

A MARKET FEASIBILITY STUDY OF:

GRAND OAKS APARTMENTS

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5301 Grand Oaks Forest Circle
Chester, Chesterfield County, Virginia 23831

Effective Date: June 15, 2021
Report Date: July 21, 2021

Prepared for:
Timothy Wray
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Fairfield Residential
5355 Mira Sorrento Place, Suite 100
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Client Code: 10257810

Prepared by:
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July 21, 2021

Timothy Wray
Vice President of Affordable Housing
Fairfield Residential
5355 Mira Sorrento Place, Suite 100
San Diego, CA 92121

Re: Market Study of Grand Oaks Apartments
5301 Grand Oaks Forest Circle,
Chester, Chesterfield County, Virginia 23831

Dear Mr. Wray:

At your request, Novogradac & Company LLP has performed a study of the multifamily rental market in the Chester, Virginia area relative to the above-referenced LIHTC multifamily project. We are concurrently performing a Virginia Housing LIHTC application appraisal with the same effective date as this report, for the same client.

The purpose of this market study is to assess the viability of Grand Oaks Apartments ("Subject"). The Subject is an existing 216-unit LIHTC multifamily property consisting of a 184-unit family property constructed in 2005 and a 32-unit senior property constructed in 2006. The Subject will be renovated with additional LIHTC funding, and all units will remain restricted to households earning 50 and 60 percent of AMI or less. 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. The scope of this report meets the 2020-21 market study requirements of Virginia Housing and conforms to Virginia Housing guidelines. In addition to the addressee, additional users of this report include Virginia Housing.

The National Council of Housing Market Analysts (NCHMA) is a professional organization chartered to promote the development of high quality market analysis for the affordable housing industry. Novogradac is a charter member of this organization. NCHMA has compiled model content standards for market studies. This report generally conforms to those standards. Any slight modifications or departures from those standards are considered incidental and result from the specific market study requirements of VHDA. The scope of the study is based on agreed upon procedures as outlined in the engagement letter and as summarized as follows:

- Analyzing the appropriateness of the proposed unit mix, rent levels, unit and complex amenities, and site.
- In-person inspection of the Subject property.
- Estimating the market rents, absorption rates and stabilized vacancy levels for the market area.
- Investigating the general economic health and conditions of the 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.

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.

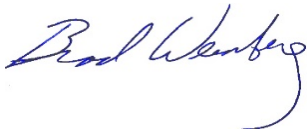
Fairfield Residential is the client in this engagement and intended user of this report. As our client Fairfield Residential owns this report and permission must be granted from them before another third party can use this document. We assume that by reading this report another third party has accepted 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 to assist with underwriting and for submittal to Virginia Housing for the purposes of obtaining LIHTC funding. 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 & Company LLP can be of further assistance. It has been our pleasure to assist you with this project.

Respectfully Submitted,

Novogradac Consulting LLP



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A. EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

Grand Oaks Apartments, the Subject is an existing 216-unit LIHTC multifamily property that consists of 48 one-bedroom, 103 two-bedroom, and 65 three-bedroom units. It should be noted the property consists of two phases. The first phase is a 184-unit family property constructed in 2005, while the second phase is a 32-unit senior property constructed in 2006. The Subject features wood frame construction, with brick and composite siding exteriors, and pitched roofing. The Subject is located at 5301 Grand Oaks Forest Circle in Chester, Virginia 23831. The Subject is currently encumbered with a LIHTC LURA that requires all of its units to be restricted to households earning 60 percent of AMI or less until 2035. According to the rent roll dated May 31, 2021, there are no vacant senior units and there are five vacant family units. Overall, the Subject is 97.7 percent occupied.

The client is proposing substantial renovations to the Subject funded by LIHTC equity. According to the draft scope of work provided by the client, the proposed renovations are projected to total \$14,639,832 in hard costs, or approximately \$67,777 per unit. The scope of work includes, but is not necessarily limited to, the following:

- New bathroom cabinets, vanities, lighting
- New vinyl flooring in all units
- New kitchen cabinets, countertops, appliances, fixtures, outlets, and lighting
- New ranges and refrigerators
- New blinds in all units
- HVAC repairs and replacements
- New water heaters
- Install individual utility meters in all 26 residential buildings
- Landscaping throughout Subject property
- New site lighting throughout Subject property
- New roofing
- New exterior doors and windows
- Siding and breezeway repairs, as needed
- Landscaping upgrades
- Parking lot and sidewalk repairs

Grand Oaks Apartments is located in a suburban neighborhood of Chester, Virginia. The Subject site is rated as “Car Dependent” by Walk Score with a score of 27, indicating that most errands require a car. Surrounding residential uses include Waterside at Ironbridge Apartments (market rate property, included as a comparable), Ashton Creek Apartments (market rate, included as a comparable), Hyde Park Apartments (market rate, included as a comparable), Chester Townhomes (market rate, excluded property), and single-family homes in good condition. Immediately surrounding the Subject include many institutional, commercial, and retail uses. The Subject is 2.9 miles west of Interstate 95. Interstate 95 provides direct access to Richmond, VA, 12.57 miles north of the Subject. Commercial and retail uses surrounding the Subject are in good condition and appear to be 90 percent occupied. Overall, the Subject site is in a good location for a multifamily development.

The Subject’s proposed rents are detailed in the following table. According to the client, all of the Subject’s units will be restricted at 50 and 60 percent of AMI, post renovations. The proposed rents provided by the client are detailed in the table below. The proposed rents are at the 2021 LIHTC maximum allowable rents.

PROPOSED RENTS

Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2021 LIHTC Maximum Allowable Gross Rent	2021 HUD Fair Market Rents
@50%							
1BR / 1BA	888	5	\$803	\$22	\$825	\$843	\$1,020
2BR / 2BA	1,145	6	\$976	\$36	\$1,012	\$1,012	\$1,163
2BR / 2.5BA	1,105	1	\$976	\$36	\$1,012	\$1,012	\$1,163
3BR / 2.5BA	1,398	1	\$1,123	\$47	\$1,170	\$1,170	\$1,538
3BR / 2.5BA	1,343	7	\$1,123	\$47	\$1,170	\$1,170	\$1,538
@60%							
1BR / 1BA	888	43	\$990	\$22	\$1,012	\$1,012	\$1,020
2BR / 1BA	998	32	\$1,179	\$36	\$1,215	\$1,215	\$1,163
2BR / 2BA	1,145	57	\$1,179	\$36	\$1,215	\$1,215	\$1,163
2BR / 2.5BA	1,105	7	\$1,179	\$36	\$1,215	\$1,215	\$1,163
3BR / 2.5BA	1,343	57	\$1,357	\$47	\$1,404	\$1,404	\$1,538
216							

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

In general, we believe there is demand in the marketplace for the Subject as conceived. We recommend no changes to the general development scheme.

Strengths

- As a newly renovated property, the Subject will exhibit good condition.
- The Subject’s projected LIHTC rents represent a discount to the achievable market rents.
- The LIHTC vacancy at the comparable properties is 2.1 percent, which suggests a stable market for affordable housing.
- The Subject’s unit sizes are generally larger than the majority of the comparables.

Weaknesses

- There are no identified weaknesses associated with the Subject.

Capture Rates - VHDA:

- The VHDA net demand and capture rate tables illustrates demand for the Subject based on capture rates of income-eligible renter households for the Subject’s family and senior units. The following tables illustrates the conclusions from these tables.

FAMILY	
Virginia Housing Capture Rate	56.1%
Absorption Period	7 months

SENIOR	
Virginia Housing Capture Rate	22.0%
Absorption Period	1 month

The capture rate is considered moderate and is indicative of adequate demand for the Subject.

Conclusions/Recommendations

- In general, we believe there is demand in the marketplace for the Subject as proposed. Additionally, the market has reported strong occupancy rates and waiting lists. The Subject will be well-positioned in the market. As a newly renovated property, the Subject will be in generally superior condition to most of the comparable properties. The market exhibits strong demand for affordable housing, with limited vacancy and strong absorption rates at LIHTC properties that have opened in the past several years. Further, the comparable LIHTC properties reported an overall average vacancy rate of 2.1 percent. Based on the performance of the comparable properties, we expect the Subject to operate with an annual vacancy loss of three percent, or less. Based on the comparable data, we have concluded to achievable LIHTC rents as illustrated in following table:

ACHIEVABLE LIHTC RENT

Unit Type	Achievable Rent - 50%	Achievable Rent - 60%	Max Rent?
	AMI	AMI	
1BR	\$821	\$990	Yes
2BR	\$976	\$1,179	Yes
3BR	\$1,123	\$1,357	Yes

The Subject's rents offer significant market rent advantages. Overall, we believe there is demand for the Subject.

B. INTRODUCTION AND SCOPE OF WORK

INTRODUCTION AND SCOPE OF WORK

The purpose of this market study is to assess the viability of Grand Oaks Apartments (“Subject”). The Subject is an existing 216-unit LIHTC multifamily property that consists of 48 one-bedroom, 103 two-bedroom, and 65 three-bedroom units. It should be noted the property consists of two phases. The first phase is a 184-unit family property constructed in 2005, while the second phase is a 32-unit senior property constructed in 2006. The Subject is currently encumbered with a LIHTC LURA that requires all of its units to be restricted to households earning 60 percent of AMI or less until 2035. The sponsor has indicated that this report is being submitted to the Virginia Housing for application purposes. 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. The scope of this report meets the 2020-21 market study requirements of the Virginia Housing and conforms to Virginia Housing guidelines. In addition to the addressee, additional users of this report include Virginia Housing.

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- 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.

C. PROJECT DESCRIPTION

PROJECT DESCRIPTION

The project description will discuss the physical features of the Subject site, the proposed unit mix and rents.

Location: The Subject site is located at 5301 Grand Oaks Forest Circle, Chester, Virginia 23831.

Site Description: The Subject site is approximately 23.527 acres according to the Chesterfield County Assessor's office. The Subject offers good visibility from Grand Oaks Forest Drive and Oak Bluff Drive.

Aerial Photo:



Source: Google Earth, June 2021

Site Plan: See Addendum

Proposed Rents and Unit Mix:

The following table details the proposed rents and unit mix for the Subject. The Subject’s proposed rents are set at the 2021 LIHTC maximum allowable levels.

PROPOSED RENTS

Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2021 LIHTC Maximum Allowable Gross Rent	2021 HUD Fair Market Rents
@50%							
1BR / 1BA	888	5	\$803	\$22	\$825	\$843	\$1,020
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3BR / 2.5BA	1,343	57	\$1,357	\$47	\$1,404	\$1,404	\$1,538
216							

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

Target Population:

The units will be rented restricted to family and senior households earning 60 percent of AMI, or less.

Utility Structure:

The landlord is responsible for trash collection, water, and sewer at the Subject. Tenants pay electric for heat, air-conditioning, electric cooking, electric hot water, and lights/appliances. We utilize Virginia Housing Development Authority, effective July 2020 to adjust the comparable properties in our rent analysis.

HOUSING AUTHORITY UTILITY ALLOWANCE

UTILITY AND SOURCE	Paid By	1BR	2BR	3BR
Heating - Electric	Tenant	\$26	\$34	\$42
Cooking - Electric	Tenant	\$4	\$5	\$7
Other Electric	Tenant	\$15	\$19	\$23
Air Conditioning	Tenant	\$7	\$9	\$12
Water Heating - Electric	Tenant	\$13	\$16	\$20
Water	Landlord	\$22	\$29	\$35
Sewer	Landlord	\$27	\$34	\$42
Trash	Landlord	\$12	\$12	\$12
TOTAL - Paid By Landlord		\$61	\$75	\$89
TOTAL - Paid By Tenant		\$65	\$83	\$104
TOTAL - Paid By Tenant Provided by Developer (1)		\$22	\$36	\$47
DIFFERENCE		34%	43%	45%

Source: VHDA, eff 7/2020

(1) Developer Utility Allowance is from a Utility Study completed for the Subject on July 14, 2021 by Southern Energy Management

Unit Mix: The following table illustrates the Subject’s existing unit mix and size:

UNIT MIX AND SQUARE FOOTAGE

Unit Type	Number of Units	Unit Size (SF)	Net Leasable Area
1BR / 1BA	48	888	42,624
2BR / 1BA	32	998	31,936
2BR / 2BA	34	1,145	38,930
2BR / 2.5BA	29	1,105	32,045
2BR / 2.5BA	8	1,105	8,840
3BR / 2.5BA	1	1,398	1,398
3BR / 2.5BA	64	1,343	85,952
TOTAL	216		241,725

Net Rentable Area: Approximately 241,725 square feet as outlined in the table above.

Unit Amenities: The Subject’s unit amenities include balconies, blinds, carpeting, central air conditioning, ceiling fans, coat closets, dishwashers, disposals, ovens, refrigerators, and washer/dryer hookups. The senior units also include pull cords and grab bars. No new unit amenities will be added as part of the proposed renovations.

Common Area Amenities: The Subject’s property amenities include a business center, community room, central laundry, exercise facility, playground, pool, and on-site management. No new unit amenities will be added as part of the proposed renovations.

Security Features: The Subject does not offer any security features.

Parking: The Subject offers approximately 380 off-street surface parking spaces, or 2.02 spaces per unit. There is no fee for parking. The amount of off-street parking appears adequate.

Number of Stories: The Subject consists of 26 two-story garden-style and townhome residential buildings.

Date of Construction: The family portion of the Subject was constructed in 2005 while the senior portion was constructed in 2006. The Subject is proposed for substantial renovations funded by LIHTC equity. The construction timeline was requested but not provided by the client.

Construction Details: The client is proposing substantial renovations to the Subject funded by LIHTC equity. According to the draft scope of work provided by the client, the proposed renovations are projected to total \$14,639,832 in hard costs, or approximately \$67,777 per unit. The scope of work includes, but is not necessarily limited to, the following:

- New bathroom cabinets, vanities, lighting
- New vinyl flooring in all units
- New kitchen cabinets, countertops, appliances, fixtures, outlets, and lighting
- New ranges and refrigerators
- New blinds in all units
- HVAC repairs and replacements
- New water heaters
- Install individual utility meters in all 26 residential buildings

- Landscaping throughout Subject property
- New site lighting throughout Subject property
- New roofing
- New exterior doors and windows
- Siding and breezeway repairs, as needed
- Landscaping upgrades
- Parking lot and sidewalk repairs

Overall, we estimate the Subject will be in good condition, post renovations.

Assisted Housing Program:

The Subject is currently operating as an intergenerational affordable multifamily property. The current LIHTC asking rents are at the 2021 LIHTC maximum allowable levels. According to the rent roll dated June 15, 2021, the Subject is approximately 91.7 percent rent roll dated May 31, 2021, the Subject is approximately 97.7 percent occupied. According to the client, all units will remain restricted at 60 percent of AMI, post renovations.

Target Population and Occupancy Type:

The Subject will be set-aside for low-income families (184 units) and senior households (32 units) age 62 and older earning 60 percent of AMI or less. Based on the unit mix and proposed rent levels, the qualified annual incomes for the Subject's family units will range from \$34,697 to \$58,320, and the qualified annual incomes for the Subject's senior units will range from \$30,360 to \$58,320.

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:

We assume the Subject will be renovated in a timely manner consistent with the information provided, using average-quality materials in a professional manner.

Functional Utility:

We reviewed plans for the Subject property and inspected the property; the unit sizes and layout appear functional and market-oriented.

Conclusion:

The Subject will be a newly renovated, intergenerational LIHTC property and will exhibit good condition upon completion of renovations. The renovation of the Subject is expected to be an improvement to the existing neighborhood.

PROPERTY PROFILE REPORT

Grand Oaks Apartments (family & Senior)

Effective Rent Date	6/15/2021
Location	5301 Grand Oaks Forest Circle Chester, VA 23831 Chesterfield County
Distance	N/A
Units	216
Vacant Units	5
Vacancy Rate	2.3%
Type	Various (2 stories)
Year Built/Renovated	2005/2006 / 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	@50%, @60%
Annual Turnover Rate	N/A
Units/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	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)	5	888	\$803	\$0	@50%	N/A	N/A	N/A	yes	None
1	1	Garden (3 stories)	43	888	\$990	\$0	@60%	N/A	N/A	N/A	yes	None
2	1	Garden (3 stories)	32	998	\$1,179	\$0	@60%	N/A	N/A	N/A	yes	None
2	2	Garden (3 stories)	6	1,145	\$976	\$0	@50%	N/A	N/A	N/A	yes	None
2	2	Garden (3 stories)	57	1,145	\$1,179	\$0	@60%	N/A	N/A	N/A	yes	None
2	2.5	Townhouse (2 stories)	1	1,105	\$976	\$0	@50%	N/A	N/A	N/A	yes	None
2	2.5	Townhouse (2 stories)	7	1,105	\$1,179	\$0	@60%	N/A	N/A	N/A	yes	None
3	2.5	Garden (3 stories)	1	1,398	\$1,123	\$0	@50%	N/A	N/A	N/A	yes	None
3	2.5	Townhouse (2 stories)	7	1,343	\$1,123	\$0	@50%	N/A	N/A	N/A	yes	None
3	2.5	Townhouse (2 stories)	57	1,343	\$1,357	\$0	@60%	N/A	N/A	N/A	yes	None

Grand Oaks Apartments (family & Senior), continued

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$803	\$0	\$803	\$0	\$803	1BR / 1BA	\$990	\$0	\$990	\$0	\$990
2BR / 2BA	\$976	\$0	\$976	\$0	\$976	2BR / 1BA	\$1,179	\$0	\$1,179	\$0	\$1,179
2BR / 2.5BA	\$976	\$0	\$976	\$0	\$976	2BR / 2BA	\$1,179	\$0	\$1,179	\$0	\$1,179
3BR / 2.5BA	\$1,123	\$0	\$1,123	\$0	\$1,123	2BR / 2.5BA	\$1,179	\$0	\$1,179	\$0	\$1,179
						3BR / 2.5BA	\$1,357	\$0	\$1,357	\$0	\$1,357

Amenities

In-Unit	Security	Services
Balcony/Patio	None	None
Carpeting		
Coat Closet		
Ceiling Fan		
Oven		
Washer/Dryer hookup		
Blinds		
Central A/C		
Dishwasher		
Garbage Disposal		
Refrigerator		
Property	Premium	Other
Business Center/Computer Lab	None	None
Exercise Facility		
Off-Street Parking		
Playground		
Clubhouse/Meeting Room/Community		
Central Laundry		
On-Site Management		
Swimming Pool		

Comments

This profile represents an existing 216-unit LIHTC multifamily property consisting of a 184-unit family property constructed in 2005 and a 32-unit senior property constructed in 2006. The property will be renovated with additional LIHTC funding, all units will be restricted to households earning 50 and 60 percent of AMI or less.

Grand Oaks Apartments (family & Senior), continued

Trend Report

Vacancy Rates

2Q20	2Q21
5.6%	2.3%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	2	N/A	\$803	\$0	\$803	\$803

2BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	2	N/A	\$976	\$0	\$976	\$976

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	2	N/A	\$976	\$0	\$976	\$976

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	2	N/A	\$1,123	\$0	\$1,123	\$1,123

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	2	8.3%	\$940	\$0	\$940	\$940
2021	2	N/A	\$990	\$0	\$990	\$990

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	2	6.2%	\$1,121	\$0	\$1,121	\$1,121
2021	2	N/A	\$1,179	\$0	\$1,179	\$1,179

2BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	2	2.7%	\$1,283 - \$1,288	\$0	\$1,283 - \$1,288	\$1,283 - \$1,288
2021	2	N/A	\$1,179	\$0	\$1,179	\$1,179

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	2	0.0%	\$1,121	\$0	\$1,121	\$1,121
2021	2	N/A	\$1,179	\$0	\$1,179	\$1,179

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	2	7.7%	\$1,283 - \$1,288	\$0	\$1,283 - \$1,288	\$1,283 - \$1,288
2021	2	N/A	\$1,357	\$0	\$1,357	\$1,357

Trend: Comments

2Q20 N/A

2Q21 This profile represents an existing 216-unit LIHTC multifamily property consisting of a 184-unit family property constructed in 2005 and a 32-unit senior property constructed in 2006. The property will be renovated with additional LIHTC funding, all units will be restricted to households earning 50 and 60 percent of AMI or less.

Photos

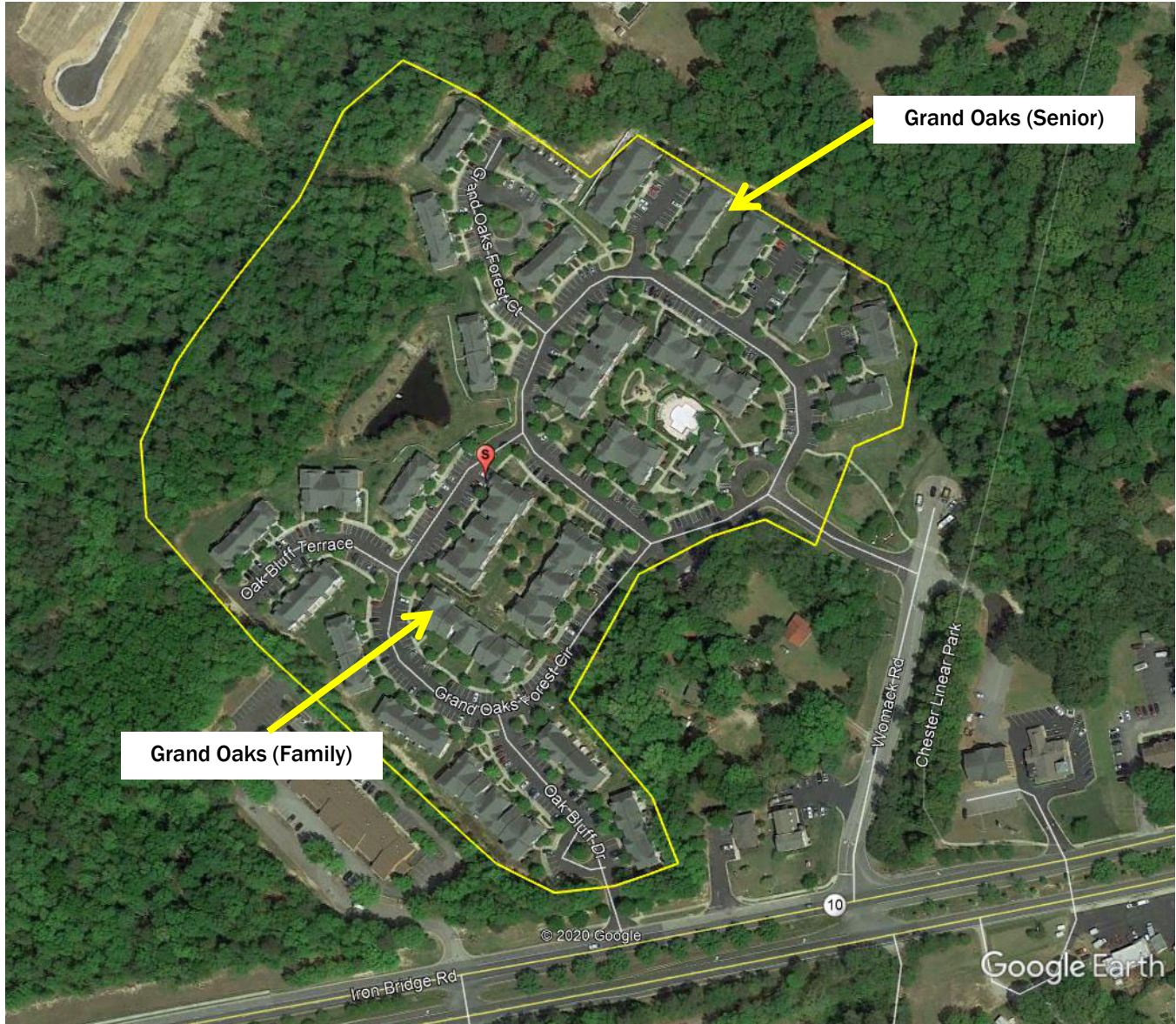


D. LOCATION

LOCATION

Description of the Site

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 discusses the physical features of the site, as well as the layout, access issues, and traffic flow.



Source: Google Earth, June 2021

Size: The Subject site is approximately 23.527 acres according to the Chesterfield County Assessor's office.

Shape: The Subject site is irregular in shape.

Frontage: The Subject site has frontage along Iron Bridge Road. The site can be accessed via Oak Bluff Drive and Grand Oaks Forest Drive from West Hundred Road and Womack Road, respectively, which are interior streets that only serve the property.

Topography: The Subject site is generally level.

Utilities: All utilities are provided to the site.

Visibility/Views: The Subject is located in a primarily suburban neighborhood of Chester. Views to the north consist of a wooded buffer and low density, single-family housing. Views to the east consist of a wooded buffer and C&F Bank. Views to the west consist of vacant wooded land. To the south, views consist of West Hundred Road, Southside Physicians Network, and Full Circle Recording. Overall, visibility and views are considered average.

Surrounding Uses: Grand Oaks is located in a suburban neighborhood of Chester, Virginia. The Subject site is rated as “Car Dependent” by Walk Score with a score of 27, indicating that most errands require a car. Surrounding residential uses include Waterside at Ironbridge Apartments (market rate property, included as a comparable), Ashton Creek Apartments (market rate, included as a comparable), Hyde Park Apartments (market rate, included as a comparable), Chester Townhomes (market rate, excluded property), and single-family homes in good condition. Immediately surrounding the Subject include many institutional, commercial, and retail uses. The Subject is 2.9 miles west of Interstate 95. Interstate 95 provides direct access to Richmond, VA, 12.57 miles north of the Subject. Commercial and retail uses surrounding the Subject are in good condition and appear to be 90 percent occupied. Overall, the Subject site is in a good location for a multifamily development.

Access and Traffic Flow: The Subject is accessible from Grand Oaks Forest Drive and Oak Bluff Drive. Grand Oaks Forest Drive is accessible from Womack Road that leads to West Hundred Road. West Hundred Road is a moderately trafficked, five lane road that traverses east/west. West Hundred Road provides direct access to many local amenities and direct access to Interstate 95, 2.96 miles east of the Subject. Interstate 95 provides north/south access to downtown Richmond. Overall, access and traffic flow are considered good.

Layout and Curb Appeal: Based on our inspection, the Subject has a functional layout for its intended use and will offer good curb appeal, post renovations. The following table summarizes various characteristics of the Subject site.

SUMMARY OF SUBJECT SITE	
Visibility	Average
Views	Average
Access/Traffic Flow	Good
Layout/Curb Appeal	Good

Drainage: Appears adequate, however, no specific tests were performed. Further, Novogradac is not an expert in this field and cannot opine on this issue.

Soil and Subsoil Conditions: Novogradac did not perform any soil and subsoil test upon inspection of the site, as this is beyond the scope of work. 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.

Environmental Assessment: We requested but were not provided with environmental reports, engineering reports or soil surveys. During our site inspection, we walked the Subject’s grounds, including the rear of the buildings and the parking

lot, and did not observe any obvious indicators of environmental contamination or adverse property condition issues. However, Novogradac & Company LLP does not offer expertise in this field and cannot opine as to the adequacy of the soil conditions, drainage, or existence of adverse environmental conditions. Further analysis is beyond the scope of this report. It should be noted that we have made an extraordinary assumption that there are no adverse environmental conditions that would impact the valuation of the Subject site.

Flood Plain:

According to Flood Insights and Flood Insurance Rate Map Community Panel Number 51041C0329D, dated December 2012, the Subject site is located in Zone X. Zone X is defined as an area outside 500-year floodplain, which is determined to be outside the .02 percent annual chance floodplains. Novogradac & Company LLP does not offer expertise in this field and cannot opine on this issue. Further analysis by Novogradac is beyond the scope of the report.

Proximity to Adverse Conditions:

At the time of the site inspection, there were no detrimental influences observed that would adversely impact the marketability of the Subject.

Grand Oaks Apartments– Chester, VA
Source: Jessica Thompson, Junior Analyst
Date: 6/15/2021



SUBJECT EXTERIOR



SUBJECT EXTERIOR



SUBJECT EXTERIOR



SUBJECT EXTERIOR



SUBJECT EXTERIOR



SUBJECT EXTERIOR

Grand Oaks Apartments– Chester, VA
Source: Jessica Thompson, Junior Analyst
Date: 6/15/2021



SUBJECT PARKING



SUBJECT LEASING OFFICE EXTERIOR



SUBJECT PLAYGROUND



SUBJECT CENTRAL MAIL CENTER



SUBJECT LEASING OFFICE



SUBJECT COMMUNITY POOL

Grand Oaks Apartments– Chester, VA
Source: Jessica Thompson, Junior Analyst
Date: 6/15/2021



TYPICAL SUBJECT FITNESS CENTER



TYPICAL SUBJECT BUSINESS CENTER



TYPICAL LIVING ROOM



TYPICAL LIVING ROOM



TYPICAL LIVING ROOM



TYPICAL KITCHEN

Grand Oaks Apartments- Chester, VA
Source: Jessica Thompson, Junior Analyst
Date: 6/15/2021



TYPICAL KITCHEN



TYPICAL KITCHEN



TYPICAL BEDROOM



TYPICAL BEDROOM



TYPICAL BEDROOM



TYPICAL BATHROOM

Grand Oaks Apartments- Chester, VA
Source: Jessica Thompson, Junior Analyst
Date: 6/15/2021



TYPICAL BATHROOM



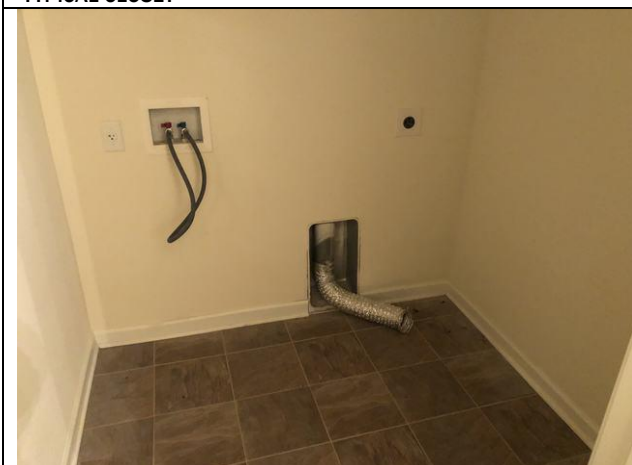
TYPICAL BATHROOM



TYPICAL CLOSET



TYPICAL CLOSET



TYPICAL IN UNIT WASHER AND DRYER HOOKUP



TYPICAL IN UNIT WASHER AND DRYER

Grand Oaks Apartments- Chester, VA
Source: Jessica Thompson, Junior Analyst
Date: 6/15/2021



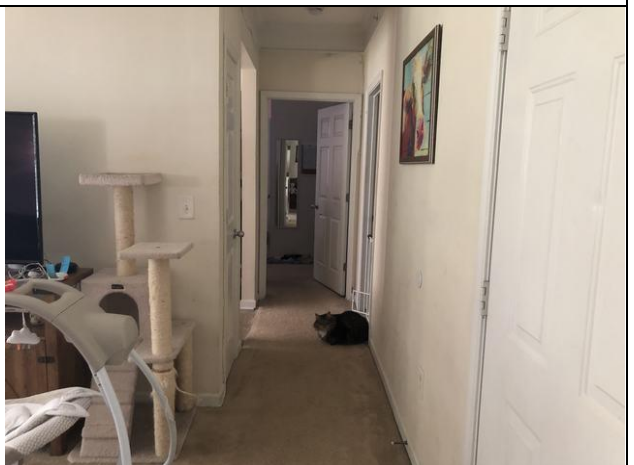
TYPICAL INTERIOR STAIRCASE



TYPICAL PATIO



TYPICAL OUTDOOR STORAGE



INTERIOR HALL WAY



SINGLE FAMILY HOME NEAR SUBJECT



SINGLE FAMILY HOME NEAR SUBJECT

Grand Oaks Apartments– Chester, VA
Source: Jessica Thompson, Junior Analyst
Date: 6/15/2021



SINGLE FAMILY HOME NEAR SUBJECT



SINGLE FAMILY HOME NEAR SUBJECT



HOUSE OF WORSHIP NEAR SUBJECT



COMMERCIAL USE NEAR SUBJECT



HOUSE OF WORSHIP NEAR SUBJECT



COMMERCIAL/RETAIL USES NEAR SUBJECT

Grand Oaks Apartments– Chester, VA
Source: Jessica Thompson, Junior Analyst
Date: 6/15/2021



COMMERCIAL/ RETAIL USE NEAR SUBJECT



COMMERCIAL USES NEAR SUBJECT



COMMERCIAL USE NEAR SUBJECT



GAS STATION USE NEAR SUBJECT

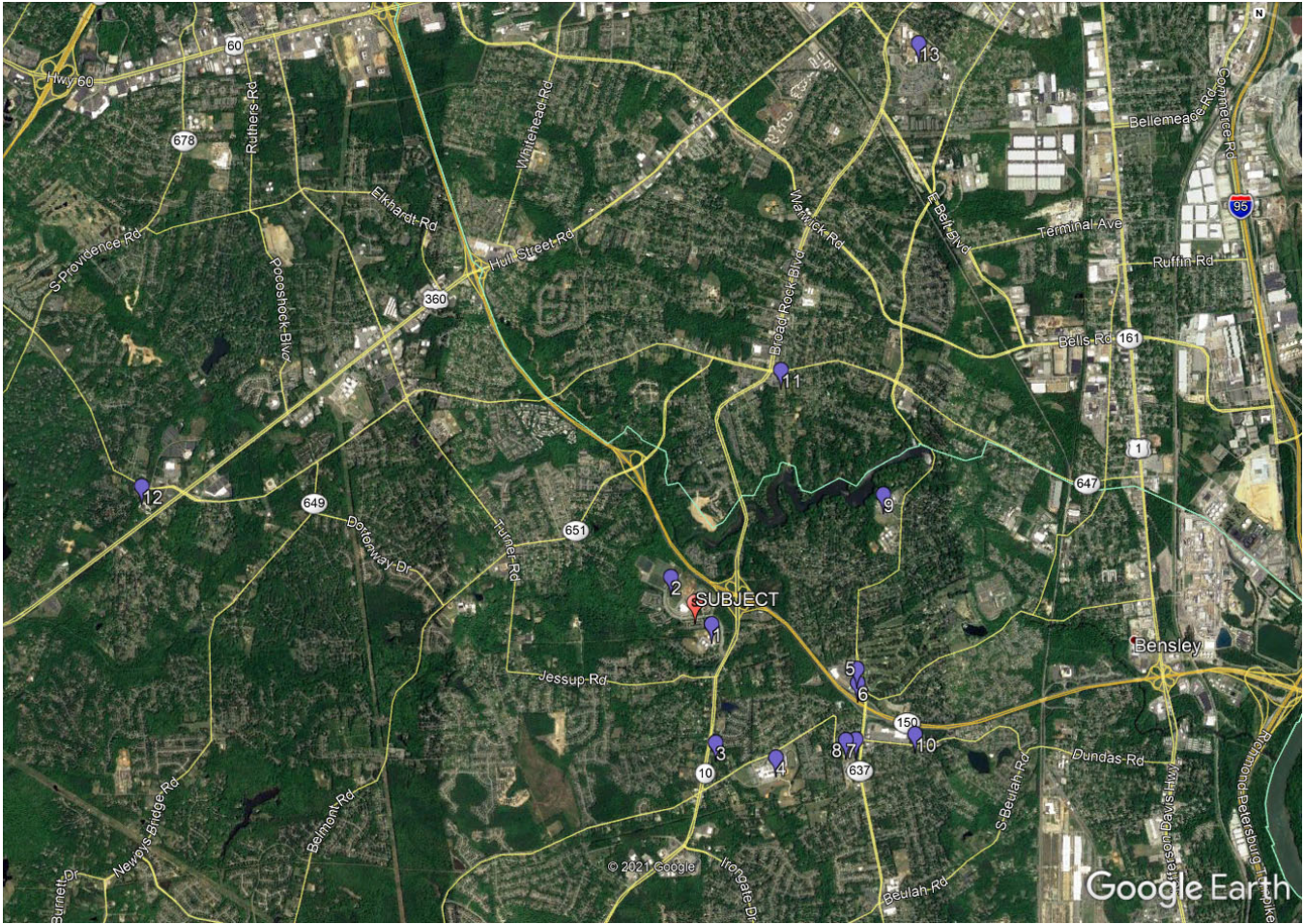


COMMERCIAL USE NEAR SUBJECT



COMMERCIAL USES NEAR SUBJECT

Proximity to Local Services: The Subject is located in close proximity to services including area retail, medical facilities, and schools. The distances of various services from the Subject and a map of the locations are provided following.



