

# MARKET STUDY

Property:  
Fairfax Hall Apartments  
1101 Reservoir Street  
Waynesboro, Virginia 22980



Type of Property:  
Affordable Multifamily Development  
Elderly  
Renovation

Date of Report:  
March 4, 2023

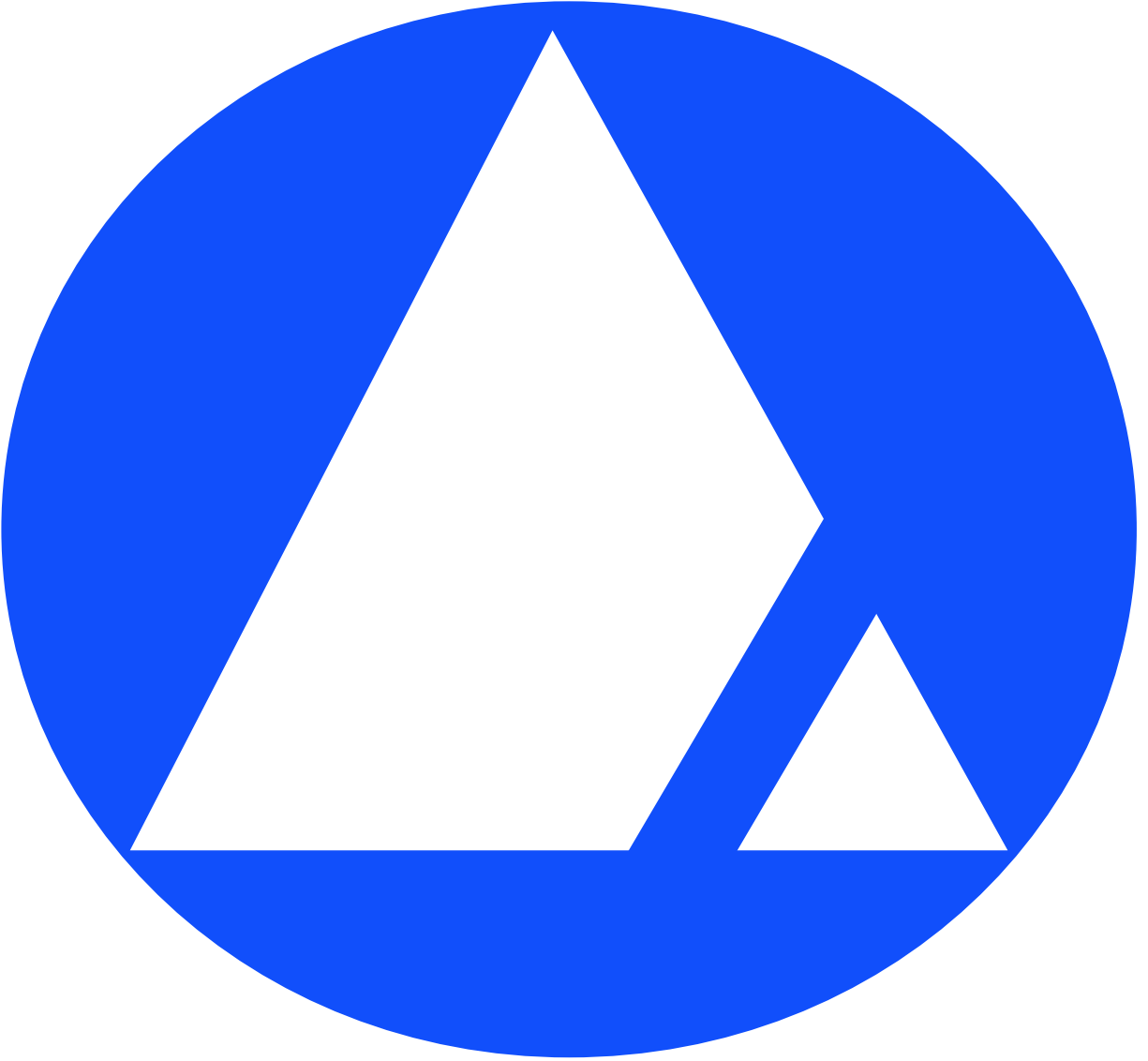
Effective Date:  
February 21, 2023

Date of Site Visit:  
January 29, 2023

Prepared For:  
Mr. Jeffrey Michael Meyer  
VCDC  
1840 W Broad Street #200  
Richmond, Virginia 23220  
Mobile: 804-543-2208  
E-mail: [jmeyer@vibrantcommunities.us](mailto:jmeyer@vibrantcommunities.us)

Prepared By:  
Allen & Associates Consulting, Inc.  
P.O. Box 79196  
Charlotte, North Carolina 28271  
Phone: 704-905-2276 | Fax: 704-220-0470  
E-mail: [allenadvisors@gmail.com](mailto:allenadvisors@gmail.com)

AAC File Number:  
23-003





Allen & Associates Consulting, Inc.  
P.O. Box 79196  
Charlotte, North Carolina 28271  
Phone: 704-905-2276 | Fax: 704-220-0470  
E-mail: allenadvisors@gmail.com

March 4, 2023

Mr. Jeffrey Michael Meyer  
VCDC  
1840 W Broad Street #200  
Richmond, Virginia 23220

Re: Fairfax Hall Apartments

Dear Mr. Jeffrey Michael Meyer:

The subject property, known as Fairfax Hall Apartments, is an existing affordable multifamily development located at 1101 Reservoir Street, Waynesboro, Virginia. The subject property consists of 54 revenue-producing units originally constructed in 1890 and renovated in 2001. The sponsor has proposed to renovate the property with an allocation of tax credits. The subject property is a 55+ age restricted community.

The subject property is proposed to consist of 54 revenue-producing units including 0, 1 and 2-bedroom garden apartments. A total of 27 units are proposed to be income restricted to 50% of AMI; a total of 27 units are proposed to be income restricted to 60% of AMI; no units are proposed to be set aside as market rate units; a total of 12 units are proposed to benefit from project-based rental assistance; no units are proposed to benefit from HOME financing. The rent and income restrictions associated with the proposed allocation of tax credits will run for the next 30 years.

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

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

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

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

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

Feel free to contact us with any questions or comments.

Respectfully submitted:  
ALLEN & ASSOCIATES CONSULTING

A handwritten signature in blue ink, appearing to read "Jeff Carroll", is positioned above the printed name.

Jeff Carroll

## EXECUTIVE SUMMARY

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

### Project Description

The subject property, known as Fairfax Hall Apartments, is an existing affordable multifamily development located at 1101 Reservoir Street, Waynesboro, Virginia. The subject property consists of 54 revenue-producing units originally constructed in 1890 and renovated in 2001. The sponsor has proposed to renovate the property with an allocation of tax credits. The subject property is a 55+ age restricted community.

### Proposed Unit Mix

The subject property is proposed to consist of 54 revenue-producing units including 0, 1 and 2-bedroom garden apartments. A total of 27 units are proposed to be income restricted to 50% of AMI; a total of 27 units are proposed to be income restricted to 60% of AMI; no units are proposed to be set aside as market rate units; a total of 12 units are proposed to benefit from project-based rental assistance; no units are proposed to benefit from HOME financing. The rent and income restrictions associated with the proposed allocation of tax credits will run for the next 30 years.

Proposed Unit Configuration						
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Gross Rent	UA	Net Rent
0BR-1BA-426.5sf / 50% of AMI / 40% of AMI	No	Yes	2	\$745	\$0	\$745
0BR-1BA-498sf / 50% of AMI / 40% of AMI	No	Yes	1	\$745	\$0	\$745
1BR-1BA-636.5sf / 50% of AMI / 40% of AMI	No	Yes	2	\$764	\$0	\$764
1BR-1BA-834sf / 50% of AMI / 40% of AMI	No	Yes	1	\$764	\$0	\$764
1BR-1BA-475sf / 50% of AMI / 50% of AMI	No	No	1	\$650	\$0	\$650
1BR-1BA-528sf / 50% of AMI / 50% of AMI	No	Yes	3	\$650	\$0	\$650
1BR-1BA-546sf / 50% of AMI / 50% of AMI	No	No	1	\$650	\$0	\$650
1BR-1BA-579sf / 50% of AMI / 50% of AMI	No	No	5	\$650	\$0	\$650
1BR-1BA-628sf / 50% of AMI / 50% of AMI	No	No	7	\$650	\$0	\$650
1BR-1BA-670sf / 50% of AMI / 50% of AMI	No	No	1	\$650	\$0	\$650
1BR-1BA-425sf / 60% of AMI / 60% of AMI	No	No	1	\$720	\$0	\$720
1BR-1BA-526sf / 60% of AMI / 60% of AMI	No	No	7	\$720	\$0	\$720
1BR-1BA-570sf / 60% of AMI / 60% of AMI	No	No	8	\$720	\$0	\$720
1BR-1BA-619.5sf / 60% of AMI / 60% of AMI	No	No	9	\$720	\$0	\$720
1BR-1BA-688sf / 60% of AMI / 60% of AMI	No	No	1	\$720	\$0	\$720
1BR-1BA-737sf / 60% of AMI / 60% of AMI	No	No	1	\$720	\$0	\$720
2BR-1.5BA-833sf / 50% of AMI / 50% of AMI	No	Yes	1	\$1,001	\$0	\$1,001
2BR-1.5BA-895sf / 50% of AMI / 50% of AMI	No	Yes	1	\$1,001	\$0	\$1,001
2BR-1.5BA-1140sf / 50% of AMI / 50% of AMI	No	Yes	1	\$1,001	\$0	\$1,001
Total/Average			54	\$716	\$0	\$716

### Site Description

The subject property includes an irregular-shaped parcel consisting of approximately 2.981 acres and approximately 360 feet of road frontage.

A total of 70 parking spaces are planned for this development (66 regular / 4 accessible / 1.30 spaces per unit). Privately-owned parking areas are planned for the subject property. We normally see 1.0 to 1.5 spaces per unit for projects like the subject. Public transportation is found in the immediate area. In our opinion, the current parking appears adequate for

### Additional Considerations:

Zoning	R-2. Legal, conforming use.
Environmental	1890 construction. Suspected environmental conditions.
Topography	No issues detected.
Flood	Zone X. Outside the 100-year flood zone.
DDA Status	Waynesboro, Virginia. Not designated as a Difficult to Develop Area.

QCT Status	Tract 22.00. Designated as a Qualified Census Tract.
Access	Good. Located near a moderately-traveled road.
Visibility	Good. Moderate traffic and significant frontage.

In our opinion, the site is suitable for development.

Neighborhood Description

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

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

Additional Considerations:

Crime	Similar to market average.
Schools	Similar to market average.
Average Commute	Shorter than market average.

In our opinion, the neighborhood is suitable for development.

Primary Market Area

We defined the primary market area by generating a 20-minute drive time zone around the subject property. We also considered existing concentrations of multifamily properties and the nearest census tract boundaries in our analysis.

The primary market area includes a population of 103,705 persons and covers a total of 404.3 square miles, making it 22.7 miles across on average.

We estimate that up to 40 percent of demand will come from areas outside of the primary market area.

Demographic Characteristics

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

Population	Market area population currently stands at 103,705 and is projected to grow 0.7 percent this year.
Households	Market area households currently stand at 46,819 and is projected to grow 0.7 percent this year.
Renter Households	Market area renter households currently stand at 14,109 and is projected to grow 0.7 percent this year.
Renter Tenure	Market area renter tenure currently stands at 30.1 percent.
Rent Growth	Market area rents have grown 3.11% annually since 2010.

Regional Economic Outlook

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

Est Employment	Regional establishment employment currently stands at 224,800 and is projected to grow 1.3 percent this year.
Civ Employment	Regional civilian employment currently stands at 151,498 and is projected to grow 0.7 percent this year.
Empl by Industry	Regional establishment employment currently stands at 221,904. The data suggests that State and Local Government is the largest employment category accounting for 20.0% of total regional employment. Health Care and Social Assistance is the second largest category accounting for 9.7% of total employment. Retail Trade is the

Top Employers

third largest category accounting for 8.4% of total employment. Accommodation and Food Services is the fourth largest category accounting for 8.1% of total employment. Professional and Technical Services is the fifth largest category accounting for 7.6% of total. The top employers include: (1) University Hospital (11000 employees); (2) U VA Neurological Surgery (5001 employees) and; (3) Augusta Health Care Home Med (2000 employees).

Supply Analysis

Our analysis includes a total of 68 confirmed market area properties consisting of 5,324 units. The occupancy rate for these units currently stands at 95 percent. This rate reflects the occupancy for all confirmed market area units, regardless of project status (stabilized, under construction, proposed, etc.).

The following tables summarize our findings for this market area:

Grand Total				
Project Type	Properties	Units	Vacant	Occupancy
Market Rate	39	3,293	69	98%
Restricted	22	1,032	179	83%
Subsidized	7	999	42	96%
Total	68	5,324	290	95%

Stabilized				
Family				
Project Type	Properties	Units	Vacant	Occupancy
Market Rate	38	3,275	51	98%
Restricted	13	647	13	98%
Subsidized	3	483	10	98%
Total	54	4,405	74	98%

Elderly				
Project Type	Properties	Units	Vacant	Occupancy
Market Rate	0	0	0	0%
Restricted	6	239	20	92%
Subsidized	3	384	0	100%
Total	9	623	20	97%

Pipeline				
Family				
Project Type	Properties	Units	Vacant	Occupancy
Market Rate	1	18	18	0%
Restricted	3	146	146	0%
Subsidized	0	32	32	0%
Total	4	196	196	0%

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

### Most Comparable Properties

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

Key	Property	Units	Occupancy	Built	Renovated	Rents	Type	Miles to Sub
003	Apartments at Goose Creek F	148	100%	2021	na	Market Rate	Family	7.35
010	Big Sky Apartments Phase 2	114	100%	2017	na	Market Rate	Family	10.83
012	Brandon Ladd Apartments	169	100%	1958	na	Market Rate	Family	3.47
097	Vue (The)	129	98%	2020	na	Market Rate	Family	9.41
104	Windigrove Apartments Phasi	146	100%	2021	na	Market Rate	Family	3.19
107	Summit Apartments Homes (	190	98%	2020	na	Market Rate	Family	9.16

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

Key	Property	Units	Occupancy	Built	Renovated	Rents	Type	Miles to Sub
031	Fairfax Hall Apartments	54	85%	1890	2001	Restricted	Elderly	0.00
037	Gateway Senior Apartments	80	86%	2022	na	Restricted	Elderly	6.65
066	Montague Terrace	96	97%	2012	na	Restricted	Family	10.38
068	Mountain Laurel Manor II	48	100%	2020	na	Restricted	Family	7.51
072	Oakmont Apartments	24	100%	1990	na	Restricted	Elderly	11.20
095	Valley View Seniors Apartmer	71	99%	2007	na	Restricted	Elderly	10.70

### Achievable Rents

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

Unit Type / Income Limit / Rent Limit	Achievable Rents			Units	Achievable	Proposed	Advantage
	HOME	Subsidized					
0BR-1BA-426.5sf / 50% of AMI / 40% of AMI	No	Yes		2	\$975	\$745	23.6%
0BR-1BA-498sf / 50% of AMI / 40% of AMI	No	Yes		1	\$975	\$745	23.6%
1BR-1BA-636.5sf / 50% of AMI / 40% of AMI	No	Yes		2	\$1,125	\$764	32.1%
1BR-1BA-834sf / 50% of AMI / 40% of AMI	No	Yes		1	\$1,125	\$764	32.1%
1BR-1BA-475sf / 50% of AMI / 50% of AMI	No	No		1	\$746	\$650	12.9%
1BR-1BA-528sf / 50% of AMI / 50% of AMI	No	Yes		3	\$1,125	\$650	42.2%
1BR-1BA-546sf / 50% of AMI / 50% of AMI	No	No		1	\$746	\$650	12.9%
1BR-1BA-579sf / 50% of AMI / 50% of AMI	No	No		5	\$746	\$650	12.9%
1BR-1BA-628sf / 50% of AMI / 50% of AMI	No	No		7	\$746	\$650	12.9%
1BR-1BA-670sf / 50% of AMI / 50% of AMI	No	No		1	\$746	\$650	12.9%
1BR-1BA-425sf / 60% of AMI / 60% of AMI	No	No		1	\$810	\$720	11.1%
1BR-1BA-526sf / 60% of AMI / 60% of AMI	No	No		7	\$810	\$720	11.1%
1BR-1BA-570sf / 60% of AMI / 60% of AMI	No	No		8	\$810	\$720	11.1%
1BR-1BA-619.5sf / 60% of AMI / 60% of AMI	No	No		9	\$810	\$720	11.1%
1BR-1BA-688sf / 60% of AMI / 60% of AMI	No	No		1	\$810	\$720	11.1%
1BR-1BA-737sf / 60% of AMI / 60% of AMI	No	No		1	\$810	\$720	11.1%
2BR-1.5BA-833sf / 50% of AMI / 50% of AMI	No	Yes		1	\$1,525	\$1,001	34.4%
2BR-1.5BA-895sf / 50% of AMI / 50% of AMI	No	Yes		1	\$1,525	\$1,001	34.4%
2BR-1.5BA-1140sf / 50% of AMI / 50% of AMI	No	Yes		1	\$1,525	\$1,001	34.4%
Total / Average				54	\$876	\$716	18.3%

Our analysis suggests an average achievable rent of \$876 for the subject property. This is compared with an average proposed rent of \$716, yielding an achievable rent advantage of 18.3 percent. Overall, the subject property appears to be priced at or below achievable rents for the area.

### NCHMA Demand Analysis

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



Unit Type / Rent Type / Income Limit	Vac Units at Market Entry	Gross Demand	Vacant & Pipeline Units	Capture Rate Gross	Capture Rate Net	Penetration Rate	Absorption Pd (Mos)
0-Bedroom / Subsidized / 50% of AMI	1	2,185	0	0.0%	0.0%	0.0%	<1
1-Bedroom / Subsidized / 50% of AMI	3	2,706	0	0.1%	0.1%	17.9%	<1
1-Bedroom / Restricted / 50% of AMI	7	1,330	4	0.5%	0.5%	8.0%	<1
1-Bedroom / Restricted / 60% of AMI	14	1,461	9	1.0%	1.0%	6.0%	2
2-Bedroom / Subsidized / 50% of AMI	2	2,706	0	0.1%	0.1%	0.1%	<1
Project-Wide Gross Capture Rate				1.6%			
Project-Wide Net Capture Rate				1.6%			
Project-Wide Penetration Rate				40.2%			
Stabilized Occupancy				96%			
Project-Wide Absorption Period				2 mos			

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

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

Our analysis suggests that the subject property will stabilize at 96 percent occupancy. We estimate 2 months of absorption and an average absorption rate of 11.0 units per month for this project. In our opinion, the absorption period suggests an appropriate number and mix of units for the subject property.

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

#### VHDA Demand Analysis

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

Project-Wide Capture Rate - LIHTC Units	2.1%
Project-Wide Capture Rate - Market Units	0.0%
Project-Wide Capture Rate - All Units	2.1%
Project-Wide Absorption Period (Months)	2 mos

#### Conclusion

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

Because of the demonstrated depth of demand in this area, we do not believe the construction of this property will have an adverse impact on existing projects in the market area.

Fairfax Hall Apartments  
 1101 Reservoir Street  
 Waynesboro, Virginia 22980

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Minimum Income				\$19,500	\$21,600				
Maximum Income	\$31,850			\$31,850	\$38,220				\$38,220
New Rental Households	65			17	21				103
(+)									
Existing Households - Overburdened	1,109			287	360				1,756
(+)									
Existing Households - Substandard Housing	123			32	40				195
(+)									
Elderly Households - Likely to Convert to Rental Housing	326			86	108				
(+)									
Existing Qualifying Tenants - To Remain After Renovation	6			8	13				27
(+)									
Total Demand	1,629			429	542				2,080
(-)									
Supply (Directly Comparable Vacant Units Completed or in Pipeline in PMA)				4	9				13
(=)									
Net Demand	1,629			425	533				2,067
Proposed Units	12			15	27				54
Capture Rate	0.7%			3.5%	5.1%				2.6%
Absorption Period (Months)	2 mos			2 mos	2 mos				2 mos

## TABLE OF CONTENTS

PROJECT OVERVIEW.....	PAGE 12
IMPROVEMENT DESCRIPTION & ANALYSIS.....	PAGE 16
SITE DESCRIPTION & ANALYSIS.....	PAGE 21
NEIGHBORHOOD DESCRIPTION & ANALYSIS.....	PAGE 27
SUBJECT PROPERTY PHOTOS.....	PAGE 33
MARKET AREA.....	PAGE 34
ECONOMIC OUTLOOK.....	PAGE 38
DEMOGRAPHIC CHARACTERISTICS.....	PAGE 44
SUPPLY ANALYSIS.....	PAGE 52
RENT COMPARABILITY ANALYSIS.....	PAGE 82
NCHMA DEMAND ANALYSIS.....	PAGE 127
VHDA DEMAND ANALYSIS.....	PAGE 150
VHDA DEMAND ANALYSIS (UNSUBSIDIZED).....	PAGE 161
APPENDIX.....	PAGE 170

## PROJECT OVERVIEW

### Project Description

The subject property, known as Fairfax Hall Apartments, is an existing affordable multifamily development located at 1101 Reservoir Street, Waynesboro, Virginia. The subject property consists of 54 revenue-producing units originally constructed in 1890 and renovated in 2001. The sponsor has proposed to renovate the property with an allocation of tax credits. The subject property is a 55+ age restricted community.

Select project details are summarized below:

Project Description	
Property Name	Fairfax Hall Apartments
Street Number	1101
Street Name	Reservoir
Street Type	Street
City	Waynesboro
County	Waynesboro City
State	Virginia
Zip	22980
Units	54
Year Built	1890
Project Rent	Restricted
Project Type	Elderly
Project Status	Prop Rehab
Financing Type	Tax Credit
Latitude	38.0697
Longitude	-78.8710

### Scope of Renovation

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

### Construction and Lease-Up Schedule

We anticipate a 14-month construction period for this project. Assuming a December 1, 2023 closing, this yields a date of completion of February 1, 2025. Our demand analysis (found later in this report) suggests a 2-month absorption period. This yields a date of stabilization of April 1, 2025.

### Unit Configuration

The subject property currently consists of 54 revenue-producing units including 0, 1 and 2-bedroom garden apartments. A total of 26 units are currently income restricted to 50% of AMI; a total of 28 units are currently income restricted to 60% of AMI; no units are currently set aside as market rate units; no units currently benefit from project-based rental assistance. The subject property currently stands at 98% occupancy.

Current Unit Configuration										
BR	BA	SF	Unit Type	Income Limit	Rent Limit	HOME Units	Subs Units	Total Units	Gross Rent	Net Rent
0	1.0	462	Garden/Flat	50%	50%	No	No	4	\$650	\$650
0	1.0	462	Garden/Flat	60%	60%	No	No	4	\$730	\$730
1	1.0	628	Garden/Flat	50%	50%	No	No	19	\$690	\$690
1	1.0	534	Garden/Flat	50%	50%	No	No	3	\$690	\$690
1	1.0	641	Garden/Flat	60%	60%	No	No	23	\$785	\$785
2	1.5	1,139	Garden/Flat	60%	60%	No	No	1	\$850	\$850
Total/Average		613						54	\$733	\$733

The subject property is proposed to consist of 54 revenue-producing units including 0, 1 and 2-bedroom garden apartments. A total of 27 units are proposed to be income restricted to 50% of AMI; a total of 27 units are proposed to be income restricted to 60% of AMI; no units are proposed to be set aside as market rate units; a total of 12 units are proposed to benefit from project-based rental assistance; no units are proposed to benefit from HOME financing. The rent and income restrictions associated with the proposed allocation of tax credits will run for the next 30 years.

Proposed Unit Configuration

BR	BA	SF	Unit Type	Income Limit	Rent Limit	HOME Units	Subs Units	Total Units	Gross Rent	Net Rent
0	1.0	427	Garden/Flat	50%	40%	No	Yes	2	\$745	\$745
0	1.0	498	Garden/Flat	50%	40%	No	Yes	1	\$745	\$745
1	1.0	637	Garden/Flat	50%	40%	No	Yes	2	\$764	\$764
1	1.0	834	Garden/Flat	50%	40%	No	Yes	1	\$764	\$764
1	1.0	475	Garden/Flat	50%	50%	No	No	1	\$650	\$650
1	1.0	528	Garden/Flat	50%	50%	No	Yes	3	\$650	\$650
1	1.0	546	Garden/Flat	50%	50%	No	No	1	\$650	\$650
1	1.0	579	Garden/Flat	50%	50%	No	No	5	\$650	\$650
1	1.0	628	Garden/Flat	50%	50%	No	No	7	\$650	\$650
1	1.0	670	Garden/Flat	50%	50%	No	No	1	\$650	\$650
1	1.0	425	Garden/Flat	60%	60%	No	No	1	\$720	\$720
1	1.0	526	Garden/Flat	60%	60%	No	No	7	\$720	\$720
1	1.0	570	Garden/Flat	60%	60%	No	No	8	\$720	\$720
1	1.0	620	Garden/Flat	60%	60%	No	No	9	\$720	\$720
1	1.0	688	Garden/Flat	60%	60%	No	No	1	\$720	\$720
1	1.0	737	Garden/Flat	60%	60%	No	No	1	\$720	\$720
2	1.5	833	Garden/Flat	50%	50%	No	Yes	1	\$1,001	\$1,001
2	1.5	895	Garden/Flat	50%	50%	No	Yes	1	\$1,001	\$1,001
2	1.5	1,140	Garden/Flat	50%	50%	No	Yes	1	\$1,001	\$1,001
Total/Average		603						54	\$716	\$716

## Income & Rent Limits

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

Income Limits						
HH Size	30% of AMI	40% of AMI	50% of AMI	60% of AMI	70% of AMI	80% of AMI
1.0 Person	\$16,740	\$22,320	\$27,900	\$33,480	\$39,060	\$44,640
2.0 Person	\$19,110	\$25,480	\$31,850	\$38,220	\$44,590	\$50,960
3.0 Person	\$21,510	\$28,680	\$35,850	\$43,020	\$50,190	\$57,360
4.0 Person	\$23,880	\$31,840	\$39,800	\$47,760	\$55,720	\$63,680
5.0 Person	\$25,800	\$34,400	\$43,000	\$51,600	\$60,200	\$68,800
6.0 Person	\$27,720	\$36,960	\$46,200	\$55,440	\$64,680	\$73,920
7.0 Person	\$29,640	\$39,520	\$49,400	\$59,280	\$69,160	\$79,040
8.0 Person	\$31,530	\$42,040	\$52,550	\$63,060	\$73,570	\$84,080

Source: HUD; State Housing Finance Agency

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

Historical Median Income		
Year	\$	Change
2012	\$59,800	1.4%
2013	\$62,700	4.8%
2014	\$58,900	-6.1%
2015	\$57,400	-2.5%
2016	\$62,300	8.5%
2017	\$64,500	3.5%
2018	\$64,300	-0.3%
2019	\$69,200	7.6%
2020	\$71,400	3.2%
2021	\$71,200	-0.3%
2022	\$83,600	17.4%

Source: HUD

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

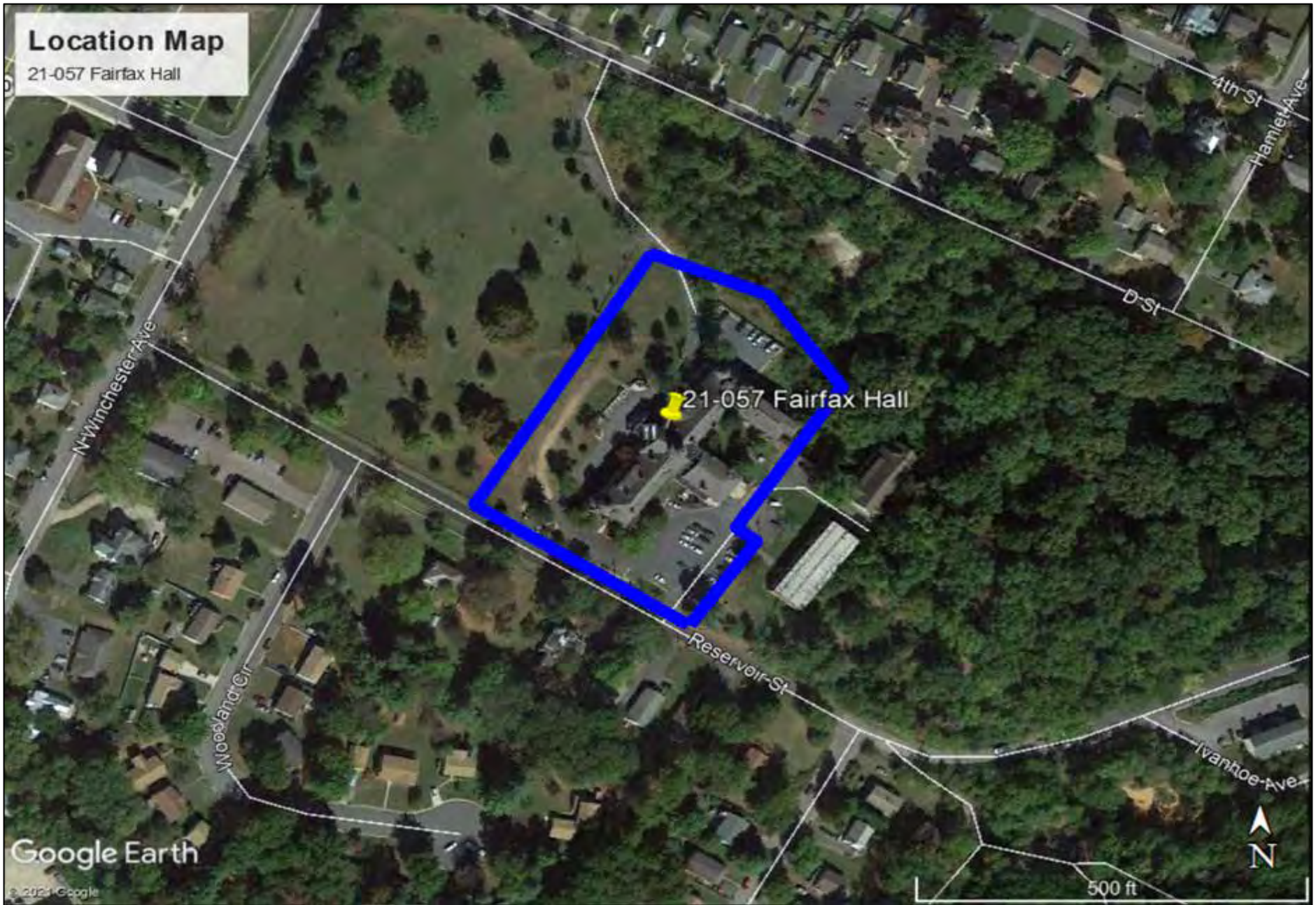
Maximum Housing Expense						
Unit Type	30% of AMI	40% of AMI	50% of AMI	60% of AMI	70% of AMI	80% of AMI
0 Bedroom	\$418	\$558	\$697	\$837	\$976	\$1,116
1 Bedroom	\$448	\$597	\$746	\$896	\$1,045	\$1,195
2 Bedroom	\$537	\$717	\$896	\$1,075	\$1,254	\$1,434
3 Bedroom	\$621	\$828	\$1,035	\$1,242	\$1,449	\$1,656
4 Bedroom	\$693	\$924	\$1,155	\$1,386	\$1,617	\$1,848

Source: HUD

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

Fair Market Rents	
Unit Type	Gross Rent
0 Bedroom	\$824
1 Bedroom	\$829
2 Bedroom	\$989
3 Bedroom	\$1,380
4 Bedroom	\$1,685

Source: HUD



## IMPROVEMENT DESCRIPTION & ANALYSIS

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

### **Building Features**

The subject property currently consists of 54 revenue-producing units in 1 residential building and 0 non-residential buildings. The development currently includes approximately 33,101 square feet of net rentable area and 57,382 square feet of gross building area.

The subject property is proposed to consist of 54 revenue-producing units in 1 residential building and 0 non-residential buildings. The development is proposed to include approximately 32,560 square feet of net rentable area and 57,382 square feet of gross building area.

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

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

The subject property includes crawl space & partial basement foundations.

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

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

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

The subject currently includes brick veneer & cedar shingle siding, double hung wood frame double pane windows, and solid wood six-panel unit entry doors. The sponsor proposes to replace the siding, windows and entry doors with historically accurate components as part of the planned renovation.

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

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

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

The subject property includes elevators and interior common area stairwells.

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

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

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

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

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

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

#### Fire Suppression

The subject property is currently equipped with an NFPA-13 fully automatic fire suppression (sprinkler) system. In addition, hard-wired smoke detectors with battery backup are found in each bedroom area. The sponsor proposes to replace the smoke detectors as part of the planned renovation.



## Unit Features

The subject property currently contains 54 revenue-producing units including 52 regular units and 2 accessible units including 55 bedrooms, 54 full bathrooms and 1 half bathrooms.

The subject property is proposed to contain 54 revenue-producing units including 48 regular units and 6 accessible units, including 57 bedrooms, 54 full bathrooms and 3 half bathrooms.

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

### Walls / Ceilings / Interior Doors

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

### Floor Covering

Floor covering currently consists of luxury vinyl plank in the entryways, bathrooms & kitchens along with wall-to-wall carpeting in the living areas & bedrooms. The sponsor proposes to replace the flooring as part of the planned renovation. Luxury vinyl plank throughout the entire unit is planned post-renovation.

### Kitchens

Kitchens currently include electric four-top ranges, range hoods, frost-free refrigerators, disposals, dishwashers, wood cabinets, laminated countertops and stainless steel sinks. The sponsor proposes to replace the appliances, cabinets and countertops as part of the planned renovation. The disposals will be removed during renovation.

### Bathrooms

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

## Project Amenities

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

### Site & Common Area Amenities

A community center, elevator, and library are currently found at the subject property. A gazebo/patio is proposed post-renovation.

### Parking

Open parking is found at the subject property.

### Laundry

Central laundry facilities are currently found at the subject property.

### Security

Call buttons, controlled access, and security patrols are currently found at the subject property.

### Services

No additional services are currently found at the subject property.

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

## Utility Configuration

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

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

Utility Allowances

BR	BA	SF	Unit Type	Inc Lmt	Rnt Lmt	HOME	Subs	Units	UA	HUD UA
0	1.0	427	Garden/Flat	50% of AMI	40% of AMI	No	Yes	2	\$0	\$0
0	1.0	498	Garden/Flat	50% of AMI	40% of AMI	No	Yes	1	\$0	\$0
1	1.0	637	Garden/Flat	50% of AMI	40% of AMI	No	Yes	2	\$0	\$0
1	1.0	834	Garden/Flat	50% of AMI	40% of AMI	No	Yes	1	\$0	\$0
1	1.0	475	Garden/Flat	50% of AMI	50% of AMI	No	No	1	\$0	\$0
1	1.0	528	Garden/Flat	50% of AMI	50% of AMI	No	Yes	3	\$0	\$0
1	1.0	546	Garden/Flat	50% of AMI	50% of AMI	No	No	1	\$0	\$0
1	1.0	579	Garden/Flat	50% of AMI	50% of AMI	No	No	5	\$0	\$0
1	1.0	628	Garden/Flat	50% of AMI	50% of AMI	No	No	7	\$0	\$0
1	1.0	670	Garden/Flat	50% of AMI	50% of AMI	No	No	1	\$0	\$0
1	1.0	425	Garden/Flat	60% of AMI	60% of AMI	No	No	1	\$0	\$0
1	1.0	526	Garden/Flat	60% of AMI	60% of AMI	No	No	7	\$0	\$0
1	1.0	570	Garden/Flat	60% of AMI	60% of AMI	No	No	8	\$0	\$0
1	1.0	620	Garden/Flat	60% of AMI	60% of AMI	No	No	9	\$0	\$0
1	1.0	688	Garden/Flat	60% of AMI	60% of AMI	No	No	1	\$0	\$0
1	1.0	737	Garden/Flat	60% of AMI	60% of AMI	No	No	1	\$0	\$0
2	1.5	833	Garden/Flat	50% of AMI	50% of AMI	No	Yes	1	\$0	\$0
2	1.5	895	Garden/Flat	50% of AMI	50% of AMI	No	Yes	1	\$0	\$0
2	1.5	1,140	Garden/Flat	50% of AMI	50% of AMI	No	Yes	1	\$0	\$0
Total/Average								54	\$0	\$0

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

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

### Useful Life Analysis

The subject property was originally constructed in 1890 and is currently in fair condition. In our opinion, the subject has a remaining useful life & remaining economic life of 20 years in its current condition. Assuming the scope of work described above, we anticipate a remaining useful life & remaining economic life of 50 years after renovation. Finally, we estimate a post-renovation effective age of 10 years for this project.

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

		Actual Age   Effective Age   Condition			Rank		
		Rating					
Key	Project Name	Actual Age	Effective Age	Property Condition	Actual Age	Effective Age	Property Condition
Sub	Fairfax Hall Apartments	1890	2013	4.00	12	7	5
003	Apartments at Goose Creek Phase 2	2021	2021	4.50	2	2	1
010	Big Sky Apartments Phase 2	2017	2010	4.00	7	9	5
012	Brandon Ladd Apartments	1958	1958	3.00	11	13	11
031	Fairfax Hall Apartments	1890	2000	3.00	12	11	11
037	Gateway Senior Apartments	2022	2022	4.50	1	1	1
066	Montague Terrace	2012	2012	4.00	8	8	5
068	Mountain Laurel Manor II	2020	2020	4.50	4	4	1
072	Oakmont Apartments	1990	1990	2.75	10	12	13
095	Valley View Seniors Apartments	2007	2007	4.00	9	10	5
097	Vue (The)	2020	2020	4.00	4	4	5
104	Windigrove Apartments Phase 2	2021	2021	4.00	2	2	5
107	Summit Apartments Homes (The)	2020	2020	4.50	4	4	1

Source: Allen & Associates; Sponsor

Amenities

Key	Project Name	Site & Common Area Amenities																				
		Ball Field	BBQ Area	Billiards Game Rm	Business Comp Ctr	Car Care Center	Community Center	Elevator	Fitness Center	Gazebo Patio	Hot Tub Jacuzzi	Herb Garden	Horseshoes	Lake	Library	Movie Media Ctr	Picnic Area	Playground	Pool	Sauna	Sports Court	Walking Trail
Sub	Fairfax Hall Apartments	no	no	no	no	no	yes	yes	no	yes	no	no	no	no	yes	no	no	no	no	no	no	no
003	Apartments at Goose Creek Phase 2	no	yes	yes	yes	no	yes	yes	yes	no	no	no	no	no	yes	yes	no	yes	no	no	no	no
010	Big Sky Apartments Phase 2	no	yes	yes	no	no	yes	no	yes	no	no	no	no	no	no	yes	yes	yes	no	yes	no	no
012	Brandon Ladd Apartments	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	yes	yes	no	no	no	yes
031	Fairfax Hall Apartments	no	no	no	no	no	yes	yes	no	no	no	no	no	no	yes	no	no	no	no	no	no	no
037	Gateway Senior Apartments	no	no	no	no	no	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no	no	no
066	Montague Terrace	no	yes	no	no	no	yes	no	no	no	no	no	no	no	no	yes	yes	no	no	no	no	no
068	Mountain Laurel Manor II	no	no	no	yes	no	yes	yes	no	no	no	no	no	no	no	no	no	no	no	no	no	no
072	Oakmont Apartments	no	no	no	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
095	Valley View Seniors Apartments	no	yes	no	yes	no	yes	yes	yes	yes	no	no	no	yes	no	yes	no	yes	no	no	no	no
097	Vue (The)	no	yes	no	no	no	yes	no	yes	no	no	no	no	no	no	yes	yes	yes	no	no	no	yes
104	Windgrove Apartments Phase 2	no	yes	yes	no	no	yes	no	yes	yes	no	no	no	no	no	yes	yes	yes	no	no	no	yes
107	Summit Apartments Homes (The)	no	yes	yes	yes	no	yes	yes	yes	yes	no	no	no	no	no	yes	yes	no	no	no	no	no

Key	Project Name	Unit Amenities					Kitchen Amenities					Air Conditioning				Heat					
		Blinds	Ceiling Fans	Carpeting	Fireplace	Patio Balcony	Storage	Stove	Refrigerator	Disposal	Dishwasher	Microwave	Central	Wall Units	Window Units	None	Central	Wall Units	Baseboards	Boiler Radiator	None
Sub	Fairfax Hall Apartments	yes	no	yes	no	some	no	yes	yes	no	yes	no	yes	no	no	no	yes	no	no	no	no
003	Apartments at Goose Creek Phase 2	yes	yes	yes	yes	some	yes	no	yes	yes	yes	yes	yes	no	no	no	yes	no	no	no	no
010	Big Sky Apartments Phase 2	yes	yes	yes	yes	yes	no	yes	yes	yes	yes	yes	yes	no	no	no	yes	no	no	no	no
012	Brandon Ladd Apartments	no	no	yes	no	some	no	yes	yes	yes	yes	some	yes	no	no	no	yes	no	no	no	no
031	Fairfax Hall Apartments	yes	no	yes	no	some	no	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no
037	Gateway Senior Apartments	yes	no	yes	no	no	no	yes	yes	no	yes	no	yes	no	no	no	yes	no	no	no	no
066	Montague Terrace	yes	no	yes	no	no	no	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no
068	Mountain Laurel Manor II	yes	yes	yes	no	no	no	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no
072	Oakmont Apartments	no	no	yes	no	no	no	yes	yes	no	no	no	no	yes	no	no	no	no	yes	no	no
095	Valley View Seniors Apartments	yes	no	yes	no	no	no	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no
097	Vue (The)	yes	yes	yes	no	yes	no	yes	yes	yes	yes	yes	yes	no	no	no	yes	no	no	no	no
104	Windgrove Apartments Phase 2	yes	yes	yes	yes	no	no	yes	yes	yes	yes	yes	yes	no	no	no	yes	no	no	no	no
107	Summit Apartments Homes (The)	yes	yes	yes	no	no	no	yes	yes	yes	yes	yes	yes	no	no	no	yes	no	no	no	no

Key	Project Name	Parking					Laundry			Security					Services							
		Garage	Covered Parking	Assigned Parking	Open Parking	None	Central	W/D Units	W/D Hookups	Call Buttons	Controlled Access	Courtesy Officer	Monitoring	Security Alarms	Security Patrols	After School	Concierge	Hair Salon	Health Care	House-keeping	Meals	Transportation
Sub	Fairfax Hall Apartments	no	no	no	yes	no	yes	no	no	yes	yes	no	no	no	yes	no	no	no	no	no	no	no
003	Apartments at Goose Creek Phase 2	no	no	no	yes	no	no	yes	no	no	no	no	no	no	no	na	na	na	na	na	na	na
010	Big Sky Apartments Phase 2	na	na	no	yes	no	no	yes	no	no	no	no	no	no	na	na	na	na	na	na	na	na
012	Brandon Ladd Apartments	no	no	yes	yes	no	yes	no	some	no	no	no	no	no	no	no	no	no	no	no	no	no
031	Fairfax Hall Apartments	no	no	no	yes	no	yes	no	no	yes	yes	no	no	no	yes	no	no	no	no	no	no	no
037	Gateway Senior Apartments	no	no	no	yes	no	no	yes	no	no	yes	no	no	no	na	na	na	na	na	na	na	na
066	Montague Terrace	no	no	no	yes	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no
068	Mountain Laurel Manor II	no	no	no	yes	no	yes	no	yes	no	yes	no	yes	no	na	na	na	na	na	na	na	na
072	Oakmont Apartments	no	no	no	yes	no	yes	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	no
095	Valley View Seniors Apartments	no	no	no	yes	no	yes	no	no	yes	yes	no	yes	no	no	no	yes	no	no	no	no	no
097	Vue (The)	no	no	no	yes	no	no	yes	no	no	no	no	no	no	na	na	na	na	na	na	na	na
104	Windgrove Apartments Phase 2	no	no	no	yes	no	no	yes	no	no	no	no	no	no	na	yes	na	na	na	na	na	na
107	Summit Apartments Homes (The)	no	no	no	yes	no	no	yes	no	no	no	no	no	no	na	na	na	na	na	na	na	na

Source: Allen & Associates; Sponsor

		Utilities																					
Key	Project Name	Tenant-Paid											Owner-Paid										
		Heat / Gas	Heat / Electric	Cooking / Gas	Cooking / Electric	Other / Electric	AC / Electric	HW / Gas	HW / Electric	Water	Sewer	Trash	Heat / Gas	Heat / Electric	Cooking / Gas	Cooking / Electric	Other / Electric	AC / Electric	HW / Gas	HW / Electric	Water	Sewer	Trash
Sub	Fairfax Hall Apartments	no	no	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes	no	yes	yes	yes	yes	yes
003	Apartments at Goose Creek Phase 2	no	yes	no	yes	yes	yes	no	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	yes
010	Big Sky Apartments Phase 2	no	yes	no	yes	yes	yes	no	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no	yes
012	Brandon Ladd Apartments	yes	no	yes	no	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes	yes
031	Fairfax Hall Apartments	no	no	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes	no	yes	yes	yes	yes	yes
037	Gateway Senior Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	yes	yes	yes	yes
066	Montague Terrace	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	yes	yes	yes	yes
068	Mountain Laurel Manor II	no	yes	no	yes	yes	yes	no	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no	yes
072	Oakmont Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	yes	yes	yes	yes
095	Valley View Seniors Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	yes	yes	yes	yes
097	Vue (The)	no	yes	no	yes	yes	yes	no	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no	yes
104	Windigrove Apartments Phase 2	no	yes	no	yes	yes	yes	no	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no	yes
107	Summit Apartments Homes (The)	no	yes	no	yes	yes	yes	no	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no	yes

Source: Allen & Associates; Sponsor

HUD Utility Schedule Model Output					
	0 Bedroom	1 Bedroom	2 Bedroom	3 Bedroom	4 Bedroom
Heat - Gas	55	61	68	74	80
Heat - Elec	15	18	21	23	25
Cooking - Gas	4	5	7	10	12
Cooking - Elec	5	5	8	10	13
Other Electric	17	20	29	37	45
Air Conditioning	4	4	6	7	9
Hot Water-Gas	10	12	17	22	28
Hot Water-Elec	12	14	18	21	25
Water	35	36	49	67	85
Sewer	57	60	80	111	142
Trash	35	35	35	35	35

Source: Local Utility Providers; HUD

## SITE DESCRIPTION & ANALYSIS

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

### Survey

A survey for the subject property was provided to the analyst for review. Current surveys should be evaluated to ascertain whether there are any easements encumbering the subject property. Our review/inspection suggested that the site is currently encumbered by standard utility easements that do not adversely affect its marketability and that the site is serviced by municipal utilities.

