)	603	Macedonia Apartments (@60%)(1BA)	808		
		The Shell (@50%)	560	Macedonia Apartments (@50%)(1BA)	808		
		The Shell (@60%)	560	Park At Arlington Ridge (Market)(1BA)	787		
		Buchanan Gardens (@50%)	451	The Shelton Apartments (@40%)(1BA)	777		
		Buchanan Gardens (@60%)	451	The Shelton Apartments (@50%)(1BA)	777		
				The Shelton Apartments (@60%)(1BA)	777		

Utility Structure

The following table details the Subject's utility structure in comparison to the comparable properties. The utility conventions differ at the comparable properties; therefore, we adjusted "base" or "asking" rents of the comparable properties to "net" rents, reflecting the Subject's utility convention.

Subject	Arlington Mill Residences	Buchanan Gardens	Macedonia Apartments	The Shell	The Shelton Apartments	Columbia Crossing	Park At Arlington Ridge	Penrose Square	Pike 3400	Siena Park
Rent Structure	LIHTC/ Section 8	LIHTC/	LIHTC	LIHTC/HOME	LIHTC	LIHTC	Market	Market	Market	Market
Utility Structure										
Cooking	no	no	yes	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no	no
Water	no	yes	yes	no	no	no	no	no	no	no
Sewer	no	yes	yes	no	no	no	no	no	no	no
Trash	yes	yes	yes	yes	yes	yes	no	no	no	no

In-Unit Amenities

The following table compares the Subject's in-unit amenities with comparable properties.

Subject	Arlington Mill Residences	Buchanan Gardens	Macedonia Apartments	The Shell	The Shelton Apartments	Columbia Crossing	Park At Arlington Ridge	Penrose Square	Pike 3400	Siena Park
Rent Structure	LIHTC/ Section 8	LIHTC/ Section 8	LIHTC	LIHTC/HOME	LIHTC	LIHTC	Market	Market	Market	Market
Unit Amenities										
Balcony/Patio	no	yes	no	yes	yes	no	yes	no	yes	no
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Internet	yes	no	no	no	no	no	no	no	no	no
Carpeting	yes	yes	yes	yes	yes	yes	yes	no	yes	no
Hardwood	yes	no	yes	no	yes	no	no	yes	yes	yes
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	no
Ceiling Fan	no	yes	yes	no	no	no	yes	yes	no	no
Coat Closet	yes	yes	yes	yes	yes	no	yes	yes	yes	yes
Exterior Storage	no	no	no	yes	no	yes	yes	no	no	yes
Vaulted Ceilings	no	no	no	no	no	yes	no	no	no	yes
Walk-In Closet	no	no	no	no	yes	yes	no	yes	no	yes
Washer/Dryer	no	no	no	no	no	yes	yes	yes	yes	yes
W/D Hookup	no	no	no	no	no	yes	yes	yes	yes	yes
Kitchen										
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Disposal	yes	yes	yes	yes	yes	yes	yes	yes	no	yes
Microwave	no	yes	yes	yes	yes	yes	yes	yes	yes	yes
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes

The Subject's in-unit amenity package includes, garbage disposals, dishwashers, ovens and refrigerators, which are offered by several of the comparable properties. The Subject will also offer free wifi in all units, which the comparables lack. The LIHTC comparables generally offer slightly inferior amenities, given that they lack in-unit Wifi. The market rate comparables offer in-unit washer/dryers, which generally offset the Subject's in-unit Wifi. Overall, we considered the market rate comparables similar to the Subject in terms of in-unit amenities.

Property Amenities

The following table compares the Subject’s property amenities with comparable properties.

Subject	Arlington Mill Residences	Buchanan Gardens	Macedonia Apartments	The Shell	The Shelton Apartments	Columbia Crossing	Park At Arlington Ridge	Penrose Square	Pike 3400	Siena Park	
Rent Structure	LIHTC/ Section 8	LIHTC/	LIHTC	LIHTC/HOME	LIHTC	LIHTC	Market	Market	Market	Market	
Community											
Business Center	no	yes	no	yes	no	yes	no	yes	yes	no	yes
Community Room	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no
Central Laundry	yes	yes	yes	yes	yes	yes	no	yes	no	no	no
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Concierge	no	no	no	no	no	no	no	no	no	no	yes
Recreation											
Exercise Facility	yes	yes	no	no	yes	yes	yes	yes	yes	yes	yes
Playground	no	yes	yes	no	yes	yes	no	yes	no	no	no
Swimming Pool	no	no	no	no	no	no	yes	yes	yes	yes	yes
Picnic Area	no	yes	no	no	no	no	no	no	no	yes	yes
Adult Education	no	no	no	no	yes	no	no	no	no	no	no
Service Coordination	no	no	no	no	yes	no	no	no	no	no	no
Shuttle Service	no	no	no	no	no	no	no	yes	no	no	no

The Subject will offer a community room, on-site management, central laundry, and exercise facility. Several of the comparables offer business centers, which the Subject lacks. The majority of the LIHTC comparables offer slightly superior property amenities. All of the market rate comparables offer swimming pools and are superior to the Subject in terms of property amenities.

Security Features

The following table compares the Subject’s security amenities with comparable properties.

Subject	Arlington Mill Residences	Buchanan Gardens	Macedonia Apartments	The Shell	The Shelton Apartments	Columbia Crossing	Park At Arlington Ridge	Penrose Square	Pike 3400	Siena Park	
Rent Structure	LIHTC/ Section 8	LIHTC/	LIHTC	LIHTC/HOME	LIHTC	LIHTC	Market	Market	Market	Market	
Crime Risk Index	99	64	66	48	62	59	173	72	99	80	105
Security											
In-Unit Alarm	no	no	no	no	no	no	yes	no	no	no	no
Intercom (Buzzer)	no	yes	no	yes	yes	yes	yes	yes	yes	yes	yes
Intercom (Phone)	no	no	no	no	no	no	no	yes	no	no	no
Limited Access	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Video Surveillance	yes	no	no	no	yes	no	no	no	no	no	no

The Subject will offer limited access via intercom in terms of security features. All of the comparable properties some form of security feature including intercoms and limited access. Given the features at the comparable properties, we believe the Subject’s security features are market-oriented and will be well accepted in the market.

Parking

The following table compares the Subject’s parking amenities with comparable properties.

Subject	Arlington Mill Residences	Buchanan Gardens	Macedonia Apartments	The Shell	The Shelton Apartments	Columbia Crossing	Park At Arlington Ridge	Penrose Square	Pike 3400	Siena Park	
Rent Structure	LIHTC/ Section 8	LIHTC/	LIHTC	LIHTC/HOME	LIHTC	LIHTC	Market	Market	Market	Market	
Walk Score	37	76	77	75	76	62	74	74	94	89	92
Parking Ratio	0.83	1.00	1.00	n/a	n/a	0.80	0.80	0.20	2.50	0.80	2.20
Parking											
Carport	no	no	no	no	no	no	no	yes	no	no	no
Carport Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$45	\$0	\$0	\$0
Garage	yes	yes	no	yes	yes	yes	no	yes	yes	yes	yes
Garage Fee	\$0	\$25	\$0	\$0	\$50	\$35	\$40	\$75	\$40	\$100	\$100
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Off-Street Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

The Subject will offer approximately 63 underground garage parking spaces, and one street parking space, which equates to approximately .83 spaces per unit, free of charge. All of the comparables offer parking. The majority of the comparables charge a fee for parking. Given that the Subject will offer free garage parking, it

is generally superior overall. The Subject's parking ratio is within the range of the comparables. We considered the Subject's parking in our achievable rent determination.

MARKET CHARACTERISTICS

Following are relevant market characteristics for the comparable properties surveyed.

Tenant Makeup

The following table illustrates voucher usage at the comparables.

TENANTS WITH VOUCHERS		
Property Name	Rent Structure	Housing Choice Voucher Tenants
Arlington Mill Residences	LIHTC/ Section 8	35%
Buchanan Gardens	LIHTC	25%
Macedonia Apartments	LIHTC/HOME	18%
The Shell	LIHTC	15%
The Shelton Apartments	LIHTC	20%
Columbia Crossing	Market	0%
Park At Arlington Ridge	Market	0%
Penrose Square	Market	0%
Pike 3400	Market	0%
Siena Park	Market	N/A

The LIHTC comparables reported voucher usage ranging from 15 to 35 percent, averaging 23 percent. Several of the market rate comparables do not accept vouchers. We believe the Subject will operate with 20 to 25 percent voucher tenancy.

Turnover

The following table illustrates reported turnover for the comparable properties.

TURNOVER		
Property Name	Rent Structure	Annual Turnover
Arlington Mill Residences	LIHTC/ Section 8	5%
Buchanan Gardens	LIHTC	16%
Macedonia Apartments	LIHTC/HOME	26%
The Shell	LIHTC	5%
The Shelton Apartments	LIHTC	22%
Columbia Crossing	Market	30%
Park At Arlington Ridge	Market	17%
Penrose Square	Market	25%
Pike 3400	Market	15%
Siena Park	Market	N/A
Average Turnover		18%

Turnover rates at the LIHTC and mixed-income comparable properties range from five to 26 percent, averaging 18 percent. The market rate properties reported higher turnover rates ranging from 15 to 30 percent, averaging 22 percent. We believe the Subject will experience turnover of approximately 20 percent or less, similar to the LIHTC properties.

Vacancy Levels

The following table summarizes overall weighted vacancy levels at the surveyed properties.

OVERALL VACANCY				
Property Name	Rent Structure	Total Units	Vacant Units	Vacancy Rate
Arlington Mill Residences	LIHTC/ Section 8	122	0	0.0%
Buchanan Gardens	LIHTC	111	0	0.0%
Macedonia Apartments	LIHTC/HOME	36	0	0.0%
The Shell	LIHTC	83	0	0.0%
The Shelton Apartments	LIHTC	94	2	2.1%
Columbia Crossing	Market	247	9	3.6%
Park At Arlington Ridge	Market	836	24	2.9%
Penrose Square	Market	299	23	7.7%
Pike 3400	Market	257	12	4.7%
Siena Park	Market	188	8	4.3%
Total LIHTC		446	2	0.4%
Total Market Rate		1,827	76	4.2%
Overall Total		2,273	78	3.4%

The comparables reported vacancy rates ranging from zero to 7.7 percent, with an overall weighted average of 3.4 percent. Managers at four of the five LIHTC properties reported being fully occupied. The average vacancy rate reported by the affordable comparables was 0.4 percent, well below the 4.2 percent average reported by the market rate properties. The average LIHTC vacancy rate of 0.4 percent is considered exceptionally low, and indicative of supply constrained conditions. Penrose Square reported a vacancy rate of 7.7 percent. According to the property manager, the vacancy rate is due to tenants moving out to purchase homes recently, but the property typically operates with a vacancy rate of four to six percent. Based on the performance of the LIHTC comparables, we expect the Subject will operate with a vacancy rate of approximately five percent or less.

The following table details vacancy by bedroom type for the comparable properties surveyed:

VACANCY BY BEDROOM TYPE						
Property Name	Rent Structure	OBR	1BR	2BR	3BR	Overall
Arlington Mill Residences	LIHTC/ Section 8	0.0%	0.0%	0.0%	0.0%	0.0%
Buchanan Gardens	LIHTC	-	0.0%	0.0%	0.0%	0.0%
Macedonia Apartments	LIHTC/HOME	-	0.0%	0.0%	-	0.0%
The Shell	LIHTC	0.0%	0.0%	0.0%	0.0%	0.0%
The Shelton Apartments	LIHTC	0.0%	3.4%	2.1%	0.0%	2.1%
Columbia Crossing	Market	-	-	-	-	3.6%
Park At Arlington Ridge	Market	-	-	-	-	2.9%
Penrose Square	Market	0.0%	-	-	0.0%	7.7%
Pike 3400	Market	-	-	-	-	4.7%
Siena Park	Market	-	-	-	-	4.3%

The Subject will consist of studio, one, two and three-bedroom units. One-bedroom vacancy rates ranged from zero to 3.4 percent. Two-bedroom vacancy rents ranged from zero to 2.1 percent. Three-bedroom vacancy rates for properties that reported vacancy by bedroom type were three percent. Overall, the vacancy rates in the market are low. This supports that there is demand for additional rental housing in the market. Given the strong local household growth rates, we believe the Subject will not negatively impact the existing properties in the market.

Concessions

None of the LIHTC comparables are currently offering concessions. Of the market rate comparables surveyed, Park at Arlington Ridge, Penrose Square, and Siena Park reported the use of concessions. Given the low vacancy rates among LIHTC comparables in the market, we do not anticipate that the Subject will need to offer concessions to maintain a stabilized occupancy rate upon completion. The comparables rents have been adjusted for concessions.

Waiting Lists

The following table illustrates the length of waiting lists reported at the comparable developments.

WAITING LIST		
Property Name	Rent Structure	Waiting List Length
Arlington Mill Residences	LIHTC/ Section 8	Two years in length
Buchanan Gardens	LIHTC	Four to six months
Macedonia Apartments	LIHTC/HOME	None maintained
The Shell	LIHTC	None maintained; first come, first serve
The Shelton Apartments	LIHTC	None maintained
Columbia Crossing	Market	None
Park At Arlington Ridge	Market	None
Penrose Square	Market	Yes, for studio and 3BR but couldn't provide length
Pike 3400	Market	Yes, two months
Siena Park	Market	None

Two of the five LIHTC comparables and two of the five market rate comparables reported waiting lists. The remaining comparables do not maintain waiting list. However, the majority of local property managers of the affordable developments reported that there is strong demand in the market for affordable housing. Given the low vacancy rates among the LIHTC comparables, we believe that the Subject could maintain a waiting list as a stabilized LIHTC property.

Absorption

We were able to obtain absorption information from the following properties.

ABSORPTION				
Property Name	Rent	Year	Total Units	Absorption (units/month)
The Springs	LIHTC	2016	104	46
The Shell	LIHTC	2015	83	28
The View at Liberty Center	Market	2014	257	21
The Maxwell	Market	2014	163	30
Arlington Mill Residences	LIHTC	2014	122	61
Sedona	Market	2013	271	20
Macedonia Apartments	LIHTC	2012	36	36
2201 Pershing	Market	2012	188	32
The Jordan	LIHTC	2011	90	30

The LIHTC comparables illustrate absorption rates ranging from 28 to 61 units per month, with an average of 40 units per month. The market rate properties experienced lower rates of 20 to 32 units per month, with an average of 25 units per month. Therefore, we estimate the Subject will experience an absorption rate of 30 units per month, indicating an absorption period of two to three months.

Rental Rate Increases

The following table illustrates rental rate increases as reported by the comparable properties.

RENT GROWTH		
Property Name	Rent Structure	Rent Growth
Arlington Mill Residences	LIHTC/ Section 8	Increased to 2019 maximum
Buchanan Gardens	LIHTC	Increased 4%
Macedonia Apartments	LIHTC/HOME	Kept at max. allowable
The Shell	LIHTC	Kept at max. allowable
The Shelton Apartments	LIHTC	Kept at max. allowable
Columbia Crossing	Market	Fluctuates daily
Park At Arlington Ridge	Market	None
Penrose Square	Market	Fluctuates daily
Pike 3400	Market	Fluctuates daily
Siena Park	Market	Fluctuates daily

The LIHTC comparables are achieving maximum allowable levels and generally reported increases to maximum allowable levels. According to Costar, asking rent growth in the submarket was 1.2 percent over the past 12 months. Over the next five years, asking rent growth in the submarket is expected to average 1.1 percent. We anticipate that the Subject will be able to achieve regular rental rate increases of two percent, although within the limits of LIHTC maximum allowable rent guidelines.

Reasonability of Rents

The following table is a comparison of the Subject’s and comparable properties’ rents. For the purposes of this market study, “Base Rents” are the actual rents quoted to the tenant, and are most frequently those rents that potential renters consider when making a housing decision. “Net rents” are rents adjusted for the cost of utilities (adjusted to the Subject’s convention) and are used to compensate for the differing utility structures of the Subject and the comparable properties. Net rents represent the actual costs of residing at a property, and help to provide an “apples-to-apples” comparison of rents.

The table below illustrates the Subject’s proposed rents and unit mix. It should be noted that these square footages provided are average unit sizes at the property.

PROPOSED RENTS							
Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2019 LIHTC Maximum Allowable Gross Rent	2019 HUD Fair Market Rents
@30%							
0BR / 1BA	502	1	\$569	\$68	\$637	\$637	\$1,415
1BR / 1BA	603	3	\$593	\$89	\$682	\$682	\$1,454
2BR / 1.5BA	901	2	\$703	\$116	\$819	\$819	\$1,665
3BR / 2BA	1,206	2	\$803	\$143	\$946	\$946	\$2,176
@50%							
1BR / 1BA	603	5	\$1,049	\$89	\$1,138	\$1,138	\$1,454
3BR / 2BA	1,206	6	\$1,434	\$143	\$1,577	\$1,577	\$2,176
@50% (Section 8)							
2BR / 1.5BA	901	20	\$1,249	\$116	\$1,365	\$1,365	\$1,665
@60%							
2BR / 1.5BA	901	14	\$1,522	\$116	\$1,638	\$1,638	\$1,665
3BR / 2BA	1,206	6	\$1,750	\$143	\$1,893	\$1,893	\$2,176
@60% (Project Based Rental Assistance - PBRA)							
1BR / 1BA	603	6	\$1,276	\$89	\$1,365	\$1,365	\$1,454
2BR / 1.5BA	901	1	\$1,522	\$116	\$1,638	\$1,638	\$1,665
3BR / 2BA	1,206	1	\$1,750	\$143	\$1,893	\$1,893	\$2,176
@60% (Section 8)							
2BR / 1.5BA	901	10	\$1,522	\$116	\$1,638	\$1,638	\$1,665
77							

Notes (1) Source of Utility Allowance provided by the Developer.

Comparable LIHTC Rents

The Subject’s proposed LIHTC rents are set at maximum allowable levels. The following tables illustrate the Subject’s LIHTC rents compared to the LIHTC rents of the comparable LIHTC properties. The rents have been adjusted for variance in utilities, as well as concessions, if applicable.

LIHTC RENT COMPARISON @30%							
Property Name	County	Tenancy	0BR	1BR	2BR	3BR	Rents at Max?
Arlington View Terrace East	Arlington	Family	\$569	\$593	\$703	\$803	
LIHTC Maximum Rent (Net)	Arlington		\$569	\$593	\$703	\$803	
Achievable LIHTC Rent	-	-		\$593	\$703	\$803	

LIHTC RENT COMPARISON @50%

	County	Tenancy	0BR	1BR	2BR	3BR	Rents at Max?
Arlington View Terrace East	Arlington	Family	-	\$1,049	\$1,249	\$1,434	
LIHTC Maximum Rent (Net)	Arlington		\$994	\$1,049	\$1,249	\$1,434	
Arlington Mill Residences	Arlington	Family	-	\$1,026	\$1,217	\$1,395	Yes
Buchanan Gardens	Arlington	Family	-	\$1,030	-	-	Yes
Macedonia Apartments	Arlington	Family	-	\$1,050	\$1,239	-	Yes
The Shell	Arlington	Family	\$997	\$1,040	\$1,222	\$1,377	Yes
The Shelton Apartments	Arlington	Family	\$962	\$1,040	\$1,222	\$1,377	Yes
Average			\$980	\$1,037	\$1,225	\$1,383	
Achievable LIHTC Rent				\$1,049	\$1,249	\$1,434	

LIHTC RENT COMPARISON @60%

Property Name	County	Tenancy	0BR	1BR	2BR	3BR	Rents at Max?
Arlington View Terrace East	Arlington	Family	-	\$1,276	\$1,522	\$1,750	
LIHTC Maximum Rent (Net)	Arlington		\$1,207	\$1,276	\$1,522	\$1,750	
Arlington Mill Residences	Arlington	Family	-	\$1,253	\$1,490	\$1,710	Yes
Buchanan Gardens	Arlington	Family	-	\$1,257	\$1,497	\$1,719	Yes
Macedonia Apartments	Arlington	Family	-	\$1,277	\$1,512	-	Yes
The Shell	Arlington	Family	\$1,210	\$1,267	\$1,495	\$1,693	Yes
The Shelton Apartments	Arlington	Family	-	\$1,267	\$1,495	\$1,693	Yes
Average			\$1,210	\$1,264	\$1,498	\$1,704	
Achievable LIHTC Rent				\$1,276	\$1,522	\$1,750	

All of the surveyed LIHTC properties are achieving rents at the maximum allowable levels at 50 and 60 percent of the AMI. None of the comparables offer rents at the 30 percent of AMI level. It should be noted that any difference between the LIHTC maximum allowable rental levels and property specific maximum allowable rental levels is assumed to be caused by different property specific utility allowances. The overall weighted average vacancy rate among LIHTC properties is 0.4 percent.

Most Similar LIHTC

Based upon the overall comparison ratings, the Subject will be most similar to Fields of Alexandria and the Fields of Arlington.

Buchanan Gardens is a 111-unit LIHTC development constructed in 1949 and renovated in 2012. The property offers one, two and three-bedroom garden-style, walkup units restricted at 50 and 60 percent of the AMI. Regarding condition, it will be slightly inferior to the newly constructed Subject. Regarding design, the Buchanan Gardens garden-style, walkup design is inferior to the Subject’s proposed mid-rise, elevator-serviced design. It is 100 percent occupied. The property maintains a four to six month waiting list. This property offers inferior to similar unit sizes to the Subject and a similar location. Its in-unit amenities will be slightly inferior to the Subject. Its common area amenities will be similar to those of the proposed Subject.

Arlington Mill Residences is a 122-unit LIHTC development constructed in 2014. The property offers studio, one, two and three-bedroom midrise, elevator-serviced units restricted at 30, 50 and 60 percent of the AMI. Regarding condition, it will be similar to the newly constructed Subject. Regarding design, Arlington Mill Residences, elevator-serviced design is similar to the Subject’s proposed mid-rise, elevator-serviced design. It is 100 percent occupied. The property maintains a two year waiting list. This property offers similar unit sizes to the Subject and a similar location. Its in-unit amenities will be slightly inferior to the Subject. Its common area amenities will be slightly superior to those of the proposed Subject.

We believe the Subject will be able to achieve the maximum allowable rents at 30, 50 and 60 percent of AMI similar to the Buchanan Gardens and Arlington Mill Residences. It should be noted that none of the comparables offer LIHTC units restricted to 30 percent of AMI. Given that these will be among the lowest rents in the market, we believe maximum rents are achievable.

Achievable Market Rents

Based on the quality of the surveyed comparable properties and the anticipated quality of the proposed Subject, we conclude that the Subject’s rental rates are above the achievable market rents. The following table shows both market rent comparisons and achievable market rents. The table below shows reflects unadjusted rents at the comparables.

SUBJECT COMPARISON TO MARKET RENTS

Unit Type	Rent Level	Subject Achievable LIHTC Rent	Surveyed Min	Surveyed Max	Surveyed Average	Achievable Market Rent	Subject Rent Advantage
0BR / 1BA	@30%	\$569	\$1,648	\$1,737	\$1,685	\$1,515	62%
1BR / 1BA	@30%	\$593	\$1,444	\$1,919	\$1,762	\$1,800	67%
1BR / 1BA	@50%	\$1,049	\$1,444	\$1,919	\$1,762	\$1,800	42%
1BR / 1BA	@60% (PBRA)	\$1,276	\$1,444	\$1,919	\$1,762	\$1,800	29%
2BR / 1.5BA	@30%	\$703	\$1,665	\$2,927	\$2,272	\$2,225	68%
2BR / 1.5BA	@50% (Section 8)	\$1,249	\$1,665	\$2,927	\$2,272	\$2,225	44%
2BR / 1.5BA	@60%	\$1,522	\$1,665	\$2,927	\$2,272	\$2,225	32%
2BR / 1.5BA	@60% (PBRA)	\$1,522	\$1,665	\$2,927	\$2,272	\$2,225	32%
2BR / 1.5BA	@60% (Section 8)	\$1,522	\$1,665	\$2,927	\$2,272	\$2,225	32%
3BR / 2BA	@30%	\$803	\$2,511	\$3,311	\$2,905	\$3,000	73%
3BR / 2BA	@50%	\$1,434	\$2,511	\$3,311	\$2,905	\$3,000	52%
3BR / 2BA	@60%	\$1,750	\$2,511	\$3,311	\$2,905	\$3,000	42%
3BR / 2BA	@60% (PBRA)	\$1,750	\$2,511	\$3,311	\$2,905	\$3,000	42%

We utilized rent grids in order to determine the Subject’s achievable market rents. Significant adjustments were made for condition, number of bedrooms, and in-unit internet. These are explained in further detail below.

8. Condition/Street Appeal

The Subject will exhibit excellent condition upon completion of construction, similar to Pike 3400. The remaining comparables are in good condition. Penrose Square and Siena Park are newer properties constructed in 2011 and 2010, respectively. Given their newer construction, we applied positive adjustments of \$100, \$100, \$150 and \$200 in the one, two, and three-bedroom grids, respectively. Columbia Crossing was constructed in 1991 and renovated in 2008, and Park at Arlington Ridge was constructed in 1956 and renovated in 2003 and 2019. As these properties are older developments that were renovated, we believe a slightly larger adjustment is required. Therefore, Columbia Crossing and Park at Arlington Ridge received positive adjustments of \$200, \$200, \$300 and \$400 in the one, two and three-bedroom grids, respectively. The following table and analysis details the methods used to calculate these adjustments.

CONDITION ADJUSTMENT

Property Name		OBR	1BR	2BR	3BR
Columbia Crossing	Good	\$1,317	\$1,779	\$1,891	\$2,643
Park At Arlington Ridge	Good	\$1,178	\$1,640	\$2,035	\$2,638
Penrose Square	Good	\$1,532	\$1,488	\$1,949	\$2,787
Siena Park	Good	\$1,282	\$1,767	\$2,001	\$2,564
Mean (Good Condition)		\$1,327	\$1,669	\$1,969	\$2,658
Pike 3400	Excellent	\$1,666	\$1,754	\$2,453	\$3,230
Mean (Excellent Condition)		\$1,666	\$1,754	\$2,453	\$3,230
Difference Excellent vs Good		\$339	\$86	\$484	\$572

It should be noted that this is a small sample size. Therefore, we considered similar comparisons completed regionally.

11. Number of Bedrooms

The Subject offers three-bedroom units, similar to three of the comparables. Two of the comparables offer a differing number of bedrooms. Based on the analysis presented in the following table, we estimate the rent premium for an additional full bedroom in the Subject's market to be \$400 based on the differential in rents between two and three-bedroom units. Appropriate adjustments were applied. The following table details the differential for bedrooms.