LOCATIONAL AMENITIES

Map #	Service or Amenity	Distance from Subject (Crow)
1	C&F Bank	0.2 miles
2	Chesterfield Fire Station	0.6 miles
3	Goyne Park	0.6 miles
4	Walgreens	0.7 miles
5	Chester Library	0.7 miles
6	Walmart Supercenter	1.4 miles
7	Southern Area Police Station Chesterfield	2.2 miles
8	U.S. Post Office	2.2 miles
9	Jeff Davis & Crestway Dr Bus Stop	2.4 miles
10	John Tyler Community College	2.8 miles
11	Colonial Heights Senior Center	7.6 miles
12	John Randolph Medical Center	9.7 miles

Crime Statistics

The following table shows personal and property crimes for the PMA and MSA as an index, meaning an index of 100 is average. Any number above 100 is above average compared to the national crime index, while any number below 100 indicates lower than average crime.

2020 CRIME INDICES

	PMA	Richmond, VA Metropolitan Statistical Area
Total Crime*	75	100
Personal Crime*	33	96
Murder	57	189
Rape	58	87
Robbery	34	116
Assault	30	85
Property Crime*	81	100
Burglary	61	86
Larceny	92	107
Motor Vehicle Theft	41	83

Source: Esri Demographics 2020, Novogradac Consulting LLP, June 2021

*Unweighted aggregations

Total crime indices in the PMA are slightly below the national average and below the MSA. The Subject does not offer any security amenities.

Public Transportation

Beginning March 2020, GRTC Rapid Transit System announced the new #111 bus, providing north/southbound 30-minute service, six days a week, from Chesterfield city limits to John Tyler Community College. Historically, Chesterfield has lacked public transportation to local amenities. The Subject is 2.42 miles west of the Jeff Davis & Crestway Drive bus stop. The Chesterfield Express One Ride Pass can be purchased for \$6.00 or an unlimited ride 7-day pass for \$65.00.

Conclusion

The Subject’s neighborhood appears to be a good location for an existing intergenerational LIHTC multifamily development. The majority of the local amenities are located within approximately three miles of the Subject. The Subject is located in a mixed-use neighborhood. The Subject is a compatible use within the existing neighborhood.

E. MARKET AREA DEFINITION

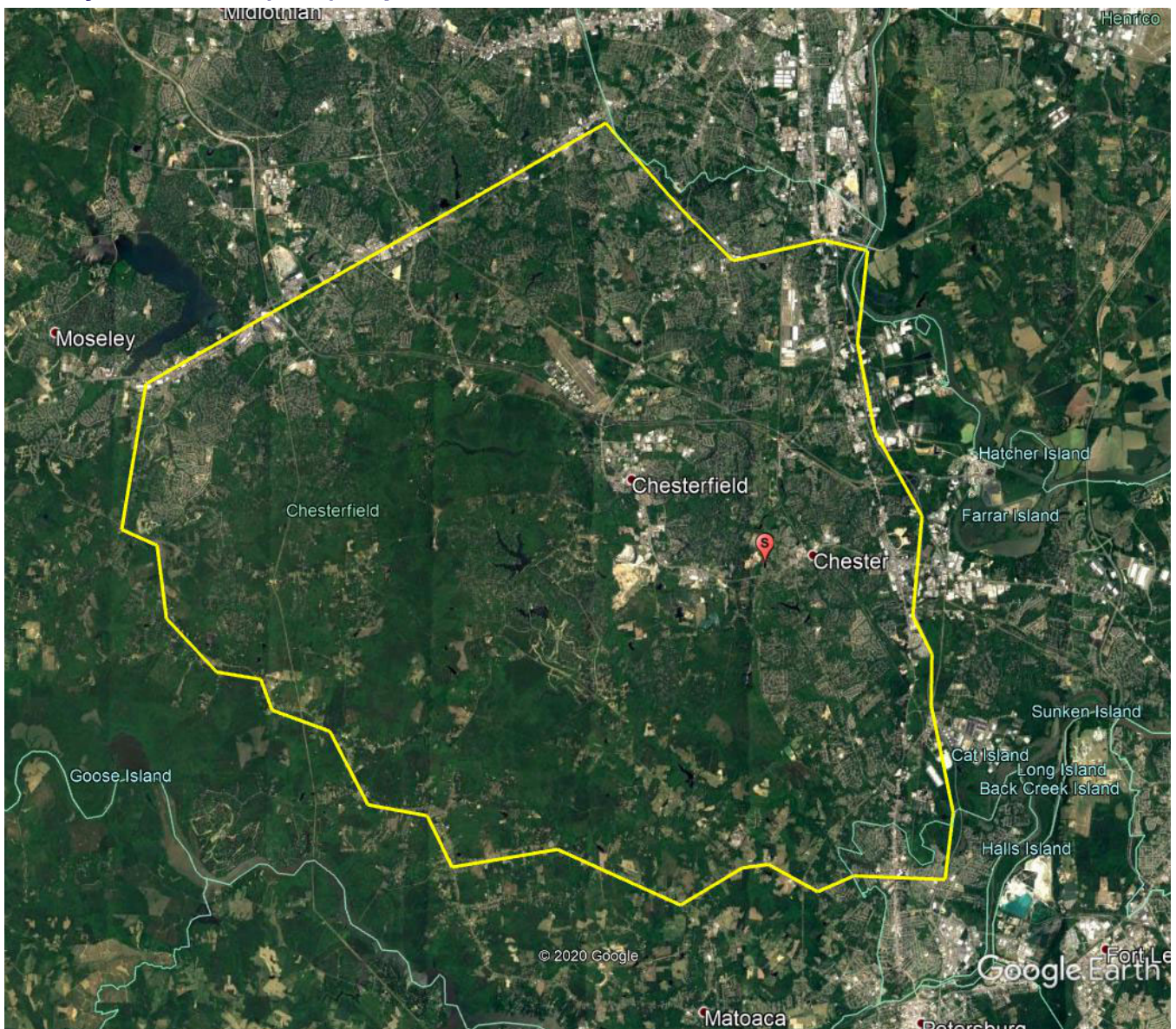
MARKET AREA DEFINITION

Primary Market Area

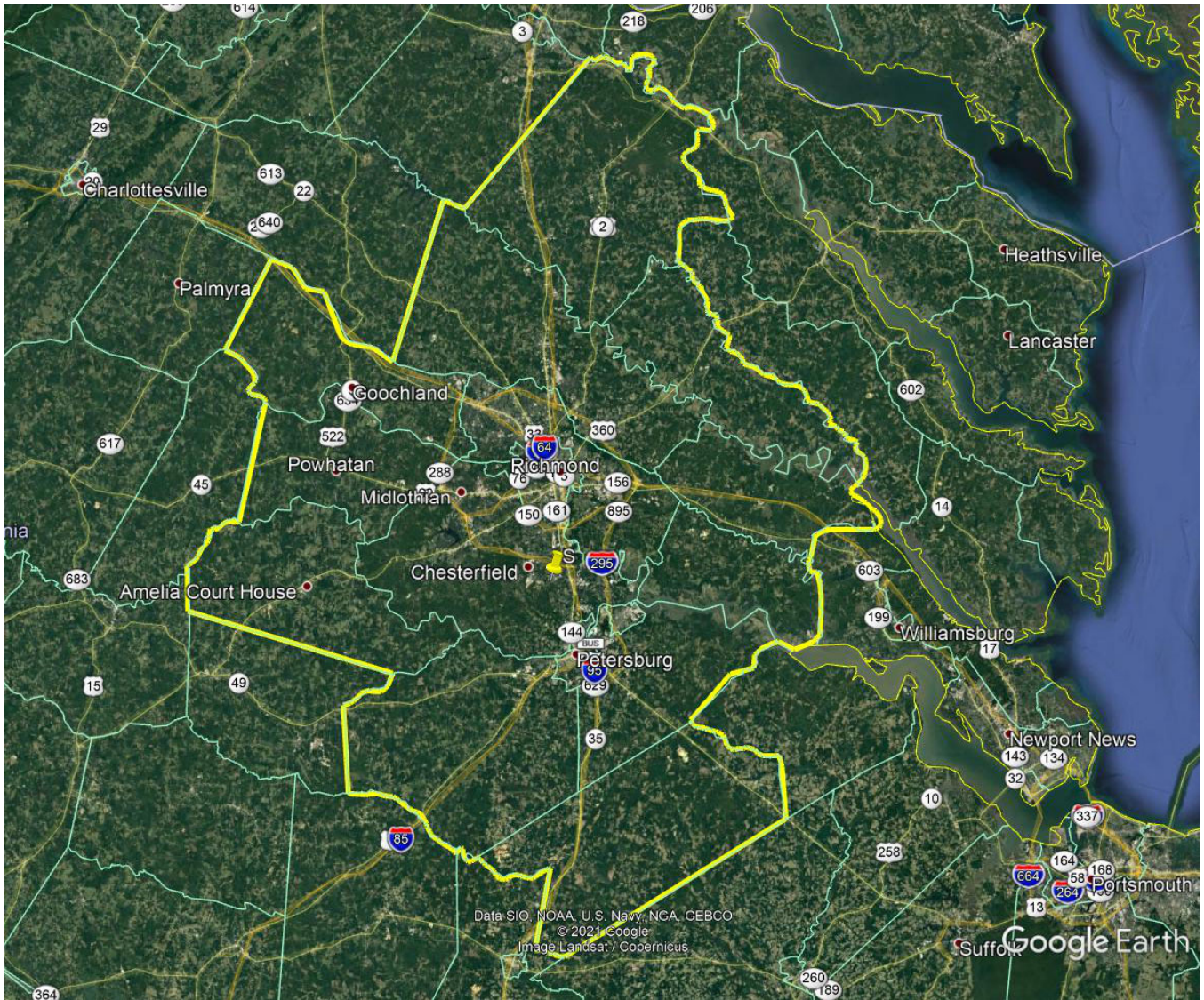
The Subject property is located in Chester, Virginia. The PMA is defined by Chippenham Parkway to the north, Interstate 95 to the east, Woodpecker Road to the south, and Winterpock Road to the west. This area was defined based on interviews with local market participants and local property managers. Management at the majority of the rent comparables noted that the majority of their tenants originate from within the greater metro. We have estimated that 10 percent of the Subject’s family tenants, and 20 percent of the Subject’s senior tenants, will come from outside of these boundaries. The PMA encompasses approximately 150 square miles, and was primarily devised based on our conversations with local property managers. We also factored a 20 minute drive zone in our determination of the PMA.

Per Virginia Housing guidelines, analysts are not to include secondary or tertiary markets. In this case, we have conservatively defined the PMA for a multifamily development (also per specific Virginia Housing guidance) and the secondary market area is simply presented as a source of comparison to the PMA.

Primary Market Area (PMA) Map



Secondary Market Area (SMA) Map



F.EMPLOYMENT AND ECONOMY

ECONOMIC ANALYSIS

Employment and Unemployment Trends

The table below illustrates the employment and unemployment rate for the MSA from 2004 through March 2021.

EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Year	Richmond, VA Metropolitan Statistical Area				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2005	570,167	-	4.1%	-	141,730,000	-	5.1%	-
2006	584,358	2.5%	3.5%	-0.6%	144,427,000	1.9%	4.6%	-0.5%
2007	594,827	1.8%	3.4%	-0.1%	146,047,000	1.1%	4.6%	0.0%
2008	600,856	1.0%	4.5%	1.1%	145,363,000	-0.5%	5.8%	1.2%
2009	577,465	-3.9%	7.7%	3.2%	139,878,000	-3.8%	9.3%	3.5%
2010	578,211	0.1%	8.2%	0.5%	139,064,000	-0.6%	9.6%	0.3%
2011	589,751	2.0%	7.3%	-0.9%	139,869,000	0.6%	9.0%	-0.7%
2012	599,925	1.7%	6.5%	-0.9%	142,469,000	1.9%	8.1%	-0.9%
2013	608,832	1.5%	5.9%	-0.5%	143,929,000	1.0%	7.4%	-0.7%
2014	621,804	2.1%	5.4%	-0.5%	146,305,000	1.7%	6.2%	-1.2%
2015	628,844	1.1%	4.6%	-0.8%	148,833,000	1.7%	5.3%	-0.9%
2016	638,687	1.6%	4.1%	-0.5%	151,436,000	1.7%	4.9%	-0.4%
2017	650,290	1.8%	3.9%	-0.2%	153,337,000	1.3%	4.4%	-0.5%
2018	660,313	1.5%	3.1%	-0.7%	155,761,000	1.6%	3.9%	-0.4%
2019	671,595	1.7%	2.8%	-0.3%	157,538,000	1.1%	3.7%	-0.2%
2020	634,030	-5.6%	6.7%	3.9%	147,795,000	-6.2%	8.1%	4.4%
2021 YTD Average*	616,330	-2.8%	5.8%	-0.9%	149,889,500	1.4%	6.3%	-1.8%
Mar-2020	672,680	-	2.9%	-	155,167,000	-	4.5%	-
Mar-2021	619,942	-7.8%	5.5%	2.6%	150,493,000	-3.0%	6.2%	1.7%

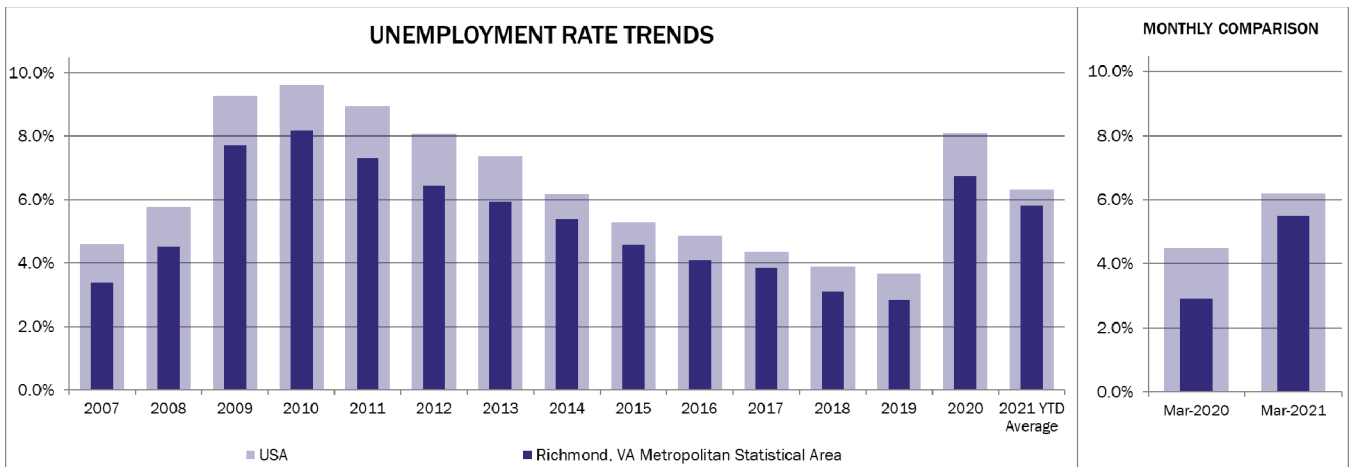
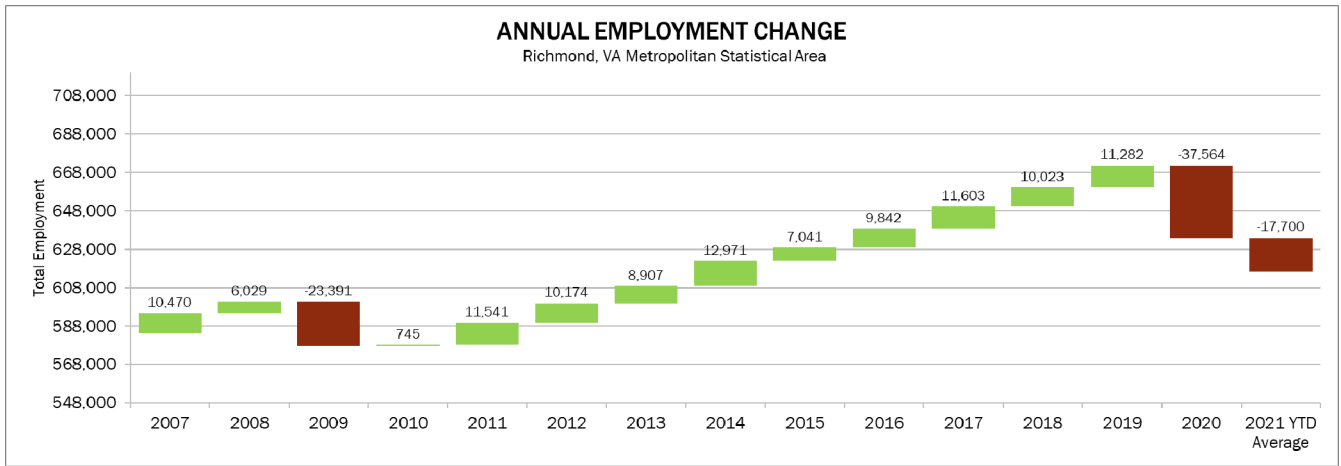
Source: U.S. Bureau of Labor Statistics, June 2021

*2021 data is through March

Since 2010, job growth in the MSA generally exceeded the nation. As of March 2021, MSA employment is significantly below record levels declining 7.8 percent over the past year, compared to a 3.0 percent decline across the overall nation. Thus, it appears the area has suffered a severe negative impact as a result of the COVID-19 pandemic. Virginia has begun the process of reopening businesses, lifted mask mandates, distancing, and capacity restrictions in the state as of June 2021, but a return to full economic potential is unlikely while the global health crisis continues.

Since 2012, the MSA generally experienced a lower unemployment rate compared to the overall nation. According to the most recent labor statistics, the unemployment rate in the MSA is 5.5 percent, which is slightly lower than the current national unemployment rate of 6.2 percent. As a result of the COVID-19 pandemic and stay-at-home orders, record national unemployment claims began in March 2020. A higher unemployment in the MSA can be explained by the region's dependence on retail trade, construction, and manufacturing, which are all industries that have been negatively impacted as a result of COVID-19.

The tables below provide more illustration of the changes in employment and unemployment rate trends in the MSA.



Employment by Industry

The following table illustrates employment by industry for the PMA and nation as of 2020.

2020 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Healthcare/Social Assistance	11,700	14.5%	22,313,586	15.1%
Retail Trade	8,322	10.3%	14,356,334	9.7%
Construction	7,730	9.5%	10,829,187	7.4%
Manufacturing	6,948	8.6%	15,550,554	10.6%
Educational Services	6,859	8.5%	14,320,448	9.7%
Public Administration	6,562	8.1%	7,071,492	4.8%
Prof/Scientific/Tech Services	5,265	6.5%	12,049,828	8.2%
Finance/Insurance	5,219	6.4%	7,169,665	4.9%
Transportation/Warehousing	4,351	5.4%	6,959,787	4.7%
Accommodation/Food Services	4,147	5.1%	8,202,612	5.6%
Admin/Support/Waste Mgmt Svcs	3,464	4.3%	5,786,624	3.9%
Other Services	3,207	4.0%	6,772,309	4.6%
Wholesale Trade	2,087	2.6%	3,744,789	2.5%
Utilities	1,433	1.8%	1,274,383	0.9%
Real Estate/Rental/Leasing	1,210	1.5%	3,082,197	2.1%
Information	1,038	1.3%	2,723,217	1.8%
Arts/Entertainment/Recreation	1,018	1.3%	2,329,497	1.6%
Agric/Forestry/Fishing/Hunting	212	0.3%	1,852,333	1.3%
Mgmt of Companies/Enterprises	97	0.1%	210,175	0.1%
Mining	81	0.1%	729,605	0.5%
Total Employment	80,950	100.0%	147,328,622	100.0%

Source: Esri Demographics 2020, Novogradac Consulting LLP, June 2021

Employment in the PMA is concentrated in the healthcare/social assistance, retail trade, and construction industries, which collectively comprise 34.3 percent of local employment. The large share of PMA employment in retail trade is notable as this industry is historically volatile, and prone to contraction during economic downturns. However, the PMA also has a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. Relative to the overall nation, the PMA features comparatively greater employment in the public administration, construction, and finance/insurance industries. Conversely, the PMA is underrepresented in the manufacturing, prof/scientific/tech services, and educational services industries.

Major Employers

The following table details the major employers in the Richmond, VA MSA. Of note, the following list does not include public employers. As the capitol of the Commonwealth of Virginia, the Richmond region is home to many state employers that comprise additional major employers in the area.

MAJOR EMPLOYERS

Richmond, VA MSA

Employer Name	Industry	# Of Employees
Capital One Financial Corp.	Financial Services, Call Center	13,000
Virginia Cmwnlth. Univ. Health Syst	Healthcare	9,313
HCA Virginia Health System	Healthcare	7,628
Bon Secours Richmond	Healthcare	7,136
Dominion Virginia Power	Energy	5,433
SunTrust Banks Inc.	Banking	3,810
Altria Group Inc.	Tobacco Products	3,800
Amazon.com	Retail Trade	3,800
Wells Fargo	Banking	2,902
Anthem Blue Cross and Blue Shield	Health Insurance	2,655
United Parcel Service	Package Distribution	2,490
DuPont	Specialty Chemicals	2,376
Bank of America	Banking	1,921
Markel Corporation	Insurance	1,886
Federal Reserve Bank of Richmond	Reserve Bank	1,882
Verizon Communications	Telecommunications	1,700
University of Richmond	Higher Education	1,578
General Dynamics Corp.	Call Center	1,450
CarMax Inc.	Auto Sales	1,306
Southside Regional Medical	Healthcare	1,280
AdvanSix (formally Honeywell)	Polymers	1,177
Genworth Financial Inc.	Insurance	1,134
Estes Express Lines	Trucking, Air Freight	1,102
Kings Dominion	Amusement Park	1,000
CoStar Group	Real Estate Information and Analytics	950
Totals		82,709

Source: Greater Richmond Partnership (11/2020)

As seen in the previous table, the major private employers within the MSA are concentrated in the financial services/banking, healthcare, energy, tobacco products, and retail trade industries, among others. We believe that the diversity of industries among the major employers in the county are likely to provide the local economy with stability during economic downturns.

Employment Contraction/Expansion

We have identified business expansions in Chesterfield County from publications on the Chesterfield County Economic Development Department:

- In January 2020, major employer DuPont announced a \$75 million expansion to improve its manufacturing and technology processes and will add 60 new employees over the next several years.
- The Results Company announced a new 26,000 square foot office space in Chesterfield County. The call center will bring 600 new jobs to the area.
- Germany-based fiberglass manufacturer IMPREG Group is opening a warehouse facility in Henrico County. The \$2 million dollar, 45,000 square foot project will bring 35 new jobs to the area.
- ERNI Electronics is a Europe-based manufacturer of electrical connectors announced in 2019 that it will open a new office in Chesterfield County where the company expects to add 105 new jobs over the next five years.
- Coesia – G.D USA announced a \$3.75 million expansion that will add 20,000 square feet and 26 new jobs to its tobacco production and packaging plant.
- Petal Card, Shamin Hotels, Productiv, and Cartograf all announced relocation to the greater Richmond area in 2019. These four projects will add 793 jobs to the area over the next several years.
- Carvana, a quickly growing automated car dealership announced a new location in Richmond. The launch of Richmond marks Carvana’s fourteenth market and the company’s first location in Virginia. The \$25 million dollar warehouse will bring 400 new jobs to the area.
- Virginia Physicians for Women announced plans in December 2019 to build a three-story, 60,000 square foot administrative headquarters that will bring 100 new jobs to the Richmond area.

WARN Notices

We researched Worker Adjustment and Retraining Notification (WARN) filings for Chesterfield County, VA from January 2020 through year-to-date 2021.

WARN LISTINGS CHESTERFIELD COUNTY 2020 - 2021 YTD

Company	Industry	Employees Affected	Layoff Date
Aramark	Food Services	98	1/29/2021
Bloomin's Brands (Outback Steakhouse)	Food Services	326	4/27/2020
Bloomin' Brands (Bonefish Grill)	Food Services	116	4/27/2020
Visionworks, Inc.	Manufacturing	1	4/23/2020
IGS	Manufacturing	73	3/26/2020
Hooters of America, LLC	Food Service	46	3/16/2020
Total		660	

Source: Virginia Employment Commission, eff. 6.2021

As indicated in the table above, 660 employees have been impacted by WARN listings, all of which occurred after the COVID 19 pandemic. Nonetheless, the number of jobs lost is not significant given the size of the area economy.

Wages by Occupation

The following table illustrates the mean hourly and annual wages for various occupations in the SMA; information at the PMA level was not available.

RICHMOND, VA METROPOLITAN STATISTICAL AREA - 2ND QTR 2020 AREA WAGE ESTIMATES

Occupation	Number of Employees	Mean Hourly Wage	Mean Annual Wage
All Occupations	625,850	\$26.74	\$55,630
Management Occupations	29,100	\$62.54	\$130,090
Legal Occupations	6,710	\$48.23	\$100,310
Computer and Mathematical Occupations	23,970	\$45.65	\$94,960
Healthcare Practitioners and Technical Occupations	40,620	\$42.60	\$88,610
Architecture and Engineering Occupations	8,600	\$42.15	\$87,670
Business and Financial Operations Occupations	51,520	\$38.43	\$79,940
Life, Physical, and Social Science Occupations	5,570	\$34.16	\$71,060
Arts, Design, Entertainment, Sports, and Media Occupations	8,170	\$28.93	\$60,180
Educational Instruction and Library Occupations	35,550	\$28.60	\$59,490
Installation, Maintenance, and Repair Occupations	24,960	\$25.81	\$53,690
Community and Social Service Occupations	13,070	\$24.13	\$50,200
Construction and Extraction Occupations	28,850	\$22.80	\$47,430
Protective Service Occupations	17,390	\$22.00	\$45,750
Sales and Related Occupations	64,390	\$21.62	\$44,970
Production Occupations	25,090	\$20.82	\$43,310
Office and Administrative Support Occupations	86,840	\$20.26	\$42,130
Transportation and Material Moving Occupations	54,990	\$17.44	\$36,270
Farming, Fishing, and Forestry Occupations	690	\$17.02	\$35,400
Personal Care and Service Occupations	11,380	\$14.97	\$31,140
Healthcare Support Occupations	25,210	\$14.32	\$29,790
Building and Grounds Cleaning and Maintenance Occupations	19,260	\$14.11	\$29,350
Food Preparation and Serving Related Occupations	43,930	\$12.07	\$25,100

Source: Department Of Labor, Occupational Employment Statistics, 5/2020, retrieved 6/2021

The table above shows the average hourly and annual wages by occupation classification. The classification with the lowest average hourly wage is food preparation and serving related occupations at \$12.07 per hour. The highest average hourly wage, of \$62.54, is for those in management occupations. Qualifying income for the Subject's affordable units will range between \$0 and \$32,229. This encompasses a significant amount of the employment based on wages in the area. An element not reflected in the 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	932	1.2%
Travel Time 5-9 min	3,399	4.4%
Travel Time 10-14 min	7,969	10.3%
Travel Time 15-19 min	10,520	13.6%
Travel Time 20-24 min	14,694	19.0%
Travel Time 25-29 min	8,702	11.3%
Travel Time 30-34 min	14,990	19.4%
Travel Time 35-39 min	4,101	5.3%
Travel Time 40-44 min	3,455	4.5%
Travel Time 45-59 min	4,819	6.2%
Travel Time 60-89 min	2,016	2.6%
Travel Time 90+ min	1,588	2.1%
Weighted Average	28 minutes	

Source: US Census 2020, Novogradac Consulting LLP, June 2021

As shown in the preceding table, the weighted average commute time in the PMA is approximately 28 minutes. Only 48 percent of PMA commuters travel under 24 minutes, indicating many households work outside of the PMA, likely in central Richmond. The average commute time across the overall nation is approximately 28 minutes.

Conclusion

Employment in the PMA is concentrated in the healthcare/social assistance, retail trade, and construction industries, which collectively comprise 34.3 percent of local employment. The large share of PMA employment in retail trade is notable as this industry is historically volatile, and prone to contraction during economic downturns. However, the PMA also has a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. As of March 2021, MSA employment is below record levels, and declined 7.8 percent over the past year, compared to a 3.0 percent decline across the overall nation. The decrease in total employment in the MSA and nation is the result of job losses nationwide due to COVID-19. The MSA unemployment rate of 5.5 percent is lower than the current national unemployment rate of 6.5 percent. Overall, while the MSA is underperforming the nation in terms of changes in total employment, the MSA is outperforming the nation in terms of unemployment; this suggests that some in the MSA may have left the labor force as a result of the COVID-19 pandemic. The degree of business closures caused by the COVID-19 pandemic varies by state and time period and are generally correlated with statewide trends in the COVID-19 caseload. According a WalletHub analysis dated March 11, 2021, Virginia was ranked 46th out of the 51 states and the District of Columbia for most recovered since the start of the COVID-19 crisis, a measure based on is based on unemployment claims. We expect economic conditions to continue to improve assuming the number of cases begin to decline. Overall, while the local economy appears to be experiencing a contraction attributed to the impact of COVID-19, the recent passage of the third stimulus, along with the continued reopening of the economy following continued vaccination efforts, should improve tenants’ ability to pay rent.

G. DEMOGRAPHIC CHARACTERISTICS

Population and Household Trends

The tables below illustrate the population and household trends in the PMA, MSA, and nation from 2000 through 2025.

POPULATION

Year	PMA		Richmond, VA Metropolitan Statistical Area		USA	
	<i>Number</i>	<i>Annual</i>	<i>Number</i>	<i>Annual</i>	<i>Number</i>	<i>Annual</i>
2000	125,824	-	1,070,616	-	280,304,282	-
2010	147,938	1.8%	1,208,101	1.3%	308,745,538	1.0%
2020	165,807	1.2%	1,334,502	1.0%	333,793,107	0.8%
2025	174,968	1.1%	1,400,619	1.0%	346,021,282	0.7%

Source: Esri Demographics 2020, Novogradac Consulting LLP, June 2021

Historical population growth in the PMA exceeded the MSA between 2000 and 2010. Both geographic areas experienced population growth greater than the overall nation during the same time period. Population growth in the PMA slowed between 2010 and 2020, however, increased at a faster rate than the MSA and nation. According to ESRI demographic projections, annualized PMA growth is expected to remain relatively stable at 1.1 percent through 2025, similar to the MSA and above the overall nation.

SENIOR POPULATION, 62+

Year	PMA		Richmond, VA Metropolitan Statistical Area		USA	
	<i>Number</i>	<i>Annual</i>	<i>Number</i>	<i>Annual</i>	<i>Number</i>	<i>Annual</i>
2000	15,149	-	157,214	-	41,290,411	-
2010	19,091	2.6%	186,038	1.8%	50,358,738	2.2%
2020	30,390	5.8%	270,341	4.4%	68,111,198	3.4%
2025	36,454	4.0%	316,569	3.4%	77,676,691	2.8%

Source: Esri Demographics 2020, Novogradac Consulting LLP, June 2021

Historical population growth in the PMA exceeded the MSA between 2000 and 2010. The PMA experienced population growth greater than the nation whereas the MSA underperformed national growth rates. Population growth in the PMA increased significantly between 2010 and 2020, and grew at a faster rate than the MSA and nation. According to ESRI demographic projections, annualized PMA growth is expected to decline significantly to 4.0 percent through 2025, which is above projected growth in the MSA and nation.

HOUSEHOLDS

Year	PMA		Richmond, VA Metropolitan Statistical Area		USA	
	<i>Number</i>	<i>Annual</i>	<i>Number</i>	<i>Annual</i>	<i>Number</i>	<i>Annual</i>
2000	45,891	-	421,896	-	105,081,032	-
2010	54,579	1.9%	468,524	1.1%	116,716,293	1.1%
2020	61,091	1.2%	518,005	1.0%	126,083,847	0.8%
2025	64,427	1.1%	543,427	1.0%	130,658,491	0.7%

Source: Esri Demographics 2020, Novogradac Consulting LLP, June 2021

Historical household growth in the PMA exceeded the MSA between 2000 and 2010. The PMA experienced household growth greater than the overall nation whereas the MSA underperformed national growth rates. Household growth in the PMA slowed between 2010 and 2020, however, increased at a faster rate than the MSA and nation. According to ESRI demographic projections, annualized PMA growth is expected to remain relatively stable at 1.1 percent through 2025, similar to the MSA and above the overall nation.

HOUSEHOLDS WITH SENIOR HOUSEHOLDER, 62+

Year	PMA		Richmond, VA Metropolitan Statistical Area		USA	
	Number	Annual	Number	Annual	Number	Annual
2000	9,388	-	101,495	-	26,088,125	-
2010	13,671	4.6%	130,177	2.8%	33,899,803	3.0%
2020	18,152	3.2%	164,022	2.5%	40,898,199	2.0%
2025	21,385	3.6%	188,319	3.0%	45,846,465	2.4%

Source: Esri Demographics 2020, Novogradac Consulting LLP, June 2021

Historical household growth in the PMA exceeded the MSA between 2000 and 2010. The PMA experienced household growth greater than the overall nation whereas the MSA underperformed national growth rates. Household growth in the PMA slowed significantly between 2010 and 2020, however, increased at a faster rate than the MSA and nation. According to ESRI demographic projections, annualized PMA growth is expected to rise to 3.6 percent through 2025, which is above projected growth in the MSA and nation.

Average Household Size

The following table is a summary of the average household size in the PMA, the MSA and the nation from 2000 through 2025. This table includes households of all ages.