### Site Plan

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

#### Acres / Lot Shape / Frontage

The subject property includes an irregular-shaped parcel consisting of approximately 2.981 acres and approximately 360 feet of road frontage.

#### Zoning

According to the sponsor, the subject property is currently zoned R-2 / Residential-Apartments and A-3 / Assembly-Event Space. It is our understanding that the current zoning for the subject is a legal, conforming use.

#### Parking / Streets / Curbs / Sidewalks

A total of 70 parking spaces are planned for this development (66 regular / 4 accessible / 1.30 spaces per unit). Privately-owned parking areas are planned for the subject property. We normally see 1.0 to 1.5 spaces per unit for projects like the subject. Public transportation is found in the immediate area. In our opinion, the current parking appears adequate for the subject property.

#### Dumpsters / Dumpster Enclosures

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

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

Trees, shrubs & lawns are found at the subject property. A perimeter fence is found at the subject property. Rock retaining walls are found at this property. One unlighted entry sign is found at this property.

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

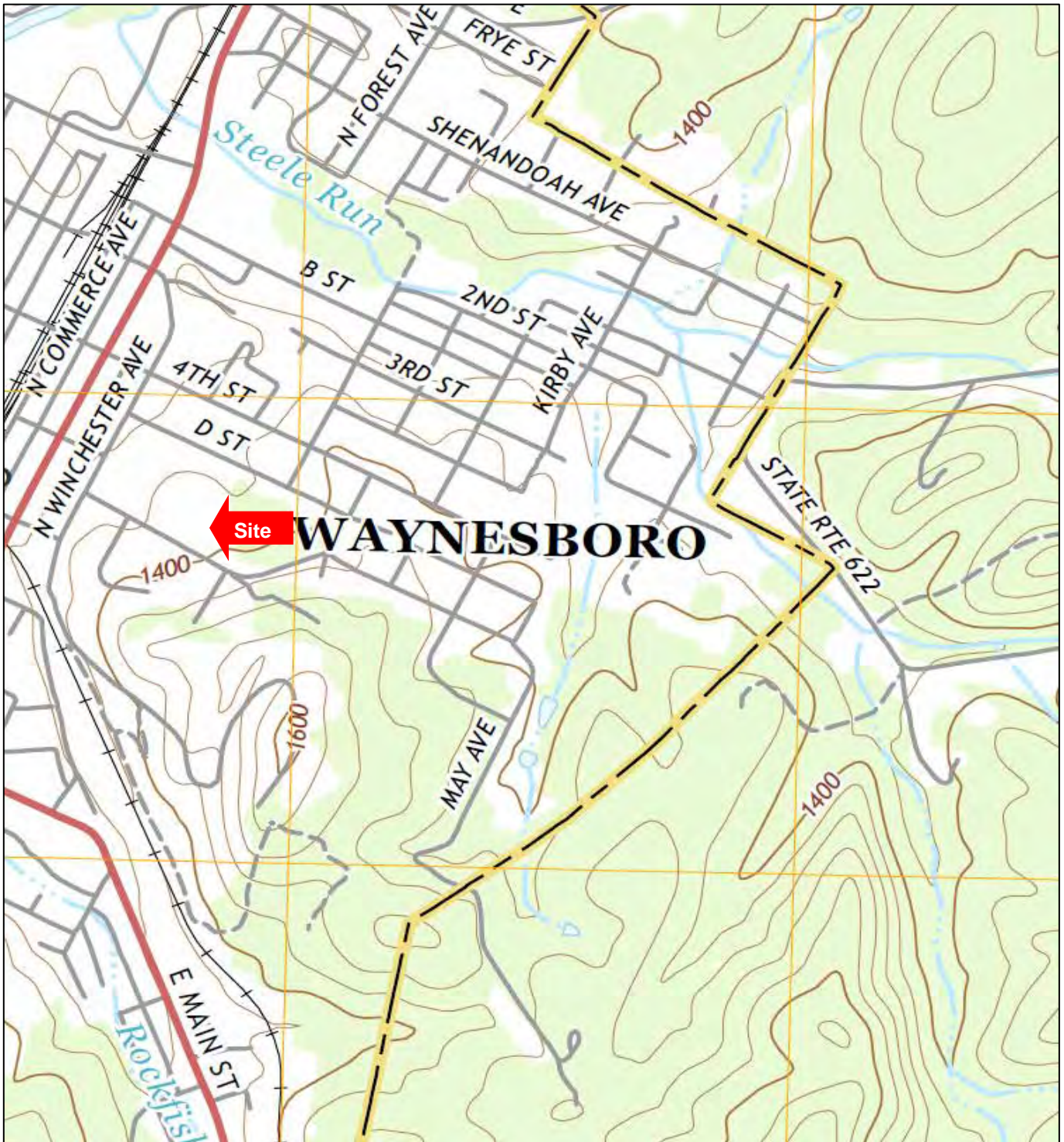
Stormwater management consists of catch basins and concrete pipe connecting to a public system. Site lighting consists of publicly-owned HID poles. Domestic water service to buildings consists of ductile iron pipe connecting to a public system. Wastewater service to buildings consists of PVC pipe connecting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

### Nuisances, Hazards, Detrimental Influences & Environmental

We did not observe any nuisances, hazards, detrimental influences or recognized environmental conditions on our inspection of the subject property. The subject property was originally constructed in 1890, prior to the 1978 ban on lead and asbestos containing construction materials. Consequently, we recommend that the sponsor obtain a comprehensive environmental assessment from a qualified professional.

## Topography

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




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



## Flood Zone

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



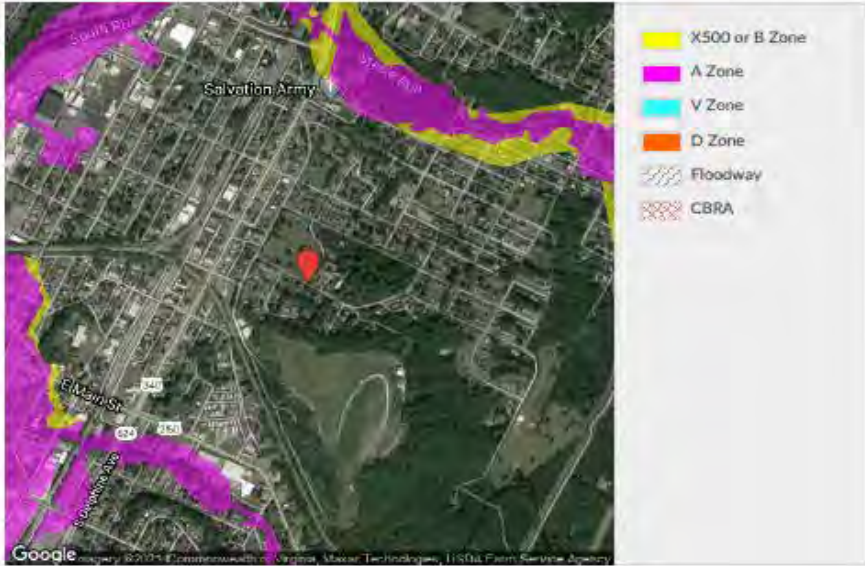
**LATITUDE: 38.069730, LONGITUDE: -78.871040**

LOCATION ACCURACY: Liberal/WorkLocation LATITUDE: 38.069730 LONGITUDE: -78.871040 MATCH CODE: SOURCE: CENSUS BLOCK ID: 518200032003034

**Flood Zone Determination Report**

**Flood Zone Determination: OUT**

SFHA (FLOOD ZONE)	OUT	WITHIN 250 FEET OF FLOOD ZONE	NO
FLOOD ZONE	X	COMMUNITY	515532
COMMUNITY NAME	WAYNESBORO, CITY OF	PANEL	0553D
PANEL DATE	September 28, 2007	COBRA	OUT
MAP NUMBER	51015C0553D	FIPS CODE	51820



- X500 or B Zone
- A Zone
- V Zone
- D Zone
- Floodway
- CBRA

© 2021 CoreLogic, Inc. All rights reserved. CORELOGIC, RISKMETER, PXPOINT and the CoreLogic logo are trademarks of CoreLogic, Inc. and/or its subsidiaries. All other trademarks are the property of their respective holders

Report generated Sep 26, 2021 by jcarroll@allenadvisors.com Page 2 of 2

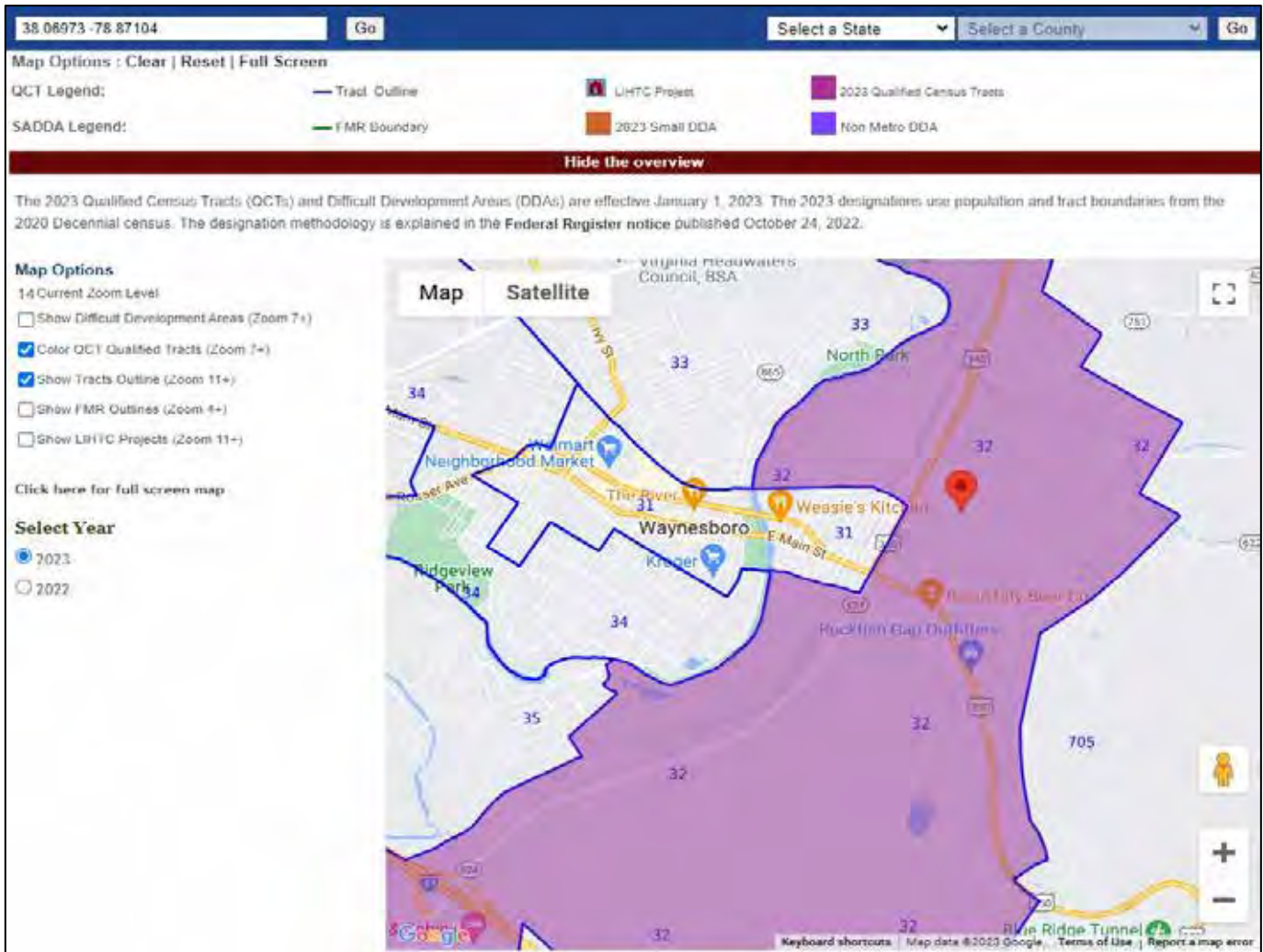
According to FEMA map number 51015C0553D dated September 28, 2007, the subject property is located in Zone X. This is an area that is identified as being located outside the 100-year flood zone.

## Difficult to Develop Area Status

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

## Qualified Census Tract Status

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



The subject property is located in Census Tract 32.00 - an area that is designated as a Qualified Census Tract. Consequently, the subject property does appear to qualify for special QCT funding under state and federal programs.



## Traffic Patterns, Access & Visibility

A traffic map identifying the subject property is found below:



Access

The subject property is located on Reservoir Street, approximately 2 blocks east of US Highway 340 in Waynesboro, Virginia. US Highway 340 is a heavily-traveled north-south road carrying approximately 11,500 vehicles per day. We did not observe any road or infrastructure improvements taking place in the immediate vicinity of the subject property. In our opinion, therefore, accessibility is good by virtue of the location of the subject property relative to existing streets and thoroughfares.

Visibility

The subject property is visible from Reservoir Street with significant frontage and a moderate volume of drive-by traffic. Consequently, in our opinion visibility is good by virtue of the exposure of the subject property to existing drive-by traffic volumes.

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

Access & Visibility						
Rating				Rank		
Key	Project Name	Access	Visibility	Access	Visibility	
Sub	Fairfax Hall Apartments	3.00	3.00	7	5	
003	Apartments at Goose Creek Phase 2	4.00	3.50	1	3	
010	Big Sky Apartments Phase 2	3.50	4.00	4	1	
012	Brandon Ladd Apartments	3.50	4.00	4	1	
031	Fairfax Hall Apartments	3.00	3.00	7	5	
037	Gateway Senior Apartments	3.00	3.00	7	5	
066	Montague Terrace	4.00	2.50	1	9	
068	Mountain Laurel Manor II	3.00	2.50	7	9	
072	Oakmont Apartments	2.00	1.75	13	13	
095	Valley View Seniors Apartments	4.00	2.50	1	9	
097	Vue (The)	3.50	3.50	4	3	
104	Windigrove Apartments Phase 2	3.00	2.50	7	9	
107	Summit Apartments Homes (The)	3.00	3.00	7	5	

Source: Allen & Associates

# NEIGHBORHOOD DESCRIPTION & ANALYSIS

## Neighborhood

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

### Life Cycle

Neighborhoods are sometimes thought to evolve through four distinct stages:

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

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

### Surrounding Properties

The subject property is located in Waynesboro, Virginia. The immediate area consists of a mix of land uses.

Single family in good condition is located to the north and south of the subject property; multifamily in good condition is located to the east; commercial in good condition is located to the west of the subject property. Neighboring land uses appear to be complimentary to the use of the subject property. The condition of the neighboring properties appears to be complimentary as well.

Surrounding property uses are summarized in the table found below:

Surrounding Properties		
Direction	Use	Condition
North	Single Family	Good
South	Single Family	Good
East	Multifamily	Good
West	Commercial	Good

Source: Allen & Associates

### Economic Characteristics

The subject property is located in an area with average household incomes of \$25,208 (in 2015 dollars); this is compared with \$47,579 for the most comparable properties included in this analysis.

In addition, the subject property is located in an area with median cash rents of \$510 (in 2015 dollars); this is compared with \$873 for the most comparable properties included in this analysis.

Finally, the subject property is located in an area with median single family home values of \$108,200 (in 2015 dollars); this is compared with \$198,615 for the most comparable properties included in this analysis.

### Crime Rates

The subject property is located in an area with personal crime rates of 8.3%. Personal crime includes offenses such as rape, murder, robbery and assault. Our research suggests that the average personal crime rate for the most comparable properties stands at 3.0%.

In addition, the subject property is located in an area with property crime rates of 9.0%. Property crimes include offenses such as burglary, larceny and theft. Our research suggests that the average property crime rate for the most

comparable properties stands at 4.7%.

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

Educational Attainment

The subject property is located in an area with high school graduation rates of 86.3%; this is compared with 85.2% for the most comparable properties included in this analysis.

In addition, the subject property is located in an area with college graduation rates of 29.3%; this is compared with 24.9% for the most comparable properties included in this analysis.

Commuting Patterns

The subject property is located in an area with an average drive to work of 22.9 minutes; this is compared with 21.4 minutes for the most comparable properties included in this analysis.

In addition, the subject property is located in an area with an average of 1.30 vehicles per household; this is compared with 1.74 vehicles per household for the most comparable properties included in this analysis.

Conclusion

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

**Proximity to Area Amenities**

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

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

Proximity to Area Amenities		
Amenity	Name	Miles
Bank	DuPont Community Credit Union	0.7
Grocery	Kroger	1.0
Emergency Clinic	Waynesboro First Aid Crew	0.9
Pharmacy	Kroger Pharmacy	1.0
Discount Store	Bargain Barn	0.2
Elementary School	Wenonah Elementary School	0.5
Middle School	Collins Junior High School	1.6
High School	Waynesboro High School	1.5
Bus Stop	4th St	0.2

Source: Google Maps

DuPont Community Credit Union, Kroger, and Bargain Barn are all located less than 1.0 miles away from the subject property. Waynesboro First Aid Crew is located 0.9 miles away.

### Number of Area Amenities

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

- Microsoft Streets & Trips identified 8 banks within 2.0 miles of the subject property. The subject is ranked 6 out of the 13 properties included in this analysis.
- A total of 8 grocery stores are in the vicinity of the subject property. The subject is ranked 2 for the area.
- A total of 0 hospital are in the vicinity of the subject property. The subject is ranked 4 for the area.
- A total of 4 pharmacies are in the vicinity of the subject property. The subject is ranked 6 for the area.
- A total of 14 shopping centers are in the vicinity of the subject property. The subject is ranked 6 for the area.

### Nearest Area Amenities

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

- According to Microsoft Streets & Trips, the nearest bank is 0.53 miles away from the subject property. The subject is ranked 7 out of the 13 properties included in this analysis.
- The nearest grocery store is 0.94 miles away from the subject property. The subject is ranked 9 for the area.
- The nearest hospital is 6.23 miles away from the subject property. The subject is ranked 10 for the area.
- The nearest pharmacy is 0.94 miles away from the subject property. The subject is ranked 10 for the area.
- The nearest shopping center is 0.51 miles away from the subject property. The subject is ranked 8 for the area.

### Conclusion

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

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

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

Neighborhood Ratings

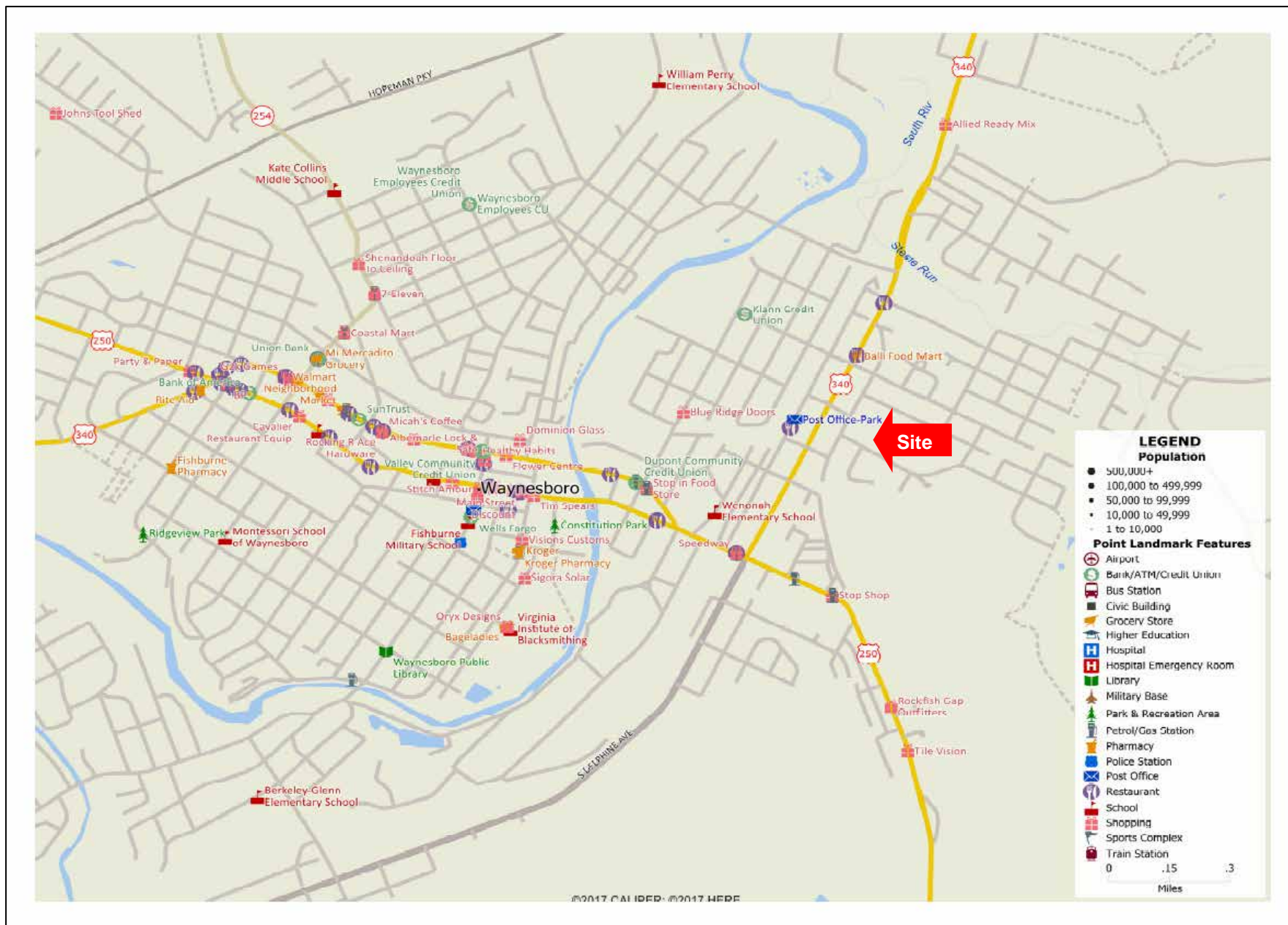
		Rating									Rank (1 = Property with Highest Rating)									Final Rating (1-5 Scale)
		Surrounding Area			Crime Rates		Education		Commute	Surrounding Area			Crime Rates		Education		Commute			
Key	Project Name	Avg HH Income (2015)	Med Cash Rent (2015)	Med SF Value (2015)	Personal Crime	Property Crime	High School or More	Bachelor's or More	Average Commute	Avg HH Income (2015)	Med Cash Rent (2015)	Med SF Value (2015)	Personal Crime	Property Crime	High School or More	Bachelor's or More	Average Commute			
Sub	Fairfax Hall Apartments	\$25,208	\$510	\$108,200	8.3%	9.0%	86.3%	29.3%	22.88	12	11	12	12	12	6	3	9	2.00		
003	Apartments at Goose Creek Phase 2	\$44,865	\$1,030	\$173,300	1.8%	2.4%	80.2%	18.2%	18.49	6	3	6	5	1	9	9	3	3.80		
010	Big Sky Apartments Phase 2	\$25,771	\$813	\$154,600	1.6%	3.4%	76.9%	20.0%	22.61	10	8	9	3	7	12	7	7	2.60		
012	Brandon Ladd Apartments	\$52,904	\$909	\$223,300	2.8%	8.4%	87.9%	22.9%	17.12	3	6	3	9	10	4	5	1	3.70		
031	Fairfax Hall Apartments	\$25,208	\$510	\$108,200	8.3%	9.0%	86.3%	29.3%	22.88	12	11	12	12	12	6	3	9	2.00		
037	Gateway Senior Apartments	\$44,865	\$1,030	\$173,300	1.8%	2.4%	80.2%	18.2%	18.49	6	3	6	5	1	9	9	3	3.80		
066	Montague Terrace	\$50,521	\$643	\$191,900	2.5%	3.2%	93.8%	13.7%	28.63	5	10	5	8	6	1	12	13	3.10		
068	Mountain Laurel Manor II	\$44,865	\$1,030	\$173,300	1.8%	2.4%	80.2%	18.2%	18.49	6	3	6	5	1	9	9	3	3.80		
072	Oakmont Apartments	\$39,545	\$436	\$143,200	3.4%	3.7%	84.8%	8.1%	19.16	9	13	11	11	9	8	13	6	2.00		
095	Valley View Seniors Apartments	\$25,771	\$813	\$154,600	1.6%	3.4%	76.9%	20.0%	22.61	10	8	9	3	7	12	7	7	2.60		
097	Vue (The)	\$93,047	\$1,358	\$377,400	1.0%	2.5%	92.7%	51.4%	24.62	1	1	1	1	4	2	1	11	4.50		
104	Windigrove Apartments Phase 2	\$52,904	\$909	\$223,300	2.8%	8.4%	87.9%	22.9%	17.12	3	6	3	9	10	4	5	1	3.70		
107	Summit Apartments Homes (The)	\$93,047	\$1,358	\$377,400	1.0%	2.5%	92.7%	51.4%	24.62	1	1	1	1	4	2	1	11	4.50		

Proximity to Area Amenities

		Rating									Rank (1 = Property with Highest Rating)									Final Rating (1-5 Scale)
		Number within 2.0 miles of Property					Nearest to Property, Miles				Number within 2.0 miles of Property					Nearest to Property, Miles				
Key	Project Name	Banks	Grocery	Hospital	Pharmacy	Shopping Center	Shopping Center	Grocery	Hospital	Banks	Grocery	Hospital	Pharmacy	Shopping Center	Shopping Center	Grocery	Hospital			
Sub	Fairfax Hall Apartments	8	8	0	4	14	0.5	0.9	6.2	6	2	4	6	6	8	9	10	3.50		
003	Apartments at Goose Creek Phase 2	2	2	2	1	4	0.6	0.9	0.4	11	12	1	9	10	10	8	2	2.70		
010	Big Sky Apartments Phase 2	16	8	0	7	37	0.3	0.3	4.3	1	2	4	1	1	3	3	7	4.50		
012	Brandon Ladd Apartments	9	5	0	7	15	0.2	0.1	3.3	5	7	4	1	4	1	1	4	4.50		
031	Fairfax Hall Apartments	8	8	0	4	14	0.5	0.9	6.2	6	2	4	6	6	8	9	10	3.50		
037	Gateway Senior Apartments	2	2	2	1	5	0.5	1.4	0.3	11	12	1	9	8	7	13	1	2.90		
066	Montague Terrace	5	3	0	2	5	0.7	0.6	5.2	8	9	4	8	8	11	7	9	2.50		
068	Mountain Laurel Manor II	2	3	2	1	4	1.1	0.2	1.0	11	9	1	9	10	12	2	3	2.60		
072	Oakmont Apartments	11	7	0	5	32	0.2	1.2	4.3	3	5	4	5	3	2	11	8	3.80		
095	Valley View Seniors Apartments	16	9	0	6	34	0.4	0.4	4.1	1	1	4	4	2	5	4	6	4.10		
097	Vue (The)	4	3	0	1	3	0.3	1.3	11.3	9	9	4	9	12	4	12	12	2.60		
104	Windigrove Apartments Phase 2	10	7	0	7	15	0.4	0.6	3.9	4	5	4	1	4	6	6	5	3.70		
107	Summit Apartments Homes (The)	4	4	0	1	2	1.1	0.4	11.4	9	8	4	9	13	13	5	13	2.00		

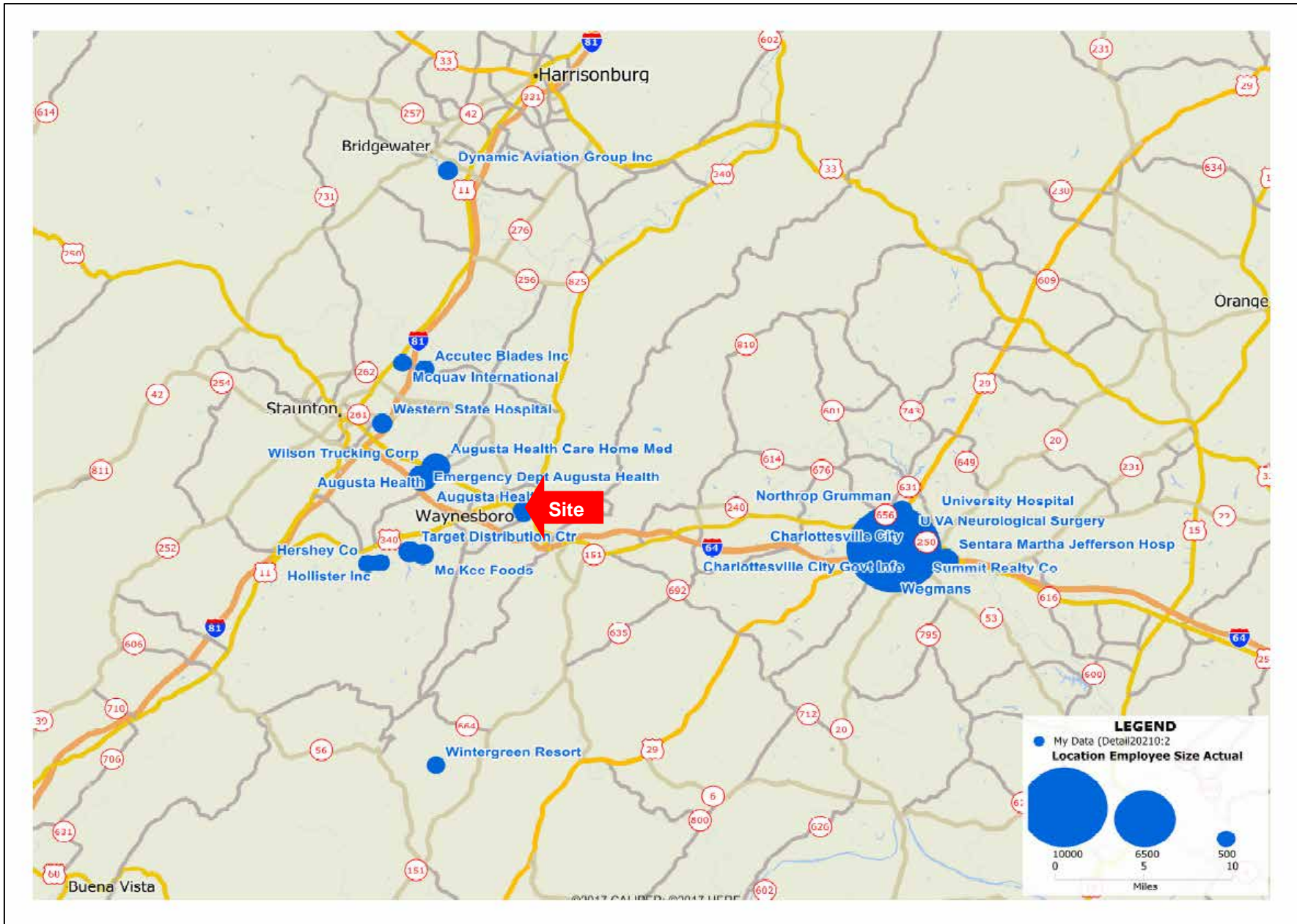
Source: US Census; Claritas; Google Maps

## Proximity to Area Amenities





## Proximity to Area Employers





## SUBJECT PROPERTY PHOTOS

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



Subject Property



Looking North From Entrance



Looking South From Entrance



Looking East From Entrance



Looking West From Entrance

## MARKET AREA

### Overview

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

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

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

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

Our primary and secondary market area definitions are found below.

### Primary Market Area

We defined the primary market area by generating a 20-minute drive time zone around the subject property. We also considered existing concentrations of multifamily properties and the nearest census tract boundaries in our analysis.

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

Census Tract	County	State
51003010100	Albemarle County	Virginia
51003011000	Albemarle County	Virginia
51003011100	Albemarle County	Virginia
51003011201	Albemarle County	Virginia
51015070300	Augusta County	Virginia
51015070400	Augusta County	Virginia
51015070500	Augusta County	Virginia
51015070600	Augusta County	Virginia
51015070700	Augusta County	Virginia
51015070800	Augusta County	Virginia
51015070900	Augusta County	Virginia
51015071000	Augusta County	Virginia
51015071101	Augusta County	Virginia
51015071102	Augusta County	Virginia

51015071200	Augusta County	Virginia
51125950200	Nelson County	Virginia
51790000100	Staunton city	Virginia
51790000200	Staunton city	Virginia
51790000300	Staunton city	Virginia
51790000400	Staunton city	Virginia
51790000500	Staunton city	Virginia
51790000600	Staunton city	Virginia
51820003100	Waynesboro city	Virginia
51820003200	Waynesboro city	Virginia
51820003300	Waynesboro city	Virginia
51820003400	Waynesboro city	Virginia
51820003500	Waynesboro city	Virginia

The primary market area includes a population of 103,705 persons and covers a total of 404.3 square miles, making it 22.7 miles across on average.

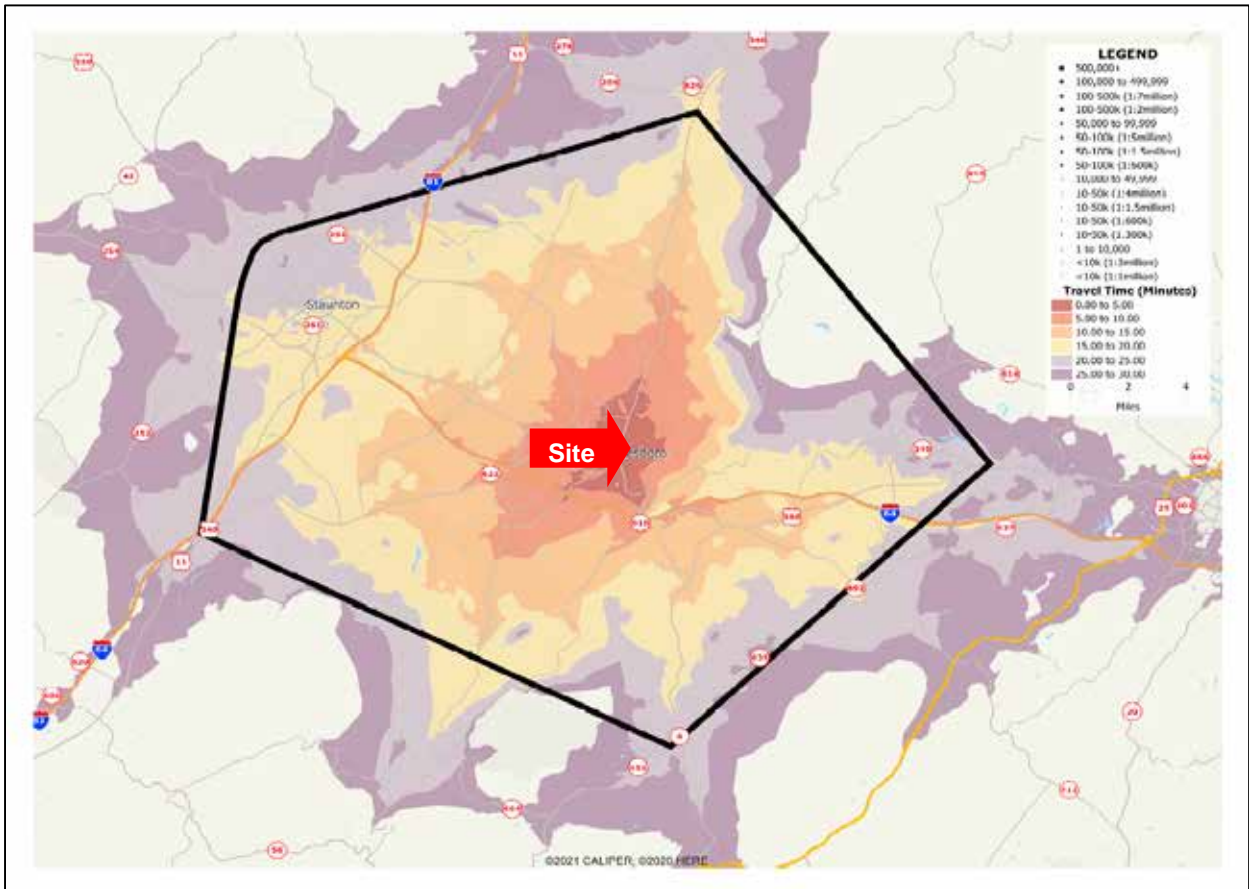
### **Secondary Market Area**

We estimate that up to 40 percent of demand will come from areas outside of the primary market area.