ARLINGTON VIEW TERRACE EAST- ARLINGTON, VIRGINIA – MARKET STUDY

SUPPORT FOR BEDROOM ADJUSTMENT

Property Name	Unit Type	Structure	Rent	SF	Rent / SF	Value of Extra SF	Value of Bedroom
Columbia Crossing	2BR / 2BA	Midrise	\$2,111	1,060	\$1.99	\$106	\$452
	3BR / 2BA	Midrise	\$2,669	1,261	\$2.12		
	Difference		\$558	201	\$2.78		
Columbia Crossing	2BR / 2BA	Midrise	\$2,280	1,134	\$2.01	\$67	\$322
	3BR / 2BA	Midrise	\$2,669	1,261	\$2.12		
	Difference		\$389	127	\$3.06		
Columbia Crossing	2BR / 2BA	Midrise	\$1,941	985	\$1.97	\$146	\$582
	3BR / 2BA	Midrise	\$2,669	1,261	\$2.12		
	Difference		\$728	276	\$2.64		
Park At Arlington Ridge	2BR / 2BA	Garden	\$2,129	914	\$2.33	\$37	\$334
	3BR / 2BA	Garden	\$2,500	972	\$2.57		
	Difference		\$371	58	\$6.40		
Park At Arlington Ridge	2BR / 2BA	Garden	\$2,295	977	\$2.35	\$3	\$202
	3BR / 2BA	Garden	\$2,500	972	\$2.57		
	Difference		\$205	5	\$41.00		
Park At Arlington Ridge	2BR / 2BA	Garden	\$1,963	850	\$2.31	\$78	\$459
	3BR / 2BA	Garden	\$2,500	972	\$2.57		
	Difference		\$537	122	\$4.40		
Penrose Square	2BR / 2BA	Highrise	\$2,450	1,165	\$2.10	\$126	\$524
	3BR / 2BA	Highrise	\$3,100	1,392	\$2.23		
	Difference		\$650	227	\$2.86		
Penrose Square	2BR / 2BA	Highrise	\$2,450	1,165	\$2.10	\$161	\$689
	3BR / 2BA	Highrise	\$3,300	1,448	\$2.28		
	Difference		\$850	283	\$3.00		
Penrose Square	2BR / 2BA	Highrise	\$2,450	1,165	\$2.10	\$93	\$357
	3BR / 2BA	Highrise	\$2,900	1,336	\$2.17		
	Difference		\$450	171	\$2.63		
Penrose Square	2BR / 2BA	Highrise	\$2,100	963	\$2.18	\$239	\$761
	3BR / 2BA	Highrise	\$3,100	1,392	\$2.23		
	Difference		\$1,000	429	\$2.33		
Penrose Square	2BR / 2BA	Highrise	\$2,100	963	\$2.18	\$276	\$924
	3BR / 2BA	Highrise	\$3,300	1,448	\$2.28		
	Difference		\$1,200	485	\$2.47		
Penrose Square	2BR / 2BA	Highrise	\$2,100	963	\$2.18	\$202	\$598
	3BR / 2BA	Highrise	\$2,900	1,336	\$2.17		
	Difference		\$800	373	\$2.14		
Average							\$517

As this is a small sample size, we considered similar comparisons completed regionally.

21. Cable/Satellite/Internet

The Subject will offer complimentary internet. None of the comparables offer cable, satellite or internet included in the rents. Based on our market research, internet can be purchased for approximately \$40 per month. Two of the comparables offer wifi in the community areas, we believe this is worth a \$5 adjustment. Therefore, an upward adjustment of \$35 or \$40 is applied to all of the comparable properties.

Our concluded achievable market rents for the Subject's units are within the range of the comparables and appear reasonable.

ARLINGTON VIEW TERRACE EAST- ARLINGTON, VIRGINIA – MARKET STUDY

Rent Comparability Grid

Unit Type: 0BR / 1BA – Midrise – 502-SF

OMB Approval # 2502-0507 (exp. 04/30/2021)

Subject's FHA #:

Subject		Comp #6		Comp #7		Comp #8		Comp #9		Comp #10	
Arlington View Terrace East		Columbia Crossing		Park At Arlington Ridge		Penrose Square		Pike 3400		Siena Park	
1420 Rolfe Street		1957 Columbia Pike		1400 28th Street South		2501 9th Road South		3400 Columbia Pike		2301 Columbia Pike	
Arlington, Arlington		Arlington, Arlington County, VA		Arlington, Arlington County, VA		Arlington, Arlington County, VA		Arlington, Arlington County, VA		Arlington, Arlington County, VA	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$1,870	N	\$1,924	N	\$1,650	N	\$1,726	N	\$1,785	N
2	Date Last Leased (mo/yr)	Dec-19		Jan-20		Dec-19		Dec-19		Dec-19	
3	Rent Concessions	N		Y	(\$160)					Y	(\$42)
4	Occupancy for Unit Type	96.4%		97.1%		100.0%		95.3%		95.7%	
5	Effective Rent & Rent / sq. ft	\$1,870	\$2.46	\$1,764	\$2.22	\$1,650	\$2.66	\$1,726	\$3.12	\$1,743	\$3.30
In Parts B thru E, adjust only for differences the subject's market values.											
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	E/4		E / 4		G / 3	\$10	E / 7		E / 5	
7	Yr. Built / Yr. Renovated	2023		1991 / 2008		1956 / 2003/2019		2011		2015	
8	Condition / Street Appeal	E	\$200	G	\$200	G	\$100	E		G	\$100
9	Neighborhood	G		G		G		G		G	
10	Same Market? Miles to Subj.	Yes/0.4		Yes/0.9		Yes/0.6		Yes/1		Yes/0.5	
C. Unit Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	0	(\$400)	1	(\$400)	0		0		1	(\$400)
12	# Bathrooms	1		1		1		1		1	
13	Unit Interior Sq. Ft.	502	(\$159)	780	(\$177)	620	(\$79)	554	(\$41)	528	(\$22)
14	Balcony / Patio	N	(\$15)	Y		Y	(\$15)	N		Y	(\$15)
15	AC: Central / Wall	C		C		C		C		N	\$10
16	Range / Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwaves / Dishwasher	D		M / D		M / D		M / D		M / D	
18	Washer / Dryer	L	(\$30)	WD	(\$30)	WD	(\$30)	WD	(\$30)	WD	(\$30)
19	Floor Coverings	HW	\$10	C	\$10	C	\$10	HW		HW	
20	Window Coverings	B		B		B		B		B	
21	Cable / Satellite / Internet	I	N	\$35	N	\$35	N	\$40	N	\$40	N
22	Special Features	wifi		wifi		retail	(\$25)	retail	(\$25)	retail	(\$25)
23											
D. Site Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	L/G(\$0)	L	\$20	C/G(\$45, \$75)	(\$5)	L/G(\$40)	L/G(\$100)		L/G(\$100)	
25	Extra Storage	N	(\$15)	Y	(\$15)	N		N		Y	(\$15)
26	Security	Y		Y		Y		Y		Y	
27	Clubhouse / Meeting Rooms	MR		MR		MR		MR		N	\$10
28	Pool / Recreation Areas	E	(\$10)	P/E	(\$15)	P/E/R	(\$10)	P/E/R	(\$15)	P/E/R	(\$15)
29	Business Ctr / Nbrhd Network	N		N	(\$10)	BC	(\$10)	N		BC	(\$10)
30	Service Coordination	N		N		N		N		N	
31	Non-shelter Services	N		N		N		N		N	
32	Neighborhood Network	N		N		N		N		N	
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (In rent? / type)	N/E		N/G		N/G		N/G		N/E	
34	Cooling (In rent? / type)	N/C		N/C		N/C		N/C		N/C	
35	Cooking (In rent? / type)	N/E		N/G		N/E		N/G		N/E	
36	Hot water (In rent? / type)	N/E		N/G		N/E		N/G		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water / Sewer	N/N		N/N		N/N		N/N		N/N	
39	Trash / Recycling	Y	\$11	N	\$11	N	\$11	N	\$11	N	\$11
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	4	(\$6)	4	(\$7)	2	(\$6)	1	(\$4)	4	(\$8)
41	Sum Adjustments B to D	\$265	(\$629)	\$255	(\$652)	\$140	(\$169)	\$40	(\$111)	\$160	(\$532)
42	Sum Utility Adjustments	\$11		\$11		\$11		\$11		\$11	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net / Gross Adjustments B to E	(\$353)	\$905	(\$386)	\$918	(\$318)	\$320	(\$50)	\$162	(\$361)	\$703
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5 + 43)	\$1,517		\$1,378		\$1,632		\$1,666		\$1,382	
45	Adj Rent / Last rent		81%		78%		99%		97%		79%
46	Estimated Market Rent	\$1,515	\$3.02 Estimated Market Rent / Sq. Ft.								

12/11/2019

Date **Attached are explanations of:**

- a. why & how each adjustment was made
- b. how market rent was derived from adjusted rents
- c. how this analysis was used for a similar unit type

Grid was prepared: [] Manually [X] Using HUD's Excel form

form HUD-92273-S8 (04/2002)

ARLINGTON VIEW TERRACE EAST- ARLINGTON, VIRGINIA – MARKET STUDY

Rent Comparability Grid

Unit Type: 1BR / 1BA – Midrise – 603-SF

OMB Approval # 2502-0607 (exp. 04/30/2021)

Subject's FHA #:

Subject		Comp #6		Comp #7		Comp #8		Comp #9		Comp #10	
Arlington View Terrace East		Columbia Crossing		Park At Arlington Ridge		Penrose Square		Pike 3400		Siena Park	
1420 Rolfe Street		1957 Columbia Pike		1400 28th Street South		2501 9th Road South		3400 Columbia Pike		2301 Columbia Pike	
Arlington, Arlington		Arlington, Arlington County, VA		Arlington, Arlington County, VA		Arlington, Arlington County, VA		Arlington, Arlington County, VA		Arlington, Arlington County, VA	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$1,870	N	\$1,924	N	\$1,654	N	\$1,773	N	\$1,785	N
2	Date Last Leased (mo/yr)	Dec-19		Jan-20		Dec-19		Dec-19		Dec-19	
3	Rent Concessions	N		Y	(\$160)	Y	(\$63)	N		Y	(\$42)
4	Occupancy for Unit Type	96.4%		97.1%		92.3%		95.3%		95.7%	
5	Effective Rent & Rent / sq. ft	\$1,870	\$2.46	\$1,764	\$2.22	\$1,691	\$2.23	\$1,773	\$2.96	\$1,743	\$3.30
<i>In Parts B thru E, adjust only for differences the subject's market values.</i>											
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	E/4		G / 3	\$10	E / 7		E / 5		E / 7	
7	Yr. Built / Yr. Renovated	2023	1991 / 2008	1996 / 2003/2019		2011		2015		2010	
8	Condition / Street Appeal	E	\$200	G	\$200	G	\$100	E		G	\$100
9	Neighborhood	G		G		G		G		G	
10	Same Market? Miles to Subj.		Yes/0.4		Yes/0.9		Yes/0.6		Yes/1		Yes/0.5
C. Unit Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	1		1		1		1		1	
12	# Bathrooms	1		1		1		1		1	
13	Unit Interior Sq. Ft.	603	760 (\$97)	793	(\$115)	713	(\$64)	598		528	\$63
14	Balcony / Patio	N	Y (\$15)	N		Y	(\$15)	N		Y	(\$15)
15	AC: Central / Wall	C		C		C		C		N	\$10
16	Range / Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave / Dishwasher	D	M / D	M / D		M / D		M / D		M / D	
18	Washer / Dryer	L	WD (\$30)	WD	(\$30)	WD	(\$30)	WD	(\$30)	WD	(\$30)
19	Floor Coverings	HW	C \$10	C	\$10	HW		HW		HW	
20	Window Coverings	B		B		B		B		B	
21	Cable / Satellite / Internet	I	N \$35	N	\$35	N	\$40	N	\$40	N	\$40
22	Special Features	wifi		wifi		retail	(\$25)	retail	(\$25)	retail	(\$25)
23											
D. Site Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	L/G(\$0)	L \$20	C/G(\$45, \$75)	(\$5)	L/G(\$40)		L/G(\$100)		L/G(\$100)	
25	Extra Storage	N	Y (\$15)	Y	(\$15)	N		N		Y	(\$15)
26	Security	Y		Y		Y		Y		Y	
27	Clubhouse / Meeting Rooms	MR		MR		MR		MR		N	\$10
28	Pool / Recreation Areas	E	P/E (\$10)	P/E/R	(\$15)	P/E	(\$10)	P/E/R	(\$15)	P/E/R	(\$15)
29	Business Car / Bike Network	N		BC	(\$10)	BC	(\$10)	N		BC	(\$10)
30	Service Coordination	N		N		N		N		N	
31	Non-shelter Services	N		N		N		N		N	
32	Neighborhood Network	N		N		N		N		N	
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent? / type)	N/E	N/G	N/G		N/E		N/G		N/E	
34	Cooling (in rent? / type)	N/C	N/C	N/C		N/C		N/C		N/C	
35	Cooking (in rent? / type)	N/E	N/G	N/G		N/E		N/G		N/E	
36	Hot water (in rent? / type)	N/E	N/G	N/G		N/E		N/G		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water / Sewer	N/N	N/N	N/N		N/N		N/N		N/N	
39	Trash / Recycling	Y	\$11	N	\$11	N	\$11	N	\$11	N	\$11
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	4	(5)	4	(6)	2	(6)	1	(3)	5	(6)
41	Sum Adjustments B to D	\$265	(\$167)	\$255	(\$190)	\$140	(\$154)	\$40	(\$70)	\$223	(\$110)
42	Sum Utility Adjustments	\$11		\$11		\$11		\$11		\$11	
43	Net / Gross Adjustments B to E	Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
		\$109	\$443	\$76	\$456	(\$3)	\$305	(\$19)	\$121	\$124	\$344
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5 + 43)	\$1,979		\$1,840		\$1,588		\$1,754		\$1,867	
45	Adj Rent / Last rent		105%		104%		100%		99%		107%
46	Estimated Market Rent	\$1,800	\$2.99 Estimated Market Rent / Sq. Ft.								

12/11/2019

Date **Attached are explanations of:**

- a. why & how each adjustment was made
- b. how market rent was derived from adjusted rents
- c. how this analysis was used for a similar unit type

Grid was prepared: Manually Using HUD's Excel form

form HUD-92273-S8 (04/2002)

ARLINGTON VIEW TERRACE EAST- ARLINGTON, VIRGINIA – MARKET STUDY

Rent Comparability Grid

Unit Type: 2BR / 1.5BA – Midrise – 901-SF

OMB Approval # 2502-0507 (exp. 04/30/2021)
Subjects FHA #:

Subject		Comp #6		Comp #7		Comp #8		Comp #9		Comp #10	
Arlington View Terrace East		Columbia Crossing		Park At Arlington Ridge		Penrose Square		Pike 3400		Siena Park	
1420 Rolfe Street		1957 Columbia Pike		1400 28th Street South		2501 9th Road South		3400 Columbia Pike		2301 Columbia Pike	
Arlington, Arlington		Arlington, Arlington County, VA		Arlington, Arlington County, VA		Arlington, Arlington County, VA		Arlington, Arlington County, VA		Arlington, Arlington County, VA	
A. Rents Charged											
		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$1,941	N	\$2,295	N	\$2,100	N	\$2,518	N	\$2,198	N
2	Date Last Leased (mo/yr)	Dec-19		Jan-20		Dec-19		Dec-19		Dec-19	
3	Rent Concessions	N		Y	(\$191)	Y	(\$63)	N		Y	(\$42)
4	Occupancy for Unit Type	96.4%		97.1%		92.3%		95.3%		95.7%	
5	Effective Rent & Rent / sq. ft	\$1,941	\$1.97	\$2,104	\$2.15	\$2,037	\$2.12	\$2,518	\$2.66	\$2,156	\$1.95
<i>In Parts B thru E, adjust only for differences the subject's market values.</i>											
B. Design, Location, Condition											
		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	E/4		E / 4		G / 3	\$10	E / 7		E / 5	
7	Yr. Built / Yr. Renovated	2023		1991 / 2008		1956 / 2003/2019		2011		2015	
8	Condition / Street Appeal	E	\$300	G	\$300	G	\$150	E		G	\$150
9	Neighborhood	G		G		G		G		G	
10	Same Market? Miles to Subj.	Yes/0.4		Yes/0.9		Yes/0.6		Yes/1		Yes/0.5	
C. Unit Equipment / Amenities											
		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	2		2		2		2		2	
12	# Bathrooms	1.5	(\$15)	2	(\$15)	2	(\$15)	2	(\$15)	2	(\$15)
13	Unit Interior Sq. Ft.	901	(\$85)	985	(\$41)	977	(\$45)	963	(\$34)	947	(\$31)
14	Balcony / Patio	N	Y	Y	(\$15)	N		Y	(\$15)	N	Y
15	AC: Central / Wall	C		C		C		C		C	
16	Range / Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave / Dishwasher	D		M / D		M / D		M / D		M / D	
18	Washer / Dryer	L	WD	(\$30)	WD	(\$30)	WD	(\$30)	WD	(\$30)	WD
19	Floor Coverings	HW	C	\$10	C	\$10	C	\$10	C	\$10	C
20	Window Coverings	B		B		B		B		B	
21	Cable / Satellite / Internet	I	N	\$35	N	\$35	N	\$40	N	\$40	N
22	Special Features	wifi		wifi		wifi	retail	retail	(\$25)	retail	(\$25)
23											
D. Site Equipment / Amenities											
		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	L/G(\$0)	L	\$20	C/G(\$45, \$75)	(\$5)	L/G(\$40)	L/G(\$100)		L/G(\$100)	
25	Extra Storage	N	Y	(\$15)	Y	(\$15)	N			Y	(\$15)
26	Security	Y		Y		Y		Y		Y	
27	Clubhouse / Meeting Rooms	MR		MR		MR		MR		MR	
28	Pool / Recreation Areas	E	P/E	(\$10)	P/E/R	(\$15)	P/E	(\$10)	P/E/R	(\$15)	P/E/R
29	Business Ctr / Nbrhd Network	N	N		BC	(\$10)	N		BC	(\$10)	BC
30	Service Coordination	N		N		N		N		N	
31	Non-shelter Services	N		N		N		N		N	
32	Neighborhood Network	N		N		N		N		N	
E. Utilities											
		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent? / type)	N/E	N/G		N/G		N/E	N/G		N/E	N/G
34	Cooling (in rent? / type)	N/C	N/C		N/C		N/C	N/C		N/C	N/C
35	Cooking (in rent? / type)	N/E	N/G		N/G		N/E	N/G		N/E	N/G
36	Hot water (in rent? / type)	N/E	N/G		N/G		N/E	N/G		N/E	N/G
37	Other Electric	N		N		N		N		N	
38	Cold Water / Sewer	N/N	N/N		N/N		N/N	N/N		N/N	N/N
39	Trash / Recycling	Y	\$11		\$11		\$11		\$11		\$11
F. Adjustments Recap											
		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	4	(6)	4	(7)	2	(7)	1	(5)	4	(8)
41	Sum Adjustments B to D	\$365	(\$126)	\$355	(\$135)	\$190	(\$139)	\$40	(\$116)	\$210	(\$226)
42	Sum Utility Adjustments	\$11		\$11		\$11		\$11		\$11	
43	Net / Gross Adjustments B to E	Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
		\$250	\$502	\$231	\$501	\$62	\$340	(\$65)	\$167	(\$5)	\$447
G. Adjusted & Market Rents											
		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (S + 43)	\$2,191		\$2,335		\$2,099		\$2,453		\$2,151	
45	Adj Rent / Last rent		113%		111%		103%		97%		100%
46	Estimated Market Rent	\$2,225		\$2,47		Estimated Market Rent / Sq. Ft.					

12/11/2019

Date **Attached are explanations of:**

- a. why & how each adjustment was made
- b. how market rent was derived from adjusted rents
- c. how this analysis was used for a similar unit type

Grid was prepared: Manually Using HUD's Excel form

form HUD-92273-S8 (04/2002)

ARLINGTON VIEW TERRACE EAST- ARLINGTON, VIRGINIA – MARKET STUDY

Rent Comparability Grid

Unit Type: 3BR / 2BA – Midrise – 1206-SF

OMB Approval # 2502-0507 (exp. 04/30/2021)
Subject's FHA #:

Subject		Comp #6		Comp #7		Comp #8		Comp #9		Comp #10		
Arlington View Terrace East		Columbia Crossing		Park At Arlington Ridge		Penrose Square		Pike 3400		Sienna Park		
1420 Rolfe Street		1957 Columbia Pike		1400 28th Street South		2501 9th Road South		3400 Columbia Pike		2301 Columbia Pike		
Arlington, Arlington		Arlington, Arlington County, VA		Arlington, Arlington County, VA		Arlington, Arlington County, VA		Arlington, Arlington County, VA		Arlington, Arlington County, VA		
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	
1	\$ Last Rent / Restricted?	\$2,669	N	\$2,500	N	\$2,900	N	\$2,916	N	\$2,198	N	
2	Date Last Leased (mo/yr)	Dec-19		Jan-20		Dec-19		Dec-19		Dec-19		
3	Rent Concessions	N		N		N		N		Y	(\$42)	
4	Occupancy for Unit Type	96.4%		97.1%		100.0%		95.3%		95.7%		
5	Effective Rent & Rent / sq. ft	\$2,669	\$2.12	\$2,500	\$2.57	\$2,900	\$2.17	\$2,916	\$2.21	\$2,156	\$1.95	
In Parts B thru E, adjust only for differences the subject's market values.												
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	
6	Structure / Stories	E/4		E / 4		G / 3	\$10	E / 7		E / 5		
7	Yr. Built / Yr. Renovated	2023		1991 / 2008		1996 / 2003/2019		2011		2015		
8	Condition / Street Appeal	E	\$400	G	\$400	G	\$200	E		G	\$200	
9	Neighborhood	G		G		G		G		G		
10	Same Market? Miles to Subj.		Yes/0.4		Yes/0.9		Yes/0.6		Yes/1		Yes/0.5	
C. Unit Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	
11	# Bedrooms	3		3		3		2	\$400	2	\$400	
12	# Bathrooms	2		2		2		2		2		
13	Unit Interior Sq. Ft.	1,206		1,261	(\$32)	972	\$147	1,336	(\$74)	1,321	(\$67)	
14	Balcony / Patio	N		Y	(\$15)	N		Y		N	(\$105)	
15	AC: Central / Wall	C		C		C		C		C		
16	Range / Refrigerator	R/F		R/F		R/F		R/F		R/F		
17	Microwave / Dishwasher	D		M / D		M / D		M / D		M / D		
18	Washer / Dryer	L	(\$30)	WD	(\$30)	WD	(\$30)	WD	(\$30)	WD	(\$30)	
19	Floor Coverings	HW	\$10	C	\$10	C	\$10	HW		HW		
20	Window Coverings	B		B		B		B		B		
21	Cable / Satellite / Internet	I	\$35	N	\$35	N	\$40	N	\$40	N	\$40	
22	Special Features	wifi		wifi		wifi	retail	retail	(\$25)	retail	(\$25)	
23												
D. Site Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	
24	Parking (\$ Fee)	L/G(\$0)	L	\$20	C/G(\$45, \$75)	(\$5)	L/G(\$40)	L/G(\$100)		L/G(\$100)		
25	Extra Storage	N	Y	Y	(\$15)	Y	(\$15)	N		Y	(\$15)	
26	Security	Y		Y		Y		Y		Y		
27	Clubhouse / Meeting Rooms	MR		MR		MR		MR		MR	\$10	
28	Pool / Recreation Areas	E	(\$10)	P/E	(\$10)	P/E/R	(\$15)	P/E	(\$10)	P/E/R	(\$15)	
29	Business Ctr / Nbd Network	N		N		BC	(\$10)	BC	(\$10)	N	BC	(\$10)
30	Service Coordination	N		N		N		N		N		
31	Non-shelter Services	N		N		N		N		N		
32	Neighborhood Network	N		N		N		N		N		
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	
33	Heat (in rent? / type)	N/E		N/G		N/E		N/G		N/E		
34	Cooling (in rent? / type)	N/C		N/C		N/C		N/C		N/C		
35	Cooking (in rent? / type)	N/E		N/G		N/E		N/G		N/E		
36	Hot water (in rent? / type)	N/E		N/G		N/E		N/G		N/E		
37	Other Electric	N		N		N		N		N		
38	Cold Water / Sewer	N/N		N/N		N/N		N/N		N/N		
39	Trash / Recycling	Y	\$11	N	\$11	N	\$11	N	\$11	N	\$11	
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	
40	# Adjustments B to D	4	(5)	5	(5)	2	(6)	2	(4)	6	(6)	
41	Sum Adjustments B to D	\$465	(\$102)	\$602	(\$75)	\$240	(\$164)	\$440	(\$137)	\$707	(\$110)	
42	Sum Utility Adjustments	\$11		\$11		\$11		\$11		\$11		
43	Net / Gross Adjustments B to E	Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross	
		\$374	\$578	\$538	\$688	\$87	\$415	\$314	\$588	\$608	\$828	
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		
44	Adjusted Rent (S + 43)	\$3,043		\$3,036		\$2,987		\$3,230		\$2,764		
45	Adj Rent / Last rent		114%		122%		103%		111%		128%	
46	Estimated Market Rent	\$3,000		\$2,500		\$2,900		\$2,916		\$2,156		

12/11/2019

Date Attached are explanations of:

- a. why & how each adjustment was made
- b. how market rent was derived from adjusted rents
- c. how this analysis was used for a similar unit type

Grid was prepared: [] Manually [X] Using HUD's Excel form

form HUD-92273-58 (04/2002)

Summary Evaluation

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as conceived. Strengths of the Subject will include its new condition and location. Weaknesses include its small studio through two-bedroom unit sizes and limited amenity package compared to the market rate comparables. However, the market exhibits strong demand for affordable housing, with vacancy rates ranging from zero to 2.1 percent and overall vacancy of 0.4 percent at the comparable LIHTC properties. Although only two of the LIHTC developments reported maintaining waiting lists, the majority of local property managers reported that due to strong demand, they do not keep waiting lists. Vacancy/collection loss at the Subject is expected to be no more than five percent over the long term. Based on the comparable data, we believe the proposed rental rates are achievable. The Subject will be well-accepted in the market as a LIHTC property.

I. AFFORDABILITY ANALYSIS, DEMAND ANALYSIS, CAPTURE RATES AND PENETRATION RATES

AFFORDABILITY ANALYSIS, DEMAND ANALYSIS, CAPTURE RATES, AND PENETRATION RATES

Introduction

When evaluating demand for a particular proposed development we rely primarily on two methods. These are a supply analysis and a demand analysis. The supply analysis focuses on satisfied demand and anecdotal reports from property managers and market participants regarding demand. We believe this evidence of demand is the most clear and reliable when measuring housing need in a market area. We explored that indication in the previous sections of this report.

This section focuses on analyzing demographic data to determine housing need. According to NCHMA model content standards there are two measurements used to evaluate demand based on the demographic data. The first measurement is termed the capture rate. NCHMA define Capture Rate as: “The percentage of age, size, and income qualified renter households in the primary market area that the property must capture to fill the units. 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.”