AVERAGE HOUSEHOLD SIZE

Year	PMA		Richmond, VA Metropolitan Statistical Area		USA	
	Number	Annual	Number	Annual	Number	Annual Change
2000	2.66	-	2.46	-	2.59	-
2010	2.64	-0.1%	2.50	0.2%	2.57	-0.1%
2020	2.69	0.2%	2.51	0.0%	2.58	0.0%
2025	2.70	0.0%	2.51	0.0%	2.59	0.0%

Source: Esri Demographics 2020, Novogradac Consulting LLP, June 2021

The average household size in the PMA is larger than that of the MSA and the nation. According to ESRI demographic projections, household sizes in the PMA will remain stable along with the MSA and the nation through 2025.

Median Household Income Levels

The following table illustrates the median household income for all households in the PMA, the SMA, and the nation from 2000 through 2025. It should be noted that median household income data for senior households is not available.

MEDIAN HOUSEHOLD INCOME

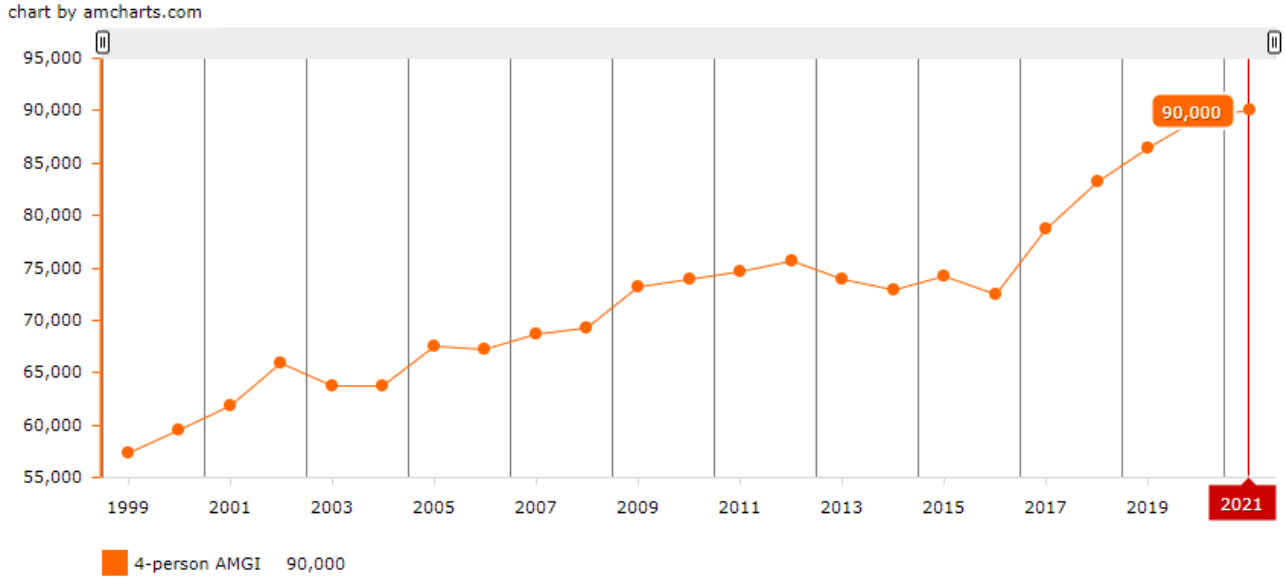
Year	PMA		Richmond, VA Metropolitan Statistical Area		USA	
	Amount	Annual	Amount	Annual	Amount	Annual Change
2000	\$54,510	-	\$46,959	-	\$44,333	-
2020	\$72,640	1.6%	\$67,337	2.1%	\$62,203	2.0%
2025	\$77,068	1.2%	\$72,082	1.4%	\$67,325	1.6%

Source: Esri Demographics 2020, Novogradac Consulting LLP, June 2021

As of 2020, the median income in the PMA is slightly above the surrounding MSA. Historical median household income growth in the PMA trailed the MSA between 2000 and 2020. Although PMA growth also trended below the nation, median household income in the broader MSA increased 0.2 percent faster than the overall nation during this same time period. Relative to the nation, household income in the PMA remained relatively stable, declining slightly from 123 percent of the national median income in 2000 to 117 percent in 2020. According to ESRI demographic projections, annualized PMA growth is expected to slow to 1.2 percent through 2025, slightly below the MSA and below the nation.

Area Median Income Levels

The following chart illustrates the area median gross income (AMGI) of a four-person household in Chester between 1999 and 2021.



Average Increase (AMGI): 2.1%/year

Source: Novogradac & Company, LLP, June 2021

Overall, the AMI has increased by an average of 2.1 percent annually between 1999 and 2021. Over 84 percent of counties in the country experienced an increase in AMI in 2018, and this is also true of Chesterfield County. The AMI in Chester reached a record high in 2021. The following chart illustrates the annual growth in AMI over the past five years.

CHESTERFIELD COUNTY AMI GROWTH (2013-2020)

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021
AMI	\$73,900	\$72,900	\$74,200	\$72,400	\$78,700	\$83,200	\$86,400	\$89,400	\$90,000
Percentage	-2.2%	-1.4%	1.8%	-2.4%	8.7%	5.7%	3.8%	3.5%	3.5%

The Subject’s current and proposed LIHTC rents are set at the 2021 LIHTC maximum allowable levels; therefore, future rent increases would be dependent upon future increases in the AMI, as well as market conditions.

The following tables illustrate the household income distribution for the PMA and SMA for 2020 and 2025.

HOUSEHOLD INCOME PMA

Income Cohort	PMA					
	2020		2025		Annual Change 2020 to 2025	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	1,748	2.9%	1,679	2.6%	-14	-0.8%
\$10,000-19,999	2,809	4.6%	2,460	3.8%	-70	-2.5%
\$20,000-29,999	3,541	5.8%	3,351	5.2%	-38	-1.1%
\$30,000-39,999	4,819	7.9%	4,187	6.5%	-126	-2.6%
\$40,000-49,999	5,381	8.8%	4,746	7.4%	-127	-2.4%
\$50,000-59,999	4,719	7.7%	5,077	7.9%	72	1.5%
\$60,000-74,999	6,057	9.9%	6,165	9.6%	22	0.4%
\$75,000-99,999	9,315	15.2%	9,161	14.2%	-31	-0.3%
\$100,000-124,999	7,943	13.0%	8,140	12.6%	39	0.5%
\$125,000-149,999	5,417	8.9%	6,429	10.0%	202	3.7%
\$150,000-199,999	5,360	8.8%	6,796	10.5%	287	5.4%
\$200,000+	3,982	6.5%	6,236	9.7%	451	11.3%
Total	61,091	100.0%	64,427	100.0%		

Source: HISTA Data / Ribbon Demographics 2020, Novogradac Consulting LLP, June 2021

HOUSEHOLD INCOME SMA

Income Cohort	Richmond, VA Metropolitan Statistical Area					
	2020		2025		Annual Change 2020 to 2025	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	27,174	5.2%	25,871	4.8%	-261	-1.0%
\$10,000-19,999	36,772	7.1%	33,791	6.2%	-596	-1.6%
\$20,000-29,999	38,494	7.4%	36,621	6.7%	-375	-1.0%
\$30,000-39,999	41,293	8.0%	37,905	7.0%	-678	-1.6%
\$40,000-49,999	41,842	8.1%	40,760	7.5%	-216	-0.5%
\$50,000-59,999	35,603	6.9%	36,223	6.7%	124	0.3%
\$60,000-74,999	50,129	9.7%	49,080	9.0%	-210	-0.4%
\$75,000-99,999	69,002	13.3%	69,820	12.8%	164	0.2%
\$100,000-124,999	53,706	10.4%	56,988	10.5%	656	1.2%
\$125,000-149,999	37,935	7.3%	43,818	8.1%	1,177	3.1%
\$150,000-199,999	39,315	7.6%	48,152	8.9%	1,767	4.5%
\$200,000+	46,740	9.0%	64,398	11.9%	3,532	7.6%
Total	518,005	100.0%	543,427	100.0%		

Source: HISTA Data / Ribbon Demographics 2020, Novogradac Consulting LLP, June 2021

As of 2020, approximately 30.0 percent of households within the PMA have annual incomes below \$50,000. Through 2025, the percentage of low-income households earning less than \$50,000 annually is projected to decline to 25.5 percent.

Conclusion

The population in the PMA increased by 31.8 percent between 2000 and 2020, compared to the 24.6 percent increase in the regional MSA and 19.1 percent increase across the overall nation. The percentage of renter households in the PMA remained relatively stable between 2010 and 2020, and is estimated to be 25.8 percent as of 2020. This is less than the estimated 33 percent of renter households across the overall nation. As of 2020, the median income in the PMA is slightly above the surrounding MSA. Historical median household income growth in the PMA trailed the MSA between 2000 and 2020. Although PMA growth also trended below the nation, median household income in the broader MSA increased 0.2 percent faster than the overall nation during this same time period. Relative to the nation, household income in the PMA remained relatively stable, declining slightly from 123 percent of the national median income in 2000 to 117 percent in 2020. Overall, the combination of rising population and household income levels bodes well for future demand for multifamily housing.

H. COMPETITIVE ENVIRONMENT

SUPPLY ANALYSIS

Tenure Patterns

The table below shows the breakdown of households by tenure within the Subject’s PMA.

TENURE PATTERNS PMA

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	37,613	82.0%	8,278	18.0%
2010	40,297	73.8%	14,282	26.2%
2020	45,303	74.2%	15,788	25.8%
2025	47,712	74.1%	16,715	25.9%

Source: Esri Demographics 2020, Novogradac Consulting LLP, June 2021

The preceding table details household tenure patterns in the PMA since 2000. The percentage of renter households in the PMA remained relatively stable between 2010 and 2020, and is estimated to be 25.8 percent as of 2020. This is less 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 remain relatively stable through 2025.

Renter Household Size Distribution

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

PMA RENTER HOUSEHOLD SIZE DISTRIBUTION

Household Size	2000		2020		2025	
	Total	Percent	Total	Percent	Total	Percent
1 persons	2,419	29.2%	5,317	33.7%	5,667	33.9%
2 persons	2,267	27.4%	3,880	24.6%	3,963	23.7%
3 persons	1,487	18.0%	2,783	17.6%	2,947	17.6%
4 persons	1,320	15.9%	2,061	13.1%	2,256	13.5%
5+ persons	785	9.5%	1,747	11.1%	1,882	11.3%
Total	8,278	100.0%	15,788	100.0%	16,715	100.0%

Source: Esri Demographics 2020, Novogradac Consulting LLP, June 2021

Historically, the majority of renter households in the PMA have consisted of one- and two-person households. The Subject will target family and senior households ranging from one to five persons.

Building Permits

Historical building permit information for Chesterfield County, obtained from the U.S. Census Bureau, is presented in the following chart. It should be noted that data for 2020 and 2021 is not yet available.

BUILDING PERMITS: CHESTERFIELD COUNTY 2000 - 2019*

Year	Single-family and Duplex	Three and Four-Family	Five or More Family	Total Units
2000	1,958	0	0	1,958
2001	2,568	20	353	2,941
2002	2,503	4	812	3,319
2003	2,032	80	821	2,933
2004	2,046	132	960	3,138
2005	2,194	149	374	2,717
2006	1,894	124	96	2,114
2007	1,293	138	671	2,102
2008	814	57	857	1,728
2009	639	18	146	803
2010	547	59	265	871
2011	607	26	51	684
2012	786	71	547	1,404
2013	958	50	389	1,397
2014	862	85	675	1,622
2015	1,055	76	132	1,263
2016	1,330	103	280	1,713
2017	1,417	165	646	2,228
2018	1,541	121	598	2,260
2019*	1,567	169	1,466	3,202
Total	28,611	1,647	10,139	40,397
Average*	1,423	78	456	1,958

*YTD, preliminary

Source: US Census Bureau Building Permits, June 2021

The preceding table indicates that local permit issuance peaked in 2002, well before the onset of the national recession. Permit volume declined by 79 percent during the recession, reaching a low in 2011. Permit issuance rose in five out of seven years between 2011 and 2018. The most recent years with finalized data indicate construction activity increased by 1.4 percent between 2017 and 2018, and reached a new post-recession record.

Age of Housing Stock

The age of the area housing stock is presented in the following table:

AGE OF HOUSING STOCK IN PMA

Years	Number of Units	Percent of Housing Stock
Built 2010 or later	2,199	3.7%
Built 2000 to 2009	13,023	22.0%
Built 1990 to 1999	11,475	19.4%
Built 1980 to 1989	13,266	22.4%
Built 1970 to 1979	9,755	16.5%
Built 1960 to 1969	5,283	8.9%
Built 1950 to 1959	2,392	4.0%
Built 1940 to 1949	672	1.1%
Built 1939 or earlier	1,032	1.7%
Total	59,097	100.0%

Source: Esri Demographics 2020, Novogradac Consulting LLP, June 2021

As illustrated above, slightly over half of the housing stock in the PMA was built prior to 1990. Only 25.8 percent of the housing stock was built after 2000, and only 3.7 percent was built after 2010. Overall, the PMA exhibits generally older housing stock. The data does not reflect condition, which oftentimes is well-maintained through ongoing maintenance. The field inspection of the area reflects a varied housing stock, generally in average to good condition. As a newly renovated property constructed after the majority of the housing stock in the PMA, the Subject will likely offer superior age and condition relative to a majority of housing units in the PMA, post renovations.

Description of Property Types Surveyed

Comparable properties are examined on the basis of physical characteristics; i.e., building type, property age/quality, level of common amenities, and absorption rates, as well as 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 local rental market.

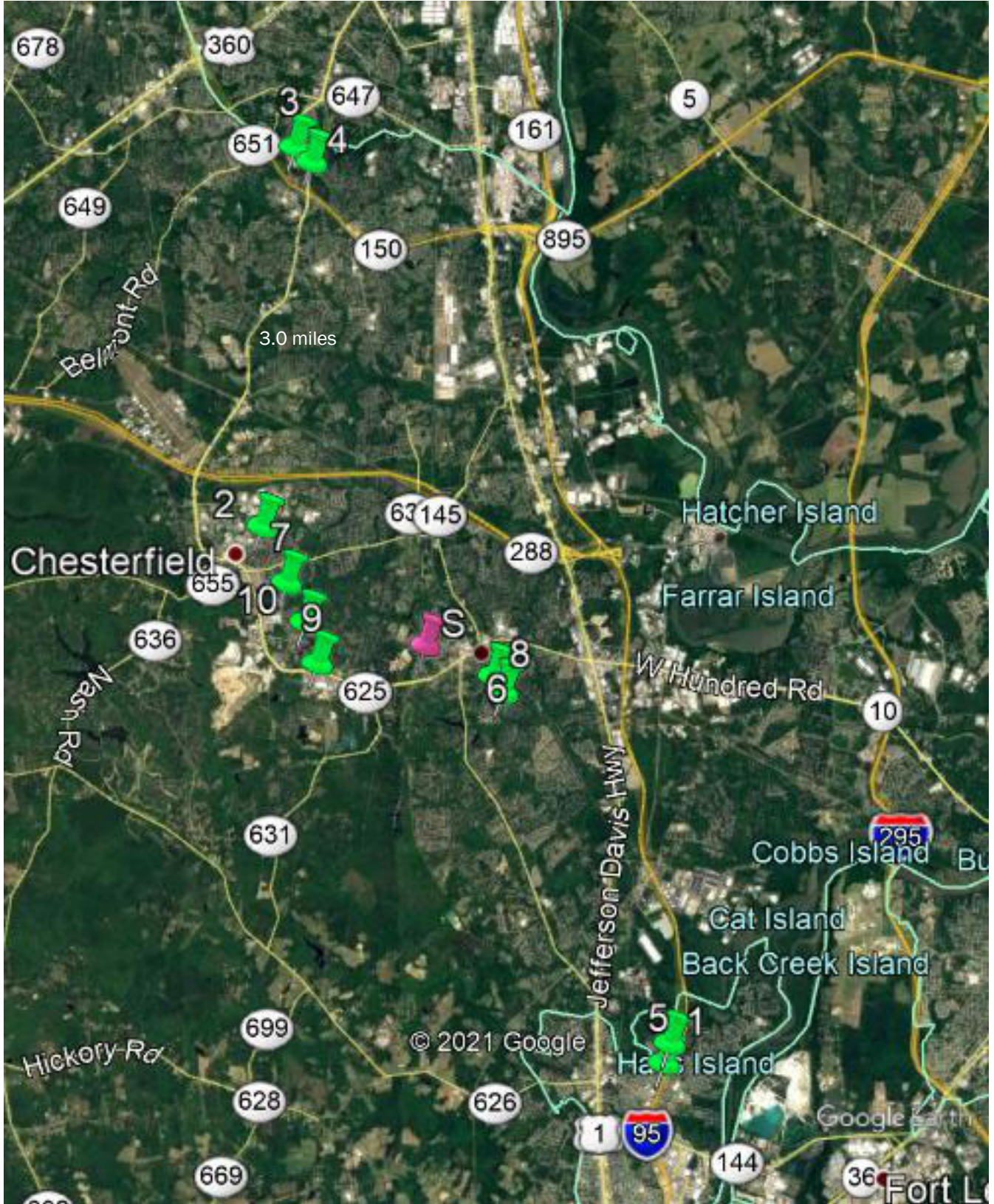
To evaluate the competitive position of the Subject, we surveyed a total of 1,833 units in ten rental properties. The LIHTC data is considered average. We included three affordable developments located within the PMA. Additionally, one of these comparables targets seniors. The market rate data is considered good. All of the market rate comparables are located in the PMA, in the Subject’s zip code. 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
Chester Townhomes	Market	Family	Unable to Contact
Arbor Lake Apartments	LIHTC	Family	Unable to Contact
Broadwater Townhomes	LIHTC	Family	Unable to Contact
Iron Bridge Road Apartments	LIHTC	Family	Unable to Contact
Mallard Cove	LIHTC	Family	Unable to Contact
Terrace View	LIHTC	Family	Unable to Contact
Genito Glen	LIHTC	Family	Incomparable Set Asides
Park At Ridgedale	LIHTC	Senior	Closer Comparable Utilized
Dunlop Farms	LIHTC	Senior	Incomparable Set Asides
Colonial Ridge Apartments	Section 8	Family	Subsidized Rents
Bermuda Run Apts Sec II	Section 8	Family	Subsidized Rents
Chesterfield M/R	Section 8	Family	Subsidized Rents
Chesterfield Alternatives Group Home	Section 8	Senior/Disabled	Subsidized Rents
Ridge Run Group Home	Section 8	Senior/Disabled	Subsidized Rents
Terjo Lane Group Home	Section 8	Senior/Disabled	Subsidized Rents
Rockwood Village	Section 8	Senior/Disabled	Subsidized Rents
The Jane At Moore's Lake	Market	Family	More Similar Comp Used (Age/Condition)
Park At Village Green	Market	Family	More Similar Comp Used (Design)
Laketree Manor	Market	Family	More Similar Comp Used (Age/Condition)

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, June 2021

COMPARABLE PROPERTIES

#	Comparable Property	City	Rent Structure	Tenancy	Distance to Subject
S	Grand Oaks (family & Senior)	Chester	LIHTC	Family	-
1	Clearfield Apartments	Colonial Heights	LIHTC	Family	6.6 miles
2	Courthouse Senior Apartments	Chesterfield	LIHTC	Senior	2.9 miles
3	Ivy Walk Apartments*	Richmond	LIHTC	Family	7.1 miles
4	Ivy Walk II*	Richmond	LIHTC	Family	7.2 miles
5	Oaks Of Dunlop Farms	Colonial Heights	LIHTC	Family	6.8 miles
6	Ashton Creek Apartments	Chester	Market	Family	1.3 miles
7	Garden Springs	Chester	Market	Family	2.2 miles
8	Hyde Park Apartments	Chester	Market	Family	1.0 miles
9	River Forest Apartments	Chester	Market	Family	1.6 miles
10	Waterside At Ironbridge Apartments	Chester	Market	Family	1.7 miles

*Located outside PMA

GRAND OAKS APARTMENTS – CHESTER, VIRGINIA – MARKET STUDY

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	Grand Oaks Apartments (family & Senior)	-	Various	@50%, @60%	1BR / 1BA	5	2.3%	888	@50%	\$803	Yes	N/A	N/A	N/A
	5301 Grand Oaks Forest Circle		2-stories		1BR / 1BA	43	19.9%	888	@60%	\$990	Yes	N/A	N/A	N/A
	Chester, VA 23831		2005/2006 / n/a		2BR / 1BA	32	14.8%	998	@60%	\$1,179	Yes	N/A	N/A	N/A
	Chesterfield County		Family		2BR / 2BA	6	2.8%	1,145	@50%	\$976	Yes	N/A	N/A	N/A
					2BR / 2BA	57	26.4%	1,145	@60%	\$1,179	Yes	N/A	N/A	N/A
					2BR / 2.5BA	1	0.5%	1,105	@50%	\$976	Yes	N/A	N/A	N/A
					2BR / 2.5BA	7	3.2%	1,105	@60%	\$1,179	Yes	N/A	N/A	N/A
					3BR / 2.5BA	1	0.5%	1,398	@50%	\$1,123	Yes	N/A	N/A	N/A
					3BR / 2.5BA	7	3.2%	1,343	@50%	\$1,123	Yes	N/A	N/A	N/A
					3BR / 2.5BA	57	26.4%	1,343	@60%	\$1,357	Yes	N/A	N/A	N/A
					216							5	2.3%	
1	Clearfield Apartments	6.6 miles	Garden	@60%	2BR / 2BA	72	50.0%	965	@60%	\$1,066	Yes	No	2	2.8%
	100 Clearfield Circle		2-stories		3BR / 2BA	72	50.0%	1,165	@60%	\$1,215	Yes	No	1	1.4%
	Colonial Heights, VA 23824		1992 / n/a											
	Colonial Heights County		Family											
						144							3	2.1%
2	Courthouse Senior Apartments	2.9 miles	Garden	@60%	1BR / 1BA	56	81.2%	683	@60%	\$947	Yes	Yes	0	0.0%
	6500 Fore Circle		1-stories		2BR / 1.5BA	13	18.8%	894	@60%	\$1,132	Yes	Yes	0	0.0%
	Chesterfield, VA 23832		2002/2003 / n/a											
	Chesterfield County		Senior											
						69							0	0.0%
3	Ivy Walk Apartments	7.1 miles	Garden	@60%	2BR / 2BA	63	50.0%	983	@60%	\$1,158	Yes	Yes	3	4.8%
	4800 Burnt Oak Drive		3-stories		3BR / 2BA	63	50.0%	1,112	@60%	\$1,257	Yes	Yes	3	4.8%
	Richmond, VA 23234		2002/2003 / 2021											
	Chesterfield County		Family											
						126							6	4.8%
4	Ivy Walk II	7.2 miles	Garden	@60%	2BR / 2BA	56	45.9%	983	@60%	\$1,158	Yes	No	2	3.6%
	4800 Burnt Oak Drive		4-stories		3BR / 2BA	66	54.1%	1,112	@60%	\$1,257	Yes	No	2	3.0%
	Richmond, VA 23234		2003 / 2021											
	Chesterfield County		Family											
						122							4	3.3%
5	Oaks Of Dunlop Farms	6.8 miles	Garden	@60%	1BR / 1BA	44	30.6%	590	@60%	\$950	Yes	Yes	0	0.0%
	101 Old Oak Lane		2-stories		2BR / 2BA	78	54.2%	796	@60%	\$1,125	Yes	Yes	0	0.0%
	Colonial Heights, VA 23834		1992 / 2012		3BR / 2BA	22	15.3%	947	@60%	\$1,325	Yes	Yes	0	0.0%
	Colonial Heights County		Family											
						144							0	0.0%
6	Ashton Creek Apartments	1.3 miles	Garden	Market	1BR / 1BA	26	11.2%	710	Market	\$1,360	N/A	No	N/A	N/A
	4201 Creek Way		2-stories		2BR / 2BA	126	54.3%	940	Market	\$1,500	N/A	No	5	4.0%
	Chester, VA 23831		1994 / 2017		3BR / 2BA	80	34.5%	1,128	Market	\$1,801	N/A	No	2	2.5%
	Chesterfield County		Family											
						232							10	4.3%
7	Garden Springs	2.2 miles	Garden	Market	1BR / 1BA	N/A	N/A	868	Market	\$1,480	N/A	No	0	N/A
	10801 Dylans Walk Road		3-stories		2BR / 1BA	N/A	N/A	1,007	Market	\$1,577	N/A	No	0	N/A
	Chester, VA 23831		2010 / n/a		2BR / 2BA	N/A	N/A	1,163	Market	\$1,747	N/A	No	0	N/A
	Chesterfield County		Family		2BR / 2BA	N/A	N/A	1,193	Market	\$1,742	N/A	No	2	N/A
					3BR / 2BA	N/A	N/A	1,306	Market	\$1,905	N/A	No	0	N/A
					212								2	0.9%
8	Hyde Park Apartments	1.0 miles	Various	Market	1BR / 1BA	115	41.2%	700	Market	\$1,181	N/A	No	6	5.2%
	4223 Hyde Park Drive		2-stories		2BR / 1.5BA	69	24.7%	1,400	Market	\$1,539	N/A	No	5	7.3%
	Chester, VA 23831		1974 / 2000		3BR / 1.5BA	61	21.9%	1,400	Market	\$1,689	N/A	No	3	4.9%
	Chesterfield County		Family		3BR / 2.5BA	12	4.3%	2,100	Market	\$1,739	N/A	No	6	50.0%
				4BR / 2.5BA	22	7.9%	2,100	Market	\$1,860	N/A	No	0	0.0%	
					279								20	7.2%
9	River Forest Apartments	1.6 miles	Garden	Market	1BR / 1BA	160	66.7%	768	Market	\$1,418	N/A	No	6	3.8%
	5701 Quiet Pine Circle		3-stories		2BR / 2BA	80	33.3%	1,097	Market	\$1,594	N/A	No	6	7.5%
	Chester, VA 23831		1998 / n/a											
	Chesterfield County		Family											
						240							12	5.0%
10	Waterside At Ironbridge Apartments	1.7 miles	Garden	Market	1BR / 1BA	60	22.6%	656	Market	\$1,160	N/A	No	4	6.7%
	11800 Lake Falls Drive		3-stories		1BR / 1BA	38	14.3%	816	Market	\$1,330	N/A	No	0	0.0%
	Chester, VA 23831		1988 / n/a		2BR / 2BA	119	44.9%	949	Market	\$1,462	N/A	No	1	0.8%
	Chesterfield County		Family		3BR / 2BA	48	18.1%	1,113	Market	\$1,623	N/A	No	0	0.0%
					265								5	1.9%

GRAND OAKS APARTMENTS – CHESTER, VIRGINIA – MARKET STUDY

AMENITY MATRIX

	Subject	Clearfield Apartments	Courthouse Senior Apartments	Ivy Walk Apartments	Ivy Walk II	Oaks Of Dunlop Farms	Ashton Creek Apartments	Garden Springs	Hyde Park Apartments	River Forest Apartments	Waterside At Ironbridge Apartments
Rent Structure	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Building											
Property Type	Various	Garden	Garden	Garden	Garden	Garden	Garden	Garden	Various	Garden	Garden
# of Stories	2-stories	2-stories	1-stories	3-stories	4-stories	2-stories	2-stories	3-stories	2-stories	3-stories	3-stories
Year Built	2005/2006	1992	2002/2003	2002/2003	2003	1992	1994	2010	1974	1998	1988
Year Renovated	n/a	n/a	n/a	2021	2021	2012	2017	n/a	2000	n/a	n/a
Utility Structure											
Cooking	no	no	no	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no	no	no
Water	yes	no	yes	yes	yes	yes	no	no	no	no	no
Sewer	yes	no	yes	yes	yes	yes	no	no	no	no	no
Trash	yes	yes	yes	yes	yes	yes	no	yes	no	no	yes
Accessibility											
Unit Amenities											
Balcony/Patio	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpeting	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	yes
Hardwood	no	yes	no	no	no	no	yes	no	no	no	no
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Ceiling Fan	yes	no	no	no	no	yes	no	yes	no	yes	yes
Coat Closet	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	no	no	yes	no	no	no	no	yes	no	no	no
Fireplace	no	no	no	no	no	yes	yes	no	yes	yes	no
Vaulted Ceilings	no	no	no	no	no	no	yes	no	no	yes	no
Walk-In Closet	no	yes	no	yes	yes	no	yes	yes	no	yes	no
Washer/Dryer	no	no	no	no	no	yes	yes	yes	no	yes	yes
W/D Hookup	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Kitchen											
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Disposal	yes	yes	yes	yes	yes	yes	no	no	yes	yes	yes
Microwave	no	no	no	no	no	no	no	yes	no	yes	yes
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Community											
Business Center	yes	yes	no	yes	yes	no	no	no	yes	yes	no
Community Room	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Central Laundry	yes	yes	yes	no	no	no	no	no	yes	no	no
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no
Recreation											
Basketball Court	no	no	no	yes	yes	no	no	no	no	no	no
Exercise Facility	yes	yes	no	yes	yes	no	yes	yes	yes	yes	yes
Playground	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes
Swimming Pool	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes
Picnic Area	no	no	no	yes	yes	no	yes	yes	yes	yes	no
Tennis Court	no	no	no	no	no	no	yes	yes	yes	yes	yes
Sauna	no	no	no	no	no	no	no	no	no	yes	no
Recreational Area	no	no	no	yes	yes	no	no	no	yes	no	no
Volleyball Court	no	yes	no	no	no	yes	no	no	no	yes	no
Security											
Limited Access	no	no	no	no	no	yes	no	no	no	no	no
Patrol	no	no	no	yes	yes	no	no	no	no	no	no
Perimeter Fencing	no	no	no	no	no	no	no	no	no	yes	no
Parking											
Carport	no	yes	no	no	no	no	no	no	no	no	no
Carport Fee	n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Garage	no	no	no	no	no	no	no	yes	no	yes	no
Garage Fee	n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$125	\$0	\$100	\$0
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Off-Street Fee	n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

GRAND OAKS APARTMENTS – CHESTER, VIRGINIA – MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.						
	Units Surveyed:	1,833	Weighted Occupancy:	96.6%		
	Market Rate	1,228	Market Rate	96.0%		
	Tax Credit	605	Tax Credit	97.9%		
	One Bedroom One Bath		Two Bedroom One Bath		Three Bedroom Two and a Half Bath	
	Property	Average	Property	Average	Property	Average
RENT	Garden Springs (Market)	\$1,480	Garden Springs (Market)(2BA)	\$1,747	Garden Springs (Market)(2BA)	\$1,905
	Ashton Creek Apartments (Market)	\$1,360	Garden Springs (Market)(2BA)	\$1,742	Ashton Creek Apartments (Market)(2BA)	\$1,801
	Waterside At Ironbridge Apartments (Market)	\$1,330	Hyde Park Apartments (Market)(1.5BA)	\$1,652	Hyde Park Apartments (Market)	\$1,739
	River Forest Apartments (Market)	\$1,204	River Forest Apartments (Market)(2BA)	\$1,594	Hyde Park Apartments (Market)(1.5BA)	\$1,689
	Hyde Park Apartments (Market)	\$1,181	Garden Springs (Market)	\$1,577	Waterside At Ironbridge Apartments (Market)(2BA)	\$1,623
	Waterside At Ironbridge Apartments (Market)	\$1,160	Waterside At Ironbridge Apartments (Market)(2BA)	\$1,462	Oaks Of Dunlop Farms (@60%)(2BA)	\$1,325
	Oaks Of Dunlop Farms (@60%)	\$950	Ashton Creek Apartments (Market)(2BA)	\$1,407	Grand Oaks (family & Senior) (@60%)	\$1,288
	Courthouse Senior Apartments (@60%)	\$947	Grand Oaks (family & Senior) (@60%)(2.5BA)	\$1,288	Grand Oaks (family & Senior) (@60%)	\$1,283
	Grand Oaks (family & Senior) (@60%)	\$940	Grand Oaks (family & Senior) (@60%)(2.5BA)	\$1,283	Ivy Walk Apartments (@60%)(2BA)	\$1,257
			Ivy Walk Apartments (@60%)(2BA)	\$1,158	Ivy Walk II (@60%)(2BA)	\$1,257
			Ivy Walk II (@60%)(2BA)	\$1,158	Clearfield Apartments (@60%)(2BA)	\$1,215
			Courthouse Senior Apartments (@60%)(1.5BA)	\$1,132		
			Oaks Of Dunlop Farms (@60%)(2BA)	\$1,125		
			Grand Oaks (family & Senior) (@60%)	\$1,121		
			Grand Oaks (family & Senior) (@60%)(2BA)	\$1,121		
		Clearfield Apartments (@60%)(2BA)	\$1,066			
SQUARE FOOTAGE	Grand Oaks (family & Senior) (@60%)	888	Hyde Park Apartments (Market)(1.5BA)	1,400	Hyde Park Apartments (Market)	2,100
	Garden Springs (Market)	868	Garden Springs (Market)(2BA)	1,193	Hyde Park Apartments (Market)(1.5BA)	1,400
	Waterside At Ironbridge Apartments (Market)	816	Garden Springs (Market)(2BA)	1,163	Grand Oaks (family & Senior) (@60%)	1,398
	River Forest Apartments (Market)	768	Grand Oaks (family & Senior) (@60%)(2BA)	1,145	Grand Oaks (family & Senior) (@60%)	1,343
	Ashton Creek Apartments (Market)	710	Grand Oaks (family & Senior) (@60%)(2.5BA)	1,105	Garden Springs (Market)(2BA)	1,306
	Hyde Park Apartments (Market)	700	Grand Oaks (family & Senior) (@60%)(2.5BA)	1,105	Clearfield Apartments (@60%)(2BA)	1,165
	Courthouse Senior Apartments (@60%)	683	River Forest Apartments (Market)(2BA)	1,097	Ashton Creek Apartments (Market)(2BA)	1,128
	Waterside At Ironbridge Apartments (Market)	656	Garden Springs (Market)	1,007	Waterside At Ironbridge Apartments (Market)(2BA)	1,113
	Oaks Of Dunlop Farms (@60%)	590	Grand Oaks (family & Senior) (@60%)	998	Ivy Walk Apartments (@60%)(2BA)	1,112
			Ivy Walk Apartments (@60%)(2BA)	983	Ivy Walk II (@60%)(2BA)	1,112
			Ivy Walk II (@60%)(2BA)	983	Oaks Of Dunlop Farms (@60%)(2BA)	947
			Clearfield Apartments (@60%)(2BA)	965		
			Waterside At Ironbridge Apartments (Market)(2BA)	949		
			Ashton Creek Apartments (Market)(2BA)	940		
			Courthouse Senior Apartments (@60%)(1.5BA)	894		
		Oaks Of Dunlop Farms (@60%)(2BA)	796			
RENT PER SQUARE FOOT	Ashton Creek Apartments (Market)	\$1.92	Garden Springs (Market)	\$1.57	Ashton Creek Apartments (Market)(2BA)	\$1.60
	Waterside At Ironbridge Apartments (Market)	\$1.77	Waterside At Ironbridge Apartments (Market)(2BA)	\$1.54	Garden Springs (Market)(2BA)	\$1.46
	Garden Springs (Market)	\$1.71	Garden Springs (Market)(2BA)	\$1.50	Waterside At Ironbridge Apartments (Market)(2BA)	\$1.46
	Hyde Park Apartments (Market)	\$1.69	Ashton Creek Apartments (Market)(2BA)	\$1.50	Oaks Of Dunlop Farms (@60%)(2BA)	\$1.40
	Waterside At Ironbridge Apartments (Market)	\$1.63	Garden Springs (Market)(2BA)	\$1.46	Hyde Park Apartments (Market)(1.5BA)	\$1.21
	Oaks Of Dunlop Farms (@60%)	\$1.61	River Forest Apartments (Market)(2BA)	\$1.45	Ivy Walk Apartments (@60%)(2BA)	\$1.13
	River Forest Apartments (Market)	\$1.57	Oaks Of Dunlop Farms (@60%)(2BA)	\$1.41	Ivy Walk II (@60%)(2BA)	\$1.13
	Courthouse Senior Apartments (@60%)	\$1.39	Courthouse Senior Apartments (@60%)(1.5BA)	\$1.27	Clearfield Apartments (@60%)(2BA)	\$1.04
	Grand Oaks (family & Senior) (@60%)	\$1.06	Hyde Park Apartments (Market)(1.5BA)	\$1.18	Grand Oaks (family & Senior) (@60%)	\$0.96
			Ivy Walk Apartments (@60%)(2BA)	\$1.18	Grand Oaks (family & Senior) (@60%)	\$0.92
			Ivy Walk II (@60%)(2BA)	\$1.18	Hyde Park Apartments (Market)	\$0.83
			Grand Oaks (family & Senior) (@60%)(2.5BA)	\$1.17		
			Grand Oaks (family & Senior) (@60%)(2.5BA)	\$1.16		
			Grand Oaks (family & Senior) (@60%)	\$1.12		
			Clearfield Apartments (@60%)(2BA)	\$1.10		
		Grand Oaks (family & Senior) (@60%)(2BA)	\$0.98			

PROPERTY CHARACTERISTICS

Following are relevant characteristics of comparable properties surveyed:

Location

LOCATION COMPARISON

No.	Property Name	Zip Code	Median Income	Median Rent	Median Home Value	Rent Differential
S	Grand Oaks (family & Senior)	23831	\$73,966	\$1,189	\$221,300	-
1	Clearfield Apartments	23824	\$38,539	\$789	\$124,300	-50.7%
2	Courthouse Senior Apartments	23832	\$84,134	\$1,321	\$211,400	10.0%
3	Ivy Walk Apartments*	23234	\$46,861	\$971	\$158,800	-22.5%
4	Ivy Walk II*	23234	\$46,861	\$971	\$158,800	-22.5%
5	Oaks Of Dunlop Farms	23834	\$53,857	\$992	\$166,700	-19.9%
6	Ashton Creek Apartments	23831	\$73,966	\$1,189	\$221,300	0.0%
7	Garden Springs	23831	\$73,966	\$1,189	\$221,300	0.0%
8	Hyde Park Apartments	23831	\$73,966	\$1,189	\$221,300	0.0%
9	River Forest Apartments	23831	\$73,966	\$1,189	\$221,300	0.0%
10	Waterside At Ironbridge	23831	\$73,966	\$1,189	\$221,300	0.0%

*Located outside of the PMA

As illustrated above, all five of the market rate comparables are located in the Subject’s zip code, and are considered similar in terms of location. Courthouse Senior Apartments is located in a superior location based on the data in the table above, while the remaining LIHTC comparables are located in inferior locations.