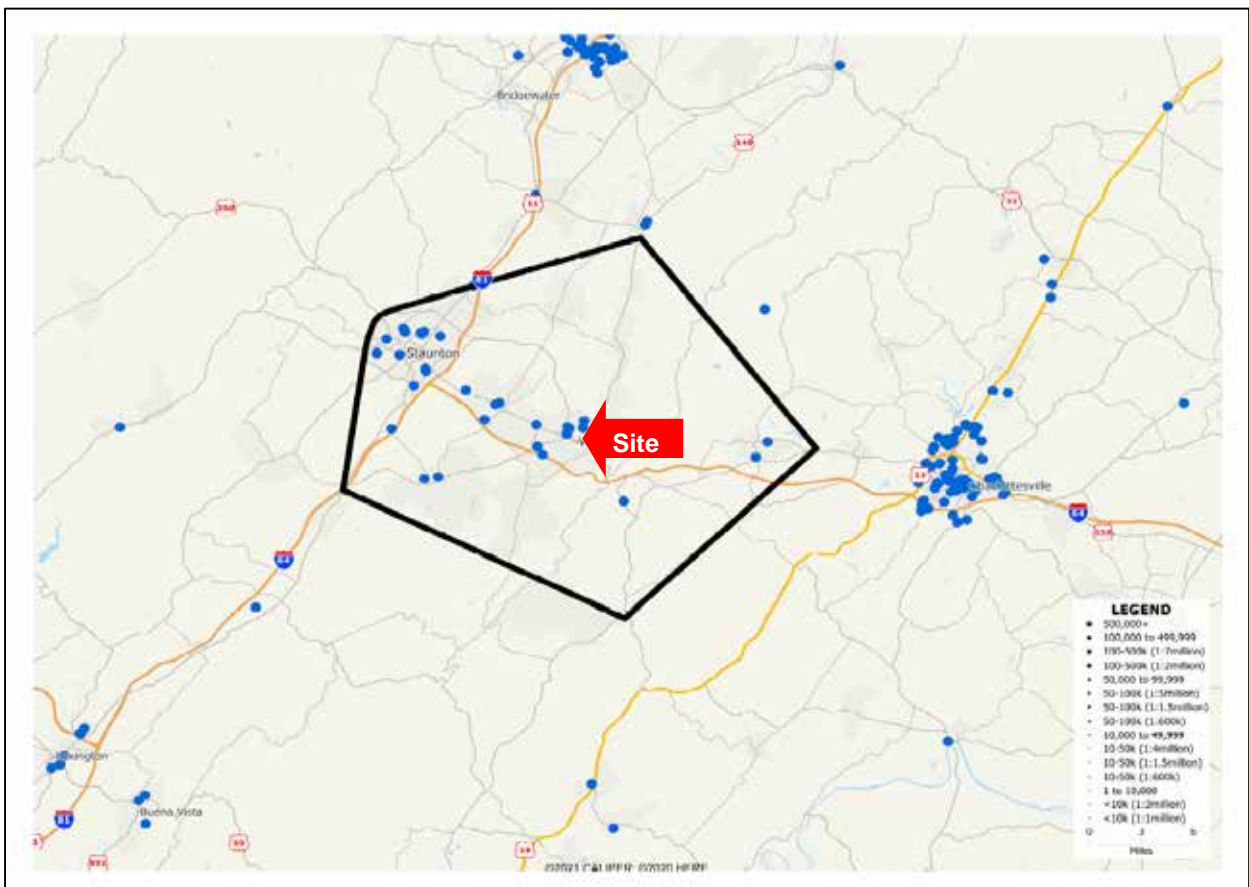




## Drive Time

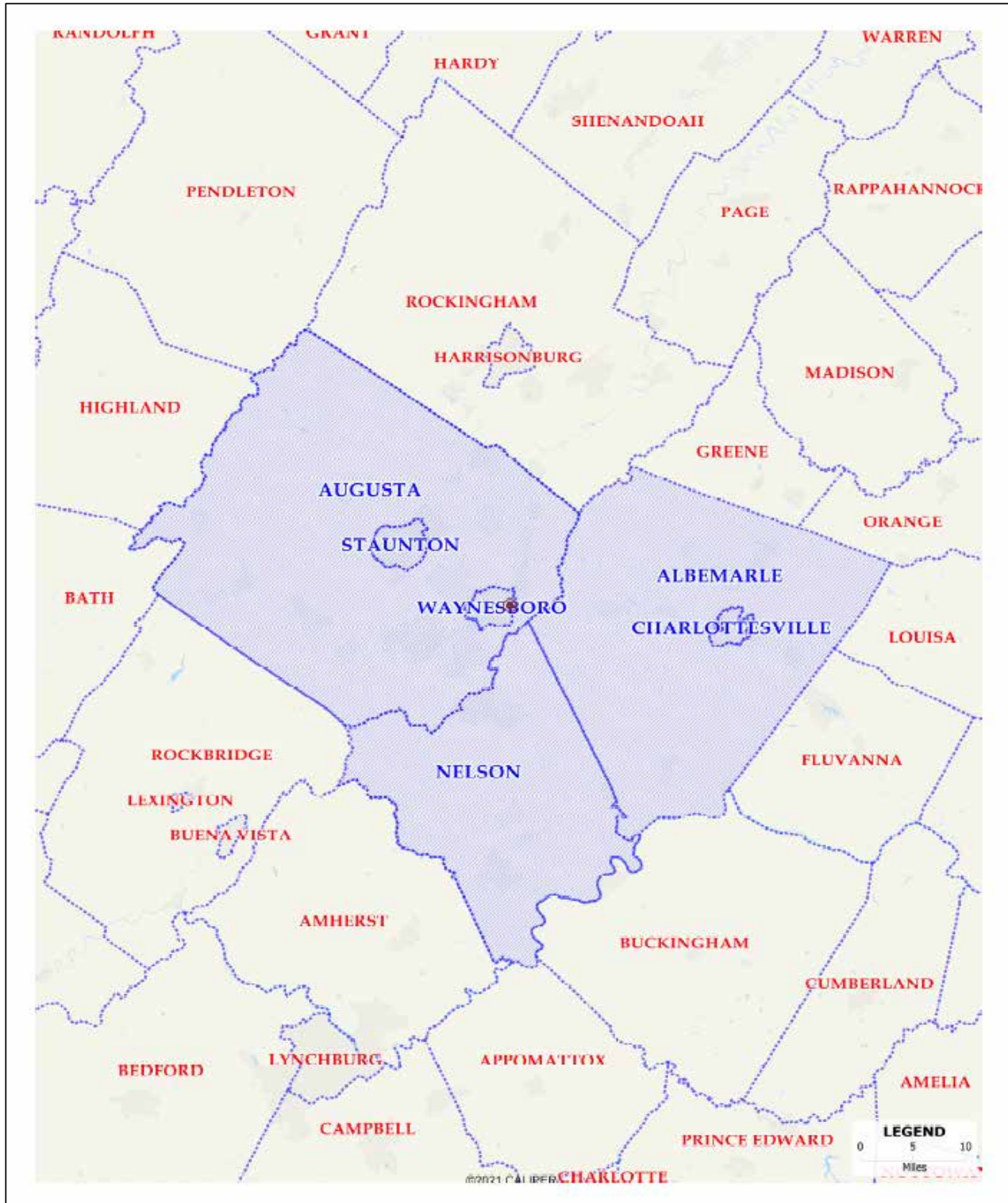


## Existing Multifamily



## ECONOMIC OUTLOOK

In this section we conduct an analysis of the regional economy. For purposes of our analysis, we define the region as Charlottesville, Staunton & Waynesboro Cities along with Albemarle, Augusta & Nelson Counties, Virginia. A map depicting the Region is found below.



## Employment by Industry

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

Establishment Employment			
Industry	Region	Reg %	US %
Farm Employment	3,833	1.7%	1.3%
Forestry, Fishing, Related Activities And Other Employment	440	0.2%	0.5%
Mining Employment	377	0.2%	0.7%
Utilities Employment	288	0.1%	0.3%
Construction Employment	10,308	4.6%	5.4%
Manufacturing Employment	12,382	5.6%	6.4%
Wholesale Trade Employment	3,498	1.6%	3.5%
Retail Trade Employment	18,605	8.4%	10.3%
Transportation And Warehousing Employment	6,788	3.1%	3.4%
Information Employment	3,401	1.5%	1.6%
Finance And Insurance Employment	8,606	3.9%	5.4%
Real Estate And Rental And Lease Employment	11,040	5.0%	4.8%
Professional And Technical Services Employment	16,915	7.6%	6.9%
Management Of Companies And Enterprises Employment	3,222	1.5%	1.3%
Administrative And Waste Services Employment	10,284	4.6%	6.0%
Educational Services Employment	5,424	2.4%	2.5%
Health Care And Social Assistance Employment	21,575	9.7%	12.1%
Arts, Entertainment, And Recreation Employment	6,710	3.0%	2.2%
Accommodation And Food Services Employment	18,054	8.1%	7.5%
Other Services, Except Public Administration Employment	12,805	5.8%	5.9%
Federal Civilian Government Employment	1,703	0.8%	1.4%
Federal Military Employment	1,369	0.6%	0.9%
State And Local Government Employment	44,277	20.0%	9.8%
Establishment Employment	221,904	100.0%	100.0%

Source: W&P Economics

Regional establishment employment currently stands at 221,904. The data suggests that State and Local Government is the largest employment category accounting for 20.0% of total regional employment. Health Care and Social Assistance is the second largest category accounting for 9.7% of total employment. Retail Trade is the third largest category accounting for 8.4% of total employment. Accommodation and Food Services is the fourth largest category accounting for 8.1% of total employment. Professional and Technical Services is the fifth largest category accounting for 7.6% of total employment.

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

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

In the table above we highlight the basic industries for the region. The distribution of employment in these industries exceeds that for the United States. These basic industries represent about 104,051 employees or about 46.9% of total regional employment. These are the industries that drive the regional economy.

## Earnings by Industry

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

Average Earnings (2012 \$)		
Industry	Earnings	Rank
Farm Employment	\$5,064	23
Forestry, Fishing, Related Activities And Other Employment	\$23,114	20
Mining Employment	\$18,931	22
Utilities Employment	\$133,486	1
Construction Employment	\$53,667	13
Manufacturing Employment	\$63,961	10
Wholesale Trade Employment	\$79,469	6
Retail Trade Employment	\$29,803	18
Transportation And Warehousing Employment	\$57,494	12
Information Employment	\$100,445	3
Finance And Insurance Employment	\$75,429	7
Real Estate And Rental And Lease Employment	\$22,008	21
Professional And Technical Services Employment	\$64,758	9
Management Of Companies And Enterprises Employment	\$81,791	5
Administrative And Waste Services Employment	\$36,064	16
Educational Services Employment	\$30,936	17
Health Care And Social Assistance Employment	\$63,272	11
Arts, Entertainment, And Recreation Employment	\$36,719	15
Accommodation And Food Services Employment	\$24,086	19
Other Services, Except Public Administration Employment	\$41,769	14
Federal Civilian Government Employment	\$117,341	2
Federal Military Employment	\$82,560	4
State And Local Government Employment	\$71,555	8
Establishment Employment	\$53,341	

Source: W&P Economics

The data suggests that Utilities is the highest paid industry averaging \$133,486 per employee. Federal Civilian Government is the second highest paid industry averaging \$117,341 per employee. Information Technology is the third highest paid profession averaging \$100,445 per employee. Federal Military is the fourth highest paid industry averaging \$82,560 per employee. Management of Companies is the fifth highest paid category averaging \$81,791 per employee. These figures are compared with regional Average Earnings of \$53,341 per employee.

The highlighted industries represent basic industries for the region. Average earnings for these basic industries comes to \$43,712 or 18.1% lower than average for the region.

## Top Employers

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

Top Employers				
Name	Employees	SIC Code	Industry Description	Location Type
University Hospital	11,000	8062-02	Hospitals	-
U VA Neurological Surgery	5,001	8221-08	Schools-Medical	0
Augusta Health Care Home Med	2,000	8099-07	Health Services	0
Augusta Health	1,887	8062-02	Hospitals	Headquarter
Summit Realty Co	1,700	6531-18	Real Estate	-
Memteks-USA Inc	1,500	2389-98	Apparel & Accessories NEC (Mfrs)	-
Sentara Martha Jefferson Hosp	1,433	8062-02	Hospitals	-
Wilson Trucking Corp	1,400	4213-09	Trucking-Motor Freight	-
Target Distribution Ctr	1,100	5099-98	Distribution Centers (Whls)	-
Augusta Health	1,005	8062-02	Hospitals	-

Source: InfoUSA

The top employers include: (1) University Hospital (11000 employees); (2) U VA Neurological Surgery (5001 employees) and; (3) Augusta Health Care Home Med (2000 employees).

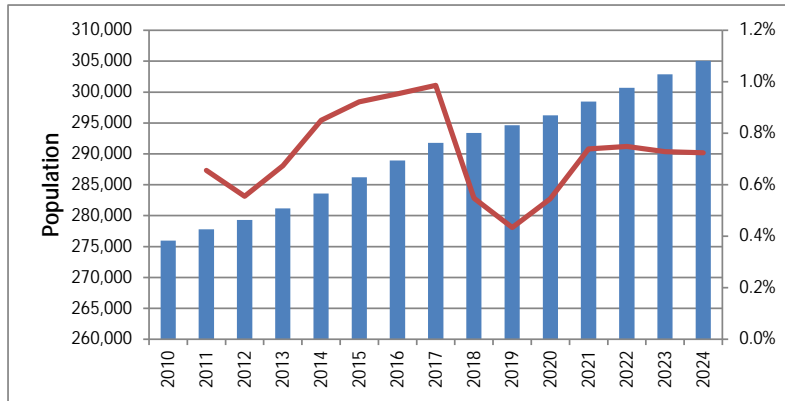


## Population

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

Population Forecast		
Year	Pop	Growth %
2010	275,957	
2011	277,768	0.7%
2012	279,309	0.6%
2013	281,192	0.7%
2014	283,582	0.8%
2015	286,197	0.9%
2016	288,926	1.0%
2017	291,775	1.0%
2018	293,373	0.5%
2019	294,646	0.4%
2020	296,253	0.5%
2021	298,444	0.7%
2022	300,680	0.7%
2023	302,871	0.7%
2024	305,063	0.7%

Source: US Census; W&P Economics



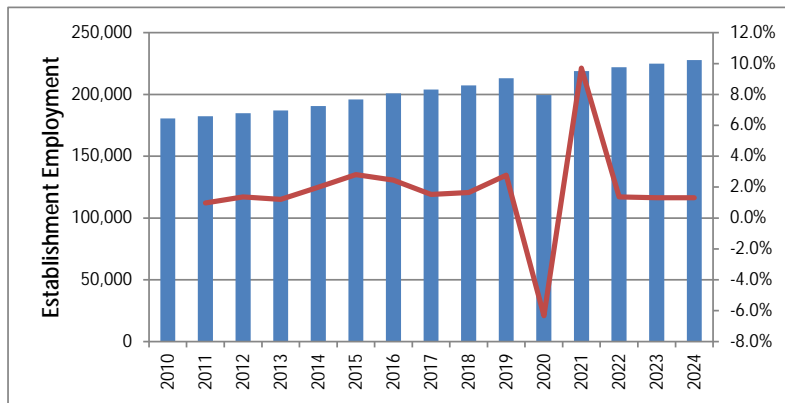
Population increased from 275,957 in 2010 to 296,253 in 2020 and is anticipated to increase to 305,063 in 2024.

## Establishment Employment

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

Establishment Employment Forecast		
Year	Est Emp	Growth %
2010	180,514	
2011	182,264	1.0%
2012	184,763	1.4%
2013	186,981	1.2%
2014	190,692	2.0%
2015	196,043	2.8%
2016	200,837	2.4%
2017	203,911	1.5%
2018	207,284	1.7%
2019	213,031	2.8%
2020	199,552	-6.3%
2021	218,918	9.7%
2022	221,904	1.4%
2023	224,800	1.3%
2024	227,736	1.3%

Source: BLS; W&P Economics



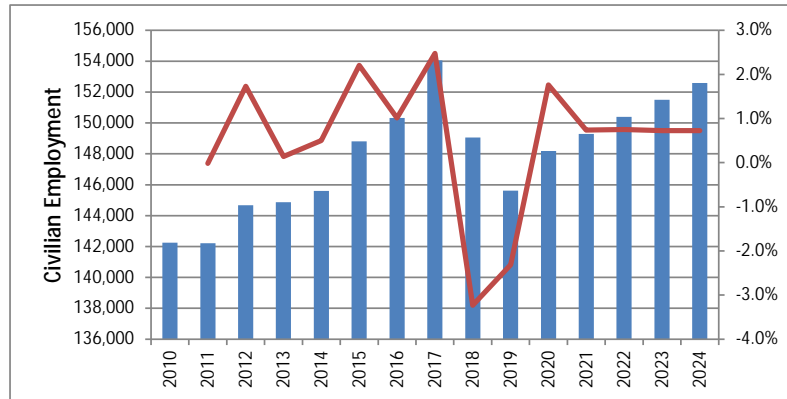
Establishment employment increased from 180,514 in 2010 to 199,552 in 2020 and is anticipated to increase to 227,736 in 2024.

## Civilian Employment

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

Civilian Employment Forecast		
Year	Civ Emp	Growth %
2010	142,242	
2011	142,215	0.0%
2012	144,677	1.7%
2013	144,878	0.1%
2014	145,607	0.5%
2015	148,815	2.2%
2016	150,321	1.0%
2017	154,044	2.5%
2018	149,067	-3.2%
2019	145,621	-2.3%
2020	148,188	1.8%
2021	149,284	0.7%
2022	150,402	0.7%
2023	151,498	0.7%
2024	152,595	0.7%

Source: BLS; W&P Economics



Civilian employment increased from 142,242 in 2010 to 148,188 in 2020 and is anticipated to increase to 152,595 in 2024.

## Labor Force and Unemployment

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

Labor Force & Unemployment				
Year	Civ Emp	Unemp	Lab Force	Unemp Rate
2010	142,242	7,826	134,416	5.5%
2011	142,215	7,106	135,109	5.0%
2012	144,677	6,604	138,073	4.6%
2013	144,878	5,748	139,130	4.0%
2014	145,607	5,187	140,420	3.6%
2015	148,815	4,959	143,856	3.3%
2016	150,321	4,080	146,241	2.7%
2017	154,044	3,819	150,225	2.5%
2018	149,067	8,228	140,839	5.5%
2019	145,621	4,937	140,684	3.4%
2020	148,188	3,881	144,307	2.6%

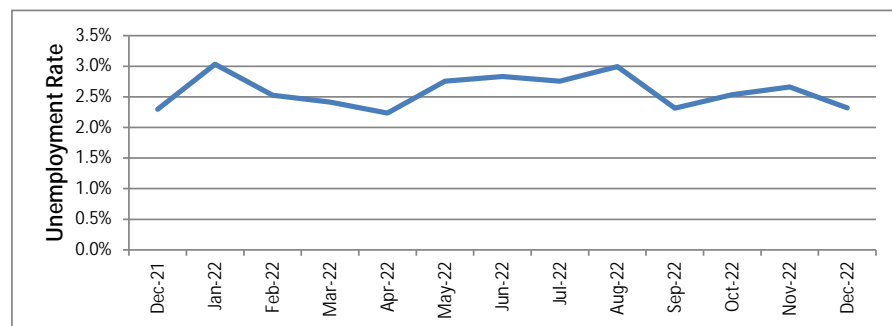
Source: BLS; Texas A&M Real Estate Center

Unemployment decreased from 7,826 in 2010 to 3,881 in 2020. The unemployment rate decreased from 5.5% in 2010 to 2.6% in 2020.

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

Unemployment Rate	
Month	Unemp Rate
Dec-21	2.3%
Jan-22	3.0%
Feb-22	2.5%
Mar-22	2.4%
Apr-22	2.2%
May-22	2.8%
Jun-22	2.8%
Jul-22	2.8%
Aug-22	3.0%
Sep-22	2.3%
Oct-22	2.5%
Nov-22	2.7%
Dec-22	2.3%

Source: TAMU



The Unemployment Rate for the Region came in at 2.3% in December 2021 and 2.3% in December 2022.

## Building Permits

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

Building Permits				
Year	1 Family	2-4 Family	5+ Family	Total
2000	1,285	82	28	1,395
2001	1,211	89	359	1,659
2002	1,437	73	1,138	2,648
2003	1,509	72	706	2,287
2004	1,762	106	1,002	2,870
2005	1,845	64	535	2,444
2006	1,463	43	581	2,087
2007	1,317	12	283	1,612
2008	938	30	180	1,148
2009	629	27	54	710
2010	615	10	526	1,151
2011	658	8	475	1,141
2012	674	12	615	1,301
2013	775	20	489	1,284
2014	765	16	451	1,232
2015	842	14	218	1,074
2016	887	22	349	1,258
2017	1,019	26	313	1,358
2018	977	25	637	1,639
2019	1,068	24	644	1,736
2020	1,259	18	467	1,744

Source: US Census

Building permits for the region increased from 1,395 in 2000 to 2,870 in 2004, before decreasing to 710 in 2009 and increasing to 1,744 in 2020.

## Conclusion

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

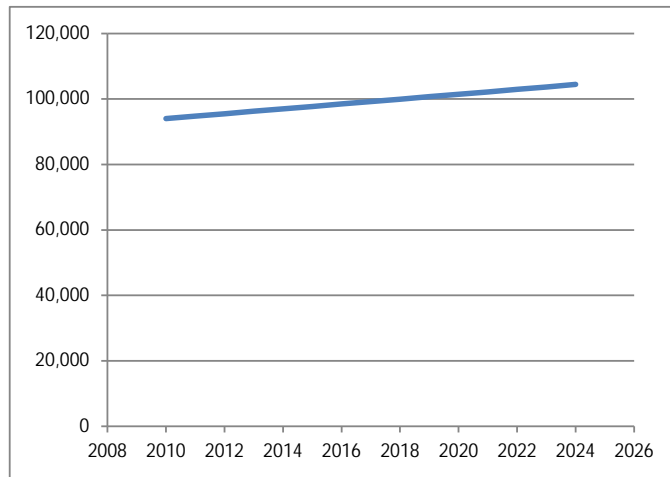
## DEMOGRAPHIC CHARACTERISTICS

### Population

In the table below we give the 2010-2024 Caliper Corporation population projection for the Market Area.

Population Forecast		
Year	Population	Growth %
2010	94,019	-
2011	94,740	0.8%
2012	95,488	0.8%
2013	96,236	0.8%
2014	96,983	0.8%
2015	97,731	0.8%
2016	98,474	0.8%
2017	99,216	0.8%
2018	99,959	0.7%
2019	100,701	0.7%
2020	101,444	0.7%
2021	102,192	0.7%
2022	102,946	0.7%
2023	103,705	0.7%
2024	104,470	0.7%

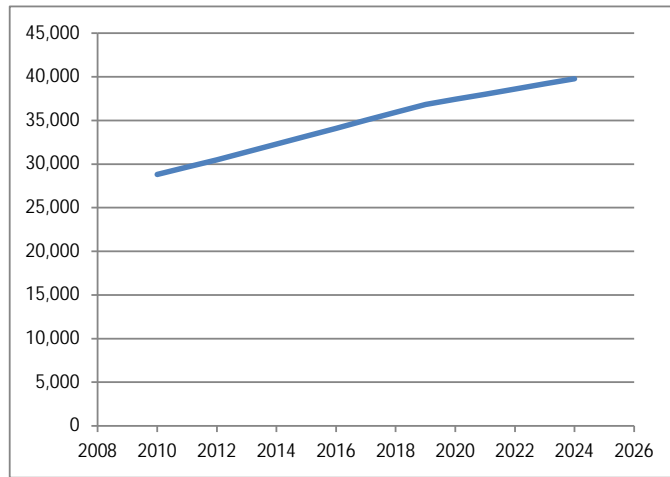
Source: Caliper; Allen & Associates



In the table below we give the 2010-2024 Caliper Corporation 55+ population projection for the Market Area.

55+ Population Forecast		
Year	Population	Growth %
2010	28,809	-
2011	29,639	2.9%
2012	30,495	2.9%
2013	31,377	2.9%
2014	32,287	2.9%
2015	33,196	2.8%
2016	34,106	2.7%
2017	35,015	2.7%
2018	35,925	2.6%
2019	36,834	2.5%
2020	37,422	1.6%
2021	38,010	1.6%
2022	38,598	1.5%
2023	39,186	1.5%
2024	39,774	1.5%

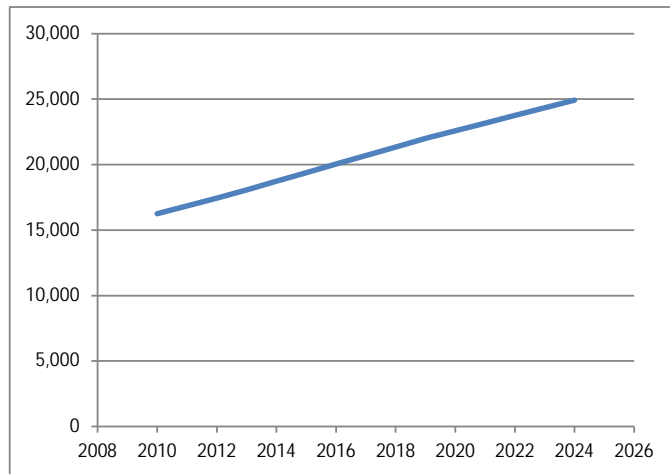
Source: Caliper; Allen & Associates



In the table below we give the 2010-2024 Caliper Corporation 65+ population projection for the Market Area.

65+ Population Forecast		
Year	Population	Growth %
2010	16,254	-
2011	16,840	3.6%
2012	17,448	3.6%
2013	18,079	3.6%
2014	18,733	3.6%
2015	19,387	3.5%
2016	20,041	3.4%
2017	20,695	3.3%
2018	21,349	3.2%
2019	22,003	3.1%
2020	22,588	2.7%
2021	23,172	2.6%
2022	23,757	2.5%
2023	24,342	2.5%
2024	24,926	2.4%

Source: Caliper; Allen & Associates

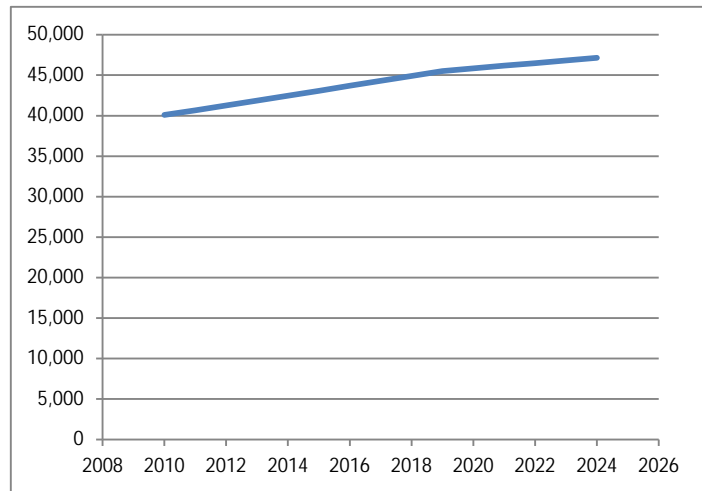


## Households

In the table below we give the 2010-2024 Claritas household projection for the Market Area.

Household Forecast		
Year	Households	Growth %
2010	40,093	-
2011	40,675	1.5%
2012	41,266	1.5%
2013	41,865	1.5%
2014	42,472	1.5%
2015	43,080	1.4%
2016	43,688	1.4%
2017	44,295	1.4%
2018	44,903	1.4%
2019	45,511	1.4%
2020	45,838	0.7%
2021	46,165	0.7%
2022	46,492	0.7%
2023	46,819	0.7%
2024	47,146	0.7%

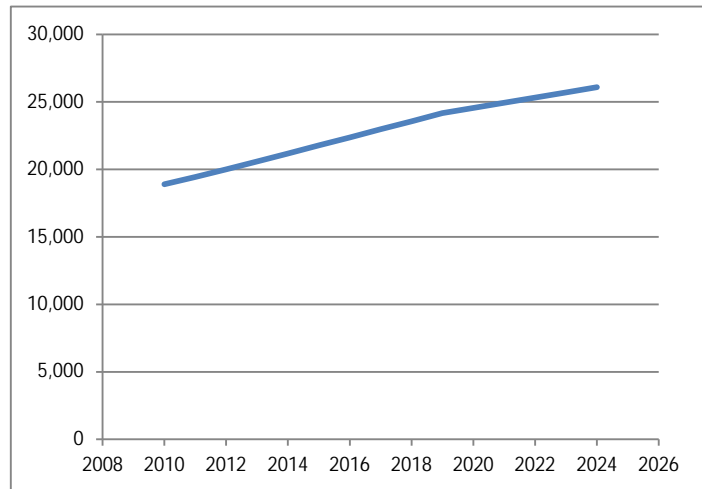
Source: Claritas; Allen & Associates



In the table below we give the 2010-2024 Claritas 55+ household projection for the Market Area.

55+ Household Forecast		
Year	Households	Growth %
2010	18,897	-
2011	19,442	2.9%
2012	20,003	2.9%
2013	20,582	2.9%
2014	21,178	2.9%
2015	21,775	2.8%
2016	22,371	2.7%
2017	22,968	2.7%
2018	23,565	2.6%
2019	24,161	2.5%
2020	24,547	1.6%
2021	24,933	1.6%
2022	25,318	1.5%
2023	25,704	1.5%
2024	26,090	1.5%

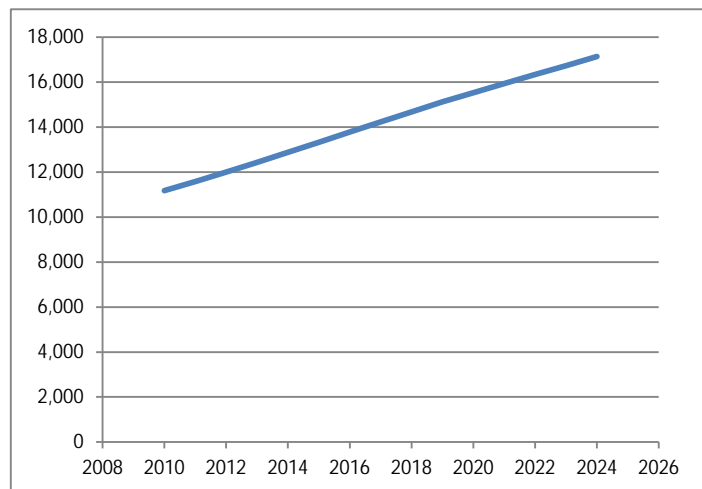
Source: Claritas; Allen & Associates



In the table below we give the 2010-2024 Claritas 65+ household projection for the Market Area.

65+ Household Forecast		
Year	Households	Growth %
2010	11,176	-
2011	11,579	3.6%
2012	11,997	3.6%
2013	12,430	3.6%
2014	12,880	3.6%
2015	13,329	3.5%
2016	13,779	3.4%
2017	14,229	3.3%
2018	14,679	3.2%
2019	15,128	3.1%
2020	15,530	2.7%
2021	15,932	2.6%
2022	16,334	2.5%
2023	16,736	2.5%
2024	17,138	2.4%

Source: Claritas; Allen & Associates

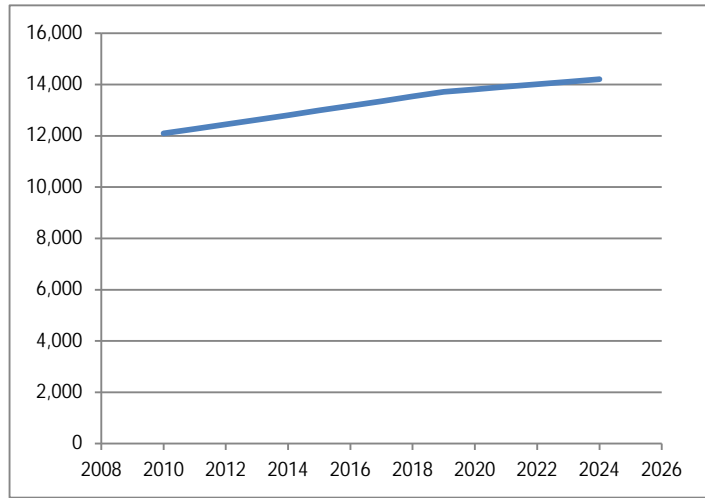


## Renter Households

In the table below we give the 2010-2024 Claritas renter household projection for the Market Area.

Renter Household Forecast		
Year	Households	Growth %
2010	12,095	-
2011	12,269	1.4%
2012	12,446	1.4%
2013	12,625	1.4%
2014	12,806	1.4%
2015	12,988	1.4%
2016	13,170	1.4%
2017	13,351	1.4%
2018	13,533	1.4%
2019	13,714	1.3%
2020	13,813	0.7%
2021	13,912	0.7%
2022	14,010	0.7%
2023	14,109	0.7%
2024	14,207	0.7%

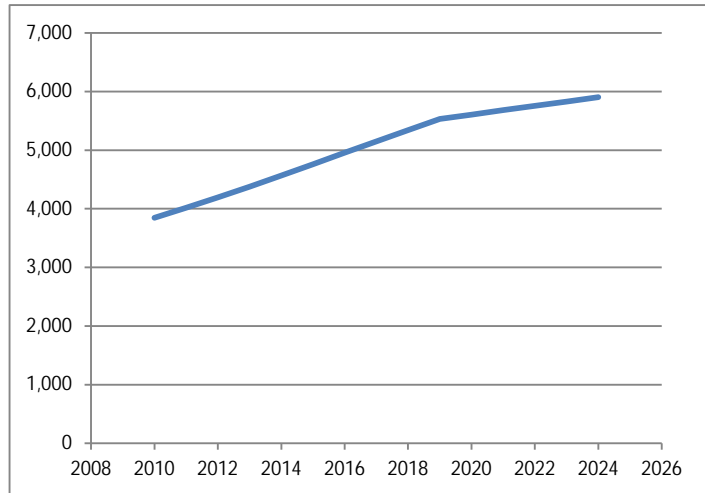
Source: Claritas; Allen & Associates



In the table below we give the 2010-2024 Claritas 55+ renter household projection for the Market Area.

55+ Renter Household Forecast		
Year	Households	Growth %
2010	3,847	-
2011	4,016	4.4%
2012	4,193	4.4%
2013	4,377	4.4%
2014	4,570	4.4%
2015	4,762	4.2%
2016	4,955	4.0%
2017	5,147	3.9%
2018	5,340	3.7%
2019	5,533	3.6%
2020	5,607	1.3%
2021	5,681	1.3%
2022	5,756	1.3%
2023	5,830	1.3%
2024	5,905	1.3%

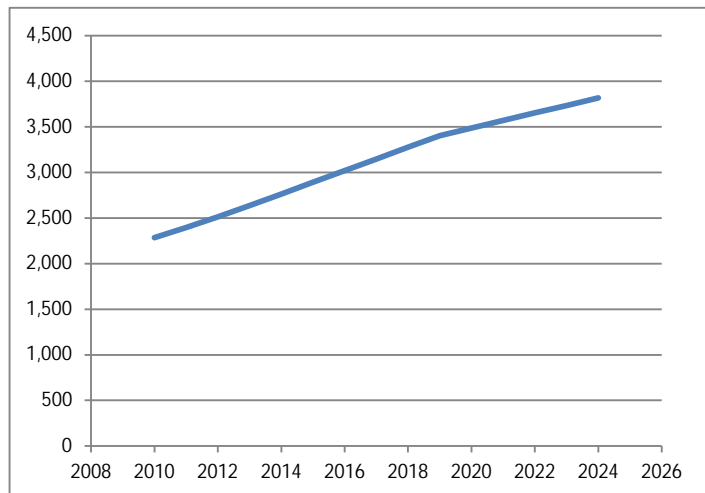
Source: Claritas; Allen & Associates



In the table below we give the 2010-2024 Claritas 65+ renter household projection for the Market Area.

65+ Renter Household Forecast		
Year	Households	Growth %
2010	2,285	-
2011	2,396	4.9%
2012	2,513	4.9%
2013	2,635	4.9%
2014	2,763	4.9%
2015	2,891	4.6%
2016	3,020	4.4%
2017	3,148	4.2%
2018	3,276	4.1%
2019	3,404	3.9%
2020	3,487	2.4%
2021	3,570	2.4%
2022	3,652	2.3%
2023	3,735	2.3%
2024	3,818	2.2%

Source: Claritas; Allen & Associates



## Household Income

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

2022 \$		Households, by Income, by Size						
Min	Max	2022 Households						
		1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	1,409	569	183	120	31	12	2,325
\$10,000	\$19,999	2,802	835	206	191	45	19	4,098
\$20,000	\$29,999	1,845	1,361	818	206	196	94	4,520
\$30,000	\$39,999	1,731	1,487	414	336	114	44	4,125
\$40,000	\$49,999	1,517	1,430	616	292	158	89	4,103
\$50,000	\$59,999	997	1,609	730	297	223	106	3,961
\$60,000	\$74,999	840	2,073	939	618	126	57	4,653
\$75,000	\$99,999	819	2,688	1,206	908	392	195	6,209
\$100,000	\$124,999	315	1,728	867	733	395	205	4,243
\$125,000	\$149,999	437	1,122	600	507	130	59	2,855
\$150,000	\$199,999	394	1,089	451	555	193	96	2,778
\$200,000	more	453	977	561	408	153	71	2,623
Total		13,559	16,969	7,592	5,170	2,155	1,046	46,492

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

2022 \$		55+ Households, by Income, by Size						
Min	Max	2022 Households						
		1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	962	325	51	21	18	9	1,385
\$10,000	\$19,999	2,445	615	86	53	26	11	3,237
\$20,000	\$29,999	1,593	883	215	82	28	9	2,810
\$30,000	\$39,999	1,247	1,123	154	50	11	5	2,589
\$40,000	\$49,999	912	987	146	54	36	17	2,152
\$50,000	\$59,999	553	950	168	89	39	18	1,818
\$60,000	\$74,999	543	1,343	284	101	9	3	2,284
\$75,000	\$99,999	502	1,698	478	88	110	50	2,926
\$100,000	\$124,999	270	1,167	308	103	103	54	2,007
\$125,000	\$149,999	263	713	213	99	22	10	1,319
\$150,000	\$199,999	301	678	92	168	41	21	1,301
\$200,000	more	329	702	317	106	26	12	1,491
Total		9,920	11,185	2,512	1,014	469	219	25,318

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

2022 \$		65+ Households, by Income, by Size						
Min	Max	2022 Households						
		1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	590	199	27	10	7	2	835
\$10,000	\$19,999	2,096	369	32	19	19	8	2,543
\$20,000	\$29,999	1,338	613	148	58	26	8	2,191
\$30,000	\$39,999	1,026	909	69	31	2	1	2,038
\$40,000	\$49,999	565	634	134	19	29	14	1,395
\$50,000	\$59,999	383	648	116	74	23	11	1,255
\$60,000	\$74,999	403	861	154	38	2	1	1,459
\$75,000	\$99,999	335	992	170	59	78	36	1,670
\$100,000	\$124,999	166	550	89	57	69	34	966
\$125,000	\$149,999	126	356	54	53	3	0	593
\$150,000	\$199,999	151	315	31	25	10	3	536
\$200,000	more	229	482	34	89	13	6	855
Total		7,408	6,929	1,058	533	280	126	16,334

Source: Claritas & Ribbon Demographics



## Renter Household Income

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

2022 \$		2022 Households							
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total	
\$0	\$9,999	744	258	56	87	17	6	1,169	
\$10,000	\$19,999	1,552	394	139	127	18	10	2,240	
\$20,000	\$29,999	704	485	566	117	121	58	2,050	
\$30,000	\$39,999	754	251	131	232	65	25	1,458	
\$40,000	\$49,999	649	407	159	96	56	33	1,400	
\$50,000	\$59,999	357	299	259	87	37	19	1,058	
\$60,000	\$74,999	353	408	274	186	41	17	1,278	
\$75,000	\$99,999	219	294	195	160	129	65	1,062	
\$100,000	\$124,999	129	248	175	76	79	40	747	
\$125,000	\$149,999	269	103	50	136	33	15	607	
\$150,000	\$199,999	203	197	46	124	15	7	593	
\$200,000	more	198	79	29	29	11	2	348	
Total		6,130	3,423	2,079	1,457	623	298	14,010	

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

2022 \$		2022 Households							
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total	
\$0	\$9,999	417	51	13	10	10	4	505	
\$10,000	\$19,999	1,214	232	30	10	4	2	1,491	
\$20,000	\$29,999	499	175	97	23	3	0	797	
\$30,000	\$39,999	415	135	19	21	2	1	593	
\$40,000	\$49,999	282	149	9	4	2	0	448	
\$50,000	\$59,999	146	82	17	42	25	11	324	
\$60,000	\$74,999	182	102	26	11	2	0	323	
\$75,000	\$99,999	178	90	36	14	1	0	320	
\$100,000	\$124,999	112	67	28	40	7	3	257	
\$125,000	\$149,999	105	70	11	28	6	2	222	
\$150,000	\$199,999	139	119	23	20	4	0	305	
\$200,000	more	112	34	9	16	1	0	172	
Total		3,802	1,305	320	238	67	24	5,756	

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

2022 \$		2022 Households							
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total	
\$0	\$9,999	245	29	7	3	2	0	287	
\$10,000	\$19,999	984	142	18	8	0	0	1,152	
\$20,000	\$29,999	343	106	59	9	2	0	520	
\$30,000	\$39,999	321	103	4	17	1	0	445	
\$40,000	\$49,999	150	67	5	4	0	0	227	
\$50,000	\$59,999	105	64	4	39	12	5	229	
\$60,000	\$74,999	157	31	23	6	0	0	217	
\$75,000	\$99,999	97	28	5	14	0	0	143	
\$100,000	\$124,999	58	14	5	37	1	0	114	
\$125,000	\$149,999	51	29	4	3	1	0	89	
\$150,000	\$199,999	48	53	4	6	2	0	112	
\$200,000	more	78	25	8	7	0	0	118	
Total		2,636	692	146	153	21	5	3,652	

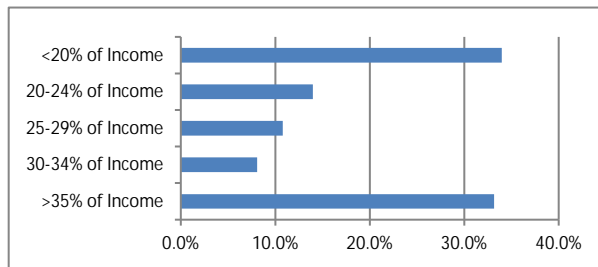
Source: Claritas & Ribbon Demographics

## Overburdened Renter Households

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

Overburdened Renter Households	
	% of Total
<20% of Income Spent on Housing	34.0%
20-24% of Income Spent on Housing	14.0%
25-29% of Income Spent on Housing	10.8%
30-34% of Income Spent on Housing	8.1%
>35% of Income Spent on Housing	33.2%
<b>Total</b>	<b>100.0%</b>

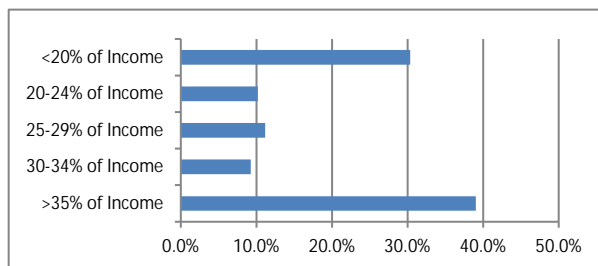
Source: U.S. Census Bureau



Our research suggests that 33.2 percent of the renter households in this market area are overburdened, paying more than 35 percent of their income towards housing-related costs. Our research also suggests that 41.2 percent of the renter households are overburdened to 30 percent of income.