The second measurement is the Penetration Rate, which has similarities to the capture rate. NCHMA defines Penetration Rate as “The percentage of age and income qualified renter households in the *primary market area* that 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*.”

Capture Rate Determination

The following analysis will take the reader through a multi-step process in determining an appropriate capture rate for the Subject. Our analysis takes the entire population and distributes it by the following characteristics:

- 1) PMA Demography
- 2) Income Qualified
- 3) Renter Households
- 4) Unit Size Appropriate

The following text will examine each step through the process.

Step One – PMA Demography

Primary Market Area Defined

For the purposes of this study, it is necessary to define the market area, or the area from which potential tenants for the project are likely to be drawn. In some areas, residents are very much “neighborhood-oriented” and are generally very reluctant to move from the area in which they have grown up. In other areas, residents are much more mobile and will relocate to a completely new area, especially if there is an attraction such as affordable housing at below-market rents. A certain percent of the Subject’s tenants are expected to hail from the PMA; demand estimates will be adjusted to reflect the potential for “leakage.”

The Subject is located in the Arlington Views neighborhood of Arlington, Virginia. The primary market area (PMA) for the Subject generally consists of Washington Boulevard, Interstate 395 and Route 50 to the north, Leesburg Pike to the west, Interstate 395 and West Glebe Road to the south, and Route 1 in the east. The PMA encompasses 9 square miles and is defined based on interviews/conversations with the local housing authority and managers of the comparable surveyed properties. We estimated that 10 percent of the Subject’s tenants will come from outside of these boundaries. The market area boundaries identified on the map below are a reasonable approximation regarding the potential renter market for the Subject.

Demographic Information

The basic demographic information is based upon the definition of a primary market area (“PMA”) and an estimate of the characteristics of the people living within that geographic definition.

Demographic data originates from the Census and is compiled by a third party data provider. Novogradac Consulting uses data provided by the ESRI Business Analyst. Business Analyst brings in data as produced by ESRI’s team of demographers. Sources include the US Census, American Community Survey, and other reputable sources. Housing characteristics are derived from several data sources, including construction data from Hanley Wood Market Intelligence, building permits from counties, the USPS, HUD, BLS, and the Census bureau. Owner and renter occupied units come from the Current Population Survey (BLS) and the Housing Vacancy Survey (Census). Data has been ground-truthed by ESRI staff and proven effective.

ESRI’s products have been used by almost all US federal agencies (including HUD and USDA) , top state level agencies, over 24,000 state and local governments worldwide, as well as many industry leading technology users—AT&T, Citrix, SAP, Oracle, Microsoft. ESRI produces timely updates based on new releases of data.

Step one is to identify demographic data such as number of households, renter households, income distribution and AMI levels. The appropriate demographic is used based on the tenancy for the proposed development. When analyzing a property designated for families the demographics for the entire population within the PMA is used. However, senior properties are restricted to tenants who have reached the age of at least 55 or 62 years based upon the specifics of the applicable program. A property designated for seniors is analyzed using demographic data that includes only those households that are 65 years old and above. Even if a project has the lower restriction of 55 years of age, we still use the 65 plus as our research indicates that those younger than 65 are unlikely to seek age restrictive housing. The demographic information was detailed in the demographic section of this report.

Step Two – Income Qualified

Assumptions and Data necessary for this calculation are:

Appropriate Municipality:	Arlington County, VA
AMI for four person household:	\$121,300
Tenancy (Family vs Senior):	Family
Affordability percentage:	35 percent
Leakage:	10 percent

To establish the number of income-eligible potential tenants for the Subject, the calculations are as follows:

First, we estimate the Subject’s minimum and maximum income levels (income bands) for the proposed LIHTC project. HUD determines maximum income guidelines for tax credit properties, based on the AMI. This provides the upper end of the income band as illustrated below. However, the minimum income is not established by HUD and must be estimated. Often, lower-income families pay a higher percentage of gross income toward housing costs. The industry standard is 35 percent for LIHTC-only calculations for family oriented properties. For senior properties this number increases to 40 percent based upon the nature of senior household economics. The lower end of the income band is calculated by taking the proposed rent by bedroom type multiplying by 12 and dividing by the application percentage to determine an income level. For example, if a property has a one bedroom unit with proposed gross rents of \$500, the estimated low end of the income range would be \$17,143 based on the family 35 percent or \$15,000 based on the senior 40 percent. *It should be noted that the Subject offers units at 50 and 60 percent of AMI that will operate with Project Based Rental Assistance (PBRA). Our analysis assumes there will not be a subsidy at the Subject.*

ARLINGTON VIEW TERRACE EAST- ARLINGTON, VIRGINIA – MARKET STUDY

FAMILY INCOME LIMITS - AS PROPOSED

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@30%		@50%		@50% (Section 8)		@60%		@60% (PBRA)		@60% (Section 8)	
OBR	\$21,840	\$25,500	-	-	-	-	-	-	-	-	-	-
1BR	\$23,383	\$29,130	\$39,017	\$48,550	-	-	\$56,160	\$58,260	\$0	\$58,260	-	-
2BR	\$28,080	\$32,760	-	-	\$0	\$54,600	\$64,903	\$65,520	\$0	\$65,520	\$0	\$65,520
3BR	\$32,434	\$39,330	\$54,069	\$65,550	-	-	-	-	\$0	\$78,660	-	-

FAMILY INCOME LIMITS - ABSENT SUBSIDY

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@30%		@50%		@60%	
OBR	\$21,840	\$25,500	-	-	-	-
1BR	\$23,383	\$29,130	\$39,017	\$48,550	\$46,800	\$58,260
2BR	\$28,080	\$32,760	\$46,800	\$54,600	\$56,160	\$65,520
3BR	\$32,434	\$39,330	\$54,069	\$65,550	\$64,903	\$78,660

Second, we illustrate the household population segregated by income band in order to determine those who are income-qualified to reside in the Subject property. This income distribution was illustrated previously in the demographic analysis section of this report.

RENTER HOUSEHOLD INCOME

Income Cohort	PMA					
	2019		2024		Annual Change 2019 to 2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	1,828	5.6%	1,828	5.5%	0	0.0%
\$10,000-19,999	1,848	5.7%	1,755	5.2%	-19	-1.0%
\$20,000-29,999	2,339	7.2%	2,244	6.7%	-19	-0.8%
\$30,000-39,999	2,306	7.1%	2,246	6.7%	-12	-0.5%
\$40,000-49,999	1,754	5.4%	1,771	5.3%	3	0.2%
\$50,000-59,999	2,246	6.9%	2,172	6.5%	-15	-0.7%
\$60,000-74,999	3,242	10.0%	3,212	9.6%	-6	-0.2%
\$75,000-99,999	5,308	16.3%	5,374	16.1%	13	0.2%
\$100,000-	3,981	12.3%	4,203	12.6%	44	1.1%
\$125,000-	2,574	7.9%	2,829	8.5%	51	2.0%
\$150,000-	2,576	7.9%	2,824	8.4%	50	1.9%
\$200,000+	2,478	7.6%	3,009	9.0%	106	4.3%
Total	32,480	100.0%	33,467	100.0%		

Source: HISTA Data / Ribbon Demographics 2019, Novogradac Consulting LLP, January 2020

Step Three – Income Distribution

Third, we combine the allowable income bands with the income distribution analysis in order to determine the number of potential income-qualified households. The Cohort Overlap is defined as the income amount within income bands defined above that falls within the ESRI provided Income Cohort. The % in Cohort is simply the cohort overlap divided by the income cohort range (generally \$10,000). The # in Cohort is determined by multiplying total renter households by the % in Cohort determination. In some cases the income-eligible band overlaps with more than one income cohort. In those cases, the cohort overlap for more than one income cohort will be calculated. The sum of these calculations provides an estimate of the total number of households that are income-eligible, both by AMI level and in total.

ARLINGTON VIEW TERRACE EAST- ARLINGTON, VIRGINIA – MARKET STUDY

FAMILY INCOME DISTRIBUTION 2019 - AS PROPOSED

Income Cohort	Total Renter Households	@30%			@50%			@50% (Section 8)			@60%			@60% (PBRA)			@60% (Section 8)			All Units		
		cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort
\$0-9,999	1,828							9,999	100.0%	1,828				9,999	100.0%	1,828	9,999	100.0%	1,828	9,999	100.0%	1,828
\$10,000-19,999	1,848							9,999	100.0%	1,848				9,999	100.0%	1,848	9,999	100.0%	1,848	9,999	100.0%	1,848
\$20,000-29,999	2,339	8,158	81.6%	1,908				9,999	100.0%	2,339				9,999	100.0%	2,339	9,999	100.0%	2,339	9,999	100.0%	2,339
\$30,000-39,999	2,306	9,331	93.3%	2,152	981	9.8%	226	9,999	100.0%	2,306				9,999	100.0%	2,306	9,999	100.0%	2,306	9,999	100.0%	2,306
\$40,000-49,999	1,754				8,550	85.5%	1,500	9,999	100.0%	1,754				9,999	100.0%	1,754	9,999	100.0%	1,754	9,999	100.0%	1,754
\$50,000-59,999	2,246				5,930	59.3%	1,332	4,601	46.0%	1,033	3,838	38.4%	862	9,999	100.0%	2,246	9,999	100.0%	2,246	9,999	100.0%	2,246
\$60,000-74,999	3,242				5,551	37.0%	1,200				5,521	36.8%	1,193	14,999	100.0%	3,242	5,521	36.8%	1,193	14,999	100.0%	3,242
\$75,000-99,999	5,308													3,660	14.6%	777				3,660	14.6%	777
\$100,000-124,999	3,981																					
\$125,000-149,999	2,574																					
\$150,000-199,999	2,576																					
\$200,000+	2,478																					
Total	32,480																					

FAMILY INCOME DISTRIBUTION 2019 - ABSENT SUBSIDY

Income Cohort	Total Renter Households	@30%			@50%			@60%			All Units		
		cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort
\$0-9,999	1,828												
\$10,000-19,999	1,848												
\$20,000-29,999	2,339	8,158	81.6%	1,908							8,158	81.6%	1,908
\$30,000-39,999	2,306	9,331	93.3%	2,152	981	9.8%	226				9,999	100.0%	2,306
\$40,000-49,999	1,754				9,999	100.0%	1,754	3,198	32.0%	561	9,999	100.0%	1,754
\$50,000-59,999	2,246				9,999	100.0%	2,246	9,999	100.0%	2,246	9,999	100.0%	2,246
\$60,000-74,999	3,242				5,551	37.0%	1,200	14,999	100.0%	3,242	14,999	100.0%	3,242
\$75,000-99,999	5,308							3,661	14.6%	777	3,661	14.6%	777
\$100,000-124,999	3,981												
\$125,000-149,999	2,574												
\$150,000-199,999	2,576												
\$200,000+	2,478												
Total	32,480												

Step Four – Income Eligible - Renter Households by Number of People in Household

At this point we know how many income eligible renter households there are within the PMA by AMI level. Using that household figure we also calculated percentage of income eligible households to total households by AMI level (AMI percentage eligible). However, in order to provide a demand analysis by bedroom type the number of households must now be allocated to a bedroom mix. The first step in that process is to determine the number of income qualified renter households by the number of persons per household. This can be completed by applying the total number of rental households by person by the AMI percentage eligible. The total number of renter households by person is information provided by ESRI and illustrated in the demographic discussion.

Step Five – Unit Size Appropriate

Household size is assumed to be 1.5 persons per bedroom for LIHTC rent calculation purposes. Additionally HUD assumes that one-person households are accommodated in one-bedroom units. For LIHTC income purposes, the actual size of the household is used.

The distribution of households by unit type is dependent on the following assumptions. This table has been developed by Novogradac as a result of market research.

HOUSEHOLD DISTRIBUTION

HOUSEHOLD DISTRIBUTION		
Studio	10%	Of one-person households in studio units
1 BR	80%	Of one-person households in 1BR units
	40%	Of two-person households in 1BR units
2 BR	10%	Of one-person households in 2BR units
	60%	Of two-person households in 2BR units
	60%	Of three-person households in 2BR units
	30%	Of four-person households in 2BR units
3 BR	40%	Of three-person households in 3BR units
	40%	Of four-person households in 3BR units
	50%	Of five-person households in 3BR units

The projected renter household demand by bedroom size can then be determined by applying these weightings to the number of income qualified renter households determined in Step Four.

Step Six – Capture Rate by Bedroom Mix

The capture rate is simply determined by dividing the number of units by unit type for the subject by the total number of qualified renter households for that unit type. This calculation is then adjusted for leakage to arrive at a final determination of capture rate by bedroom type and AMI level.

CAPTURE RATE ANALYSIS BY UNIT TYPE

In order to determine demand for the proposed market mix, we also analyzed the demand capture rates expected at the Subject by bedroom type. This analysis illustrates demand for all AMI levels.

30 Percent of AMI Demand

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2019

	Renter Household Size Distribution	Total Number of Renter Households
1 person	46.9%	15,231
2 persons	26.9%	8,740
3 persons	11.8%	3,847
4 persons	7.4%	2,399
5+ persons	7.0%	2,263
Total	100.0%	32,480

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	15,231	x	12.5%	1,904
2 persons	8,740	x	12.5%	1,093
3 persons	3,847	x	12.5%	481
4 persons	2,399	x	12.5%	300
5+ persons	2,263	x	12.5%	283
Total	32,480			4,060

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
OBR	190
1BR	1,960
2BR	1,224
3BR	454
Total	3,829

Capture Rate Analysis - @30% - As Proposed

	Developer's Unit Mix	Capture Rate
OBR	1	0.53%
1BR	3	0.15%
2BR	2	0.16%
3BR	2	0.44%
Total/Overall	8	0.21%

Adjusted for Leakage from Outside of the PMA

10%

OBR	1	0.47%
1BR	3	0.14%
2BR	2	0.15%
3BR	2	0.40%
Total/Overall	8	0.19%

50 Percent of AMI Demand – LIHTC As Proposed

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2019

	Renter Household Size Distribution	Total Number of Renter Households
1 person	46.9%	15,231
2 persons	26.9%	8,740
3 persons	11.8%	3,847
4 persons	7.4%	2,399
5+ persons	7.0%	2,263
Total	100.0%	32,480

Income-Qualified Renter Demand

	Total Number of Renter Households	% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	15,231	x	13.1%
2 persons	8,740	x	13.1%
3 persons	3,847	x	13.1%
4 persons	2,399	x	13.1%
5+ persons	2,263	x	13.1%
Total	32,480		4,258

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
OBR	-
1BR	2,056
2BR	-
3BR	476
Total	2,532

Capture Rate Analysis - @50% - As Proposed

	Developer's Unit Mix	Capture Rate
OBR	-	-
1BR	5	0.24%
2BR	-	-
3BR	6	1.26%
Total/Overall	11	0.43%

Adjusted for Leakage from Outside of the PMA

10%

OBR	-	-
1BR	5	0.22%
2BR	-	-
3BR	6	1.13%
Total/Overall	11	0.39%

50 Percent of AMI Demand – Section 8 As Proposed

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2019

	Renter Household Size Distribution	Total Number of Renter Households
1 person	46.9%	15,231
2 persons	26.9%	8,740
3 persons	11.8%	3,847
4 persons	7.4%	2,399
5+ persons	7.0%	2,263
Total	100.0%	32,480

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	15,231	x	34.2%	5,209
2 persons	8,740	x	34.2%	2,989
3 persons	3,847	x	34.2%	1,316
4 persons	2,399	x	34.2%	820
5+ persons	2,263	x	34.2%	774
Total	32,480			11,108

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
OBR	-
1BR	-
2BR	3,350
3BR	-
Total	3,350

Capture Rate Analysis - @50% (Section 8) - As Proposed

	Developer's Unit Mix	Capture Rate
OBR	-	-
1BR	-	-
2BR	20	0.60%
3BR	-	-
Total/Overall	20	0.60%

Adjusted for Leakage from Outside of the PMA 10%

OBR	-	-
1BR	-	-
2BR	20	0.54%
3BR	-	-
Total/Overall	20	0.54%

50 Percent of AMI Demand – Absent Subsidy

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2019

	Renter Household Size Distribution	Total Number of Renter Households
1 person	46.9%	15,231
2 persons	26.9%	8,740
3 persons	11.8%	3,847
4 persons	7.4%	2,399
5+ persons	7.0%	2,263
Total	100.0%	32,480

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	15,231	x	16.7%	2,544
2 persons	8,740	x	16.7%	1,460
3 persons	3,847	x	16.7%	643
4 persons	2,399	x	16.7%	401
5+ persons	2,263	x	16.7%	378
Total	32,480			5,426

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
OBR	-
1BR	2,620
2BR	1,636
3BR	606
Total	4,862

Capture Rate Analysis - @50% Absent Subsidy

	Developer's Unit Mix	Capture Rate
OBR	-	-
1BR	5	0.19%
2BR	20	1.22%
3BR	6	0.99%
Total/Overall	31	0.64%

Adjusted for Leakage from Outside of the PMA

10%

OBR	-	-
1BR	5	0.17%
2BR	20	1.10%
3BR	6	0.89%
Total/Overall	31	0.57%

60 Percent of AMI Demand – LIHTC As Proposed

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2019

	Renter Household Size Distribution	Total Number of Renter Households
1 person	46.9%	15,231
2 persons	26.9%	8,740
3 persons	11.8%	3,847
4 persons	7.4%	2,399
5+ persons	7.0%	2,263
Total	100.0%	32,480

Income-Qualified Renter Demand

	Total Number of Renter Households	% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	15,231	x	964
2 persons	8,740	x	553
3 persons	3,847	x	243
4 persons	2,399	x	152
5+ persons	2,263	x	143
Total	32,480		2,055

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
OBR	-
1BR	-
2BR	620
3BR	230
Total	850

Capture Rate Analysis - @60% - As Proposed

	Developer's Unit Mix	Capture Rate
OBR	-	-
1BR	-	-
2BR	14	2.26%
3BR	6	2.61%
Total/Overall	20	2.35%

Adjusted for Leakage from Outside of the PMA

10%

OBR	-	-
1BR	-	-
2BR	14	2.03%
3BR	6	2.35%
Total/Overall	20	2.12%

60 Percent of AMI Demand – Section 8 As Proposed

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2019

	Renter Household Size Distribution	Total Number of Renter Households
1 person	46.9%	15,231
2 persons	26.9%	8,740
3 persons	11.8%	3,847
4 persons	7.4%	2,399
5+ persons	7.0%	2,263
Total	100.0%	32,480

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	15,231	x	41.6%	6,337
2 persons	8,740	x	41.6%	3,637
3 persons	3,847	x	41.6%	1,601
4 persons	2,399	x	41.6%	998
5+ persons	2,263	x	41.6%	942
Total	32,480			13,514

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
OBR	-
1BR	-
2BR	4,076
3BR	-
Total	4,076

Capture Rate Analysis - @60% (Section 8) - As Proposed

	Developer's Unit Mix	Capture Rate
OBR	-	-
1BR	-	-
2BR	10	0.25%
3BR	-	-
Total/Overall	10	0.25%

Adjusted for Leakage from Outside of the PMA 10%

OBR	-	-
1BR	-	-
2BR	10	0.22%
3BR	-	-
Total/Overall	10	0.22%

60 Percent of AMI Demand – PBRA As Proposed

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2019

	Renter Household Size Distribution	Total Number of Renter Households
1 person	46.9%	15,231
2 persons	26.9%	8,740
3 persons	11.8%	3,847
4 persons	7.4%	2,399
5+ persons	7.0%	2,263
Total	100.0%	32,480

Income-Qualified Renter Demand

	Total Number of Renter Households	% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	15,231	x 50.3%	7,662
2 persons	8,740	x 50.3%	4,397
3 persons	3,847	x 50.3%	1,935
4 persons	2,399	x 50.3%	1,207
5+ persons	2,263	x 50.3%	1,138
Total	32,480		16,340

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
OBR	-
1BR	7,889
2BR	4,928
3BR	1,826
Total	14,643

Capture Rate Analysis - @60% (Project Based Rental Assistance - PBRA) - As Proposed

	Developer's Unit Mix	Capture Rate
OBR	-	-
1BR	6	0.08%
2BR	1	0.02%
3BR	1	0.05%
Total/Overall	8	0.05%

Adjusted for Leakage from Outside of the PMA

10%

OBR	-	-
1BR	6	0.07%
2BR	1	0.02%
3BR	1	0.05%
Total/Overall	8	0.05%

60 Percent of AMI Demand – Absent Subsidy

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2019

	Renter Household Size Distribution	Total Number of Renter Households
1 person	46.9%	15,231
2 persons	26.9%	8,740
3 persons	11.8%	3,847
4 persons	7.4%	2,399
5+ persons	7.0%	2,263
Total	100.0%	32,480

Income-Qualified Renter Demand

	Total Number of Renter Households	% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	15,231	x	1,609
2 persons	8,740	x	923
3 persons	3,847	x	406
4 persons	2,399	x	253
5+ persons	2,263	x	239
Total	32,480		3,431

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
OBR	-
1BR	1,657
2BR	1,035
3BR	383
Total	3,075

Capture Rate Analysis - @60% Absent Subsidy

	Developer's Unit Mix	Capture Rate
OBR	-	-
1BR	6	0.36%
2BR	25	2.42%
3BR	7	1.83%
Total/Overall	38	1.24%

Adjusted for Leakage from Outside of the PMA

10%

OBR	-	-
1BR	6	0.33%
2BR	25	2.17%
3BR	7	1.64%
Total/Overall	38	1.11%

All Units – As Proposed

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2019

	Renter Household Size Distribution	Total Number of Renter Households
1 person	46.9%	15,231
2 persons	26.9%	8,740
3 persons	11.8%	3,847
4 persons	7.4%	2,399
5+ persons	7.0%	2,263
Total	100.0%	32,480

Income-Qualified Renter Demand

	Total Number of Renter Households	% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	15,231	x 50.3%	7,662
2 persons	8,740	x 50.3%	4,397
3 persons	3,847	x 50.3%	1,935
4 persons	2,399	x 50.3%	1,207
5+ persons	2,263	x 50.3%	1,138
Total	32,480		16,340

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
OBR	766
1BR	7,889
2BR	4,928
3BR	1,826
Total	15,409

Capture Rate Analysis - All Units As Proposed

	Developer's Unit Mix	Capture Rate
OBR	1	0.13%
1BR	14	0.18%
2BR	47	0.95%
3BR	15	0.82%
Total/Overall	77	0.50%

Adjusted for Leakage from Outside of the PMA

10%

OBR	1	0.12%
1BR	14	0.16%
2BR	47	0.86%
3BR	15	0.74%
Total/Overall	77	0.45%

All Units – Absent Subsidy

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2019

	Renter Household Size Distribution	Total Number of Renter Households
1 person	46.9%	15,231
2 persons	26.9%	8,740
3 persons	11.8%	3,847
4 persons	7.4%	2,399
5+ persons	7.0%	2,263
Total	100.0%	32,480

Income-Qualified Renter Demand

	Total Number of Renter Households	% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	15,231	x 37.7%	5,737
2 persons	8,740	x 37.7%	3,292
3 persons	3,847	x 37.7%	1,449
4 persons	2,399	x 37.7%	904
5+ persons	2,263	x 37.7%	852
Total	32,480		12,234

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
OBR	574
1BR	5,906
2BR	3,689
3BR	1,367
Total	11,536

Capture Rate Analysis - All Units Absent Subsidy

	Developer's Unit Mix	Capture Rate
OBR	1	0.17%
1BR	14	0.24%
2BR	47	1.27%
3BR	15	1.10%
Total/Overall	77	0.67%

Adjusted for Leakage from Outside of the PMA

10%

OBR	1	0.16%
1BR	14	0.21%
2BR	47	1.15%
3BR	15	0.99%
Total/Overall	77	0.60%

ANNUAL CAPTURE RATE ANALYSIS

The following calculation derives an estimated market penetration rate based on per annum demand. This is an indication of the percentage of net demand penetration that the Subject must attract in order to reach stabilized occupancy. This measure essentially takes the available household demand searching for apartments in the market area and deducts competition in order to determine net demand available to the Subject. The table below outlines the analysis of this methodology.

The annual demand for rental housing depends upon the following factors:

Population/Household Change

Population change as a result of new households moving in or out of the area: This was previously calculated, in the estimated population increase from 2018 to 2023. Since the newly derived population will all be eligible, they are included directly into the annual demand estimate.

Additions to Supply

As previously noted, there is one under construction property in the PMA that will be considered competitive with the Subject. Therefore, we removed 256 units from our *Demand Analysis*. There is a large number of proposed projects in the PMA and a large number of multifamily building permits have been issued in the county. The majority of these developments are market rate units that will not compete with the Subject. There are limited proposed affordable projects in the PMA.

Annual Demand Table – As Proposed

ANNUAL DEMAND - AS PROPOSED		
Calculation		PMA
Number of Renter Households in 2019		32,480
Increase in Number of Renter Households		987
Number of Renter Households in 2024		33,467
<i>Existing Demand</i>		
Percentage of Total Households that are Renter		66.0%
Percentage of Income-Qualified Renter Households		50.3%
Number of Income-Qualified Renter Households		16,340
Percentage of Rent-Overburdened		33.8%
Existing Income-Qualified Renter Household Turnover		5,521
<i>New Income-Qualified Demand, Stated Annually</i>		
Increase in Renter Households per Annum		197
Percentage of Income-Qualified Renter Households		50.3%
New Rental Income Qualified Households		99
<i>Capture Rate Analysis</i>		
Number of Units in Subject		77
Occupied Units at Subject With Vacancy of:	5%	73
Units Pre-Leased		0
Total Demand (Turnover and Growth) from within PMA		5,620
Portion Originating within PMA		90%
Total Demand (Turnover and Growth) from within PMA		6,245
Less: Existing LIHTC Projects in Absorption Process (Number of Units)	256	
Total Demand after Competition (Turnover and Growth)		5,989
Yielded Annual Capture Rate of Available Demand in 2020		1.2%

The yielded capture rate is approximately 1.2 percent of available demand per annum, for the Subject’s units, absent the subsidy, which is low and indicative of strong demand.

Annual Demand Table – Absent Subsidy

ANNUAL DEMAND - ABSENT SUBSIDY		
Calculation		PMA
Number of Renter Households in 2019		32,480
Increase in Number of Renter Households		987
Number of Renter Households in 2024		33,467
<i>Existing Demand</i>		
Percentage of Total Households that are Renter		66.0%
Percentage of Income-Qualified Renter Households		37.7%
Number of Income-Qualified Renter Households		12,234
Percentage of Rent-Overburdened		33.8%
Existing Income-Qualified Renter Household Turnover		4,134
<i>New Income-Qualified Demand, Stated Annually</i>		
Increase in Renter Households per Annum		197
Percentage of Income-Qualified Renter Households		37.7%
New Rental Income Qualified Households		74
<i>Capture Rate Analysis</i>		
Number of Units in Subject		77
Occupied Units at Subject With Vacancy of:	5%	73
Units Pre-Leased		0
Total Demand (Turnover and Growth) from within PMA		4,208
Portion Originating within PMA		90%
Total Demand (Turnover and Growth) from within PMA		4,676
Less: Existing LIHTC Projects in Absorption Process (Number of Units)		256
Total Demand after Competition (Turnover and Growth)		4,420
Yielded Annual Capture Rate of Available Demand in 2020		1.7%

The yielded capture rate is approximately 1.7 percent of available demand per annum, for the Subject’s units, absent the subsidy, which is low and indicative of strong demand.