Size, Age and Condition

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

	Subject	Clearfield Apartments	Courthouse Senior Apartments	Ivy Walk Apartments	Ivy Walk II	Oaks Of Dunlop Farms	Ashton Creek Apartments	Garden Springs	Hyde Park Apartments	River Forest Apartments	Waterside At Ironbridge Apartments
Rent Structure	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Tenancy	Family/Senior	Family	Senior	Family	Family	Family	Family	Family	Family	Family	Family
Building											
Property Type	Various	Garden	Garden	Garden	Garden	Garden	Garden	Garden	Various	Garden	Garden
# of Stories	2-stories	2-stories	1-stories	3-stories	4-stories	2-stories	2-stories	3-stories	2-stories	3-stories	3-stories
Year Built	2005/2006	1992	2002/2003	2002/2003	2003	1992	1994	2010	1974	1998	1988
Year Renovated	n/a	n/a	n/a	2021	2021	2012	2017	n/a	2000	n/a	n/a
Commercial	no	no	no	no	no	no	no	no	no	no	no
Elevators	no	no	no	no	no	no	no	no	no	no	no
Courtyard	no	no	no	no	no	no	no	no	no	no	no

The Subject was constructed in 2005 and 2006 and exhibits average condition, as is. The LIHTC comparables were constructed or most recently renovated between 1992 and 2021, and exhibit average to good condition, similar to slightly superior to the Subject, as is. The market rate comparables were constructed or most recently renovated between 1988 and 2017. The market rate comparables range in condition from fair to good, inferior to superior to the Subject, as is.

The client is proposing substantial renovations to the Subject funded by LIHTC equity. According to the draft scope of work provided by the client, the proposed renovations are projected to total \$14,639,832 in hard costs, or approximately \$67,777 per unit. The scope of work includes, but is not necessarily limited to, the following:

- New bathroom cabinets, vanities, lighting
- New vinyl flooring in all units
- New kitchen cabinets, countertops, appliances, fixtures, outlets, and lighting
- New ranges and refrigerators
- New blinds in all units
- HVAC repairs and replacements

- New water heaters
- Install individual utility meters in all 26 residential buildings
- Landscaping throughout Subject property
- New site lighting throughout Subject property
- New roofing
- New exterior doors and windows
- Siding and breezeway repairs, as needed
- Landscaping upgrades
- Parking lot and sidewalk repairs

Overall, we estimate the Subject will be in good condition, post renovations, similar to superior to the LIHTC and market rate comparables. In our as renovated rent grids, the comparables received adjustments ranging from \$0 to \$200 for condition.

Additionally, the market rate comparables range in size from 69 to 279, with an average of 183. The LIHTC properties range in size from 69 to 144 units, with an average development size of 121 units. The Subject is above the range of development size for LIHTC comparables, and within the range of the market rate comparables. However, it should be noted that there is no distinct correlation between property size and rental rates.

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.

Bedroom Type	1BR	2BR	3BR
Subject	888	998 – 1,145	1,343 – 1,398
Average	724	1,031	1,265
Min	590	796	947
Max	868	1,400	2,100
Advantage/Disadvantage	23%	-3.19% : 11.08%	6.18% : 10.53%

As illustrated above, the Subject’s unit sizes are above the comparable average for the one-bedroom units, and within the range for the two- and three-bedroom units. It should be noted that the Subject offers a range of unit sizes for the two- and three-bedroom units. The following table ranks the Subject’s unit sizes to the unit sizes at the comparable properties.

SQUARE FOOTAGE	One Bedroom One Bath		Two Bedroom One Bath		Three Bedroom Two and a Half Bath	
	Property	Average	Property	Average	Property	Average
	Grand Oaks (family & Senior) (@60%)	888	Hyde Park Apartments (Market)(1.5BA)	1,400	Hyde Park Apartments (Market)	2,100
	Garden Springs (Market)	868	Garden Springs (Market)(2BA)	1,193	Hyde Park Apartments (Market)(1.5BA)	1,400
	Waterside At Ironbridge Apartments (Market)	816	Garden Springs (Market)(2BA)	1,163	Grand Oaks (family & Senior) (@60%)	1,398
	River Forest Apartments (Market)	768	Grand Oaks (family & Senior) (@60%)(2BA)	1,145	Grand Oaks (family & Senior) (@60%)	1,343
	Ashton Creek Apartments (Market)	710	Grand Oaks (family & Senior) (@60%)(2.5BA)	1,105	Garden Springs (Market)(2BA)	1,306
	Hyde Park Apartments (Market)	700	Grand Oaks (family & Senior) (@60%)(2.5BA)	1,105	Clearfield Apartments (@60%)(2BA)	1,165
	Courthouse Senior Apartments (@60%)	683	River Forest Apartments (Market)(2BA)	1,097	Ashton Creek Apartments (Market)(2BA)	1,128
	Waterside At Ironbridge Apartments (Market)	656	Garden Springs (Market)	1,007	Waterside At Ironbridge Apartments (Market)(2BA)	1,113
	Oaks Of Dunlop Farms (@60%)	590	Grand Oaks (family & Senior) (@60%)	998	Ivy Walk Apartments (@60%)(2BA)	1,112
			Ivy Walk Apartments (@60%)(2BA)	983	Ivy Walk II (@60%)(2BA)	1,112
			Ivy Walk II (@60%)(2BA)	983	Oaks Of Dunlop Farms (@60%)(2BA)	947
			Clearfield Apartments (@60%)(2BA)	965		
			Waterside At Ironbridge Apartments (Market)(2BA)	949		
			Ashton Creek Apartments (Market)(2BA)	940		
			Courthouse Senior Apartments (@60%)(1.5BA)	894		
			Oaks Of Dunlop Farms (@60%)(2BA)	796		

Unit Amenities

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

Subject	Clearfield Apartments	Courthouse Senior Apartments	Ivy Walk Apartments	Ivy Walk II	Oaks Of Dunlop Farms	Ashton Creek Apartments	Garden Springs	Hyde Park Apartments	River Forest Apartments	Waterside At Ironbridge Apartments
Rent Structure	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market
Tenancy	Family/Senior	Family	Senior	Family	Family	Family	Family	Family	Family	Family
Accessibility										
Grab Bars	no	no	no	no	no	no	no	no	no	no
Hand Rails	no	no	yes	no	no	no	no	no	no	no
Pull Cords	no	no	yes	no	no	no	no	no	no	no
Unit Amenities										
Balcony/Patio	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Cable/Satellite	no	no	no	no	no	no	no	no	no	no
Carpeting	yes	yes	yes	yes	yes	yes	no	yes	yes	yes
Hardwood	no	yes	no	no	no	no	yes	no	no	no
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Ceiling Fan	yes	no	no	no	no	yes	yes	no	yes	yes
Coat Closet	yes	yes	no	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	no	no	yes	no	no	no	yes	no	no	no
Fireplace	no	no	no	no	no	yes	yes	no	yes	no
Furnishing	no	no	no	no	no	no	no	no	no	no
Skylights	no	no	no	no	no	no	no	no	no	no
Vaulted Ceilings	no	no	no	no	no	no	yes	no	yes	no
Walk-In Closet	no	yes	no	yes	yes	no	yes	yes	no	yes
Wall A/C	no	no	no	no	no	no	no	no	no	no
Window A/C	no	no	no	no	no	no	no	no	no	no
Washer/Dryer	no	no	no	no	no	yes	yes	yes	no	yes
W/D Hookup	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Kitchen										
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Disposal	yes	yes	yes	yes	yes	yes	no	no	yes	yes
Microwave	no	no	no	no	no	no	no	yes	no	yes
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes

Notable unit amenities the Subject offers include balconies/patios, central air conditioning, washer/dryer hook-ups, dishwashers, and disposals. The majority of the surveyed comparables offer unit amenities ranging from similar to superior relative to the Subject. These properties offer features such as walk-in closets, washer/dryers, fireplaces, and microwaves, none of which are included in the Subject's amenity scheme. It should also be noted the age-restricted units at the Subject offer pull cords and grab bars. As these are typically specific to age-restricted properties, we did not consider these amenities in our conclusion. Overall, we believe the Subject's proposed amenities will continue to be competitive in the market. It should be noted that no new amenities will be added as part of the renovation.

Common Area Amenities

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

	Subject	Clearfield Apartments	Courthouse Senior Apartments	Ivy Walk Apartments	Ivy Walk II	Oaks Of Dunlop Farms	Ashton Creek Apartments	Garden Springs	Hyde Park Apartments	River Forest Apartments	Waterside At Ironbridge Apartments
Rent Structure	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Tenancy	Family/Senior	Family	Senior	Family	Family	Family	Family	Family	Family	Family	Family
Community											
Business Center	yes	yes	no	yes	yes	no	no	no	yes	yes	no
Community Room	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Central Laundry	yes	yes	yes	no	no	no	no	no	yes	no	no
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no
Concierge	no	no	no	no	no	no	no	no	no	no	no
Recreation											
Basketball Court	no	no	no	yes	yes	no	no	no	no	no	no
Exercise Facility	yes	yes	no	yes	yes	no	yes	yes	yes	yes	yes
Playground	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes
Swimming Pool	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes
Picnic Area	no	no	no	yes	yes	no	yes	yes	yes	yes	no
Sport Court	no	no	no	no	no	no	no	no	no	no	no
Tennis Court	no	no	no	no	no	no	yes	yes	yes	yes	yes
Sauna	no	no	no	no	no	no	no	no	no	yes	no
Jacuzzi	no	no	no	no	no	no	no	no	no	no	no
Hot Tub	no	no	no	no	no	no	no	no	no	no	no
Theatre	no	no	no	no	no	no	no	no	no	no	no
Recreational Area	no	no	no	yes	yes	no	no	no	yes	no	no
Volleyball Court	no	yes	no	no	no	yes	no	no	no	yes	no
WiFi	no	no	no	no	no	no	no	no	no	no	no
Services											
Daycare	no	no	no	no	no	no	no	no	no	no	no
Adult Education	no	no	no	no	no	no	no	no	no	no	no
Neighborhood Ntwrk	no	no	no	no	no	no	no	no	no	no	no
Non-Shelter Services	no	no	no	no	no	no	no	no	no	no	no
Service Coordination	no	no	no	no	no	no	no	no	no	no	no
Shuttle Service	no	no	no	no	no	no	no	no	no	no	no
Senior Services											
Delivered Hot	no	no	no	no	no	no	no	no	no	no	no
Dietician	no	no	no	no	no	no	no	no	no	no	no
Hairdresser/Barber	no	no	no	no	no	no	no	no	no	no	no
Home Health Aid	no	no	no	no	no	no	no	no	no	no	no
Housekeeping	no	no	no	no	no	no	no	no	no	no	no
Medical	no	no	no	no	no	no	no	no	no	no	no
Personal Assistance	no	no	no	no	no	no	no	no	no	no	no

Notable property amenities the Subject offers include a business center, a community room, on-site management, a fitness center, a playground, and a swimming pool. The majority of the surveyed comparables offer property amenities ranging from slightly inferior to slightly superior relative to the Subject. The amenity packages of Clearfield Apartments, Ashton Creek Apartments, and Garden Springs offer features that are considered similar to the Subject. An exception is Courthouse Senior Apartments, which features inferior property amenities. We believe the Subject's lack of basketball courts and garages is generally offset by its business center, which is not offered by several of the comparables. Overall, we believe the Subject's property amenities will be competitive in the market.

Security Features

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

	Subject	Clearfield Apartments	Courthouse Senior Apartments	Ivy Walk Apartments	Ivy Walk II	Oaks Of Dunlop Farms	Ashton Creek Apartments	Garden Springs	Hyde Park Apartments	River Forest Apartments	Waterside At Ironbridge Apartments
Rent Structure	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Tenancy	Family/Senior	Family	Senior	Family	Family	Family	Family	Family	Family	Family	Family
Security											
In-Unit Alarm	no	no	no	no	no	no	no	no	no	no	no
Intercom (Buzzer)	no	no	no	no	no	no	no	no	no	no	no
Intercom (Phone)	no	no	no	no	no	no	no	no	no	no	no
Limited Access	no	no	no	no	no	yes	no	no	no	no	no
Patrol	no	no	no	yes	yes	no	no	no	no	no	no
Perimeter Fencing	no	no	no	no	no	no	no	no	no	yes	no
Video Surveillance	no	no	no	no	no	no	no	no	no	no	no

The Subject does not currently offer any security features, similar to the majority of the comparables. Four comparables offer one security feature. One market rate comparable offers perimeter fencing, and received a negative adjustment of \$10 in our rent grids.

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 have adjusted “base” or “asking” rents of the comparable properties to “net” rents, reflecting the Subject’s utility convention.

	Subject	Clearfield Apartments	Courthouse Senior Apartments	Ivy Walk Apartments	Ivy Walk II	Oaks Of Dunlop Farms	Ashton Creek Apartments	Garden Springs	Hyde Park Apartments	River Forest Apartments	Waterside At Ironbridge Apartments
Rent Structure	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Tenancy	Family/Senior	Family	Senior	Family	Family	Family	Family	Family	Family	Family	Family
Utility Structure											
Cooking	no	no	no	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no	no	no
Water	yes	no	yes	yes	yes	yes	no	no	no	no	no
Sewer	yes	no	yes	yes	yes	yes	no	no	no	no	no
Trash	yes	yes	yes	yes	yes	yes	no	yes	no	no	yes

Parking

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

	Subject	Clearfield Apartments	Courthouse Senior Apartments	Ivy Walk Apartments	Ivy Walk II	Oaks Of Dunlop Farms	Ashton Creek Apartments	Garden Springs	Hyde Park Apartments	River Forest Apartments	Waterside At Ironbridge Apartments
Rent Structure	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Tenancy	Family	Family	Senior	Family	Family	Family	Family	Family	Family	Family	Family
Parking											
Carport	no	yes	no	no	no	no	no	no	no	no	no
Carport Fee	n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Garage	no	no	no	no	no	no	no	yes	no	yes	no
Garage Fee	n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$125	\$0	\$100	\$0
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Off-Street Fee	n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

The Subject offers uncovered off-street parking included in the rent, similar to all of the comparables. One comparable, Clearfield Apartments, offers free carports, and is therefore considered slightly superior. Two market rate comparables offer garage parking, but it is not included in rent, and thus no adjustments were made in the grids.

MARKET CHARACTERISTICS

Following are relevant market characteristics for comparable properties surveyed.

Vacancy Levels

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

OVERALL VACANCY					
Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Clearfield Apartments	LIHTC	Family	144	3	2.1%
Courthouse Senior Apartments	LIHTC	Senior	69	0	0.0%
Ivy Walk Apartments*	LIHTC	Family	126	6	4.8%
Ivy Walk II*	LIHTC	Family	122	4	3.3%
Oaks Of Dunlop Farms	LIHTC	Family	144	0	0.0%
Ashton Creek Apartments	Market	Family	232	10	4.3%
Garden Springs	Market	Family	212	2	0.9%
Hyde Park Apartments	Market	Family	279	20	7.2%
River Forest Apartments	Market	Family	240	12	5.0%
Waterside At Ironbridge Apartments	Market	Family	265	5	1.9%
Total LIHTC			605	13	2.1%
Total Market Rate			1,228	49	4.0%
Overall Total			1,833	62	3.4%

*Located outside of the PMA

The comparables reported vacancy rates ranging from zero to 7.2 percent, with an overall weighted average of 3.4 percent. Managers at two of the five LIHTC properties reported being fully occupied. The average vacancy rate reported by the affordable comparables was 2.1 percent, below the 4.0 percent average reported by the market rate properties. All of the market rate properties reported vacancy rates of 7.2 percent or lower.

All of the comparables are outperforming the Chesterfield County submarket vacancy of 8.9 percent, as reported by CoStar. It should be noted that our analysis of the most recent CoStar report suggests that vacancy rates in the submarket are expected to decrease steadily beginning in late 2022, around the time of the Subject's anticipated completion of renovations. The fact that all of the comparables are performing well, with vacancy rates below the CoStar average, as well as the projected decrease in vacancy rates through the submarket, suggests the Subject should perform well. According to the rent roll dated May 31, 2021, the Subject is approximately 97.7 percent occupied. The Subject's historical financial statements indicate vacancy and collection losses ranging from 3.14 to 6.69 percent. Based on the performance of the comparables, we expect the Subject will operate a vacancy rate of approximately three percent in the restricted scenarios and five percent in the unrestricted scenarios.

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

VACANCY BY BEDROOM TYPE						
Property Name	Rent Structure	Tenancy	1BR	2BR	3BR	Overall
Clearfield Apartments	LIHTC	Family	-	2.8%	1.4%	2.1%
Courthouse Senior Apartments	LIHTC	Senior	0.0%	0.0%	-	0.0%
Ivy Walk Apartments*	LIHTC	Family	-	4.8%	4.8%	4.8%
Ivy Walk II*	LIHTC	Family	-	3.6%	3.0%	3.3%
Oaks Of Dunlop Farms	LIHTC	Family	0.0%	0.0%	0.0%	0.0%
Ashton Creek Apartments	Market	Family	-	4.0%	2.5%	4.3%
Garden Springs	Market	Family	-	-	-	0.9%
Hyde Park Apartments	Market	Family	5.2%	7.2%	12.3%	7.2%
River Forest Apartments	Market	Family	3.8%	7.5%	-	5.0%
Waterside At Ironbridge Apartments	Market	Family	4.1%	0.8%	0.0%	1.9%

*Located outside of the PMA

The Subject consists of one-, two-, and three-bedroom units. As illustrated above, Hyde Park Apartments reported 12.3 percent vacancy at its three-bedroom units, but all of the remaining comparables reported vacancy rates of 7.5 percent or less for each unit type. Given the strong local household growth rates, we believe the Subject will not negatively impact the existing properties in the market.

Concessions

Only one comparable (Clearfield Apartments) reported offering a rent concession. This comparable is offering a \$300 credit towards rent for new move-ins. Based on the lack of concessions at all of the remaining comparables, we do not anticipate that the Subject will need to offer concessions to maintain a stabilized occupancy rate.

Turnover

The following table illustrates reported turnover for the comparable properties.

TURNOVER			
Property Name	Rent Structure	Tenancy	Annual Turnover
Clearfield Apartments	LIHTC	Family	20%
Courthouse Senior Apartments	LIHTC	Senior	20%
Ivy Walk Apartments	LIHTC	Family	25%
Ivy Walk II	LIHTC	Family	25%
Oaks Of Dunlop Farms	LIHTC	Family	15%
Ashton Creek Apartments	Market	Family	26%
Garden Springs	Market	Family	10%
Hyde Park Apartments	Market	Family	37%
River Forest Apartments	Market	Family	35%
Waterside At Ironbridge Apartments	Market	Family	40%
Average Turnover			25%

*Located outside of the PMA

The comparables reported turnover rates ranging from ten to 40 percent, with an overall average of 25.3 percent. The LIHTC comparables operate with an average turnover rate of 21 percent, which was slightly below the 29.6 percent average reported by the market rate properties. Based on the performance of the LIHTC comparables, we expect the Subject will operate a turnover rate of approximately 20 percent.

Waiting Lists

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

WAITING LIST			
Property Name	Rent Structure	Tenancy	Waiting List Length
Clearfield Apartments	LIHTC	Family	None
Courthouse Senior Apartments	LIHTC	Senior	None
Ivy Walk Apartments*	LIHTC	Family	Yes, several months
Ivy Walk II*	LIHTC	Family	None
Oaks Of Dunlop Farms	LIHTC	Family	Yes - five households
Ashton Creek Apartments	Market	Family	None
Garden Springs	Market	Family	None
Hyde Park Apartments	Market	Family	None
River Forest Apartments	Market	Family	None
Waterside At Ironbridge Apartments	Market	Family	None

*Located outside of the PMA

Two of the comparables reported waiting lists. Given the low vacancy rates and waiting lists among the LIHTC comparables, we believe that the Subject could potentially maintain a waiting list, but not as an unrestricted property.

Rental Rate Increases

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

RENT GROWTH			
Property Name	Rent Structure	Tenancy	Rent Growth
Clearfield Apartments	LIHTC	Family	Increased to 2021 max
Courthouse Senior Apartments	LIHTC	Senior	Increase 1%-2%
Ivy Walk Apartments*	LIHTC	Family	Increased to 2021 max
Ivy Walk II*	LIHTC	Family	Increased to 2021 max
Oaks Of Dunlop Farms	LIHTC	Family	Increased to 2021 max
Ashton Creek Apartments	Market	Family	Fluctuate often
Garden Springs	Market	Family	Fluctuate often
Hyde Park Apartments	Market	Family	Fluctuate often
River Forest Apartments	Market	Family	Fluctuate often; Increase 3%-6%
Waterside At Ironbridge Apartments	Market	Family	Fluctuate often

*Located outside of the PMA

As illustrated above, all of the LIHTC comparables reported increasing rents, with four reporting rents increasing to the 2021 LIHTC maximum allowable levels. All of the market rate comparables reported that rents change often, and management could not indicate how much rents have increased over the past year.

Absorption Estimate

None of the comparables were able to report absorption data. For support, we have included absorption data for other recently constructed multifamily properties in the Subject’s broader market area, as follows.

ABSORPTION

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Canopy At Ginter Park	Market	Family	2019	301	16
The Village At Westlake	Market	Family	2018	252	42
Port City Apartments	LIHTC	Family	2018	135	22
The Lofty	Market	Family	2015	33	7
Hatcher Tobacco Flats	LIHTC	Family	2015	152	43
Colony At Centerpointe	Market	Family	2015	255	21
Shockoe Valley View Apartments	Market	Family	2014	238	30
Belle Summit	LIHTC	Family	2014	50	25
Somanath Senior	LIHTC	Family	2013	38	38
Link Apartments Manchester	Market	Family	2012	183	19
City View Place	LIHTC	Family	2012	32	32
LIHTC Average					32
Market Average					22
Overall Average					27

As illustrated above, the reported absorption rates in the Subject’s market area range from seven to 43 units per month, with an average of 27 units per month. The LIHTC properties reported an average absorption rate of 32 units per month, higher than the market rate average of 22 units per month.

Based on the performance of the LIHTC properties, we have estimated that the Subject would absorb approximately 25 units per month, equating to a lease-up period of approximately eight months to reach stabilized occupancy, if hypothetically vacant. With the assumption that the Subject would begin preleasing units prior to the completion of construction, it appears feasible that the Subject’s market-entry would facilitate a more expedient lease-up, given its affordable nature and good condition, post renovations. It should be noted that we do not expect the Subject’s absorption to adversely impact other existing LIHTC properties, which are primarily fully occupied or stabilized with waiting lists. Additionally, it should be noted that the Subject property is currently stabilized and that existing tenants will continue to be income-qualified and reside at the Subject, post renovations; thus, this analysis is hypothetical.

Affordable Properties in the PMA

We do not believe the Subject will adversely affect existing affordable housing projects in the PMA. A survey of comparable affordable rental housing developments in the area demonstrate strong demand for quality rental units. It should be noted that, for properties for which AMI restriction or bedroom type information was not available, we included all units as competitive units in order to produce a conservative estimate of penetration rate.

AFFORDABLE HOUSING IN THE PMA

Property Name	Program	Tenancy	Total Units	Competitive Units (Family)	Competitive Units (Senior)	Competitive Units (Total)
Oaks Of Dunlop*	LIHTC	Family	144	144	0	144
Mallard Cove	LIHTC	Family	252	252	0	252
Arbor Lake	LIHTC	Family	126	126	0	126
Terrace View	LIHTC	Family	62	62	0	62
Genito Glen	LIHTC	Family	102	102	0	102
Courthouse Senior Apartments*	LIHTC	Senior	69	0	69	69
Park At Ridgedale	LIHTC	Senior	120	0	120	120
Broadwater Townhomes	LIHTC	Family	73	73	0	73
Clearfield Apartments*	LIHTC	Family	144	144	0	144
Dunlop Farms	LIHTC	Senior	88	0	88	88
Iron Bridge Road	LIHTC	Family	80	80	0	80
Colonial Ridge Apartments	Section 8	Family	192	0	0	0
Bermuda Run Apts Sec II	Section 8	Family	100	0	0	0
Chesterfield M/R	Section 8	Family	6	0	0	0
Chesterfield Alternatives Group Home	Section 8	Senior/Disabled	8	0	0	0
Ridge Run Group Home	Section 8	Senior/Disabled	3	0	0	0
Terjo Lane Group Home	Section 8	Senior/Disabled	3	0	0	0
Rockwood Village	Section 8	Senior/Disabled	83	0	0	0
Total			1,655	983	277	1,260

*Comparable

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 current and proposed rents and unit mix. It should be noted that the Subject currently operates as a mixed-income property; however, according to the client, all units will be restricted at 60 percent of AMI, post renovations.

PROPOSED RENTS

Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2021 LIHTC Maximum Allowable Gross Rent	2021 HUD Fair Market Rents
@50%							
1BR / 1BA	888	5	\$803	\$22	\$825	\$843	\$1,020
2BR / 2BA	1,145	6	\$976	\$36	\$1,012	\$1,012	\$1,163
2BR / 2.5BA	1,105	1	\$976	\$36	\$1,012	\$1,012	\$1,163
3BR / 2.5BA	1,398	1	\$1,123	\$47	\$1,170	\$1,170	\$1,538
3BR / 2.5BA	1,343	7	\$1,123	\$47	\$1,170	\$1,170	\$1,538
@60%							
1BR / 1BA	888	43	\$990	\$22	\$1,012	\$1,012	\$1,020
2BR / 1BA	998	32	\$1,179	\$36	\$1,215	\$1,215	\$1,163
2BR / 2BA	1,145	57	\$1,179	\$36	\$1,215	\$1,215	\$1,163
2BR / 2.5BA	1,105	7	\$1,179	\$36	\$1,215	\$1,215	\$1,163
3BR / 2.5BA	1,343	57	\$1,357	\$47	\$1,404	\$1,404	\$1,538

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

Comparable LIHTC Rents

The Subject’s LIHTC units are restricted at 60 percent of AMI. Post renovations, all of the Subject’s units will be restricted at 50 and 60 percent of AMI. The table below compares the Subject’s LIHTC rents with the comparables. It should be noted that the comparable rents have been adjusted for utilities and concessions, as applicable.

LIHTC RENT COMPARISON @50% and @60%

Property Name	County	Tenancy	1BR	2BR	3BR	Rents at Max?
Grand Oaks (Family & Senior) (@50%)	Chesterfield	Family	\$843	\$1,012	\$1,170	Yes
Grand Oaks (Family & Senior) (@60%)	Chesterfield	Family	\$1,012	\$1,215	\$1,404	Yes
2021 LIHTC Maximum Rent (Net) (@50%)	Chesterfield		\$843	\$1,012	\$1,170	
2021 LIHTC Maximum Rent (Net) (@60%)	Chesterfield		\$1,012	\$1,215	\$1,404	
Clearfield Apartments (@60%)	Colonial Heights	Family	-	\$1,066	\$1,215	Yes
Courthouse Senior Apartments (@60%)	Chesterfield	Senior	\$947	\$1,132	-	Yes
Ivy Walk Apartments (@60%)	Chesterfield	Family	-	\$1,158	\$1,257	Yes
Ivy Walk II (@60%)	Chesterfield	Family	-	\$1,158	\$1,257	Yes
Oaks Of Dunlop Farms (@60%)	Colonial Heights	Family	\$950	\$1,125	\$1,325	Yes
Average			\$949	\$1,128	\$1,264	
Subject Achievable LIHTC Rent @ 50%			\$843	\$1,012	\$1,170	
Subject Achievable LIHTC Rent @ 60%			\$1,012	\$1,215	\$1,404	

As illustrated above, the Subject’s current and proposed LIHTC rents are set at the 2021 LIHTC maximum allowable levels for both the family and senior units at both the 50 and 60 percent set aside. All of the comparables reported achieving the 2021 LIHTC maximum allowable rents at the 60 percent level. None of the comparables reported units at the 50 percent AMI level. It should be noted that the comparable adjusted rents exceeding the Subject’s net rent limits is attributed to differing utility allowances among the comparable properties. Courthouse Senior Apartments, the only age restricted comparable, reported 100 percent occupancy and maintains a waiting list for two-bedroom units, which comprise all of the Subject’s senior units. The remaining comparables target families, and feature vacancy rates ranging from zero to 4.8 percent. Additionally, two of the four family LIHTC properties maintain waiting lists.

The LIHTC comparables were constructed or most recently renovated between 1992 and 2021, and exhibit average to good condition, similar to slightly superior to the Subject, as is. Courthouse Senior Apartments is located in a slightly superior location, and the remaining LIHTC comparables are located in inferior locations. The Subject’s amenities package ranges from slightly inferior to slightly superior relative to the comparables. In terms of unit sizes, the Subject is similar to superior. Overall, the Subject is generally considered competitive with the LIHTC comparables, as is, and its competitiveness will be enhanced by improved condition, post renovations. Based on the performance of the comparables, we believe the Subject could achieve the 2021 LIHTC maximum allowable rents for all unit types at both the 50 and 60 percent AMI level, as is and as proposed.

Most Similar LIHTC

Based upon the overall comparison ratings, the Subject will be most similar to Courthouse Senior Apartments.

Courthouse Senior Apartments was constructed in 2002/2003 and offers a similar condition to the Subject, as is, and slightly inferior condition, post renovations. Courthouse Senior Apartments is considered inferior to the Subject in terms of property amenities, and similar in terms of unit amenities. Courthouse Senior Apartments is considered inferior to the Subject in terms of unit sizes. Additionally, Courthouse Senior Apartments is superior to the Subject in terms of location. In terms of design, this property’s one-story design is considered slightly superior to the Subject’s lowrise design with elevator service. Courthouse Senior Apartments reported rents at the 2021 LIHTC maximum allowable levels, with 100 percent occupancy and a waiting list for two-bedroom units. Overall, the performance of Courthouse Senior Apartments indicates that the 2021 LIHTC maximum allowable rents are achievable for the Subject.

Achievable Market Rent

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, as determined in the rent grids presented at the end of this section.