55+ Overburdened Renter Households	
	% of Total
<20% of Income Spent on Housing	30.4%
20-24% of Income Spent on Housing	10.2%
25-29% of Income Spent on Housing	11.1%
30-34% of Income Spent on Housing	9.3%
>35% of Income Spent on Housing	39.0%
<b>Total</b>	<b>100.0%</b>

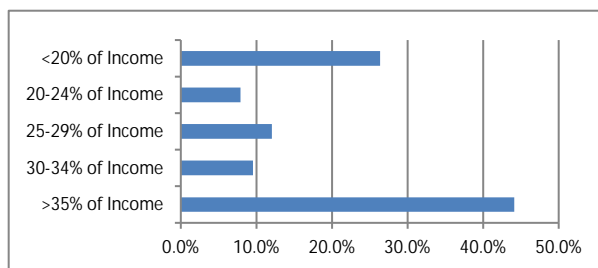
Source: U.S. Census Bureau



Our research suggests that 39.0 percent of the 55+ renter households in this market area are overburdened, paying more than 35 percent of their income towards housing-related costs. Our research also suggests that 48.3 percent of the 55+ renter households are overburdened to 30 percent of income.

65+ Overburdened Renter Households	
	% of Total
<20% of Income Spent on Housing	26.4%
20-24% of Income Spent on Housing	7.9%
25-29% of Income Spent on Housing	12.0%
30-34% of Income Spent on Housing	9.6%
>35% of Income Spent on Housing	44.1%
<b>Total</b>	<b>100.0%</b>

Source: U.S. Census Bureau



Our research suggests that 44.1 percent of the 65+ renter households in this market area are overburdened, paying more than 35 percent of their income towards housing-related costs. Our research also suggests that 53.7 percent of the 65+ renter households are overburdened to 30 percent of income.

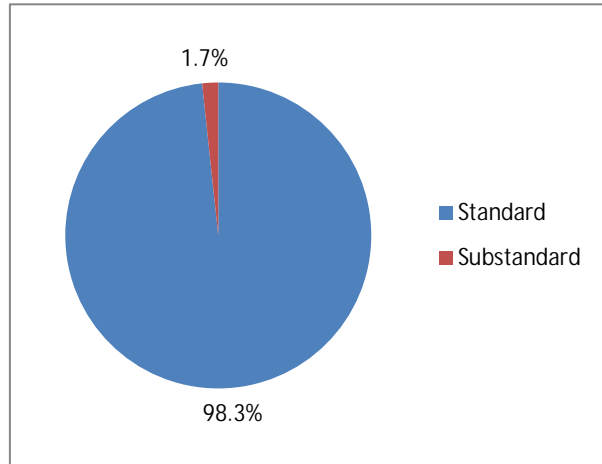
## Owner Substandard Units

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

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

Owner Substandard Units	
	% of Total
1.00 persons per room or less	98.3%
1.01 to 1.50 persons per room	0.8%
1.51 persons per room or more	0.1%
Complete Plumbing	99.3%
1.00 persons per room or less	0.7%
1.01 to 1.50 persons per room	0.0%
1.51 persons per room or more	0.0%
Lacking Complete Plumbing	0.7%
Standard	98.3%
Substandard	1.7%
Total	100.0%

Source: U.S. Census Bureau



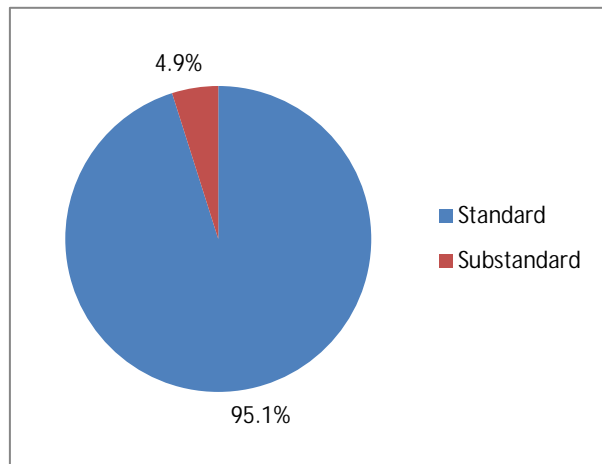
Our research suggests that 1.7 percent of occupied owner housing units in the market area are substandard.

## Renter Substandard Units

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

Renter Substandard Units	
	% of Total
1.00 persons per room or less	95.1%
1.01 to 1.50 persons per room	2.3%
1.51 persons per room or more	1.3%
Complete Plumbing	98.7%
1.00 persons per room or less	1.3%
1.01 to 1.50 persons per room	0.0%
1.51 persons per room or more	0.0%
Lacking Complete Plumbing	1.3%
Standard	95.1%
Substandard	4.9%
Total	100.0%

Source: U.S. Census Bureau



Our research suggests that 4.9 percent of renter owner housing units in the market area are substandard.

## Owner Movership

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

Owner Movership, by Size								
Market Area								
	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person	Total
Owner to Owner	2.7%	4.2%	5.5%	5.4%	5.8%	6.3%	7.4%	4.5%
Owner to Renter	2.6%	2.4%	4.3%	4.0%	4.0%	6.0%	9.2%	3.3%
Owner Movership Rate	5.3%	6.6%	9.8%	9.4%	9.8%	12.4%	16.6%	7.8%

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

Our research suggests an owner movership rate of 7.8 percent.

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

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

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

## Renter Movership

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

Renter Movership, by Size								
Market Area								
	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person	Total
Renter to Renter	11.8%	26.4%	37.2%	44.8%	45.2%	49.0%	75.7%	26.7%
Renter to Owner	2.9%	10.8%	10.9%	14.0%	15.3%	11.9%	14.0%	8.4%
Renter Movership Rate	14.7%	37.2%	48.2%	58.7%	60.6%	60.9%	89.7%	35.2%

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

Our research suggests a renter movership rate of 35.2 percent.

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

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

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

## SUPPLY ANALYSIS

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

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

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

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

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

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

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

Rental Property Inventory

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
001	Abbey Rose Apartments	38.1131	-78.9667	2007	na	Market Rate	Family	Stabilized	Conventional	37	0	100.0%
002	Apartments at Goose Creek Phase 1	38.0976	-78.9977	2015	na	Market Rate	Family	Stabilized	Conventional	248	0	100.0%
003	Apartments at Goose Creek Phase 2	38.0976	-78.9977	2021	na	Market Rate	Family	Stabilized	Conventional	148	0	100.0%
004	Ashton Village Apartments	38.0786	-78.9279	1985	na	Market Rate	Family	Stabilized	Conventional	123	1	99.2%
005	Augusta Farms Apartments	38.0516	-79.0153	1973	2008	Market Rate	Family	Stabilized	Conventional	50	0	100.0%
006	Belle Grae Inn	38.1500	-79.0780	1984	na	Market Rate	Family	Hotel	Conventional	0	0	0.0%
007	Belmont Terrace Apartments	38.1676	-79.0530	1965	na	Market Rate	Family	Stabilized	Conventional	59	4	93.2%
008	Beverley Apartments	38.1485	-79.0714	1909	2008	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
009	Big Sky Apartments Phase 1	38.1382	-79.0479	2006	na	Market Rate	Family	Stabilized	Conventional	135	0	100.0%
010	Big Sky Apartments Phase 2	38.1354	-79.0508	2017	na	Market Rate	Family	Stabilized	Conventional	114	0	100.0%
011	Blue Ridge Apartments	38.2180	-78.9948	1989	na	Market Rate	Family	Stabilized	Conventional	86	4	95.3%
012	Brandon Ladd Apartments	38.0651	-78.9322	1958	na	Market Rate	Family	Stabilized	Conventional	169	0	100.0%
013	Brandons Properties	38.0588	-78.9450	2007	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
014	Briarwood Apartments Phase 1	38.1123	-78.9986	1976	na	Restricted	Family	Stabilized	RD	48	0	100.0%
015	Briarwood Apartments Phase 2	38.1130	-78.9989	1977	na	Restricted	Family	Stabilized	RD	44	0	100.0%
016	Brittany Knoll Apartments	38.0531	-79.0219	2000	na	Market Rate	Family	Stabilized	Conventional	153	1	99.3%
017	Buck & Docs LLC	38.1706	-79.1003	2012	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
018	C J Woods Rentals	38.0633	-78.9367	2000	na	Market Rate	Family	Unconfirmed	Conventional	0	0	0.0%
019	Charles Street Apartments	38.1365	-79.0683	1984	na	Market Rate	Family	Stabilized	Conventional	20	1	95.0%
020	Clifton Knolls Townhomes	38.1540	-79.0628	2003	na	Market Rate	Family	Condominiums	Conventional	0	0	0.0%
021	Colter Place Apartments	38.0380	-79.0325	2008	na	Market Rate	Family	Stabilized	Conventional	3	0	100.0%
022	Crestwood Apartments	38.0818	-79.0871	1985	na	Restricted	Family	Stabilized	RD	48	0	100.0%
023	Crozet Meadows (New Units)	38.0555	-78.7014	2009	na	Restricted	Elderly	Stabilized	Tax Credit	38	0	100.0%
024	Crozet Meadows (Rehab Units)	38.0555	-78.7014	1979	2009	Restricted	Elderly	Stabilized	Tax Credit	28	0	100.0%
025	Devon Apartments	38.1645	-79.0729	1960	na	Market Rate	Family	Duplicate	Conventional	0	0	0.0%
026	Dogwood Place Apartments	38.0728	-78.8664	2001	na	Subsidized	Family	Special Needs	HUD	4	0	100.0%
027	Edenbrook Park	38.0568	-78.7105	2014	na	Restricted	Family	Non-Inventory	Tax Credit	84	4	95.2%
028	Elizabeth Miller Apartments	38.1492	-79.0971	2000	na	Subsidized	Family	Unconfirmed	Other	86	0	100.0%
029	Enchanted View Apartments	38.1079	-78.9708	2008	na	Market Rate	Family	Stabilized	Conventional	24	2	91.7%
030	Englewood Apartments	38.1754	-79.0896	1972	2007	Market Rate	Family	Stabilized	Conventional	52	0	100.0%
031	Fairfax Hall Apartments	38.0697	-78.8710	1890	2001	Restricted	Elderly	Stabilized	Tax Credit	54	8	85.2%
032	Fairfax Hall Apartments	38.0697	-78.8710	1890	2022	Restricted	Elderly	Prop Rehab	Tax Credit	54	8	85.2%
033	Farmhouse At Veritas	38.0150	-78.8409	2020	na	Market Rate	Family	Hotel	Conventional	0	0	0.0%
034	Fralin-Waldron August Farms	38.0758	-78.9013	2014	na	Market Rate	Family	Duplicate	Conventional	0	0	0.0%
035	Frontier Ridge Apartments	38.1322	-79.0498	2005	na	Restricted	Family	Stabilized	Tax Credit	100	0	100.0%
036	Garber Manor Phase 1 3	38.1439	-79.0910	2007	na	Subsidized	Elderly	Unconfirmed	HUD	71	0	100.0%
037	Gateway Senior Apartments	38.0872	-78.9871	2022	na	Restricted	Elderly	Stabilized	Bond	80	11	86.3%
038	Georgetown Apartments	38.1645	-79.0729	1984	2011	Market Rate	Family	Stabilized	Conventional	38	6	84.2%
039	Georgetown Apartments	38.1651	-79.0736	1960	2010	Market Rate	Family	Unconfirmed	Conventional	44	2	95.5%
040	Goose Creek Crossing	38.1117	-79.0067	2023	na	Restricted	Family	Non-Inventory	Bond	116	116	0.0%
041	Grandview Manor Apartments	38.0574	-78.9512	1985	2002	Market Rate	Family	Stabilized	Conventional	48	2	95.8%
042	Greenstone Residence	38.0588	-78.9491	1985	na	Subsidized	Family	Special Needs	HUD	13	0	100.0%
043	Gypsy Hill House Apartments	38.1616	-79.0925	1979	2011	Subsidized	Elderly	Prop Rehab	Tax Credit	100	0	100.0%
044	Harvard Road Group Home	38.0667	-78.9449	0	na	Subsidized	Family	Special Needs	HUD	5	0	100.0%
045	Highland Hills Phase 1 & 2	38.0368	-79.0364	1973	na	Market Rate	Family	Stabilized	RD	78	2	97.4%
046	Highland Hills Phase 3	38.0368	-79.0375	1979	na	Subsidized	Family	Stabilized	RD	40	0	100.0%
047	Hillcrest Apartments	38.1576	-79.0988	1972	2008	Market Rate	Family	Stabilized	Conventional	66	4	93.9%
048	Hillside Townhouse Apartments	38.0526	-79.0146	1990	na	Market Rate	Family	Stabilized	Conventional	116	2	98.3%
049	Hopeman West Apartments	38.0830	-78.9009	1981	na	Market Rate	Family	Stabilized	Conventional	108	0	100.0%
050	Innisfree Village Apartments	38.1880	-78.6910	1984	na	Market Rate	Family	Special Needs	Other	0	0	0.0%
051	Ivy Ridge Apartments	38.0804	-78.8963	1975	2005	Market Rate	Family	Stabilized	Conventional	26	0	100.0%
052	James Madison Apartments	38.1545	-79.0778	1978	2009	Market Rate	Family	Stabilized	Conventional	6	0	100.0%

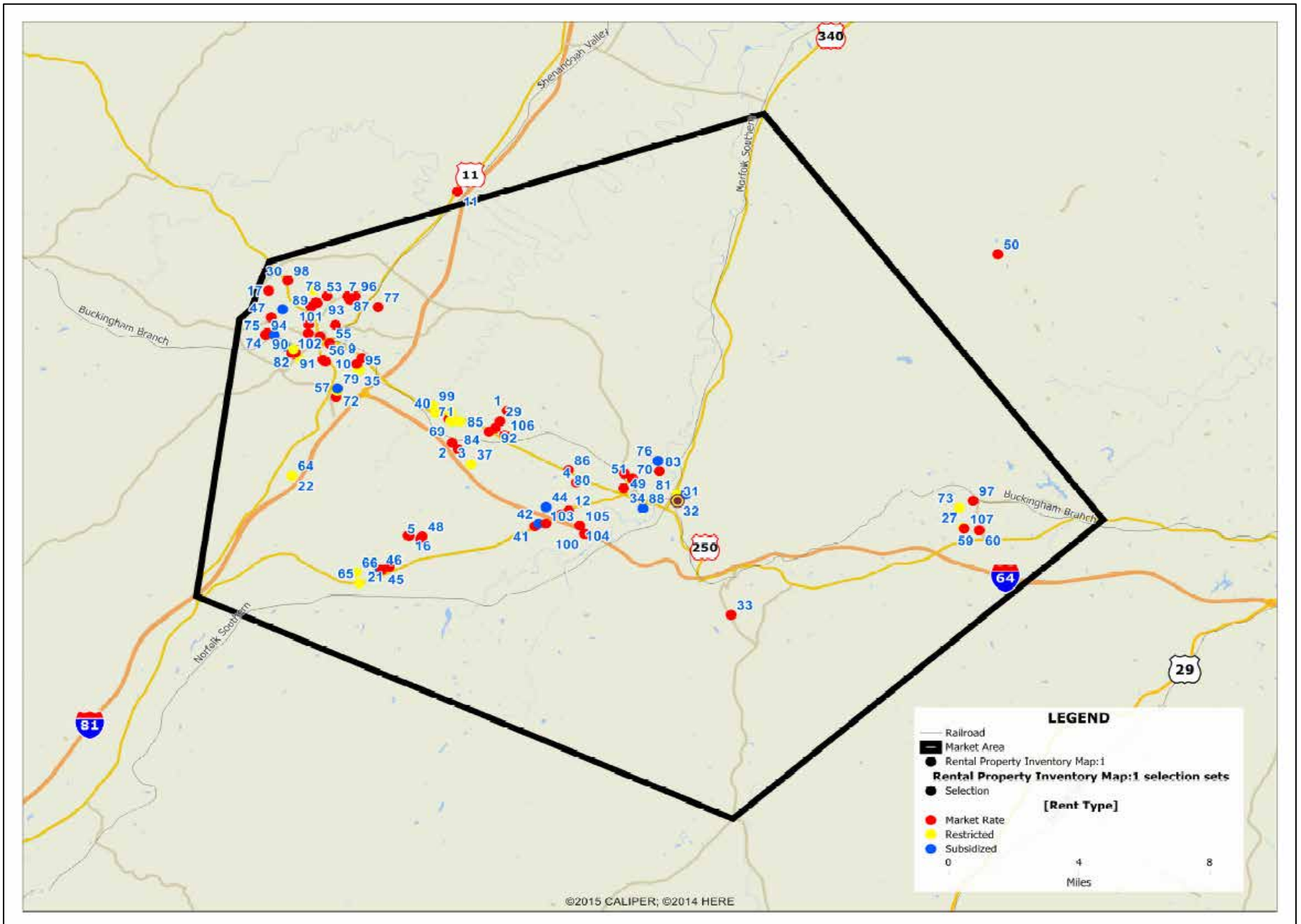


Rental Property Inventory

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
053	Knopp Enterprise Inc	38.1676	-79.0557	1989	na	Market Rate	Family	Non-Inventory	RD	0	0	0.0%
054	Lincoln Square Apartments	38.1628	-79.0764	2002	2018	Market Rate	Family	Duplicate	Bond	0	0	0.0%
055	Lofts at the Village	38.1453	-79.0660	1930	2016	Market Rate	Family	Stabilized	Conventional	38	1	97.4%
056	LSK Properties	38.1374	-79.0698	2011	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
057	Manchester Townhouses	38.1194	-79.0624	1973	na	Market Rate	Family	Stabilized	Conventional	156	3	98.1%
058	Maple Ridge	38.1089	-78.9996	2012	na	Market Rate	Family	Stabilized	Conventional	42	0	100.0%
059	Meadowlands Apartments	38.0555	-78.7014	1991	na	Subsidized	Elderly	Stabilized	HUD	30	0	100.0%
060	Meadows Apartments	38.0555	-78.7014	1979	na	Market Rate	Elderly	Duplicate	Tax Credit	0	0	0.0%
061	Middlebrook Trace	38.1376	-79.0822	2023	na	Restricted	Family	Construction	Tax Credit	82	82	0.0%
062	Middlebrook Trace I **** (additional credits	38.1425	-79.0864	2023	na	Market Rate	Family	Non-Inventory	Tax Credit	0	0	0.0%
063	Middlebrook Trace II	38.1425	-79.0864	2023	na	Restricted	Family	Construction	Tax Credit	48	48	0.0%
064	Mint Spring Apartments	38.0818	-79.0871	1979	na	Restricted	Family	Stabilized	RD	60	3	95.0%
065	Montague Terrace	38.0302	-79.0493	2010	na	Restricted	Family	Duplicate	Tax Credit	96	96	0.0%
066	Montague Terrace	38.0355	-79.0511	2012	na	Restricted	Family	Stabilized	Tax Credit	96	3	96.9%
067	Mountain Laurel Manor I	38.1081	-78.9971	2019	na	Restricted	Family	Stabilized	Tax Credit	48	3	93.8%
068	Mountain Laurel Manor II	38.1085	-78.9978	2020	na	Restricted	Family	Stabilized	Tax Credit	48	0	100.0%
069	Mountain Laurel Manor III	38.1080	-78.9985	2021	na	Restricted	Family	Prop Const	Tax Credit	48	48	0.0%
070	Mountain View Apartments	38.0801	-78.8972	1966	2012	Restricted	Family	Stabilized	Tax Credit	129	5	96.1%
071	Myers Corner	38.1079	-78.9933	2011	na	Restricted	Family	Non-Inventory	Tax Credit	54	54	0.0%
072	Oakmont Apartments	38.1224	-79.0616	1990	na	Restricted	Elderly	Stabilized	RD	24	0	100.0%
073	Old Trail Village Apartments	38.0663	-78.7126	2009	na	Restricted	Family	Stabilized	Other	39	3	92.3%
074	Parkhill Apartments	38.1501	-79.1011	1978	na	Market Rate	Family	Unconfirmed	Conventional	19	1	94.7%
075	Parkhill Apartments 2410	38.1492	-79.1021	1970	na	Market Rate	Family	Unconfirmed	Conventional	18	0	100.0%
076	Parkway Village	38.0890	-78.8820	1978	2011	Subsidized	Family	Stabilized	Tax Credit	126	5	96.0%
077	Pavilion At Bells Lane	38.1627	-79.0388	2016	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
078	Pinewood Apartments	38.1680	-79.0674	2009	na	Market Rate	Family	Rehabilitation	Conventional	18	18	0.0%
079	Plaza Apartments	38.1236	-79.0616	1978	na	Subsidized	Elderly	Stabilized	RD	110	0	100.0%
080	Property Management of Virginia	38.0845	-78.9324	1989	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
081	Quadrangle Apartments	38.0729	-78.8712	1975	2008	Restricted	Family	Stabilized	Other	100	0	100.0%
082	Queensbrook Apartments	38.1409	-79.0854	2009	na	Market Rate	Family	Stabilized	Conventional	30	0	100.0%
083	Red Top Rentals Inc	38.0839	-78.8812	1977	na	Market Rate	Family	Unconfirmed	Conventional	40	1	97.5%
084	Regency At Augusta	38.0943	-78.9943	2020	na	Market Rate	Elderly	Unconfirmed	Conventional	0	0	0.0%
085	Rent PPM	38.1030	-78.9770	1998	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
086	Shank Apartments	38.0845	-78.9324	na	na	Market Rate	Family	Unconfirmed	Conventional	0	0	0.0%
087	Shenandoah Apartments	38.1679	-79.0558	1972	2006	Market Rate	Family	Stabilized	Conventional	44	2	95.5%
088	Springdale Apartments	38.0661	-78.8905	1985	na	Subsidized	Elderly	Stabilized	PHA	188	0	100.0%
089	Springhill Village Apartments	38.1709	-79.0749	1972	2019	Restricted	Family	Stabilized	Bond	108	2	98.1%
090	Staunton Apartments Phase 1	38.1403	-79.0861	2018	na	Market Rate	Family	Stabilized	Conventional	15	0	100.0%
091	Staunton Apartments Phase 2	38.1403	-79.0861	2019	na	Market Rate	Family	Stabilized	Conventional	14	0	100.0%
092	Teaberry Greene Townhouses	38.1047	-78.9734	2004	2008	Market Rate	Family	Stabilized	Conventional	108	0	100.0%
093	Terry Court Properties	38.1661	-79.0545	1991	na	Market Rate	Family	Duplicate	Conventional	0	0	0.0%
094	Valley View Apartments on Bare Street	38.1492	-79.1021	1987	na	Market Rate	Family	Unconfirmed	Tax Credit	20	1	95.0%
095	Valley View Seniors Apartments	38.1325	-79.0492	2007	na	Restricted	Elderly	Stabilized	Tax Credit	71	1	98.6%
096	V-K Properties	38.1679	-79.0516	1984	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
097	Vue (The)	38.0697	-78.7048	2020	na	Market Rate	Family	Stabilized	Conventional	129	2	98.4%
098	Wakefield Apartments	38.1755	-79.0895	1980	na	Market Rate	Family	Stabilized	Conventional	48	2	95.8%
099	Waterford Village Apartments	38.1151	-79.0084	2011	na	Restricted	Family	Stabilized	Tax Credit	96	0	100.0%
100	Waverley Townhome	38.0538	-78.9233	1999	na	Market Rate	Family	Stabilized	Conventional	61	3	95.1%
101	Willow View Townhomes	38.1629	-79.0766	1978	2019	Subsidized	Family	Stabilized	Bond	110	2	98.2%
102	Windgate Place	38.1406	-79.0872	2008	na	Market Rate	Family	Stabilized	Conventional	57	0	100.0%
103	Windgrove Apartments Phase 1	38.0578	-78.9260	2015	na	Market Rate	Family	Stabilized	Conventional	146	0	100.0%
104	Windgrove Apartments Phase 2	38.0578	-78.9260	2021	na	Market Rate	Family	Stabilized	Conventional	146	0	100.0%

Rental Property Inventory

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
105	Windigrove Apartments Phase 3	38.0578	-78.9260	2020	na	Market Rate	Family	Stabilized	Conventional	120	7	94.2%
106	Stonington Townhomes	38.1013	-78.9682	2008	na	Market Rate	Family	Unconfirmed	Conventional	48	2	95.8%
107	Summit Apartments Homes (The)	38.0563	-78.7099	2020	na	Market Rate	Family	Stabilized	Conventional	190	3	98.4%



Rental Property Inventory, Unconfirmed

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
018	C J Woods Rentals	38.0633	-78.9367	2000	na	Market Rate	Family	Unconfirmed	Conventional	0	0	0.0%
028	Elizabeth Miller Apartments	38.1492	-79.0971	2000	na	Subsidized	Family	Unconfirmed	Other	86	0	100.0%
036	Garber Manor Phase 1 3	38.1439	-79.0910	2007	na	Subsidized	Elderly	Unconfirmed	HUD	71	0	100.0%
039	Georgetown Apartments	38.1651	-79.0736	1960	2010	Market Rate	Family	Unconfirmed	Conventional	44	2	95.5%
074	Parkhill Apartments	38.1501	-79.1011	1978	na	Market Rate	Family	Unconfirmed	Conventional	19	1	94.7%
075	Parkhill Apartments 2410	38.1492	-79.1021	1970	na	Market Rate	Family	Unconfirmed	Conventional	18	0	100.0%
083	Red Top Rentals Inc	38.0839	-78.8812	1977	na	Market Rate	Family	Unconfirmed	Conventional	40	1	97.5%
084	Regency At Augusta	38.0943	-78.9943	2020	na	Market Rate	Elderly	Unconfirmed	Conventional	0	0	0.0%
086	Shank Apartments	38.0845	-78.9324	na	na	Market Rate	Family	Unconfirmed	Conventional	0	0	0.0%
094	Valley View Apartments on Bare Street	38.1492	-79.1021	1987	na	Market Rate	Family	Unconfirmed	Tax Credit	20	1	95.0%
106	Stonington Townhomes	38.1013	-78.9682	2008	na	Market Rate	Family	Unconfirmed	Conventional	48	2	95.8%

Rental Property Inventory, Confirmed, Inside Market Area

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
001	Abbey Rose Apartments	38.1131	-78.9667	2007	na	Market Rate	Family	Stabilized	Conventional	37	0	100.0%
002	Apartments at Goose Creek Phase 1	38.0976	-78.9977	2015	na	Market Rate	Family	Stabilized	Conventional	248	0	100.0%
003	Apartments at Goose Creek Phase 2	38.0976	-78.9977	2021	na	Market Rate	Family	Stabilized	Conventional	148	0	100.0%
004	Ashton Village Apartments	38.0786	-78.9279	1985	na	Market Rate	Family	Stabilized	Conventional	123	1	99.2%
005	Augusta Farms Apartments	38.0516	-79.0153	1973	2008	Market Rate	Family	Stabilized	Conventional	50	0	100.0%
007	Belmont Terrace Apartments	38.1676	-79.0530	1965	na	Market Rate	Family	Stabilized	Conventional	59	4	93.2%
009	Big Sky Apartments Phase 1	38.1382	-79.0479	2006	na	Market Rate	Family	Stabilized	Conventional	135	0	100.0%
010	Big Sky Apartments Phase 2	38.1354	-79.0508	2017	na	Market Rate	Family	Stabilized	Conventional	114	0	100.0%
012	Brandon Ladd Apartments	38.0651	-78.9322	1958	na	Market Rate	Family	Stabilized	Conventional	169	0	100.0%
014	Briarwood Apartments Phase 1	38.1123	-78.9986	1976	na	Restricted	Family	Stabilized	RD	48	0	100.0%
015	Briarwood Apartments Phase 2	38.1130	-78.9989	1977	na	Restricted	Family	Stabilized	RD	44	0	100.0%
016	Brittany Knoll Apartments	38.0531	-79.0219	2000	na	Market Rate	Family	Stabilized	Conventional	153	1	99.3%
019	Charles Street Apartments	38.1365	-79.0683	1984	na	Market Rate	Family	Stabilized	Conventional	20	1	95.0%
021	Colter Place Apartments	38.0380	-79.0325	2008	na	Market Rate	Family	Stabilized	Conventional	3	0	100.0%
022	Crestwood Apartments	38.0818	-79.0871	1985	na	Restricted	Family	Stabilized	RD	48	0	100.0%
023	Crozet Meadows (New Units)	38.0555	-78.7014	2009	na	Restricted	Elderly	Stabilized	Tax Credit	38	0	100.0%
024	Crozet Meadows (Rehab Units)	38.0555	-78.7014	1979	2009	Restricted	Elderly	Stabilized	Tax Credit	28	0	100.0%
029	Enchanted View Apartments	38.1079	-78.9708	2008	na	Market Rate	Family	Stabilized	Conventional	24	2	91.7%
030	Englewood Apartments	38.1754	-79.0896	1972	2007	Market Rate	Family	Stabilized	Conventional	52	0	100.0%
031	Fairfax Hall Apartments	38.0697	-78.8710	1890	2001	Restricted	Elderly	Stabilized	Tax Credit	54	8	85.2%
035	Frontier Ridge Apartments	38.1322	-79.0498	2005	na	Restricted	Family	Stabilized	Tax Credit	100	0	100.0%
037	Gateway Senior Apartments	38.0872	-78.9871	2022	na	Restricted	Elderly	Stabilized	Bond	80	11	86.3%
038	Georgetown Apartments	38.1645	-79.0729	1984	2011	Market Rate	Family	Stabilized	Conventional	38	6	84.2%
041	Grandview Manor Apartments	38.0574	-78.9512	1985	2002	Market Rate	Family	Stabilized	Conventional	48	2	95.8%
043	Gypsy Hill House Apartments	38.1616	-79.0925	1979	2011	Subsidized	Elderly	Prop Rehab	Tax Credit	100	0	100.0%
045	Highland Hills Phase 1 & 2	38.0368	-79.0364	1973	na	Market Rate	Family	Stabilized	RD	78	2	97.4%
046	Highland Hills Phase 3	38.0368	-79.0375	1979	na	Subsidized	Family	Stabilized	RD	40	0	100.0%
047	Hillcrest Apartments	38.1576	-79.0988	1972	2008	Market Rate	Family	Stabilized	Conventional	66	4	93.9%
048	Hillside Townhouse Apartments	38.0526	-79.0146	1990	na	Market Rate	Family	Stabilized	Conventional	116	2	98.3%
049	Hopeman West Apartments	38.0830	-78.9009	1981	na	Market Rate	Family	Stabilized	Conventional	108	0	100.0%
051	Ivy Ridge Apartments	38.0804	-78.8963	1975	2005	Market Rate	Family	Stabilized	Conventional	26	0	100.0%
052	James Madison Apartments	38.1545	-79.0778	1978	2009	Market Rate	Family	Stabilized	Conventional	6	0	100.0%
055	Lofts at the Village	38.1453	-79.0660	1930	2016	Market Rate	Family	Stabilized	Conventional	38	1	97.4%
057	Manchester Townhouses	38.1194	-79.0624	1973	na	Market Rate	Family	Stabilized	Conventional	156	3	98.1%
058	Maple Ridge	38.1089	-78.9996	2012	na	Market Rate	Family	Stabilized	Conventional	42	0	100.0%
059	Meadowlands Apartments	38.0555	-78.7014	1991	na	Subsidized	Elderly	Stabilized	HUD	30	0	100.0%
061	Middlebrook Trace	38.1376	-79.0822	2023	na	Restricted	Family	Construction	Tax Credit	82	82	0.0%
063	Middlebrook Trace II	38.1425	-79.0864	2023	na	Restricted	Family	Construction	Tax Credit	48	48	0.0%
064	Mint Spring Apartments	38.0818	-79.0871	1979	na	Restricted	Family	Stabilized	RD	60	3	95.0%
066	Montague Terrace	38.0355	-79.0511	2012	na	Restricted	Family	Stabilized	Tax Credit	96	3	96.9%
067	Mountain Laurel Manor I	38.1081	-78.9971	2019	na	Restricted	Family	Stabilized	Tax Credit	48	3	93.8%
068	Mountain Laurel Manor II	38.1085	-78.9978	2020	na	Restricted	Family	Stabilized	Tax Credit	48	0	100.0%
069	Mountain Laurel Manor III	38.1080	-78.9985	2021	na	Restricted	Family	Prop Const	Tax Credit	48	48	0.0%
070	Mountain View Apartments	38.0801	-78.8972	1966	2012	Restricted	Family	Stabilized	Tax Credit	129	5	96.1%
072	Oakmont Apartments	38.1224	-79.0616	1990	na	Restricted	Elderly	Stabilized	RD	24	0	100.0%
073	Old Trail Village Apartments	38.0663	-78.7126	2009	na	Restricted	Family	Stabilized	Other	39	3	92.3%
076	Parkway Village	38.0890	-78.8820	1978	2011	Subsidized	Family	Stabilized	Tax Credit	126	5	96.0%
078	Pinewood Apartments	38.1680	-79.0674	2009	na	Market Rate	Family	Rehabilitation	Conventional	18	18	0.0%
079	Plaza Apartments	38.1236	-79.0616	1978	na	Subsidized	Elderly	Stabilized	RD	110	0	100.0%
081	Quadrangle Apartments	38.0729	-78.8712	1975	2008	Restricted	Family	Stabilized	Other	100	0	100.0%
082	Queensbrook Apartments	38.1409	-79.0854	2009	na	Market Rate	Family	Stabilized	Conventional	30	0	100.0%
087	Shenandoah Apartments	38.1679	-79.0558	1972	2006	Market Rate	Family	Stabilized	Conventional	44	2	95.5%

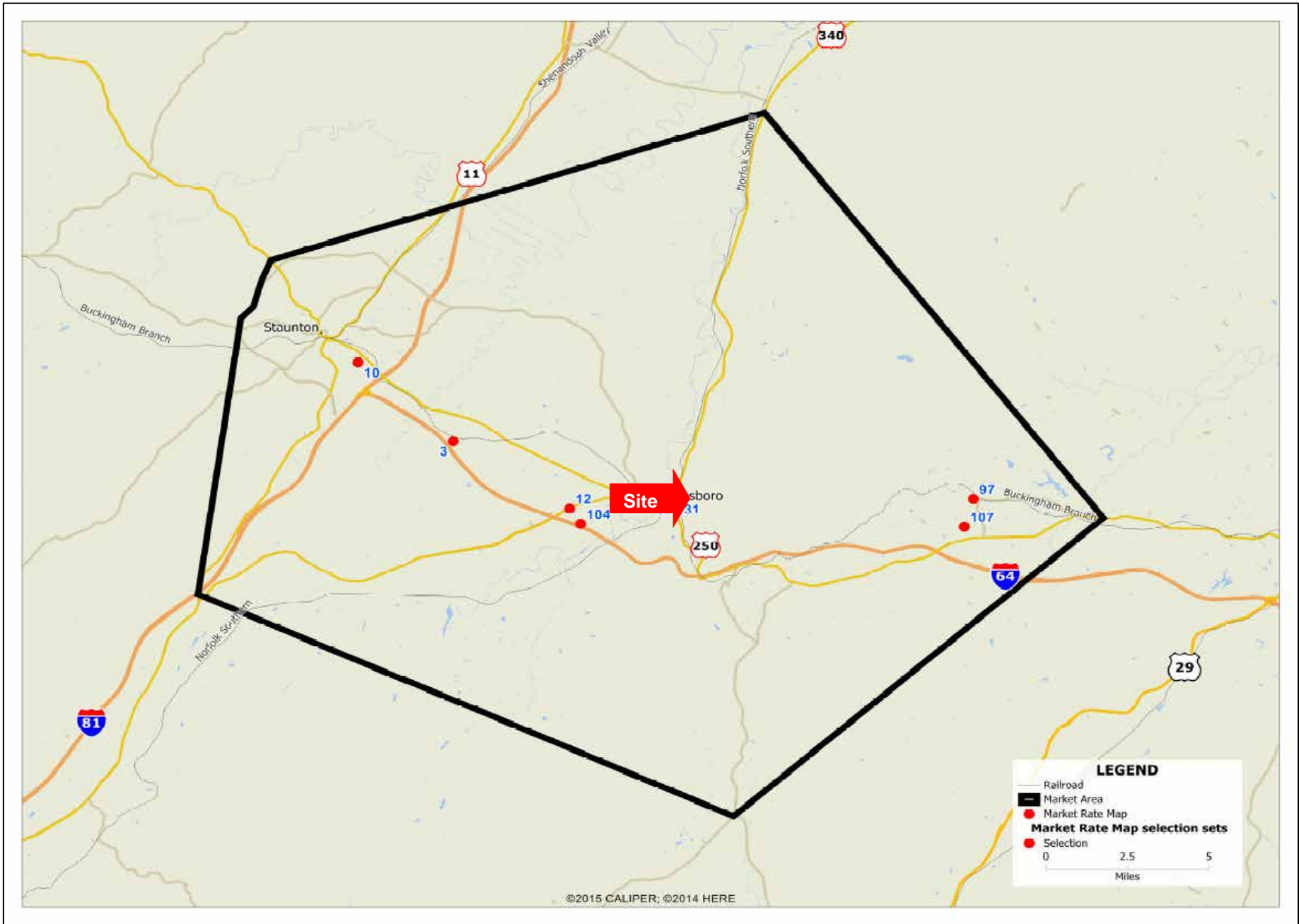
Rental Property Inventory, Confirmed, Inside Market Area

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
088	Springdale Apartments	38.0661	-78.8905	1985	na	Subsidized	Elderly	Stabilized	PHA	188	0	100.0%
089	Springhill Village Apartments	38.1709	-79.0749	1972	2019	Restricted	Family	Stabilized	Bond	108	2	98.1%
090	Staunton Apartments Phase 1	38.1403	-79.0861	2018	na	Market Rate	Family	Stabilized	Conventional	15	0	100.0%
091	Staunton Apartments Phase 2	38.1403	-79.0861	2019	na	Market Rate	Family	Stabilized	Conventional	14	0	100.0%
092	Teaberry Greene Townhouses	38.1047	-78.9734	2004	2008	Market Rate	Family	Stabilized	Conventional	108	0	100.0%
095	Valley View Seniors Apartments	38.1325	-79.0492	2007	na	Restricted	Elderly	Stabilized	Tax Credit	71	1	98.6%
097	Vue (The)	38.0697	-78.7048	2020	na	Market Rate	Family	Stabilized	Conventional	129	2	98.4%
098	Wakefield Apartments	38.1755	-79.0895	1980	na	Market Rate	Family	Stabilized	Conventional	48	2	95.8%
099	Waterford Village Apartments	38.1151	-79.0084	2011	na	Restricted	Family	Stabilized	Tax Credit	96	0	100.0%
100	Waverley Townhome	38.0538	-78.9233	1999	na	Market Rate	Family	Stabilized	Conventional	61	3	95.1%
101	Willow View Townhomes	38.1629	-79.0766	1978	2019	Subsidized	Family	Stabilized	Bond	110	2	98.2%
102	Windgate Place	38.1406	-79.0872	2008	na	Market Rate	Family	Stabilized	Conventional	57	0	100.0%
103	Windgrove Apartments Phase 1	38.0578	-78.9260	2015	na	Market Rate	Family	Stabilized	Conventional	146	0	100.0%
104	Windgrove Apartments Phase 2	38.0578	-78.9260	2021	na	Market Rate	Family	Stabilized	Conventional	146	0	100.0%
105	Windgrove Apartments Phase 3	38.0578	-78.9260	2020	na	Market Rate	Family	Stabilized	Conventional	120	7	94.2%
107	Summit Apartments Homes (The)	38.0563	-78.7099	2020	na	Market Rate	Family	Stabilized	Conventional	190	3	98.4%