VHDA DEMAND ANALYSIS

The net demand, and the absorption period for the Subject property. The supply illustrates all proposed or under construction units in the PMA.

We included the directly comparable vacant units at the comparable properties. There is currently one LIHTC property, with 256 LIHTC new units as detailed later in this report, in the PMA that are under construction or recently allocated that will be considered directly competitive with the Subject. There are currently two vacant income restricted units among the affordable inventory in the PMA that are competitive with the Subject. Both of these units are located at the The Shelton Apartments and are set-aside at 60 percent of the AMI.

The following table details the AMI distribution of the planned developments and developments currently under construction, as well as vacant units, in the PMA.

AMI DISTRIBUTION FOR PLANNED DEVELOPMENTS AND VACANT UNITS				
Property Name	30% AMI	50% AMI	60% AMI	Total
<i>Planned and Under Construction</i>				
The Berkeley (now The Apex)	0	49	154	203
<i>Vacant Units</i>				
The Shelton Apartments	0	0	2	2
Total	0	49	156	205

The following table illustrates the resulting capture rates for demand currently existing in PMA.

Income Restrictions	Up to 30% absent subsidy (min. income to max income)	Up to 50% absent subsidy (min. income to max income)	Up to 50% with subsidy (min. income to max income)	Up to 60% absent subsidy (min. income to max income)	Up to 60% with subsidy (min. income to max income)	All LIHTC absent subsidy (min. income to max income)	All LIHTC with subsidy (min. income to max income)	Project Total absent subsidy (min. income to max. income)	Project Total with subsidy (min. income to max. income)
New Rental Households	123	165	338	207	497	372	497	372	497
+									
Existing Households - Overburdened	1,372	1,833	3,753	2,307	5,521	4,134	5,521	4,134	5,521
+									
Existing Households -Substandard Housing	30	40	82	51	121	91	121	91	121
+									
Senior Households - Likely to Covert to Rental Housing	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
+									
Qualified Tenants- To Remain After Renovation	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
TOTAL DEMAND	1,525	2,038	4,173	2,564	6,139	4,597	6,139	4,597	6,139
-									
Supply (includes directly comparable vacant units or in pipeline in PMA)	0	49	49	156	156	205	205	205	205
NET DEMAND	1,525	1,989	4,124	2,408	5,983	4,392	5,934	4,392	5,934
PROPOSED UNITS	8	31	31	38	38	77	77	77	77
CAPTURE RATE	0.5%	1.6%	0.8%	1.6%	0.6%	1.8%	1.3%	1.8%	1.3%
ABSORPTION PERIOD	1 months	2 months	2 months	2 months	2 months	3 months	3 months	3 months	3 months

We believe there is ample demand for the Subject as proposed. Our concluded capture rates and absorption are shown in the table below.

Project Wide Capture Rate- LIHTC Units As Proposed	1.3%
Project Wide Capture Rate- LIHTC Units Absent Subsidy*	1.8%
Project Wide Absorption Period (Months) As Proposed	3 months
Project Wide Absorption Period (Months) Absent Subsidy	3 months

*These figures include 38 subsidized units. For the purposes of this analysis, we have assumed these units will not operate with subsidy.

Capture Rate and VHDA Conclusion

The Novoco demand analysis illustrates demand for the Subject based on capture rates of income-eligible renter households. When viewing total income-eligible renter households the calculation for the LIHTC units is 1.3 percent as proposed and 1.8 percent absent subsidy.

To provide another level of analysis, we removed the households from the income-eligible renter demand pool that are currently suitably housed elsewhere in the PMA. We conducted an *annual demand analysis*, which is based on new income-eligible renter households moving into the area (in the Subject’s first year of operation only) and those income-eligible renter households that are rent-overburdened (paying over 35 percent of income to living costs). This is a subset of the income-eligible renter households used previously and yields a far more conservative annual capture rate. This annual Novoco capture rate is 1.7 percent for the first year of operation as a LIHTC property. This suggests that the Subject will need to capture only a fraction of the available demand in its first year of operation in order to stabilize. This implies that no demand will be accommodated that is currently suitably housed elsewhere.

This calculation illustrates that there are approximately 5,934 units of demand as proposed and 4,420 units of demand absent subsidy in the first year of the Subject’s operation after completion as a LIHTC property. The Subject’s units will need to accommodate 73 total units of demand in order to stabilize at 95 percent occupancy. Any unaccommodated households will most likely leave the PMA or remain severely rent-overburdened. The lack of available units will force many to look elsewhere.

The VHDA net demand and capture rate table illustrates demand for the Subject based on capture rates of income-eligible renter households. The following table illustrates the conclusions from this table.

Project Wide Capture Rate- LIHTC Units As Proposed	1.3%
Project Wide Capture Rate- LIHTC Units Absent Subsidy*	1.8%
Project Wide Absorption Period (Months) As Proposed	3 months
Project Wide Absorption Period (Months) Absent Subsidy	3 months

*These figures include 38 subsidized units. For the purposes of this analysis, we have assumed these units will not operate with subsidy.

This is a low capture rate and indicative of ample demand for the Subject.

PENETRATION RATE ANALYSIS

Per VHDA guidelines, we also performed a penetration rate analysis for the Subject’s units, as illustrated in the following table.

PENETRATION RATE - As Proposed (Market Focus - NCHMA)	
Number of Proposed Competitive Affordable Units in the PMA	0
	+
Number of Existing Competitive Family Affordable Units in the PMA	2,754
	+
Number of Proposed Affordable Units at the Subject	77
	=
Total	2,831
	/
Income Eligible Households - All AMI Levels	16,340
	=
Overall Penetration Rate - Market Focus (NCHMA)	17.3%

PENETRATION RATE - Absent Subsidy (Market Focus - NCHMA)	
Number of Proposed Competitive <i>LIHTC</i> Units in the PMA	256
	+
Number of Existing Competitive Family <i>LIHTC</i> Units in the PMA	2,276
	+
Number of Proposed <i>LIHTC</i> Units at the Subject	77
	=
Total	2,609
	/
Income Eligible Households - All AMI Levels	12,234
	=
Overall Penetration Rate - Market Focus (NCHMA)	21.3%

The overall penetration rate is derived by taking the number of *LIHTC* units proposed or under construction within the PMA, combined with the number of existing *LIHTC* units, and the number of the Subject’s units divided by the number of income eligible households. The following table illustrates the *LIHTC* properties within the PMA that offer similar unit types and AMI levels, and are family oriented. *LIHTC* properties in the PMA that are fully subsidized are excluded from this table since they are not directly competitive with the Subject.

We reviewed *LIHTC* allocations from the Virginia Housing Development Authority (VHDA) for the past three years. The following table details the *LIHTC* allocations that have been published between 2017 and January 2020.

RECENT LIHTC ALLOCATIONS IN PMA

Property Name	Year Allocated	Rent Structure	Tenancy	Status	Total Units	Competitive Units	Distance to Subject
The Berkeley (now The Apex)	2017	<i>LIHTC</i>	Family	Under Constr.	256	256	2.8 miles

Source: Virginia Housing Development Authority, January 2020

The Berkeley was allocated tax credits in 2017 and is currently under construction with expected completion in April 2020. The new development now known as The Apex replaces a 1960s apartment complex, The Berkeley. The Apex will offer 256 studios, one, two, and three-bedroom units, of which 100 will be *LIHTC* and

restricted to households earning 40, 50, 60, and 80 percent of the AMI. Overall, we considered The Apex in our VHDA demand for a total of 256 units.

Existing affordable housing projects in the PMA will not be adversely affected by the proposed construction of the Subject property. A survey of comparable affordable LIHTC rental housing developments in the area demonstrates significant demand for quality rental units.

EXISTING AFFORDABLE PROPERTIES IN THE PMA

Property Name	Rent Structure	Tenancy	Total Units	Competitive LIHTC Units	Competitive Affordable Units
Arbor Heights	LIHTC	Family	198	198	198
Arlington Mill*	LIHTC / Section 8	Family	122	109	122
Arna Valley View	LIHTC	Family	101	101	101
Beverly Park	LIHTC	Family	33	33	33
Buchanan Gardens*	LIHTC	Family	111	111	111
Claridge House	Section 8	Family	302	0	300
Cleveland Cheshire Home	Section 8	Senior	6	0	6
Columbia Grove	LIHTC / Market	Family	208	130	130
Elbert Avenue Apartments	LIHTC	Family	29	28	28
Fields of Arlington	LIHTC / Market	Family	199	189	189
Fort Henry Gardens	LIHTC	Family	82	82	82
Grandview Apartments	LIHTC	Family	266	266	266
Harvey Hall	LIHTC / Market	Family	116	100	100
Hollybrooke Apartments	LIHTC	Family	148	148	148
Jackson Crossing	LIHTC	Family	78	78	78
Key Gardens	LIHTC / Market	Family	103	103	22
Lenox Club	LIHTC / Market	Family	386	77	77
Macedonia Apartments*	LIHTC	Family	36	36	36
Monterey Apartments	LIHTC	Family	109	109	109
Nelson Cheshire Home	Section 8	Senior	7	0	6
Quebec Apartments	LIHTC / Market	Family	172	129	129
The Shell*	LIHTC	Family	83	83	83
South 7th Street Group Home	Section 8	Special Needs	6	0	0
The Shelton*	LIHTC	Family	94	94	94
Virginia Gardens	LIHTC / Market	Family	76	72	72
Woodland Hill	Section 8	Senior	235	0	234
Totals			3,306	2,276	2,754

*Used as a comparable property

Absorption

We were able to obtain absorption information from the following properties.

ABSORPTION

Property Name	Rent	Year	Total Units	Absorption (units/month)
The Springs	LIHTC	2016	104	46
The Shell	LIHTC	2015	83	28
The View at Liberty Center	Market	2014	257	21
The Maxwell	Market	2014	163	30
Arlington Mill Residences	LIHTC	2014	122	61
Sedona	Market	2013	271	20
Macedonia Apartments	LIHTC	2012	36	36
2201 Pershing	Market	2012	188	32
The Jordan	LIHTC	2011	90	30

The LIHTC comparables illustrate absorption rates ranging from 28 to 61 units per month, with an average of 40 units per month. The market rate properties experienced lower rates of 20 to 32 units per month, with an average of 25 units per month. Therefore, we estimate the Subject will experience an absorption rate of 30 units per month, indicating an absorption period of two to three months.

**J. LOCAL PERSPECTIVES OF
RENTAL HOUSING MARKET
AND HOUSING
ALTERNATIVES**

INTERVIEWS

In order to ascertain the need for housing and affordable housing in the Subject’s area, interviews were conducted with various local officials.

Local Housing Authority Discussion

According to the Arlington County Housing Authority, the waiting list for Housing Choice Vouchers is closed and currently has approximately 5,000 applicants with a five year or more waiting period. The total allocation of Housing Choice Vouchers in the county is approximately 1,588 vouchers, of which 1,460 are currently in use. The contact was unaware of when the waiting list will reopen. The following table illustrates the current payment standards for the Subject’s zip code.

PAYMENT STANDARDS	
Unit Type	Standard
One-Bedroom	\$1,962
Two-Bedroom	\$2,250

Source: Arlington County Housing Authority, effective July 1, 2019

The payment standards are above the achievable LIHTC rents for all the Subject’s units. Therefore, tenants using vouchers will not have to pay additional rent out of pocket to reside at the Subject.

Planning Discussion

The following table illustrates proposed and under construction multifamily developments in the PMA according to Costar.

PLANNED DEVELOPMENT						
Property Name	Rent Structure	Tenancy	Total Units	Competitive Units	Construction Status	Distance to Subject
1900 S Eads St	Market	Family	160	0	Proposed	1.1 miles
2400 Columbia Pike	Market	Family	120	0	Proposed	0.6 miles
Axumite Village	Market	Family	35	0	Under Construction	0.8 miles
Building C	Market	Family	253	0	Proposed	0.8 miles
Crystal House III	Market	Family	432	0	Proposed	1.2 miles
Crystal House IV	Market	Family	222	0	Proposed	1.2 miles
Crystal House V	Market	Family	81	0	Proposed	1.1 miles
Crystal House VI	Market	Family	63	0	Proposed	1.1 miles
Pen Place	Market	Family	340	0	Proposed	1.1 miles
The Trove	Market	Family	401	0	Under Construction	0.1 miles
Totals			2,107	0		

Source: CoStar, February 2020

According to Costar, there are several proposed or under construction developments in the PMA. The area has seen an influx of new development and building permit issuance reached an all-time high in 2018. Given that Amazon will be opening up its second corporate headquarters in Arlington, we believe the new supply will be absorbed quickly. Further, these developments are all market rate and will not compete with the Subject. Arlington County offers density bonuses for affordable units, as such, the market rate developments above may offer some affordable units. Given that the number of affordable units at these properties is unknown, we have not deducted any units from our demand analysis. Despite the large influx of market rate housing in the PMA, there has been limited affordable housing additions.

We reviewed LIHTC allocations from the Virginia Housing Development Authority (VHDA) for the past three years. The following table details the LIHTC allocations that have been published between 2017 and January 2020.

RECENT LIHTC ALLOCATIONS IN PMA

Property Name	Year Allocated	Rent Structure	Tenancy	Status	Total Units	Competitive Units	Distance to Subject
The Berkeley (now The Apex)	2017	LIHTC	Family	Under Constr.	256	256	2.8 miles

Source: Virginia Housing Development Authority, January 2020

The Berkeley was allocated tax credits in 2017 and is currently under construction with expected completion in April 2020. The new development now known as The Apex replaces a 1960s apartment complex, The Berkeley. The Apex will offer 256 studios, one, two, and three-bedroom units, of which 100 will be LIHTC and restricted to households earning 40, 50, 60, and 80 percent of the AMI. Overall, we considered The Apex in our VHDA demand for a total of 256 units. Therefore, we removed 256 under construction units that are expected to be competitive with the Subject.

K. ANALYSIS/CONCLUSIONS

Recommendations

In general, we believe there is demand in the marketplace for the Subject. We recommend no changes for the Subject property.

Demand Summary

We believe there is ample demand for the Subject as proposed. Our concluded capture rates and absorption are shown in the table below.

Project Wide Capture Rate- LIHTC Units Absent Subsidy*	1.8%
Project Wide Absorption Period (Months) As Proposed	3 months
Project Wide Absorption Period (Months) Absent Subsidy	3 months

Additionally, the overall penetration rate for the Subject is 21.3 percent. It should be noted that the penetration rate analysis we derived is conservative because it does not account for leakage (i.e. tenants originating outside of the PMA). Overall, the derived penetration rate for the Subject is considered reasonable.

Strengths and Weaknesses of the Subject

Strengths

- The Subject will be in excellent condition when placed in service.
- The LIHTC vacancy at the comparable properties is 0.4 percent, which is lower than the overall vacancy rate for market rate comparables.
- The Subject is located in close proximity to public transportation options and some services and amenities.
- The Subject has low capture rates and penetration rates, indicating that there is ample demand for affordable housing.
- The Subject is located approximately two miles west of the proposed headquarters location for Amazon. Amazon will invest approximately \$2.5 billion to establish a new headquarters in National Landing, which will create more than 25,000 high paying jobs and occupy four million square feet of energy-efficient office space with the opportunity to expand to eight million square feet over the next 12 years. The announcement of Amazon has resulted in a large increase in building permit issuance in the county and additions to supply in the PMA. However, the majority of planned developments in the PMA are market rate and will not compete with the Subject. Despite the large influx of market rate development in the PMA, affordable development has been limited.

Weaknesses

- The Subject’s studio, one and two -bedroom units are smaller than the surveyed average unit sizes in the market. It should be noted that several properties offer small unit sizes and are operating with minimal vacancies. The Subject’s unit sizes have been considered in our achievable rent determinations.
- The Subject will offer limited in-unit and property amenities when compared to the market rate comparable properties. We considered the Subject’s limited amenities in our achievable rent determination.

Absorption Estimate

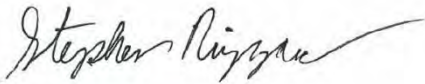
We were able to obtain absorption information from the following properties.

ABSORPTION				
Property Name	Rent	Year	Total Units	Absorption (units/month)
The Springs	LIHTC	2016	104	46
The Shell	LIHTC	2015	83	28
The View at Liberty Center	Market	2014	257	21
The Maxwell	Market	2014	163	30
Arlington Mill Residences	LIHTC	2014	122	61
Sedona	Market	2013	271	20
Macedonia Apartments	LIHTC	2012	36	36
2201 Pershing	Market	2012	188	32
The Jordan	LIHTC	2011	90	30

The LIHTC comparables illustrate absorption rates ranging from 28 to 61 units per month, with an average of 40 units per month. The market rate properties experienced lower rates of 20 to 32 units per month, with an average of 25 units per month. Therefore, we estimate the Subject will experience an absorption rate of 30 units per month, indicating an absorption period of two to three months.

L. OTHER REQUIREMENTS

1. Tina Miller made a physical inspection of the site and market area.
2. The appropriate information has been used in the comprehensive evaluation of the need and demand for the proposed rental units.
3. To the best of my knowledge the market can support the demand shown in this study. I understand that any misrepresentation in this statement may result in the denial of participation in the Low Income Housing Tax Credit Program in Virginia as administered by VHDA.
4. Neither I nor anyone at my firm has any interest in the proposed development or a relationship with the ownership entity.
5. Neither I nor anyone at my firm nor anyone acting on behalf of my firm in connection with the preparation of this report has communicated to others that my firm is representing VHDA or in any way acting for, at the request of, or on behalf of VHDA.
6. Compensation for my services is not contingent upon this development receiving a LIHTC reservation or allocation.
7. Evidence of the firm's NCHMA membership is included.



Stephen Nizzare
Market Analyst

February 17, 2020
Date



Formerly known as
National Council of Affordable
Housing Market Analysts

NCHMA MEMBER CERTIFICATION

This market study has been prepared by **Novogradac Consulting LLP**, 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.

Novogradac Consulting LLP 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. **Novogradac Consulting LLP** is an independent market analyst. No principal or employee of **Novogradac Consulting LLP** has any financial interest whatsoever in the development for which this analysis has been undertaken.

Stephen Nizzare
Analyst

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.

		Section(s)
Executive Summary		
1	Executive Summary	I
Scope of Work		
2	Scope of Work	Transmittal
Project Description		
3	Unit mix including bedrooms, bathrooms, square footage, rents, and income targeting	II
4	Utilities (and utility sources) included in rent	II
5	Target market/population description	II
6	Project description including unit features and community amenities	II
7	Date of construction/preliminary completion	II
8	If rehabilitation, scope of work, existing rents, and existing vacancies	II
Location		
9	Concise description of the site and adjacent parcels	III
10	Site photos/maps	III
11	Map of community services	III
12	Site evaluation/neighborhood including visibility, accessibility, and crime	III
Market Area		
13	PMA description	III
14	PMA Map	III
Employment and Economy		
15	At-Place employment trends	IV
16	Employment by sector	IV
17	Unemployment rates	IV
18	Area major employers/employment centers and proximity to site	IV
19	Recent or planned employment expansions/reductions	IV
Demographic Characteristics		
20	Population and household estimates and projections	IV
21	Area building permits	V
22	Population and household characteristics including income, tenure, and size	IV
23	For senior or special needs projects, provide data specific to target market	N/A
Competitive Environment		
24	Comparable property profiles and photos	Addenda
25	Map of comparable properties	V
26	Existing rental housing evaluation including vacancy and rents	V
27	Comparison of subject property to comparable properties	V
28	Discussion of availability and cost of other affordable housing options including homeownership, if applicable	V
29	Rental communities under construction, approved, or proposed	V
30	For senior or special needs populations, provide data specific to target market	N/A

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.

		Section(s)
Affordability, Demand, and Penetration Rate Analysis		
31	Estimate of demand	VI
32	Affordability analysis with capture rate	VI
33	Penetration rate analysis with capture rate	VI
Analysis/Conclusions		
34	Absorption rate and estimated stabilized occupancy for subject	V
35	Evaluation of proposed rent levels including estimate of market/achievable rents.	V
36	Precise statement of key conclusions	I
37	Market strengths and weaknesses impacting project	I
38	Product recommendations and/or suggested modifications to subject	I
39	Discussion of subject property's impact on existing housing	V
40	Discussion of risks or other mitigating circumstances impacting subject	V
41	Interviews with area housing stakeholders	V
Other Requirements		
42	Certifications	Addenda
43	Statement of qualifications	Addenda
44	Sources of data not otherwise identified	N/A

ADDENDUM A
Assumptions and Limiting Conditions

ASSUMPTIONS AND LIMITING CONDITIONS

1. In the event that the client provided a legal description, building plans, title policy and/or survey, etc., the market analyst has relied extensively upon such data in the formulation of all analyses.
2. The legal description as supplied by the client is assumed to be correct and the author assumes no responsibility for legal matters, and renders no opinion of property title, which is assumed to be good and merchantable.
3. All encumbrances, including mortgages, liens, leases, and servitudes, were disregarded in this valuation unless specified in the report. It was recognized, however, that the typical purchaser would likely take advantage of the best available financing, and the effects of such financing on property value were considered.
4. All information contained in the report, which others furnished, was assumed to be true, correct, and reliable. A reasonable effort was made to verify such information, but the author assumes no responsibility for its accuracy.
5. The report was made assuming responsible ownership and capable management of the property.
6. The sketches, photographs, and other exhibits in this report are solely for the purpose of assisting the reader in visualizing the property. The author made no property survey, and assumes no liability in connection with such matters. It was also assumed there is no property encroachment or trespass unless noted in the report.
7. The author of this report assumes no responsibility for hidden or unapparent conditions of the property, subsoil or structures, or the correction of any defects now existing or that may develop in the future. Equipment components were assumed in good working condition unless otherwise stated in this report.
8. It is assumed that there are no hidden or unapparent conditions for the property, subsoil, or structures, which would render it more or less valuable. No responsibility is assumed for such conditions or for engineering, which may be required to discover such factors.
9. The investigation made it reasonable to assume, for report purposes, that no insulation or other product banned by the Consumer Product Safety Commission has been introduced into the Subject premises. Visual inspection by the market analyst did not indicate the presence of any hazardous waste. It is suggested the client obtain a professional environmental hazard survey to further define the condition of the Subject soil if they deem necessary.
10. Any distribution of total property value between land and improvements applies only under the existing or specified program of property utilization. Separate valuations for land and buildings must not be used in conjunction with any other study or market study and are invalid if so used.
11. Possession of the report, or a copy thereof, does not carry with it the right of publication, nor may it be reproduced in whole or in part, in any manner, by any person, without the prior written consent of the author particularly as to value conclusions, the identity of the author or the firm with which he or she is connected. Neither all nor any part of the report, or copy thereof shall be disseminated to the general public by the use of advertising, public relations, news, sales, or other media for public communication without the prior written consent and approval of the market analyst. Nor shall the market analyst, firm, or professional organizations of which the market analyst is a member be identified without written consent of the market analyst.

12. Disclosure of the contents of this report is governed by the Bylaws and Regulations of the professional organization with which the market analyst is affiliated.
13. The author of this report is not required to give testimony or attendance in legal or other proceedings relative to this report or to the Subject property unless satisfactory additional arrangements are made prior to the need for such services.
14. The opinions contained in this report are those of the author and no responsibility is accepted by the author for the results of actions taken by others based on information contained herein.
15. Opinions of value contained herein are estimates. There is no guarantee, written or implied, that the Subject property will sell or lease for the indicated amounts.
16. All applicable zoning and use regulations and restrictions are assumed to have been complied with, unless nonconformity has been stated, defined, and considered in the market study report.
17. It is assumed that all required licenses, permits, covenants or other legislative or administrative authority from any local, state, or national governmental or private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in this report is based.
18. On all studies, Subject to satisfactory completion, repairs, or alterations, the report and conclusions are contingent upon completion of the improvements in a workmanlike manner and in a reasonable period of time.
19. All general codes, ordinances, regulations or statutes affecting the property have been and will be enforced and the property is not Subject to flood plain or utility restrictions or moratoriums, except as reported to the market analyst and contained in this report.
20. The party for whom this report is prepared has reported to the market analyst there are no original existing condition or development plans that would Subject this property to the regulations of the Securities and Exchange Commission or similar agencies on the state or local level.
21. Unless stated otherwise, no percolation tests have been performed on this property. In making the market study, it has been assumed the property is capable of passing such tests so as to be developable to its highest and best use.
22. No in-depth inspection was made of existing plumbing (including well and septic), electrical, or heating systems. The market analyst does not warrant the condition or adequacy of such systems.
23. No in-depth inspection of existing insulation was made. It is specifically assumed no Urea Formaldehyde Foam Insulation (UFFI), or any other product banned or discouraged by the Consumer Product Safety Commission has been introduced into the property. The market analyst reserves the right to review and/or modify this market study if said insulation exists on the Subject property.
24. Estimates presented in this report are assignable to parties to the development's financial structure.