SUBJECT COMPARISON TO MARKET RENTS - AS RENOVATED

Unit Type	Subject Achievable LIHTC Rent @ 50%	Subject Achievable LIHTC Rent @ 60%	Adjusted Minimum	Adjusted Maximum	Adjusted Average	Achievable Market Rents As-Renovated	Subject Market Rent Advantage vs Achievable LIHTC @50%	Subject Market Rent Advantage vs Achievable LIHTC @60%
1BR / 1BA - Garden - 888-SF	\$821	\$990	\$1,396	\$1,493	\$1,449	\$1,450	43%	32%
2BR / 1BA - Garden - 998-SF	\$976	\$1,179	\$1,457	\$1,616	\$1,552	\$1,550	37%	24%
2BR / 2BA - Garden - 1145-SF	\$976	\$1,179	\$1,505	\$1,677	\$1,603	\$1,600	39%	26%
2BR / 2.5BA - Garden - 1105-SF	\$976	\$1,179	\$1,533	\$1,686	\$1,629	\$1,650	41%	29%
2BR / 2.5BA - Townhouse - 1105-SF	\$976	\$1,179	\$1,460	\$1,799	\$1,663	\$1,675	42%	30%
3BR / 2.5BA - Garden - 1398 - SF	\$1,123	\$1,357	\$1,837	\$1,918	\$1,879	\$1,875	40%	28%
3BR / 2.5BA - Townhouse - 1343-SF	\$1,123	\$1,357	\$1,838	\$1,903	\$1,877	\$1,875	40%	28%

As illustrated above, the Subject’s achievable LIHTC rents are below the range of the adjusted market rate rents, and offer a rent advantage ranging from 28 to 43 percent relative to the achievable market rents. We generally placed equal weight on the comparables. We completed rent adjustment grids to conclude to achievable market rents. The grids are found on the following pages:

Subject		Comp #6		Comp #7		Comp #8		Comp #9		Comp #10	
Grand Oaks Apartments (Family)		Ashton Creek Apartments		Garden Springs		Hyde Park Apartments		River Forest Apartments		Waterside At Ironbridge	
5301 Grand Oaks Forest Circle		4201 Creek Way		10801 Dylans Walk Road		4223 Hyde Park Drive		5701 Quiet Pine Circle		11800 Lake Falls Drive	
Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$1,299	N	\$1,431	N	\$1,120	N	\$1,357	N	\$1,281	N
2	Date Last Leased (mo/yr)	Jun-21		Jun-21		Jun-21		Jun-21		Jun-21	
3	Rent Concessions	N		N		N		N		N	
4	Occupancy for Unit Type	95.7%		99.1%		94.8%		96.3%		100.0%	
5	Effective Rent & Rent / sq. ft	\$1,299	\$1.83	\$1,431	\$1.65	\$1,120	\$1.60	\$1,357	\$1.77	\$1,281	\$1.57
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	G / 2		G / 3		G / 2		G / 3		G / 3	
7	Yr. Built / Yr. Renovated	2005 / 2022		2010		1974 / 2000		1998		1988	
8	Condition / Street Appeal	Good		Good		Fair	\$200	Average	\$100	Fair to Average	\$150
9	Neighborhood	Good		Good		Good		Good		Good	
10	Same Market? Miles to Subj.	Yes/1.3		Yes/2.2		Yes/1.0		Yes/1.6		Yes/1.7	
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.	888	\$81	868	\$8	700	\$75	768	\$45	816	\$28
14	Balcony / Patio	Y		Y		Y		Y		Y	
15	AC: Central / Wall	C		C		C		C		C	
16	Range / Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave / Dishwasher	D		M / D		D		M / D		M / D	
18	Washer / Dryer	L/HU	(\$30)	WD	(\$30)	L/HU		WD	(\$30)	WD	(\$30)
19	Floor Coverings	C	(\$10)	C		C		C		C	
20	Window Coverings	B		B		B		B		B	
21	Cable / Satellite / Internet	N		N		N		N		N	
22	Special Features	None	VC, WIC (\$10)	WIC, Cyber Cafe, Coffee Bar, Dog Park (\$25)		Fireplace (\$5)		VC, WIC, Ceiling Fan, Fireplace, Sauna (\$25)		None	
D. Site Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	L		L/G(\$125)		L		L/G(\$100)		L	
25	Extra Storage	N		Y	(\$15)	N		N		N	
26	Security	N		N		N		Y	(\$10)	N	
27	Clubhouse / Meeting Rooms	MR		MR		MR		MR		MR	
28	Pool / Recreation Areas	P/E/R	(\$5)	P/E/RR	(\$5)	P/E/RR	(\$5)	P/E/RR	(\$5)	P/E/R	
29	Business Ctr / Nhd Network	BC	\$10	N	\$10	BC		BC		N	\$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/E		N/G		N/E		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/E		N/G		N/E		N/E	
36	Hot water (in rent? / type)	N/E		N/E		N/G		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water / Sewer	Y/Y	\$49	N/N	\$49	N/N	\$49	N/N	\$49	N/N	\$49
39	Trash / Recycling	Y	\$12	Y		N	\$12	N	\$12	Y	
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	2	(4)	2	(4)	2	(2)	2	(4)	3	(1)
41	Sum Adjustments B to D	\$91	(\$55)	\$18	(\$75)	\$275	(\$10)	\$145	(\$70)	\$188	(\$30)
42	Sum Utility Adjustments	\$61		\$49		\$61		\$61		\$49	
43	Net / Gross Adjustments B to E	\$97	\$207	(\$8)	\$142	\$326	\$346	\$136	\$276	\$207	\$267
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5 + 43)	\$1,396		\$1,423		\$1,446		\$1,493		\$1,488	
45	Adj Rent / Last rent		107%		99%		129%		110%		116%
46	Estimated Market Rent	\$1,450	\$1.63 Estimated Market Rent / Sq. Ft.								

6/15/2021

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)

Subject		Comp #6		Comp #7		Comp #8		Comp #9		Comp #10		
Grand Oaks Apartments (Senior)		Ashton Creek Apartments		Garden Springs		Hyde Park Apartments		River Forest Apartments		Waterside At Ironbridge		
5301 Grand Oaks Forest Circle		4201 Creek Way		10801 Dylans Walk Road		4223 Hyde Park Drive		5701 Quiet Pine Circle		11800 Lake Falls Drive		
Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA		
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	
1	\$ Last Rent / Restricted?	\$1,425	N	\$1,514	N	\$1,464	N	\$1,519	N	\$1,399	N	
2	Date Last Leased (mo/yr)	Jun-21		Jun-21		Jun-21		Jun-21		Jun-21		
3	Rent Concessions	N		N		N		N		N		
4	Occupancy for Unit Type	96.0%		99.1%		92.8%		92.5%		99.2%		
5	Effective Rent & Rent / sq. ft	\$1,425	\$1.52	\$1,514	\$1.50	\$1,464	\$1.05	\$1,519	\$1.38	\$1,399	\$1.47	
<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	G / 2		G / 3		G / 2		G / 3		G / 3		
7	Yr. Built / Yr. Renovated	2006 / 2022		1994 / 2017		2010		1998		1988		
8	Condition / Street Appeal	Good		Good		Good	\$200	Average	\$100	Fair to Average	\$150	
9	Neighborhood	Good		Good		Good		Good		Good		
10	Same Market? Miles to Subj.	Yes/1.3		Yes/2.2		Yes/1.0		Yes/1.6		Yes/1.7		
C. Unit Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	
11	# Bedrooms	2		2		2		2		2		
12	# Bathrooms	1	(\$40)	1		1.5	(\$20)	2	(\$40)	2	(\$40)	
13	Unit Interior Sq. Ft.	998	\$22	1007	(\$3)	1400	(\$113)	1097	(\$34)	949	\$18	
14	Balcony / Patio	Y		Y		Y		Y		Y		
15	AC: Central / Wall	C		C		C		C		C		
16	Range / Refrigerator	R/F		R/F		R/F		R/F		R/F		
17	Microwave / Dishwasher	D		M / D		D		M / D		M / D		
18	Washer / Dryer	L/HU	(\$30)	WD	(\$30)	L/HU		WD	(\$30)	WD	(\$30)	
19	Floor Coverings	C	(\$10)	C		C		C		C		
20	Window Coverings	B		B		B		B		B		
21	Cable / Satellite / Internet	N		N		N		N		N		
22	Special Features	Grab Bars, Pull Cords	VC, WIC	\$10	WIC, Cyber Cafe, Coffee Bar, Dog Park	(\$5)	Fireplace	\$15	VC, WIC, Ceiling Fan, Fireplace, Sauna	(\$5)	None	\$20
D. Site Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	
24	Parking (\$ Fee)	L		L/G(\$125)		L		L/G(\$100)		L		
25	Extra Storage	N		N	(\$15)	N		N		N		
26	Security	N		N		N		Y	(\$10)	N		
27	Clubhouse / Meeting Rooms	MR		MR		MR		MR		MR		
28	Pool / Recreation Areas	P/E/R	(\$5)	P/E/RR	(\$5)	P/E/RR	(\$5)	P/E/RR	(\$5)	P/E/R		
29	Business Ctr / Nhbhd Network	BC	\$10	N	\$10	BC		BC		N	\$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/E		N/G		N/E		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/E		N/G		N/E		N/E		
36	Hot water (in rent? / type)	N/E		N/E		N/G		N/E		N/E		
37	Other Electric	N		N		N		N		N		
38	Cold Water / Sewer	Y/Y	\$63	N/N	\$63	N/N	\$63	N/N	\$63	N/N	\$63	
39	Trash / Recycling	Y	\$12	Y		N	\$12	N	\$12	Y		
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	
40	# Adjustments B to D	3	(4)	1	(5)	2	(3)	1	(6)	4	(2)	
41	Sum Adjustments B to D	\$42	(\$85)	\$10	(\$58)	\$215	(\$138)	\$100	(\$124)	\$198	(\$70)	
42	Sum Utility Adjustments	\$75		\$63		\$75		\$75		\$63		
43	Net / Gross Adjustments B to E	Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross	
		\$32	\$202	\$15	\$131	\$152	\$428	\$51	\$299	\$191	\$331	
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		
44	Adjusted Rent (5 + 43)	\$1,457		\$1,529		\$1,616		\$1,570		\$1,590		
45	Adj Rent / Last rent		102%		101%		110%		103%		114%	
46	Estimated Market Rent	\$1,550	\$1.55 Estimated Market Rent / Sq. Ft.									

6/15/2021
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

Subject		Comp #6		Comp #7		Comp #8		Comp #9		Comp #10	
Grand Oaks Apartments (Family)		Ashton Creek Apartments		Garden Springs		Hyde Park Apartments		River Forest Apartments		Waterside At Ironbridge	
5301 Grand Oaks Forest Circle		4201 Creek Way		10801 Dylans Walk Road		4223 Hyde Park Drive		5701 Quiet Pine Circle		11800 Lake Falls Drive	
Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$1,425	N	\$1,514	N	\$1,464	N	\$1,519	N	\$1,399	N
2	Date Last Leased (mo/yr)	Jun-21		Jun-21		Jun-21		Jun-21		Jun-21	
3	Rent Concessions	N		N		N		N		N	
4	Occupancy for Unit Type	96.0%		99.1%		92.8%		92.5%		99.2%	
5	Effective Rent & Rent / sq. ft	\$1,425	\$1.52	\$1,514	\$1.30	\$1,464	\$1.05	\$1,519	\$1.38	\$1,399	\$1.47
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	G / 2		G / 3		G / 2		G / 3		G / 3	
7	Yr. Built / Yr. Renovated	2005 / 2022		2010		1974 / 2000		1998		1988	
8	Condition / Street Appeal	Good		Good		Fair	\$200	Average	\$100	Fair to Average	\$150
9	Neighborhood	Good		Good		Good		Good		Good	
10	Same Market? Miles to Subj.	Yes/1.3		Yes/2.2		Yes/1.0		Yes/1.6		Yes/1.7	
C. Unit Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	2		2		2		2		2	
12	# Bathrooms	2		2		1.5	\$20	2		2	
13	Unit Interior Sq. Ft.	1,145	\$73	1,163	(\$7)	1,400	(\$72)	1,097	\$17	949	\$72
14	Balcony / Patio	Y		Y		Y		Y		Y	
15	AC: Central / Wall	C		C		C		C		C	
16	Range / Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave / Dishwasher	D		M / D		D		M / D		M / D	
18	Washer / Dryer	L/HU	(\$30)	WD	(\$30)	L/HU		WD	(\$30)	WD	(\$30)
19	Floor Coverings	C	(\$10)	C		C		C		C	
20	Window Coverings	B		B		B		B		B	
21	Cable / Satellite / Internet	N		N		N		N		N	
22	Special Features	None	(\$10)	VC, WIC	(\$25)	WIC, Cyber Cafe, Coffee Bar, Dog Park	(\$25)	Fireplace	(\$5)	VC, WIC, Ceiling Fan, Fireplace, Sauna	(\$25)
D. Site Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	L		L/G(\$125)		L		L/G(\$100)		L	
25	Extra Storage	N		Y	(\$15)	N		N		N	
26	Security	N		N		N		Y	(\$10)	N	
27	Clubhouse / Meeting Rooms	MR		MR		MR		MR		MR	
28	Pool / Recreation Areas	P/E/R	(\$5)	P/E/RR	(\$5)	P/E/RR	(\$5)	P/E/RR	(\$5)	P/E/R	
29	Business Ctr / Nhbhd Network	BC	\$10	N	\$10	BC		BC		N	\$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/E		N/G		N/E		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/E		N/G		N/E		N/E	
36	Hot water (in rent? / type)	N/E		N/E		N/G		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water / Sewer	Y/Y	\$63	N/N	\$63	N/N	\$63	N/N	\$63	N/N	\$63
39	Trash / Recycling	Y	\$12	Y		N	\$12	N	\$12	Y	
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	2	(4)	1	(5)	2	(3)	2	(4)	3	(1)
41	Sum Adjustments B to D	\$83	(\$55)	\$10	(\$82)	\$220	(\$82)	\$117	(\$70)	\$232	(\$30)
42	Sum Utility Adjustments	\$75		\$63		\$75		\$75		\$63	
43	Net / Gross Adjustments B to E	\$103	\$213	(\$9)	\$155	\$213	\$377	\$122	\$262	\$265	\$325
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5 + 43)	\$1,528		\$1,505		\$1,677		\$1,641		\$1,664	
45	Adj Rent / Last rent		107%		99%		115%		108%		119%
46	Estimated Market Rent	\$1,600	\$1.40 Estimated Market Rent / Sq. Ft.								

6/15/2021
Date **Attached are explanations of:**

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- 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)

Subject		Comp #6		Comp #7		Comp #8		Comp #9		Comp #10	
Grand Oaks Apartments (Family)		Ashton Creek Apartments		Garden Springs		Hyde Park Apartments		River Forest Apartments		Waterside At Ironbridge	
5301 Grand Oaks Forest Circle		4201 Creek Way		10801 Dylans Walk Road		4223 Hyde Park Drive		5701 Quiet Pine Circle		11800 Lake Falls Drive	
Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$1,425	N	\$1,514	N	\$1,464	N	\$1,519	N	\$1,399	N
2	Date Last Leased (mo/yr)	Jun-21		Jun-21		Jun-21		Jun-21		Jun-21	
3	Rent Concessions	N		N		N		N		N	
4	Occupancy for Unit Type	96.0%		99.1%		92.8%		92.5%		99.2%	
5	Effective Rent & Rent / sq. ft	\$1,425	\$1.52	\$1,514	\$1.50	\$1,464	\$1.05	\$1,519	\$1.38	\$1,399	\$1.47
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	G / 2		G / 3		G / 2		G / 3		G / 3	
7	Yr. Built / Yr. Renovated	2005 / 2022		1994 / 2017		1974 / 2000		1998		1988	
8	Condition / Street Appeal	Good		Good		Fair	\$200	Average	\$100	Fair to Average	\$150
9	Neighborhood	Good		Good		Good		Good		Good	
10	Same Market? Miles to Subj.	Yes/1.3		Yes/2.2		Yes/1.0		Yes/1.6		Yes/1.7	
C. Unit Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	2		2		2		2		2	
12	# Bathrooms	2.5	\$20	1	\$60	1.5	\$40	2	\$20	2	\$20
13	Unit Interior Sq. Ft.	1,105	\$58	1,007	\$37	1,400	(\$83)	1,097	\$3	949	\$57
14	Balcony / Patio	Y		Y		Y		Y		Y	
15	AC: Central / Wall	C		C		C		C		C	
16	Range / Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave / Dishwasher	D		M / D		D		M / D		M / D	
18	Washer / Dryer	L/HU	(\$30)	WD	(\$30)	L/HU		WD	(\$30)	WD	(\$30)
19	Floor Coverings	C	(\$10)	C		C		C		C	
20	Window Coverings	B		B		B		B		B	
21	Cable / Satellite / Internet	N		N		N		N		N	
22	Special Features	None	(\$10)	VC, WIC	(\$25)	Fireplace	(\$5)	VC, WIC, Ceiling Fan, Fireplace, Sauna	(\$25)	None	
D. Site Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	L		L/G(\$125)		L		L/G(\$100)		L	
25	Extra Storage	N		Y	(\$15)	N		N		N	
26	Security	N		N		N		Y	(\$10)	N	
27	Clubhouse / Meeting Rooms	MR		MR		MR		MR		MR	
28	Pool / Recreation Areas	P/E/R	(\$5)	P/E/RR	(\$5)	P/E/RR	(\$5)	P/E/RR	(\$5)	P/E/R	
29	Business Ctr / Nbrhd Network	BC	\$10	N	\$10	BC		BC		N	\$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/E		N/G		N/E		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/E		N/G		N/E		N/E	
36	Hot water (in rent? / type)	N/E		N/E		N/G		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water / Sewer	Y/Y	\$63	N/N	\$63	N/N	\$63	N/N	\$63	N/N	\$63
39	Trash / Recycling	Y	\$12	Y		N	\$12	N	\$12	Y	
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	3	(4)	3	(4)	2	(3)	3	(4)	4	(1)
41	Sum Adjustments B to D	\$88	(\$55)	\$107	(\$75)	\$240	(\$93)	\$123	(\$70)	\$237	(\$30)
42	Sum Utility Adjustments	\$75		\$63		\$75		\$75		\$63	
43	Net / Gross Adjustments B to E	\$108	\$218	\$95	\$245	\$222	\$408	\$128	\$268	\$270	\$330
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5 + 43)	\$1,533		\$1,609		\$1,686		\$1,647		\$1,669	
45	Adj Rent / Last rent		108%		106%		115%		108%		119%
46	Estimated Market Rent	\$1,650	\$1.49 Estimated Market Rent / Sq. Ft.								

6/15/2021

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)

Subject		Comp #6		Comp #7		Comp #8		Comp #9		Comp #10	
Grand Oaks Apartments (Family)		Ashton Creek Apartments		Garden Springs		Hyde Park Apartments		River Forest Apartments		Waterside At Ironbridge	
5301 Grand Oaks Forest Circle		4201 Creek Way		10801 Dylans Walk Road		4223 Hyde Park Drive		5701 Quiet Pine Circle		11800 Lake Falls Drive	
Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$1,712	N	\$1,828	N	\$1,600	N	\$1,519	N	\$1,546	N
2	Date Last Leased (mo/yr)	Jun-21		Jun-21		Jun-21		Jun-21		Jun-21	
3	Rent Concessions	N		N		N		N		N	
4	Occupancy for Unit Type	97.5%		99.1%		95.1%		92.5%		100.0%	
5	Effective Rent & Rent / sq. ft	\$1,712	\$1.52	\$1,828	\$1.40	\$1,600	\$1.14	\$1,519	\$1.38	\$1,546	\$1.39
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	G / 2		G / 3		G / 2		G / 3		G / 3	
7	Yr. Built / Yr. Renovated	2005 / 2022		1994 / 2017		1974 / 2000		1998		1988	
8	Condition / Street Appeal	Good		Good		Fair	\$200	Average	\$100	Fair to Average	\$150
9	Neighborhood	Good		Good		Good		Good		Good	
10	Same Market? Miles to Subj.	Yes/1.3		Yes/2.2		Yes/1.0		Yes/1.6		Yes/1.7	
C. Unit Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	3		3		3		2	\$75	3	
12	# Bathrooms	2.5	\$20	2	\$20	1.5	\$40	2	\$20	2	\$20
13	Unit Interior Sq. Ft.	1,398	\$102	1,128	\$32	1,306	\$32	1,400	(\$1)	1,097	\$104
14	Balcony / Patio	Y		Y		Y		Y		Y	
15	AC: Central / Wall	C		C		C		C		C	
16	Range / Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave / Dishwasher	D		M / D		D		M / D		M / D	
18	Washer / Dryer	L/HU	(\$30)	WD	(\$30)	L/HU		WD	(\$30)	WD	(\$30)
19	Floor Coverings	C	(\$10)	HW		C		C		C	
20	Window Coverings	B		B		B		B		B	
21	Cable / Satellite / Internet	N		N		N		N		N	
22	Special Features	None	(\$10)	VC, WIC	(\$25)	WIC, Cyber Cafe, Coffee Bar, Dog Park	(\$25)	Fireplace	(\$5)	VC, WIC, Ceiling Fan, Fireplace, Sauna	(\$25)
D. Site Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	L		L		L/G(\$125)		L		L/G(\$100)	
25	Extra Storage	N		N		Y	(\$15)	N		N	
26	Security	N		N		N		Y	(\$10)	N	
27	Clubhouse / Meeting Rooms	MR		MR		MR		MR		MR	
28	Pool / Recreation Areas	P/E/R	(\$5)	P/E/RR	(\$5)	P/E/RR	(\$5)	P/E/RR	(\$5)	P/E/R	
29	Business Ctr / Nbrd Network	BC	\$10	N	\$10	BC		BC		N	\$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/E		N/G		N/E		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/E		N/G		N/E		N/E	
36	Hot water (in rent? / type)	N/E		N/E		N/G		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water / Sewer	Y/Y	\$77	N/N	\$77	N/N	\$77	N/N	\$77	N/N	\$77
39	Trash / Recycling	Y	\$12	N		Y		N	\$12	N	
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	3	(4)	3	(4)	2	(3)	4	(4)	4	(1)
41	Sum Adjustments B to D	\$132	(\$55)	\$62	(\$75)	\$240	(\$11)	\$299	(\$70)	\$279	(\$30)
42	Sum Utility Adjustments	\$89		\$77		\$89		\$89		\$77	
43	Net / Gross Adjustments B to E	\$166	\$276	\$64	\$214	\$318	\$340	\$318	\$458	\$326	\$386
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5 + 43)	\$1,878		\$1,892		\$1,918		\$1,837		\$1,872	
45	Adj Rent / Last rent		110%		104%		120%		121%		121%
46	Estimated Market Rent	\$1,875	\$1.34 Estimated Market Rent / Sq. Ft.								

6/15/2021

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)

Subject		Comp #6		Comp #7		Comp #8		Comp #9		Comp #10	
Grand Oaks Apartments (Family)		Ashton Creek Apartments		Garden Springs		Hyde Park Apartments		River Forest Apartments		Waterside At Ironbridge	
5301 Grand Oaks Forest Circle		4201 Creek Way		10801 Dylans Walk Road		4223 Hyde Park Drive		5701 Quiet Pine Circle		11800 Lake Falls Drive	
Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$1,332	N	\$1,684	N	\$1,577	N	\$1,519	N	\$1,399	N
2	Date Last Leased (mo/yr)	Jun-21		Jun-21		Jun-21		Jun-21		Jun-21	
3	Rent Concessions	N		N		N		N		N	
4	Occupancy for Unit Type	96.0%		99.1%		92.8%		92.5%		99.2%	
5	Effective Rent & Rent / sq. ft	\$1,332	\$1.42	\$1,684	\$1.45	\$1,577	\$1.13	\$1,519	\$1.38	\$1,399	\$1.47
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	T/2		G / 3	\$20	T / 2		G / 3	\$20	G / 3	\$20
7	Yr. Built / Yr. Renovated	2005 / 2022		1994 / 2017		2010		1974 / 2000		1998	
8	Condition / Street Appeal	Good		Good		Good	\$200	Fair	\$100	Fair to Average	\$150
9	Neighborhood	Good		Good		Good		Good		Good	
10	Same Market? Miles to Subj.	Yes/1.3		Yes/2.2		Yes/1.0		Yes/1.6		Yes/1.7	
C. Unit Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	2		2		2		2		2	
12	# Bathrooms	2.5	\$20	2	\$20	1.5	\$40	2	\$20	2	\$20
13	Unit Interior Sq. Ft.	1,105	\$58	940		1,163	(\$21)	1,400	(\$83)	1,097	\$3
14	Balcony / Patio	Y		Y		Y		Y		Y	
15	AC: Central / Wall	C		C		C		C		C	
16	Range / Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave / Dishwasher	D		D		M / D		D		M / D	
18	Washer / Dryer	L/HU	(\$30)	WD	(\$30)	WD	(\$30)	L/HU	(\$30)	WD	(\$30)
19	Floor Coverings	C	(\$10)	HW		C		C		C	
20	Window Coverings	B		B		B		B		B	
21	Cable / Satellite / Internet	N		N		N		N		N	
22	Special Features	None	VC, WIC (\$10)	VC, WIC (\$10)	WIC, Cyber Cafe, Coffee Bar, Dog Park (\$25)	Fireplace (\$5)		VC, WIC, Ceiling Fan, Fireplace, Sauna (\$25)		None	
D. Site Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	L		L		L/G(\$125)		L		L	
25	Extra Storage	N		N		Y	(\$15)	N		N	
26	Security	N		N		N		Y	(\$10)	N	
27	Clubhouse / Meeting Rooms	MR		MR		MR		MR		MR	
28	Pool / Recreation Areas	P/E/R	(\$5)	P/E/RR	(\$5)	P/E/RR	(\$5)	P/E/RR	(\$5)	P/E/R	
29	Business Ctr / Nhd Network	BC	\$10	N	\$10	BC		BC		N	\$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/E		N/G		N/E		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/E		N/G		N/E		N/E	
36	Hot water (in rent? / type)	N/E		N/E		N/G		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water / Sewer	Y/Y	\$63	N/N	\$63	N/N	\$63	N/N	\$63	N/N	\$63
39	Trash / Recycling	Y	\$12	N	\$12	Y	\$12	N	\$12	Y	\$12
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	4	(4)	3	(5)	2	(3)	4	(4)	5	(1)
41	Sum Adjustments B to D	\$108	(\$55)	\$50	(\$96)	\$240	(\$93)	\$143	(\$70)	\$257	(\$30)
42	Sum Utility Adjustments	\$75		\$63		\$75		\$75		\$63	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net / Gross Adjustments B to E	\$128	\$238	\$17	\$209	\$222	\$408	\$148	\$288	\$290	\$350
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5 + 43)	\$1,460		\$1,701		\$1,799		\$1,667		\$1,689	
45	Adj Rent / Last rent		110%		101%		114%		110%		121%
46	Estimated Market Rent	\$1,675	\$1.52 Estimated Market Rent / Sq. Ft.								

6/15/2021

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)

Subject		Comp #6		Comp #7		Comp #8		Comp #9		Comp #10	
Grand Oaks Apartments (Family)		Ashton Creek Apartments		Garden Springs		Hyde Park Apartments		River Forest Apartments		Waterside At Ironbridge	
5301 Grand Oaks Forest Circle		4201 Creek Way		10801 Dylans Walk Road		4223 Hyde Park Drive		5701 Quiet Pine Circle		11800 Lake Falls Drive	
Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA		Chester, Chesterfield, VA	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$1,712	N	\$1,828	N	\$1,600	N	\$1,519	N	\$1,546	N
2	Date Last Leased (mo/yr)	Jun-21		Jun-21		Jun-21		Jun-21		Jun-21	
3	Rent Concessions	N		N		N		N		N	
4	Occupancy for Unit Type	97.5%		99.1%		95.1%		92.5%		100.0%	
5	Effective Rent & Rent / sq. ft	\$1,712	\$1.52	\$1,828	\$1.40	\$1,600	\$1.14	\$1,519	\$1.38	\$1,546	\$1.39
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	T/2		G / 2	\$20	G / 3	\$20	T / 2		G / 3	\$20
7	Yr. Built / Yr. Renovated	2005 / 2022		1994 / 2017		2010		1974 / 2000		1998	
8	Condition / Street Appeal	Good		Good		Good	\$200	Fair	\$100	Average	\$150
9	Neighborhood	Good		Good		Good		Good		Good	
10	Same Market? Miles to Subj.		Yes/1.3		Yes/2.2		Yes/1.0		Yes/1.6		Yes/1.7
C. Unit Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	3		3		3		2	\$75	3	
12	# Bathrooms	2.5	\$20	2	\$20	1.5	\$40	2	\$20	2	\$20
13	Unit Interior Sq. Ft.	1,343	\$82	1,128	\$13	1,306	(\$16)	1,400	\$85	1,113	\$80
14	Balcony / Patio	Y		Y		Y		Y		Y	
15	AC: Central / Wall	C		C		C		C		C	
16	Range / Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave / Dishwasher	D		D		M / D		D		M / D	
18	Washer / Dryer	L/HU	(\$30)	WD	(\$30)	WD		L/HU	(\$30)	WD	(\$30)
19	Floor Coverings	C	(\$10)	HW		C		C		C	
20	Window Coverings	B		B		B		B		B	
21	Cable / Satellite / Internet	N		N		N		N		N	
22	Special Features	None	(\$10)	VC, WIC	(\$25)	WIC, Cyber Cafe, Coffee Bar, Dog Park	(\$25)	Fireplace	(\$5)	VC, WIC, Ceiling Fan, Fireplace, Sauna	(\$25)
D. Site Equipment / Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	L		L		L/G(\$125)		L		L/G(\$100)	
25	Extra Storage	N		N		Y	(\$15)	N		N	
26	Security	N		N		N		Y	(\$10)	N	
27	Clubhouse / Meeting Rooms	MR		MR		MR		MR		MR	
28	Pool / Recreation Areas	P/E/R	(\$5)	P/E/RR	(\$5)	P/E/RR	(\$5)	P/E/RR	(\$5)	P/E/RR	(\$5)
29	Business Ctr / Nbrhd Network	BC	\$10	N	\$10	N		BC		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/E		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/E		N/E		N/G		N/E	
36	Hot water (in rent? / type)	N/E		N/E		N/E		N/G		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water / Sewer	Y/Y	\$77	N/N	\$77	N/N	\$77	N/N	\$77	N/N	\$77
39	Trash / Recycling	Y	\$12	N		Y	\$12	N	\$12	Y	\$12
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	4	(4)	4	(4)	2	(3)	5	(4)	5	(1)
41	Sum Adjustments B to D	\$132	(\$55)	\$63	(\$75)	\$240	(\$26)	\$300	(\$70)	\$280	(\$30)
42	Sum Utility Adjustments	\$89		\$77		\$89		\$89		\$77	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net / Gross Adjustments B to E	\$166	\$276	\$65	\$215	\$303	\$355	\$319	\$459	\$327	\$387
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5 + 43)	\$1,876		\$1,893		\$1,903		\$1,838		\$1,873	
45	Adj Rent / Last rent		110%		104%		119%		121%		121%
46	Estimated Market Rent	\$1,875		\$1.40 Estimated Market Rent / Sq. Ft.							

6/15/2021

Date **Attached are explanations of:**

- a. why & how each adjustment was made
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form HUD-92273-S8 (04/2002)

More significant adjustments are explained as follows:

Structure

The Subject offers both garden-style and townhouse design. Townhouse design is considered slightly superior, and we applied a positive \$20 adjustment to the comparables that offer garden-style units in the two- and three-bedroom townhouse grids.

Condition Adjustment

The Subject was constructed in 2005 and 2006 and exhibits average condition, as is. The client is proposing substantial renovations to the Subject funded by LIHTC equity. According to the draft scope of work provided by the client, the proposed renovations are projected to total \$14,639,832 in hard costs, or approximately \$67,777 per unit. The scope of work includes, but is not necessarily limited to, the following:

- New bathroom cabinets, vanities, lighting
- New vinyl flooring in all units
- New kitchen cabinets, countertops, appliances, fixtures, outlets, and lighting
- New ranges and refrigerators
- New blinds in all units
- HVAC repairs and replacements
- New water heaters
- Install individual utility meters in all 26 residential buildings
- Landscaping throughout Subject property
- New site lighting throughout Subject property
- New roofing
- New exterior doors and windows
- Siding and breezeway repairs, as needed
- Landscaping upgrades
- Parking lot and sidewalk repairs

Overall, we estimate the Subject will be in good condition, post renovations. The LIHTC comparables were constructed or most recently renovated between 1992 and 2021, and exhibit average to good condition, similar to slightly inferior to the Subject, as renovated. The market rate comparables were constructed or most recently renovated between 1988 and 2017. The market rate comparables range in condition from fair to good, inferior to similar to the Subject, as renovated. In the grids, we have applied adjustments ranging from \$0 to positive \$200.

Bedroom Adjustment

All of the comparables offer one- and two-bedroom units. River Forest Apartments does not offer three-bedroom units, and was adjusted upward by \$75 in the grids. Our conclusion supported by conversations with local property managers and is within the range of the matched pair analysis detailed below.

VALUE OF BEDROOM				
Hyde Park Apartments				
Unit Type	Rent	SF	Rent/SF	
2BR / 1.5BA	\$1,577	1,400	\$1.13	
3BR / 1.5BA	\$1,600	1,400	\$1.14	
<i>Calculation of Value</i>				
1. Square Foot Differential * 0.25	=	0.0		
2. Additional SF x RPSF Larger	=	\$0		
3. Diff. in rent for 2BR / 1.5BA and 3BR / 1.5BA - SF Value	=	\$23		
Value of bedroom		\$23		

VALUE OF BEDROOM				
Waterside At Ironbridge Apartments				
Unit Type	Rent	SF	Rent/SF	
2BR / 2BA	\$1,399	949	\$1.47	
3BR / 2BA	\$1,546	1,113	\$1.39	
<i>Calculation of Value</i>				
1. Square Foot Differential * 0.25	=	41.0		
2. Additional SF x RPSF Larger	=	\$57		
3. Diff. in rent for 2BR / 2BA and 3BR / 2BA - SF Value	=	\$90		
Value of bedroom		\$90		

Bathroom Adjustment

All of the comparable one-bedroom units offer one bathroom, similar to the Subject. The Subject’s two- and three-bedroom units offer differing numbers of bathrooms relative to the comparables. According to property managers, the value of an additional full bathroom is \$40, and a half bath is \$20; we have applied these adjustments accordingly in the grids. Two of the comparables provided a matched pairs analysis, but the data for an additional bathroom appears well over or under valued, as illustrated below. Thus, we relied most heavily on conversations with property managers.

VALUE OF BATHROOM				
Garden Springs				
Unit Type	Rent	SF	Rent/SF	
2BR / 1BA	\$1,514	1,007	\$1.50	
2BR / 2BA	\$1,679	1,193	\$1.41	
<i>Calculation of Value</i>				
1. Square Foot Differential * 0.25	=	46.5		
2. Additional SF x RPSF Larger	=	\$65		
3. Diff. in rent for 2BR / 1BA and 2BR / 2BA - SF Value	=	\$100		
Value of full-bathroom		\$100		

VALUE OF BATHROOM				
Hyde Park Apartments				
Unit Type	Rent	SF	Rent/SF	
3BR / 1.5BA	\$1,600	1,400	\$1.14	
3BR / 2.5BA	\$1,650	2,100	\$0.79	
<i>Calculation of Value</i>				
1. Square Foot Differential * 0.25	=	175		
2. Additional SF x RPSF Larger	=	\$138		
3. Diff. in rent for 3BR / 1.5BA and 3BR / 2.5BA - SF Value	=	(\$88)		
Value of full-bathroom		(\$88)		

Square Footage Adjustment

The Subject and the comparable properties vary in square footage. Most market observers agree that with all other variables being equal, a larger unit is more desirable than a smaller unit. However, typically the value of the additional square footage is mitigated to some degree by the similarity in perceived unit function (i.e. a 600 square foot two-bedroom functions similarly to a 700 square foot two-bedroom) reflective of economies of scale. In other words, there is a diminishing return of value for additional square footage, as each additional square foot does not necessarily equal additional functional utility. Matched pairs are the preferred methods to use for derivation of an adjustment. However, no matched pairs were available in the market. Therefore, we have applied a market standard that has been observed in similar markets as follows: the square foot difference between the Comparable and the Subject is divided by four and then multiplied by the rent per square foot of the Comparable. In other words, we estimate that the additional square footage is worth approximately 25 percent of the rent per square foot in comparison to the base square footage

Washer/Dryer

The Subject offers central laundry and washer/dryers hookups, similar to one of the comparables. The remaining market rate comparables offer in-unit washer/dryers included in rent. We have used a cost/benefit methodology to determine the level of adjustment for in-unit washers and dryers. If a household does three loads of laundry a week, for \$3.00 per load, the cost would be approximately \$36 per month. This indicates approximately a \$35 value to in-unit washer and dryer appliances. We have valued central laundry and washer/dryer hookups at \$5 and applied adjustments to all of the comparables based on the respective amenities offered.