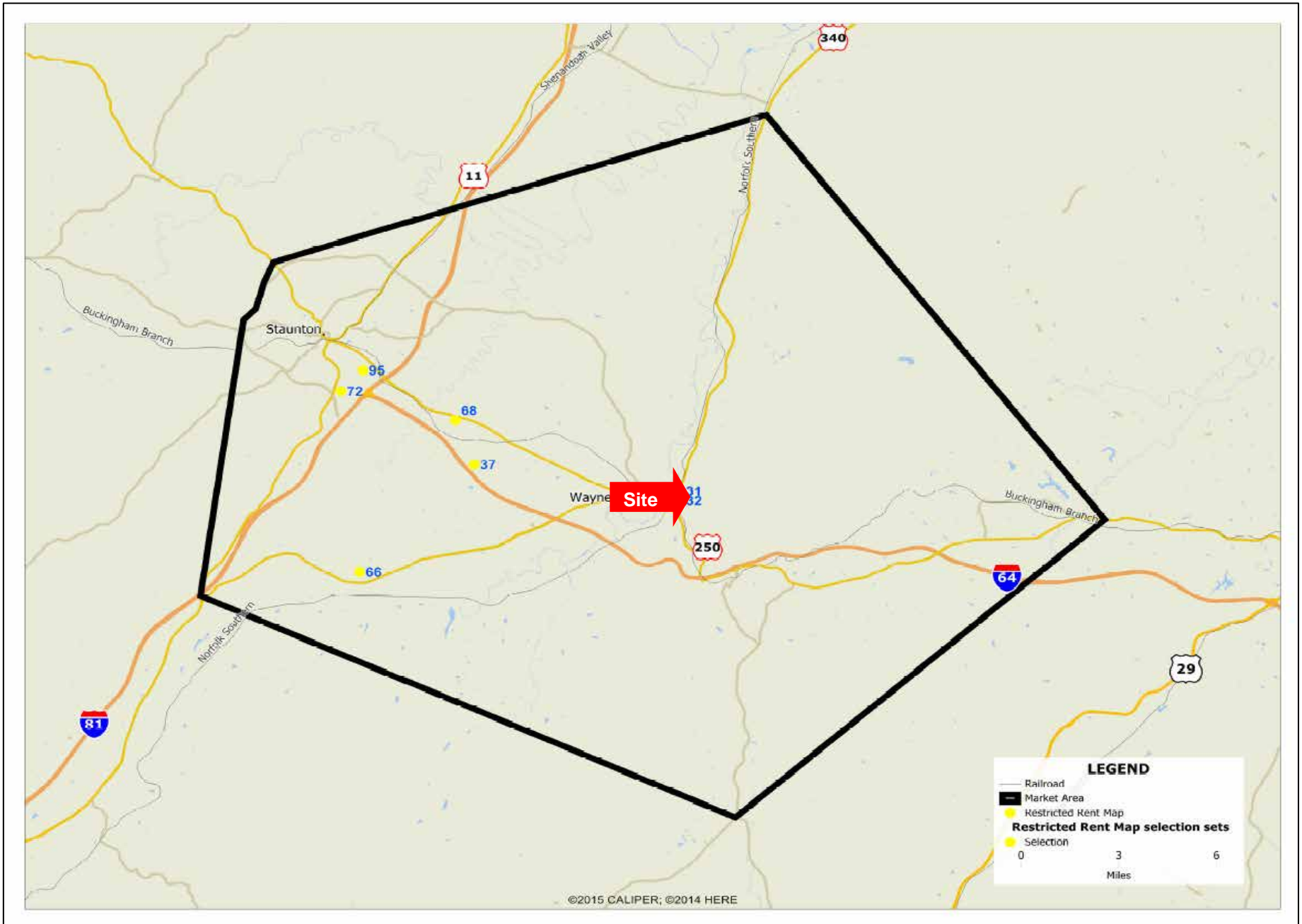
Master List of Market Rate Comparables

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
003	Apartments at Goose Creek Phase 2	38.0976	-78.9977	2021	na	Market Rate	Family	Stabilized	Conventional	148	0	100.0%
010	Big Sky Apartments Phase 2	38.1354	-79.0508	2017	na	Market Rate	Family	Stabilized	Conventional	114	0	100.0%
012	Brandon Ladd Apartments	38.0651	-78.9322	1958	na	Market Rate	Family	Stabilized	Conventional	169	0	100.0%
097	Vue (The)	38.0697	-78.7048	2020	na	Market Rate	Family	Stabilized	Conventional	129	2	98.4%
104	Windigrove Apartments Phase 2	38.0578	-78.9260	2021	na	Market Rate	Family	Stabilized	Conventional	146	0	100.0%
107	Summit Apartments Homes (The)	38.0563	-78.7099	2020	na	Market Rate	Family	Stabilized	Conventional	190	3	98.4%



Master List of Restricted Rent Comparables

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
031	Fairfax Hall Apartments	38.0697	-78.8710	1890	2001	Restricted	Elderly	Stabilized	Tax Credit	54	8	85.2%
037	Gateway Senior Apartments	38.0872	-78.9871	2022	na	Restricted	Elderly	Stabilized	Bond	80	11	86.3%
066	Montague Terrace	38.0355	-79.0511	2012	na	Restricted	Family	Stabilized	Tax Credit	96	3	96.9%
068	Mountain Laurel Manor II	38.1085	-78.9978	2020	na	Restricted	Family	Stabilized	Tax Credit	48	0	100.0%
072	Oakmont Apartments	38.1224	-79.0616	1990	na	Restricted	Elderly	Stabilized	RD	24	0	100.0%
095	Valley View Seniors Apartments	38.1325	-79.0492	2007	na	Restricted	Elderly	Stabilized	Tax Credit	71	1	98.6%



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

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

Rental Property Inventory, Confirmed, Inside Market Area			
Total Properties			
	Elderly	Family	Total
Market Rate		39	39
Restricted	6	16	22
Subsidized	4	3	7
<b>Total</b>	<b>10</b>	<b>58</b>	<b>68</b>

Total Units			
	Elderly	Family	Total
Market Rate		3,293	3,293
Restricted	239	793	1,032
Subsidized	484	515	999
<b>Total</b>	<b>723</b>	<b>4,601</b>	<b>5,324</b>

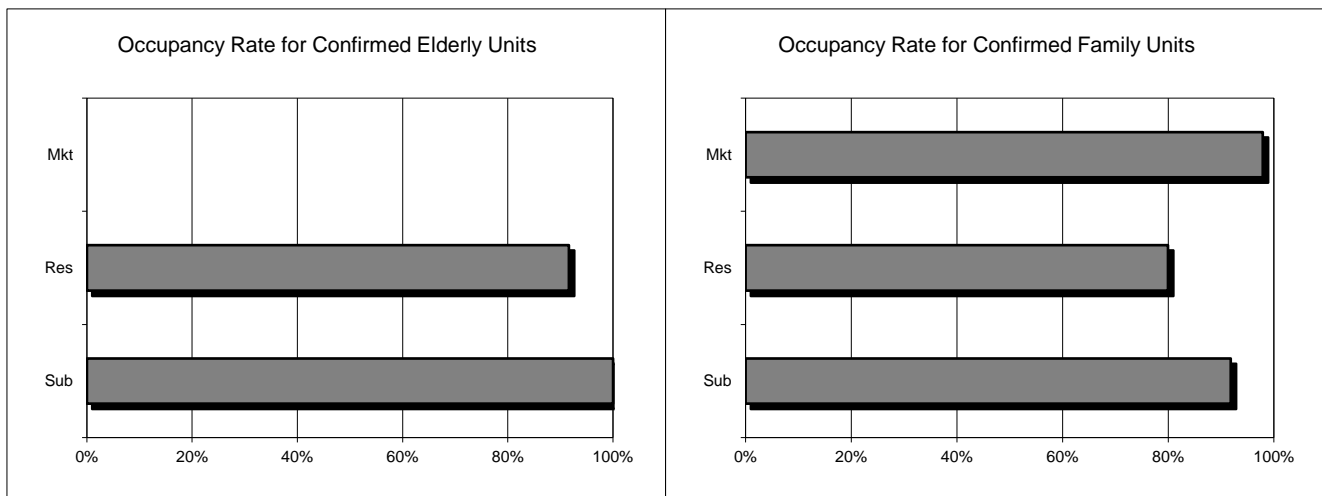
  

Vacant Units			
	Elderly	Family	Total
Market Rate		69	69
Restricted	20	159	179
Subsidized		42	42
<b>Total</b>	<b>20</b>	<b>270</b>	<b>290</b>

Occupancy Rate			
	Elderly	Family	Total
Market Rate		98%	98%
Restricted	92%	80%	83%
Subsidized	100%	92%	96%
<b>Total</b>	<b>97%</b>	<b>94%</b>	<b>95%</b>

Source: Allen & Associates



Our analysis includes a total of 68 confirmed market area properties consisting of 5,324 units. The occupancy rate for these units currently stands at 95 percent. This rate reflects the occupancy for all confirmed market area units, regardless of project status (stabilized, under construction, proposed, etc.).

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

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

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

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

Elderly					Family				
Total Properties					Total Properties				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized	3	6		9	Stabilized	3	13	38	54
Lease Up					Lease Up				
Construction					Construction		2		2
Rehabilitation					Rehabilitation			1	1
Prop Const					Prop Const		1		1
Prop Rehab	1			1	Prop Rehab				
Unstabilized					Unstabilized				
Subtotal	1			1	Subtotal		3	1	4
Total	4	6		10	Total	3	16	39	58

Total Units					Total Units				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized	384	239		623	Stabilized	483	647	3,275	4,405
Lease Up					Lease Up				
Construction					Construction	24	106		130
Rehabilitation					Rehabilitation			18	18
Prop Const					Prop Const	8	40		48
Prop Rehab	100			100	Prop Rehab				
Unstabilized					Unstabilized				
Subtotal	100			100	Subtotal	32	146	18	196
Total	484	239		723	Total	515	793	3,293	4,601

Vacant Units					Vacant Units				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized		20		20	Stabilized	10	13	51	74
Lease Up					Lease Up				
Construction					Construction	24	106		130
Rehabilitation					Rehabilitation			18	18
Prop Const					Prop Const	8	40		48
Prop Rehab					Prop Rehab				
Unstabilized					Unstabilized				
Subtotal					Subtotal	32	146	18	196
Total		20		20	Total	42	159	69	270

Source: Allen & Associates

Our survey includes a total of 63 stabilized market area properties consisting of 5,028 units standing at 98 percent occupancy.

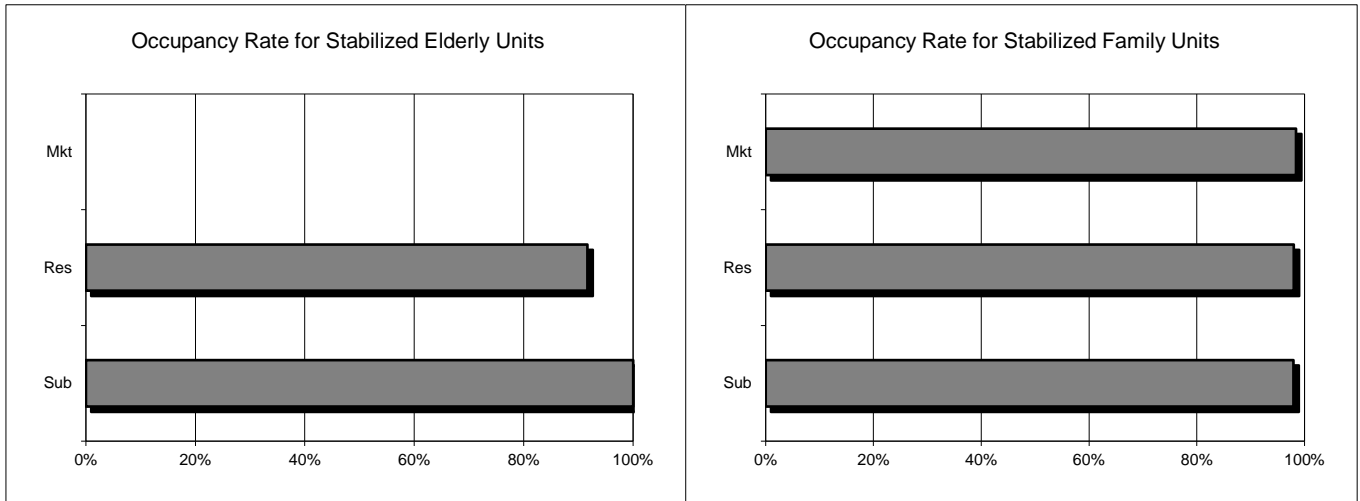
Our survey also includes a total of 5 market area properties consisting of 296 units that are not yet stabilized. Unstabilized units (also referred to as pipeline units) include vacant units in lease up, construction, rehabilitation, proposed new construction, and units with proposed renovation plans.

Rental Property Inventory, Confirmed, Inside Market Area

Elderly					Family				
Occupancy Rate					Occupancy Rate				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized	100%	92%		97%	Stabilized	98%	98%	98%	98%
Lease Up					Lease Up				
Construction					Construction	0%	0%		0%
Rehabilitation					Rehabilitation			0%	0%
Prop Const					Prop Const	0%	0%		0%
Prop Rehab	100%			100%	Prop Rehab				
Unstabilized					Unstabilized				
Subtotal	100%			100%	Subtotal	0%	0%	0%	0%
Total	100%	92%		97%	Total	92%	80%	98%	94%

Source: Allen & Associates

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



Our research suggests the following occupancy levels for the 623 stabilized elderly units in this market area:

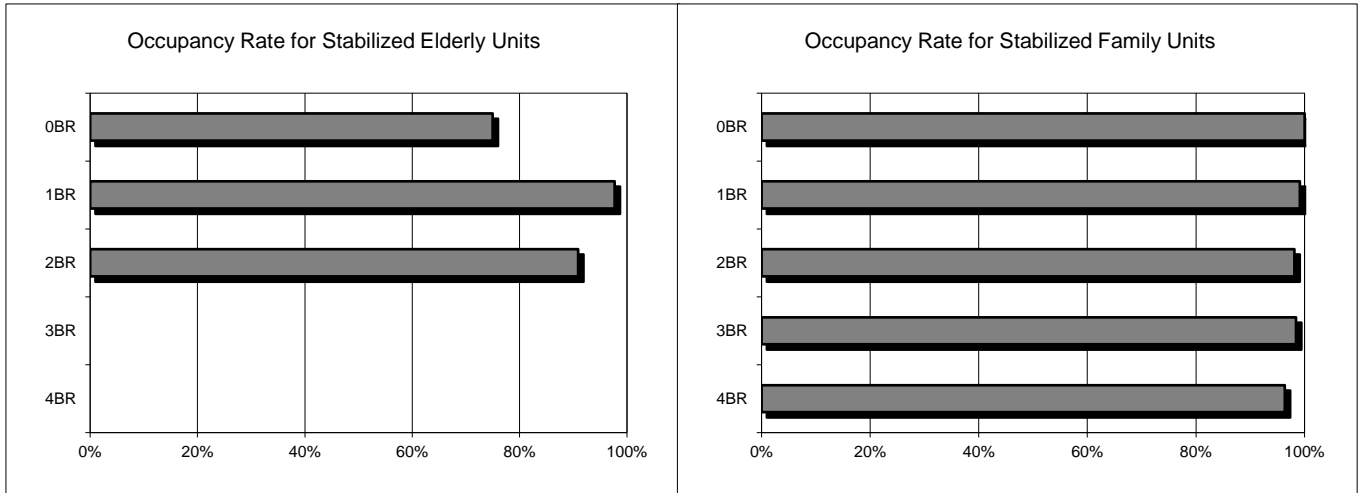
- Subsidized, 100 percent (384 units in survey)
- Restricted, 92 percent (239 units in survey)
- Market Rate, not applicable (0 units in survey)

Our research suggests the following occupancy levels for the 4,405 stabilized family units in this market area:

- Subsidized, 98 percent (483 units in survey)
- Restricted, 98 percent (647 units in survey)
- Market Rate, 98 percent (3275 units in survey)

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





Our research suggests the following occupancy levels for the 623 stabilized elderly units in this market area:

- 0-Bedroom, 75 percent (8 units in survey)
- 1-Bedroom, 98 percent (560 units in survey)
- 2-Bedroom, 91 percent (55 units in survey)
- 3-Bedroom, not applicable (0 units in survey)
- 4-Bedroom, not applicable (0 units in survey)

Our research suggests the following occupancy levels for the 4,405 stabilized family units in this market area:

- 0-Bedroom, 100 percent (11 units in survey)
- 1-Bedroom, 99 percent (787 units in survey)
- 2-Bedroom, 98 percent (2973 units in survey)
- 3-Bedroom, 98 percent (579 units in survey)
- 4-Bedroom, 96 percent (55 units in survey)

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

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

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

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized				4	4				8
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total				4	4				8

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized					1			10	11
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total					1			10	11

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

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

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized				100%	50%				75%
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total				100%	50%				75%

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

Source: Allen & Associates

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

Elderly									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	6		1	5	2				14
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab	1								1
Unstabilized									
Subtotal	1								1
Total	7		1	5	2				15

Family									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	4				2			2	18
Lease Up									
Construction									
Rehabilitation								1	1
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal								1	1
Total	4				2			2	19

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	384		4	99	73				560
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab	98								98
Unstabilized									
Subtotal	98								98
Total	482		4	99	73				658

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	83				26			3	675
Lease Up									
Construction									
Rehabilitation								18	18
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal								18	18
Total	83				26			3	693

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized				4	9				13
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total				4	9				13

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	1							6	7
Lease Up									
Construction									
Rehabilitation								18	18
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal								18	18
Total	1							24	25

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	100%		100%	96%	88%				98%
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab	100%								100%
Unstabilized									
Subtotal	100%								100%
Total	100%		100%	96%	88%				98%

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	99%				100%			100%	99%
Lease Up									
Construction									
Rehabilitation								0%	0%
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal								0%	0%
Total	99%				100%			100%	97%

Source: Allen & Associates

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

Elderly									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized			1	1	2				4
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab	1								1
Unstabilized									
Subtotal	1								1
Total	1		1	1	2				5

Family									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	8		1	5	6		4	35	59
Lease Up									
Construction		2		2	2		2		8
Rehabilitation									
Prop Const		1			1				2
Prop Rehab									
Unstabilized									
Subtotal		3		2	3		2		10
Total	8	3	1	7	9		6	35	69

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized			3	21	31				55
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab	2								2
Unstabilized									
Subtotal	2								2
Total	2		3	21	31				57

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	308		5	175	224		15	2,246	2,973
Lease Up									
Construction		18		23	10		17		68
Rehabilitation									
Prop Const		3			25				28
Prop Rehab									
Unstabilized									
Subtotal		21		23	35		17		96
Total	308	21	5	198	259		32	2,246	3,069

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

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	7			1	9			39	56
Lease Up									
Construction		18		23	10		17		68
Rehabilitation									
Prop Const		3			25				28
Prop Rehab									
Unstabilized									
Subtotal		21		23	35		17		96
Total	7	21		24	44		17	39	152

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized			100%	100%	84%				91%
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab	100%								100%
Unstabilized									
Subtotal	100%								100%
Total	100%		100%	100%	84%				91%

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	98%		100%	99%	96%		100%	98%	98%
Lease Up									
Construction		0%		0%	0%		0%		0%
Rehabilitation									
Prop Const		0%			0%				0%
Prop Rehab									
Unstabilized									
Subtotal		0%		0%	0%		0%		0%
Total	98%	0%	100%	88%	83%		47%	98%	95%

Source: Allen & Associates

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

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

Family									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	2		1	3	4			20	30
Lease Up									
Construction	2				2		2		6
Rehabilitation									
Prop Const	1	1			1				3
Prop Rehab									
Unstabilized									
Subtotal	3	1			3		2		9
Total	5	1	1	3	7		2	20	39

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

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	76		5	119	74			305	579
Lease Up									
Construction	24				22		16		62
Rehabilitation									
Prop Const	8	2			10				20
Prop Rehab									
Unstabilized									
Subtotal	32	2			32		16		82
Total	108	2	5	119	106		16	305	661

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

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	2				3			4	9
Lease Up									
Construction	24				22		16		62
Rehabilitation									
Prop Const	8	2			10				20
Prop Rehab									
Unstabilized									
Subtotal	32	2			32		16		82
Total	34	2			35		16	4	91

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

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	97%		100%	100%	96%			99%	98%
Lease Up									
Construction	0%				0%		0%		0%
Rehabilitation									
Prop Const	0%	0%			0%				0%
Prop Rehab									
Unstabilized									
Subtotal	0%	0%			0%		0%		0%
Total	69%	0%	100%	100%	67%		0%	99%	86%

Source: Allen & Associates

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

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

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

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

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	16							39	55
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	16							39	55

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

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

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

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	100%							95%	96%
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	100%							95%	96%

Source: Allen & Associates

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

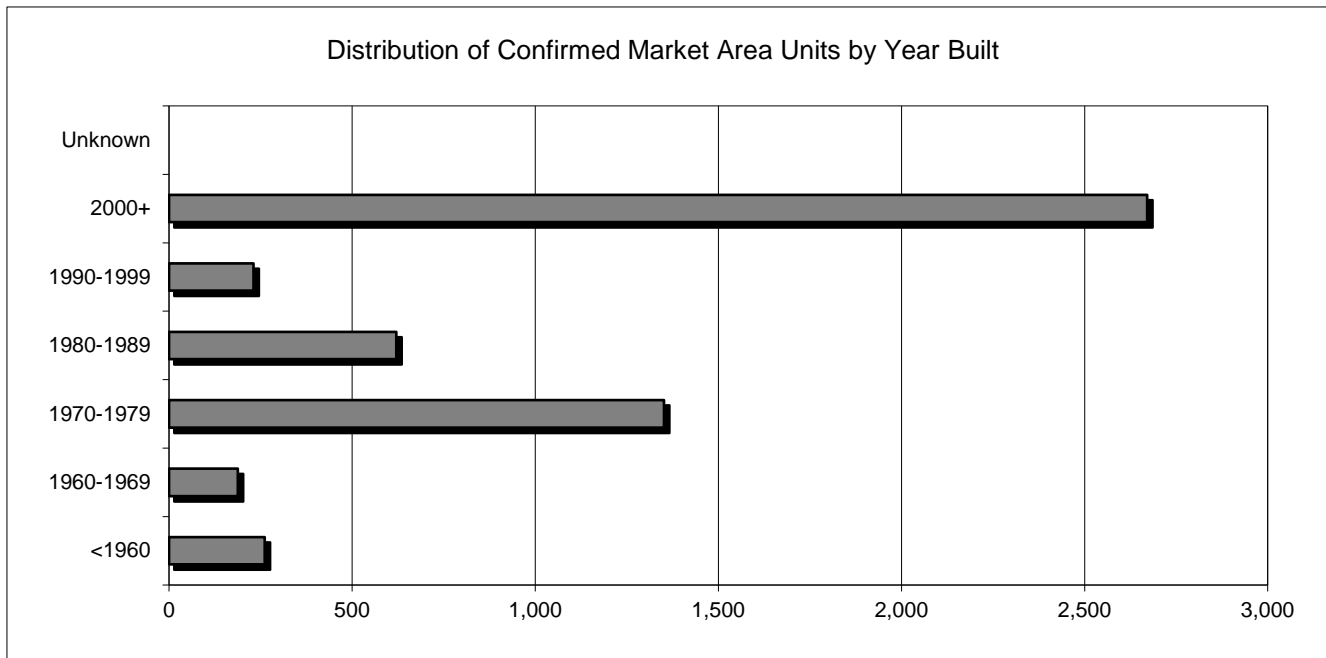
The following tables and graph provide a summary of the confirmed market area properties included in this analysis broken out by year built:

Rental Property Inventory, Confirmed, Inside Market Area			
Total Properties			
	Elderly	Family	Total
<1960	1	2	3
1960-1969		2	2
1970-1979	3	16	19
1980-1989	1	7	8
1990-1999	2	2	4
2000+	3	29	32
Unknown			
<b>Total</b>	<b>10</b>	<b>58</b>	<b>68</b>

Total Units			
	Elderly	Family	Total
<1960	54	207	261
1960-1969		188	188
1970-1979	238	1,114	1,352
1980-1989	188	433	621
1990-1999	54	177	231
2000+	189	2,482	2,671
Unknown			
<b>Total</b>	<b>723</b>	<b>4,601</b>	<b>5,324</b>

Source: Allen & Associates



Our research suggests that of the 68 confirmed market area properties (5324 units) included in this report, 3 properties (261 units) were constructed before 1960, 2 properties (188 units) were constructed between 1960 and 1969, 19 properties (1352 units) between 1970 and 1979, 8 properties (621 units) between 1980 and 1989, 4 properties (231 units) between 1990 and 1999, and 32 properties (2671 units) after 2000. In addition, 0 properties (0 units) had an unknown date of construction.



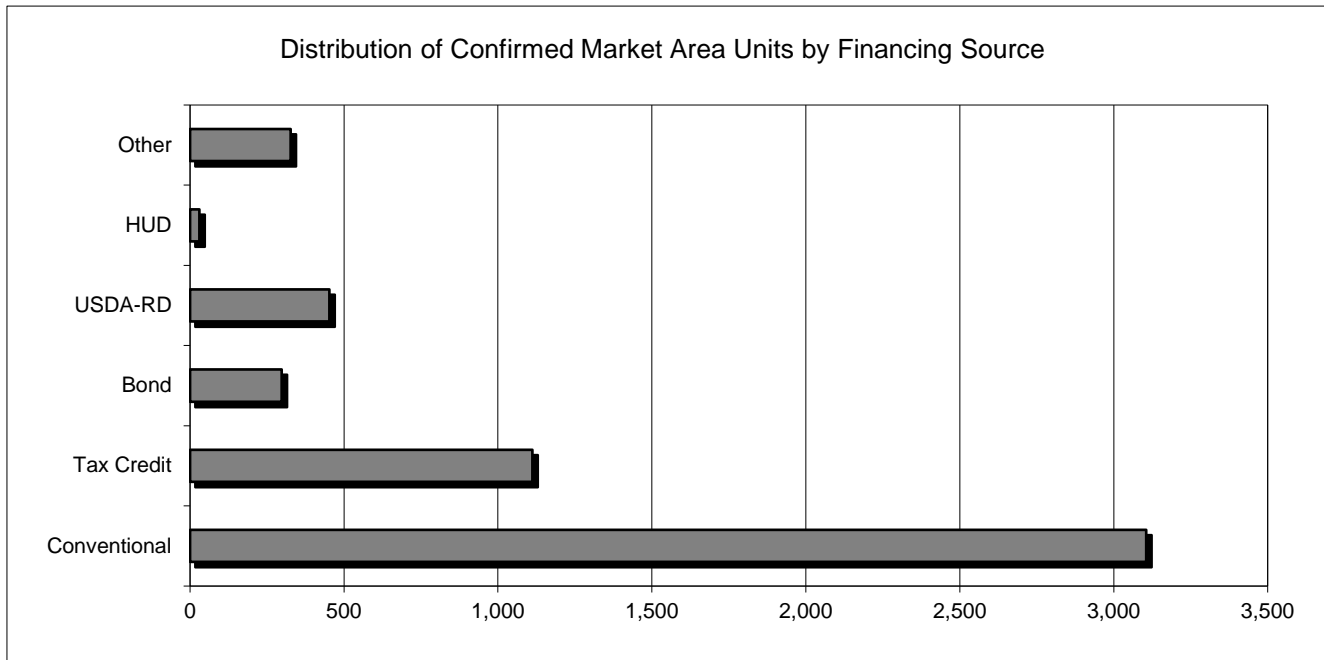
## Rental Property Inventory, Confirmed, Inside Market Area, by Financing Source

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

Rental Property Inventory, Confirmed, Inside Market Area			
Total Properties			
	Elderly	Family	Total
Conventional		38	38
Tax Credit	5	10	15
Bond	1	2	3
USDA-RD	2	6	8
HUD	1		1
Other	1	2	3
<b>Total</b>	<b>10</b>	<b>58</b>	<b>68</b>

Total Units			
	Elderly	Family	Total
Conventional		3,105	3,105
Tax Credit	291	821	1,112
Bond	80	218	298
USDA-RD	134	318	452
HUD	30		30
Other	188	139	327
<b>Total</b>	<b>723</b>	<b>4,601</b>	<b>5,324</b>

Source: Allen & Associates



Our research suggests that of the 68 confirmed properties in the market area, 38 properties (consisting of 3105 units) are conventionally financed, 15 properties (consisting of 1112 units) include tax credit financing, 3 properties (consisting of 298 units) are bond financed, 8 properties (consisting of 452 units) are exclusively USDA-RD financed, and 1 property (consisting of 30 units) is exclusively HUD financed.

The average project size for this market area is 78 units. The smallest projects are exclusively HUD financed, averaging 30 units in size. The largest projects are bond financed, averaging 99 units in size.

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

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

Rental Property Inventory, Confirmed, Inside Market Area

Rents									
	Subsidized			Restricted			Market		
	Min	Max	Avg	Min	Max	Avg	Min	Max	Avg
0-Bedroom	-	-	-	\$442	\$730	\$607	\$750	\$750	\$750
1-Bedroom	\$431	\$672	\$572	\$533	\$1,300	\$715	\$395	\$1,459	\$962
2-Bedroom	\$481	\$677	\$616	\$366	\$1,400	\$749	\$418	\$1,866	\$950
3-Bedroom	\$688	\$967	\$869	\$423	\$1,103	\$897	\$620	\$2,322	\$1,368
4-Bedroom	\$811	\$844	\$828	-	-	-	\$2,000	\$2,005	\$2,003

Unit Size

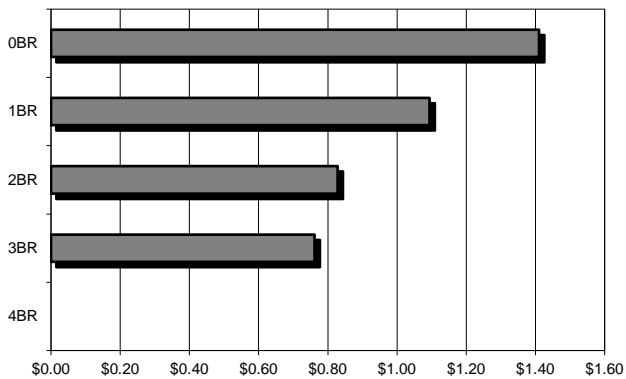
Unit Size									
	Subsidized			Restricted			Market		
	Min	Max	Avg	Min	Max	Avg	Min	Max	Avg
0-Bedroom	-	-	-	368	462	431	500	500	500
1-Bedroom	469	700	632	556	800	654	550	1,072	761
2-Bedroom	832	1,000	925	768	1,139	904	660	1,493	1,011
3-Bedroom	1,153	1,252	1,214	941	1,255	1,178	980	1,971	1,400
4-Bedroom	1,383	1,400	1,392	-	-	-	1,800	3,220	2,510

Rent per Square Foot

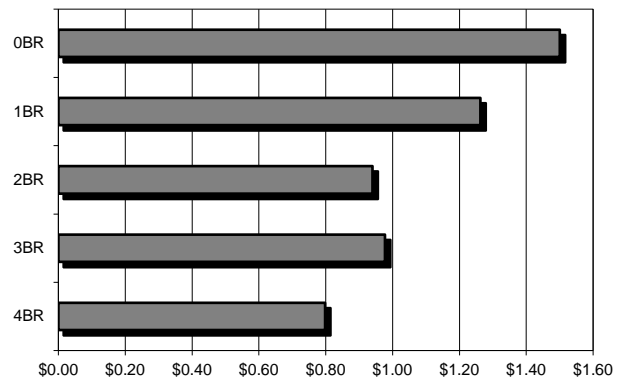
Rent per Square Foot									
	Subsidized			Restricted			Market		
	Min	Max	Avg	Min	Max	Avg	Min	Max	Avg
0-Bedroom	-	-	-	\$1.20	\$1.58	\$1.41	\$1.50	\$1.50	\$1.50
1-Bedroom	\$0.92	\$0.96	\$0.91	\$0.96	\$1.63	\$1.09	\$0.72	\$1.36	\$1.26
2-Bedroom	\$0.58	\$0.68	\$0.67	\$0.48	\$1.23	\$0.83	\$0.63	\$1.25	\$0.94
3-Bedroom	\$0.60	\$0.77	\$0.72	\$0.45	\$0.88	\$0.76	\$0.63	\$1.18	\$0.98
4-Bedroom	\$0.59	\$0.60	\$0.59	-	-	-	\$0.62	\$1.11	\$0.80

Source: Allen & Associates

Rent per Square Foot for Restricted Units



Rent per Square Foot for Market Rate Units



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

- 0-Bedroom, \$1.41 per square foot
- 1-Bedroom, \$1.09 per square foot
- 2-Bedroom, \$0.83 per square foot
- 3-Bedroom, \$0.76 per square foot
- 4-Bedroom, not applicable

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

- 0-Bedroom, \$1.50 per square foot
- 1-Bedroom, \$1.26 per square foot
- 2-Bedroom, \$0.94 per square foot
- 3-Bedroom, \$0.98 per square foot
- 4-Bedroom, \$0.80 per square foot

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

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

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

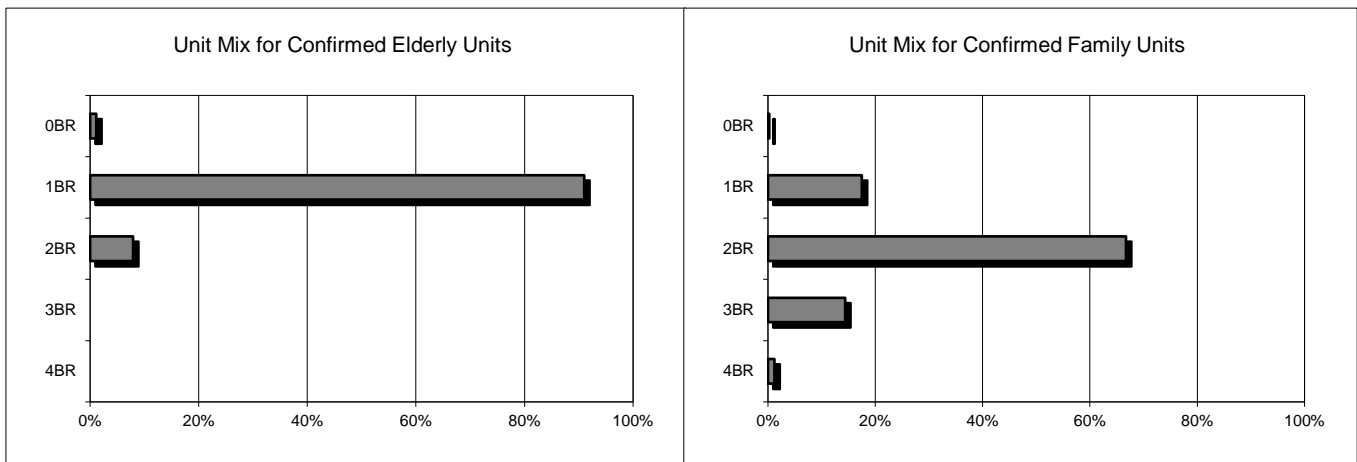
Rental Property Inventory, Confirmed, Inside Market Area, Unit Mix Summary

Elderly					Family				
Total Units					Total Units				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
0-Bedroom		8		8	0-Bedroom		1	10	11
1-Bedroom	482	176		658	1-Bedroom	83	29	693	805
2-Bedroom	2	55		57	2-Bedroom	308	515	2,246	3,069
3-Bedroom					3-Bedroom	108	248	305	661
4-Bedroom					4-Bedroom	16		39	55
<b>Total</b>	<b>484</b>	<b>239</b>		<b>723</b>	<b>Total</b>	<b>515</b>	<b>793</b>	<b>3,293</b>	<b>4,601</b>

Elderly					Family				
Unit Mix					Unit Mix				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
0-Bedroom		3%		1%	0-Bedroom		0%	0%	0%
1-Bedroom	100%	74%		91%	1-Bedroom	16%	4%	21%	17%
2-Bedroom	0%	23%		8%	2-Bedroom	60%	65%	68%	67%
3-Bedroom					3-Bedroom	21%	31%	9%	14%
4-Bedroom					4-Bedroom	3%		1%	1%
<b>Total</b>	<b>100%</b>	<b>100%</b>		<b>100%</b>	<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

Source: Allen & Associates



Our research suggests the following unit mix for the 723 confirmed elderly units located in this market area:

- 0-Bedroom, 1 percent (8 units in survey)
- 1-Bedroom, 91 percent (658 units in survey)
- 2-Bedroom, 8 percent (57 units in survey)
- 3-Bedroom, not applicable (0 units in survey)
- 4-Bedroom, not applicable (0 units in survey)

Our research suggests the following unit mix for the 4,601 confirmed family units located in this market area:

- 0-Bedroom, percent (11 units in survey)
- 1-Bedroom, 17 percent (805 units in survey)
- 2-Bedroom, 67 percent (3,069 units in survey)
- 3-Bedroom, 14 percent (661 units in survey)
- 4-Bedroom, 1 percent (55 units in survey)

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

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

Rental Property Inventory, Confirmed, Inside Market Area, Amenity Summary			
<u>Building Type</u>		<u>Air Conditioning</u>	
1 Story	7%	Central	87%
2-4 Story	91%	Wall Units	13%
5-10 Story	1%	Window Units	0%
>10 Story	0%	None	0%
<u>Project Amenities</u>		<u>Heat</u>	
Ball Field	0%	Central	85%
BBQ Area	31%	Wall Units	3%
Billiards	12%	Baseboards	10%
Bus/Comp Ctr	12%	Radiators	0%
Car Care Ctr	0%	None	0%
Comm Center	41%	<u>Parking</u>	
Elevator	21%	Garage	6%
Fitness Center	24%	Covered	0%
Gazebo	9%	Assigned	4%
Hot Tub/Jacuzzi	0%	Open	91%
Horseshoe Pit	0%	None	6%
Lake	1%	<u>Laundry</u>	
Library	4%	Central	53%
Movie Theatre	4%	W/D Units	37%
Picnic Area	31%	W/D Hookups	24%
Playground	29%	<u>Security</u>	
Pool	29%	Call Buttons	12%
Sauna	0%	Cont Access	12%
Sports Court	10%	Courtesy Officer	3%
Walking Trail	12%	Monitoring	6%
<u>Unit Amenities</u>		Security Alarms	1%
Blinds	87%	Security Patrols	1%
Ceiling Fans	29%	<u>Services</u>	
Upgraded Flooring	96%	After School	0%
Fireplace	13%	Concierge	4%
Patio/Balcony	46%	Hair Salon	3%
Storage	12%	Health Care	0%
<u>Kitchen Amenities</u>		Linens	0%
Stove	100%	Meals	0%
Refrigerator	100%	Transportation	0%
Disposal	59%		
Dishwasher	69%		
Microwave	29%		

Source: Allen & Associates

Our research suggests that 7 percent of confirmed market area properties are 1 story in height, 91 percent are 2-4 stories in height, 1 percent are 5-10 stories in height, and 0 percent are over 10 stories in height. In addition, surveyed properties benefit from the following project amenities: 12 percent have a business/computer center, 41 percent have a community center, 24 percent have a fitness center, 29 percent have a playground, and 10 percent have a sports court.

Our research also suggests that the following unit amenities are present at surveyed properties: 87 percent have blinds, 96 percent have carpeting, 46 percent have patios/balconies, and 12 percent have outside storage. Surveyed properties also include the following kitchen amenities: 100 percent have a stove, 100 percent have a refrigerator, 59 percent have a disposal, 69 percent have a dishwasher, and 29 percent have a microwave.

In addition, 85 percent of confirmed market area properties have central heat while 87 percent have central air. Our research also suggests that 91 percent of surveyed properties have open parking. A total of 53 percent of area properties have central laundry facilities, while 24 percent have washer/dryer hookups, and 37 percent have washer/dryer units in each residential unit.

A total of 12 percent of confirmed market area properties have call buttons, 12 percent have controlled access, and 1 percent have security alarms.