ADDENDUM B
Subject Property and Neighborhood Photographs

Photographs of Subject Site and Neighborhood



Subject site (improvements to be demolished)



Subject site (improvements to be demolished)



Subject site (improvements to be demolished)



Arlington View Terrace (Existing) northwest of the Subject site



Arlington View Terrace (Existing) west of the Subject site



Arlington View Terrace (Existing) west of the Subject site



View south along South Rolfe Street



View north along South Rolfe Street



View east along 14th Road South



View west along 14th Road South



Army Navy Country Club, adjacent to south and west of the Subject



Typical single-family with The Trove, market rate housing development under construction and located directly northwest of the Subject



Typical single-family



Typical single-family



Typical single-family



Typical single-family



For sale townhomes in Subject neighborhood



For sale townhomes in Subject neighborhood



Hoffman Boston Elementary School



Carver Community Center



Bus stop



House of worship



The Lancaster, for sale condominiums



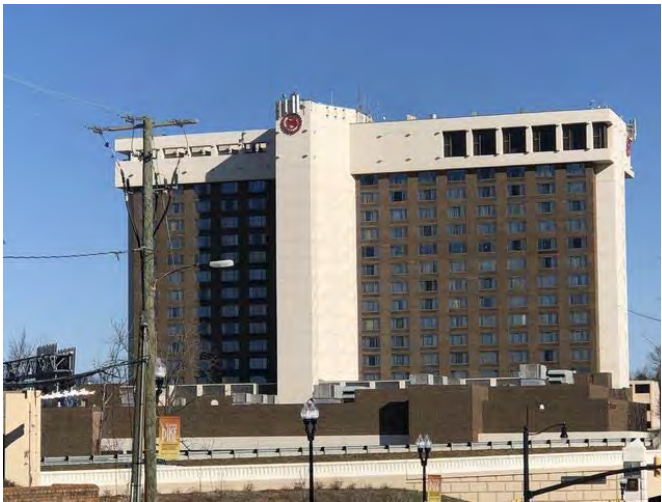
The Wellington, market rate apartments excluded from our analysis as we could not reach the manager



Towers Park



Towers Park



Sheraton Hotel



House of Worship

ADDENDUM C
Subject Matrices and Property Profiles

SUMMARY MATRIX

Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate				
Subject	Arlington View Terrace East 1420 Rolfe Street Arlington, VA 22204 Arlington County		Midrise 4-stories 2023 / n/a Family	@30%, @50%, @60%, @60% (Project Based Rental Assistance - PBRA), @60% (Section 8)	0BR / 1BA	1	1.3%	502	@30%	\$569	N/A	N/A	N/A	N/A				
					1BR / 1BA	3	3.9%	603	@30%	\$593	N/A	N/A	N/A	N/A				
					1BR / 1BA	5	6.5%	603	@50%	\$1,049	N/A	N/A	N/A	N/A				
					1BR / 1BA	6	7.8%	603	@60% (Project Based Rental Assistance - PBRA)	\$1,276	N/A	N/A	N/A	N/A				
					2BR / 1.5BA	2	2.6%	901	@30%	\$703	N/A	N/A	N/A	N/A				
					2BR / 1.5BA	20	26.0%	901	@50% (Section 8)	\$1,249	N/A	N/A	N/A	N/A				
					2BR / 1.5BA	14	18.2%	901	@60%	\$1,522	N/A	N/A	N/A	N/A				
					2BR / 1.5BA	1	1.3%	901	@60% (Project Based Rental Assistance - PBRA)	\$1,522	N/A	N/A	N/A	N/A				
					2BR / 1.5BA	10	13.0%	901	@60% (Section 8)	\$1,522	N/A	N/A	N/A	N/A				
					3BR / 2BA	2	2.6%	1,206	@30%	\$803	N/A	N/A	N/A	N/A				
					3BR / 2BA	6	7.8%	1,206	@50%	\$1,434	N/A	N/A	N/A	N/A				
					3BR / 2BA	6	7.8%	1,206	@60%	\$1,750	N/A	N/A	N/A	N/A				
					3BR / 2BA	1	1.3%	1,206	@60% (Project Based Rental Assistance - PBRA)	\$1,750	N/A	N/A	N/A	N/A				
										77							N/A	N/A
					1	Arlington Mill Residences 909 South Dinwiddie Street Arlington, VA 22204 Arlington County	2.1 miles	Midrise 4-stories 2014 / n/a Family	@30% (Section 8), @50%, @60%	0BR / 1BA	8	6.6%	422	@30% (Section 8)	-	N/A	Yes	0
1BR / 1BA	1	0.8%	642	@30% (Section 8)						-	N/A	Yes	0	0.0%				
1BR / 1BA	7	5.7%	642	@50%						\$1,026	Yes	Yes	0	0.0%				
1BR / 1BA	8	6.6%	642	@60%						\$1,253	Yes	Yes	0	0.0%				
2BR / 1.5BA	3	2.5%	986	@30% (Section 8)						-	N/A	Yes	0	0.0%				
2BR / 1.5BA	13	10.7%	986	@50%						\$1,217	Yes	Yes	0	0.0%				
2BR / 1.5BA	56	45.9%	986	@60%						\$1,490	Yes	Yes	0	0.0%				
3BR / 2BA	1	0.8%	1,087	@30% (Section 8)						-	N/A	Yes	0	0.0%				
3BR / 2BA	9	7.4%	1,087	@50%						\$1,395	Yes	Yes	0	0.0%				
3BR / 2BA	16	13.1%	1,087	@60%						\$1,710	Yes	Yes	0	0.0%				
					122							0	0.0%					
2	Buchanan Gardens 914 South Buchanan Street Arlington, VA 22204 Arlington County	1.9 miles	Garden 3-stories 1949 / 2012 Family	@50%, @60%	1BR / 1BA	24	21.6%	451	@50%	\$1,030	Yes	Yes	0	0.0%				
					1BR / 1BA	31	27.9%	451	@60%	\$1,257	Yes	Yes	0	0.0%				
					2BR / 1BA	33	29.7%	850	@60%	\$1,497	Yes	Yes	0	0.0%				
					3BR / 1BA	23	20.7%	1,200	@60%	\$1,719	Yes	Yes	0	0.0%				
										111						0	0.0%	
3	Macedonia Apartments 2229 Shirlington Road Arlington, VA 22206 Arlington County	1.6 miles	Midrise 4-stories 2012 / n/a Family	@50%, @50% (HOME), @60%	1BR / 1BA	1	2.8%	647	@50%	\$1,050	Yes	No	0	0.0%				
					1BR / 1BA	2	5.6%	647	@50% (HOME)	\$1,050	Yes	No	0	0.0%				
					1BR / 1BA	16	44.4%	647	@60%	\$1,277	Yes	No	0	0.0%				
					2BR / 1BA	3	8.3%	808	@50%	\$1,239	Yes	No	0	0.0%				
					2BR / 1BA	14	38.9%	808	@60%	\$1,512	Yes	No	0	0.0%				
					36							0	0.0%					
4	The Shell 870 South Greenbrier Street Arlington, VA 22204 Arlington County	2.4 miles	Highrise 7-stories 2015 / n/a Family	@50%, @60%	0BR / 1BA	4	4.8%	545	@50%	\$997	Yes	No	0	0.0%				
					0BR / 1BA	1	1.2%	545	@60%	\$1,210	Yes	No	0	0.0%				
					1BR / 1BA	3	3.6%	560	@50%	\$1,040	Yes	No	0	0.0%				
					1BR / 1BA	7	8.4%	560	@60%	\$1,267	Yes	No	0	0.0%				
					2BR / 1.5BA	10	12.1%	950	@50%	\$1,222	Yes	No	0	0.0%				
					2BR / 1.5BA	53	63.9%	950	@60%	\$1,495	Yes	No	0	0.0%				
					3BR / 2BA	2	2.4%	1,152	@50%	\$1,377	Yes	No	0	0.0%				
3BR / 2BA	3	3.6%	1,152	@60%	\$1,693	Yes	No	0	0.0%									
					83							0	0.0%					
5	The Shelton Apartments 3215 S. 24th Street Arlington, VA 22204 Arlington County	1.0 miles	Midrise 4-stories 2008 / n/a Family	@40%, @50%, @60%	0BR / 1BA	1	1.1%	537	@40%	\$757	Yes	No	0	0.0%				
					0BR / 1BA	2	2.1%	537	@50%	\$962	Yes	No	0	0.0%				
					1BR / 1BA	1	1.1%	610	@40%	\$812	Yes	No	0	0.0%				
					1BR / 1BA	2	2.1%	610	@50%	\$1,040	Yes	No	0	0.0%				
					1BR / 1BA	26	27.7%	610	@60%	\$1,267	Yes	No	1	3.9%				
					2BR / 1BA	2	2.1%	777	@40%	\$949	Yes	No	0	0.0%				
					2BR / 1BA	2	2.1%	777	@50%	\$1,222	Yes	No	0	0.0%				
					2BR / 1BA	43	45.7%	777	@60%	\$1,495	Yes	No	1	2.3%				
					3BR / 2BA	1	1.1%	1,044	@40%	\$1,062	Yes	No	0	0.0%				
					3BR / 2BA	1	1.1%	1,044	@50%	\$1,377	Yes	No	0	0.0%				
3BR / 2BA	13	13.8%	1,044	@60%	\$1,693	Yes	No	0	0.0%									
					94							2	2.1%					
6	Columbia Crossing 1957 Columbia Pike Arlington, VA 22204 Arlington County	0.4 miles	Midrise 4-stories 1991 / 2008 Family	Market	1BR / 1BA	N/A	N/A	811	Market	\$1,892	N/A	No	N/A	N/A				
					1BR / 1BA	N/A	N/A	862	Market	\$1,852	N/A	No	N/A	N/A				
					1BR / 1BA	103	41.7%	760	Market	\$1,881	N/A	No	N/A	N/A				
					1.5BR / 1BA	13	5.3%	960	Market	\$1,997	N/A	No	N/A	N/A				
					1.5BR / 1BA	19	7.7%	1,003	Market	\$1,899	N/A	No	N/A	N/A				
					2BR / 2BA	N/A	N/A	1,060	Market	\$2,122	N/A	No	N/A	N/A				
					2BR / 2BA	N/A	N/A	1,134	Market	\$2,291	N/A	No	N/A	N/A				
					2BR / 2BA	100	40.5%	985	Market	\$1,952	N/A	No	N/A	N/A				
					3BR / 2BA	12	4.9%	1,261	Market	\$2,680	N/A	No	N/A	N/A				
					247							9	3.6%					
7	Park At Arlington Ridge 1400 28th Street South Arlington, VA 22206 Arlington County	0.9 miles	Garden 3-stories 1956 / 2003/2019 Family	Market	1BR / 1BA	N/A	N/A	717	Market	\$1,610	N/A	No	N/A	N/A				
					1BR / 1BA	N/A	N/A	793	Market	\$1,775	N/A	No	N/A	N/A				
					1BR / 1BA	N/A	N/A	640	Market	\$1,444	N/A	No	N/A	N/A				
					2BR / 1BA	N/A	N/A	787	Market	\$1,665	N/A	No	N/A	N/A				
					2BR / 2BA	N/A	N/A	914	Market	\$1,963	N/A	No	N/A	N/A				
					2BR / 2BA	N/A	N/A	977	Market	\$2,115	N/A	No	N/A	N/A				
					2BR / 2BA	N/A	N/A	850	Market	\$1,810	N/A	N/A	N/A	N/A				
					3BR / 2BA	N/A	N/A	972	Market	\$2,511	N/A	No	0	N/A				
					836							24	2.9%					
8	Penrose Square 2501 9th Road South Arlington, VA 22204 Arlington County	0.6 miles	Highrise 7-stories 2011 / n/a Family	Market	0BR / 1BA	8	2.7%	620	Market	\$1,661	N/A	Yes	0	0.0%				
					1BR / 1BA	N/A	N/A	731	Market	\$1,648	N/A	No	N/A	N/A				
					1BR / 1BA	212	70.9%	713	Market	\$1,602	N/A	No	N/A	N/A				
					1BR / 1.5BA	N/A	N/A	749	Market	\$1,693	N/A	No	N/A	N/A				
					2BR / 2BA	N/A	N/A	1,165	Market	\$2,398	N/A	No	N/A	N/A				
					2BR / 2BA	74	24.8%	963	Market	\$2,048	N/A	No	N/A	N/A				
					2BR / 2.5BA	N/A	N/A	1,366	Market	\$2,748	N/A	No	N/A	N/A				
					3BR / 2BA	N/A	N/A	1,392	Market	\$3,111	N/A	Yes	0	N/A				
3BR / 2BA	N/A	N/A	1,448	Market	\$3,311	N/A	Yes	0	N/A									
3BR / 2BA	5	1.7%	1,336	Market	\$2,911	N/A	Yes	0	0.0%									
					299							23	7.7%					
9	Pike 3400 3400 Columbia Pike Arlington, VA 22204 Arlington County	1.0 miles	Midrise 5-stories 2015 / n/a Family	Market	0BR / 1BA	N/A	N/A	525	Market	\$1,693	N/A	Yes	N/A	N/A				
					0BR / 1BA	N/A	N/A	554	Market	\$1,737	N/A	Yes	N/A	N/A				
					0BR / 1BA	19	7.4%	495	Market	\$1,648	N/A	Yes	N/A	N/A				
					1BR / 1BA	N/A	N/A	694	Market	\$1,852	N/A	Yes	N/A	N/A				
					1BR / 1BA	N/A	N/A	789	Market	\$1,919	N/A	Yes	N/A	N/A				
					1BR / 1BA	135	52.5%	598	Market	\$1,784	N/A	Yes	N/A	N/A				
					1.5BR / 1BA	N/A	N/A	818	Market	\$2,283	N/A	Yes	N/A	N/A				
					1.5BR / 1BA	N/A	N/A	849	Market	\$2,295	N/A	Yes	N/A	N/A				
					1.5BR / 1BA	13	5.1%	787	Market	\$2,271	N/A	Yes	N/A	N/A				
					2BR / 2BA	N/A	N/A	1,134	Market	\$2,728	N/A	Yes	N/A	N/A				
2BR / 2BA	N/A	N/A	1,321	Market	\$2,927	N/A	Yes	N/A	N/A									
2BR / 2BA	90	35.0%	947	Market	\$2,529	N/A	Yes	N/A	N/A									
					257							12	4.7%					
10	Siena Park 2301 Columbia Pike Arlington, VA 22204 Arlington County	0.5 miles	Highrise 7-stories 2010 / n/a Family	Market	1BR / 1BA	N/A	N/A	660	Market	\$1,826	N/A	No	N/A	N/A				
					1BR / 1BA	N/A	N/A	792	Market	\$1,898	N/A	No	N/A	N/A				
					1BR / 1BA	139	73.9%	528	Market	\$1,754	N/A	No	N/A	N/A				
					2BR / 2BA	N/A	N/A	1,133	Market	\$2,350	N/A	No	N/A	N/A				
					2BR / 2BA	N/A	N/A	1,160	Market	\$2,533	N/A	No	N/A	N/A				
2BR / 2BA	49	26.1%	1,105	Market	\$2,167	N/A	No	N/A	N/A									
					188							8	4.3%					

PROPERTY PROFILE REPORT

Arlington Mill Residences

Effective Rent Date	12/06/2019
Location	909 South Dinwiddie Street Arlington, VA 22204 Arlington County
Distance	2.1 miles
Units	122
Vacant Units	0
Vacancy Rate	0.0%
Type	Midrise (4 stories)
Year Built/Renovated	2014 / N/A
Marketing Began	N/A
Leasing Began	2/28/2014
Last Unit Leased	4/30/2014
Major Competitors	Gilliam Place, Columbia Hills
Tenant Characteristics	Formerly homeless for the Section 8 units
Contact Name	Tara
Phone	703-566-6213



Market Information

Program	@30% (Section 8), @50%, @60%
Annual Turnover Rate	5%
Units/Month Absorbed	61
HCV Tenants	35%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased to 2019 maximum
Concession	None
Waiting List	Two years in length

Utilities

A/C	not included -- central
Cooking	not included -- gas
Water Heat	not included -- electric
Heat	not included -- gas
Other Electric	not included
Water	included
Sewer	included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Midrise (4 stories)	8	422	N/A	\$0	@30% (Section 8)	Yes	0	0.0%	N/A	None
1	1	Midrise (4 stories)	1	642	N/A	\$0	@30% (Section 8)	Yes	0	0.0%	N/A	None
1	1	Midrise (4 stories)	7	642	\$1,055	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Midrise (4 stories)	8	642	\$1,282	\$0	@60%	Yes	0	0.0%	yes	None
2	1.5	Midrise (4 stories)	3	986	N/A	\$0	@30% (Section 8)	Yes	0	0.0%	N/A	None
2	1.5	Midrise (4 stories)	13	986	\$1,261	\$0	@50%	Yes	0	0.0%	yes	None
2	1.5	Midrise (4 stories)	56	986	\$1,534	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Midrise (4 stories)	1	1,087	N/A	\$0	@30% (Section 8)	Yes	0	0.0%	N/A	None
3	2	Midrise (4 stories)	9	1,087	\$1,453	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Midrise (4 stories)	16	1,087	\$1,768	\$0	@60%	Yes	0	0.0%	yes	None

Arlington Mill Residences, continued

Trend Report

Vacancy Rates

3Q18	1Q19	3Q19	4Q19
0.0%	0.0%	0.0%	0.0%

Trend: @30%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	N/A	\$0	N/A	N/A
2019	1	0.0%	N/A	\$0	N/A	N/A
2019	3	0.0%	N/A	\$0	N/A	N/A
2019	4	0.0%	N/A	\$0	N/A	N/A

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	N/A	\$0	N/A	N/A
2019	1	0.0%	N/A	\$0	N/A	N/A
2019	3	0.0%	N/A	\$0	N/A	N/A
2019	4	0.0%	N/A	\$0	N/A	N/A

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
------	----	------	-----------	-------	-------------	-----------

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	N/A	\$0	N/A	N/A
2019	1	0.0%	N/A	\$0	N/A	N/A
2019	3	0.0%	N/A	\$0	N/A	N/A
2019	4	0.0%	N/A	\$0	N/A	N/A

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	N/A	\$0	N/A	N/A
2019	1	0.0%	N/A	\$0	N/A	N/A
2019	3	0.0%	N/A	\$0	N/A	N/A
2019	4	0.0%	N/A	\$0	N/A	N/A

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$1,020	\$0	\$1,020	\$971
2019	1	0.0%	\$1,020	\$0	\$1,020	\$971
2019	3	0.0%	\$1,020	\$0	\$1,020	\$971
2019	4	0.0%	\$1,055	\$0	\$1,055	\$1,006

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$1,222	\$0	\$1,222	\$1,158
2019	1	0.0%	\$1,222	\$0	\$1,222	\$1,158
2019	3	0.0%	\$1,222	\$0	\$1,222	\$1,158
2019	4	0.0%	\$1,261	\$0	\$1,261	\$1,197

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
------	----	------	-----------	-------	-------------	-----------

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$1,409	\$0	\$1,409	\$1,331
2019	1	0.0%	\$1,409	\$0	\$1,409	\$1,331
2019	3	0.0%	\$1,409	\$0	\$1,409	\$1,331
2019	4	0.0%	\$1,453	\$0	\$1,453	\$1,375

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
------	----	------	-----------	-------	-------------	-----------

Arlington Mill Residences, continued

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$1,240	\$0	\$1,240	\$1,191
2019	1	0.0%	\$1,240	\$0	\$1,240	\$1,191
2019	3	0.0%	\$1,240	\$0	\$1,240	\$1,191
2019	4	0.0%	\$1,282	\$0	\$1,282	\$1,233

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$1,486	\$0	\$1,486	\$1,422
2019	1	0.0%	\$1,485	\$0	\$1,485	\$1,421
2019	3	0.0%	\$1,485	\$0	\$1,485	\$1,421
2019	4	0.0%	\$1,534	\$0	\$1,534	\$1,470

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
------	----	------	-----------	-------	-------------	-----------

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$1,714	\$0	\$1,714	\$1,636
2019	1	0.0%	\$1,712	\$0	\$1,712	\$1,634
2019	3	0.0%	\$1,712	\$0	\$1,712	\$1,634
2019	4	0.0%	\$1,768	\$0	\$1,768	\$1,690

3BR / 3BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
------	----	------	-----------	-------	-------------	-----------

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
------	----	------	-----------	-------	-------------	-----------

Trend: Comments

3Q18 N/A

1Q19 The contact reported that all units restricted to 30 percent of AMI are set aside for formerly homeless individuals and families and are rented through the county. One parking spaces per unit is available for a \$25 monthly fee. Unit sizes range from 628 to 656 for one-bedroom units, 855 to 1,117 for two-bedroom units, and 966 to 1,208 for three-bedroom units. The unit sizes shown are averages.

3Q19 The contact reported that all units restricted to 30 percent of AMI are set aside for formerly homeless individuals and families and are rented through the county. One parking space per unit is available for a \$25 monthly fee. Unit sizes range from 628 to 656 for one-bedroom units, 855 to 1,117 for two-bedroom units, and 966 to 1,208 for three-bedroom units. The unit sizes shown are averages. The property was achieving the 2018 maximum allowable level for rents, but has not raised their rents to the 2019 maximum allowable level. The contact was unable to state why the rent did not increase to the 2019 maximum allowable level.

4Q19 The contact reported that all units restricted to 30 percent of AMI are set aside for formerly homeless individuals and families and are rented through the county. Unit sizes range from 628 to 656 for one-bedroom units, 855 to 1,117 for two-bedroom units, and 966 to 1,208 for three-bedroom units. The unit sizes shown are averages.

Photos



PROPERTY PROFILE REPORT

Buchanan Gardens

Effective Rent Date	12/02/2019
Location	914 South Buchanan Street Arlington, VA 22204 Arlington County
Distance	1.9 miles
Units	111
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	1949 / 2012
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	None identified
Contact Name	Putny
Phone	(703) 486-1126



Market Information

Program	@50%, @60%
Annual Turnover Rate	16%
Units/Month Absorbed	N/A
HCV Tenants	25%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased 4%
Concession	None
Waiting List	Four to six months

Utilities

A/C	not included -- central
Cooking	not included -- gas
Water Heat	not included -- gas
Heat	not included -- gas
Other Electric	not included
Water	included
Sewer	included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	24	451	\$1,059	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Garden (3 stories)	31	451	\$1,286	\$0	@60%	Yes	0	0.0%	yes	None
2	1	Garden (3 stories)	33	850	\$1,541	\$0	@60%	Yes	0	0.0%	yes	None
3	1	Garden (3 stories)	23	1,200	\$1,777	\$0	@60%	Yes	0	0.0%	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,059	\$0	\$1,059	-\$49	\$1,010	1BR / 1BA	\$1,286	\$0	\$1,286	-\$49	\$1,237
						2BR / 1BA	\$1,541	\$0	\$1,541	-\$64	\$1,477
						3BR / 1BA	\$1,777	\$0	\$1,777	-\$78	\$1,699

Buchanan Gardens, continued

Amenities

In-Unit		Security	Services
Blinds	Carpet/Hardwood	Limited Access	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator			
Property		Premium	Other
Clubhouse/Meeting Room/Community	Central Laundry	None	None
Off-Street Parking	On-Site Management		
Playground			

Comments

This property was rehabilitated in stages over the 2010 to 2012 period. A community room and playground were added in addition to other renovations. Free on-site surface parking was expanded as well, which equates to an approximate ratio of one space per unit.

Buchanan Gardens, continued

Trend Report

Vacancy Rates

2Q18	1Q19	3Q19	4Q19
0.0%	0.0%	0.9%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$1,020	\$0	\$1,020	\$971
2019	1	0.0%	\$1,020	\$0	\$1,020	\$971
2019	3	0.0%	\$1,059	\$0	\$1,059	\$1,010
2019	4	0.0%	\$1,059	\$0	\$1,059	\$1,010

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
------	----	------	-----------	-------	-------------	-----------

3BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
------	----	------	-----------	-------	-------------	-----------

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$1,240	\$0	\$1,240	\$1,191
2019	1	0.0%	\$1,240	\$0	\$1,240	\$1,191
2019	3	0.0%	\$1,286	\$0	\$1,286	\$1,237
2019	4	0.0%	\$1,286	\$0	\$1,286	\$1,237

2BR / 0.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
------	----	------	-----------	-------	-------------	-----------

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$1,486	\$0	\$1,486	\$1,422
2019	1	0.0%	\$1,486	\$0	\$1,486	\$1,422
2019	3	3.0%	\$1,541	\$0	\$1,541	\$1,477
2019	4	0.0%	\$1,541	\$0	\$1,541	\$1,477

3BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$1,714	\$0	\$1,714	\$1,636
2019	1	0.0%	\$1,714	\$0	\$1,714	\$1,636
2019	3	0.0%	\$1,777	\$0	\$1,777	\$1,699
2019	4	0.0%	\$1,777	\$0	\$1,777	\$1,699

Trend: Comments

2Q18 N/A

1Q19 N/A

3Q19 This property was rehabilitated in stages over the 2010 to 2012 period. A community room and playground were added in addition to other renovations. Free on-site surface parking was expanded as well, which equates to an approximate ratio of one space per unit.

4Q19 N/A

Photos



PROPERTY PROFILE REPORT

Macedonia Apartments

Effective Rent Date	1/21/2020
Location	2229 Shirlington Road Arlington, VA 22206 Arlington County
Distance	1.6 miles
Units	36
Vacant Units	0
Vacancy Rate	0.0%
Type	Midrise (4 stories)
Year Built/Renovated	2012 / N/A
Marketing Began	N/A
Leasing Began	5/01/2012
Last Unit Leased	5/01/2012
Major Competitors	The Shelton, Arna Valley View
Tenant Characteristics	Mixed tenancy, mostly from Arlington
Contact Name	Eileen
Phone	703-920-0962



Market Information

Program	@50%, @50% (HOME), @60%
Annual Turnover Rate	26%
Units/Month Absorbed	36
HCV Tenants	18%
Leasing Pace	Within one week
Annual Chg. in Rent	Kept at max. allowable
Concession	none
Waiting List	None maintained

Utilities

A/C	not included -- central
Cooking	included -- gas
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (4 stories)	1	647	\$1,055	\$0	@50%	No	0	0.0%	yes	None
1	1	Midrise (4 stories)	2	647	\$1,055	\$0	@50% (HOME)	No	0	0.0%	yes	None
1	1	Midrise (4 stories)	16	647	\$1,282	\$0	@60%	No	0	0.0%	yes	None
2	1	Midrise (4 stories)	3	808	\$1,246	\$0	@50%	No	0	0.0%	yes	None
2	1	Midrise (4 stories)	14	808	\$1,519	\$0	@60%	No	0	0.0%	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,055	\$0	\$1,055	-\$4	\$1,051	1BR / 1BA	\$1,282	\$0	\$1,282	-\$4	\$1,278
2BR / 1BA	\$1,246	\$0	\$1,246	-\$5	\$1,241	2BR / 1BA	\$1,519	\$0	\$1,519	-\$5	\$1,514

Macedonia Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher		
Exterior Storage	Garbage Disposal		
Microwave	Oven		
Refrigerator			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Elevators	Garage		
Central Laundry	Off-Street Parking		
On-Site Management			

Comments

This property is jointly managed with The Shelton. One garage space is included in the rent for each unit. This property does not currently maintain a waiting list.