Special Features

The comparables offer various special features including walk-in closets, saunas, dog parks, cyber cafes/coffee bars, fireplaces, and vaulted ceilings. We valued the sauna at \$10, and all remaining special features at \$5 each. Four of the comparables received applicable negative adjustments ranging from \$5 to \$25. It should also be noted the age restricted units at the Subject offer pull cords and grab bars. As these are typically specific to age-restricted properties, we did not consider these amenities in our conclusion.

Pool/Recreation Areas

The Subject offers a pool, one recreation area, and an exercise facility, similar to one of the four comparables. All of the comparables also offer an additional recreation area, and received negative \$5 each.

Conclusions and Recommendations

The Subject will be newly renovated, and upon completion, will exhibit good condition. The surveyed properties exhibit similar to inferior condition relative to the proposed Subject. The market exhibits stable demand for affordable housing, with limited vacancy and strong absorption rates. As a stabilized property, we expect the Subject to operate with an annual vacancy loss of three percent, or less. As detailed in our analysis of LIHTC rents at 50 and 60 percent of AMI, we believe that maximum allowable rents are achievable for all of the Subject's units. Our estimated achievable market rents for the Subject are illustrated below.

SUBJECT COMPARISON TO MARKET RENTS - AS RENOVATED

Unit Type	Subject Achievable LIHTC Rent @ 50%	Subject Achievable LIHTC Rent @ 60%	Adjusted Minimum	Adjusted Maximum	Adjusted Average	Achievable Market Rents As-Renovated	Subject Market Rent Advantage vs Achievable LIHTC @50%	Subject Market Rent Advantage vs Achievable LIHTC @60%
1BR / 1BA - Garden - 888-SF	\$821	\$990	\$1,396	\$1,493	\$1,449	\$1,450	43%	32%
2BR / 1BA - Garden - 998-SF	\$976	\$1,179	\$1,457	\$1,616	\$1,552	\$1,550	37%	24%
2BR / 2BA - Garden - 1145-SF	\$976	\$1,179	\$1,505	\$1,677	\$1,603	\$1,600	39%	26%
2BR / 2.5BA - Garden - 1105-SF	\$976	\$1,179	\$1,533	\$1,686	\$1,629	\$1,650	41%	29%
2BR / 2.5BA - Townhouse - 1105-SF	\$976	\$1,179	\$1,460	\$1,799	\$1,663	\$1,675	42%	30%
3BR / 2.5BA - Garden - 1398 - SF	\$1,123	\$1,357	\$1,837	\$1,918	\$1,879	\$1,875	40%	28%
3BR / 2.5BA - Townhouse - 1343-SF	\$1,123	\$1,357	\$1,838	\$1,903	\$1,877	\$1,875	40%	28%

I. AFFORDABILITY ANALYSIS/DEMAND ANALYSIS

DEMAND ANALYSIS

Introduction

the Subject, is a 216-unit LIHTC multifamily property that consists of 48 one-bedroom, 103 two-bedroom, and 65 three-bedroom units. All units are restricted to households earning 60 percent of area median income (AMI). It should be noted the property consists of two phases. The first phase is a 184-unit family property constructed in 2005, while the second phase is a 32-unit senior property constructed in 2006. We calculated the number of income-eligible residents in this section of the analysis. LIHTC rents are based upon a percentage of the AMI, adjusted for household size and utilities. HUD estimates the relevant income levels, with annual updates. Rents are calculated assuming that the maximum net rent a household will pay is 30 percent of its income at the appropriate AMI levels. Household size for developments is assumed to be 1.5 person per bedroom for LIHTC rent calculation purposes. To assess the likely number of tenants in the market area eligible to live in the Subject, we used Census information as provided by ESRI Business Information Solutions.

Primary Market Area Defined

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 property is located in Chester, Virginia. The PMA is defined by Chippenham Parkway to the north, Interstate 95 to the east, Woodpecker Road to the south, and Winterpock Road to the west. This area was defined based on interviews with local market participants and local property managers. Management at the majority of the rent comparables noted that the majority of their tenants originate from within the greater metro. We have estimated that 10 percent of the Subject’s tenants will come from outside of these boundaries. The PMA encompasses approximately 150 square miles, and was primarily devised based on our conversations with local property managers. We also factored a 20 minute drive zone in our determination of the PMA.

Family Demand (184 Units)

Income-Eligible Calculations

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 for the LIHTC project. HUD determines maximum income guidelines for tax credit properties, based on the AMI. For Chesterfield County, the 2021 AMI is \$90,000 for a four-person household. Maximum incomes are set at the maximum 50 and 60 percent of AMI level(s). Minimum income levels were calculated based on the assumption that lower-income households should pay no more than 35 percent of their income towards rent. The minimum income levels absent subsidy, are calculated from the gross achievable LIHTC rents.

FAMILY INCOME LIMITS

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@50%		@60%	
1BR	\$28,903	\$36,000	\$34,697	\$43,200
2BR	\$34,697	\$40,500	\$41,657	\$48,600
3BR	\$40,114	\$48,600	\$48,137	\$58,320

Secondly, we illustrate the household population segregated by income band in order to determine those who are income-qualified to reside in the Subject site.

RENTER HOUSEHOLD INCOME

Income Cohort	PMA					
	2020		2025		Annual Change 2020 to 2025	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	849	5.4%	861	5.2%	2	0.3%
\$10,000-19,999	1,406	8.9%	1,203	7.2%	-41	-2.9%
\$20,000-29,999	1,712	10.8%	1,671	10.0%	-8	-0.5%
\$30,000-39,999	2,107	13.3%	1,820	10.9%	-57	-2.7%
\$40,000-49,999	2,048	13.0%	1,896	11.3%	-30	-1.5%
\$50,000-59,999	1,446	9.2%	1,647	9.9%	40	2.8%
\$60,000-74,999	1,634	10.3%	1,830	10.9%	39	2.4%
\$75,000-99,999	1,858	11.8%	2,052	12.3%	39	2.1%
\$100,000-124,999	948	6.0%	1,092	6.5%	29	3.0%
\$125,000-149,999	677	4.3%	903	5.4%	45	6.7%
\$150,000-199,999	596	3.8%	800	4.8%	41	6.8%
\$200,000+	507	3.2%	940	5.6%	87	17.1%
Total	15,788	100.0%	16,715	100.0%		

Source: HISTA Data / Ribbon Demographics 2020, Novogradac Consulting LLP, June 2021

Third, we combine the allowable income range with the income distribution analysis in order to determine the number of potential income-qualified households. In some cases, the LIHTC income-eligible band overlaps with more than one census income range. In those cases, the prorated share of more than one census range will be calculated. This provides an estimate of the total number of households that are income-eligible. This also derives an estimate of the percentage of the households that are income-eligible, illustrated by AMI threshold.

FAMILY INCOME DISTRIBUTION 2020

Income Cohort	Total Renter Households	@50%			@60%			All Units		
		cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort
\$0-9,999	849									
\$10,000-19,999	1,406									
\$20,000-29,999	1,712	1,096	11.0%	188			1,096	11.0%	188	
\$30,000-39,999	2,107	9,999	100.0%	2,107	5,301	53.0%	1,117	9,999	100.0%	2,107
\$40,000-49,999	2,048	8,601	86.0%	1,762	9,999	100.0%	2,048	9,999	100.0%	2,048
\$50,000-59,999	1,446				8,321	83.2%	1,203	8,321	83.2%	1,203
\$60,000-74,999	1,634									
\$75,000-99,999	1,858									
\$100,000-124,999	948									
\$125,000-149,999	677									
\$150,000-199,999	596									
\$200,000+	507									
Total	15,788		25.7%	4,056		27.7%	4,368		35.1%	5,546

Demand Analysis One - Capture Rate Analysis by Unit Type

In order to determine demand for the proposed unit mix, we also analyzed the demand capture rates expected at the Subject by bedroom type. This analysis illustrates demand for the 60 percent of AMI level.

The by-unit-type breakdown illustrates an adequate demand, when considered on a by-bedroom-type basis. We added a 10 percent adjustment factor to compensate for a potential tenancy originating from outside the PMA, due to the Subject’s family tenancy.

The distribution of households by unit type is dependent on the following assumptions.

HOUSEHOLD DISTRIBUTION		
1 BR	90%	Of one-person households in 1BR units
	20%	Of two-person households in 1BR units
2 BR	10%	Of one-person households in 2BR units
	80%	Of two-person households in 2BR units
	60%	Of three-person households in 2BR units
3 BR	30%	Of four-person households in 2BR units
	40%	Of three-person households in 3BR units
	40%	Of four-person households in 3BR units
	50%	Of five-person households in 3BR units

50 Percent AMI – As Proposed (Family)

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2020

	Renter Household Size Distribution	Total Number of Renter Households
1 person	33.7%	5,317
2 persons	24.6%	3,880
3 persons	17.6%	2,783
4 persons	13.1%	2,061
5+ persons	11.1%	1,747
Total	100.0%	15,788

Income-Qualified Renter Demand

	Total Number of Renter Households	% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	5,317	x 25.7%	1,366
2 persons	3,880	x 25.7%	997
3 persons	2,783	x 25.7%	715
4 persons	2,061	x 25.7%	530
5+ persons	1,747	x 25.7%	449
Total	15,788		4,056

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	1,429
2BR	1,522
3BR	722
Total	3,673

Capture Rate Analysis - @50%

	Developer's Unit Mix	Capture Rate
1BR	5	0.35%
2BR	7	0.46%
3BR	8	1.11%
Total/Overall	20	0.54%

Adjusted for Leakage from Outside of the PMA

10%

1BR	5	0.31%
2BR	7	0.41%
3BR	8	1.00%
Total/Overall	20	0.49%

60 Percent AMI – As Proposed (Family)

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2020

	Renter Household Size Distribution	Total Number of Renter Households
1 person	33.7%	5,317
2 persons	24.6%	3,880
3 persons	17.6%	2,783
4 persons	13.1%	2,061
5+ persons	11.1%	1,747
Total	100.0%	15,788

Income-Qualified Renter Demand

	Total Number of Renter Households	% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	5,317	x 27.7%	1,471
2 persons	3,880	x 27.7%	1,074
3 persons	2,783	x 27.7%	770
4 persons	2,061	x 27.7%	570
5+ persons	1,747	x 27.7%	483
Total	15,788		4,368

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	1,539
2BR	1,639
3BR	778
Total	3,956

Capture Rate Analysis - @60%

	Developer's Unit Mix	Capture Rate
1BR	43	2.79%
2BR	64	3.90%
3BR	57	7.33%
Total/Overall	164	4.15%

Adjusted for Leakage from Outside of the PMA

10%

1BR	43	2.52%
2BR	64	3.51%
3BR	57	6.60%
Total/Overall	164	3.73%

Annual Demand Table (Family)

ANNUAL DEMAND

Calculation	PMA
Number of Renter Households in 2020	15,788
Increase in Number of Renter Households	927
Number of Renter Households in 2025	16,715
<i>Existing Demand</i>	
Percentage of Total Households that are Renter	25.8%
Percentage of Income-Qualified Renter Households	35.1%
Number of Income-Qualified Renter Households	5,546
Percentage of Rent-Overburdened	39.8%
Existing Income-Qualified Renter Household Turnover	2,208
<i>New Income-Qualified Demand, Stated Annually</i>	
Increase in Renter Households per Annum	185
Percentage of Income-Qualified Renter Households	35.1%
New Rental Income Qualified Households	65
<i>Capture Rate Analysis</i>	
Number of Units in Subject	180
Occupied Units at Subject With Vacancy of: 5%	171
Units Pre-Leased	0
Total Demand (Turnover and Growth) from within PMA	2,273
Portion Originating within PMA	90%
Total Demand (Turnover and Growth) from within PMA	2,526
Less: Existing LIHTC Projects in Absorption Process (Number of Units)	60
Total Demand after Competition (Turnover and Growth)	2,466
Yielded Annual Capture Rate of Available Demand in 2021	6.9%

Virginia Housing Demand Table

We also included the required demand table from the Virginia Housing market study guidelines. The following table illustrates the total demand, the net demand, and the absorption period for the Subject site. The supply illustrates all proposed or under construction units in the PMA.

According to the Virginia Housing Development Authority there have been three properties awarded tax credits within the Subject’s PMA since 2018. Our findings are highlighted in the table below.

RECENT LIHTC ALLOCATIONS IN PMA

Property Name	Year Allocated	Tenancy	Total Units	Competitive Units (Family)	Competitive Units (Senior)
Winchester Forest	2021	Supportive Housing	72	0	0
Lambert Landing	2020	Family	64	64	0
Watermark Gardens	2020	Senior	80	0	80
Market Woods	2018	Senior	60	0	60
Market Square V	2018	Senior	105	0	105
			381	64	245

Source: VHDA, June 2021

Winchester Forest was allocated tax credits in 2021 for the development of 72 LIHTC units. The project is will provide supportive housing and will begin construction this year, with an estimated completion date in 2024. As of the date of this report, an exact unit mix and AMI restrictions has not been made available. Overall, we have not considered the units at Winchester Forest to be competitive with the Subject due to tenancy.

Lambert Landing was allocated tax credits in 2020 for the development of 64 LIHTC units. The project is expected to deliver in 2022, and will offer units at 30, 40, 50, 60, and 80 percent of AMI. We have considered the units restricted at 60 percent of AMI directly competitive with the Subject.

Watermark Gardens was allocated tax credits for the development of 80 LIHTC units. Eight units will be targeted to household’s 30 percent AMI or less, 32 units for households with incomes 50 percent AMI or less (including eight rent assisted one-bedroom units), 12 units for households earning 60 percent of AMI or less, and 28 units targeted at 80 percent AMI. The project is expected to deliver in 2022. We have considered the units restricted at 60 percent of AMI directly competitive with the Subject.

Market Square V was allocated tax credits for the rehabilitation of 105 units in phase I and II of the existing Market Square community. The property received a 7.6-million-dollar interior and exterior renovation, which has since been completed. The property currently operates as a LIHTC property targeting seniors with household incomes of 40, 50, 60 percent or less of AMI. Data on the number of units at each AMI level was not available; thus, we included all of the project’s units in our count of potentially competitive units.

Market Woods, or Market Square IV, is phase IV of the Market Square community. The additional phase was allocated tax credits in 2018 for the development of 60 units. Units are restricted to 40, 50, and 60 percent of AMI. The community has completed construction. Data on the number of units at each AMI level was not available; thus, we included all of the project’s units in our count of potentially competitive units.

The table below illustrates the resulting capture rates for demand currently proposed in PMA.

DEMAND AND NET DEMAND

HH at @60% AMI (\$34,697 to \$58,320)	
Demand from New Households (age and income appropriate)	-24
PLUS	+
Demand from Existing Renter Housholds - Rent Overburdened Households	400
PLUS	+
Demand from Existing Renter Households - Substandard Housing	29
=	=
Sub Total	405
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 20% where applicable)	0
Equals Total Demand	405
Less	-
New Supply (Directly Comparable Vacant and Proposed Units in the PMA)	77
Equals Net Demand	328

It should be noted that the new supply deduction above includes both competitive proposed LIHTC units as well as directly competitive vacant LIHTC units in the PMA, of which five were identified among the comparables. We believe there is adequate demand for the Subject as proposed. Our concluded capture rates and absorption are shown in the table below. It should be noted that the Subject is currently operating with a stabilized occupancy rate, and existing LIHTC tenants are expected to remain income qualified and reside at the Subject, post renovations; thus, this analysis is hypothetical.

FAMILY	
Virginia Housing Capture Rate	56.1%
Absorption Period	7 months

Conclusion

The Novoco demand analysis illustrates demand for the Subject based on capture rates of income-eligible renter households. In terms of total income-eligible renter households, the calculation illustrates a capture rate of approximately 16.9 percent, assuming the Subject was hypothetically vacant.

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 10.6 percent for the first year of operation as a LIHTC property, assuming the Subject was hypothetically vacant. 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, if vacant. This implies that no demand will be accommodated that is currently suitably housed elsewhere.

This calculation illustrates there are approximately 1,929 units of net demand in the first year of the Subject’s operation following renovation. The Subject’s units will need to accommodate 175 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 Virginia Housing 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.

FAMILY	
Virginia Housing Capture Rate	56.1%
Absorption Period	7 months

This is a moderate capture rate and indicative of adequate demand for the Subject. We do not believe the additional supply will harm other Virginia Housing properties as the capture rates are low and the vacancy is low. It should be noted that the Subject is currently operating with a stabilized occupancy rate, and existing LIHTC tenants are expected to remain income qualified and reside at the Subject, post renovations; thus, this analysis is hypothetical.

Penetration Rate Analysis

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

PENETRATION RATE - Methodology One (Subject Focus)	
Income Eligible Households - All AMI Levels	4,368
Number of Existing Competitive Family LIHTC Units in the PMA	983
Number of Proposed Competitive LIHTC Units in the PMA	64
Remaining Income Eligible Renter Households	3,321
Number of Proposed LIHTC Units at the Subject	184
Overall Penetration Rate - Subject Focus	5.5%

The overall penetration rate is derived by taking the number of affordable units proposed or under construction within the PMA, combined with the number of proposed LIHTC units, and the number of the Subject’s units divided by the number of income eligible households. As detailed in the supply analysis, there are 64 proposed family LIHTC units within the PMA to remove from the previous calculations. The following table illustrates the existing affordable properties in the PMA. It should be noted that, for properties for which no AMI restriction or bedroom type information was available, we included all units as competitive units in order to produce a conservative estimate of penetration rate.

Senior Demand (32 Units)

Income-Eligible Calculations

To establish the number of income-eligible potential tenants for the Subject’s 32 senior units, the calculations are as follows:

First, we estimate the Subject’s minimum and maximum income levels for the LIHTC project. HUD determines maximum income guidelines for tax credit properties, based on the AMI. For Chesterfield County, the 2021 AMI is \$90,000 for a four-person household. Maximum incomes are set at the maximum 60 percent of AMI level(s). Minimum income levels were calculated based on the assumption that lower-income households should pay no more than 40 percent of their income towards rent. The minimum income levels absent subsidy, are calculated from the gross achievable LIHTC rents.

62+ INCOME LIMITS

Unit Type	Minimum Allowable Income	Maximum Allowable Income
	@60%	
1BR	\$34,697	\$43,200
2BR	\$41,657	\$48,600
3BR	\$48,137	\$58,320

Often, lower-income senior households pay a higher percentage of gross income toward housing costs. Therefore, we used 40 percent for LIHTC calculations given the Subject’s senior tenancy. Secondly, we illustrate the household population segregated by income band in order to determine those who are income-qualified to reside in the Subject site.

RENTER HOUSEHOLD INCOME 62+

Income Cohort	Richmond, VA Metropolitan Statistical Area					
	2020		2025		Annual Change 2020 to 2025	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	3,491	8.8%	3,807	8.3%	63	1.8%
\$10,000-19,999	7,762	19.6%	8,010	17.4%	50	0.6%
\$20,000-29,999	5,448	13.8%	5,878	12.8%	86	1.6%
\$30,000-39,999	4,152	10.5%	4,393	9.5%	48	1.2%
\$40,000-49,999	3,479	8.8%	4,061	8.8%	116	3.3%
\$50,000-59,999	2,602	6.6%	3,168	6.9%	113	4.4%
\$60,000-74,999	3,149	8.0%	3,708	8.0%	112	3.6%
\$75,000-99,999	3,164	8.0%	3,903	8.5%	148	4.7%
\$100,000-124,999	2,023	5.1%	2,629	5.7%	121	6.0%
\$125,000-149,999	1,538	3.9%	2,263	4.9%	145	9.4%
\$150,000-199,999	1,462	3.7%	2,252	4.9%	158	10.8%
\$200,000+	1,265	3.2%	2,018	4.4%	151	11.9%
Total	39,535	100.0%	46,090	100.0%		

Source: HISTA Data / Ribbon Demographics 2020, Novogradac Consulting LLP, June 2021

Third, we combine the allowable income range with the income distribution analysis in order to determine the number of potential income-qualified households. In some cases, the LIHTC income-eligible band overlaps with more than one census income range. In those cases, the prorated share of more than one census range will be calculated. This provides an estimate of the total number of households that are income-eligible. This also derives an estimate of the percentage of the households that are income-eligible, illustrated by AMI threshold.

62+ INCOME DISTRIBUTION 2020

Income Cohort	Total Renter Households	@60%			All Units		
		cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort
\$0-9,999	191						
\$10,000-19,999	473						
\$20,000-29,999	527						
\$30,000-39,999	407						
\$40,000-49,999	293	6,942	69.4%	203	6,942	69.4%	203
\$50,000-59,999	254						
\$60,000-74,999	224						
\$75,000-99,999	249						
\$100,000-124,999	160						
\$125,000-149,999	110						
\$150,000-199,999	145						
\$200,000+	73						
Total	3,106		6.5%	203		6.5%	203

Demand Analysis Two - Capture Rate Analysis by Unit Type

In order to determine demand for the proposed unit mix, we also analyzed the demand capture rates expected at the Subject by bedroom type. This analysis illustrates demand for the Subject’s 32 senior units at 60 percent of AMI.

The by-unit-type breakdown illustrates an adequate demand, when considered on a by-bedroom-type basis. We added a 10 percent adjustment factor to compensate for a potential tenancy originating from outside the PMA, due to the Subject’s senior tenancy.

The distribution of households by unit type is dependent on the following assumptions.

HOUSEHOLD DISTRIBUTION

HOUSEHOLD DISTRIBUTION		
2 BR	10%	Of one-person households in 2BR units
	80%	Of two-person households in 2BR units
	60%	Of three-person households in 2BR units
	30%	Of four-person households in 2BR units

60 Percent AMI – As Proposed (Senior)

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2020

	Renter Household Size Distribution	Total Number of Renter Households
1 person	55.2%	1,715
2 persons	23.3%	723
3 persons	7.7%	238
4 persons	8.7%	269
5+ persons	5.2%	161
Total	100.0%	3,106

Income-Qualified Renter Demand

	Total Number of Renter Households	% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	1,715	x	112
2 persons	723	x	47
3 persons	238	x	16
4 persons	269	x	18
5+ persons	161	x	11
Total	3,106		203

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
2BR	64
Total	64

Capture Rate Analysis - @60%

	Developer's Unit Mix	Capture Rate
2BR	32	50.20%
Total/Overall	32	50.20%
<i>Adjusted for Leakage from Outside of the PMA</i>		10%
2BR	32	45.18%
Total/Overall	32	45.18%

Annual Demand Table (Senior)

ANNUAL DEMAND		
Calculation		PMA
Number of Renter Households in 2020		3,106
Increase in Number of Renter Households		525
Number of Renter Households in 2025		3,631
<i>Existing Demand</i>		
Percentage of Total Households that are Renter		17.1%
Percentage of Income-Qualified Renter Households		6.5%
Number of Income-Qualified Renter Households		203
Percentage of Rent-Overburdened		39.8%
Existing Income-Qualified Renter Household Turnover		81
<i>New Income-Qualified Demand, Stated Annually</i>		
Increase in Renter Households per Annum		105
Percentage of Income-Qualified Renter Households		6.5%
New Rental Income Qualified Households		7
<i>Capture Rate Analysis</i>		
Number of Units in Subject		32
Occupied Units at Subject With Vacancy of:	5%	30
Units Pre-Leased		0
Total Demand (Turnover and Growth) from within PMA		88
Portion Originating within PMA		90%
Total Demand (Turnover and Growth) from within PMA		97
Less: Existing LIHTC Projects in Absorption Process (Number of Units)	60	
Total Demand after Competition (Turnover and Growth)		37
Yielded Annual Capture Rate of Available Demand in 2021		81.3%

Virginia Housing Demand Table

We also included the required demand table from the Virginia Housing market study guidelines. The following table illustrates the total demand, the net demand, and the absorption period for the Subject site. The supply illustrates all proposed or under construction units in the PMA.

According to the Virginia Housing Development Authority there have been three properties awarded tax credits within the Subject’s PMA since 2019. Our findings are highlighted in the table below.

RECENT LIHTC ALLOCATIONS IN PMA

Property Name	Year Allocated	Tenancy	Total Units	Competitive Units (Family)	Competitive Units (Senior)
Winchester Forest	2021	Supportive Housing	72	0	0
Lambert Landing	2020	Family	64	64	0
Watermark Gardens	2020	Senior	80	0	80
			381	64	80

Source: VHDA, June 2021

Winchester Forest was allocated tax credits in 2021 for the development of 72 LIHTC units. The project is will provide supportive housing and will begin construction this year, with an estimated completion date in 2024. As of the date of this report, an exact unit mix and AMI restrictions has not been made available. Overall, we have not considered the units at Winchester Forest to be competitive with the Subject due to tenancy.

Lambert Landing was allocated tax credits in 2020 for the development of 64 LIHTC units. The project is expected to deliver in 2022, and will offer units at 30, 40, 50, 60, and 80 percent of AMI. We have considered the units restricted at 60 percent of AMI directly competitive with the Subject.

Watermark Gardens was allocated tax credits for the development of 80 LIHTC units. Eight units will be targeted to household’s 30 percent AMI or less, 32 units for households with incomes 50 percent AMI or less (including eight rent assisted one-bedroom units), 12 units for households earning 60 percent of AMI or less, and 28 units targeted at 80 percent AMI. The project is expected to deliver in 2022. We have considered the units restricted at 60 percent of AMI directly competitive with the Subject.

The table below illustrates the resulting capture rates for demand currently proposed in PMA.

DEMAND AND NET DEMAND

HH at @60% AMI (\$30,360 to \$58,320)	
Demand from New Households (age and income appropriate)	-3
PLUS	+
Demand from Existing Renter Housholds - Rent Overburdened Households	133
PLUS	+
Demand from Existing Renter Households - Substandard Housing	10
=	=
Sub Total	140
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 20% where applicable)	777
Equals Total Demand	917
Less	-
New Supply (Directly Comparable Vacant and Proposed Units in the PMA)	80
Equals Net Demand	837

It should be noted that the new supply deduction above includes both competitive proposed LIHTC units as well as directly competitive vacant LIHTC units in the PMA, of which five were identified among the comparables. We believe there is adequate demand for the Subject as proposed. Our concluded capture rates and absorption are shown in the table below. It should be noted that the Subject is currently operating with a stabilized occupancy rate, and existing LIHTC tenants are expected to remain income qualified and reside at the Subject, post renovations; thus, this analysis is hypothetical.

SENIOR	
Virginia Housing Capture Rate	22.0%
Absorption Period	1 month

Conclusion

The Novoco demand analysis illustrates demand for the Subject based on capture rates of income-eligible renter households. In terms of total income-eligible renter households, the calculation illustrates a capture rate of approximately 16.9 percent, assuming the Subject was hypothetically vacant.

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 40 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 7.5 percent for the first year of operation as a LIHTC property, assuming the Subject was hypothetically vacant. 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, if vacant. This implies that no demand will be accommodated that is currently suitably housed elsewhere.

This calculation illustrates there are approximately 404 units of net demand in the first year of the Subject’s operation following renovation. The Subject’s units will need to accommodate 30 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 Virginia Housing 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.

SENIOR	
Virginia Housing Capture Rate	22.0%
Absorption Period	1 month

This is a moderate capture rate and indicative of adequate demand for the Subject. We do not believe the additional supply will harm other Virginia Housing properties as the capture rates are low and the vacancy is low. It should be noted that the Subject is currently operating with a stabilized occupancy rate, and existing LIHTC tenants are expected to remain income qualified and reside at the Subject, post renovations; thus, this analysis is hypothetical.

Penetration Rate Analysis

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

PENETRATION RATE - Methodology One (Subject Focus)	
Income Eligible Households - All AMI Levels	897
Number of Existing Competitive Senior LIHTC Units in the PMA	277
Number of Proposed Competitive LIHTC Units in the PMA	80
Remaining Income Eligible Renter Households	540
Number of Proposed LIHTC Units at the Subject	32
Overall Penetration Rate - Subject Focus	5.9%

The overall penetration rate is derived by taking the number of affordable units proposed or under construction within the PMA, combined with the number of proposed LIHTC units, and the number of the Subject’s units divided by the number of income eligible households. As detailed in the supply analysis, there are 64 proposed family LIHTC units within the PMA to remove from the previous calculations. The following table illustrates the existing affordable properties in the PMA. It should be noted that, for properties for which no AMI restriction or bedroom type information was available, we included all units as competitive units in order to produce a conservative estimate of penetration rate.

AFFORDABLE HOUSING IN THE PMA

Property Name	Program	Tenancy	Total Units	Competitive Units (Family)	Competitive Units (Senior)	Competitive Units (Total)
Oaks Of Dunlop*	LIHTC	Family	144	144	0	144
Mallard Cove	LIHTC	Family	252	252	0	252
Arbor Lake	LIHTC	Family	126	126	0	126
Terrace View	LIHTC	Family	62	62	0	62
Genito Glen	LIHTC	Family	102	102	0	102
Courthouse Senior Apartments*	LIHTC	Senior	69	0	69	69
Park At Ridgedale	LIHTC	Senior	120	0	120	120
Broadwater Townhomes	LIHTC	Family	73	73	0	73
Clearfield Apartments*	LIHTC	Family	144	144	0	144
Dunlop Farms	LIHTC	Senior	88	0	88	88
Iron Bridge Road	LIHTC	Family	80	80	0	80
Colonial Ridge Apartments	Section 8	Family	192	0	0	0
Bermuda Run Apts Sec II	Section 8	Family	100	0	0	0
Chesterfield M/R	Section 8	Family	6	0	0	0
Chesterfield Alternatives Group Home	Section 8	Senior/Disabled	8	0	0	0
Ridge Run Group Home	Section 8	Senior/Disabled	3	0	0	0
Terjo Lane Group Home	Section 8	Senior/Disabled	3	0	0	0
Rockwood Village	Section 8	Senior/Disabled	83	0	0	0
Total			1,655	983	277	1,260

The overall penetration rate for the market is 5.9 percent, which is considered low. Further, the Subject is currently operating at a stabilized occupancy level, and current LIHTC tenants are expected to remain income qualified and reside at the Subject, post renovations; thus, this analysis is hypothetical.

Absorption Estimate

None of the comparables were able to report absorption data. For support, we have included absorption data for other recently constructed multifamily properties in the Subject’s broader market area, as follows.

ABSORPTION

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Canopy At Ginter Park	Market	Family	2019	301	16
The Village At Westlake	Market	Family	2018	252	42
Port City Apartments	LIHTC	Family	2018	135	22
The Lofty	Market	Family	2015	33	7
Hatcher Tobacco Flats	LIHTC	Family	2015	152	43
Colony At Centerpointe	Market	Family	2015	255	21
Shockoe Valley View Apartments	Market	Family	2014	238	30
Belle Summit	LIHTC	Family	2014	50	25
Somanath Senior	LIHTC	Family	2013	38	38
Link Apartments Manchester	Market	Family	2012	183	19
City View Place	LIHTC	Family	2012	32	32
LIHTC Average					32
Market Average					22
Overall Average					27

As illustrated above, the reported absorption rates in the Subject’s market area range from seven to 43 units per month, with an average of 27 units per month. The LIHTC properties reported an average absorption rate of 32 units per month, higher than the market rate average of 22 units per month.

Based on the performance of the LIHTC properties, we have estimated that the Subject would absorb approximately 25 units per month, equating to a lease-up period of approximately eight months to reach stabilized occupancy, if hypothetically vacant. With the assumption that the Subject would begin preleasing units prior to the completion of construction, it appears feasible that the Subject’s market-entry would facilitate a more expedient lease-up, given its affordable nature and good condition, post renovations. It should be noted that we do not expect the Subject’s

absorption to adversely impact other existing LIHTC properties, which are primarily fully occupied or stabilized with waiting lists. Additionally, it should be noted that the Subject property is currently stabilized and that existing tenants will continue to be income-qualified and reside at the Subject, post renovations; thus, this analysis is hypothetical.

Rent conclusions were provided in Section F.

We do not anticipate any future changes in the housing stock or risks in the market area that would adversely affect the Subject.

J. LOCAL PERSPECTIVE OF RENTAL HOUSING AND HOUSING ALTERNATIVES

INTERVIEWS/DISCUSSION

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

Local Housing Authority

We attempted to contact the Chester Housing Authority, but our calls were not returned. According to VHDA, the one-, two-, and three-bedroom payment standards are \$1,122, \$1,279, and \$1,603, respectively. The net payment standards are above the current and proposed LIHTC rents for all of the Subject’s units. Therefore, tenants in these units utilizing Vouchers will not have to pay additional out of pocket costs.

Planning and Development Department

According to a Costar report and our online research, there are no multifamily developments currently under construction or properties in the PMA other than the LIHTC properties indicated in the following section.

LIHTC Competition / Recent and Proposed Construction

According to the Virginia Housing Development Authority there have been three properties awarded tax credits within the Subject’s PMA since 2018. Our findings are highlighted in the table below.

RECENT LIHTC ALLOCATIONS IN PMA

Property Name	Year Allocated	Tenancy	Total Units	Competitive Units
Winchester Forest	2021	Supportive Housing	72	0
Lambert Landing	2020	Family	64	64
Watermark Gardens	2020	Senior	80	80
Market Woods	2018	Senior	60	60
Market Square V	2018	Senior	105	105
			381	309

Source: VHDA, June 2021

Winchester Forest was allocated tax credits in 2021 for the development of 72 LIHTC units. The project is will provide supportive housing and will begin construction this year, with an estimated completion date in 2024. As of the date of this report, an exact unit mix and AMI restrictions has not been made available. Overall, we have not considered the units at Winchester Forest to be competitive with the Subject due to tenancy.

Lambert Landing was allocated tax credits in 2020 for the development of 64 LIHTC units. The project is expected to deliver in 2022, and will offer units at 30, 40, 50, 60, and 80 percent of AMI. We have considered the units restricted at 60 percent of AMI directly competitive with the Subject.

Watermark Gardens was allocated tax credits for the development of 80 LIHTC units. Eight units will be targeted to household’s 30 percent AMI or less, 32 units for households with incomes 50 percent AMI or less (including eight rent assisted one-bedroom units), 12 units for households earning 60 percent of AMI or less, and 28 units targeted at 80 percent AMI. The project is expected to deliver in 2022. We have considered the units restricted at 60 percent of AMI directly competitive with the Subject.

Market Square V was allocated tax credits for the rehabilitation of 105 units in phase I and II of the existing Market Square community. The property received a 7.6-million-dollar interior and exterior renovation, which has since been completed. The property currently operates as a LIHTC property targeting seniors with household incomes of 40, 50, 60 percent or less of AMI. Data on the number of units at each AMI level was not available; thus, we included all of the project’s units in our count of potentially competitive units.