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

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

Rental Property Inventory, Confirmed, Inside Market Area

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy	Concessions	Vouchers	Abs Rate	Waiting List
001	Abbey Rose Apartments	38.1131	-78.9667	2007	na	Market Rate	Family	Stabilized	Conventional	37	0	100.0%	0%	0%	-	no
002	Apartments at Goose Creek Phase 1	38.0976	-78.9977	2015	na	Market Rate	Family	Stabilized	Conventional	248	0	100.0%	0%	0%	-	no
003	Apartments at Goose Creek Phase 2	38.0976	-78.9977	2021	na	Market Rate	Family	Stabilized	Conventional	148	0	100.0%	0%	0%	-	no
004	Ashton Village Apartments	38.0786	-78.9279	1985	na	Market Rate	Family	Stabilized	Conventional	123	1	99.2%	0%	0%	-	-
005	Augusta Farms Apartments	38.0516	-79.0153	1973	2008	Market Rate	Family	Stabilized	Conventional	50	0	100.0%	0%	30%	-	-
007	Belmont Terrace Apartments	38.1676	-79.0530	1965	na	Market Rate	Family	Stabilized	Conventional	59	4	93.2%	0%	0%	-	-
009	Big Sky Apartments Phase 1	38.1382	-79.0479	2006	na	Market Rate	Family	Stabilized	Conventional	135	0	100.0%	0%	0%	-	yes
010	Big Sky Apartments Phase 2	38.1354	-79.0508	2017	na	Market Rate	Family	Stabilized	Conventional	114	0	100.0%	0%	0%	10.36	yes
012	Brandon Ladd Apartments	38.0651	-78.9322	1958	na	Market Rate	Family	Stabilized	Conventional	169	0	100.0%	0%	0%	-	no
014	Briarwood Apartments Phase 1	38.1123	-78.9986	1976	na	Restricted	Family	Stabilized	RD	48	0	100.0%	0%	0%	-	1/2 years
015	Briarwood Apartments Phase 2	38.1130	-78.9989	1977	na	Restricted	Family	Stabilized	RD	44	0	100.0%	0%	0%	-	6 months
016	Brittany Knoll Apartments	38.0531	-79.0219	2000	na	Market Rate	Family	Stabilized	Conventional	153	1	99.3%	0%	0%	-	-
019	Charles Street Apartments	38.1365	-79.0683	1984	na	Market Rate	Family	Stabilized	Conventional	20	1	95.0%	0%	0%	-	-
021	Colter Place Apartments	38.0380	-79.0325	2008	na	Market Rate	Family	Stabilized	Conventional	3	0	100.0%	0%	0%	-	-
022	Crestwood Apartments	38.0818	-79.0871	1985	na	Restricted	Family	Stabilized	RD	48	0	100.0%	0%	0%	-	4-6 months
023	Crozet Meadows (New Units)	38.0555	-78.7014	2009	na	Restricted	Elderly	Stabilized	Tax Credit	38	0	100.0%	0%	0%	-	7 people
024	Crozet Meadows (Rehab Units)	38.0555	-78.7014	1979	2009	Restricted	Elderly	Stabilized	Tax Credit	28	0	100.0%	0%	0%	-	25-30 people
029	Enchanted View Apartments	38.1079	-78.9708	2008	na	Market Rate	Family	Stabilized	Conventional	24	2	91.7%	0%	0%	-	-
030	Englewood Apartments	38.1754	-79.0896	1972	2007	Market Rate	Family	Stabilized	Conventional	52	0	100.0%	0%	0%	-	-
031	Fairfax Hall Apartments	38.0697	-78.8710	1890	2001	Restricted	Elderly	Stabilized	Tax Credit	54	8	85.2%	0%	67%	-	no
035	Frontier Ridge Apartments	38.1322	-79.0498	2005	na	Restricted	Family	Stabilized	Tax Credit	100	0	100.0%	0%	25%	-	no
037	Gateway Senior Apartments	38.0872	-78.9871	2022	na	Restricted	Elderly	Stabilized	Bond	80	11	86.3%	0%	0%	-	-
038	Georgetown Apartments	38.1645	-79.0729	1984	2011	Market Rate	Family	Stabilized	Conventional	38	6	84.2%	0%	0%	-	-
041	Grandview Manor Apartments	38.0574	-78.9512	1985	2002	Market Rate	Family	Stabilized	Conventional	48	2	95.8%	0%	0%	-	no
043	Gypsy Hill House Apartments	38.1616	-79.0925	1979	2011	Subsidized	Elderly	Prop Rehab	Tax Credit	100	0	100.0%	0%	0%	-	-
045	Highland Hills Phase 1 & 2	38.0368	-79.0364	1973	na	Market Rate	Family	Stabilized	RD	78	2	97.4%	0%	0%	-	no
046	Highland Hills Phase 3	38.0368	-79.0375	1979	na	Subsidized	Family	Stabilized	RD	40	0	100.0%	0%	0%	-	yes
047	Hillcrest Apartments	38.1576	-79.0988	1972	2008	Market Rate	Family	Stabilized	Conventional	66	4	93.9%	3%	0%	-	-
048	Hillside Townhouse Apartments	38.0526	-79.0146	1980	na	Market Rate	Family	Stabilized	Conventional	116	2	98.3%	0%	0%	-	no
049	Hopeman West Apartments	38.0830	-78.9009	1991	na	Market Rate	Family	Stabilized	Conventional	108	0	100.0%	0%	3%	-	-
051	Ivy Ridge Apartments	38.0804	-78.8963	1975	2005	Market Rate	Family	Stabilized	Conventional	26	0	100.0%	0%	0%	-	-
052	James Madison Apartments	38.1545	-79.0778	1978	2009	Market Rate	Family	Stabilized	Conventional	6	0	100.0%	0%	0%	-	-
055	Lofts at the Village	38.1453	-79.0660	1930	2016	Market Rate	Family	Stabilized	Conventional	38	1	97.4%	0%	0%	-	-
057	Manchester Townhouses	38.1194	-79.0624	1973	na	Market Rate	Family	Stabilized	Conventional	156	3	98.1%	0%	0%	-	-
058	Maple Ridge	38.1089	-78.9996	2012	na	Market Rate	Family	Stabilized	Conventional	42	0	100.0%	0%	0%	-	-
059	Meadowlands Apartments	38.0555	-78.7014	1991	na	Subsidized	Elderly	Stabilized	HUD	30	0	100.0%	0%	0%	-	40 people
061	Middlebrook Trace	38.1376	-79.0822	2023	na	Restricted	Family	Construction	Tax Credit	82	82	0.0%	0%	0%	-	-
063	Middlebrook Trace II	38.1425	-79.0864	2023	na	Restricted	Family	Construction	Tax Credit	48	48	0.0%	0%	0%	-	-
064	Mint Spring Apartments	38.0818	-79.0871	1979	na	Restricted	Family	Stabilized	RD	60	3	95.0%	0%	0%	-	4 - 6 months
066	Montague Terrace	38.0355	-79.0511	2012	na	Restricted	Family	Stabilized	Tax Credit	96	3	96.9%	0%	17%	-	no
067	Mountain Laurel Manor I	38.1081	-78.9971	2019	na	Restricted	Family	Stabilized	Tax Credit	48	3	93.8%	0%	0%	16.00	-
068	Mountain Laurel Manor II	38.1085	-78.9978	2020	na	Restricted	Family	Stabilized	Tax Credit	48	0	100.0%	0%	0%	27.43	-
069	Mountain Laurel Manor III	38.1080	-78.9985	2021	na	Restricted	Family	Prop Const	Tax Credit	48	48	0.0%	0%	0%	-	-
070	Mountain View Apartments	38.0801	-78.8972	1966	2012	Restricted	Family	Stabilized	Tax Credit	129	5	96.1%	0%	47%	-	no
072	Oakmont Apartments	38.1224	-79.0616	1990	na	Restricted	Elderly	Stabilized	RD	24	0	100.0%	0%	0%	-	9-12 months
073	Old Trail Village Apartments	38.0663	-78.7126	2009	na	Restricted	Family	Stabilized	Other	39	3	92.3%	0%	0%	2.44	-
076	Parkway Village	38.0890	-78.8820	1978	2011	Subsidized	Family	Stabilized	Tax Credit	126	5	96.0%	0%	0%	-	-
078	Pinewood Apartments	38.1680	-79.0674	2009	na	Market Rate	Family	Rehabilitation	Conventional	18	18	0.0%	0%	0%	-	-
079	Plaza Apartments	38.1236	-79.0616	1978	na	Subsidized	Elderly	Stabilized	RD	110	0	100.0%	0%	0%	-	9 months
081	Quadrangle Apartments	38.0729	-78.8712	1975	2008	Restricted	Family	Stabilized	Other	100	0	100.0%	0%	0%	-	yes
082	Queensbrook Apartments	38.1409	-79.0854	2009	na	Market Rate	Family	Stabilized	Conventional	30	0	100.0%	0%	0%	-	-
087	Shenandoah Apartments	38.1679	-79.0558	1972	2006	Market Rate	Family	Stabilized	Conventional	44	2	95.5%	0%	0%	-	-
088	Springdale Apartments	38.0661	-78.8905	1985	na	Subsidized	Elderly	Stabilized	PHA	188	0	100.0%	-	0%	-	yes
089	Springhill Village Apartments	38.1709	-79.0749	1972	2019	Restricted	Family	Stabilized	Bond	108	2	98.1%	0%	14%	-	50 people
090	Stanton Apartments Phase 1	38.1403	-79.0861	2018	na	Market Rate	Family	Stabilized	Conventional	15	0	100.0%	0%	0%	-	no
091	Stanton Apartments Phase 2	38.1403	-79.0861	2019	na	Market Rate	Family	Stabilized	Conventional	14	0	100.0%	0%	0%	-	-
092	Teaberry Greene Townhouses	38.1047	-78.9734	2004	2008	Market Rate	Family	Stabilized	Conventional	108	0	100.0%	0%	0%	-	no
095	Valley View Seniors Apartments	38.1325	-79.0492	2007	na	Restricted	Elderly	Stabilized	Tax Credit	71	1	98.6%	0%	18%	-	no
097	Vue (The)	38.0697	-78.7048	2020	na	Market Rate	Family	Stabilized	Conventional	129	2	98.4%	0%	0%	-	-
098	Wakefield Apartments	38.1755	-79.0895	1980	na	Market Rate	Family	Stabilized	Conventional	48	2	95.8%	0%	0%	-	-
099	Waterford Village Apartments	38.1151	-79.0084	2011	na	Restricted	Family	Stabilized	Tax Credit	96	0	100.0%	0%	50%	16.00	10 people
100	Waverley Townhome	38.0538	-78.9233	1999	na	Market Rate	Family	Stabilized	Conventional	61	3	95.1%	0%	0%	-	-
101	Willow View Townhomes	38.1629	-79.0766	1978	2019	Subsidized	Family	Stabilized	Bond	110	2	98.2%	0%	0%	-	8 people
102	Windgate Place	38.1406	-79.0872	2008	na	Market Rate	Family	Stabilized	Conventional	57	0	100.0%	0%	0%	-	20 people
103	Windgrove Apartments Phase 1	38.0578	-78.9260	2015	na	Market Rate	Family	Stabilized	Conventional	146	0	100.0%	0%	0%	-	10 people
104	Windgrove Apartments Phase 2	38.0578	-78.9260	2021	na	Market Rate	Family	Stabilized	Conventional	146	0	100.0%	0%	0%	-	12 people



Rental Property Inventory, Confirmed, Inside Market Area

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy	Concessions	Vouchers	Abs Rate	Waiting List
105	Windgrove Apartments Phase 3	38.0578	-78.9260	2020	na	Market Rate	Family	Stabilized	Conventional	120	7	94.2%	0%	0%	-	-
107	Summit Apartments Homes (The)	38.0563	-78.7099	2020	na	Market Rate	Family	Stabilized	Conventional	190	3	98.4%	0%	0%	-	-

## RENT COMPARABILITY ANALYSIS

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

### Unrestricted Rent Analysis

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

#### Rental Property Inventory, by Unit Type

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

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

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

The subject property is located in an area with very few market rate elderly developments. Consequently, we have elected to use general occupancy properties in our analysis of market rents. This is appropriate because most of the existing elderly renters currently reside in general occupancy units creating a linkage between the two property types. Our research suggests that the majority of elderly renter households in the market area currently reside in general occupancy housing. This is consistent with a 1995 AARP member survey which found that 80 percent of respondents resided in general occupancy properties. Because such a high percentage of seniors reside in general occupancy housing, the subject property will need to be priced competitively to attract these renters. Consequently, it is not only appropriate - but prudent - to address general occupancy rents when determining market rents for age-restricted units in this market.

#### Rent Comparables, Market Rate, Map

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

#### Rent Comparability Grids

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

Rental Property Inventory, 0-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt
001	Abbey Rose Apartments	2007	na	Market Rate	Family	Stabilized								
002	Apartments at Goose Creek Phase 1	2015	na	Market Rate	Family	Stabilized								
003	Apartments at Goose Creek Phase 2	2021	na	Market Rate	Family	Stabilized								
004	Ashton Village Apartments	1985	na	Market Rate	Family	Stabilized								
005	Augusta Farms Apartments	1973	2008	Market Rate	Family	Stabilized								
007	Belmont Terrace Apartments	1965	na	Market Rate	Family	Stabilized								
009	Big Sky Apartments Phase 1	2006	na	Market Rate	Family	Stabilized								
010	Big Sky Apartments Phase 2	2017	na	Market Rate	Family	Stabilized								
011	Blue Ridge Apartments	1989	na	Market Rate	Family	Stabilized								
012	Brandon Ladd Apartments	1958	na	Market Rate	Family	Stabilized								\$750
016	Brittany Knoll Apartments	2000	na	Market Rate	Family	Stabilized								
019	Charles Street Apartments	1984	na	Market Rate	Family	Stabilized								
021	Colter Place Apartments	2008	na	Market Rate	Family	Stabilized								
029	Enchanted View Apartments	2008	na	Market Rate	Family	Stabilized								
030	Englewood Apartments	1972	2007	Market Rate	Family	Stabilized								
038	Georgetown Apartments	1984	2011	Market Rate	Family	Stabilized								
041	Grandview Manor Apartments	1985	2002	Market Rate	Family	Stabilized								
045	Highland Hills Phase 1 & 2	1973	na	Market Rate	Family	Stabilized								
047	Hillcrest Apartments	1972	2008	Market Rate	Family	Stabilized								
048	Hillside Townhouse Apartments	1990	na	Market Rate	Family	Stabilized								
049	Hopeman West Apartments	1981	na	Market Rate	Family	Stabilized								
051	Ivy Ridge Apartments	1975	2005	Market Rate	Family	Stabilized								
052	James Madison Apartments	1978	2009	Market Rate	Family	Stabilized								
055	Lofts at the Village	1930	2016	Market Rate	Family	Stabilized								
057	Manchester Townhouses	1973	na	Market Rate	Family	Stabilized								
058	Maple Ridge	2012	na	Market Rate	Family	Stabilized								
082	Queensbrook Apartments	2009	na	Market Rate	Family	Stabilized								
087	Shenandoah Apartments	1972	2006	Market Rate	Family	Stabilized								
090	Staunton Apartments Phase 1	2018	na	Market Rate	Family	Stabilized								
091	Staunton Apartments Phase 2	2019	na	Market Rate	Family	Stabilized								
092	Teaberry Greene Townhouses	2004	2008	Market Rate	Family	Stabilized								
097	Vue (The)	2020	na	Market Rate	Family	Stabilized								
098	Wakefield Apartments	1980	na	Market Rate	Family	Stabilized								
100	Waverley Townhome	1999	na	Market Rate	Family	Stabilized								
102	Windgate Place	2008	na	Market Rate	Family	Stabilized								
103	Windigrove Apartments Phase 1	2015	na	Market Rate	Family	Stabilized								
104	Windigrove Apartments Phase 2	2021	na	Market Rate	Family	Stabilized								
105	Windigrove Apartments Phase 3	2020	na	Market Rate	Family	Stabilized								
107	Summit Apartments Homes (The)	2020	na	Market Rate	Family	Stabilized								

Source: Allen & Associates

Rental Property Inventory, 1-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt
001	Abbey Rose Apartments	2007	na	Market Rate	Family	Stabilized								
002	Apartments at Goose Creek Phase 1	2015	na	Market Rate	Family	Stabilized								\$1,247
003	Apartments at Goose Creek Phase 2	2021	na	Market Rate	Family	Stabilized								\$1,406
004	Ashton Village Apartments	1985	na	Market Rate	Family	Stabilized								\$425
005	Augusta Farms Apartments	1973	2008	Market Rate	Family	Stabilized								\$550
007	Belmont Terrace Apartments	1965	na	Market Rate	Family	Stabilized								
009	Big Sky Apartments Phase 1	2006	na	Market Rate	Family	Stabilized								\$1,023
010	Big Sky Apartments Phase 2	2017	na	Market Rate	Family	Stabilized								\$1,226
011	Blue Ridge Apartments	1989	na	Market Rate	Family	Stabilized								\$725
012	Brandon Ladd Apartments	1958	na	Market Rate	Family	Stabilized								\$820
016	Brittany Knoll Apartments	2000	na	Market Rate	Family	Stabilized								
019	Charles Street Apartments	1984	na	Market Rate	Family	Stabilized								
021	Colter Place Apartments	2008	na	Market Rate	Family	Stabilized								
029	Enchanted View Apartments	2008	na	Market Rate	Family	Stabilized								
030	Englewood Apartments	1972	2007	Market Rate	Family	Stabilized								\$415
038	Georgetown Apartments	1984	2011	Market Rate	Family	Stabilized								
041	Grandview Manor Apartments	1985	2002	Market Rate	Family	Stabilized								
045	Highland Hills Phase 1 & 2	1973	na	Market Rate	Family	Stabilized								
047	Hillcrest Apartments	1972	2008	Market Rate	Family	Stabilized								\$395
048	Hillside Townhouse Apartments	1990	na	Market Rate	Family	Stabilized								
049	Hopeman West Apartments	1981	na	Market Rate	Family	Stabilized								\$683
051	Ivy Ridge Apartments	1975	2005	Market Rate	Family	Stabilized								
052	James Madison Apartments	1978	2009	Market Rate	Family	Stabilized								
055	Lofts at the Village	1930	2016	Market Rate	Family	Stabilized								\$1,246
057	Manchester Townhouses	1973	na	Market Rate	Family	Stabilized								
058	Maple Ridge	2012	na	Market Rate	Family	Stabilized								
082	Queensbrook Apartments	2009	na	Market Rate	Family	Stabilized								
087	Shenandoah Apartments	1972	2006	Market Rate	Family	Stabilized								\$400
090	Staunton Apartments Phase 1	2018	na	Market Rate	Family	Stabilized								
091	Staunton Apartments Phase 2	2019	na	Market Rate	Family	Stabilized								
092	Teaberry Greene Townhouses	2004	2008	Market Rate	Family	Stabilized								
097	Vue (The)	2020	na	Market Rate	Family	Stabilized								\$1,459
098	Wakefield Apartments	1980	na	Market Rate	Family	Stabilized								
100	Waverley Townhome	1999	na	Market Rate	Family	Stabilized								
102	Windgate Place	2008	na	Market Rate	Family	Stabilized								
103	Windigrove Apartments Phase 1	2015	na	Market Rate	Family	Stabilized								\$1,151
104	Windigrove Apartments Phase 2	2021	na	Market Rate	Family	Stabilized								\$1,258
105	Windigrove Apartments Phase 3	2020	na	Market Rate	Family	Stabilized								\$1,356
107	Summit Apartments Homes (The)	2020	na	Market Rate	Family	Stabilized								\$1,267

Source: Allen & Associates

Rental Property Inventory, 2-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt
001	Abbey Rose Apartments	2007	na	Market Rate	Family	Stabilized								
002	Apartments at Goose Creek Phase 1	2015	na	Market Rate	Family	Stabilized								\$1,459
003	Apartments at Goose Creek Phase 2	2021	na	Market Rate	Family	Stabilized								\$1,537
004	Ashton Village Apartments	1985	na	Market Rate	Family	Stabilized								\$531
005	Augusta Farms Apartments	1973	2008	Market Rate	Family	Stabilized								\$625
007	Belmont Terrace Apartments	1965	na	Market Rate	Family	Stabilized								\$552
009	Big Sky Apartments Phase 1	2006	na	Market Rate	Family	Stabilized								\$1,143
010	Big Sky Apartments Phase 2	2017	na	Market Rate	Family	Stabilized								\$1,389
011	Blue Ridge Apartments	1989	na	Market Rate	Family	Stabilized								\$825
012	Brandon Ladd Apartments	1958	na	Market Rate	Family	Stabilized								\$1,025
016	Brittany Knoll Apartments	2000	na	Market Rate	Family	Stabilized								\$845
019	Charles Street Apartments	1984	na	Market Rate	Family	Stabilized								\$675
021	Colter Place Apartments	2008	na	Market Rate	Family	Stabilized								
029	Enchanted View Apartments	2008	na	Market Rate	Family	Stabilized								
030	Englewood Apartments	1972	2007	Market Rate	Family	Stabilized								\$445
038	Georgetown Apartments	1984	2011	Market Rate	Family	Stabilized								\$519
041	Grandview Manor Apartments	1985	2002	Market Rate	Family	Stabilized								\$650
045	Highland Hills Phase 1 & 2	1973	na	Market Rate	Family	Stabilized								\$685
047	Hillcrest Apartments	1972	2008	Market Rate	Family	Stabilized								\$445
048	Hillside Townhouse Apartments	1990	na	Market Rate	Family	Stabilized								\$695
049	Hopeman West Apartments	1981	na	Market Rate	Family	Stabilized								\$775
051	Ivy Ridge Apartments	1975	2005	Market Rate	Family	Stabilized								\$595
052	James Madison Apartments	1978	2009	Market Rate	Family	Stabilized								\$418
055	Lofts at the Village	1930	2016	Market Rate	Family	Stabilized								\$1,575
057	Manchester Townhouses	1973	na	Market Rate	Family	Stabilized								\$790
058	Maple Ridge	2012	na	Market Rate	Family	Stabilized								\$825
082	Queensbrook Apartments	2009	na	Market Rate	Family	Stabilized								\$750
087	Shenandoah Apartments	1972	2006	Market Rate	Family	Stabilized								
090	Staunton Apartments Phase 1	2018	na	Market Rate	Family	Stabilized								\$1,000
091	Staunton Apartments Phase 2	2019	na	Market Rate	Family	Stabilized								
092	Teaberry Greene Townhouses	2004	2008	Market Rate	Family	Stabilized								\$1,172
097	Vue (The)	2020	na	Market Rate	Family	Stabilized								\$1,761
098	Wakefield Apartments	1980	na	Market Rate	Family	Stabilized								\$475
100	Waverley Townhome	1999	na	Market Rate	Family	Stabilized								\$700
102	Windgate Place	2008	na	Market Rate	Family	Stabilized								\$914
103	Windigrove Apartments Phase 1	2015	na	Market Rate	Family	Stabilized								\$1,282
104	Windigrove Apartments Phase 2	2021	na	Market Rate	Family	Stabilized								\$1,443
105	Windigrove Apartments Phase 3	2020	na	Market Rate	Family	Stabilized								\$1,602
107	Summit Apartments Homes (The)	2020	na	Market Rate	Family	Stabilized								\$1,866

Source: Allen & Associates



### Rent Adjustments

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

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

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

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

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

### *Concessions*

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

### *Tenant-Paid Utilities*

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

### *Technology*

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

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



*Bedrooms*

Our analysis also included an adjustment for the number of bedrooms at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$100 per bedroom.

Bedrooms			
Adjustment	Survey Range		Concluded
Bedrooms	\$50	\$200	\$100

*Bathrooms*

Our analysis also included an adjustment for the number of bathrooms at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$100 per bathroom.

Bathrooms			
Adjustment	Survey Range		Concluded
Bathrooms	\$25	\$100	\$100

*Square Feet*

Our analysis also included an adjustment for square footage at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$0.60 per square foot.

Square Feet			
Adjustment	Survey Range		Concluded
Square Feet	\$0.10	\$2.00	\$0.60

*Visibility*

We also accounted for differences in visibility at each of the comparables as compared to the subject property in our analysis. Based on our field review, we assigned a visibility rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$20 per point for differences in visibility ratings between the subject and the comparables.

Visibility			
Adjustment	Survey Range		Concluded
Rating	\$0	\$100	\$20

*Access*

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

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

*Neighborhood*

We considered differences in neighborhood at each of the comparables as compared to the subject property in our analysis. Based on our field review and our evaluation of local demographic and crime data (presented earlier in this report), we assigned a neighborhood rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$100 per point for differences in neighborhood ratings between the subject and the comparables.

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

*Area Amenities*

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

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

*Median Household Income*

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

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

*Average Commute*

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

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

*Public Transportation*

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

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

*Personal Crime*

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

Personal Crime			
Adjustment	Survey Range		Concluded
Personal Crime	\$0	\$0	\$0

*Condition*

Our analysis also included an adjustment for the condition of each comparable as compared to the subject property. Based on our field review, we assigned a condition rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$50 per point for differences in condition ratings between the subject and the comparables.

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

*Effective Age*

We considered differences in effective age in our analysis. Based on our field review, we estimated the effective age for each of the properties included in this analysis. Our estimates reflected the condition-adjusted age and remaining useful life of each property. Statistical extraction resulted in an adjustment of \$5.00 per year for differences in effective age between the subject and the comparables.

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

*Project Amenities*

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

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

*Unit Amenities*

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

Unit Amenities			
Adjustment	Survey Range		Concluded
Blinds	\$2	\$10	\$8
Ceiling Fans	\$2	\$10	\$8
Carpeting	\$2	\$10	\$2
Fireplace	\$2	\$10	\$2
Patio/Balcony	\$2	\$10	\$2
Storage	\$10	\$50	\$10

*Kitchen Amenities*

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

Kitchen Amenities			
Adjustment	Survey Range		Concluded
Stove	\$2	\$10	\$2
Refrigerator	\$2	\$10	\$2
Disposal	\$2	\$10	\$2
Dishwasher	\$2	\$10	\$2
Microwave	\$2	\$10	\$8

### *Parking*

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

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

### *Laundry*

We also evaluated differing types of laundry configurations. We classified laundry amenities three ways: (1) Central Laundry, (2) Washer/Dryer Units; and (3) Washer/Dryer Hookups. Our analysis resulted in an adjustment of \$5 per month for central laundries; washer/dryer units were valued at \$15; washer/dryer hookups were valued at \$5.

Laundry			
Adjustment	Survey Range		Concluded
Central	\$5	\$25	\$5
W/D Units	\$10	\$50	\$15
W/D Hookups	\$5	\$25	\$5

### *Security*

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

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

Rent Conclusion, 0BR-1BA-498sf

The development of our rent conclusion for the 0BR-1BA-498sf units is found below.

Our analysis included the evaluation of a total of 41 unit types found at 6 properties. We selected the 41 most comparable units to utilize as rent comparables for purposes of this analysis. A write-up for each of the properties included in this analysis is found in the Appendix.

Our analysis included the adjustments developed in the previous section. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is better, a “plus” adjustment is made. If the subject is inferior, a “minus” adjustment is made. In the table below, we summarize the adjustments and the resulting indicated rent for the top 41 comparables included in this analysis. The units that we consider most comparable are highlighted for the reader's reference.

		Rent Conclusion							
Comparable			Unadjusted Rent			Adjusted Rent			
Property-Unit Key	Property Name	Unit Type	Street Rent	Concessions	Net Rent	Gross Adjustments	Net Adjustments	Adjusted Rent	Rank
Sub-02	Fairfax Hall Apartments	0BR-1BA-498sf	\$745	\$0	\$745	-	\$0	\$745	-
003-01	Apartments at Goose Creek Phase	1BR-1BA-764sf	\$1,406	\$0	\$1,406	\$778	-\$418	\$988	2
003-02	Apartments at Goose Creek Phase	1BR-1BA-764sf	\$1,406	\$0	\$1,406	\$778	-\$418	\$988	2
003-03	Apartments at Goose Creek Phase	2BR-2BA-1184sf	\$1,526	\$0	\$1,526	\$1,284	-\$816	\$710	16
003-04	Apartments at Goose Creek Phase	2BR-2BA-1184sf	\$1,631	\$0	\$1,631	\$1,284	-\$816	\$815	16
003-05	Apartments at Goose Creek Phase	3BR-2BA-1420sf	\$1,715	\$0	\$1,715	\$1,590	-\$992	\$723	32
003-06	Apartments at Goose Creek Phase	3BR-2BA-1420sf	\$1,820	\$0	\$1,820	\$1,590	-\$992	\$828	32
010-01	Big Sky Apartments Phase 2	1BR-1BA-949sf	\$1,199	\$0	\$1,199	\$815	-\$225	\$974	4
010-02	Big Sky Apartments Phase 2	1BR-1BA-1237sf	\$1,261	\$0	\$1,261	\$987	-\$397	\$864	10
010-03	Big Sky Apartments Phase 2	2BR-2BA-1220sf	\$1,363	\$0	\$1,363	\$1,231	-\$533	\$829	13
010-04	Big Sky Apartments Phase 2	2BR-2BA-1509sf	\$1,412	\$0	\$1,412	\$1,405	-\$707	\$705	25
010-05	Big Sky Apartments Phase 2	3BR-3BA-1557sf	\$1,559	\$0	\$1,559	\$1,698	-\$870	\$689	38
012-01	Brandon Ladd Apartments	0BR-1BA-500sf	\$750	\$0	\$750	\$758	\$340	\$1,090	1
012-02	Brandon Ladd Apartments	1BR-1BA-700sf	\$820	\$0	\$820	\$990	\$132	\$952	11
012-03	Brandon Ladd Apartments	2BR-1BA-1000sf	\$1,025	\$0	\$1,025	\$1,295	-\$123	\$902	18
012-04	Brandon Ladd Apartments	3BR-1.5BA-1250sf	\$1,225	\$0	\$1,225	\$1,649	-\$369	\$856	37
097-01	Vue (The)	1BR-1BA-807sf	\$1,459	\$0	\$1,459	\$925	-\$365	\$1,094	7
097-03	Vue (The)	2BR-2BA-1038sf	\$1,740	\$0	\$1,740	\$1,318	-\$650	\$1,090	20
097-05	Vue (The)	2BR-2BA-1463sf	\$1,865	\$0	\$1,865	\$1,573	-\$905	\$960	31
104-01	Windigrove Apartments Phase 2	1BR-1BA-965sf	\$1,235	\$0	\$1,235	\$937	-\$377	\$858	8
104-02	Windigrove Apartments Phase 2	1BR-1BA-1287sf	\$1,325	\$0	\$1,325	\$1,130	-\$570	\$755	12
104-03	Windigrove Apartments Phase 2	2BR-2BA-1267sf	\$1,360	\$0	\$1,360	\$1,372	-\$704	\$656	23
104-04	Windigrove Apartments Phase 2	2BR-2BA-1267sf	\$1,400	\$0	\$1,400	\$1,372	-\$704	\$696	23
104-05	Windigrove Apartments Phase 2	2BR-2BA-1584sf	\$1,475	\$0	\$1,475	\$1,563	-\$895	\$580	30
104-06	Windigrove Apartments Phase 2	3BR-2BA-1450sf	\$1,525	\$0	\$1,525	\$1,647	-\$849	\$676	35
104-07	Windigrove Apartments Phase 2	3BR-2BA-1450sf	\$1,580	\$0	\$1,580	\$1,647	-\$849	\$731	35
107-01	Summit Apartments Homes (The)	1BR-1BA-760sf	\$1,243	\$0	\$1,243	\$816	-\$476	\$767	5
107-02	Summit Apartments Homes (The)	1BR-1BA-822sf	\$1,243	\$0	\$1,243	\$853	-\$513	\$730	6
107-03	Summit Apartments Homes (The)	1BR-1.5BA-908sf	\$2,093	\$0	\$2,093	\$955	-\$615	\$1,478	9
107-04	Summit Apartments Homes (The)	2BR-2BA-1035sf	\$1,895	\$0	\$1,895	\$1,235	-\$787	\$1,108	14
107-05	Summit Apartments Homes (The)	2BR-2BA-1151sf	\$1,830	\$0	\$1,830	\$1,305	-\$857	\$974	19
107-06	Summit Apartments Homes (The)	2BR-2BA-1104sf	\$1,945	\$0	\$1,945	\$1,276	-\$828	\$1,117	15
107-07	Summit Apartments Homes (The)	2BR-2BA-1193sf	\$1,895	\$0	\$1,895	\$1,330	-\$882	\$1,013	21
107-08	Summit Apartments Homes (The)	2BR-2BA-1233sf	\$1,890	\$0	\$1,890	\$1,354	-\$906	\$984	22
107-09	Summit Apartments Homes (The)	2BR-2BA-1406sf	\$2,094	\$0	\$2,094	\$1,458	-\$1,010	\$1,084	27
107-10	Summit Apartments Homes (The)	2BR-2BA-1546sf	\$2,046	\$0	\$2,046	\$1,542	-\$1,094	\$952	29
107-11	Summit Apartments Homes (The)	2BR-2.5BA-1284sf	\$2,501	\$0	\$2,501	\$1,435	-\$987	\$1,514	26
107-12	Summit Apartments Homes (The)	2BR-2.5BA-1364sf	\$1,945	\$0	\$1,945	\$1,483	-\$1,035	\$910	28
107-13	Summit Apartments Homes (The)	2BR-2.5BA-2082sf	\$2,309	\$0	\$2,309	\$1,913	-\$1,465	\$844	41
107-14	Summit Apartments Homes (The)	3BR-2BA-1445sf	\$2,223	\$0	\$2,223	\$1,646	-\$1,068	\$1,155	34
107-15	Summit Apartments Homes (The)	3BR-2BA-1546sf	\$2,312	\$0	\$2,312	\$1,707	-\$1,129	\$1,183	39
107-16	Summit Apartments Homes (The)	3BR-2BA-1853sf	\$3,135	\$0	\$3,135	\$1,891	-\$1,313	\$1,822	40

Adjusted Rent, Minimum	\$580
Adjusted Rent, Maximum	\$1,822
Adjusted Rent, Average	\$942
Adjusted Rent, Modified Average	\$929
Rent, Concluded	\$975

Our analysis suggests a rent of \$975 for the 0BR-1BA-498sf units at the subject property.

In our opinion, the 0BR-1BA-500sf units at Brandon Ladd Apartments (Property # 012), the 1BR-1BA-764sf units at Apartments at Goose Creek Phase 2 (Property # 003), the 1BR-1BA-949sf units at Big Sky Apartments Phase 2 (Property # 010), the 1BR-1BA-760sf units at Summit Apartments Homes (The) (Property # 107), and the 1BR-1BA-807sf units at Vue (The) (Property # 097) are the best comparables for the units at the subject property.

Comparable	Subject	1	2	3	4	5
Property-Unit Key	Sub-02	003-02	010-01	012-01	097-01	107-01
Unit Type	0BR-1BA-498sf	1BR-1BA-764sf	1BR-1BA-949sf	0BR-1BA-500sf	1BR-1BA-807sf	1BR-1BA-760sf
Property Name	Fairfax Hall Apartments	Apartments at Goose Creek Phase 2	Big Sky Apartments Phase 2	Brandon Ladd Apartments	Vue (The)	Summit Apartments Homes (The)
Address	1101 Reservoir Street	80 Goose Point Lane	107 Community Way	1750 Rosser Avenue	3000 Vue Avenue	4554 Trailhead Drive
City	Waynesboro	Fishersville	Staunton	Waynesboro	Crozet	Crozet
State	Virginia	Virginia	Virginia	Virginia	Virginia	Virginia
Zip	22980	22939	24401	22980	22932	22932
Latitude	38.06973	38.09759	38.13535	38.06509	38.06968	38.05634
Longitude	-78.87104	-78.99773	-79.05076	-78.93221	-78.70482	-78.70992
Miles to Subject	0.00	7.35	10.83	3.47	9.41	9.16
Year Built	1890	2021	2017	1958	2020	2020
Year Rehab	2022	na	na	na	na	na
Project Rent	Restricted	Market Rate	Market Rate	Market Rate	Market Rate	Market Rate
Project Type	Elderly	Family	Family	Family	Family	Family
Project Status	Prop Rehab	Stabilized	Stabilized	Stabilized	Stabilized	Stabilized
Phone	(540) 946-9234	540.712.2459	(540) 213-0234	(540) 942-1700	(434) 282-4511	(434) 459-8198
Effective Date	21-Feb-23	06-Feb-23	08-Feb-23	07-Feb-23	06-Feb-23	06-Feb-23
<u>Project Level</u>						
Units	54	148	114	169	129	190
Vacant Units	8	0	0	0	2	3
Vacancy Rate	15%	0%	0%	0%	2%	2%
<u>Unit Type</u>						
Units	1	6	20	10	46	58
Vacant Units	1	0	0	0	0	0
Vacancy Rate	100%	0%	0%	0%	0%	0%
Street Rent	\$745	\$1,406	\$1,199	\$750	\$1,459	\$1,243
Concessions	\$0	\$0	\$0	\$0	\$0	\$0
Net Rent	\$745	\$1,406	\$1,199	\$750	\$1,459	\$1,243
<u>Adj</u>	<u>Data</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>
Tenant-Paid Utilities	TPU	\$0	\$157	\$157	\$90	\$157
Cable	\$0	no	yes	no	\$0	yes
Internet	\$0	no	yes	no	\$0	yes
Bedrooms	\$100	0	1	-100	1	-100
Bathrooms	\$100	1.00	1.00	\$0	1.00	\$0
Square Feet	\$0.60	498	764	-160	949	-271
Visibility	\$20	3.00	3.50	-10	4.00	-20
Access	\$0	3.00	4.00	\$0	3.50	\$0
Neighborhood	\$100	2.00	3.80	-180	2.60	-60
Area Amenities	\$0	3.50	2.70	\$0	4.50	\$0
Median HH Income	\$0.0000	\$25,208	\$44,865	\$0	\$25,771	\$0
Average Commute	\$0	22.88	18.49	\$0	22.61	\$0
Public Transportation	\$0	na	na	\$0	na	\$0
Personal Crime	\$0	8.3%	1.8%	\$0	1.6%	\$0
Condition	\$50	4.00	4.50	-25	4.00	\$0
Effective Age	\$5.00	2013	2021	-40	2010	15
Ball Field	\$2	no	no	\$0	no	\$0
BBQ Area	\$8	no	yes	-8	yes	-8
Billiards	\$2	no	yes	-2	yes	-2
Bus/Comp Center	\$10	no	yes	-10	no	\$0
Car Care Center	\$2	no	no	\$0	no	\$0
Community Center	\$8	yes	yes	\$0	yes	\$0
Elevator	\$100	yes	yes	\$0	no	\$100
Fitness Center	\$8	no	yes	-8	yes	-8
Gazebo	\$10	yes	no	\$10	no	\$10
Hot Tub/Jacuzzi	\$2	no	no	\$0	no	\$0
Horseshoe Pit	\$2	no	no	\$0	no	\$0
Lake	\$2	no	no	\$0	no	\$0
Library	\$2	yes	no	\$2	no	\$2
Movie Theatre	\$10	no	yes	-10	no	\$0
Picnic Area	\$8	no	yes	-8	yes	-8
Playground	\$2	no	no	\$0	yes	-2
Pool	\$2	no	yes	-2	yes	-2
Sauna	\$2	no	no	\$0	no	\$0
Sports Court	\$2	no	no	\$0	yes	-2
Walking Trail	\$2	no	no	\$0	no	\$0
Blinds	\$8	yes	yes	\$0	yes	\$0
Ceiling Fans	\$8	no	yes	-8	yes	-8
Carpeting	\$2	yes	yes	\$0	yes	\$0
Fireplace	\$10	no	some	\$0	yes	-2
Patio/Balcony	\$2	some	yes	-2	yes	\$0
Storage	\$10	no	no	\$0	no	\$0
Stove	\$2	yes	yes	\$0	yes	\$0
Refrigerator	\$2	yes	yes	\$0	yes	\$0
Disposal	\$2	no	yes	-2	yes	-2
Dishwasher	\$2	yes	yes	\$0	yes	\$0
Microwave	\$8	no	yes	-8	yes	-8
Garage	\$50	no	no	\$0	na	\$0
Covered	\$20	no	no	\$0	na	\$0
Assigned	\$10	no	no	\$0	no	\$0
Open	\$0	yes	yes	\$0	yes	\$0
None	\$0	no	no	\$0	no	\$0
Central	\$5	yes	no	\$5	no	\$5
W/D Units	\$15	no	yes	-15	yes	-15
W/D Hookups	\$5	no	no	\$0	some	\$0
Call Buttons	\$2	yes	no	\$2	no	\$2
Controlled Access	\$2	yes	no	\$2	no	\$2
Courtesy Officer	\$2	no	no	\$0	no	\$0
Monitoring	\$2	no	no	\$0	no	\$0
Security Alarms	\$2	no	no	\$0	no	\$0
Security Patrols	\$2	yes	no	\$2	no	\$2
Indicated Rent	\$975	\$988	\$974	\$1,090	\$1,094	\$767

Rent Conclusion, 1BR-1BA-637sf

The development of our rent conclusion for the 1BR-1BA-637sf units is found below.

Our analysis included the evaluation of a total of 41 unit types found at 6 properties. We selected the 41 most comparable units to utilize as rent comparables for purposes of this analysis. A write-up for each of the properties included in this analysis is found in the Appendix.

Our analysis included the adjustments developed in the previous section. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is better, a “plus” adjustment is made. If the subject is inferior, a “minus” adjustment is made. In the table below, we summarize the adjustments and the resulting indicated rent for the top 41 comparables included in this analysis. The units that we consider most comparable are highlighted for the reader's reference.