Macedonia Apartments, continued

Trend Report

Vacancy Rates

3Q16	4Q17	2Q18	1Q20
0.0%	5.6%	0.0%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	3	0.0%	\$978	\$0	\$978	\$974
2017	4	0.0%	\$978	\$0	\$978	\$974
2018	2	0.0%	\$1,019	\$0	\$1,019	\$1,015
2020	1	0.0%	\$1,055	\$0	\$1,055	\$1,051

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	3	0.0%	\$1,152	\$0	\$1,152	\$1,147
2017	4	0.0%	\$1,152	\$0	\$1,152	\$1,147
2018	2	0.0%	\$1,179	\$0	\$1,179	\$1,174
2020	1	0.0%	\$1,246	\$0	\$1,246	\$1,241

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	3	0.0%	\$1,171	\$0	\$1,171	\$1,167
2017	4	0.0%	\$1,162	\$0	\$1,162	\$1,158
2018	2	0.0%	\$1,329	\$0	\$1,329	\$1,325
2020	1	0.0%	\$1,282	\$0	\$1,282	\$1,278

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	3	0.0%	\$1,398	\$0	\$1,398	\$1,393
2017	4	14.3%	\$1,373	\$0	\$1,373	\$1,368
2018	2	0.0%	\$1,443	\$0	\$1,443	\$1,438
2020	1	0.0%	\$1,519	\$0	\$1,519	\$1,514

Trend: Comments

3Q16	This property is located in the Nauck neighborhood of Arlington, off of Interstate 395. It is jointly managed with The Shelton, another LIHTC property approximately one block away. This property was fully leased upon completion in May 2012. Approximately 80 percent of the tenants own a car, as one garage parking space is included in the rent for each unit. Parking is included in rent. The contact stated the property maintains a waiting list upwards of six months.
4Q17	This property is jointly managed with the Shelton, another LIHTC property. One garage space is included in the rent for each unit. This property does not currently have a wait list.
2Q18	This property is jointly managed with the Shelton, another LIHTC property. One garage space is included in the rent for each unit. This property does not currently have a waiting list.
1Q20	This property is jointly managed with The Shelton. One garage space is included in the rent for each unit. This property does not currently maintain a waiting list.

Photos



PROPERTY PROFILE REPORT

The Shell

Effective Rent Date	1/21/2020
Location	870 South Greenbrier Street Arlington, VA 22204 Arlington County
Distance	2.4 miles
Units	83
Vacant Units	0
Vacancy Rate	0.0%
Type	Highrise (7 stories)
Year Built/Renovated	2015 / N/A
Marketing Began	N/A
Leasing Began	3/26/2015
Last Unit Leased	6/30/2015
Major Competitors	Other Columbia Pike properties
Tenant Characteristics	Local working class individuals and families
Contact Name	Dawn
Phone	703-575-7880



Market Information

Program	@50%, @60%
Annual Turnover Rate	5%
Units/Month Absorbed	28
HCV Tenants	15%
Leasing Pace	Pre-leased to within one week
Annual Chg. in Rent	Kept at max. allowable
Concession	None
Waiting List	None maintained; first come, first serve

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Highrise (7 stories)	4	545	\$997	\$0	@50%	No	0	0.0%	yes	None
0	1	Highrise (7 stories)	1	545	\$1,210	\$0	@60%	No	0	0.0%	yes	None
1	1	Highrise (7 stories)	3	560	\$1,040	\$0	@50%	No	0	0.0%	yes	None
1	1	Highrise (7 stories)	7	560	\$1,267	\$0	@60%	No	0	0.0%	yes	None
2	1.5	Highrise (7 stories)	10	950	\$1,222	\$0	@50%	No	0	0.0%	yes	None
2	1.5	Highrise (7 stories)	53	950	\$1,495	\$0	@60%	No	0	0.0%	yes	None
3	2	Highrise (7 stories)	2	1,152	\$1,377	\$0	@50%	No	0	0.0%	yes	None
3	2	Highrise (7 stories)	3	1,152	\$1,693	\$0	@60%	No	0	0.0%	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$997	\$0	\$997	\$0	\$997	Studio / 1BA	\$1,210	\$0	\$1,210	\$0	\$1,210
1BR / 1BA	\$1,040	\$0	\$1,040	\$0	\$1,040	1BR / 1BA	\$1,267	\$0	\$1,267	\$0	\$1,267
2BR / 1.5BA	\$1,222	\$0	\$1,222	\$0	\$1,222	2BR / 1.5BA	\$1,495	\$0	\$1,495	\$0	\$1,495
3BR / 2BA	\$1,377	\$0	\$1,377	\$0	\$1,377	3BR / 2BA	\$1,693	\$0	\$1,693	\$0	\$1,693

Amenities

In-Unit

Balcony/Patio
Carpet/Hardwood
Central A/C
Dishwasher
Microwave
Refrigerator

Blinds
Carpeting
Coat Closet
Garbage Disposal
Oven
Walk-In Closet

Security

Intercom (Buzzer)
Limited Access
Video Surveillance

Services

Adult Education
Afterschool Program
Computer Tutoring
Tutoring

Property

Clubhouse/Meeting Room/Community
Elevators
Garage(\$50.00)
Off-Street Parking
Playground

Courtyard
Exercise Facility
Central Laundry
On-Site Management
Service Coordination

Premium

None

Other

None

Comments

The contact reported that the property does not maintain a waiting list due to strong demand. Garage parking is available for \$50 per month.

Trend Report

Vacancy Rates

4Q17	2Q18	1Q19	1Q20
1.2%	2.4%	2.4%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	0.0%	\$940	\$0	\$940	\$940
2018	2	0.0%	\$965	\$0	\$965	\$965
2019	1	0.0%	\$965	\$0	\$965	\$965
2020	1	0.0%	\$1,040	\$0	\$1,040	\$1,040

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	0.0%	\$1,102	\$0	\$1,102	\$1,102
2018	2	0.0%	\$1,179	\$0	\$1,179	\$1,179
2019	1	0.0%	\$1,175	\$0	\$1,175	\$1,175
2020	1	0.0%	\$1,222	\$0	\$1,222	\$1,222

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	0.0%	\$1,241	\$0	\$1,241	\$1,241
2018	2	0.0%	\$1,330	\$0	\$1,330	\$1,330
2019	1	0.0%	\$1,324	\$0	\$1,324	\$1,324
2020	1	0.0%	\$1,377	\$0	\$1,377	\$1,377

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	0.0%	\$902	\$0	\$902	\$902
2018	2	0.0%	\$962	\$0	\$962	\$962
2019	1	0.0%	\$962	\$0	\$962	\$962
2020	1	0.0%	\$997	\$0	\$997	\$997

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	0.0%	\$1,147	\$0	\$1,147	\$1,147
2018	2	14.3%	\$1,179	\$0	\$1,179	\$1,179
2019	1	14.3%	\$1,179	\$0	\$1,179	\$1,179
2020	1	0.0%	\$1,267	\$0	\$1,267	\$1,267

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	1.9%	\$1,350	\$0	\$1,350	\$1,350
2018	2	1.9%	\$1,443	\$0	\$1,443	\$1,443
2019	1	1.9%	\$1,439	\$0	\$1,439	\$1,439
2020	1	0.0%	\$1,495	\$0	\$1,495	\$1,495

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	0.0%	\$1,528	\$0	\$1,528	\$1,528
2018	2	0.0%	\$1,635	\$0	\$1,635	\$1,635
2019	1	0.0%	\$1,629	\$0	\$1,629	\$1,629
2020	1	0.0%	\$1,693	\$0	\$1,693	\$1,693

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	0.0%	\$1,095	\$0	\$1,095	\$1,095
2018	2	0.0%	\$1,167	\$0	\$1,167	\$1,167
2019	1	0.0%	\$1,167	\$0	\$1,167	\$1,167
2020	1	0.0%	\$1,210	\$0	\$1,210	\$1,210

Trend: Comments

4Q17	The contact stated that this property is usually fully occupied, however, it does not maintain a wait list.
2Q18	N/A
1Q19	N/A
1Q20	The contact reported that the property does not maintain a waiting list due to strong demand. Garage parking is available for \$50 per month.

Photos



PROPERTY PROFILE REPORT

The Shelton Apartments

Effective Rent Date	1/21/2020
Location	3215 S. 24th Street Arlington, VA 22204 Arlington County
Distance	1 mile
Units	94
Vacant Units	2
Vacancy Rate	2.1%
Type	Midrise (4 stories)
Year Built/Renovated	2008 / N/A
Marketing Began	11/01/2007
Leasing Began	1/02/2008
Last Unit Leased	4/30/2008
Major Competitors	None noted
Tenant Characteristics	Singles, couples, and families; most from Arlington
Contact Name	Eileen
Phone	703-920-0962



Market Information

Program	@40%, @50%, @60%
Annual Turnover Rate	22%
Units/Month Absorbed	16
HCV Tenants	20%
Leasing Pace	Within one week
Annual Chg. in Rent	Kept at max. allowable
Concession	None
Waiting List	None maintained

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Midrise (4 stories)	1	537	\$757	\$0	@40%	No	0	0.0%	yes	None
0	1	Midrise (4 stories)	2	537	\$962	\$0	@50%	No	0	0.0%	yes	None
1	1	Midrise (4 stories)	1	610	\$812	\$0	@40%	No	0	0.0%	yes	None
1	1	Midrise (4 stories)	2	610	\$1,040	\$0	@50%	No	0	0.0%	yes	None
1	1	Midrise (4 stories)	26	610	\$1,267	\$0	@60%	No	1	3.8%	yes	None
2	1	Midrise (4 stories)	2	777	\$949	\$0	@40%	No	0	0.0%	yes	None
2	1	Midrise (4 stories)	2	777	\$1,222	\$0	@50%	No	0	0.0%	yes	None
2	1	Midrise (4 stories)	43	777	\$1,495	\$0	@60%	No	1	2.3%	yes	None
3	2	Midrise (4 stories)	1	1,044	\$1,062	\$0	@40%	No	0	0.0%	yes	None
3	2	Midrise (4 stories)	1	1,044	\$1,377	\$0	@50%	No	0	0.0%	yes	None
3	2	Midrise (4 stories)	13	1,044	\$1,693	\$0	@60%	No	0	0.0%	yes	None

The Shelton Apartments, continued

Trend Report

Vacancy Rates

1Q18	2Q18	1Q19	1Q20
0.0%	0.0%	4.3%	2.1%

Trend: @40%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	0.0%	\$819	\$0	\$819	\$819
2018	2	0.0%	\$819	\$0	\$819	\$819
2019	1	0.0%	\$819	\$0	\$819	\$819
2020	1	0.0%	\$812	\$0	\$812	\$812

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	0.0%	\$993	\$0	\$993	\$993
2018	2	0.0%	\$934	\$0	\$934	\$934
2019	1	0.0%	\$934	\$0	\$934	\$934
2020	1	0.0%	\$949	\$0	\$949	\$949

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	0.0%	\$1,136	\$0	\$1,136	\$1,136
2018	2	0.0%	\$1,058	\$0	\$1,058	\$1,058
2019	1	0.0%	\$1,058	\$0	\$1,058	\$1,058
2020	1	0.0%	\$1,062	\$0	\$1,062	\$1,062

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	0.0%	\$762	\$0	\$762	\$762
2018	2	0.0%	\$762	\$0	\$762	\$762
2019	1	0.0%	\$762	\$0	\$762	\$762
2020	1	0.0%	\$757	\$0	\$757	\$757

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	0.0%	\$1,024	\$0	\$1,024	\$1,024
2018	2	0.0%	\$1,019	\$0	\$1,019	\$1,019
2019	1	50.0%	\$1,020	\$0	\$1,020	\$1,020
2020	1	0.0%	\$1,040	\$0	\$1,040	\$1,040

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	0.0%	\$1,241	\$0	\$1,241	\$1,241
2018	2	0.0%	\$1,260	\$0	\$1,260	\$1,260
2019	1	0.0%	\$1,260	\$0	\$1,260	\$1,260
2020	1	0.0%	\$1,222	\$0	\$1,222	\$1,222

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	0.0%	\$1,420	\$0	\$1,420	\$1,420
2018	2	0.0%	\$1,355	\$0	\$1,355	\$1,355
2019	1	0.0%	\$1,355	\$0	\$1,355	\$1,355
2020	1	0.0%	\$1,377	\$0	\$1,377	\$1,377

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	0.0%	\$959	\$0	\$959	\$959
2018	2	0.0%	\$959	\$0	\$959	\$959
2019	1	0.0%	\$959	\$0	\$959	\$959
2020	1	0.0%	\$962	\$0	\$962	\$962

The Shelton Apartments, continued

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	0.0%	\$1,229	\$0	\$1,229	\$1,229
2018	2	0.0%	\$1,236	\$0	\$1,236	\$1,236
2019	1	0.0%	\$1,236	\$0	\$1,236	\$1,236
2020	1	3.8%	\$1,267	\$0	\$1,267	\$1,267

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	0.0%	\$1,489	\$0	\$1,489	\$1,489
2018	2	0.0%	\$1,443	\$0	\$1,443	\$1,443
2019	1	7.0%	\$1,443	\$0	\$1,443	\$1,443
2020	1	2.3%	\$1,495	\$0	\$1,495	\$1,495

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	0.0%	\$1,740	\$0	\$1,740	\$1,740
2018	2	0.0%	\$1,660	\$0	\$1,660	\$1,660
2019	1	0.0%	\$1,660	\$0	\$1,660	\$1,660
2020	1	0.0%	\$1,693	\$0	\$1,693	\$1,693

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	0.0%	\$1,147	\$0	\$1,147	\$1,147
2018	2	0.0%	\$1,172	\$0	\$1,172	\$1,172
2019	1	0.0%	\$1,172	\$0	\$1,172	\$1,172

Trend: Comments

1Q18	The Shelton is located in the Nauck neighborhood of Arlington, which is approximately one-half mile north of the popular Shirlington mixed-use development. This property is adjacent to a small county park, that was formerly improved with an auto repair shop. The property charges \$50 per month for garage parking and approximately 75 percent of the spaces are being rented. This property is jointly managed with Macedonia Apartments, which is approximately one block away. The manager reported that due to strong demand in the market for housing, the property does not keep a waiting list. Units are leased on a first come, first served basis.
2Q18	The property does not maintain a formal wait list, but stated the no apartments will be available for a few months. Some rents decreased since the last update in February 2018 due to a change in utility allowance.
1Q19	The property does not maintain a formal wait list, but stated the no apartments will be available for a few months. The contact stated rents are expected to change in July 2019.
1Q20	The property does not maintain a formal wait list. Potential tenants are currently being screened to fill the two vacant units. There is a \$35 fee for garage parking.

The Shelton Apartments, continued

Photos



PROPERTY PROFILE REPORT

Columbia Crossing

Effective Rent Date	12/10/2019
Location	1957 Columbia Pike Arlington, VA 22204 Arlington County
Distance	0.4 miles
Units	247
Vacant Units	9
Vacancy Rate	3.6%
Type	Midrise (4 stories)
Year Built/Renovated	1991 / 2008
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Windsor Towers and Millbrook Apartments
Tenant Characteristics	mixed tenancy from all over
Contact Name	Alma
Phone	703-685-0855



Market Information

Program	Market
Annual Turnover Rate	30%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Fluctuates daily
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- gas
Water Heat	not included -- gas
Heat	not included -- gas
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	not included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (4 stories)	N/A	811	\$1,881	\$0	Market	No	N/A	N/A	N/A	AVG
1	1	Midrise (4 stories)	N/A	862	\$1,841	\$0	Market	No	N/A	N/A	N/A	HIGH
1	1	Midrise (4 stories)	103	760	\$1,870	\$0	Market	No	N/A	N/A	N/A	LOW
1.5	1	Midrise (4 stories)	13	960	\$1,986	\$0	Market	No	N/A	N/A	N/A	None
1.5	1	Midrise (4 stories)	19	1,003	\$1,888	\$0	Market	No	N/A	N/A	N/A	None
2	2	Midrise (4 stories)	N/A	1,060	\$2,111	\$0	Market	No	N/A	N/A	N/A	AVG
2	2	Midrise (4 stories)	N/A	1,134	\$2,280	\$0	Market	No	N/A	N/A	N/A	HIGH
2	2	Midrise (4 stories)	100	985	\$1,941	\$0	Market	No	N/A	N/A	N/A	LOW
3	2	Midrise (4 stories)	12	1,261	\$2,669	\$0	Market	No	N/A	N/A	N/A	None

Columbia Crossing, continued

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,841 - \$1,881	\$0	\$1,841 - \$1,881	\$11	\$1,852 - \$1,892
1.5BR / 1BA	\$1,888 - \$1,986	\$0	\$1,888 - \$1,986	\$11	\$1,899 - \$1,997
2BR / 2BA	\$1,941 - \$2,280	\$0	\$1,941 - \$2,280	\$11	\$1,952 - \$2,291
3BR / 2BA	\$2,669	\$0	\$2,669	\$11	\$2,680

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	In-Unit Alarm	None
Carpeting	Central A/C	Intercom (Buzzer)	
Dishwasher	Exterior Storage(\$25.00)	Limited Access	
Garbage Disposal	Microwave		
Oven	Refrigerator		
Vaulted Ceilings	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Car Wash	Clubhouse/Meeting Room/Community	None	None
Elevators	Exercise Facility		
Off-Street Parking	On-Site Management		
Swimming Pool			

Comments

Exterior storage is an additional \$25 per month.

Trend Report

Vacancy Rates

4Q11	1Q12	1Q17	4Q19
4.0%	4.9%	4.9%	3.6%

Trend: Market

1.5BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	4	5.0%	\$1,834	\$0	\$1,834	\$1,845
2012	1	N/A	\$1,849 - \$1,886	\$0	\$1,849 - \$1,886	\$1,860 - \$1,897
2017	1	N/A	\$1,888 - \$1,986	\$0	\$1,888 - \$1,986	\$1,899 - \$1,997
2019	4	N/A	\$1,888 - \$1,986	\$0	\$1,888 - \$1,986	\$1,899 - \$1,997

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	4	3.5%	\$1,689 - \$1,700	\$0	\$1,689 - \$1,700	\$1,700 - \$1,711
2012	1	N/A	\$1,596 - \$1,733	\$0	\$1,596 - \$1,733	\$1,607 - \$1,744
2017	1	N/A	\$1,720 - \$1,849	\$0	\$1,720 - \$1,849	\$1,731 - \$1,860
2019	4	N/A	\$1,841 - \$1,881	\$0	\$1,841 - \$1,881	\$1,852 - \$1,892

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	4	5.0%	\$2,166 - \$2,213	\$0	\$2,166 - \$2,213	\$2,177 - \$2,224
2012	1	N/A	\$1,926 - \$2,018	\$0	\$1,926 - \$2,018	\$1,937 - \$2,029
2017	1	N/A	\$1,993 - \$2,143	\$0	\$1,993 - \$2,143	\$2,004 - \$2,154
2019	4	N/A	\$1,941 - \$2,280	\$0	\$1,941 - \$2,280	\$1,952 - \$2,291

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	4	0.0%	\$2,550	\$0	\$2,550	\$2,561
2012	1	N/A	\$2,600	\$0	\$2,600	\$2,611
2017	1	0.0%	\$2,520	\$0	\$2,520	\$2,531
2019	4	N/A	\$2,669	\$0	\$2,669	\$2,680

Trend: Comments

4Q11	N/A
1Q12	Contact indicated that exterior storage costs \$25 a unit. She estimated that there are about 150 and that approximately 40 percent are rented. Contact also reported that the property charges a set fee for parking regardless of whether tenants park in the garage or a regular spot. Tenants are charged \$40 for one car, and \$80 for each additional car. Contact believes that demand is strong in the area, especially for winter.
1Q17	Contact indicated that exterior storage costs \$25 a unit. Contact also reported that the property charges a set fee for parking regardless of whether tenants park in the garage or a regular spot. Tenants are charged \$40 for one car, and \$80 for each additional car.
4Q19	Exterior storage is an additional \$25 per month.

Photos



PROPERTY PROFILE REPORT

Park At Arlington Ridge

Effective Rent Date	1/25/2020
Location	1400 28th Street South Arlington, VA 22206 Arlington County
Distance	0.9 miles
Units	836
Vacant Units	24
Vacancy Rate	2.9%
Type	Garden (3 stories)
Year Built/Renovated	1956 / 2003/2019
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None noted
Tenant Characteristics	Majority of tenants move here from outside of region
Contact Name	Jessie
Phone	703-836-1600



Market Information

Program	Market
Annual Turnover Rate	17%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	With two weeks
Annual Chg. in Rent	None
Concession	One month free
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- gas
Water Heat	not included -- gas
Heat	not included -- gas
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	not included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	717	\$1,744	\$145	Market	No	N/A	N/A	N/A	AVG
1	1	Garden (3 stories)	N/A	793	\$1,924	\$160	Market	No	N/A	N/A	N/A	HIGH
1	1	Garden (3 stories)	N/A	640	\$1,563	\$130	Market	No	N/A	N/A	N/A	LOW
2	1	Garden (3 stories)	N/A	787	\$1,804	\$150	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	N/A	914	\$2,129	\$177	Market	No	N/A	N/A	N/A	AVG
2	2	Garden (3 stories)	N/A	977	\$2,295	\$191	Market	No	N/A	N/A	N/A	HIGH
2	2	Garden (3 stories)	N/A	850	\$1,963	\$164	Market	N/A	N/A	N/A	N/A	LOW
3	2	Garden (3 stories)	N/A	972	\$2,500	\$0	Market	No	0	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,563 - \$1,924	\$130 - \$160	\$1,433 - \$1,764	\$11	\$1,444 - \$1,775
2BR / 1BA	\$1,804	\$150	\$1,654	\$11	\$1,665
2BR / 2BA	\$1,963 - \$2,295	\$164 - \$191	\$1,799 - \$2,104	\$11	\$1,810 - \$2,115
3BR / 2BA	\$2,500	\$0	\$2,500	\$11	\$2,511

Park At Arlington Ridge, continued

Amenities

In-Unit

Blinds
Central A/C
Dishwasher
Ceiling Fan
Microwave
Refrigerator
Washer/Dryer hookup

Carpeting
Coat Closet
Exterior Storage
Garbage Disposal
Oven
Washer/Dryer

Security

Intercom (Buzzer)
Intercom (Phone)
Limited Access

Services

Shuttle Service

Property

Business Center/Computer Lab
Clubhouse/Meeting Room/Community
Exercise Facility
Central Laundry
On-Site Management
Swimming Pool

Carport(\$45.00)
Courtyard
Garage(\$75.00)
Off-Street Parking
Playground

Premium

None

Other

None

Comments

This larger scale property was renovated in the mid-2000s. The renovation included the construction of a large community building with an attached above-grade parking garage. The range in rents for the one-bedroom units and the two-bedroom/two-bath units is based on unit size and whether the unit has been renovated. The indicated rent for three-bedroom units is an estimate provided by the manager for the last leased rent. Exterior storage units are available for an additional \$45 to \$65 per month.

Park At Arlington Ridge, continued

Trend Report

Vacancy Rates

2Q09	2Q15	4Q19	1Q20
8.0%	9.3%	5.6%	2.9%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$1,525	\$0	N/A	N/A
2015	2	N/A	\$1,495	\$0	\$1,495	\$1,506
2019	4	N/A	\$1,563 - \$1,924	\$130 - \$160	\$1,433 - \$1,764	\$1,444 - \$1,775
2020	1	N/A	\$1,563 - \$1,924	\$130 - \$160	\$1,433 - \$1,764	\$1,444 - \$1,775

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$1,785	\$0	N/A	N/A
2015	2	N/A	\$1,627	\$0	\$1,627	\$1,638
2019	4	N/A	\$1,804	\$150	\$1,654	\$1,665
2020	1	N/A	\$1,804	\$150	\$1,654	\$1,665

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$2,095	\$0	\$2,095	\$2,106
2015	2	N/A	\$1,780	\$0	\$1,780	\$1,791
2019	4	N/A	\$1,963 - \$2,295	\$164 - \$191	\$1,799 - \$2,104	\$1,810 - \$2,115
2020	1	N/A	\$1,963 - \$2,295	\$164 - \$191	\$1,799 - \$2,104	\$1,810 - \$2,115

3BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$2,200	\$0	N/A	N/A
2015	2	N/A	\$2,200	\$0	\$2,200	\$2,211

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	4	N/A	\$2,500	\$0	\$2,500	\$2,511
2020	1	N/A	\$2,500	\$0	\$2,500	\$2,511

Trend: Comments

2Q09	This property is combination of properties formerly known as The Colonies of Arlington and Kingsport. This property had been undergoing significant renovations since 2003 and according to the property manager, the renovation process has just been completed. The property offers garage parking for an additional fee of \$50. Exterior storage units are available for an additional \$65 per month.
2Q15	This larger scale property was renovated in the mid-2000s. The renovation included the construction of a large community building with an attached above-grade parking garage. The manager reported a lower occupancy rate of 90.7 percent. There were 48 units that were master leased by Madison Hospitality Group, which provides temporary housing for military personnel. Madison recently terminated this lease with little advance notice. Excluding these units, occupancy is 96.4 percent, which is typical according to the manager. There has been little change in rents over the past three years. The unit mix was not provided, although the manager indicated that there is only one three-bedroom unit. The property offers covered garage parking for an additional fee of \$50, or uncovered upper deck parking for \$35. Exterior storage units are available for an additional \$45 to \$65 per month.
4Q19	This larger scale property was renovated in the mid-2000s. The renovation included the construction of a large community building with an attached above-grade parking garage. The range in rents for the one-bedroom units and the two-bedroom/two-bath units is based on unit size and whether the unit has been renovated. The indicated rent for three-bedroom units is an estimate provided by the manager for the last leased rent. Exterior storage units are available for an additional \$45 to \$65 per month.
1Q20	N/A

Photos



PROPERTY PROFILE REPORT

Penrose Square

Effective Rent Date	12/06/2019
Location	2501 9th Road South Arlington, VA 22204 Arlington County
Distance	0.6 miles
Units	299
Vacant Units	23
Vacancy Rate	7.7%
Type	Highrise (7 stories)
Year Built/Renovated	2011 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	N/A
Tenant Characteristics	N/A
Contact Name	Michael
Phone	703-271-8009



Market Information

Program	Market
Annual Turnover Rate	25%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Fluctuates daily
Concession	\$750 off first month's rent
Waiting List	Yes, for studio and 3BR but couldn't provide length

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	not included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Highrise (7 stories)	8	620	\$1,650	\$0	Market	Yes	0	0.0%	N/A	None
1	1	Highrise (7 stories)	N/A	731	\$1,700	\$63	Market	No	N/A	N/A	N/A	AVG
1	1	Highrise (7 stories)	212	713	\$1,654	\$63	Market	No	N/A	N/A	N/A	LOW
1	1.5	Highrise (7 stories)	N/A	749	\$1,745	\$63	Market	No	N/A	N/A	N/A	HIGH
2	2	Highrise (7 stories)	N/A	1,165	\$2,450	\$63	Market	No	N/A	N/A	N/A	AVG
2	2	Highrise (7 stories)	74	963	\$2,100	\$63	Market	No	N/A	N/A	N/A	LOW
2	2.5	Highrise (7 stories)	N/A	1,366	\$2,800	\$63	Market	No	N/A	N/A	N/A	HIGH
3	2	Highrise (7 stories)	N/A	1,392	\$3,100	\$0	Market	Yes	0	N/A	N/A	AVG
3	2	Highrise (7 stories)	N/A	1,448	\$3,300	\$0	Market	Yes	0	N/A	N/A	HIGH
3	2	Highrise (7 stories)	5	1,336	\$2,900	\$0	Market	Yes	0	0.0%	N/A	LOW

Penrose Square, continued

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$1,650	\$0	\$1,650	\$11	\$1,661
1BR / 1BA	\$1,654 - \$1,700	\$63	\$1,591 - \$1,637	\$11	\$1,602 - \$1,648
1BR / 1.5BA	\$1,745	\$63	\$1,682	\$11	\$1,693
2BR / 2BA	\$2,100 - \$2,450	\$63	\$2,037 - \$2,387	\$11	\$2,048 - \$2,398
2BR / 2.5BA	\$2,800	\$63	\$2,737	\$11	\$2,748
3BR / 2BA	\$2,900 - \$3,300	\$0	\$2,900 - \$3,300	\$11	\$2,911 - \$3,311

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpet/Hardwood	Central A/C	Limited Access	
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Elevators	Exercise Facility		
Garage(\$40.00)	Off-Street Parking		
On-Site Management	Swimming Pool		

Comments

The manager attributed the higher vacancy to recent home purchases. The property typically operates with a vacancy rate of approximately four to six percent.