Market Woods or Market Square IV is phase IV of the Market Square community. The additional phase was allocated tax credits in 2018 for the development of 60 units. Units are restricted to 40, 50, and 60 percent of AMI. The community has completed construction. Data on the number of units at each AMI level was not available; thus, we included all of the project’s units in our count of potentially competitive units.

K. ANALYSIS/CONCLUSIONS

ANALYSIS/CONCLUSIONS

In general, we believe there is demand in the marketplace for the Subject as conceived. Based on the comparable data, and given the Subject will be renovated, we believe that rents at the maximum allowable levels are attainable and supported by the market. Thus, we have concluded to the following rents.

ACHIEVABLE LIHTC RENT

Unit Type	Achievable Rent - 50%	Achievable Rent - 60%	Max Rent?
	AMI	AMI	
1BR	\$821	\$990	Yes
2BR	\$976	\$1,179	Yes
3BR	\$1,123	\$1,357	Yes

Strengths

- As a newly renovated property, the Subject will exhibit good condition.
- The Subject’s projected LIHTC rents represent a discount to the achievable market rents.
- The LIHTC vacancy at the comparable properties is 2.1 percent, which suggests a stable market for affordable housing.
- The Subject’s unit sizes are generally larger than the majority of the comparables.

Weaknesses

- There are no identified weaknesses associated with the Subject.

Capture Rates - VHDA:

- 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.

FAMILY	
Virginia Housing Capture Rate	56.1%
Absorption Period	7 months

The capture rate is considered moderate and is indicative of adequate demand for the Subject.

Conclusions/Recommendations

- In general, we believe there is demand in the marketplace for the Subject as proposed. Additionally, the market has reported strong occupancy rates and waiting lists. The Subject will be well-positioned in the market. As a newly renovated property, the Subject will be in generally superior condition to most of the comparable properties. The market exhibits strong demand for affordable housing, with limited vacancy and strong absorption rates at LIHTC properties that have opened in the past several years. Further, the comparable LIHTC properties reported an overall average vacancy rate of 2.1 percent. Based on the performance of the comparable properties, we expect the Subject to operate with an annual vacancy loss of three percent, or less. Based on the comparable data, we have concluded to achievable LIHTC rents as illustrated in following table:

ACHIEVABLE LIHTC RENT

Unit Type	Achievable Rent - 50%	Achievable Rent - 60%	Max Rent?
	AMI	AMI	
1BR	\$821	\$990	Yes
2BR	\$976	\$1,179	Yes
3BR	\$1,123	\$1,357	Yes

The Subject’s rents offer significant market rent advantages. Overall, we believe there is demand for the Subject.

L. OTHER REQUIREMENTS

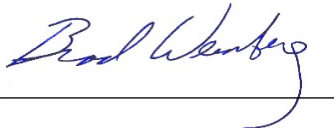
I affirm the following:

1. I (Brad Weinberg) have made a physical inspection of the site and market area.
2. The appropriate information has been used in the comprehensive evaluation of the need and demand for the proposed rental units.
3. To the best of my knowledge the market can support the demand shown in this study. I understand that any misrepresentation in this statement may result in the denial of participation in the Low Income Housing Tax Credit Program in Virginia as administered by Virginia Housing.
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 Virginia Housing or in any way acting for, at the request of, or on behalf of Virginia Housing.
6. Compensation for my services is not contingent upon this development receiving a LIHTC reservation or allocation.

This report was written according to the 2020-21 VHDA market study guidelines. The recommendations and conclusions are based solely on professional opinion and best efforts.

Respectfully Submitted,

Novogradac & Company LLP



Brad Weinberg, MAI, CVA, CRE
Partner
Brad.Weinberg@Novoco.com

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 appraiser 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 proposed 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 appraiser 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 proposed or specified program of property utilization. Separate valuations for land and buildings must not be used in conjunction with any other study or appraisal 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 appraiser. Nor shall the appraiser, firm, or professional organizations of which the appraiser is a member be identified without written consent of the appraiser.
12. Disclosure of the contents of this report is governed by the Bylaws and Regulations of the professional appraisal organization with which the appraiser is affiliated: specifically, the Appraisal Institute.

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 site 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 site 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 appraisal 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 appraiser and contained in this report.
20. The party for whom this report is prepared has reported to the appraiser there are no original proposed 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 appraisal, it has been assumed the property is capable of passing such tests so as to be developable to its highest and best use, as detailed in this report.
22. No in-depth inspection was made of proposed plumbing (including well and septic), electrical, or heating systems. The appraiser does not warrant the condition or adequacy of such systems.
23. No in-depth inspection of proposed 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 appraised property. The appraiser reserves the right to review and/or modify this appraisal if said insulation exists on the Subject site.
24. Estimates presented in this report are assignable to parties to the development's financial structure.

ADDENDUM A

Statement of Qualifications

CURRICULUM VITAE
BRAD E. WEINBERG, MAI, CVA, CRE

I. Education

University of Maryland, Masters of Science in Accounting & Financial Management
University of Maryland, Bachelors of Arts in Community Planning

II. Licensing and Professional Affiliations

MAI Member, Appraisal Institute, No. 10790
Certified Valuation Analyst (CVA), National Association of Certified Valuers and Analysts (NACVA)
Member, The Counselors of Real Estate (CRE)
Member, Urban Land Institute
Member, National Council of Housing Market Analysts (NCHMA)

State of Alabama – Certified General Real Estate Appraiser, No. G00628
State of California – Certified General Real Estate Appraiser, No. AG27638
State of Florida – Certified General Real Estate Appraiser; No. RZ3249
State of Hawaii – Certified General Real Estate Appraiser, No. CGA0001291
State of Maryland – Certified General Real Estate Appraiser; No. 6048
State of New Jersey – Certified General Real Estate Appraiser; No. 42RG00224900
State of Nevada – Certified General Real Estate Appraiser, No. A.0207819-CG
State of Oregon – Certified General Real Estate Appraiser; No. C001280
State of Pennsylvania – Certified General Real Estate Appraiser; No. GA004111
State of Washington – Certified General Real Estate Appraiser, No. 1102433

III. Professional Experience

Partner, Novogradac & Company LLP
President, Capital Realty Advisors, Inc.
Vice President, The Community Partners Realty Advisory Services Group, LLC
President, Weinberg Group, Real Estate Valuation & Consulting
Manager, Ernst & Young LLP, Real Estate Valuation Services
Senior Appraiser, Joseph J. Blake and Associates
Senior Analyst, Chevy Chase F.S.B.
Fee Appraiser, Campanella & Company

IV. Professional Training

Appraisal Institute Coursework and Seminars Completed for MAI Designation and Continuing Education Requirements

National Association of Certified Valuers and Analysts (NACVA) Coursework and Seminars completed for Certified Valuation Analyst (CVA) Designation and Continuing Education Requirements

V. Speaking Engagements and Authorship

Numerous speaking engagements at Affordable Housing Conferences throughout the Country

Participated in several industry forums regarding the Military Housing Privatization Initiative

Authored "New Legislation Emphasizes Importance of Market Studies in Allocation Process,"
Affordable Housing Finance, March 2001

VI. Real Estate Assignments

A representative sample of Due Diligence, Consulting or Valuation Engagements includes:

- On a national basis, conduct market studies and appraisals for proposed Low-Income Housing Tax Credit properties. Analysis includes preliminary property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis and operating expense analysis to determine appropriate cost estimates.
- On a national basis, conduct market studies and appraisals of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing program. This includes projects under the 221(d)3, 221(d)4, 223(f), and 232 programs.
- Completed numerous FannieMae and FreddieMac appraisals of affordable and market rate multifamily properties for DUS Lenders.
- Managed and completed numerous Section 8 Rent Comparability Studies in accordance with HUD's Section 9 Renewal Policy and Chapter 9 for various property owners and local housing authorities.
- Designed and implemented rent reasonableness toolkit for Public Housing Agencies (PHA) in support of Housing Choice Voucher program. Rent reasonableness tool provides an estimated rent based on surveyed market conditions specific to the PHA.
- Developed a Flat Rent Model for the Trenton Housing Authority. Along with teaming partner, Quadel Consulting Corporation, completed a public housing rent comparability study to determine whether the flat rent structure for public housing units is reasonable in comparison to similar, market-rate units. THA also requested a flat rent schedule and system for updating its flat rents. According to 24 CFR 960.253, public housing authorities (PHAs) are required to establish flat rents, in order to provide residents a choice between paying a "flat" rent, or an "income-based" rent. The flat rent is based on the "market rent", defined as the rent charged for a comparable unit in the private, unassisted market at which a PHA could lease the public housing unit after preparation for occupancy. Based upon the data collected, the consultant will develop an appropriate flat rent schedule, complete with supporting documentation outlining the methodology for determining and applying the rents. We developed a system that THA can implement to update the flat rent schedule on an annual basis.

- As part of an Air Force Privatization Support Contractor team (PSC) to assist the Air Force in its privatization efforts. Participation has included developing and analyzing housing privatization concepts, preparing the Request for Proposal (RFP), soliciting industry interest and responses to housing privatization RFP, Evaluating RFP responses, and recommending the private sector entity to the Air Force whose proposal brings best value to the Air Force. Mr. Weinberg has participated on numerous initiatives and was the project manager for Shaw AFB and Lackland AFB Phase II.
- Conducted housing market analyses for the U.S. Army in preparation for the privatization of military housing. This is a teaming effort with Parsons Corporation. These analyses were done for the purpose of determining whether housing deficits or surpluses exist at specific installations. Assignment included local market analysis, consultation with installation housing personnel and local government agencies, rent surveys, housing data collection, and analysis, and the preparation of final reports.
- Developed a model for the Highland Company and the Department of the Navy to test feasibility of developing bachelor quarters using public-private partnerships. The model was developed to test various levels of government and private sector participation and contribution. The model was used in conjunction with the market analysis of two test sites to determine the versatility of the proposed development model. The analysis included an analysis of development costs associated with both MILCON and private sector standards as well as the potential market appeal of the MILSPECS to potential private sector occupants.

STATEMENT OF PROFESSIONAL QUALIFICATIONS
LINDSEY SUTTON

EDUCATION

Texas State University, Bachelor of Business Administration in Finance

LICENSING AND AFFILIATIONS

Certified General Real Estate Appraiser – State of Texas (TX 1380684-G)
Certified General Real Estate Appraiser – State of Washington (1102489)
Certified General Real Estate Appraiser – State of Colorado (CG.200001730)
Certified General Real Estate Appraiser – State of Louisiana (G4447)
Certified General Real Estate Appraiser – State of Florida (RZ4150)
Certified General Real Estate Appraiser – State of Georgia (406008)
Certified General Real Estate Appraiser – State of Oklahoma (13562CGA)
Certified General Real Estate Appraiser – State of Tennessee (5982)

Candidate for Designation in the Appraisal Institute
Member – Commercial Real Estate Women (CREW) Network

EXPERIENCE

Novogradac & Company LLP, Partner

PROFESSIONAL TRAINING

National USPAP and USPAP Updates
General Appraiser Report Writing and Case Studies
General Appraiser Sales Comparison Approach
General Appraiser Site Valuation Approach
General Appraiser Expert Witness for Commercial Appraisers
Commercial Appraisal Review
Real Estate Finance Statistics and Valuation Modeling
General Appraiser Income Approach Part II
General Appraiser Income Approach Part I
General Appraiser Market Analysis and Highest & Best Use
Basic Appraisal Procedures
Basic Appraisal Principles
Advanced Hotel Appraising – Full Service Hotels
Basic Hotel Appraising – Limited Service Hotels
Appraisal of Assisted Living Facilities
Divorce and Estate Appraisal Elements

REAL ESTATE ASSIGNMENTS

A representative sample of work on various types of projects:

- Managed and completed hundreds of market studies and appraisals for proposed new construction and existing Low Income Housing Tax Credit, USDA Rural Development, Section 8 and market rate multifamily and age-restricted developments. This included property screenings, market and demographic analysis, comparable rent surveys, supply and demand analysis, determination of market rents, expense comparability analysis,

and other general market analysis. Property types include proposed multifamily, acquisition with rehabilitation, historic rehabilitation, adaptive reuse, and single-family development.

- Complete agency and HUD appraisals using the cost approach, income capitalization approach, and sales comparison approach for Low Income Housing Tax Credit, USDA Rural Development, and Section 8 properties. Additional assignments also include partnership valuations and commercial land valuation.
- Prepared HUD Market-to-Market rent comparability studies for Section 8 multifamily developments.
- Perform valuations of General and/or Limited Partnership Interest in a real estate transaction, as well as LIHTC Year 15 valuation analysis.
- Prepare Fair Market Value analyses for solar panel installations in connection with financing and structuring analyses performed for various clients. The reports are used by clients to evaluate with their advisors certain tax consequences applicable to ownership. Additionally, these reports can be used in connection with application for the Federal grant identified as Section 1603 American Recovery & Reinvestment Act of 2009 and the ITC funding process.
- Perform market studies and appraisals for proposed and existing multifamily properties under the HUD MAP program. These reports meet the requirements outlined in Chapter 7 of the HUD MAP Guide for the 221(d)4, 223(f), and the LIHTC Pilot Program.
- Consult with lenders and developers and complete valuation assignments for developments converting under the RAD program.
- Prepare valuations for unique redevelopment sites with mixed uses including a variety of commercial, multifamily, and recreational uses. Further, performing analysis and valuations for assisted living facilities for potential acquisition, hold or trade purposes.
- Prepare and develop individual development models for forecasting and residual land value analysis for large-scale development sites

STATEMENT OF PROFESSIONAL QUALIFICATIONS

ERIK ARTHUR JOHNSON

Education:

University of California at Berkeley

- Bachelor of Arts in Sociology, Minor in Urban Studies (2009)

University of California at Los Angeles

- Master of Urban and Regional Planning (2013)

Experience:

Senior Analyst, Novogradac and Company, LLP (2018 – Present)

Analyst, Novogradac and Company, LLP (2014 – 2018)

- Assists with market studies for proposed new construction and rehabilitation of affordable, market rate, and age-restricted multifamily developments. Research includes market and demographic analyses, comparable rent surveys, supply and demand analyses, and other general market analysis.
- Conducts physical inspections of subject properties and comparable properties to determine condition and evaluate independent physical condition assessments.
- Assists on appraisals using the cost approach, income capitalization, and sales comparison approach for Low Income Housing Tax Credit, USDA Rural Development and Section 8 properties. Additional assignments also include commercial land valuations.
- Prepare HUD Market-to Market rent comparability studies for Section 8 multifamily developments.

City Planner, Capital Planning Office of the City of Austin (2013-2014)

Real Estate Assignments:

The Analyst has conducted research and completed assignments in the following states and U.S. Territories:

Alabama	Florida	Louisiana	New Jersey	Texas
Arkansas	Georgia	Massachusetts	New York	U.S. Virgin Islands
California	Hawaii	Michigan	Oregon	Utah
Connecticut	Iowa	Minnesota	Pennsylvania	Virginia
Delaware	Illinois	Nevada	Tennessee	Wisconsin

ADDENDUM B

Data Sources

DATA SOURCES

Sources used in this study include data that is both written and oral, published and unpublished, and proprietary and non-proprietary. Real estate developers, housing officials, local housing, and planning authority employees, property managers and other housing industry participants were interviewed. In addition, we conducted a survey of proposed, comparable properties.

This report incorporates published data supplied by various agencies and organizations including:

- U.S. Census Bureau
- Chester Economic Development Department
- New River Valley Regional Commission
- Chesterfield County Planning and Development Department
- Virginia Employment Commission
- Virginia Workforce Network
- ESRI, Business Information Solutions
- Ribbon Demographics
- CoStar Rental Market Report
- US Department of Commerce, Bureau of Labor Statistics
- Department of Housing and Urban Development (HUD)
- Virginia Housing Utility Allowance
- Virginia Housing Market Study Requirements, 2020-21

ADDENDUM C

NCHMA Certification and Checklist



Formerly known as
National Council of Affordable
Housing Market Analysts

NCHMA MEMBER CERTIFICATION

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

Brad Weinberg, MAI, CVA, CRE
Partner
Brad.Weinberg@Novoco.com

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

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

ADDENDUM D

Utility Allowance Schedule

Virginia Housing | Housing Choice Voucher Program

**Allowances for
Tenant-Furnished Utilities
and Other Services**

Family Name: _____ Unit Address: _____ Voucher Size*: _____ Unit Bedroom Size*: _____ <i>*Use smaller size to calculate tenant-supplied utilities and appliances.</i>
--

		Unit Type: 2 Exposed Walls					Effective Date: 07/01/2021			
Utility	Usage	Monthly Dollar Amount								
		0 BR	1 BR	2BR	3BR	4BR	5 BR	6 BR	7BR	
Appliance	Range/Microwave	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	
	Refrigerator	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00	
Bottled Gas	Cooking	\$8.00	\$11.00	\$14.00	\$18.00	\$22.00	\$26.00	\$29.00	\$32.00	
	Home Heating	\$46.00	\$65.00	\$83.00	\$102.00	\$129.00	\$148.00	\$166.00	\$185.00	
	Water Heating	\$19.00	\$27.00	\$34.00	\$41.00	\$53.00	\$61.00	\$68.00	\$76.00	
Electricity	Cooking	\$3.00	\$4.00	\$5.00	\$6.00	\$7.00	\$8.00	\$9.00	\$10.00	
	Cooling (A/C)	\$5.00	\$6.00	\$8.00	\$11.00	\$14.00	\$15.00	\$17.00	\$19.00	
	Home Heating	\$19.00	\$25.00	\$33.00	\$39.00	\$50.00	\$57.00	\$64.00	\$71.00	
	Other Electric	\$10.00	\$14.00	\$18.00	\$22.00	\$28.00	\$32.00	\$36.00	\$40.00	
	Water Heating	\$9.00	\$12.00	\$15.00	\$19.00	\$24.00	\$27.00	\$31.00	\$34.00	
Natural Gas	Cooking	\$2.00	\$2.00	\$3.00	\$3.00	\$4.00	\$5.00	\$5.00	\$6.00	
	Home Heating	\$8.00	\$12.00	\$15.00	\$19.00	\$23.00	\$27.00	\$30.00	\$34.00	
	Water Heating	\$4.00	\$5.00	\$6.00	\$8.00	\$10.00	\$11.00	\$13.00	\$14.00	
Oil	Home Heating	\$27.00	\$38.00	\$48.00	\$59.00	\$75.00	\$86.00	\$97.00	\$107.00	
	Water Heating	\$11.00	\$15.00	\$20.00	\$24.00	\$31.00	\$35.00	\$40.00	\$44.00	
Sewer	Other	\$21.00	\$29.00	\$38.00	\$46.00	\$59.00	\$67.00	\$76.00	\$84.00	
Trash Collection	Other	\$14.00	\$14.00	\$14.00	\$14.00	\$14.00	\$14.00	\$14.00	\$14.00	
Water	Other	\$18.00	\$24.00	\$31.00	\$37.00	\$48.00	\$54.00	\$61.00	\$68.00	
UTILITY ALLOWANCE TOTAL:		\$	\$	\$	\$	\$	\$	\$	\$	

ADDENDUM E

Subject and Neighborhood Photographs

Grand Oaks Apartments– Chester, VA
Source: Jessica Thompson, Junior Analyst
Date: 6/15/2021



SUBJECT EXTERIOR



SUBJECT EXTERIOR



SUBJECT EXTERIOR



SUBJECT EXTERIOR



SUBJECT EXTERIOR



SUBJECT EXTERIOR

Grand Oaks Apartments– Chester, VA
Source: Jessica Thompson, Junior Analyst
Date: 6/15/2021



SUBJECT PARKING



SUBJECT LEASING OFFICE EXTERIOR



SUBJECT PLAYGROUND



SUBJECT CENTRAL MAIL CENTER



SUBJECT LEASING OFFICE



SUBJECT COMMUNITY POOL

Grand Oaks Apartments- Chester, VA
Source: Jessica Thompson, Junior Analyst
Date: 6/15/2021



TYPICAL SUBJECT FITNESS CENTER



TYPICAL SUBJECT BUSINESS CENTER



TYPICAL LIVING ROOM



TYPICAL LIVING ROOM



TYPICAL LIVING ROOM



TYPICAL KITCHEN

Grand Oaks Apartments- Chester, VA
Source: Jessica Thompson, Junior Analyst
Date: 6/15/2021



TYPICAL KITCHEN



TYPICAL KITCHEN



TYPICAL BEDROOM



TYPICAL BEDROOM



TYPICAL BEDROOM



TYPICAL BATHROOM

Grand Oaks Apartments- Chester, VA
Source: Jessica Thompson, Junior Analyst
Date: 6/15/2021



TYPICAL BATHROOM



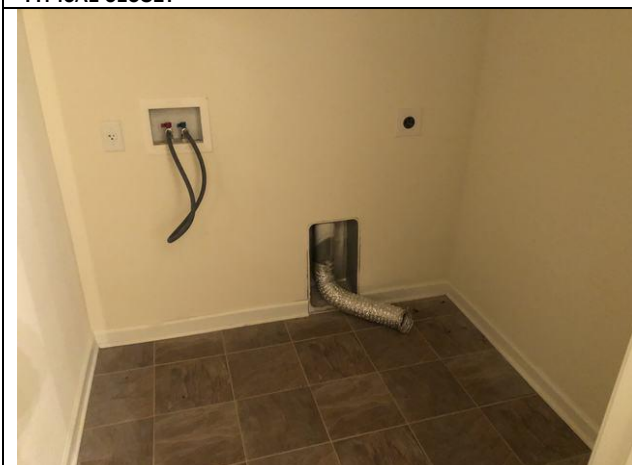
TYPICAL BATHROOM



TYPICAL CLOSET



TYPICAL CLOSET



TYPICAL IN UNIT WASHER AND DRYER HOOKUP



TYPICAL IN UNIT WASHER AND DRYER

Grand Oaks Apartments- Chester, VA
Source: Jessica Thompson, Junior Analyst
Date: 6/15/2021



TYPICAL INTERIOR STAIRCASE



TYPICAL PATIO



TYPICAL OUTDOOR STORAGE



INTERIOR HALL WAY



SINGLE FAMILY HOME NEAR SUBJECT



SINGLE FAMILY HOME NEAR SUBJECT

Grand Oaks Apartments– Chester, VA
Source: Jessica Thompson, Junior Analyst
Date: 6/15/2021



SINGLE FAMILY HOME NEAR SUBJECT



SINGLE FAMILY HOME NEAR SUBJECT



HOUSE OF WORSHIP NEAR SUBJECT



COMMERCIAL USE NEAR SUBJECT



HOUSE OF WORSHIP NEAR SUBJECT



COMMERCIAL/RETAIL USES NEAR SUBJECT

Grand Oaks Apartments– Chester, VA
Source: Jessica Thompson, Junior Analyst
Date: 6/15/2021



COMMERCIAL/ RETAIL USE NEAR SUBJECT



COMMERCIAL USES NEAR SUBJECT



COMMERCIAL USE NEAR SUBJECT



GAS STATION USE NEAR SUBJECT



COMMERCIAL USE NEAR SUBJECT



COMMERCIAL USES NEAR SUBJECT

ADDENDUM F

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	Grand Oaks Apartments 5301 Grand Oaks Forest Circle Chester, VA 23831 Chesterfield County	-	Garden/TH 2-stories 2005-2006 / 2022 Family/Senior	@60%	1BR / 1BA	48	22.2%	888	@60%	\$947	Yes	N/A	N/A	N/A
					2BR / 1BA	32	14.8%	998	@60%	\$1,132	Yes	N/A	N/A	N/A
					2BR / 2BA	34	15.7%	1,145	@60%	\$1,132	Yes	N/A	N/A	N/A
					2BR / 2.5BA	29	13.4%	1,105	@60%	\$1,132	Yes	N/A	N/A	N/A
					2BR / 2.5BA	8	3.7%	1,105	@60%	\$1,132	Yes	N/A	N/A	N/A
					3BR / 2.5BA	1	0.5%	1,398	@60%	\$1,300	Yes	N/A	N/A	N/A
					3BR / 2.5BA	64	29.6%	1,343	@60%	\$1,300	Yes	N/A	N/A	N/A
					<u>216</u>							5	2.3%	
1	Clearfield Apartments 100 Clearfield Circle Colonial Heights, VA 23824 Colonial Heights County	6.6 mi	Garden 2-stories 1992 / n/a Family	@60%	2BR / 2BA	72	50.0%	965	@60%	\$1,066	Yes	No	2	2.8%
					3BR / 2BA	72	50.0%	1,165	@60%	\$1,215	Yes	No	1	1.4%
					<u>144</u>							3	2.1%	
2	Courthouse Senior Apartments 6500 Fore Circle Chesterfield, VA 23832 Chesterfield County	2.9 mi	Garden 1-stories 2002/2003 / n/a Senior	@60%	1BR / 1BA	56	81.2%	683	@60%	\$947	Yes	Yes	0	0.0%
					2BR / 1.5BA	13	18.8%	894	@60%	\$1,132	Yes	Yes	0	0.0%
					<u>69</u>							0	0.0%	
3	Ivy Walk Apartments 4800 Burnt Oak Drive Richmond, VA 23234 Chesterfield County	7.1 mi	Garden 3-stories 2002/2003 / 2021 Family	@60%	2BR / 2BA	63	50.0%	983	@60%	\$1,158	Yes	Yes	3	4.8%
					3BR / 2BA	63	50.0%	1,112	@60%	\$1,257	Yes	Yes	3	4.8%
					<u>126</u>							6	4.8%	
4	Ivy Walk II 4800 Burnt Oak Drive Richmond, VA 23234 Chesterfield County	7.2 mi	Garden 4-stories 2003 / 2021 Family	@60%	2BR / 2BA	56	45.9%	983	@60%	\$1,158	Yes	No	2	3.6%
					3BR / 2BA	66	54.1%	1,112	@60%	\$1,257	Yes	No	2	3.0%
					<u>122</u>							4	3.3%	
5	Oaks Of Dunlop Farms 101 Old Oak Lane Colonial Heights, VA 23834 Colonial Heights County	6.8 mi	Garden 2-stories 1992 / 2012 Family	@60%	1BR / 1BA	44	30.6%	590	@60%	\$950	Yes	Yes	0	0.0%
					2BR / 2BA	78	54.2%	796	@60%	\$1,125	Yes	Yes	0	0.0%
					3BR / 2BA	22	15.3%	947	@60%	\$1,325	Yes	Yes	0	0.0%
					<u>144</u>							0	0.0%	
6	Ashton Creek Apartments 4201 Creek Way Chester, VA 23831 Chesterfield County	1.3 mi	Garden 2-stories 1994 / 2017 Family	Market	1BR / 1BA	26	11.2%	710	Market	\$1,360	N/A	No	N/A	N/A
					2BR / 2BA	126	54.3%	940	Market	\$1,500	N/A	No	5	4.0%
					3BR / 2BA	80	34.5%	1,128	Market	\$1,801	N/A	No	2	2.5%
					<u>232</u>							10	4.3%	
7	Garden Springs 10801 Dylans Walk Road Chester, VA 23831 Chesterfield County	2.2 mi	Garden 3-stories 2010 / n/a Family	Market	1BR / 1BA	N/A	N/A	868	Market	\$1,480	N/A	No	0	N/A
					2BR / 1BA	N/A	N/A	1,007	Market	\$1,577	N/A	No	0	N/A
					2BR / 2BA	N/A	N/A	1,163	Market	\$1,747	N/A	No	0	N/A
					2BR / 2BA	N/A	N/A	1,193	Market	\$1,742	N/A	No	2	N/A
					3BR / 2BA	N/A	N/A	1,306	Market	\$1,905	N/A	No	0	N/A
					<u>212</u>							2	0.9%	
8	Hyde Park Apartments 4223 Hyde Park Drive Chester, VA 23831 Chesterfield County	1.0 mi	Various 2-stories 1974 / 2000 Family	Market	1BR / 1BA	115	41.2%	700	Market	\$1,181	N/A	No	6	5.2%
					2BR / 1.5BA	69	24.7%	1,400	Market	\$1,539	N/A	No	5	7.3%
					3BR / 1.5BA	61	21.9%	1,400	Market	\$1,689	N/A	No	3	4.9%
					3BR / 2.5BA	12	4.3%	2,100	Market	\$1,739	N/A	No	6	50.0%
					4BR / 2.5BA	22	7.9%	2,100	Market	\$1,860	N/A	No	0	0.0%
					<u>279</u>							20	7.2%	
9	River Forest Apartments 5701 Quiet Pine Circle Chester, VA 23831 Chesterfield County	1.6 mi	Garden 3-stories 1998 / n/a Family	Market	1BR / 1BA	160	66.7%	768	Market	\$1,418	N/A	No	6	3.8%
					2BR / 2BA	80	33.3%	1,097	Market	\$1,594	N/A	No	6	7.5%
					<u>240</u>							12	5.0%	
10	Waterside At Ironbridge 11800 Lake Falls Drive Chester, VA 23831 Chesterfield County	1.7 mi	Garden 3-stories 1988 / n/a Family	Market	1BR / 1BA	60	22.6%	656	Market	\$1,160	N/A	No	4	6.7%
					1BR / 1BA	38	14.3%	816	Market	\$1,330	N/A	No	0	0.0%
					2BR / 2BA	119	44.9%	949	Market	\$1,462	N/A	No	1	0.8%
					3BR / 2BA	48	18.1%	1,113	Market	\$1,623	N/A	No	0	0.0%
					<u>265</u>							5	1.9%	

AMENITY MATRIX

Subject	Clearfield Apartments	Courthouse Senior Apartments	Ivy Walk Apartments	Ivy Walk II	Oaks Of Dunlop Farms	Ashton Creek Apartments	Garden Springs	Hyde Park Apartments	River Forest Apartments	Waterside At Ironbridge
Rent Structure	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market
Tenancy	Family/Senior	Family	Senior	Family	Family	Family	Family	Family	Family	Family
Building										
Property Type	Garden/TH	Garden	Garden	Garden	Garden	Garden	Garden	Garden/TH	Garden	Garden
# of Stories	2-stories	2-stories	1-story	3-stories	4-stories	2-stories	2-stories	3-stories	2-stories	3-stories
Year Built	2005/2006	1992	2002/2003	2002/2003	2003	1992	1994	2010	1974	1998
Year Renovated	2022	n/a	n/a	2021	2021	2012	2017	n/a	2000	n/a
Utility Structure										
Cooking	no	no	no	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	yes	no	yes	yes	yes	yes	no	no	no	no
Sewer	yes	no	yes	yes	yes	yes	no	no	no	no
Trash	yes	yes	yes	yes	yes	yes	no	yes	no	no
Accessibility										
Grab Bars	yes*	no	no	no	no	no	no	no	no	no
Hand Rails	no	no	yes	no	no	no	no	no	no	no
Pull Cords	yes*	no	yes	no	no	no	no	no	no	no
Unit Amenities										
Balcony/Patio	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpeting	yes	yes	yes	yes	yes	yes	no	yes	yes	yes
Hardwood	no	yes	no	no	no	no	yes	no	no	no
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Ceiling Fan	yes	no	no	no	no	yes	no	yes	no	yes
Coat Closet	yes	yes	no	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	no	no	yes	no	no	no	no	yes	no	no
Fireplace	no	no	no	no	no	yes	yes	no	yes	yes
Vaulted Ceilings	no	no	no	no	no	no	yes	no	no	yes
Walk-In Closet	no	yes	no	yes	yes	no	yes	yes	no	yes
Washer/Dryer	no	no	no	no	no	yes	yes	yes	no	yes
W/D Hookup	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Kitchen										
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Disposal	yes	yes	yes	yes	yes	yes	no	no	yes	yes
Microwave	no	no	no	no	no	no	no	yes	no	yes
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Community										
Business Center	yes	yes	no	yes	yes	no	no	no	yes	no
Community Room	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Central Laundry	yes	yes	yes	no	no	no	no	no	yes	no
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes	no
Recreation										
Basketball Court	no	no	no	yes	yes	no	no	no	no	no
Exercise Facility	yes	yes	no	yes	yes	no	yes	yes	yes	yes
Playground	yes	yes	no	yes	yes	yes	yes	yes	yes	yes
Swimming Pool	yes	yes	no	yes	yes	yes	yes	yes	yes	yes
Picnic Area	no	no	no	yes	yes	no	yes	yes	yes	yes
Tennis Court	no	no	no	no	no	no	yes	yes	yes	yes
Sauna	no	no	no	no	no	no	no	no	yes	no
Recreational Area	no	no	no	yes	yes	no	no	no	yes	no
Volleyball Court	no	yes	no	no	no	yes	no	no	no	yes
Security										
Limited Access	no	no	no	no	no	yes	no	no	no	no
Patrol	no	no	no	yes	yes	no	no	no	no	no
Perimeter Fencing	no	no	no	no	no	no	no	no	no	yes
Parking										
Carport	no	yes	no	no	no	no	no	no	no	no
Carport Fee	n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Garage	no	no	no	no	no	no	no	yes	no	yes
Garage Fee	n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$125	\$0	\$100
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Off-Street Fee	n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

*Senior units only

PROPERTY PROFILE REPORT

Clearfield Apartments

Effective Rent Date	6/04/2021
Location	100 Clearfield Circle Colonial Heights, VA 23824 Colonial Heights County
Distance	N/A
Units	144
Vacant Units	3
Vacancy Rate	2.1%
Type	Garden (2 stories)
Year Built/Renovated	1992 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy
Contact Name	Bobbie
Phone	804-352-6633



Market Information

Program	@60%
Annual Turnover Rate	20%
Units/Month Absorbed	N/A
HCV Tenants	39%
Leasing Pace	Within one week
Annual Chg. in Rent	Kept at max
Concession	\$300 credit upon move in.
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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (2 stories)	72	965	\$1,028	\$25	@60%	No	2	2.8%	yes	None
3	2	Garden (2 stories)	72	1,165	\$1,163	\$25	@60%	No	1	1.4%	yes	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$1,028	\$25	\$1,003	\$63	\$1,066
3BR / 2BA	\$1,163	\$25	\$1,138	\$77	\$1,215

Clearfield Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpet/Hardwood	Carpeting		
Central A/C	Coat Closet		
Dishwasher	Garbage Disposal		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Carport	None	None
Clubhouse/Meeting Room/Community	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Playground		
Swimming Pool	Volleyball Court		

Comments

The contact noted rents are set at the 2021 maximum allowable levels. Carport parking is available to tenants at no additional cost. During the COVID-19 pandemic, a few residents have been unable to pay their rent on time. However, payment plans are in place for the delinquent tenants. Further, the property manager reported a stable amount of traffic and inquiries on units.