Rent Conclusion									
Comparable			Unadjusted Rent			Adjusted Rent			
Property-Unit Key	Property Name	Unit Type	Street Rent	Concessions	Net Rent	Gross Adjustments	Net Adjustments	Adjusted Rent	Rank
Sub-03	Fairfax Hall Apartments	1BR-1BA-637sf	\$764	\$0	\$764	-	\$0	\$764	-
003-01	Apartments at Goose Creek Phase	1BR-1BA-764sf	\$1,406	\$0	\$1,406	\$595	-\$235	\$1,172	1
003-02	Apartments at Goose Creek Phase	1BR-1BA-764sf	\$1,406	\$0	\$1,406	\$595	-\$235	\$1,172	1
003-03	Apartments at Goose Creek Phase	2BR-2BA-1184sf	\$1,526	\$0	\$1,526	\$1,101	-\$633	\$894	16
003-04	Apartments at Goose Creek Phase	2BR-2BA-1184sf	\$1,631	\$0	\$1,631	\$1,101	-\$633	\$999	16
003-05	Apartments at Goose Creek Phase	3BR-2BA-1420sf	\$1,715	\$0	\$1,715	\$1,407	-\$809	\$906	32
003-06	Apartments at Goose Creek Phase	3BR-2BA-1420sf	\$1,820	\$0	\$1,820	\$1,407	-\$809	\$1,011	32
010-01	Big Sky Apartments Phase 2	1BR-1BA-949sf	\$1,199	\$0	\$1,199	\$632	-\$42	\$1,158	3
010-02	Big Sky Apartments Phase 2	1BR-1BA-1237sf	\$1,261	\$0	\$1,261	\$804	-\$214	\$1,047	9
010-03	Big Sky Apartments Phase 2	2BR-2BA-1220sf	\$1,363	\$0	\$1,363	\$1,048	-\$350	\$1,012	13
010-04	Big Sky Apartments Phase 2	2BR-2BA-1509sf	\$1,412	\$0	\$1,412	\$1,222	-\$524	\$889	25
010-05	Big Sky Apartments Phase 2	3BR-3BA-1557sf	\$1,559	\$0	\$1,559	\$1,515	-\$687	\$872	38
012-01	Brandon Ladd Apartments	0BR-1BA-500sf	\$750	\$0	\$750	\$939	\$523	\$1,273	11
012-02	Brandon Ladd Apartments	1BR-1BA-700sf	\$820	\$0	\$820	\$807	\$315	\$1,135	10
012-03	Brandon Ladd Apartments	2BR-1BA-1000sf	\$1,025	\$0	\$1,025	\$1,112	\$60	\$1,085	18
012-04	Brandon Ladd Apartments	3BR-1.5BA-1250sf	\$1,225	\$0	\$1,225	\$1,466	-\$186	\$1,039	37
097-01	Vue (The)	1BR-1BA-807sf	\$1,459	\$0	\$1,459	\$742	-\$182	\$1,277	6
097-03	Vue (The)	2BR-2BA-1038sf	\$1,740	\$0	\$1,740	\$1,135	-\$467	\$1,273	20
097-05	Vue (The)	2BR-2BA-1463sf	\$1,865	\$0	\$1,865	\$1,390	-\$722	\$1,143	31
104-01	Windigrove Apartments Phase 2	1BR-1BA-965sf	\$1,235	\$0	\$1,235	\$754	-\$194	\$1,041	7
104-02	Windigrove Apartments Phase 2	1BR-1BA-1287sf	\$1,325	\$0	\$1,325	\$947	-\$387	\$938	12
104-03	Windigrove Apartments Phase 2	2BR-2BA-1267sf	\$1,360	\$0	\$1,360	\$1,189	-\$521	\$839	23
104-04	Windigrove Apartments Phase 2	2BR-2BA-1267sf	\$1,400	\$0	\$1,400	\$1,189	-\$521	\$879	23
104-05	Windigrove Apartments Phase 2	2BR-2BA-1584sf	\$1,475	\$0	\$1,475	\$1,380	-\$712	\$764	30
104-06	Windigrove Apartments Phase 2	3BR-2BA-1450sf	\$1,525	\$0	\$1,525	\$1,464	-\$666	\$859	35
104-07	Windigrove Apartments Phase 2	3BR-2BA-1450sf	\$1,580	\$0	\$1,580	\$1,464	-\$666	\$914	35
107-01	Summit Apartments Homes (The)	1BR-1BA-760sf	\$1,243	\$0	\$1,243	\$633	-\$293	\$950	4
107-02	Summit Apartments Homes (The)	1BR-1BA-822sf	\$1,243	\$0	\$1,243	\$670	-\$330	\$913	5
107-03	Summit Apartments Homes (The)	1BR-1.5BA-908sf	\$2,093	\$0	\$2,093	\$772	-\$432	\$1,661	8
107-04	Summit Apartments Homes (The)	2BR-2BA-1035sf	\$1,895	\$0	\$1,895	\$1,052	-\$604	\$1,291	14
107-05	Summit Apartments Homes (The)	2BR-2BA-1151sf	\$1,830	\$0	\$1,830	\$1,121	-\$673	\$1,157	19
107-06	Summit Apartments Homes (The)	2BR-2BA-1104sf	\$1,945	\$0	\$1,945	\$1,093	-\$645	\$1,300	15
107-07	Summit Apartments Homes (The)	2BR-2BA-1193sf	\$1,895	\$0	\$1,895	\$1,147	-\$699	\$1,196	21
107-08	Summit Apartments Homes (The)	2BR-2BA-1233sf	\$1,890	\$0	\$1,890	\$1,171	-\$723	\$1,167	22
107-09	Summit Apartments Homes (The)	2BR-2BA-1406sf	\$2,094	\$0	\$2,094	\$1,275	-\$827	\$1,267	27
107-10	Summit Apartments Homes (The)	2BR-2BA-1546sf	\$2,046	\$0	\$2,046	\$1,359	-\$911	\$1,135	29
107-11	Summit Apartments Homes (The)	2BR-2.5BA-1284sf	\$2,501	\$0	\$2,501	\$1,252	-\$804	\$1,698	26
107-12	Summit Apartments Homes (The)	2BR-2.5BA-1364sf	\$1,945	\$0	\$1,945	\$1,300	-\$852	\$1,094	28
107-13	Summit Apartments Homes (The)	2BR-2.5BA-2082sf	\$2,309	\$0	\$2,309	\$1,730	-\$1,282	\$1,027	41
107-14	Summit Apartments Homes (The)	3BR-2BA-1445sf	\$2,223	\$0	\$2,223	\$1,463	-\$885	\$1,338	34
107-15	Summit Apartments Homes (The)	3BR-2BA-1546sf	\$2,312	\$0	\$2,312	\$1,524	-\$946	\$1,366	39
107-16	Summit Apartments Homes (The)	3BR-2BA-1853sf	\$3,135	\$0	\$3,135	\$1,708	-\$1,130	\$2,005	40



Adjusted Rent, Minimum	\$764
Adjusted Rent, Maximum	\$2,005
Adjusted Rent, Average	\$1,126
Adjusted Rent, Modified Average	\$1,112
Rent, Concluded	\$1,125

Our analysis suggests a rent of \$1,125 for the 1BR-1BA-637sf units at the subject property.

In our opinion, the 1BR-1BA-764sf units at Apartments at Goose Creek Phase 2 (Property # 003), the 1BR-1BA-949sf units at Big Sky Apartments Phase 2 (Property # 010), the 1BR-1BA-760sf units at Summit Apartments Homes (The) (Property # 107), the 1BR-1BA-807sf units at Vue (The) (Property # 097), and the 1BR-1BA-965sf units at Windigrove Apartments Phase 2 (Property # 104) are the best comparables for the units at the subject property.

Comparable	Subject	1	2	3	4	5
Property-Unit Key	Sub-03	003-02	010-01	097-01	104-01	107-01
Unit Type	1BR-1BA-637sf	1BR-1BA-764sf	1BR-1BA-949sf	1BR-1BA-807sf	1BR-1BA-965sf	1BR-1BA-760sf
Property Name	Fairfax Hall Apartments	Apartments at Goose Creek Phase 2	Big Sky Apartments Phase 2	Vue (The)	Windgrove Apartments Phase 2	Summit Apartments Homes (The)
Address	1101 Reservoir Street	80 Goose Point Lane	107 Community Way	3000 Vue Avenue	357 Windgrove Drive	4554 Trailhead Drive
City	Waynesboro	Fishersville	Staunton	Crozet	Waynesboro	Crozet
State	Virginia	Virginia	Virginia	Virginia	Virginia	Virginia
Zip	22980	22939	24401	22932	22980	22932
Latitude	38.06973	38.09759	38.13535	38.06968	38.05779	38.05634
Longitude	-78.87104	-78.99773	-79.05076	-78.70482	-78.92600	-78.70992
Miles to Subject	0.00	7.35	10.83	9.41	3.19	9.16
Year Built	1890	2021	2017	2020	2021	2020
Year Rehab	2022	na	na	na	na	na
Project Rent	Restricted	Market Rate	Market Rate	Market Rate	Market Rate	Market Rate
Project Type	Elderly	Family	Family	Family	Family	Family
Project Status	Prop Rehab	Stabilized	Stabilized	Stabilized	Stabilized	Stabilized
Phone	(540) 946-9234	540.712.2459	(540) 213-0234	(434) 282-4511	(540) 949-7158	(434) 459-8198
Effective Date	21-Feb-23	06-Feb-23	08-Feb-23	06-Feb-23	06-Feb-23	06-Feb-23
<u>Project Level</u>						
Units	54	148	114	129	146	190
Vacant Units	8	0	0	2	0	3
Vacancy Rate	15%	0%	0%	2%	0%	2%
<u>Unit Type</u>						
Units	2	6	20	46	36	58
Vacant Units	0	0	0	0	0	0
Vacancy Rate	0%	0%	0%	0%	0%	0%
Street Rent	\$764	\$1,406	\$1,199	\$1,459	\$1,235	\$1,243
Concessions	\$0	\$0	\$0	\$0	\$0	\$0
Net Rent	\$764	\$1,406	\$1,199	\$1,459	\$1,235	\$1,243
<u>Adj</u>	<u>Data</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>
Tenant-Paid Utilities	TPU	\$0	\$157	\$157	\$157	\$157
Cable	\$0	no	yes	\$0	no	\$0
Internet	\$0	no	yes	\$0	no	\$0
Bedrooms	\$100	1	1	\$0	1	\$0
Bathrooms	\$100	1.00	1.00	\$0	1.00	\$0
Square Feet	\$0.60	637	764	-\$77	949	-\$188
Visibility	\$20	3.00	3.50	-\$10	4.00	-\$20
Access	\$0	3.00	4.00	\$0	3.50	\$0
Neighborhood	\$100	2.00	3.80	-\$180	2.60	-\$60
Area Amenities	\$0	3.50	2.70	\$0	4.50	\$0
Median HH Income	\$0.0000	\$25,208	\$44,865	\$0	\$25,771	\$0
Average Commute	\$0	22.88	18.49	\$0	22.61	\$0
Public Transportation	\$0	na	na	\$0	na	\$0
Personal Crime	\$0	8.3%	1.8%	\$0	1.6%	\$0
Condition	\$50	4.00	4.50	-\$25	4.00	\$0
Effective Age	\$5.00	2013	2021	-\$40	2010	\$15
Ball Field	\$2	no	no	\$0	no	\$0
BBQ Area	\$8	no	yes	-\$8	yes	-\$8
Billiards	\$2	no	yes	-\$2	yes	-\$2
Bus/Comp Center	\$10	no	yes	-\$10	no	\$0
Car Care Center	\$2	no	no	\$0	no	\$0
Community Center	\$8	yes	yes	\$0	yes	\$0
Elevator	\$100	yes	yes	\$0	no	\$100
Fitness Center	\$8	no	yes	-\$8	yes	-\$8
Gazebo	\$10	yes	no	\$10	no	\$10
Hot Tub/Jacuzzi	\$2	no	no	\$0	no	\$0
Horseshoe Pit	\$2	no	no	\$0	no	\$0
Lake	\$2	no	no	\$0	no	\$0
Library	\$2	yes	no	\$2	no	\$2
Movie Theatre	\$10	no	yes	-\$10	no	\$0
Picnic Area	\$8	no	yes	-\$8	yes	-\$8
Playground	\$2	no	no	\$0	yes	-\$2
Pool	\$2	no	yes	-\$2	yes	-\$2
Sauna	\$2	no	no	\$0	no	\$0
Sports Court	\$2	no	no	\$0	yes	-\$2
Walking Trail	\$2	no	no	\$0	no	\$0
Blinds	\$8	yes	yes	\$0	yes	\$0
Ceiling Fans	\$8	no	yes	-\$8	yes	-\$8
Carpeting	\$2	yes	yes	\$0	yes	\$0
Fireplace	\$10	no	some	\$0	yes	-\$2
Patio/Balcony	\$2	some	yes	-\$2	yes	-\$2
Storage	\$10	no	no	\$0	no	\$0
Stove	\$2	yes	yes	\$0	yes	\$0
Refrigerator	\$2	yes	yes	\$0	yes	\$0
Disposal	\$2	no	yes	-\$2	yes	-\$2
Dishwasher	\$2	yes	yes	\$0	yes	\$0
Microwave	\$8	no	yes	-\$8	yes	-\$8
Garage	\$50	no	no	\$0	na	\$0
Covered	\$20	no	no	\$0	na	\$0
Assigned	\$10	no	no	\$0	no	\$0
Open	\$0	yes	yes	\$0	yes	\$0
None	\$0	no	no	\$0	no	\$0
Central	\$5	yes	no	\$5	no	\$5
W/D Units	\$15	no	yes	-\$15	yes	-\$15
W/D Hookups	\$5	no	no	\$0	no	\$0
Call Buttons	\$2	yes	no	\$2	no	\$2
Controlled Access	\$2	yes	no	\$2	no	\$2
Courtesy Officer	\$2	no	no	\$0	no	\$0
Monitoring	\$2	no	no	\$0	no	\$0
Security Alarms	\$2	no	no	\$0	no	\$0
Security Patrols	\$2	yes	no	\$2	no	\$2
Indicated Rent	\$1,125	\$1,172	\$1,158	\$1,277	\$1,041	\$950

Rent Conclusion, 2BR-1.5BA-1140sf

The development of our rent conclusion for the 2BR-1.5BA-1140sf units is found below.

Our analysis included the evaluation of a total of 41 unit types found at 6 properties. We selected the 41 most comparable units to utilize as rent comparables for purposes of this analysis. A write-up for each of the properties included in this analysis is found in the Appendix.

Our analysis included the adjustments developed in the previous section. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is better, a “plus” adjustment is made. If the subject is inferior, a “minus” adjustment is made. In the table below, we summarize the adjustments and the resulting indicated rent for the top 41 comparables included in this analysis. The units that we consider most comparable are highlighted for the reader's reference.

Rent Conclusion									
Comparable			Unadjusted Rent			Adjusted Rent			
Property-Unit Key	Property Name	Unit Type	Street Rent	Concessions	Net Rent	Gross Adjustments	Net Adjustments	Adjusted Rent	Rank
Sub-19	Fairfax Hall Apartments	2BR-1.5BA-1140sf	\$1,001	\$0	\$1,001	-	\$0	\$1,001	-
003-01	Apartments at Goose Creek Phase	1BR-1BA-764sf	\$1,406	\$0	\$1,406	\$894	\$218	\$1,624	21
003-02	Apartments at Goose Creek Phase	1BR-1BA-764sf	\$1,406	\$0	\$1,406	\$894	\$218	\$1,624	21
003-03	Apartments at Goose Creek Phase	2BR-2BA-1184sf	\$1,526	\$0	\$1,526	\$648	-\$180	\$1,346	2
003-04	Apartments at Goose Creek Phase	2BR-2BA-1184sf	\$1,631	\$0	\$1,631	\$648	-\$180	\$1,451	2
003-05	Apartments at Goose Creek Phase	3BR-2BA-1420sf	\$1,715	\$0	\$1,715	\$955	-\$357	\$1,358	29
003-06	Apartments at Goose Creek Phase	3BR-2BA-1420sf	\$1,820	\$0	\$1,820	\$955	-\$357	\$1,463	29
010-01	Big Sky Apartments Phase 2	1BR-1BA-949sf	\$1,199	\$0	\$1,199	\$709	\$411	\$1,610	8
010-02	Big Sky Apartments Phase 2	1BR-1BA-1237sf	\$1,261	\$0	\$1,261	\$652	\$238	\$1,499	4
010-03	Big Sky Apartments Phase 2	2BR-2BA-1220sf	\$1,363	\$0	\$1,363	\$596	\$102	\$1,465	1
010-04	Big Sky Apartments Phase 2	2BR-2BA-1509sf	\$1,412	\$0	\$1,412	\$769	-\$71	\$1,341	13
010-05	Big Sky Apartments Phase 2	3BR-3BA-1557sf	\$1,559	\$0	\$1,559	\$1,063	-\$235	\$1,324	36
012-01	Brandon Ladd Apartments	0BR-1BA-500sf	\$750	\$0	\$750	\$1,391	\$975	\$1,725	41
012-02	Brandon Ladd Apartments	1BR-1BA-700sf	\$820	\$0	\$820	\$1,183	\$767	\$1,587	38
012-03	Brandon Ladd Apartments	2BR-1BA-1000sf	\$1,025	\$0	\$1,025	\$928	\$512	\$1,537	26
012-04	Brandon Ladd Apartments	3BR-1.5BA-1250sf	\$1,225	\$0	\$1,225	\$1,014	\$266	\$1,491	35
097-01	Vue (The)	1BR-1BA-807sf	\$1,459	\$0	\$1,459	\$990	\$270	\$1,729	31
097-03	Vue (The)	2BR-2BA-1038sf	\$1,740	\$0	\$1,740	\$805	-\$15	\$1,725	17
097-05	Vue (The)	2BR-2BA-1463sf	\$1,865	\$0	\$1,865	\$938	-\$270	\$1,595	28
104-01	Windigrove Apartments Phase 2	1BR-1BA-965sf	\$1,235	\$0	\$1,235	\$812	\$258	\$1,493	18
104-02	Windigrove Apartments Phase 2	1BR-1BA-1287sf	\$1,325	\$0	\$1,325	\$795	\$65	\$1,390	14
104-03	Windigrove Apartments Phase 2	2BR-2BA-1267sf	\$1,360	\$0	\$1,360	\$737	-\$69	\$1,291	11
104-04	Windigrove Apartments Phase 2	2BR-2BA-1267sf	\$1,400	\$0	\$1,400	\$737	-\$69	\$1,331	11
104-05	Windigrove Apartments Phase 2	2BR-2BA-1584sf	\$1,475	\$0	\$1,475	\$927	-\$259	\$1,216	25
104-06	Windigrove Apartments Phase 2	3BR-2BA-1450sf	\$1,525	\$0	\$1,525	\$1,012	-\$214	\$1,311	33
104-07	Windigrove Apartments Phase 2	3BR-2BA-1450sf	\$1,580	\$0	\$1,580	\$1,012	-\$214	\$1,366	33
107-01	Summit Apartments Homes (The)	1BR-1BA-760sf	\$1,243	\$0	\$1,243	\$937	\$159	\$1,402	27
107-02	Summit Apartments Homes (The)	1BR-1BA-822sf	\$1,243	\$0	\$1,243	\$900	\$122	\$1,365	23
107-03	Summit Apartments Homes (The)	1BR-1.5BA-908sf	\$2,093	\$0	\$2,093	\$798	\$20	\$2,113	15
107-04	Summit Apartments Homes (The)	2BR-2BA-1035sf	\$1,895	\$0	\$1,895	\$726	-\$152	\$1,743	10
107-05	Summit Apartments Homes (The)	2BR-2BA-1151sf	\$1,830	\$0	\$1,830	\$669	-\$221	\$1,609	5
107-06	Summit Apartments Homes (The)	2BR-2BA-1104sf	\$1,945	\$0	\$1,945	\$685	-\$193	\$1,752	6
107-07	Summit Apartments Homes (The)	2BR-2BA-1193sf	\$1,895	\$0	\$1,895	\$695	-\$247	\$1,648	7
107-08	Summit Apartments Homes (The)	2BR-2BA-1233sf	\$1,890	\$0	\$1,890	\$719	-\$271	\$1,619	9
107-09	Summit Apartments Homes (The)	2BR-2BA-1406sf	\$2,094	\$0	\$2,094	\$823	-\$375	\$1,719	19
107-10	Summit Apartments Homes (The)	2BR-2BA-1546sf	\$2,046	\$0	\$2,046	\$907	-\$459	\$1,587	24
107-11	Summit Apartments Homes (The)	2BR-2.5BA-1284sf	\$2,501	\$0	\$2,501	\$799	-\$351	\$2,150	16
107-12	Summit Apartments Homes (The)	2BR-2.5BA-1364sf	\$1,945	\$0	\$1,945	\$847	-\$399	\$1,546	20
107-13	Summit Apartments Homes (The)	2BR-2.5BA-2082sf	\$2,309	\$0	\$2,309	\$1,278	-\$830	\$1,479	40
107-14	Summit Apartments Homes (The)	3BR-2BA-1445sf	\$2,223	\$0	\$2,223	\$1,011	-\$433	\$1,790	32
107-15	Summit Apartments Homes (The)	3BR-2BA-1546sf	\$2,312	\$0	\$2,312	\$1,072	-\$494	\$1,818	37
107-16	Summit Apartments Homes (The)	3BR-2BA-1853sf	\$3,135	\$0	\$3,135	\$1,256	-\$678	\$2,457	39

Adjusted Rent, Minimum	\$1,216
Adjusted Rent, Maximum	\$2,457
Adjusted Rent, Average	\$1,578
Adjusted Rent, Modified Average	\$1,564
Rent, Concluded	\$1,525

Our analysis suggests a rent of \$1,525 for the 2BR-1.5BA-1140sf units at the subject property.

In our opinion, the 2BR-2BA-1220sf units at Big Sky Apartments Phase 2 (Property # 010), the 2BR-2BA-1184sf units at Apartments at Goose Creek Phase 2 (Property # 003), the 2BR-2BA-1151sf units at Summit Apartments Homes (The) (Property # 107), the 2BR-2BA-1267sf units at Windigrove Apartments Phase 2 (Property # 104), and the 2BR-2BA-1038sf units at Vue (The) (Property # 097) are the best comparables for the units at the subject property.

Comparable	Subject	1	2	3	4	5					
Property-Unit Key	Sub-19	003-04	010-03	097-03	104-03	107-05					
Unit Type	2BR-1.5BA-1140sf	2BR-2BA-1184sf	2BR-2BA-1220sf	2BR-2BA-1038sf	2BR-2BA-1267sf	2BR-2BA-1151sf					
Property Name	Fairfax Hall Apartments	Apartments at Goose Creek Phase 2	Big Sky Apartments Phase 2	Vue (The)	Windgrove Apartments Phase 2	Summit Apartments Homes (The)					
Address	1101 Reservoir Street	80 Goose Point Lane	107 Community Way	3000 Vue Avenue	357 Windgrove Drive	4554 Trailhead Drive					
City	Waynesboro	Fishersville	Staunton	Crozet	Waynesboro	Crozet					
State	Virginia	Virginia	Virginia	Virginia	Virginia	Virginia					
Zip	22980	22939	24401	22932	22980	22932					
Latitude	38.06973	38.09759	38.13535	38.06968	38.05779	38.05634					
Longitude	-78.87104	-78.99773	-79.05076	-78.70482	-78.92600	-78.70992					
Miles to Subject	0.00	7.35	10.83	9.41	3.19	9.16					
Year Built	1890	2021	2017	2020	2021	2020					
Year Rehab	2022	na	na	na	na	na					
Project Rent	Restricted	Market Rate	Market Rate	Market Rate	Market Rate	Market Rate					
Project Type	Elderly	Family	Family	Family	Family	Family					
Project Status	Prop Rehab	Stabilized	Stabilized	Stabilized	Stabilized	Stabilized					
Phone	(540) 946-9234	540.712.2459	(540) 213-0234	(434) 282-4511	(540) 949-7158	(434) 459-8198					
Effective Date	21-Feb-23	06-Feb-23	08-Feb-23	06-Feb-23	06-Feb-23	06-Feb-23					
<u>Project Level</u>											
Units	54	148	114	129	146	190					
Vacant Units	8	0	0	2	0	3					
Vacancy Rate	15%	0%	0%	2%	0%	2%					
<u>Unit Type</u>											
Units	1	8	35	69	22	82					
Vacant Units	0	0	0	1	0	2					
Vacancy Rate	0%	0%	0%	1%	0%	2%					
Street Rent	\$1,001	\$1,631	\$1,363	\$1,740	\$1,360	\$1,830					
Concessions	\$0	\$0	\$0	\$0	\$0	\$0					
Net Rent	\$1,001	\$1,631	\$1,363	\$1,740	\$1,360	\$1,830					
<u>Adj</u>	<u>Data</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>
Tenant-Paid Utilities	TPU	\$0	\$211	\$211	\$211	\$211	\$211	\$211	\$211	\$211	\$211
Cable	\$0	no	yes	\$0	no	\$0	no	\$0	no	\$0	yes
Internet	\$0	no	yes	\$0	no	\$0	no	\$0	no	\$0	yes
Bedrooms	\$100	2	2	\$0	2	\$0	2	\$0	2	\$0	2
Bathrooms	\$100	1.50	2.00	-\$50	2.00	-\$50	2.00	-\$50	2.00	-\$50	2.00
Square Feet	\$0.60	1140	1184	-\$26	1220	-\$48	1038	\$61	1267	-\$76	1151
Visibility	\$20	3.00	3.50	-\$10	4.00	-\$20	3.50	-\$10	2.50	\$10	3.00
Access	\$0	3.00	4.00	\$0	3.50	\$0	3.50	\$0	3.00	\$0	3.00
Neighborhood	\$100	2.00	3.80	-\$180	2.60	-\$60	4.50	-\$250	3.70	-\$170	4.50
Area Amenities	\$0	3.50	2.70	\$0	4.50	\$0	2.60	\$0	3.70	\$0	2.00
Median HH Income	\$0.0000	\$25,208	\$44,865	\$0	\$25,771	\$0	\$93,047	\$0	\$52,904	\$0	\$93,047
Average Commute	\$0	22.88	18.49	\$0	22.61	\$0	24.62	\$0	17.12	\$0	24.62
Public Transportation	\$0	na	na	\$0	na	\$0	na	\$0	na	\$0	na
Personal Crime	\$0	8.3%	1.8%	\$0	1.6%	\$0	1.0%	\$0	2.8%	\$0	1.0%
Condition	\$50	4.00	4.50	-\$25	4.00	\$0	4.00	\$0	4.00	\$0	4.50
Effective Age	\$5.00	2013	2021	-\$40	2010	\$15	2020	-\$35	2021	-\$40	2020
Ball Field	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
BBQ Area	\$8	no	yes	-\$8	yes	-\$8	yes	-\$8	yes	-\$8	yes
Billiards	\$2	no	yes	-\$2	yes	-\$2	no	\$0	yes	-\$2	yes
Bus/Comp Center	\$10	no	yes	-\$10	no	\$0	no	\$0	no	\$0	yes
Car Care Center	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Community Center	\$8	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes
Elevator	\$100	yes	yes	\$0	no	\$100	no	\$100	no	\$100	yes
Fitness Center	\$8	no	yes	-\$8	yes	-\$8	yes	-\$8	yes	-\$8	yes
Gazebo	\$10	yes	no	\$10	no	\$10	no	\$10	yes	\$0	yes
Hot Tub/Jacuzzi	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Horseshoe Pit	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Lake	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Library	\$2	yes	no	\$2	no	\$2	no	\$2	no	\$2	no
Movie Theatre	\$10	no	yes	-\$10	no	\$0	no	\$0	no	\$0	yes
Picnic Area	\$8	no	yes	-\$8	yes	-\$8	yes	-\$8	yes	-\$8	yes
Playground	\$2	no	no	\$0	yes	-\$2	yes	-\$2	yes	-\$2	no
Pool	\$2	no	yes	-\$2	yes	-\$2	yes	-\$2	yes	-\$2	no
Sauna	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Sports Court	\$2	no	no	\$0	yes	-\$2	no	\$0	no	\$0	no
Walking Trail	\$2	no	no	\$0	no	\$0	yes	-\$2	yes	-\$2	no
Blinds	\$8	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes
Ceiling Fans	\$8	no	yes	-\$8	yes	-\$8	yes	-\$8	yes	-\$8	yes
Carpeting	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes
Fireplace	\$10	no	some	\$0	yes	-\$2	no	\$0	yes	-\$2	no
Patio/Balcony	\$2	some	yes	-\$2	yes	-\$2	yes	-\$2	no	\$0	no
Storage	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Stove	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes
Refrigerator	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes
Disposal	\$2	no	yes	-\$2	yes	-\$2	yes	-\$2	yes	-\$2	yes
Dishwasher	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes
Microwave	\$8	no	yes	-\$8	yes	-\$8	yes	-\$8	yes	-\$8	yes
Garage	\$50	no	no	\$0	na	\$0	no	\$0	no	\$0	no
Covered	\$20	no	no	\$0	na	\$0	no	\$0	no	\$0	no
Assigned	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Open	\$0	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes
None	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Central	\$5	yes	no	\$5	no	\$5	no	\$5	no	\$5	no
W/D Units	\$15	no	yes	-\$15	yes	-\$15	yes	-\$15	yes	-\$15	yes
W/D Hookups	\$5	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Call Buttons	\$2	yes	no	\$2	no	\$2	no	\$2	no	\$2	no
Controlled Access	\$2	yes	no	\$2	no	\$2	no	\$2	no	\$2	no
Courtesy Officer	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Monitoring	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Security Alarms	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no
Security Patrols	\$2	yes	no	\$2	no	\$2	no	\$2	no	\$2	no
<b>Indicated Rent</b>	<b>\$1,525</b>	<b>\$1,451</b>	<b>\$1,465</b>	<b>\$1,725</b>	<b>\$1,291</b>	<b>\$1,609</b>					

Unrestricted Market Rent Conclusion

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

Unrestricted Market Rent Conclusion						
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Market	Proposed	Advantage
0BR-1BA-426.5sf / 50% of AMI / 40% of AMI	No	Yes	2	\$975	\$745	23.6%
0BR-1BA-498sf / 50% of AMI / 40% of AMI	No	Yes	1	\$975	\$745	23.6%
1BR-1BA-636.5sf / 50% of AMI / 40% of AMI	No	Yes	2	\$1,125	\$764	32.1%
1BR-1BA-834sf / 50% of AMI / 40% of AMI	No	Yes	1	\$1,125	\$764	32.1%
1BR-1BA-475sf / 50% of AMI / 50% of AMI	No	No	1	\$1,125	\$650	42.2%
1BR-1BA-528sf / 50% of AMI / 50% of AMI	No	Yes	3	\$1,125	\$650	42.2%
1BR-1BA-546sf / 50% of AMI / 50% of AMI	No	No	1	\$1,125	\$650	42.2%
1BR-1BA-579sf / 50% of AMI / 50% of AMI	No	No	5	\$1,125	\$650	42.2%
1BR-1BA-628sf / 50% of AMI / 50% of AMI	No	No	7	\$1,125	\$650	42.2%
1BR-1BA-670sf / 50% of AMI / 50% of AMI	No	No	1	\$1,125	\$650	42.2%
1BR-1BA-425sf / 60% of AMI / 60% of AMI	No	No	1	\$1,125	\$720	36.0%
1BR-1BA-526sf / 60% of AMI / 60% of AMI	No	No	7	\$1,125	\$720	36.0%
1BR-1BA-570sf / 60% of AMI / 60% of AMI	No	No	8	\$1,125	\$720	36.0%
1BR-1BA-619.5sf / 60% of AMI / 60% of AMI	No	No	9	\$1,125	\$720	36.0%
1BR-1BA-688sf / 60% of AMI / 60% of AMI	No	No	1	\$1,125	\$720	36.0%
1BR-1BA-737sf / 60% of AMI / 60% of AMI	No	No	1	\$1,125	\$720	36.0%
2BR-1.5BA-833sf / 50% of AMI / 50% of AMI	No	Yes	1	\$1,525	\$1,001	34.4%
2BR-1.5BA-895sf / 50% of AMI / 50% of AMI	No	Yes	1	\$1,525	\$1,001	34.4%
2BR-1.5BA-1140sf / 50% of AMI / 50% of AMI	No	Yes	1	\$1,525	\$1,001	34.4%
Total / Average			54	\$1,139	\$716	37.1%

Our analysis suggests an average unrestricted market rent of \$1,139 for the subject property. This is compared with an average proposed rent of \$716, yielding an unrestricted market rent advantage of 37.1 percent. Overall, the subject property appears to be priced at or below unrestricted market rents for the area.

We selected a total of 6 properties as comparables for purposes of our analysis. The average occupancy at the select rent comparables currently stands at 99 percent.

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

Occupancy Rate, Select Comparables								
	Subsidized	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI	Market
0-Bedroom								100%
1-Bedroom								100%
2-Bedroom								99%
3-Bedroom								
4-Bedroom								
Total								99%

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

Occupancy Rate, Stabilized Properties								
	Subsidized	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI	Market
0-Bedroom				100%	60%			100%
1-Bedroom	100%		100%	96%	91%		100%	99%
2-Bedroom	98%		100%	99%	95%		100%	98%
3-Bedroom	97%		100%	100%	96%			99%
4-Bedroom	100%							95%
Total	99%		100%	99%	94%		100%	98%

HUD conducts an annual rent survey to derive Fair Market Rent estimates for an area. Based on this, 2-bedroom rents for the area grew from \$668 to \$917 since 2010. This represents an average 3.1% annual increase over this period.

Fair market rent data for the area is found below:

Year	Rent			Change		
	1BR	2BR	3BR	1BR	2BR	3BR
2009	\$501	\$653	\$934	3.4%	3.4%	3.5%
2010	\$512	\$668	\$955	2.2%	2.3%	2.2%
2011	\$528	\$689	\$985	3.1%	3.1%	3.1%
2012	\$482	\$629	\$899	-8.7%	-8.7%	-8.7%
2013	\$529	\$669	\$883	9.8%	6.4%	-1.8%
2014	\$569	\$719	\$948	7.6%	7.5%	7.4%
2015	\$634	\$801	\$1,057	11.4%	11.4%	11.5%
2016	\$597	\$753	\$1,018	-5.8%	-6.0%	-3.7%
2017	\$640	\$824	\$1,116	7.2%	9.4%	9.6%
2018	\$660	\$860	\$1,169	3.1%	4.4%	4.7%
2019	\$661	\$875	\$1,178	0.2%	1.7%	0.8%
2020	\$683	\$899	\$1,222	3.3%	2.7%	3.7%
2021	\$695	\$910	\$1,239	1.8%	1.2%	1.4%
2022	\$734	\$917	\$1,255	5.6%	0.8%	1.3%

Source: HUD

#### Unrestricted Market Rent Conclusion, As Is

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

Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Market	Proposed	Advantage
0BR-1BA-462sf / 50% of AMI / 50% of AMI	No	No	4	\$830	\$650	21.7%
0BR-1BA-462sf / 60% of AMI / 60% of AMI	No	No	4	\$830	\$730	12.0%
1BR-1BA-627.5sf / 50% of AMI / 50% of AMI	No	No	19	\$1,005	\$690	31.3%
1BR-1BA-533.5sf / 50% of AMI / 50% of AMI	No	No	3	\$1,005	\$690	31.3%
1BR-1BA-641sf / 60% of AMI / 60% of AMI	No	No	23	\$1,005	\$785	21.9%
2BR-1.5BA-1139sf / 60% of AMI / 60% of AMI	No	No	1	\$1,400	\$850	39.3%
Total / Average			54	\$986	\$733	25.6%

## **Restricted Rent Analysis**

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

### Rental Property Inventory, by Unit Type

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

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

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

The subject property is located in an area with very few market rate elderly developments. Consequently, we have elected to use general occupancy properties in our analysis of market rents. This is appropriate because most of the existing elderly renters currently reside in general occupancy units creating a linkage between the two property types. Our research suggests that the majority of elderly renter households in the market area currently reside in general occupancy housing. This is consistent with a 1995 AARP member survey which found that 80 percent of respondents resided in general occupancy properties. Because such a high percentage of seniors reside in general occupancy housing, the subject property will need to be priced competitively to attract these renters. Consequently, it is not only appropriate - but prudent - to address general occupancy rents when determining market rents for age-restricted units in this market.

### Rent Comparables, Restricted Rent, Map

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

### Rent Comparability Grids

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



Rental Property Inventory, 0-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt
014	Briarwood Apartments Phase 1	1976	na	Restricted	Family	Stabilized								
015	Briarwood Apartments Phase 2	1977	na	Restricted	Family	Stabilized								
022	Crestwood Apartments	1985	na	Restricted	Family	Stabilized								
023	Crozet Meadows (New Units)	2009	na	Restricted	Elderly	Stabilized								
024	Crozet Meadows (Rehab Units)	1979	2009	Restricted	Elderly	Stabilized								
031	Fairfax Hall Apartments	1890	2001	Restricted	Elderly	Stabilized				\$650	\$730			
035	Frontier Ridge Apartments	2005	na	Restricted	Family	Stabilized								
037	Gateway Senior Apartments	2022	na	Restricted	Elderly	Stabilized								
064	Mint Spring Apartments	1979	na	Restricted	Family	Stabilized								
066	Montague Terrace	2012	na	Restricted	Family	Stabilized								
067	Mountain Laurel Manor I	2019	na	Restricted	Family	Stabilized								
068	Mountain Laurel Manor II	2020	na	Restricted	Family	Stabilized								
070	Mountain View Apartments	1966	2012	Restricted	Family	Stabilized					\$442			
072	Oakmont Apartments	1990	na	Restricted	Elderly	Stabilized								
073	Old Trail Village Apartments	2009	na	Restricted	Family	Stabilized								
081	Quadrangle Apartments	1975	2008	Restricted	Family	Stabilized								
089	Springhill Village Apartments	1972	2019	Restricted	Family	Stabilized								
095	Valley View Seniors Apartments	2007	na	Restricted	Elderly	Stabilized								
099	Waterford Village Apartments	2011	na	Restricted	Family	Stabilized								

Source: Allen & Associates

Rental Property Inventory, 1-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt
014	Briarwood Apartments Phase 1	1976	na	Restricted	Family	Stabilized	\$652							\$652
015	Briarwood Apartments Phase 2	1977	na	Restricted	Family	Stabilized								
022	Crestwood Apartments	1985	na	Restricted	Family	Stabilized	\$650				\$650			
023	Crozet Meadows (New Units)	2009	na	Restricted	Elderly	Stabilized	\$577			\$577				
024	Crozet Meadows (Rehab Units)	1979	2009	Restricted	Elderly	Stabilized	\$533			\$533				
031	Fairfax Hall Apartments	1890	2001	Restricted	Elderly	Stabilized				\$690	\$785			
035	Frontier Ridge Apartments	2005	na	Restricted	Family	Stabilized								
037	Gateway Senior Apartments	2022	na	Restricted	Elderly	Stabilized					\$763			
064	Mint Spring Apartments	1979	na	Restricted	Family	Stabilized								
066	Montague Terrace	2012	na	Restricted	Family	Stabilized								
067	Mountain Laurel Manor I	2019	na	Restricted	Family	Stabilized								
068	Mountain Laurel Manor II	2020	na	Restricted	Family	Stabilized								
070	Mountain View Apartments	1966	2012	Restricted	Family	Stabilized								
072	Oakmont Apartments	1990	na	Restricted	Elderly	Stabilized	\$672			\$672				
073	Old Trail Village Apartments	2009	na	Restricted	Family	Stabilized							\$1,300	\$1,325
081	Quadrangle Apartments	1975	2008	Restricted	Family	Stabilized								
089	Springhill Village Apartments	1972	2019	Restricted	Family	Stabilized					\$680			
095	Valley View Seniors Apartments	2007	na	Restricted	Elderly	Stabilized			\$563	\$720				
099	Waterford Village Apartments	2011	na	Restricted	Family	Stabilized								

Source: Allen & Associates

Rental Property Inventory, 2-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt
014	Briarwood Apartments Phase 1	1976	na	Restricted	Family	Stabilized	\$674						\$674	
015	Briarwood Apartments Phase 2	1977	na	Restricted	Family	Stabilized	\$604						\$604	
022	Crestwood Apartments	1985	na	Restricted	Family	Stabilized	\$677				\$677			
023	Crozet Meadows (New Units)	2009	na	Restricted	Elderly	Stabilized								
024	Crozet Meadows (Rehab Units)	1979	2009	Restricted	Elderly	Stabilized								
031	Fairfax Hall Apartments	1890	2001	Restricted	Elderly	Stabilized					\$850			
035	Frontier Ridge Apartments	2005	na	Restricted	Family	Stabilized				\$732				
037	Gateway Senior Apartments	2022	na	Restricted	Elderly	Stabilized					\$915			
064	Mint Spring Apartments	1979	na	Restricted	Family	Stabilized	\$603						\$603	
066	Montague Terrace	2012	na	Restricted	Family	Stabilized				\$784	\$963			
067	Mountain Laurel Manor I	2019	na	Restricted	Family	Stabilized				\$717	\$933			
068	Mountain Laurel Manor II	2020	na	Restricted	Family	Stabilized				\$717	\$933			
070	Mountain View Apartments	1966	2012	Restricted	Family	Stabilized					\$679			
072	Oakmont Apartments	1990	na	Restricted	Elderly	Stabilized								
073	Old Trail Village Apartments	2009	na	Restricted	Family	Stabilized							\$1,400	\$1,500
081	Quadrangle Apartments	1975	2008	Restricted	Family	Stabilized	\$593							\$593
089	Springhill Village Apartments	1972	2019	Restricted	Family	Stabilized					\$750			
095	Valley View Seniors Apartments	2007	na	Restricted	Elderly	Stabilized			\$677	\$865				
099	Waterford Village Apartments	2011	na	Restricted	Family	Stabilized			\$556	\$716				

Source: Allen & Associates



### Rent Adjustments

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

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

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

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

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

### *Concessions*

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

### *Tenant-Paid Utilities*

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

### *Technology*

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

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

*Bedrooms*

Our analysis also included an adjustment for the number of bedrooms at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$110 per bedroom.

Bedrooms			
Adjustment	Survey Range		Concluded
Bedrooms	\$50	\$200	\$110

*Bathrooms*

Our analysis also included an adjustment for the number of bathrooms at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$48 per bathroom.

Bathrooms			
Adjustment	Survey Range		Concluded
Bathrooms	\$25	\$100	\$48

*Square Feet*

Our analysis also included an adjustment for square footage at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$0.10 per square foot.

Square Feet			
Adjustment	Survey Range		Concluded
Square Feet	\$0.10	\$2.00	\$0.10

*Visibility*

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

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

*Access*

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

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

*Neighborhood*

We considered differences in neighborhood at each of the comparables as compared to the subject property in our analysis. Based on our field review and our evaluation of local demographic and crime data (presented earlier in this report), we assigned a neighborhood rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$25 per point for differences in neighborhood ratings between the subject and the comparables.

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

*Area Amenities*

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

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

*Median Household Income*

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

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

*Average Commute*

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

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

*Public Transportation*

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

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

*Personal Crime*

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

Personal Crime			
Adjustment	Survey Range		Concluded
Personal Crime	\$0	\$0	\$0

*Condition*

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

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

*Effective Age*

We considered differences in effective age in our analysis. Based on our field review, we estimated the effective age for each of the properties included in this analysis. Our estimates reflected the condition-adjusted age and remaining useful life of each property. Statistical extraction resulted in an adjustment of \$2.00 per year for differences in effective age between the subject and the comparables.