Penrose Square, continued

Trend Report

Vacancy Rates

1Q17	4Q19
5.0%	7.7%

Trend: Market

1BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	1	N/A	\$2,010 - \$2,430	\$0	\$2,010 - \$2,430	\$2,021 - \$2,441
2019	4	N/A	\$1,745	\$63	\$1,682	\$1,693

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	1	N/A	\$1,552 - \$2,300	\$0	\$1,552 - \$2,300	\$1,563 - \$2,311
2019	4	N/A	\$1,654 - \$1,700	\$63	\$1,591 - \$1,637	\$1,602 - \$1,648

2BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	1	N/A	\$2,531	\$0	\$2,531	\$2,542
2019	4	N/A	\$2,800	\$63	\$2,737	\$2,748

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	1	N/A	\$2,200 - \$2,615	\$0	\$2,200 - \$2,615	\$2,211 - \$2,626
2019	4	N/A	\$2,100 - \$2,450	\$63	\$2,037 - \$2,387	\$2,048 - \$2,398

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	1	N/A	\$2,980	\$0	\$2,980	\$2,991
2019	4	N/A	\$2,900 - \$3,300	\$0	\$2,900 - \$3,300	\$2,911 - \$3,311

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	1	N/A	\$1,500 - \$1,532	\$0	\$1,500 - \$1,532	\$1,511 - \$1,543
2019	4	0.0%	\$1,650	\$0	\$1,650	\$1,661

Trend: Comments

1Q17 N/A

4Q19 The manager attributed the higher vacancy to recent home purchases. The property typically operates with a vacancy rate of approximately four to six percent.

Photos



PROPERTY PROFILE REPORT

Pike 3400

Effective Rent Date	12/19/2019
Location	3400 Columbia Pike Arlington, VA 22204 Arlington County
Distance	1 mile
Units	257
Vacant Units	12
Vacancy Rate	4.7%
Type	Midrise (5 stories)
Year Built/Renovated	2015 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	None identified
Contact Name	Property Manager
Phone	(703) 920-3400



Market Information

Program	Market
Annual Turnover Rate	15%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one month
Annual Chg. in Rent	Fluctuates daily
Concession	None
Waiting List	Yes, two months

Utilities

A/C	not included -- central
Cooking	not included -- gas
Water Heat	not included -- gas
Heat	not included -- gas
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	not included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Midrise (5 stories)	N/A	525	\$1,682	\$0	Market	Yes	N/A	N/A	N/A	AVG
0	1	Midrise (5 stories)	N/A	554	\$1,726	\$0	Market	Yes	N/A	N/A	N/A	HIGH
0	1	Midrise (5 stories)	19	495	\$1,637	\$0	Market	Yes	N/A	N/A	N/A	LOW
1	1	Midrise (5 stories)	N/A	694	\$1,841	\$0	Market	Yes	N/A	N/A	N/A	AVG
1	1	Midrise (5 stories)	N/A	789	\$1,908	\$0	Market	Yes	N/A	N/A	N/A	HIGH
1	1	Midrise (5 stories)	135	598	\$1,773	\$0	Market	Yes	N/A	N/A	N/A	LOW
1.5	1	Midrise (5 stories)	N/A	818	\$2,272	\$0	Market	Yes	N/A	N/A	N/A	AVG
1.5	1	Midrise (5 stories)	N/A	849	\$2,284	\$0	Market	Yes	N/A	N/A	N/A	HIGH
1.5	1	Midrise (5 stories)	13	787	\$2,260	\$0	Market	Yes	N/A	N/A	N/A	LOW
2	2	Midrise (5 stories)	N/A	1,134	\$2,717	\$0	Market	Yes	N/A	N/A	N/A	AVG
2	2	Midrise (5 stories)	N/A	1,321	\$2,916	\$0	Market	Yes	N/A	N/A	N/A	HIGH
2	2	Midrise (5 stories)	90	947	\$2,518	\$0	Market	Yes	N/A	N/A	N/A	LOW

Pike 3400, continued

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$1,637 - \$1,726	\$0	\$1,637 - \$1,726	\$11	\$1,648 - \$1,737
1BR / 1BA	\$1,773 - \$1,908	\$0	\$1,773 - \$1,908	\$11	\$1,784 - \$1,919
1.5BR / 1BA	\$2,260 - \$2,284	\$0	\$2,260 - \$2,284	\$11	\$2,271 - \$2,295
2BR / 2BA	\$2,518 - \$2,916	\$0	\$2,518 - \$2,916	\$11	\$2,529 - \$2,927

Amenities

In-Unit		Security	Services
Blinds	Carpet/Hardwood	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher		
Microwave	Oven		
Refrigerator	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Clubhouse/Meeting Room/Community	Commercial/Retail	None	None
Courtyard	Elevators		
Exercise Facility	Garage(\$100.00)		
Off-Street Parking	On-Site Management		
Picnic Area	Swimming Pool		

Comments

The two-bedroom unit containing 1,321 square feet is a loft-style apartment unit. Garage parking is available for an additional \$100 per month for the first vehicle and \$150 per month for additional vehicles.

Trend Report

Vacancy Rates

1Q19	4Q19
2.3%	4.7%

Trend: Market

1.5BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	7.7%	\$2,100	\$0	\$2,100	\$2,111
2019	4	N/A	\$2,260 - \$2,284	\$0	\$2,260 - \$2,284	\$2,271 - \$2,295

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	0.0%	\$1,856	\$0	\$1,856	\$1,867
2019	4	N/A	\$1,773 - \$1,908	\$0	\$1,773 - \$1,908	\$1,784 - \$1,919

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	5.6%	\$2,500	\$0	\$2,500	\$2,511
2019	4	N/A	\$2,518 - \$2,916	\$0	\$2,518 - \$2,916	\$2,529 - \$2,927

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	0.0%	\$1,668	\$0	\$1,668	\$1,679
2019	4	N/A	\$1,637 - \$1,726	\$0	\$1,637 - \$1,726	\$1,648 - \$1,737

Trend: Comments

1Q19 The unit sizes shown are averages. Garage parking is \$95 for one space and \$115 for two spaces.

4Q19 The two-bedroom unit containing 1,321 square feet is a loft-style apartment unit. Garage parking is available for an additional \$100 per month for the first vehicle and \$150 per month for additional vehicles.

Photos



PROPERTY PROFILE REPORT

Siena Park

Effective Rent Date	12/19/2019
Location	2301 Columbia Pike Arlington, VA 22204 Arlington County
Distance	0.5 miles
Units	188
Vacant Units	8
Vacancy Rate	4.3%
Type	Highrise (7 stories)
Year Built/Renovated	2010 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	N/A
Tenant Characteristics	N/A
Contact Name	Jeremy
Phone	(703) 778-4330



Market Information

Program	Market
Annual Turnover Rate	N/A
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	N/A
Annual Chg. in Rent	Fluctuates daily
Concession	\$500 off first month's rent
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	not included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Highrise (7 stories)	N/A	660	\$1,857	\$42	Market	No	N/A	N/A	N/A	AVG
1	1	Highrise (7 stories)	N/A	792	\$1,929	\$42	Market	No	N/A	N/A	N/A	HIGH
1	1	Highrise (7 stories)	139	528	\$1,785	\$42	Market	No	N/A	N/A	N/A	LOW
2	2	Highrise (7 stories)	N/A	1,133	\$2,381	\$42	Market	No	N/A	N/A	N/A	AVG
2	2	Highrise (7 stories)	N/A	1,160	\$2,564	\$42	Market	No	N/A	N/A	N/A	HIGH
2	2	Highrise (7 stories)	49	1,105	\$2,198	\$42	Market	No	N/A	N/A	N/A	LOW

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,785 - \$1,929	\$42	\$1,743 - \$1,887	\$11	\$1,754 - \$1,898
2BR / 2BA	\$2,198 - \$2,564	\$42	\$2,156 - \$2,522	\$11	\$2,167 - \$2,533

Siena Park, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpet/Hardwood	Coat Closet	Limited Access	
Dishwasher	Exterior Storage		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Vaulted Ceilings	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Concierge	None	Rooftop deck, cyber cafe, coffee
Elevators	Exercise Facility		
Garage(\$100.00)	Off-Street Parking		
On-Site Management	Picnic Area		
Swimming Pool	Wi-Fi		

Comments

Trash is billed to the property and then billed to the tenant at a rate of \$30 per month. The property offers key fob access for security.

Photos



ADDENDUM D
Site and Floor Plans

UNIVERSAL DESIGN (UD) AND UFAS/504 GENERAL NOTES:

- ALL ESSENTIAL UD ELEMENTS IDENTIFIED ON PLANS
- CLEAR FLOOR SPACE EXTENDS MIN. 18" PAST THE LATCH AT PULL SIDE OF ALL DOORS
- CLEAR OPENING WIDTH IS NOT LESS THAN 32" AT PASSAGE DOORS
- LEVER HANDLES AND PUSH BUTTON PROVIDED AT ALL DOORS
- LEVER HANDLES PROVIDED AT ALL PLUMBING FIXTURES
- ALL CONTROLS, SWITCHES, OUTLETS, AND ELEC. PANEL BREAKERS ARE LOCATED PER UD REACH RANGES AND UD OPERATION
- INTERIOR PASSAGEWAYS MIN. 42" CLEAR (MIN. 36" CLEAR IF LESS THAN 36" TRAVEL DIST.)
- CLEAR FLOOR SPACES SHOWN ON PLANS
- PULL HANDLES OR TOUCH LATCHES PROVIDED AT ALL CABINETS
- MIN. OF 2 SEPARATE LIGHT FIXTURES PROVIDED PER BATHROOM
- IN-WALL BLOCKING PROVIDED AROUND TOILET, TUB, AND SHOWER FOR NEW AND FUTURE GRAB BARS & SHOWER SEAT
- DIGITAL TALKING THERMOSTAT PROVIDED IN EACH UNIT

UNIVERSAL DESIGN (UD) AND UFAS/504 KEY NOTES:

1. SELF-CLEANING RANGE W/ FRONT CONTROLS
2. 15" MIN. BASE CABINET WITH TOP DRAWER MIN. (ALL DRAWERS)
3. 30" REMOVABLE SINK BASE WITH REAR DRAIN, UD AND UFAS COMPLIANT
4. 24"x20" PULL-OUT CUTTING BOARD (MIN. 50 LB. LOAD) AT 30" AFF
5. SIDE BY SIDE REFRIGERATOR
6. 60"x60" CLEAR FLOOR SPACE, BOTH SIDES UNIT ENTRY DOOR
7. 36" ENTRY DOOR WITH UD ACCESSIBLE THRESHOLD
8. ANSI 117.1-2009 TYPE B, OPT. A BATHROOM WITH TUB & TILT MIRROR
9. ANSI 117.1-2009 TYPE B, OPT. A BATHROOM WITH UD COMPLIANT SHOWER AND FIXTURES & TILT MIRROR (MIN. 50% SHOWERS ROLL-IN, OTHERS W/ 2"-4" CURB)
10. UFAS / 504, ANSI 117.1-2009 TYPE A BATHROOM WITH ROLL-IN SHOWER, ROLL-UNDER SINK, AND TILT MIRROR
11. UFAS / 504, ANSI 117.1-2009 TYPE A BATHROOM WITH TUB & TILT MIRROR
12. 30" PULL-UNDER WORK SPACE WITH REMOVABLE CABINET, UFAS COMPLIANT
13. FULL LENGTH PANTRY STYLE CABINET/CLOSET WHERE SHOWN
14. MECHANICAL CLOSET (ACCESSED BY BUILDING MANAGEMENT ONLY)
15. SHELF OUTSIDE UNIT ENTRY, PROJECTING LESS THAN 4" (DECORATIVE SCONCE & UNIT NUMBER ABOVE)

CUNNINGHAM | QUILL ARCHITECTS PLLC

1054 3rd STREET NW
SUITE 315
WASHINGTON, DC
20007

PH. 202.337.0090
FX. 202.337.0092
www.cunninghamquill.com



AHC INC.

Copyright © 2020

Issues / Revisions

Issue No.	Description
3.12.20	VHDA APPLICATION

Arlington View Terrace East
1420 South Rolfe Street
Arlington, VA

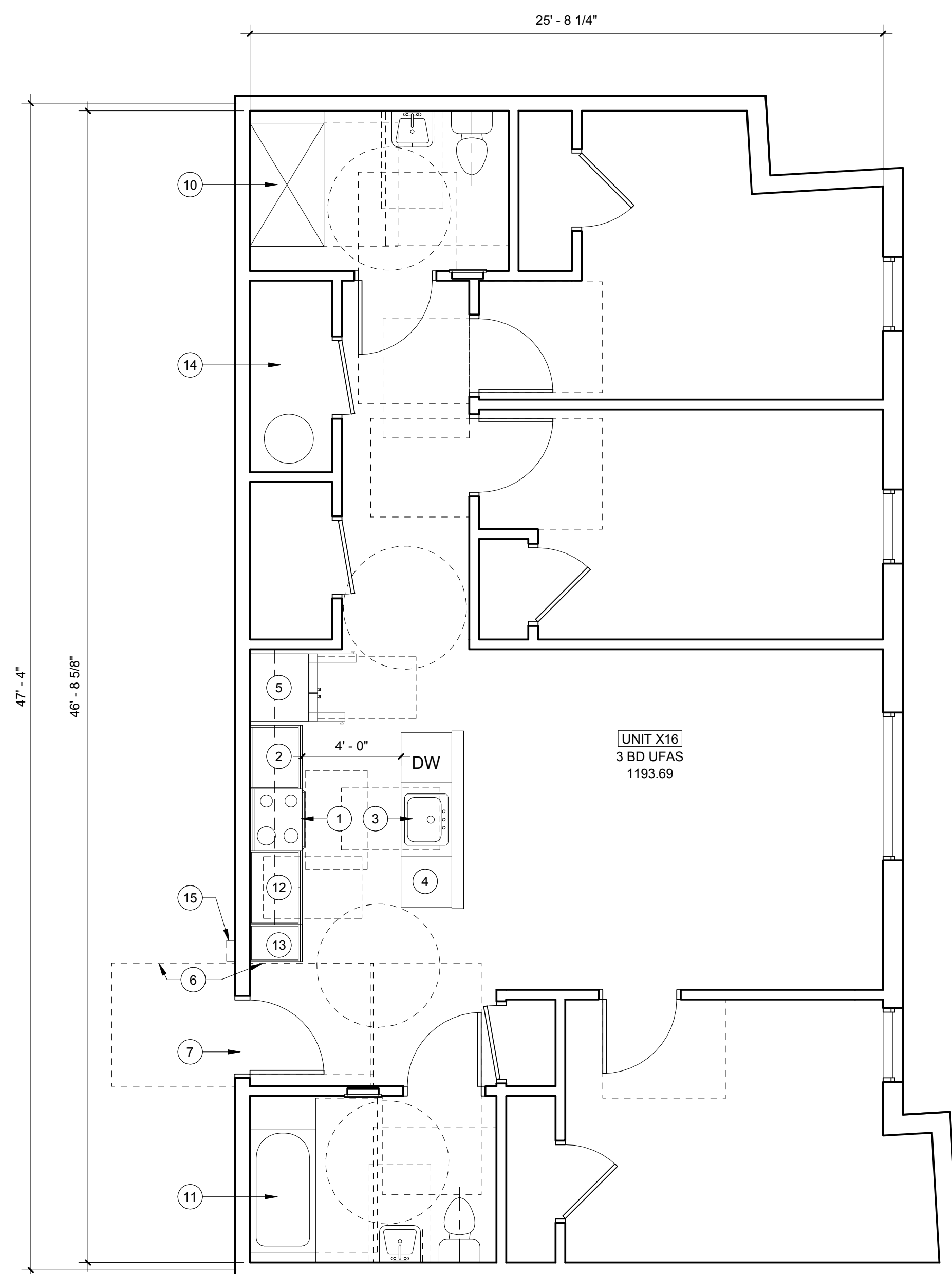
CQA # 21903

Drawing Title

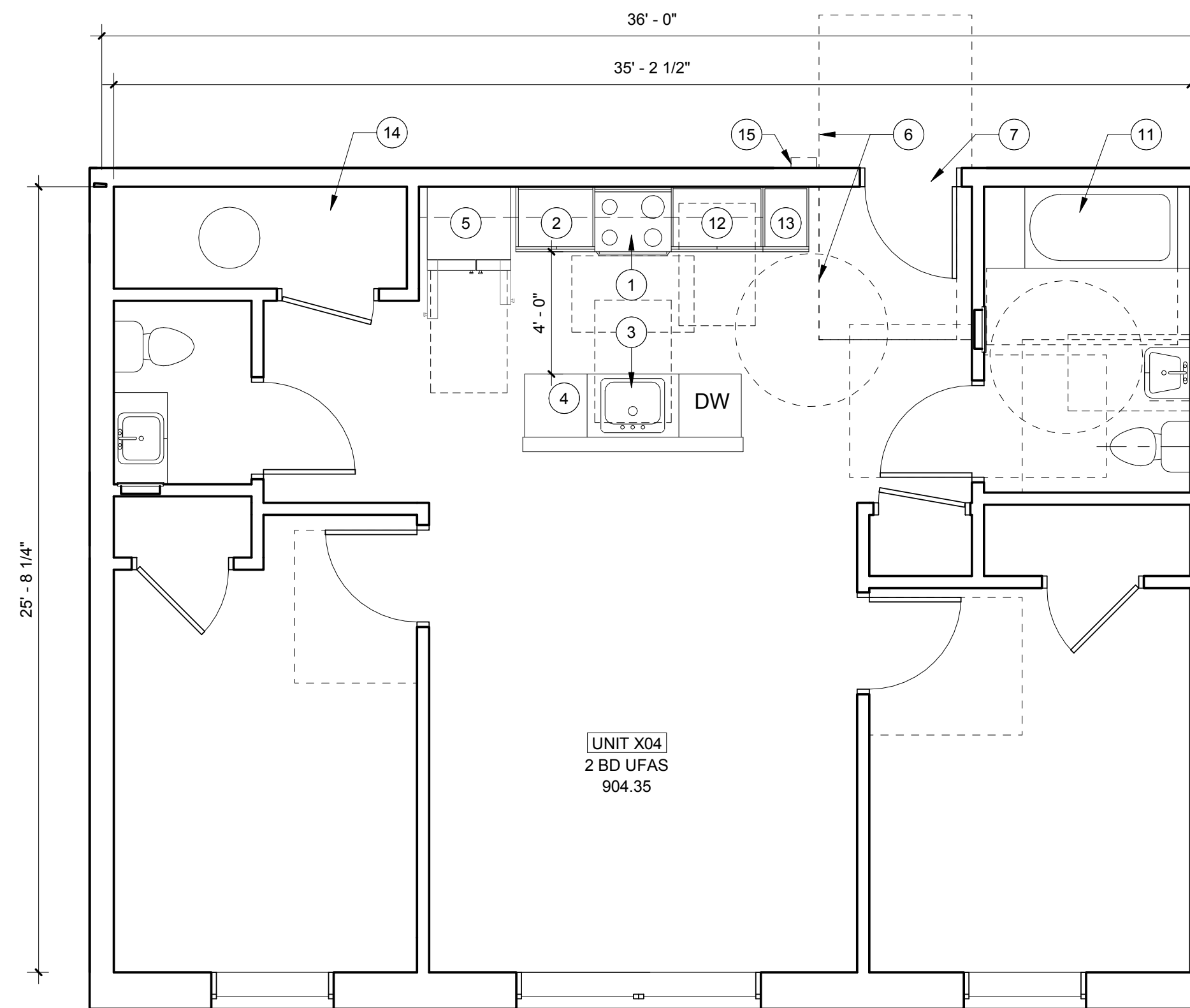
Enlarged Plans -
Typical UFAS / 504
Dwelling Units

Scale As indicated	Drawn By CQA
Date 03/12/2020	Checked By CQA

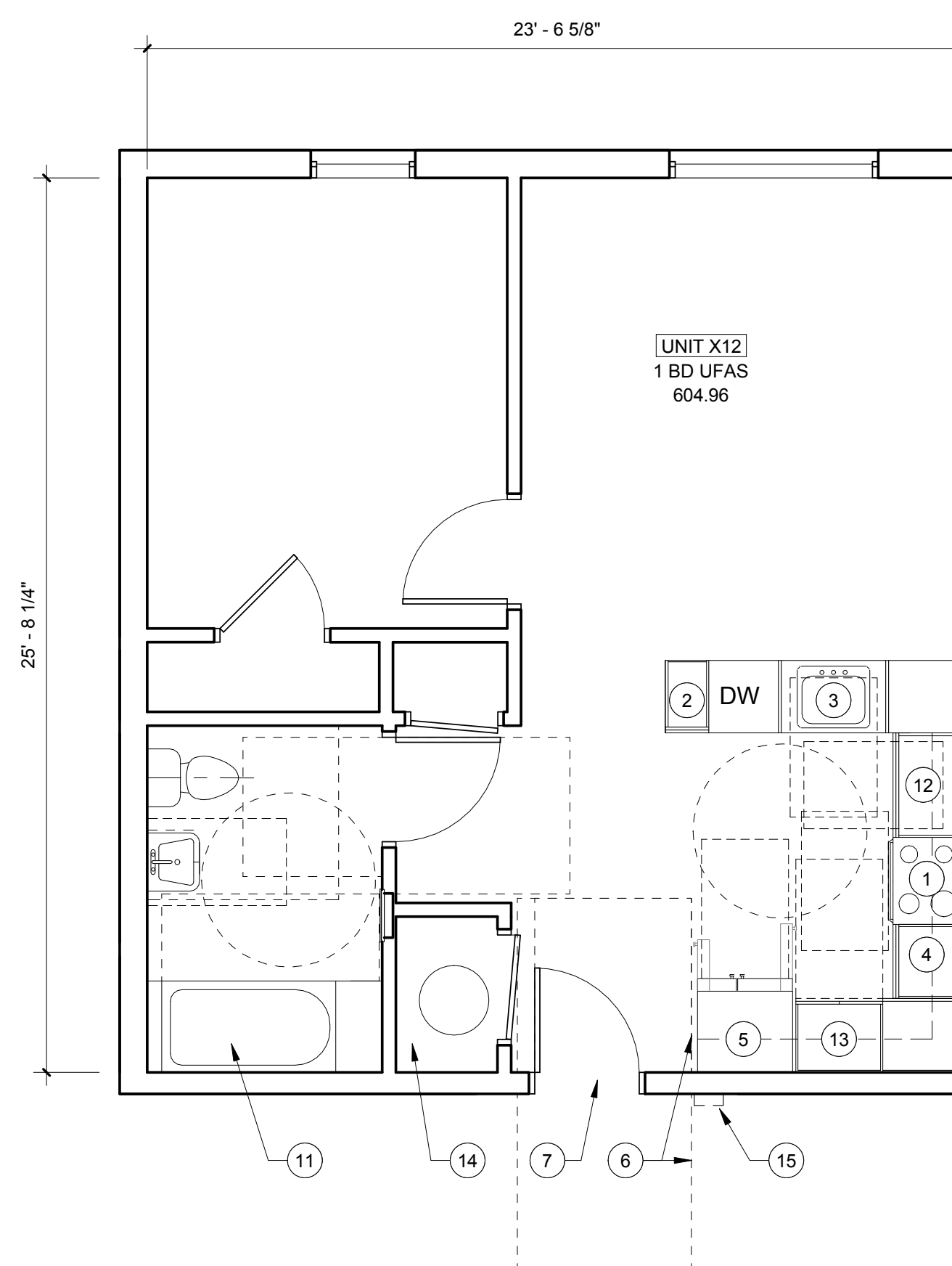
A5.11



③ UFAS - 3 BD
1/4" = 1'-0"



② UFAS - 2 BD
1/4" = 1'-0"

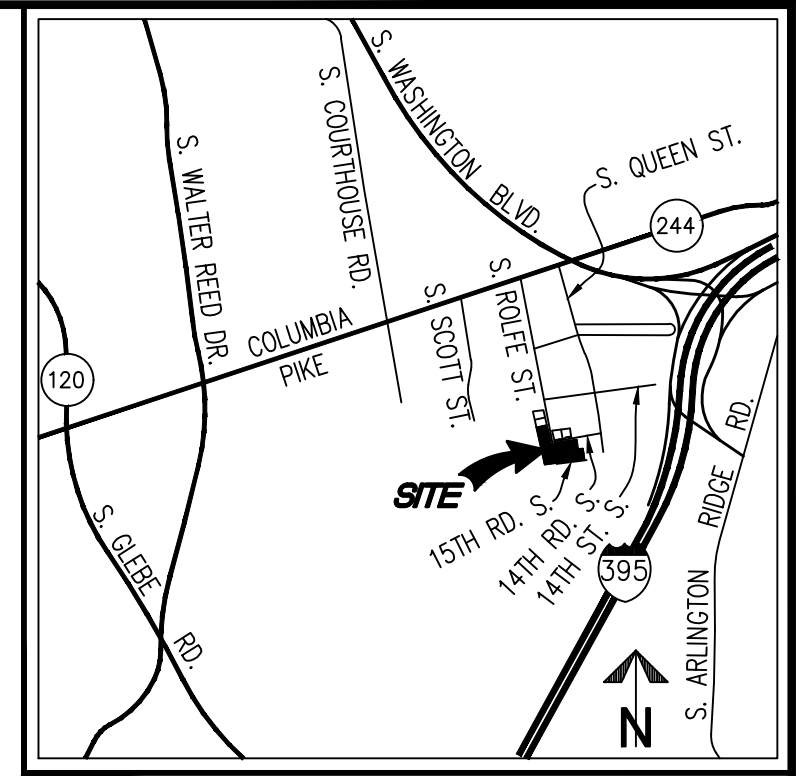


① UFAS - 1 BD
1/4" = 1'-0"

DRAFT

NOT FOR CONSTRUCTION

CURVE	RADIUS	LENGTH	DELTA	TANGENT	CHORD	CHORD BEARING
C5	2,485.00'	100.48'	219°00'	50.25'	100.47'	N80°55'27"E



VICINITY MAP SCALE: 1"=2000'

NOTES:

1. THERE ARE NO HISTORIC DISTRICTS AND/OR STRUCTURES ON THE SITE.
2. PROPOSED WATER METERS TO BE INSTALLED BY THE DEVELOPER.
3. SEE SHEET P-0405 FOR PROPOSED SURFACE PARKING TABULATIONS.