Clearfield Apartments, continued

Trend Report

Vacancy Rates

1Q20	4Q20	1Q21	2Q21
3.5%	0.0%	0.0%	2.1%

Trend: @60%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	6.9%	\$930	\$0	\$930	\$993
2020	4	0.0%	\$1,031	\$0	\$1,031	\$1,094
2021	1	0.0%	\$1,031	\$0	\$1,031	\$1,094
2021	2	2.8%	\$1,028	\$25	\$1,003	\$1,066

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	0.0%	\$1,052	\$0	\$1,052	\$1,129
2020	4	0.0%	\$1,168	\$0	\$1,168	\$1,245
2021	1	0.0%	\$1,168	\$0	\$1,168	\$1,245
2021	2	1.4%	\$1,163	\$25	\$1,138	\$1,215

Trend: Comments

1Q20	Washer/dryers are available to rent for \$40 per month. The property accepts Housing Choice Vouchers but the contact was unable to determine how many tenants were using vouchers.
4Q20	Washer/dryers are available to rent for \$40 per month. The property accepts Housing Choice Vouchers but the contact was unable to determine how many tenants were using vouchers. The contact noted that they did make payment arrangements for those laid off due to COVID-19 and the property applied for the financial assistance program from the State of Virginia.
1Q21	During the COVID-19 pandemic, a few residents have been unable to pay their rent on time. However, payment plans are in place for the delinquent tenants. Further, the property manager reported a stable amount of traffic and inquiries on units recently.
2Q21	The contact noted rents are set at the 2021 maximum allowable levels. Carport parking is available to tenants at no additional cost. During the COVID-19 pandemic, a few residents have been unable to pay their rent on time. However, payment plans are in place for the delinquent tenants. Further, the property manager reported a stable amount of traffic and inquiries on units.

Photos



PROPERTY PROFILE REPORT

Courthouse Senior Apartments

Effective Rent Date	5/21/2021
Location	6500 Fore Circle Chesterfield, VA 23832 Chesterfield County
Distance	N/A
Units	69
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (age-restricted)
Year Built/Renovated	2002/2003 / N/A
Marketing Began	2/01/2002
Leasing Began	2/01/2003
Last Unit Leased	3/01/2004
Major Competitors	Forest Creek, Commons at Ridgedale
Tenant Characteristics	Seniors, 55+, many from Chesterfield
Contact Name	Barbara
Phone	804-796-9191



Market Information

Program	@60%
Annual Turnover Rate	20%
Units/Month Absorbed	5
HCV Tenants	9%
Leasing Pace	Preleased-1 week
Annual Chg. in Rent	Increase 1%-2%
Concession	None
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	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	56	683	\$947	\$0	@60%	Yes	0	0.0%	yes	None
2	1.5	Garden	13	894	\$1,132	\$0	@60%	Yes	0	0.0%	yes	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$947	\$0	\$947	\$0	\$947
2BR / 1.5BA	\$1,132	\$0	\$1,132	\$0	\$1,132

Amenities

In-Unit	Security	Services
Balcony/Patio	None	None
Carpeting		
Dishwasher		
Garbage Disposal		
Oven		
Refrigerator		
Property	Premium	Other
Clubhouse/Meeting Room/Community	None	None
Off-Street Parking		

Comments

Contact stated that the property maintains a waiting list of eight households for two-bedroom units, and is typically between 96 and 98 percent occupied. According to the contact, the majority of tenants are in their early 70's. Contact was unable to provide the number of former homeowners among current tenants, but estimated 10 to 15 percent are former homeowners.

Courthouse Senior Apartments, continued

Trend Report

Vacancy Rates

2Q06	2Q12	2Q13	2Q21
0.0%	4.3%	4.3%	0.0%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	2	0.0%	\$704	\$0	\$704	\$704
2012	2	5.4%	\$770	\$0	\$770	\$770
2013	2	5.4%	\$775	\$0	\$775	\$775
2021	2	0.0%	\$947	\$0	\$947	\$947

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	2	0.0%	\$843	\$0	\$843	\$843
2012	2	0.0%	\$910	\$0	\$910	\$910
2013	2	0.0%	\$915	\$0	\$915	\$915
2021	2	0.0%	\$1,132	\$0	\$1,132	\$1,132

Trend: Comments

2Q06	Management reported that the annual turnover rate is based on one move-out per month. Rental rates have increased from \$685 and \$815 for one and two-bedroom units, respectively. The property manager believes that there is demand for senior housing.
2Q12	The property maintains a short waiting list for two bedroom units. Less than a two percent rent increase went into effect at the start of the year. The property has typically operated with between one and three vacancies during the past year but are able to lease them within a week of becoming available.
2Q13	Contact stated that the property maintains a waiting list of eight households for two-bedroom units, and is typically between 96 and 98 percent occupied. According to the contact, the majority of tenants are in their early 70's. Contact was unable to provide the number of former homeowners among current tenants, but estimated 10 to 15 percent are former homeowners.
2Q21	N/A

PROPERTY PROFILE REPORT

Ivy Walk Apartments

Effective Rent Date	5/18/2021
Location	4800 Burnt Oak Drive Richmond, VA 23234 Chesterfield County
Distance	N/A
Units	126
Vacant Units	6
Vacancy Rate	4.8%
Type	Garden (3 stories)
Year Built/Renovated	2002/2003 / 2021
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Southpointe Landing, Arbor Lakes.
Tenant Characteristics	Predominantly small families, some couples, few singles or seniors.
Contact Name	Bettina
Phone	804-714-0027



Market Information

Program	@60%
Annual Turnover Rate	25%
Units/Month Absorbed	N/A
HCV Tenants	55%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased to 2021 max
Concession	None
Waiting List	Yes, several months

Utilities

A/C	not included -- central
Cooking	not included -- electric
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
2	2	Garden (3 stories)	63	983	\$1,158	\$0	@60%	Yes	3	4.8%	yes	None
3	2	Garden (3 stories)	63	1,112	\$1,257	\$0	@60%	Yes	3	4.8%	yes	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$1,158	\$0	\$1,158	\$0	\$1,158
3BR / 2BA	\$1,257	\$0	\$1,257	\$0	\$1,257

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Patrol	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Garbage Disposal	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Basketball Court	Business Center/Computer Lab	None	None
Clubhouse/Meeting Room/Community	Exercise Facility		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Recreation Areas	Swimming Pool		

Comments

The property was built as two separate phases in 2002 and 2003 which were recently sold in January 2021 and are undergoing renovations. The full scope of renovations or a timeline for said renovations was not available. The contact did however note that pantries and dining areas were being added to the reconfigured floorplans.

Trend Report

Vacancy Rates

1Q20	4Q20	1Q21	2Q21
0.0%	4.8%	0.0%	4.8%

Trend: @60%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	0.0%	\$985	\$0	\$985	\$985
2020	4	4.3%	\$1,020	\$0	\$1,020	\$1,020
2021	1	0.0%	\$1,065	\$0	\$1,065	\$1,065
2021	2	4.8%	\$1,158	\$0	\$1,158	\$1,158

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	0.0%	\$1,086	\$0	\$1,086	\$1,086
2020	4	5.4%	\$1,110	\$0	\$1,110	\$1,110
2021	1	0.0%	\$1,175	\$0	\$1,175	\$1,175
2021	2	4.8%	\$1,257	\$0	\$1,257	\$1,257

Trend: Comments

- 1Q20 The manager indicated that is strong demand for affordable housing in the area. The majority of residents originate from the western portion of the city of Richmond. A waiting list was recently purged. Tenants can rent washer/dryers for \$40 per month.
- 4Q20 The contact indicated that is strong demand for affordable housing in the area. The majority of residents originate from the western portion of the city of Richmond. Tenants can rent washer/dryers for \$40 per month. The contact stated some early impact from COVID-19 regarding job losses, leasing, and rent collection but the property has been stable since mid summer and improved in all areas during that time.
- 1Q21 The property was built as two separate phases, but operates essentially as a single property and as such we included both phases in this profile. The property sold in January 2021 and is currently undergoing renovations. The full scope of renovations or a timeline for said renovations was not available. The contact did however note that pantries and dining areas were being added to the reconfigured floorplans. The renovation premium ranges from \$30 to \$35 and the renovated rents are at the maximum allowable rents. The contact was unable to comment on the impacts of the COVID-19 pandemic on the property and had no additional comments.
- 2Q21 The property was built as two separate phases in 2002 and 2003 which were recently sold in January 2021 and are undergoing renovations. The full scope of renovations or a timeline for said renovations was not available. The contact did however note that pantries and dining areas were being added to the reconfigured floorplans.

Photos



PROPERTY PROFILE REPORT

Ivy Walk II

Effective Rent Date	5/18/2021
Location	4800 Burnt Oak Drive Richmond, VA 23234 Chesterfield County
Distance	N/A
Units	122
Vacant Units	4
Vacancy Rate	3.3%
Type	Garden (4 stories)
Year Built/Renovated	2003 / 2021
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Southpointe Landing, Arbor Lake
Tenant Characteristics	Primarily small families, some couples, few singles or seniors.
Contact Name	Bettina
Phone	804-714-0027



Market Information

Program	@60%
Annual Turnover Rate	25%
Units/Month Absorbed	N/A
HCV Tenants	14%
Leasing Pace	1 to 2 weeks
Annual Chg. in Rent	Increased to 2021 max
Concession	None
Waiting List	No

Utilities

A/C	not included -- central
Cooking	not included -- electric
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
2	2	Garden (4 stories)	56	983	\$1,158	\$0	@60%	No	2	3.6%	yes	None
3	2	Garden (4 stories)	66	1,112	\$1,257	\$0	@60%	No	2	3.0%	yes	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$1,158	\$0	\$1,158	\$0	\$1,158
3BR / 2BA	\$1,257	\$0	\$1,257	\$0	\$1,257

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Patrol	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Garbage Disposal	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Basketball Court	Business Center/Computer Lab	None	None
Clubhouse/Meeting Room/Community	Exercise Facility		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Recreation Areas	Swimming Pool		

Comments

Ivy Walk 1 and 2 were built in 2002 and 2003 respectively and were sold in January of 2021. The properties are undergoing renovations with residents in place. The rents are increased to the 2021 maximum allowable as they are turned and upgraded.

Trend Report

Vacancy Rates

1Q19	1Q20	4Q20	2Q21
4.1%	0.8%	5.7%	3.3%

Trend: @60%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	5.4%	\$930	\$0	\$930	\$930
2020	1	1.8%	\$985	\$0	\$985	\$985
2020	4	5.4%	\$1,020	\$0	\$1,020	\$1,020
2021	2	3.6%	\$1,158	\$0	\$1,158	\$1,158

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	3.0%	\$1,030	\$0	\$1,030	\$1,030
2020	1	0.0%	\$1,085	\$0	\$1,085	\$1,085
2020	4	6.1%	\$1,110	\$0	\$1,110	\$1,110
2021	2	3.0%	\$1,257	\$0	\$1,257	\$1,257

Trend: Comments

1Q19	The manager indicated that is strong demand for affordable housing in the area. The majority of residents originate from the western portion of the city of Richmond. A waiting list was recently purged.
1Q20	The manager indicated that is strong demand for affordable housing in the area. The majority of residents originate from the western portion of the city of Richmond. A waiting list was recently purged. Tenants can rent washer/dryers for \$40 per month.
4Q20	The contact indicated that is strong demand for affordable housing in the area. The majority of residents originate from the western portion of the city of Richmond. Tenants can rent washer/dryers for \$40 per month. The contact stated some early impact from COVID-19 regarding job losses, leasing, and rent collection but the property has been stable since mid summer and improved in all areas during that time.
2Q21	Ivy Walk 1 and 2 were built in 2002 and 2003 respectively and were sold in January of 2021. The properties are undergoing renovations with residents in place. The rents are increased to the 2021 maximum allowable as they are turned and upgraded.

Photos



PROPERTY PROFILE REPORT

Oaks Of Dunlop Farms

Effective Rent Date	6/04/2021
Location	101 Old Oak Lane Colonial Heights, VA 23834 Colonial Heights County
Distance	N/A
Units	144
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (2 stories)
Year Built/Renovated	1992 / 2012
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Families from the Colonial Heights area
Contact Name	Francesca
Phone	804-520-8500



Market Information

Program	@60%
Annual Turnover Rate	15%
Units/Month Absorbed	N/A
HCV Tenants	10%
Leasing Pace	Pre-leased to one weeks
Annual Chg. in Rent	Kept at max
Concession	None
Waiting List	Yes - five households

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
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 (2 stories)	44	590	\$950	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (2 stories)	78	796	\$1,125	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	22	947	\$1,325	\$0	@60%	Yes	0	0.0%	yes	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$950	\$0	\$950	\$0	\$950
2BR / 2BA	\$1,125	\$0	\$1,125	\$0	\$1,125
3BR / 2BA	\$1,325	\$0	\$1,325	\$0	\$1,325

Oaks Of Dunlop Farms, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Ceiling Fan	Fireplace		
Garbage Disposal	Oven		
Refrigerator	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Clubhouse/Meeting Room/Community	Off-Street Parking	None	None
On-Site Management	Playground		
Swimming Pool	Volleyball Court		

Comments

The contact noted rents are not yet at the 2021 maximum allowable levels, but are slowly working towards increasing rents. According to the property manager, the property has experienced no significant impact from the COVID-19 pandemic. Each unit offers an in-unit washer/dryer.

Oaks Of Dunlop Farms, continued

Trend Report

Vacancy Rates

1Q20	4Q20	1Q21	2Q21
2.1%	0.0%	0.0%	0.0%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	0.0%	\$900	\$0	\$900	\$900
2020	4	0.0%	\$940	\$0	\$940	\$940
2021	1	0.0%	\$940	\$0	\$940	\$940
2021	2	0.0%	\$950	\$0	\$950	\$950

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	2.6%	\$1,070	\$0	\$1,070	\$1,070
2020	4	0.0%	\$1,100	\$0	\$1,100	\$1,100
2021	1	0.0%	\$1,100	\$0	\$1,100	\$1,100
2021	2	0.0%	\$1,125	\$0	\$1,125	\$1,125

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	4.5%	\$1,250	\$0	\$1,250	\$1,250
2020	4	0.0%	\$1,300	\$0	\$1,300	\$1,300
2021	1	0.0%	\$1,300	\$0	\$1,300	\$1,300
2021	2	0.0%	\$1,325	\$0	\$1,325	\$1,325

Trend: Comments

1Q20	Washer/dryers are available to rent for \$50 per month. The contact had no additional comments.
4Q20	Tenants can rent in-unit washer/dryers for \$50 per month. The property has negotiated payment plans for two tenants who have lost their jobs due to COVID-19; however, rent collection and vacancy has been largely unaffected.
1Q21	According to the property manager, the property has experienced no significant impact from the COVID-19 pandemic. Further, the demand for rental housing in the area is high.
2Q21	The contact noted rents are not yet at the 2021 maximum allowable levels, but are slowly working towards increasing rents. According to the property manager, the property has experienced no significant impact from the COVID-19 pandemic. Each unit offers an in-unit washer/dryer.

Photos



PROPERTY PROFILE REPORT

Ashton Creek Apartments

Effective Rent Date	6/03/2021
Location	4201 Creek Way Chester, VA 23831 Chesterfield County
Distance	N/A
Units	232
Vacant Units	10
Vacancy Rate	4.3%
Type	Garden (2 stories)
Year Built/Renovated	1994 / 2017
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	11/30/2003
Major Competitors	River's Bend, Waterside, River Forest
Tenant Characteristics	Mixed tenancy, many from out of state
Contact Name	Aurora
Phone	804-751-9292



Market Information

Program	Market
Annual Turnover Rate	26%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Changes daily, annual increase amount
Concession	None
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	Garden (2 stories)	26	710	\$1,299	\$0	Market	No	N/A	N/A	N/A	AVG*
2	2	Garden (2 stories)	126	940	\$1,425	\$0	Market	No	5	4.0%	N/A	AVG*
3	2	Garden (2 stories)	80	1,128	\$1,712	\$0	Market	No	2	2.5%	N/A	AVG*

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,299	\$0	\$1,299	\$61	\$1,360
2BR / 2BA	\$1,425	\$0	\$1,425	\$75	\$1,500
3BR / 2BA	\$1,712	\$0	\$1,712	\$89	\$1,801

Ashton Creek Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpet/Hardwood	Central A/C		
Coat Closet	Dishwasher		
Fireplace	Oven		
Refrigerator	Vaulted Ceilings		
Walk-In Closet	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Clubhouse/Meeting Room/Community	Exercise Facility	None	Dog park
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Swimming Pool	Tennis Court		

Comments

The square footages for the one-bedroom units range from 710 to 790 square feet, two-bedroom units range from 940 to 1,020 square feet, and three-bedroom units range from 1,128 to 1,208 square feet. The rent ranges are due to differences in square footage and availability; rents change daily.

Trend Report

Vacancy Rates

4Q19	2Q20	4Q20	2Q21
1.7%	3.4%	4.3%	4.3%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	4	3.8%	\$1,079	\$0	\$1,079	\$1,140
2020	2	N/A	\$989	\$0	\$989	\$1,050
2020	4	11.5%	\$1,015	\$0	\$1,015	\$1,076
2021	2	N/A	\$1,299	\$0	\$1,299	\$1,360

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	4	0.0%	\$1,093	\$0	\$1,093	\$1,168
2020	2	N/A	\$1,169	\$0	\$1,169	\$1,244
2020	4	4.0%	\$1,175	\$0	\$1,175	\$1,250
2021	2	4.0%	\$1,425	\$0	\$1,425	\$1,500

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	4	3.8%	\$1,170	\$25	\$1,145	\$1,234
2020	2	N/A	\$1,355	\$25	\$1,330	\$1,419
2020	4	2.5%	\$1,380	\$0	\$1,380	\$1,469
2021	2	2.5%	\$1,712	\$0	\$1,712	\$1,801

Trend: Comments

4Q19	The square footages for the one-bedroom units range from 710 to 790 square feet, two-bedroom units range from 940 to 1,020 square feet, and three-bedroom units range from 1,128 to 1,208 square feet. The rent ranges are due to differences in square footage and availability; rents change daily. Valet trash is required and costs an additional \$25 per month for each unit; we have included this cost in the rent and reflected trash as included in the rent. The average rent is reflected in the unit mix table. Recent renovations included new carpet, flooring, appliances, counter tops, cabinets, and bathrooms. The property does not accept Housing Choice Vouchers. The property is offering a concession of \$300 off for three-bedroom units for move-ins by November 15th.
2Q20	The square footages for the one-bedroom units range from 710 to 790 square feet, two-bedroom units range from 940 to 1,020 square feet, and three-bedroom units range from 1,128 to 1,208 square feet. The rent ranges are due to differences in square footage and availability; rents change daily. The contact reported no major changes in rent collection or vacancies from COVID-19.
4Q20	The square footages for the one-bedroom units range from 710 to 790 square feet, two-bedroom units range from 940 to 1,020 square feet, and three-bedroom units range from 1,128 to 1,208 square feet. The rent ranges are due to differences in square footage and availability; rents change daily. The contact reported no major changes in rent collection or vacancies from COVID-19. The contact attributed this to a strong local rental market and fewer tenants in impacted industries at the property.
2Q21	The square footages for the one-bedroom units range from 710 to 790 square feet, two-bedroom units range from 940 to 1,020 square feet, and three-bedroom units range from 1,128 to 1,208 square feet. The rent ranges are due to differences in square footage and availability; rents change daily.

Photos



PROPERTY PROFILE REPORT

Garden Springs

Effective Rent Date	6/03/2021
Location	10801 Dylans Walk Road Chester, VA 23831 Chesterfield County
Distance	N/A
Units	212
Vacant Units	2
Vacancy Rate	0.9%
Type	Garden (3 stories)
Year Built/Renovated	2010 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None mentioned
Tenant Characteristics	Mixed tenancy
Contact Name	Lorraine
Phone	833-228-1641



Market Information

Program	Market
Annual Turnover Rate	10%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one month
Annual Chg. in Rent	Changes daily, annual increase amount
Concession	None
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

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	868	\$1,431	\$0	Market	No	0	N/A	N/A	AVG*
2	1	Garden (3 stories)	N/A	1,007	\$1,514	\$0	Market	No	0	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,163	\$1,684	\$0	Market	No	0	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,193	\$1,679	\$0	Market	No	2	N/A	N/A	None
3	2	Garden (3 stories)	N/A	1,306	\$1,828	\$0	Market	No	0	N/A	N/A	AVG*

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,431	\$0	\$1,431	\$49	\$1,480
2BR / 1BA	\$1,514	\$0	\$1,514	\$63	\$1,577
2BR / 2BA	\$1,679 - \$1,684	\$0	\$1,679 - \$1,684	\$63	\$1,742 - \$1,747
3BR / 2BA	\$1,828	\$0	\$1,828	\$77	\$1,905

Garden Springs, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Exterior Storage	Ceiling Fan		
Microwave	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Car Wash	Clubhouse/Meeting Room/Community	None	Cyber Cafe, coffee bar and bark
Exercise Facility	Garage(\$125.00)		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Swimming Pool	Tennis Court		

Comments

The rents vary based on floor and availability with higher floors renting for more than lower floors. The property offers 52 garages for an additional \$125 per month; the garages are currently 83 percent leased. The property offers 48 storage units for an additional \$49 per month. Some floor plans do not have updated rent information as rents change frequently. The contact reported payment plans were offered for tenants that have experienced job loss from COVID-19; however, this was discontinued over the summer as tenants returned to work.

Trend Report

Vacancy Rates

4Q19	2Q20	4Q20	2Q21
3.3%	0.5%	1.4%	0.9%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	4	N/A	\$1,165	\$0	\$1,165	\$1,214
2020	2	N/A	\$1,160	\$0	\$1,160	\$1,209
2020	4	N/A	\$1,160	\$0	\$1,160	\$1,209
2021	2	N/A	\$1,431	\$0	\$1,431	\$1,480

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	4	N/A	\$1,195	\$0	\$1,195	\$1,258
2020	2	N/A	\$1,210	\$0	\$1,210	\$1,273
2020	4	N/A	\$1,210	\$0	\$1,210	\$1,273
2021	2	N/A	\$1,514	\$0	\$1,514	\$1,577

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	4	N/A	\$1,335 - \$1,407	\$0	\$1,335 - \$1,407	\$1,398 - \$1,470
2020	2	N/A	\$1,353 - \$1,407	\$0	\$1,353 - \$1,407	\$1,416 - \$1,470
2020	4	N/A	\$1,353 - \$1,407	\$0	\$1,353 - \$1,407	\$1,416 - \$1,470
2021	2	N/A	\$1,679 - \$1,684	\$0	\$1,679 - \$1,684	\$1,742 - \$1,747

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	4	N/A	\$1,382 - \$1,487	\$0	\$1,382 - \$1,487	\$1,459 - \$1,564
2020	2	N/A	\$1,554	\$0	\$1,554	\$1,631
2020	4	N/A	\$1,554	\$0	\$1,554	\$1,631
2021	2	N/A	\$1,828	\$0	\$1,828	\$1,905

Trend: Comments

4Q19	The rents vary based on floor and availability with higher floors renting for more than lower floors. The property offers 52 garages for an additional \$125 per month; the garages are currently 83 percent leased. The property offers 48 storage units for an additional \$49 per month; the storage units are currently 50 percent leased.
2Q20	The rents vary based on floor and availability with higher floors renting for more than lower floors. The property offers 52 garages for an additional \$125 per month; the garages are currently 83 percent leased. The property offers 48 storage units for an additional \$49 per month. Some floor plans do not have updated rent information as rents change frequently. The contact reported payment plans are being offered for tenants that have experienced job loss from COVID-19.
4Q20	The rents vary based on floor and availability with higher floors renting for more than lower floors. The property offers 52 garages for an additional \$125 per month; the garages are currently 83 percent leased. The property offers 48 storage units for an additional \$49 per month. Some floor plans do not have updated rent information as rents change frequently. The contact reported payment plans were offered for tenants that have experienced job loss from COVID-19; however, this was discontinued over the summer as tenants returned to work. The contact estimated that any resulting collection loss from the pandemic was in the low single digits as a percentage.
2Q21	The rents vary based on floor and availability with higher floors renting for more than lower floors. The property offers 52 garages for an additional \$125 per month; the garages are currently 83 percent leased. The property offers 48 storage units for an additional \$49 per month. Some floor plans do not have updated rent information as rents change frequently. The contact reported payment plans were offered for tenants that have experienced job loss from COVID-19; however, this was discontinued over the summer as tenants returned to work.

Photos



PROPERTY PROFILE REPORT

Hyde Park Apartments

Effective Rent Date	6/04/2021
Location	4223 Hyde Park Drive Chester, VA 23831 Chesterfield County
Distance	N/A
Units	279
Vacant Units	20
Vacancy Rate	7.2%
Type	Various (2 stories)
Year Built/Renovated	1974 / 2000
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Chester Townhomes, Courthouse Greens
Tenant Characteristics	Mixed tenancy from Virginia; large amount of military personnel
Contact Name	Savannah
Phone	804-748-5883



Market Information

Program	Market
Annual Turnover Rate	37%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one month
Annual Chg. in Rent	Fluctuate oftem
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	Garden (2 stories)	115	700	\$1,120	\$0	Market	No	6	5.2%	N/A	AVG*
2	1.5	Townhouse (2 stories)	69	1,400	\$1,464	\$0	Market	No	5	7.2%	N/A	AVG*
3	1.5	Townhouse (2 stories)	61	1,400	\$1,600	\$0	Market	No	3	4.9%	N/A	AVG*
3	2.5	Townhouse (3 stories)	12	2,100	\$1,650	\$0	Market	No	6	50.0%	N/A	AVG*
4	2.5	Townhouse (3 stories)	22	2,100	\$1,750	\$0	Market	No	0	0.0%	N/A	AVG*

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,120	\$0	\$1,120	\$61	\$1,181
2BR / 1.5BA	\$1,464	\$0	\$1,464	\$75	\$1,539
3BR / 1.5BA	\$1,600	\$0	\$1,600	\$89	\$1,689
3BR / 2.5BA	\$1,650	\$0	\$1,650	\$89	\$1,739
4BR / 2.5BA	\$1,750	\$0	\$1,750	\$110	\$1,860

Hyde Park Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Fireplace	Garbage Disposal		
Oven	Refrigerator		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Dog Park
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Recreation Areas	Swimming Pool		
Tennis Court			

Comments

The contact stated the property is renovating select units as they become available. Rents have been averaged among floorplans. The contact stated vacancies have not changed due to COVID-19 but some tenants are on payment plans due to job loss.

Hyde Park Apartments, continued

Trend Report

Vacancy Rates

1Q19	1Q20	2Q20	2Q21
5.0%	3.6%	2.2%	7.2%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	5.2%	\$877	\$0	\$877	\$938
2020	1	2.6%	\$787	\$0	\$787	\$848
2020	2	2.6%	\$787	\$0	\$787	\$848
2021	2	5.2%	\$1,120	\$0	\$1,120	\$1,181

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	5.8%	\$1,023	\$0	\$1,023	\$1,098
2020	1	2.9%	\$1,110	\$0	\$1,110	\$1,185
2020	2	N/A	\$1,180	\$0	\$1,180	\$1,255
2021	2	7.2%	\$1,464	\$0	\$1,464	\$1,539

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
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3BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	4.9%	\$1,254	\$0	\$1,254	\$1,343
2020	1	4.9%	\$1,190	\$0	\$1,190	\$1,279
2020	2	4.9%	\$1,250	\$0	\$1,250	\$1,339
2021	2	4.9%	\$1,600	\$0	\$1,600	\$1,689

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	8.3%	\$1,571	\$0	\$1,571	\$1,660
2020	1	8.3%	\$1,425	\$0	\$1,425	\$1,514
2020	2	8.3%	\$1,425	\$0	\$1,425	\$1,514
2021	2	50.0%	\$1,650	\$0	\$1,650	\$1,739

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
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4BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	0.0%	\$1,779	\$0	\$1,779	\$1,889
2020	1	4.5%	\$1,559	\$0	\$1,559	\$1,669
2020	2	4.5%	\$1,559	\$0	\$1,559	\$1,669
2021	2	0.0%	\$1,750	\$0	\$1,750	\$1,860

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
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Trend: Comments

1Q19	The property does not accept Housing Choice Vouchers. The rents provided in the profile are base rents. The rents vary based on various upgrades in the units and/or a pool view. The rents shown are the low end of the ranges reported by CoStar. A reserved parking space is \$20 per month.
1Q20	The property does not accept Housing Choice Vouchers. The rents provided in the profile are base rents. The rents vary based on various upgrades in the units and/or a pool view.
2Q20	The contact stated the property is renovating select units as they become available. Rents have been averaged among floorplans. The contact stated vacancies have not changed due to COVID-19 but some tenants are on payment plans due to job loss.
2Q21	N/A

Photos



PROPERTY PROFILE REPORT

River Forest Apartments

Effective Rent Date	6/04/2021
Location	5701 Quiet Pine Circle Chester, VA 23831 Chesterfield County
Distance	N/A
Units	240
Vacant Units	12
Vacancy Rate	5.0%
Type	Garden (3 stories)
Year Built/Renovated	1998 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Grand Oaks, Rivermont
Tenant Characteristics	Mixed tenancy
Contact Name	Tanya
Phone	804-552-2064



Market Information

Program	Market
Annual Turnover Rate	35%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one month
Annual Chg. in Rent	Changes daily, increase of three to six percent
Concession	None
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	Garden (3 stories)	160	768	\$1,357	\$0	Market	No	6	3.8%	N/A	AVG*
2	2	Garden (3 stories)	80	1,097	\$1,519	\$0	Market	No	6	7.5%	N/A	AVG*

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,357	\$0	\$1,357	\$61	\$1,418
2BR / 2BA	\$1,519	\$0	\$1,519	\$75	\$1,594

River Forest Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Perimeter Fencing	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Ceiling Fan	Fireplace		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Vaulted Ceilings	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Garage(\$100.00)		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Sauna	Swimming Pool		
Tennis Court	Volleyball Court		

Comments

Management reported that rents change daily. Units vary in square footage so rents are averaged. The contact reported no changes in rent collection or vacancies from COVID-19, but overall inquiries and traffic have decreased. The property contact stated that the traffic and occupancy has since recovered. The property is in the process of completing interior renovations as tenants move out. The rental survey reflects unrenovated units. Renovated units range from an additional \$50-\$178/month depending on unit type.

River Forest Apartments, continued

Trend Report

Vacancy Rates

4Q19	2Q20	4Q20	2Q21
3.3%	0.4%	0.4%	5.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	4	0.0%	\$1,120	\$0	\$1,120	\$1,181
2020	2	0.6%	\$1,010	\$0	\$1,010	\$1,071
2020	4	0.6%	\$1,025	\$0	\$1,025	\$1,086
2021	2	3.8%	\$1,357	\$0	\$1,357	\$1,418

2.5BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
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2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	4	10.0%	\$1,261	\$0	\$1,261	\$1,336
2020	2	0.0%	\$1,202	\$0	\$1,202	\$1,277
2020	4	0.0%	\$1,305	\$0	\$1,305	\$1,380
2021	2	7.5%	\$1,519	\$0	\$1,519	\$1,594

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
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Trend: Comments

4Q19	Management was not available to comment but we were referred to the website where pricing and availability was obtained. Market characteristics are from the previous interview conducted in late 2017. The unit sizes and rents range for each unit type. Prices were not available by floorplan and we have therefore reflected the average unit size and rent for each unit type.
2Q20	Management reported that rents change daily. Units vary in square footage so rents are averaged. The contact reported no changes in rent collection or vacancies from COVID-19, but overall inquiries and traffic has decreased.
4Q20	Management reported that rents change daily. Units vary in square footage so rents are averaged. The contact reported no changes in rent collection or vacancies from COVID-19, but overall inquiries and traffic have decreased.
2Q21	Management reported that rents change daily. Units vary in square footage so rents are averaged. The contact reported no changes in rent collection or vacancies from COVID-19, but overall inquiries and traffic have decreased. The property contact stated that the traffic and occupancy has since recovered. The property is in the process of completing interior renovations as tenants move out. The rental survey reflects unrenovated units. Renovated units range from an additional \$50-\$178/month depending on unit type.

Photos



PROPERTY PROFILE REPORT

Waterside At Ironbridge Apartments

Effective Rent Date	6/03/2021
Location	11800 Lake Falls Drive Chester, VA 23831 Chesterfield County
Distance	N/A
Units	265
Vacant Units	5
Vacancy Rate	1.9%
Type	Garden (3 stories)
Year Built/Renovated	1988 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	12/01/2003
Major Competitors	Ashton Creek, River Forest
Tenant Characteristics	Mixed tenancy
Contact Name	Amy
Phone	804-748-6200



Market Information

Program	Market
Annual Turnover Rate	40%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one month
Annual Chg. in Rent	Changes daily, annual unknown
Concession	None
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

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)	60	656	\$1,111	\$0	Market	No	4	6.7%	N/A	AVG*
1	1	Garden (3 stories)	38	816	\$1,281	\$0	Market	No	0	0.0%	N/A	AVG*
2	2	Garden (3 stories)	119	949	\$1,399	\$0	Market	No	1	0.8%	N/A	AVG*
3	2	Garden (3 stories)	48	1,113	\$1,546	\$0	Market	No	0	0.0%	N/A	AVG*

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,111 - \$1,281	\$0	\$1,111 - \$1,281	\$49	\$1,160 - \$1,330
2BR / 2BA	\$1,399	\$0	\$1,399	\$63	\$1,462
3BR / 2BA	\$1,546	\$0	\$1,546	\$77	\$1,623

Waterside At Ironbridge Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Clubhouse/Meeting Room/Community	Exercise Facility	None	None
Off-Street Parking	Playground		
Swimming Pool	Tennis Court		

Comments

Rents change daily based on availability and floor with first floor units renting for less than third floor units. The contact stated no changes in vacancies or rent collections from COVID-19.

Waterside At Ironbridge Apartments, continued

Trend Report

Vacancy Rates

4Q19	2Q20	4Q20	2Q21
1.1%	0.0%	1.9%	1.9%

Trend: Market

1.5BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
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1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	4	0.0%	\$961	\$0	\$961	\$1,010
2020	2	0.0%	\$961	\$0	\$961	\$1,010
2020	4	3.3%	\$961	\$0	\$961	\$1,010
2021	2	4.1%	\$1,111 - \$1,281	\$0	\$1,111 - \$1,281	\$1,160 - \$1,330

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	4	0.0%	\$1,051	\$0	\$1,051	\$1,114
2020	2	0.0%	\$1,051	\$0	\$1,051	\$1,114
2020	4	0.0%	\$1,051	\$0	\$1,051	\$1,114

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	4	2.5%	\$1,121	\$0	\$1,121	\$1,184
2020	2	0.0%	\$1,121	\$0	\$1,121	\$1,184
2020	4	2.5%	\$1,121	\$0	\$1,121	\$1,184
2021	2	0.8%	\$1,399	\$0	\$1,399	\$1,462

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	4	0.0%	\$1,265	\$0	\$1,265	\$1,342
2020	2	0.0%	\$1,260	\$0	\$1,260	\$1,337
2020	4	0.0%	\$1,260	\$0	\$1,260	\$1,337
2021	2	0.0%	\$1,546	\$0	\$1,546	\$1,623

Trend: Comments

4Q19	Management was not available to comment but we were referred to the website where pricing and availability was obtained. Market characteristics are from the previous interview conducted in 2014. Rents change daily based on availability and floor with first floor units renting for less than third floor units.
2Q20	Rents change daily based on availability and floor with first floor units renting for less than third floor units. The contact stated no changes in vacancies or rent collections from COVID-19.
4Q20	N/A
2Q21	N/A

Photos