DRAFT

EXISTING AREA TABULATIONS:

PARCEL	OWNER	EXISTING AREAS	EXISTING ZONE	
		SQ. FT.	ACRES	
G	AHC SERVICE CORPORATION	9379	0.2153	RAB-18
H	AHC SERVICE CORPORATION	10993	0.2524	RAB-18
I	AHC SERVICE CORPORATION	27815	0.6385	RAB-18
OUTLOT B	AHC SERVICE CORPORATION	3987	0.0915	RAB-18
TOTAL		52174	1.1978	

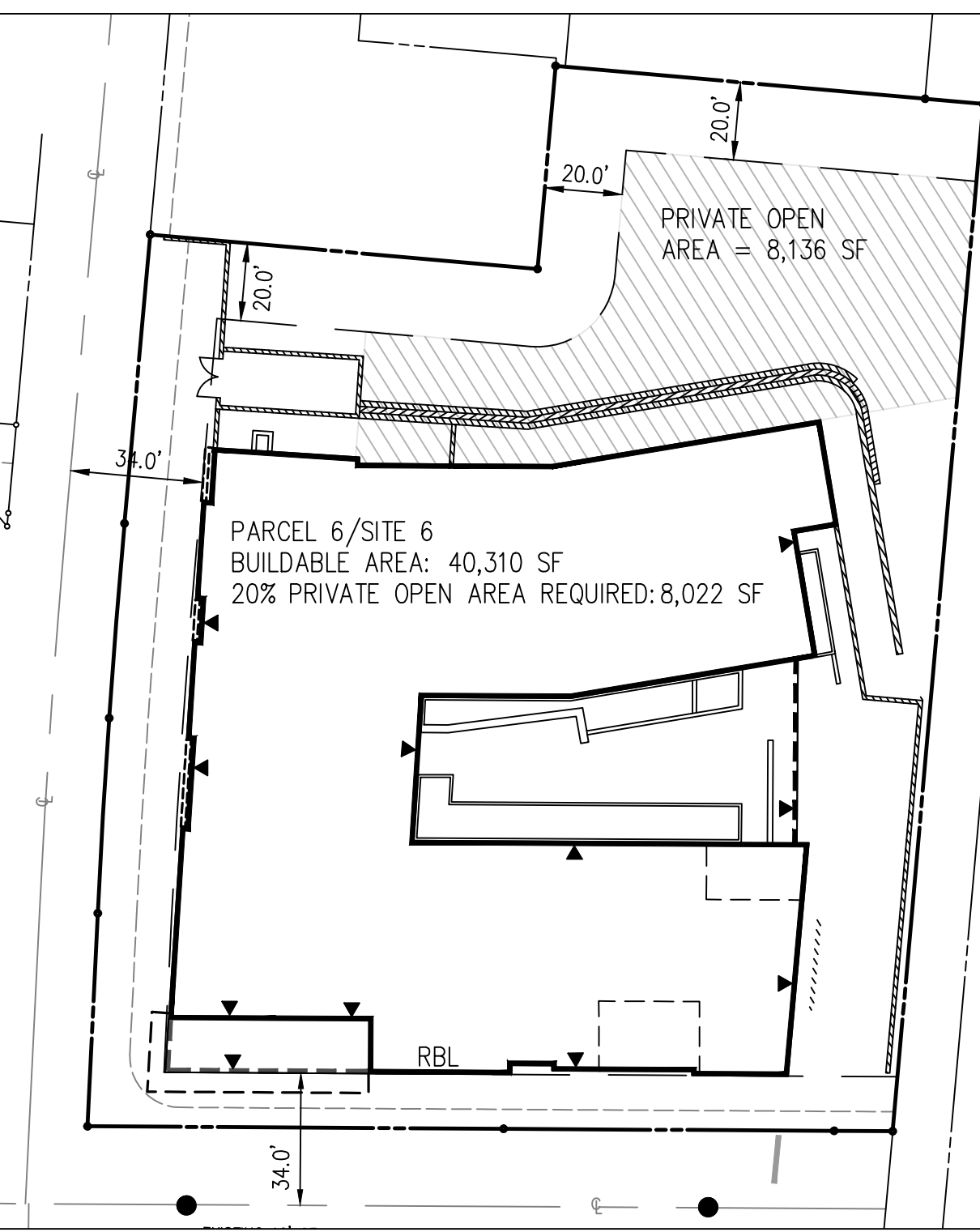
PROPOSED AREA TABULATIONS:

PARCEL	PROPOSED AREAS	PROPOSED ZONE	
	SQ. FT.	ACRES	
PARCEL 6	52174	1.1978	RAB-18
TOTAL	52174	1.1978	

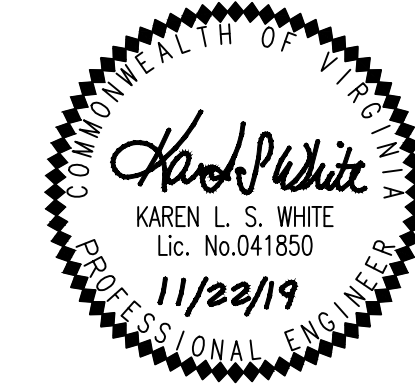
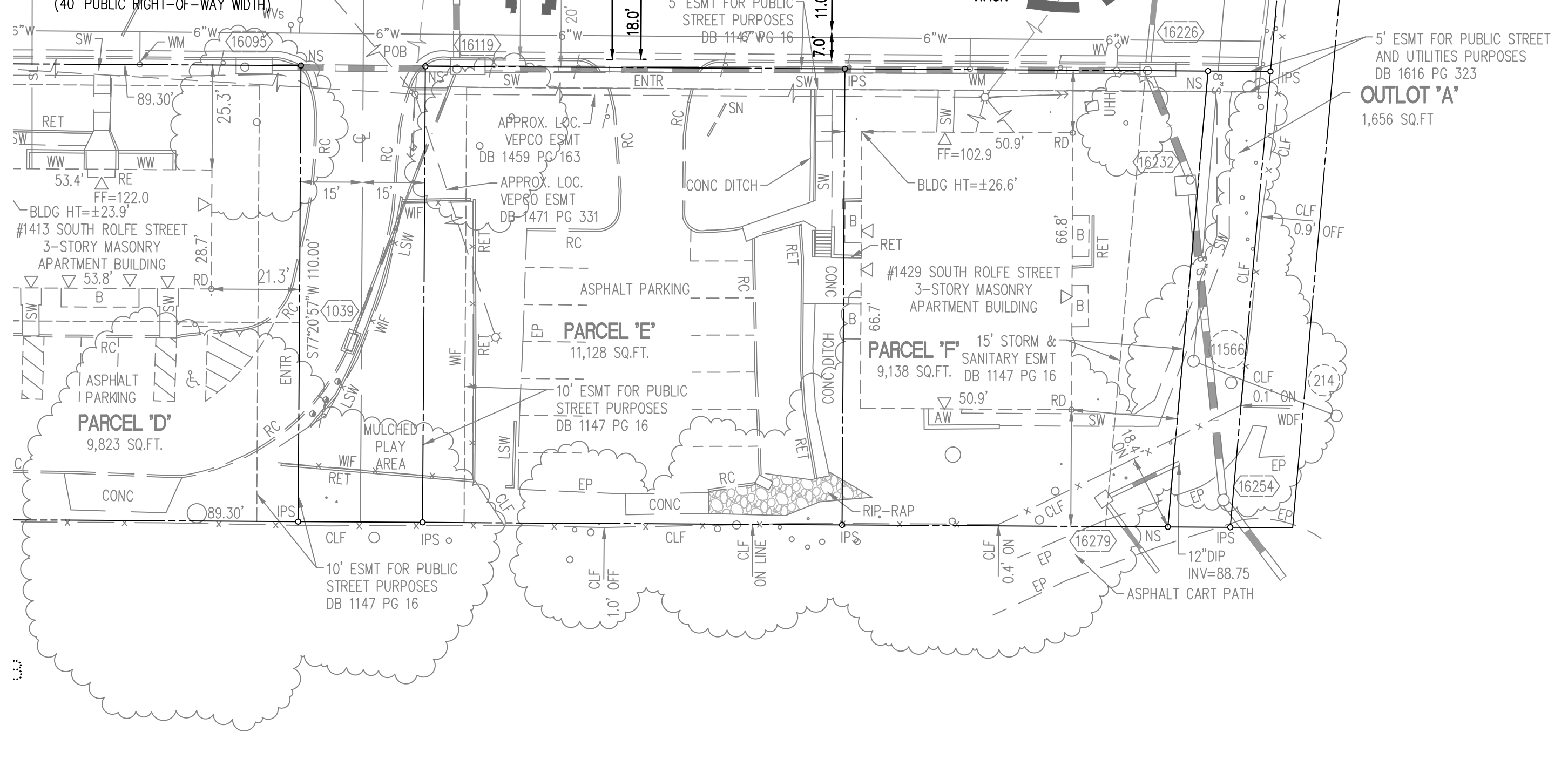
LEGEND

PROPOSED	DESCRIPTION	EXISTING	PROPOSED	DESCRIPTION	EXISTING
	CURB & GUTTER			HANDICAP RAMP (CG-12)	
	TRANSITION FROM CG-6 TO CG-6R			GUARDRAIL FENCE	
	SANITARY SEWER			TRAFFIC FLOW	
	CLEAN OUT			LIGHT	
	STORM SEWER			DOOR	
	WATER MAIN			TREES	
	FIRE HYDRANT			CONTOURS	
	PLUG			SPOT ELEVATION	
	OVERHEAD WIRES			DRAINAGE FLOW DIRECTION	
	UTILITY POLE			TOP OF CURB	
	UNDERGROUND ELECTRIC			BOTTOM OF CURB	
	TELEPHONE			TOP OF WALL	
	GAS MAIN			BOTTOM OF WALL	
	ELECTRICAL			HIGH POINT	
	TRANSFORMER			TEST PIT	
				LIMITS OF CLEARING AND GRADING	

PRIVATE OPEN AREA CALCULATIONS



SOUTH ROLFE STREET
(40' PUBLIC RIGHT-OF-WAY WIDTH)



PLOT AND LOCATION PLAN

WALTER L. PHILLIPS INCORPORATED ESTABLISHED 1945

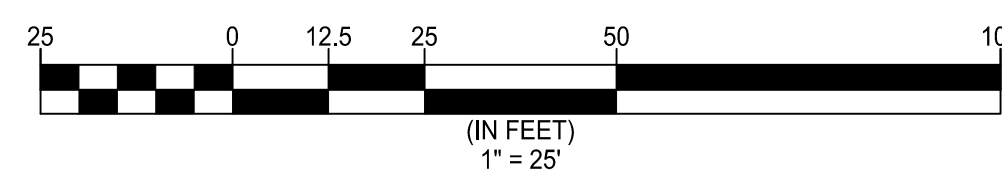
Engineers • Surveyors • Planners
Landscape Architects • Arborists
207 PARK AVENUE
FALLS CHURCH, VIRGINIA 22046
(703) 532-6163 Fax (703) 533-1301
www.WLPINC.com

ARLINGTON, VIRGINIA
DEPARTMENT OF ENVIRONMENTAL SERVICES
ARLINGTON VIEW TERRACE
1736 14TH ROAD SOUTH, 1420 SOUTH ROLFE STREET & 1735 15TH STREET SOUTH
PARCELS G, H, & I AND OUTLOT B
ARLINGTON COUNTY, VIRGINIA

SCALE: 1"=25'	DRAWN: TPB	CHECKED: KSW
APPROVED DATE	APPROVED DATE	APPROVED DATE
CHIEF WATER, SEWER & STREETS BUREAU	CHIEF ENGINEERING BUREAU	DIRECTOR OF ENVIRONMENTAL SERVICES

SUBMITTED DATE:

PRELIMINARY FBC SUBMISSION - 07/26/2019
PRELIMINARY FBC SUBMISSION #2 - 10/01/2019
PRELIMINARY FBC SUBMISSION #3 - 11/22/2019



ADDENDUM E
Utility Allowance



February 10, 2020

Thomas Wallinga
 AHC Inc.
 1501 Lee Hwy
 Arlington, VA 22209
thomas.wallinga@ahcinc.org

RE: Preliminary Utility Allowance for Arlington View Terrace East

Dear Mr. Wallinga,

Please see the following Preliminary Utility Allowance (UA) for Arlington View Terrace East located in Arlington, Virginia. Projections were generated with the applicable rates, fees, and taxes of following providers:

Electricity:	Dominion Energy	Gas:	N/A
Water:	Arlington County	Trash:	N/A
Sewer:	Arlington County		

The utility rates used to produce this UA are no older than the rates in place 60 days prior to the date of this letter. Below is a table depicting the highest monthly UA by each bedroom type. Should you have any questions do not hesitate to contact me.

EARTHCRAFT PRELIMINARY UA*			ALLOWANCES BY BEDROOM SIZE				
Utilities	Utility Type	Paid by	Studio	1-bdr	2-bdr	3-bdr	4-bdr
Heating	Electric	Tenant	\$ 11	\$ 14	\$ 16	\$ 19	N/A
Air Conditioning	Electric	Tenant	\$ 5	\$ 6	\$ 8	\$ 9	N/A
Cooking	Electric	Tenant	\$ 4	\$ 5	\$ 7	\$ 8	N/A
Lighting	Electric	Tenant	\$ 17	\$ 22	\$ 26	\$ 31	N/A
Hot Water	Electric	Tenant	\$ 10	\$ 13	\$ 15	\$ 18	N/A
Water	-	Tenant	\$ 7	\$ 10	\$ 15	\$ 20	N/A
Sewer	-	Tenant	\$ 14	\$ 19	\$ 29	\$ 38	N/A
Trash	-	Owner	\$ -	\$ -	\$ -	\$ -	N/A
Total UA for costs paid by tenant			\$ 68	\$ 89	\$ 116	\$ 143	N/A

**Allowances only for Arlington View Terrace East as an ENERGY STAR and EarthCraft Gold project. The water and sewer projections were produced using water fixtures with flow rates of 1.28 gpf toilets, 2.0 gpm showerheads, 2.2 gpm kitchen faucets, and 1.5 gpm lavatory faucets.*

Sincerely,

Rob McRaney

Rob McRaney
 Business Relations Manager

ADDENDUM F
Qualifications of Consultants

STATEMENT OF PROFESSIONAL QUALIFICATIONS

H. BLAIR KINCER, MAI, CRE

I. Education

Duquesne University, Pittsburgh, Pennsylvania
Masters in Business Administration
Graduated Summa Cum Laude

West Virginia University, Morgantown, West Virginia
Bachelor of Science in Business Administration
Graduated Magna Cum Laude

II. Licensing and Professional Affiliation

Member of the Appraisal Institute (MAI)
Member, The Counselors of Real Estate (CRE)
LEED Green Associate
Member, National Council of Housing Market Analysts (NCHMA)
Past Member Frostburg Housing Authority

Certified General Real Estate Appraiser, No. RCG1046 – State of Connecticut
Certified General Real Estate Appraiser, No. CG1694 – State of Maine
Certified General Real Estate Appraiser, No. 1326 – State of Maryland
Certified General Real Estate Appraiser, No. 103789 – State of Massachusetts
Certified General Real Estate Appraiser, No. NHCG-939 – State of New Hampshire
Certified General Real Estate Appraiser, No. 46000039124 – State of New York
Certified General Real Estate Appraiser, No. A6765 – State of North Carolina
Certified General Real Estate Appraiser, No. GA001407L – Commonwealth of Pennsylvania
Certified General Real Estate Appraiser, No. 5930 – State of South Carolina
Certified General Real Estate Appraiser, No. 3918 – State of Tennessee
Certified General Real Estate Appraiser, No. 4001004822 – Commonwealth of Virginia
Certified General Real Estate Appraiser, No. CG360 – State of West Virginia

III. Professional Experience

Partner, Novogradac & Company LLP
Vice President/Owner, Capital Realty Advisors, Inc.
Vice President - Acquisitions, The Community Partners Development Group, LLC
Commercial Loan Officer/Work-Out Specialist, First Federal Savings Bank of Western MD
Manager - Real Estate Valuation Services, Ernst & Young LLP
Senior Associate, Joseph J. Blake and Associates, Inc.
Senior Appraiser, Chevy Chase, F.S.B.
Senior Consultant, Pannell Kerr Forster

IV. Professional Training

Have presented at and attended various industry conferences regarding the HTC, RETC, NMTC and LIHTC and various market analysis and valuation issues.

Obtained the MAI designation in 1998, maintaining continuing education requirements since. Registered as completing additional professional development programs administered by the Appraisal Institute in the following topic areas:

- 1) Valuation of the Components of a Business Enterprise
- 2) Valuation of Sustainable Buildings: Commercial
- 3) Valuation of Sustainable Buildings: Residential

V. Real Estate Assignments – Examples

In general, have managed and conducted numerous market analyses and appraisals for all types of commercial real estate since 1988.

- Performed numerous appraisals for the US Army Corps of Engineers US Geological Survey and the GSA. Property types included Office, Hotel, Residential, Land, Gymnasium, warehouse space, border patrol office. Properties located in varied locations such as the Washington, DC area, Yuma, AZ, Moscow, ID, Blaine, WA, Lakewood, CO, Seattle, WA
- Performed appraisals of commercial properties such as hotels, retail strip centers, grocery stores, shopping centers etc for properties in various locations throughout Pennsylvania, New Jersey, Maryland, New York for Holiday, Fenoglio, Fowler, LP and Three Rivers Bank.
- Have managed and conducted numerous market and feasibility studies for affordable housing. Properties are generally Section 42 Low Income Housing Tax Credit Properties. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of LIHTC properties. Analysis typically includes; unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis. An area of special concentration has been the category of Senior Independent living properties. Work has been national in scope.
- Provided appraisal and market studies for a large portfolio of properties located throughout the United States. The reports provided included a variety of property types including vacant land, office buildings, multifamily rental properties, gas stations, hotels, retail buildings, industrial and warehouse space, country clubs and golf courses, etc. The portfolio included more than 150 assets and the work was performed for the SBA through Metec Asset Management LLP.
- Have managed and conducted numerous appraisals of affordable housing (primarily LIHTC developments). Appraisal assignments typically involved determining the as is, as if complete and the as if complete and stabilized values. Additionally, encumbered

(LIHTC) and unencumbered values were typically derived. The three traditional approaches to value are developed with special methodologies included to value tax credit equity, below market financing and Pilot agreements.

- Performed numerous appraisals in 17 states of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing program. These appraisals meet the requirements outlined in HUD Handbook 4465.1 and Chapter 7 of the HUD MAP Guide.
- Performed numerous market study/appraisals assignments for USDA RD properties in several states in conjunction with acquisition rehabilitation redevelopments. Documents are used by states, FannieMae, USDA and the developer in the underwriting process. Market studies are compliant to State, FannieMae and USDA requirements. Appraisals are compliant to FannieMae and USDA HB-1-3560 Chapter 7 and Attachments.
- Completed numerous FannieMae appraisals of affordable and market rate multi-family properties for Fannie DUS Lenders. Currently have ongoing assignment relationships with several DUS Lenders.
- In accordance with HUD's Section 8 Renewal Policy and Chapter 9, Mr. Kincer has completed numerous Rent Comparability Studies for various property owners and local housing authorities. The properties were typically undergoing recertification under HUD's Mark to Market Program.
- Completed Fair Market Value analyses for solar panel installations, wind turbine installations, and other renewable energy assets in connection with financing and structuring analyses performed by various clients. The clients include lenders, investors, and developers. The reports are used by clients and their advisors to evaluate certain tax consequences applicable to ownership. Additionally, the reports have been used in the ITC funding process and in connection with the application for the federal grant identified as Section 1603 American Recovery & Reinvestment Act of 2009.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Tara Rial

I. Education

Loyola University Maryland, Baltimore, MD
Bachelors of Business Administration

II. Professional Experience

Manager, Novogradac & Company LLP
Analyst, Novogradac & Company LLP
Senior Research Associate, CoStar Group,

III. Research Assignments

- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties, on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, large family, and acquisition with rehabilitation. Completed market studies in all states.
- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties, USDA Rural Development, and market rate multifamily developments. Analysis includes property screenings, valuation analysis, rent comparability studies, expense comparability analysis, determination of market rents, and general market analysis.
- Reviewed appraisals and market studies for various state agencies for LIHTC application. Market studies were reviewed for adherence to NCHMA, state guidelines and overall reasonableness. Appraisals reviewed for adherence to USPAP, state guidelines, reasonableness.
- Assisted with a variety of asset management services for a developer including monitoring and reporting property performance on a quarterly basis. Data points monitored include economic vacancy, levels of concessions, income and operating expense levels, NOI and status of capital projects.
- Conducted valuations of General Partnership or Limited Partnership Interests for LIHTC properties.
- Assisted in appraisal work for retail and commercial properties in various parts of the country for various lenders. The client utilized the study for underwriting purposes.

- Conducted market studies for projects under the HUD Multifamily Accelerated Processing program.
- Assisted in the preparation of Rent Comparability Studies for expiring Section 8 contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Performed all aspects of data collection and data mining for web-based rent reasonableness systems for use by local housing authorities.

**STATEMENT OF PROFESSIONAL QUALIFICATIONS
KELLY MCNANY GORMAN**

I. Education

Virginia Tech, Blacksburg, VA
Bachelor of Arts in Urban Affairs and Planning

II. Professional Experience

Principal, Novogradac & Company LLP
Manager, Novogradac & Company LLP
Asset Manager, Housing Opportunities Commission of Montgomery County, MD
Senior Real Estate Analyst, Novogradac & Company LLP
Acquisitions Associate, Kaufman & Broad Multi-Housing Group, Inc. (KBMH)

III. Certifications, Professional Training and Continuing Education

Licensed Certified General Appraiser, CT License #RCG.0001437
Licensed Certified General Appraiser, NJ License #42RG00245500
Licensed Certified General Appraiser, NY License #46000051239
Licensed Certified General Appraiser, PA License #GA004390

Attended and presented at tax credit application training sessions and seminars, valuation of GP Interest sessions, numerous conferences and classes in real estate valuation, finance, asset management and affordable housing development using tax credits and tax exempt financing.

IV. Real Estate Assignments – Examples

A representative sample of Asset Management, Market Study, Due Diligence and Valuation Engagements includes the following:

- Managed and conducted valuations of General Partnership or Limited Partnership Interests for LIHTC properties.
- Managed and conducted market studies and appraisals of various LIHTC, affordable and market rate properties for numerous clients. The subjects include both new construction and rehabilitation properties in both rural and metro regions throughout the United States. Market analysis included; preliminary property screening, market analysis, comparable rent surveys, operating expense and demand analysis. Appraisals included various value scenarios including hypothetical land value as if vacant, insurable value, value of LIHTC, abatements and PILOTs, below market debt, ground leases, value of historic credits, etc. Work has been national in scope.
- Reviewed appraisals and market studies for various state agencies for LIHTC application. Market studies were reviewed for adherence to NCHMA, state guidelines and overall reasonableness. Appraisals reviewed for adherence to USPAP, state guidelines, reasonableness.

- Provided appraisals and market studies for a variety of properties types located throughout the United States. The reports provided included a variety of property types including vacant land, multifamily rental properties, retail buildings, etc.
- Managed a portfolio of ten multifamily properties with a total of over 2,000 units. Portfolio a range of property types including an historic property, garden style, luxury high rise, two senior independent living and one assisted living facility. Responsible for the management, oversight, financial analysis and financial reporting. Coordinated the preparation of property operating budgets, capital budgets and long range plans. Monitored compliance with regulations, policies and procedures. Completed special property management projects consisting of research and reporting. Analyzed property management financial statements and multifamily rental markets surveys.
- Managed and assisted in the preparation of Rent Comparability Studies according the HUD Section 8 Renewal Policy in the Chapter 9 guidelines. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Performed a variety of asset management services for a lender including monitoring and reporting property performance on a monthly basis. Data points monitored include economic vacancy, levels of concessions, income and operating expense levels, NOI and status of capital projects. Data used to determine these effects on the project's ability to meet its income-dependent obligations. Recommendations included a workout for one of the 16 assets.
- Performed asset management services for lenders and syndicators on underperforming assets to identify significant issues facing the property and recommend solutions. Scope of work included analysis of property condition and deferred maintenance, security issues, signage, marketing strategy and staffing plan. Performed a physical inspection of the assets, to include interior and exterior of property and assess how the property compares to competition. Analyzed operating expense results.

NMTC Consulting Assignments

Performed investment due diligence for a variety of NMTC transactions.

- Performed loan consulting engagements in which GoVal provided opinions regarding whether third party lenders would reasonably lend to NMTC projects based upon deal structure and likelihood of repayment. These engagements involved the analysis of sources of collateral, sources of repayment and reviewing transaction documents, surveying lenders and examining the deal structure.
- Oversaw an analysis of NMTC activity analyzing sizing and recommending strategies for a NMTC investor. Engagement consisted of compilation of NMTC award data from CDFI by location, CDE type, year, award amount and conduct interviews with market participants to better understand investment objectives and competitor activity.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Stephen Nizzare

I. Education

University of Miami – Coral Gables, FL
Bachelor in Business Administration, Finance and Real Estate

II. Professional Experience

Analyst, Novogradac & Company LLP – December 2018 - Present
Junior Analyst, *Novogradac & Company LLP* – September 2017 – December 2018
Financial Analyst, *Blue Jay Capital* – January 2016 – May 2016
Funding Associate, *Blue Granite Funding* – May 2015 – September 2015

III. Research Assignments

A representative sample of work on various types of projects:

- Conducted numerous market and feasibility studies for proposed and existing Low-Income Housing Tax Credit (LIHTC), HUD subsidized, and market rate properties for use by real estate developers, governmental entities, and financial institutions. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, large family, and acquisition with rehabilitation.
- Assisted in appraisals of proposed new construction, rehabilitation, and existing LIHTC and market rate multifamily properties. Analysis includes property screenings, expense comparability analysis, demographic and economic analysis.
- Performed all aspects of data collection and data mining for use in market studies, feasibility studies, and appraisals.
- Reviewed appraisals and market studies for various state agencies for LIHTC application. Market studies were reviewed for adherence to NCHMA, state guidelines and overall reasonableness. Appraisals reviewed for adherence to USPAP, state guidelines, reasonableness.
- Conducted valuations of General Partnership or Limited Partnership Interests for LIHTC properties.
- Conducted market studies for retail and commercial properties utilized for underwriting purposes.