Effective Age			
Adjustment	Survey Range		Concluded
Rating	\$1.00	\$5.00	\$2.00

*Project Amenities*

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

Project Amenities			
Adjustment	Survey Range		Concluded
Ball Field	\$2	\$10	\$2
BBQ Area	\$2	\$10	\$3
Billiards	\$2	\$10	\$2
Bus/Comp Ctrs	\$2	\$10	\$2
Car Care Center	\$2	\$10	\$2
Community Center	\$2	\$10	\$2
Elevator	\$10	\$100	\$10
Fitness Center	\$2	\$10	\$2
Gazebo	\$2	\$10	\$2
Hot Tub/Jacuzzi	\$2	\$10	\$2
Horseshoe Pit	\$2	\$10	\$2
Lake	\$2	\$10	\$2
Library	\$2	\$10	\$2
Movie Theatre	\$2	\$10	\$2
Picnic Area	\$2	\$10	\$4
Playground	\$2	\$10	\$10
Pool	\$2	\$10	\$2
Sauna	\$2	\$10	\$2
Sports Court	\$2	\$10	\$2
Walking Trail	\$2	\$10	\$2

*Unit Amenities*

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

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

*Kitchen Amenities*

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



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

### *Parking*

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

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

### *Laundry*

We also evaluated differing types of laundry configurations. We classified laundry amenities three ways: (1) Central Laundry, (2) Washer/Dryer Units; and (3) Washer/Dryer Hookups. Our analysis resulted in an adjustment of \$25 per month for central laundries; washer/dryer units were valued at \$10; washer/dryer hookups were valued at \$25.

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

### *Security*

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

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

Rent Conclusion, 0BR-1BA-498sf

The development of our rent conclusion for the 0BR-1BA-498sf units is found below.

Our analysis included the evaluation of a total of 14 unit types found at 6 properties. We selected the 14 most comparable units to utilize as rent comparables for purposes of this analysis. A write-up for each of the properties included in this analysis is found in the Appendix.

Our analysis included the adjustments developed in the previous section. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is better, a “plus” adjustment is made. If the subject is inferior, a “minus” adjustment is made. In the table below, we summarize the adjustments and the resulting indicated rent for the top 14 comparables included in this analysis. The units that we consider most comparable are highlighted for the reader's reference.

Rent Conclusion									
Comparable			Unadjusted Rent			Adjusted Rent			
Property-Unit Key	Property Name	Unit Type	Street Rent	Concessions	Net Rent	Gross Adjustments	Net Adjustments	Adjusted Rent	Rank
Sub-02	Fairfax Hall Apartments	0BR-1BA-498sf	\$745	\$0	\$745	-	\$0	\$745	-
031-02	Fairfax Hall Apartments	0BR-1BA-462sf	\$730	\$0	\$730	\$52	\$32	\$762	1
031-05	Fairfax Hall Apartments	1BR-1BA-641sf	\$785	\$0	\$785	\$172	-\$96	\$689	2
031-06	Fairfax Hall Apartments	2BR-1.5BA-1139sf	\$850	\$0	\$850	\$356	-\$280	\$570	6
037-01	Gateway Senior Apartments	1BR-1BA-692sf	\$763	\$0	\$763	\$302	-\$116	\$647	5
037-02	Gateway Senior Apartments	2BR-2BA-990sf	\$915	\$0	\$915	\$507	-\$287	\$628	8
066-02	Montague Terrace	2BR-2BA-1026sf	\$963	\$0	\$963	\$534	-\$266	\$697	9
066-04	Montague Terrace	3BR-2BA-1138sf	\$1,103	\$0	\$1,103	\$683	-\$361	\$743	11
068-03	Mountain Laurel Manor II	2BR-2BA-919sf	\$933	\$0	\$933	\$573	-\$273	\$660	10
068-04	Mountain Laurel Manor II	3BR-2BA-932sf	\$1,077	\$0	\$1,077	\$707	-\$361	\$716	12
068-05	Mountain Laurel Manor II	3BR-2BA-1159sf	\$1,077	\$0	\$1,077	\$730	-\$384	\$693	14
068-06	Mountain Laurel Manor II	3BR-2BA-1153sf	\$1,077	\$0	\$1,077	\$730	-\$384	\$694	13
072-02	Oakmont Apartments	1BR-1BA-700sf	\$672	\$0	\$672	\$283	\$22	\$694	4
095-02	Valley View Seniors Apartments	1BR-1BA-645sf	\$720	\$0	\$720	\$243	-\$87	\$633	3
095-04	Valley View Seniors Apartments	2BR-2BA-835sf	\$865	\$0	\$865	\$432	-\$252	\$613	7
		Adjusted Rent, Minimum				\$570			
		Adjusted Rent, Maximum				\$762			
		Adjusted Rent, Average				\$674			
		Adjusted Rent, Modified Average				\$675			
		Rent, Concluded				\$760			

Our analysis suggests a rent of \$760 for the 0BR-1BA-498sf units at the subject property.

In our opinion, the 0BR-1BA-462sf units at Fairfax Hall Apartments (Property # 031), the 1BR-1BA-641sf units at Fairfax Hall Apartments (Property # 031), the 1BR-1BA-645sf units at Valley View Seniors Apartments (Property # 095), the 1BR-1BA-700sf units at Oakmont Apartments (Property # 072), and the 1BR-1BA-692sf units at Gateway Senior Apartments (Property # 037) are the best comparables for the units at the subject property.

Rent Conclusion, As Is

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

Rent Conclusion, As Is				
Adjustment	Conc Adj	As Ren	As Is	\$ Adj
Square Feet	\$0.10	498	462	-\$4
Condition	\$10	4.00	3.00	-\$10
Effective Age	\$2.00	2013	2000	-\$26
Gazebo	\$2	yes	no	-\$2
Disposal	\$10	no	yes	\$10
Adjustments				-\$32
Adjusted Rent, Minimum				\$538
Adjusted Rent, Maximum				\$730
Adjusted Rent, Average				\$642
Adjusted Rent, Modified Average				\$644
Rent, Concluded, As Is				\$730

Our analysis suggests an "as is" rent of \$730 for the 0BR-1BA-498sf units at the subject property.

Comparable	Subject	1	2	3	4	5
Property-Unit Key	Sub-02	031-02	031-05	037-01	072-02	095-02
Unit Type	0BR-1BA-498sf	0BR-1BA-462sf	1BR-1BA-641sf	1BR-1BA-692sf	1BR-1BA-700sf	1BR-1BA-645sf
Property Name	Fairfax Hall Apartments	Fairfax Hall Apartments	Fairfax Hall Apartments	Gateway Senior Apartments	Oakmont Apartments	Valley View Seniors Apartments
Address	1101 Reservoir Street	1101 Reservoir Street	1101 Reservoir Street	73 Pinnacle Drive	22 Terry Street	14 Frontier Ridge Court
City	Waynesboro	Waynesboro	Waynesboro	Fishersville	Staunton	Staunton
State	Virginia	Virginia	Virginia	Virginia	Virginia	Virginia
Zip	22980	22980	22980	22939	24401	24401
Latitude	38.06973	38.06973	38.06973	38.08721	38.12238	38.13253
Longitude	-78.87104	-78.87104	-78.87104	-78.98714	-79.06164	-79.04922
Miles to Subject	0.00	0.00	0.00	6.65	11.20	10.70
Year Built	1890	1890	1890	2022	1990	2007
Year Rehab	2022	2001	2001	na	na	na
Project Rent	Restricted	Restricted	Restricted	Restricted	Restricted	Restricted
Project Type	Elderly	Elderly	Elderly	Elderly	Elderly	Elderly
Project Status	Prop Rehab	Stabilized	Stabilized	Stabilized	Stabilized	Stabilized
Phone	(540) 946-9234	(540) 946-9234	(540) 946-9234	(434) 424-0808	(540) 885-0836	(540) 887-2787
Effective Date	21-Feb-23	06-Jan-22	06-Jan-22	02-Feb-23	09-Feb-23	02-Feb-23
<u>Project Level</u>						
Units	54	54	54	80	24	71
Vacant Units	8	8	8	11	0	1
Vacancy Rate	15%	15%	15%	14%	0%	1%
<u>Unit Type</u>						
Units	1	4	23	50	1	43
Vacant Units	1	2	3	6	0	1
Vacancy Rate	100%	50%	13%	12%	0%	2%
Street Rent	\$745	\$730	\$785	\$763	\$672	\$720
Concessions	\$0	\$0	\$0	\$0	\$0	\$0
Net Rent	\$745	\$730	\$785	\$763	\$672	\$720
	<b>Adj</b>	<b>Data</b>	<b>Data</b>	<b>Adj</b>	<b>Data</b>	<b>Adj</b>
Tenant-Paid Utilities	TPU	\$0	\$0	\$0	\$0	\$0
Cable	\$0	no	no	\$0	no	\$0
Internet	\$0	no	no	\$0	no	\$0
Bedrooms	\$110	0	0	\$0	1	-\$110
Bathrooms	\$48	1.00	1.00	\$0	1.00	\$0
Square Feet	\$0.10	498	462	\$4	641	-\$14
Visibility	\$0	3.00	3.00	\$0	3.00	\$0
Access	\$0	3.00	3.00	\$0	3.00	\$0
Neighborhood	\$25	2.00	2.00	\$0	2.00	\$0
Area Amenities	\$0	3.50	3.50	\$0	2.90	\$0
Median HH Income	\$0.0000	\$25,208	\$25,208	\$0	\$44,865	\$0
Average Commute	\$0	22.88	22.88	\$0	18.49	\$0
Public Transportation	\$0	na	na	\$0	na	\$0
Personal Crime	\$0	8.3%	8.3%	\$0	1.8%	\$0
Condition	\$10	4.00	3.00	\$10	4.50	-\$5
Effective Age	\$2.00	2013	2000	\$26	2022	-\$18
Ball Field	\$2	no	no	\$0	no	\$0
BBQ Area	\$3	no	no	\$0	no	\$0
Billiards	\$2	no	no	\$0	no	\$0
Bus/Comp Center	\$2	no	no	\$0	no	\$0
Car Care Center	\$2	no	no	\$0	no	\$0
Community Center	\$2	yes	yes	\$0	yes	\$0
Elevator	\$10	yes	yes	\$0	yes	\$0
Fitness Center	\$2	no	no	\$0	yes	-\$2
Gazebo	\$2	yes	no	\$2	no	\$2
Hot Tub/Jacuzzi	\$2	no	no	\$0	no	\$0
Horseshoe Pit	\$2	no	no	\$0	no	\$0
Lake	\$2	no	no	\$0	no	\$0
Library	\$2	yes	yes	\$0	no	\$2
Movie Theatre	\$2	no	no	\$0	no	\$0
Picnic Area	\$4	no	no	\$0	no	\$0
Playground	\$10	no	no	\$0	no	\$0
Pool	\$2	no	no	\$0	no	\$0
Sauna	\$2	no	no	\$0	no	\$0
Sports Court	\$2	no	no	\$0	no	\$0
Walking Trail	\$2	no	no	\$0	no	\$0
Blinds	\$2	yes	yes	\$0	yes	\$0
Ceiling Fans	\$10	no	no	\$0	no	\$0
Carpeting	\$2	yes	yes	\$0	yes	\$0
Fireplace	\$2	no	no	\$0	no	\$0
Patio/Balcony	\$2	some	some	\$0	no	\$0
Storage	\$10	no	no	\$0	no	\$0
Stove	\$2	yes	yes	\$0	yes	\$0
Refrigerator	\$2	yes	yes	\$0	yes	\$0
Disposal	\$10	no	yes	-\$10	no	\$0
Dishwasher	\$2	yes	yes	\$0	yes	\$0
Microwave	\$2	no	no	\$0	no	\$0
Garage	\$50	no	no	\$0	no	\$0
Covered	\$20	no	no	\$0	no	\$0
Assigned	\$10	no	no	\$0	no	\$0
Open	\$0	yes	yes	\$0	yes	\$0
None	\$0	no	no	\$0	no	\$0
Central	\$25	yes	yes	\$0	no	\$25
W/D Units	\$10	no	no	\$0	yes	-\$10
W/D Hookups	\$25	no	no	\$0	no	\$0
Call Buttons	\$2	yes	yes	\$0	no	\$2
Controlled Access	\$2	yes	yes	\$0	yes	\$0
Courtesy Officer	\$2	no	no	\$0	no	\$0
Monitoring	\$2	no	no	\$0	no	\$0
Security Alarms	\$2	no	no	\$0	no	\$0
Security Patrols	\$2	yes	yes	\$0	no	\$2
Indicated Rent	\$760	\$762	\$689	\$647	\$694	\$633

Rent Conclusion, 1BR-1BA-637sf

The development of our rent conclusion for the 1BR-1BA-637sf units is found below.

Our analysis included the evaluation of a total of 14 unit types found at 6 properties. We selected the 14 most comparable units to utilize as rent comparables for purposes of this analysis. A write-up for each of the properties included in this analysis is found in the Appendix.

Our analysis included the adjustments developed in the previous section. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is better, a “plus” adjustment is made. If the subject is inferior, a “minus” adjustment is made. In the table below, we summarize the adjustments and the resulting indicated rent for the top 14 comparables included in this analysis. The units that we consider most comparable are highlighted for the reader's reference.

		Rent Conclusion							
Comparable			Unadjusted Rent			Adjusted Rent			
Property-Unit Key	Property Name	Unit Type	Street Rent	Concessions	Net Rent	Gross Adjustments	Net Adjustments	Adjusted Rent	Rank
Sub-03	Fairfax Hall Apartments	1BR-1BA-637sf	\$764	\$0	\$764	-	\$0	\$764	-
031-02	Fairfax Hall Apartments	0BR-1BA-462sf	\$730	\$0	\$730	\$175	\$155	\$885	4
031-05	Fairfax Hall Apartments	1BR-1BA-641sf	\$785	\$0	\$785	\$48	\$28	\$813	1
031-06	Fairfax Hall Apartments	2BR-1.5BA-1139sf	\$850	\$0	\$850	\$232	-\$156	\$694	6
037-01	Gateway Senior Apartments	1BR-1BA-692sf	\$763	\$0	\$763	\$179	\$7	\$770	5
037-02	Gateway Senior Apartments	2BR-2BA-990sf	\$915	\$0	\$915	\$383	-\$163	\$752	8
066-02	Montague Terrace	2BR-2BA-1026sf	\$963	\$0	\$963	\$410	-\$142	\$821	9
066-04	Montague Terrace	3BR-2BA-1138sf	\$1,103	\$0	\$1,103	\$559	-\$237	\$866	11
068-03	Mountain Laurel Manor II	2BR-2BA-919sf	\$933	\$0	\$933	\$449	-\$149	\$784	10
068-04	Mountain Laurel Manor II	3BR-2BA-932sf	\$1,077	\$0	\$1,077	\$584	-\$238	\$839	12
068-05	Mountain Laurel Manor II	3BR-2BA-1159sf	\$1,077	\$0	\$1,077	\$606	-\$260	\$817	14
068-06	Mountain Laurel Manor II	3BR-2BA-1153sf	\$1,077	\$0	\$1,077	\$606	-\$260	\$817	13
072-02	Oakmont Apartments	1BR-1BA-700sf	\$672	\$0	\$672	\$159	\$146	\$818	3
095-02	Valley View Seniors Apartments	1BR-1BA-645sf	\$720	\$0	\$720	\$119	\$37	\$757	2
095-04	Valley View Seniors Apartments	2BR-2BA-835sf	\$865	\$0	\$865	\$308	-\$128	\$737	7
	Adjusted Rent, Minimum					\$694			
	Adjusted Rent, Maximum					\$885			
	Adjusted Rent, Average					\$798			
	Adjusted Rent, Modified Average					\$799			
	Rent, Concluded					\$810			

Our analysis suggests a rent of \$810 for the 1BR-1BA-637sf units at the subject property.

In our opinion, the 1BR-1BA-641sf units at Fairfax Hall Apartments (Property # 031), the 1BR-1BA-645sf units at Valley View Seniors Apartments (Property # 095), the 1BR-1BA-700sf units at Oakmont Apartments (Property # 072), the 0BR-1BA-462sf units at Fairfax Hall Apartments (Property # 031), and the 1BR-1BA-692sf units at Gateway Senior Apartments (Property # 037) are the best comparables for the units at the subject property.

Rent Conclusion, As Is

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

Rent Conclusion, As Is				
Adjustment	Conc Adj	As Ren	As Is	\$ Adj
Square Feet	\$0.10	637	628	-\$1
Condition	\$10	4.00	3.00	-\$10
Effective Age	\$2.00	2013	2000	-\$26
Gazebo	\$2	yes	no	-\$2
Disposal	\$10	no	yes	\$10
Adjustments				-\$29
Adjusted Rent, Minimum				\$665
Adjusted Rent, Maximum				\$857
Adjusted Rent, Average				\$769
Adjusted Rent, Modified Average				\$770
Rent, Concluded, As Is				\$780

Our analysis suggests an "as is" rent of \$780 for the 1BR-1BA-637sf units at the subject property.

Comparable	Subject	1	2	3	4	5				
Property-Unit Key	Sub-03	031-02	031-05	037-01	072-02	095-02				
Unit Type	1BR-1BA-637sf	0BR-1BA-462sf	1BR-1BA-641sf	1BR-1BA-692sf	1BR-1BA-700sf	1BR-1BA-645sf				
Property Name	Fairfax Hall Apartments	Fairfax Hall Apartments	Fairfax Hall Apartments	Gateway Senior Apartments	Oakmont Apartments	Valley View Seniors Apartments				
Address	1101 Reservoir Street	1101 Reservoir Street	1101 Reservoir Street	73 Pinnacle Drive	22 Terry Street	14 Frontier Ridge Court				
City	Waynesboro	Waynesboro	Waynesboro	Fishersville	Staunton	Staunton				
State	Virginia	Virginia	Virginia	Virginia	Virginia	Virginia				
Zip	22980	22980	22980	22939	24401	24401				
Latitude	38.06973	38.06973	38.06973	38.08721	38.12238	38.13253				
Longitude	-78.87104	-78.87104	-78.87104	-78.98714	-79.06164	-79.04922				
Miles to Subject	0.00	0.00	0.00	6.65	11.20	10.70				
Year Built	1890	1890	1890	2022	1990	2007				
Year Rehab	2022	2001	2001	na	na	na				
Project Rent	Restricted	Restricted	Restricted	Restricted	Restricted	Restricted				
Project Type	Elderly	Elderly	Elderly	Elderly	Elderly	Elderly				
Project Status	Prop Rehab	Stabilized	Stabilized	Stabilized	Stabilized	Stabilized				
Phone	(540) 946-9234	(540) 946-9234	(540) 946-9234	(434) 424-0808	(540) 885-0836	(540) 887-2787				
Effective Date	21-Feb-23	06-Jan-22	06-Jan-22	02-Feb-23	09-Feb-23	02-Feb-23				
<u>Project Level</u>										
Units	54	54	54	80	24	71				
Vacant Units	8	8	8	11	0	1				
Vacancy Rate	15%	15%	15%	14%	0%	1%				
<u>Unit Type</u>										
Units	2	4	23	50	1	43				
Vacant Units	0	2	3	6	0	1				
Vacancy Rate	0%	50%	13%	12%	0%	2%				
Street Rent	\$764	\$730	\$785	\$763	\$672	\$720				
Concessions	\$0	\$0	\$0	\$0	\$0	\$0				
Net Rent	\$764	\$730	\$785	\$763	\$672	\$720				
<u>Adj</u>	<u>Data</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>			
Tenant-Paid Utilities	TPU	\$0	\$0	\$0	\$60	\$60	\$72	\$72	\$64	\$64
Cable	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0
Internet	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0
Bedrooms	\$110	1	0	\$110	1	\$0	1	\$0	1	\$0
Bathrooms	\$48	1.00	1.00	\$0	1.00	\$0	1.00	\$0	1.00	\$0
Square Feet	\$0.10	637	462	\$17	641	\$0	692	-\$6	700	-\$6
Visibility	\$0	3.00	3.00	\$0	3.00	\$0	3.00	\$0	1.75	\$0
Access	\$0	3.00	3.00	\$0	3.00	\$0	3.00	\$0	2.00	\$0
Neighborhood	\$25	2.00	2.00	\$0	2.00	\$0	3.80	-\$45	2.00	\$0
Area Amenities	\$0	3.50	3.50	\$0	3.50	\$0	2.90	\$0	3.80	\$0
Median HH Income	\$0.0000	\$25,208	\$25,208	\$0	\$25,208	\$0	\$44,865	\$0	\$39,545	\$0
Average Commute	\$0	22.88	22.88	\$0	22.88	\$0	18.49	\$0	19.16	\$0
Public Transportation	\$0	na	na	\$0	na	\$0	na	\$0	na	\$0
Personal Crime	\$0	8.3%	8.3%	\$0	8.3%	\$0	1.8%	\$0	3.4%	\$0
Condition	\$10	4.00	3.00	\$10	3.00	\$10	4.50	-\$5	2.75	\$13
Effective Age	\$2.00	2013	2000	\$26	2000	\$26	2022	-\$18	1990	\$46
Ball Field	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0
BBQ Area	\$3	no	no	\$0	no	\$0	no	\$0	no	\$0
Billiards	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0
Bus/Comp Center	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0
Car Care Center	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0
Community Center	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Elevator	\$10	yes	yes	\$0	yes	\$0	yes	\$0	no	\$10
Fitness Center	\$2	no	no	\$0	no	\$0	yes	-\$2	no	\$0
Gazebo	\$2	yes	no	\$2	no	\$2	no	\$2	no	\$2
Hot Tub/Jacuzzi	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0
Horseshoe Pit	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0
Lake	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0
Library	\$2	yes	yes	\$0	yes	\$0	no	\$2	no	\$2
Movie Theatre	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0
Picnic Area	\$4	no	no	\$0	no	\$0	no	\$0	no	\$0
Playground	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0
Pool	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0
Sauna	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0
Sports Court	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0
Walking Trail	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0
Blinds	\$2	yes	yes	\$0	yes	\$0	yes	\$0	no	\$2
Ceiling Fans	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0
Carpeting	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Fireplace	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0
Patio/Balcony	\$2	some	some	\$0	some	\$0	no	\$0	no	\$0
Storage	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0
Stove	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Refrigerator	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Disposal	\$10	no	yes	-\$10	yes	-\$10	no	\$0	no	\$0
Dishwasher	\$2	yes	yes	\$0	yes	\$0	yes	\$0	no	\$2
Microwave	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0
Garage	\$50	no	no	\$0	no	\$0	no	\$0	no	\$0
Covered	\$20	no	no	\$0	no	\$0	no	\$0	no	\$0
Assigned	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0
Open	\$0	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0
None	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0
Central	\$25	yes	yes	\$0	yes	\$0	no	\$25	yes	\$0
W/D Units	\$10	no	no	\$0	no	\$0	yes	-\$10	no	\$0
W/D Hookups	\$25	no	no	\$0	no	\$0	no	\$0	no	\$0
Call Buttons	\$2	yes	yes	\$0	yes	\$0	no	\$2	yes	\$0
Controlled Access	\$2	yes	yes	\$0	yes	\$0	yes	\$0	no	\$2
Courtesy Officer	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0
Monitoring	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0
Security Alarms	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0
Security Patrols	\$2	yes	yes	\$0	yes	\$0	no	\$2	no	\$2
<b>Indicated Rent</b>	<b>\$810</b>	<b>\$885</b>	<b>\$813</b>	<b>\$770</b>	<b>\$818</b>	<b>\$757</b>				

Rent Conclusion, 2BR-1.5BA-1140sf

The development of our rent conclusion for the 2BR-1.5BA-1140sf units is found below.

Our analysis included the evaluation of a total of 14 unit types found at 6 properties. We selected the 14 most comparable units to utilize as rent comparables for purposes of this analysis. A write-up for each of the properties included in this analysis is found in the Appendix.

Our analysis included the adjustments developed in the previous section. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is better, a “plus” adjustment is made. If the subject is inferior, a “minus” adjustment is made. In the table below, we summarize the adjustments and the resulting indicated rent for the top 14 comparables included in this analysis. The units that we consider most comparable are highlighted for the reader's reference.

Rent Conclusion									
Comparable			Unadjusted Rent			Adjusted Rent			
Property-Unit Key	Property Name	Unit Type	Street Rent	Concessions	Net Rent	Gross Adjustments	Net Adjustments	Adjusted Rent	Rank
Sub-19	Fairfax Hall Apartments	2BR-1.5BA-1140sf	\$1,001	\$0	\$1,001	-	\$0	\$1,001	-
031-02	Fairfax Hall Apartments	0BR-1BA-462sf	\$730	\$0	\$730	\$360	\$340	\$1,070	10
031-05	Fairfax Hall Apartments	1BR-1BA-641sf	\$785	\$0	\$785	\$232	\$212	\$997	4
031-06	Fairfax Hall Apartments	2BR-1.5BA-1139sf	\$850	\$0	\$850	\$48	\$28	\$878	1
037-01	Gateway Senior Apartments	1BR-1BA-692sf	\$763	\$0	\$763	\$352	\$192	\$955	9
037-02	Gateway Senior Apartments	2BR-2BA-990sf	\$915	\$0	\$915	\$229	\$21	\$936	3
066-02	Montague Terrace	2BR-2BA-1026sf	\$963	\$0	\$963	\$249	\$42	\$1,005	5
066-04	Montague Terrace	3BR-2BA-1138sf	\$1,103	\$0	\$1,103	\$375	-\$52	\$1,051	11
068-03	Mountain Laurel Manor II	2BR-2BA-919sf	\$933	\$0	\$933	\$309	\$35	\$968	7
068-04	Mountain Laurel Manor II	3BR-2BA-932sf	\$1,077	\$0	\$1,077	\$441	-\$53	\$1,024	14
068-05	Mountain Laurel Manor II	3BR-2BA-1159sf	\$1,077	\$0	\$1,077	\$422	-\$76	\$1,001	13
068-06	Mountain Laurel Manor II	3BR-2BA-1153sf	\$1,077	\$0	\$1,077	\$421	-\$75	\$1,002	12
072-02	Oakmont Apartments	1BR-1BA-700sf	\$672	\$0	\$672	\$331	\$331	\$1,003	8
095-02	Valley View Seniors Apartments	1BR-1BA-645sf	\$720	\$0	\$720	\$302	\$222	\$942	6
095-04	Valley View Seniors Apartments	2BR-2BA-835sf	\$865	\$0	\$865	\$185	\$57	\$922	2

Adjusted Rent, Minimum	\$878
Adjusted Rent, Maximum	\$1,070
Adjusted Rent, Average	\$982
Adjusted Rent, Modified Average	\$984
Rent, Concluded	\$1,000

Our analysis suggests a rent of \$1,000 for the 2BR-1.5BA-1140sf units at the subject property.

In our opinion, the 2BR-1.5BA-1139sf units at Fairfax Hall Apartments (Property # 031), the 2BR-2BA-835sf units at Valley View Seniors Apartments (Property # 095), the 2BR-2BA-990sf units at Gateway Senior Apartments (Property # 037), the 2BR-2BA-1026sf units at Montague Terrace (Property # 066), and the 2BR-2BA-919sf units at Mountain Laurel Manor II (Property # 068) are the best comparables for the units at the subject property.



### Rent Conclusion, As Is

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

Rent Conclusion, As Is				
Adjustment	Conc Adj	As Ren	As Is	\$ Adj
Bedrooms	\$110	2	1	-\$110
Bathrooms	\$48	1.50	1.00	-\$24
Square Feet	\$0.10	1140	628	-\$51
Condition	\$10	4.00	3.00	-\$10
Effective Age	\$2.00	2013	2000	-\$26
Gazebo	\$2	yes	no	-\$2
Disposal	\$10	no	yes	\$10
Adjustments				-\$213
Adjusted Rent, Minimum				\$665
Adjusted Rent, Maximum				\$857
Adjusted Rent, Average				\$769
Adjusted Rent, Modified Average				\$770
Rent, Concluded, As Is				\$785

Our analysis suggests an "as is" rent of \$785 for the 2BR-1.5BA-1140sf units at the subject property.

Comparable	Subject	1	2	3	4	5	
Property-Unit Key	Sub-19	031-06	037-02	066-02	068-03	095-04	
Unit Type	2BR-1.5BA-1140sf	2BR-1.5BA-1139sf	2BR-2BA-990sf	2BR-2BA-1026sf	2BR-2BA-919sf	2BR-2BA-835sf	
Property Name	Fairfax Hall Apartments	Fairfax Hall Apartments	Gateway Senior Apartments	Montague Terrace	Mountain Laurel Manor II	Valley View Seniors Apartments	
Address	1101 Reservoir Street	1101 Reservoir Street	73 Pinnacle Drive	1 Montague Terrace	off Bobby's Way & Royal Drive	14 Frontier Ridge Court	
City	Waynesboro	Waynesboro	Fishersville	Stuarts Draft	Staunton	Staunton	
State	Virginia	Virginia	Virginia	Virginia	Virginia	Virginia	
Zip	22980	22980	22939	24477	24401	24401	
Latitude	38.06973	38.06973	38.08721	38.03547	38.10852	38.13253	
Longitude	-78.87104	-78.87104	-78.98714	-79.05112	-78.99784	-79.04922	
Miles to Subject	0.00	0.00	6.65	10.38	7.51	10.70	
Year Built	1890	1890	2022	2012	2020	2007	
Year Rehab	2022	2001	na	na	na	na	
Project Rent	Restricted	Restricted	Restricted	Restricted	Restricted	Restricted	
Project Type	Elderly	Elderly	Elderly	Family	Family	Elderly	
Project Status	Prop Rehab	Stabilized	Stabilized	Stabilized	Stabilized	Stabilized	
Phone	(540) 946-9234	(540) 946-9234	(434) 424-0808	540.416.4384	540-466-5424	(540) 887-2787	
Effective Date	21-Feb-23	06-Jan-22	02-Feb-23	09-Feb-23	15-Feb-23	02-Feb-23	
<u>Project Level</u>							
Units	54	54	80	96	48	71	
Vacant Units	8	8	11	3	0	1	
Vacancy Rate	15%	15%	14%	3%	0%	1%	
<u>Unit Type</u>							
Units	1	1	30	22	2	21	
Vacant Units	0	0	5	2	0	0	
Vacancy Rate	0%	0%	17%	9%	0%	0%	
Street Rent	\$1,001	\$850	\$915	\$963	\$933	\$865	
Concessions	\$0	\$0	\$0	\$0	\$0	\$0	
Net Rent	\$1,001	\$850	\$915	\$963	\$933	\$865	
<u>Adj</u>	<u>Data</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>
Tenant-Paid Utilities	TPU \$0	\$0 \$0	\$0 \$0	\$77 \$77	\$112 \$112	\$142 \$142	\$76 \$76
Cable	\$0 no	no no	\$0 no	\$0 no	\$0 no	\$0 no	\$0 no
Internet	\$0 no	no no	\$0 no	\$0 no	\$0 no	\$0 no	\$0 no
Bedrooms	\$110 2	2 \$0	2 \$0	2 \$0	2 \$0	2 \$0	2 \$0
Bathrooms	\$48 1.50	1.50 \$0	2.00 \$0	-24 \$0	2.00 \$0	-24 \$0	2.00 \$0
Square Feet	\$0.10 1140	1139 \$0	990 \$0	\$15 \$0	1026 \$0	\$11 \$0	919 \$0
Visibility	\$0 3.00	3.00 \$0	3.00 \$0	3.00 \$0	2.50 \$0	2.50 \$0	2.50 \$0
Access	\$0 3.00	3.00 \$0	3.00 \$0	3.00 \$0	4.00 \$0	3.00 \$0	4.00 \$0
Neighborhood	\$25 2.00	2.00 \$0	3.80 \$0	-\$45 \$0	3.10 \$0	-\$28 \$0	3.80 \$0
Area Amenities	\$0 3.50	3.50 \$0	2.90 \$0	2.50 \$0	2.50 \$0	2.60 \$0	4.10 \$0
Median HH Income	\$0.0000 \$25,208	\$25,208 \$0	\$44,865 \$0	\$50,521 \$0	\$44,865 \$0	\$44,865 \$0	\$25,771 \$0
Average Commute	\$0 22.88	22.88 \$0	18.49 \$0	28.63 \$0	18.49 \$0	22.61 \$0	22.61 \$0
Public Transportation	\$0 na	na \$0	na \$0	na \$0	na \$0	na \$0	na \$0
Personal Crime	\$0 8.3%	8.3% \$0	1.8% \$0	2.5% \$0	1.8% \$0	1.8% \$0	1.6% \$0
Condition	\$10 4.00	3.00 \$10	4.50 \$0	-\$5 \$0	4.00 \$0	4.50 \$0	4.00 \$0
Effective Age	\$2.00 2013	2000 \$26	2022 \$0	-\$18 \$0	2012 \$2	2020 \$0	2007 \$12
Ball Field	\$2 no	no \$0	no \$0	no \$0	no \$0	no \$0	no \$0
BBQ Area	\$3 no	no \$0	no \$0	no \$0	yes \$0	-\$3 \$0	no \$0
Billiards	\$2 no	no \$0	no \$0	no \$0	no \$0	no \$0	no \$0
Bus/Comp Center	\$2 no	no \$0	no \$0	no \$0	no \$0	no \$0	yes \$0
Car Care Center	\$2 no	no \$0	no \$0	no \$0	no \$0	no \$0	no \$0
Community Center	\$2 yes	yes \$0	yes \$0	yes \$0	yes \$0	yes \$0	yes \$0
Elevator	\$10 yes	yes \$0	yes \$0	yes \$0	no \$10	yes \$0	yes \$0
Fitness Center	\$2 no	no \$0	no \$0	yes \$0	no \$0	no \$0	yes \$0
Gazebo	\$2 yes	no \$2	no \$2	no \$2	no \$2	no \$2	yes \$0
Hot Tub/Jacuzzi	\$2 no	no \$0	no \$0	no \$0	no \$0	no \$0	no \$0
Horseshoe Pit	\$2 no	no \$0	no \$0	no \$0	no \$0	no \$0	no \$0
Lake	\$2 no	no \$0	no \$0	no \$0	no \$0	no \$0	no \$0
Library	\$2 yes	yes \$0	no \$0	no \$2	no \$2	no \$2	yes \$0
Movie Theatre	\$2 no	no \$0	no \$0	no \$0	no \$0	no \$0	no \$0
Picnic Area	\$4 no	no \$0	no \$0	no \$0	yes \$0	-\$4 \$0	no \$0
Playground	\$10 no	no \$0	no \$0	no \$0	yes \$0	-\$10 \$0	no \$0
Pool	\$2 no	no \$0	no \$0	no \$0	no \$0	no \$0	yes \$0
Sauna	\$2 no	no \$0	no \$0	no \$0	no \$0	no \$0	no \$0
Sports Court	\$2 no	no \$0	no \$0	no \$0	no \$0	no \$0	no \$0
Walking Trail	\$2 no	no \$0	no \$0	no \$0	no \$0	no \$0	no \$0
Blinds	\$2 yes	yes \$0	yes \$0	yes \$0	yes \$0	yes \$0	yes \$0
Ceiling Fans	\$10 no	no \$0	no \$0	no \$0	no \$0	yes \$0	no \$0
Carpeting	\$2 yes	yes \$0	yes \$0	yes \$0	yes \$0	yes \$0	yes \$0
Fireplace	\$2 no	no \$0	no \$0	no \$0	no \$0	no \$0	no \$0
Patio/Balcony	\$2 some	some \$0	no \$0	no \$0	no \$0	no \$0	no \$0
Storage	\$10 no	no \$0	no \$0	no \$0	no \$0	no \$0	no \$0
Stove	\$2 yes	yes \$0	yes \$0	yes \$0	yes \$0	yes \$0	yes \$0
Refrigerator	\$2 yes	yes \$0	yes \$0	yes \$0	yes \$0	yes \$0	yes \$0
Disposal	\$10 no	yes \$0	no \$0	no \$0	yes \$0	-\$10 \$0	yes \$0
Dishwasher	\$2 yes	yes \$0	yes \$0	yes \$0	yes \$0	yes \$0	yes \$0
Microwave	\$2 no	no \$0	no \$0	no \$0	no \$0	no \$0	no \$0
Garage	\$50 no	no \$0	no \$0	no \$0	no \$0	no \$0	no \$0
Covered	\$20 no	no \$0	no \$0	no \$0	no \$0	no \$0	no \$0
Assigned	\$10 no	no \$0	no \$0	no \$0	no \$0	no \$0	no \$0
Open	\$0 yes	yes \$0	yes \$0	yes \$0	yes \$0	yes \$0	yes \$0
None	\$0 no	no \$0	no \$0	no \$0	no \$0	no \$0	no \$0
Central	\$25 yes	yes \$0	no \$0	\$25 \$0	yes \$0	yes \$0	yes \$0
W/D Units	\$10 no	no \$0	yes \$0	-\$10 \$0	no \$0	no \$0	no \$0
W/D Hookups	\$25 no	no \$0	no \$0	no \$0	yes \$0	-\$25 \$0	no \$0
Call Buttons	\$2 yes	yes \$0	no \$0	\$2 \$0	no \$2	no \$2	yes \$0
Controlled Access	\$2 yes	yes \$0	yes \$0	yes \$0	no \$2	yes \$0	yes \$0
Courtesy Officer	\$2 no	no \$0	no \$0	no \$0	no \$0	no \$0	no \$0
Monitoring	\$2 no	no \$0	no \$0	no \$0	no \$0	yes \$0	yes \$0
Security Alarms	\$2 no	no \$0	no \$0	no \$0	no \$0	no \$0	no \$0
Security Patrols	\$2 yes	yes \$0	no \$0	\$2 \$0	no \$2	no \$2	no \$0
<b>Indicated Rent</b>	<b>\$1,000</b>	<b>\$878</b>	<b>\$936</b>	<b>\$1,005</b>	<b>\$968</b>	<b>\$922</b>	

Restricted Market Rent Conclusion

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

Restricted Market Rent Conclusion				
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Market
0BR-1BA-426.5sf / 50% of AMI / 40% of AMI	No	Yes	2	\$760
0BR-1BA-498sf / 50% of AMI / 40% of AMI	No	Yes	1	\$760
1BR-1BA-636.5sf / 50% of AMI / 40% of AMI	No	Yes	2	\$810
1BR-1BA-834sf / 50% of AMI / 40% of AMI	No	Yes	1	\$810
1BR-1BA-475sf / 50% of AMI / 50% of AMI	No	No	1	\$810
1BR-1BA-528sf / 50% of AMI / 50% of AMI	No	Yes	3	\$810
1BR-1BA-546sf / 50% of AMI / 50% of AMI	No	No	1	\$810
1BR-1BA-579sf / 50% of AMI / 50% of AMI	No	No	5	\$810
1BR-1BA-628sf / 50% of AMI / 50% of AMI	No	No	7	\$810
1BR-1BA-670sf / 50% of AMI / 50% of AMI	No	No	1	\$810
1BR-1BA-425sf / 60% of AMI / 60% of AMI	No	No	1	\$810
1BR-1BA-526sf / 60% of AMI / 60% of AMI	No	No	7	\$810
1BR-1BA-570sf / 60% of AMI / 60% of AMI	No	No	8	\$810
1BR-1BA-619.5sf / 60% of AMI / 60% of AMI	No	No	9	\$810
1BR-1BA-688sf / 60% of AMI / 60% of AMI	No	No	1	\$810
1BR-1BA-737sf / 60% of AMI / 60% of AMI	No	No	1	\$810
2BR-1.5BA-833sf / 50% of AMI / 50% of AMI	No	Yes	1	\$1,000
2BR-1.5BA-895sf / 50% of AMI / 50% of AMI	No	Yes	1	\$1,000
2BR-1.5BA-1140sf / 50% of AMI / 50% of AMI	No	Yes	1	\$1,000
Total / Average			54	\$818

Our analysis suggests an average restricted market rent of \$818 for the subject property.

We selected a total of 6 properties as comparables for purposes of our analysis. The average occupancy at the select rent comparables currently stands at 86 percent.

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

Occupancy Rate, Select Comparables								
	Subsidized	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI	Market
0-Bedroom				100%	50%			
1-Bedroom	100%		100%	94%	88%			
2-Bedroom				100%	87%			
3-Bedroom								
4-Bedroom								
Total	100%		100%	97%	86%			

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

Occupancy Rate, Stabilized Properties								
	Subsidized	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI	Market
0-Bedroom				100%	60%			100%
1-Bedroom	100%		100%	96%	91%		100%	99%
2-Bedroom	98%		100%	99%	95%		100%	98%
3-Bedroom	97%		100%	100%	96%			99%
4-Bedroom	100%							95%
Total	99%		100%	99%	94%		100%	98%

Rents at rent restricted properties tend to move with median household incomes for an area. Given HUD's published median incomes, we were able to derive 1, 2 and 3-bedroom 60% of AMI rent limits for the subject's primary market area. According to our analysis, maximum 2-bedroom rents for the area grew from \$810 to \$1129 since 2010. This represents an average 3.3% annual increase over this period.

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

Maximum Tax Credit Rents, 60% of AMI						
Year	Rent			Change		
	1BR	2BR	3BR	1BR	2BR	3BR
2009	\$675	\$810	\$936	5.4%	5.5%	5.4%
2010	\$675	\$810	\$936			
2011	\$664	\$797	\$920	-1.6%	-1.6%	-1.7%
2012	\$673	\$807	\$933	1.4%	1.3%	1.4%
2013	\$705	\$846	\$978	4.8%	4.8%	4.8%
2014	\$663	\$795	\$919	-6.0%	-6.0%	-6.0%
2015	\$646	\$775	\$895	-2.6%	-2.5%	-2.6%
2016	\$701	\$841	\$972	8.5%	8.5%	8.6%
2017	\$726	\$871	\$1,006	3.6%	3.6%	3.5%
2018	\$723	\$868	\$1,003	-0.4%	-0.3%	-0.3%
2019	\$778	\$934	\$1,080	7.6%	7.6%	7.7%
2020	\$803	\$964	\$1,114	3.2%	3.2%	3.1%
2021	\$801	\$961	\$1,111	-0.2%	-0.3%	-0.3%
2022	\$940	\$1,129	\$1,304	17.4%	17.5%	17.4%

Source: HUD

Restricted Market Rent Conclusion, As Is

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

Restricted Market Rent Conclusion, As Is				
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Market
0BR-1BA-462sf / 50% of AMI / 50% of AMI	No	No	4	\$730
0BR-1BA-462sf / 60% of AMI / 60% of AMI	No	No	4	\$730
1BR-1BA-627.5sf / 50% of AMI / 50% of AMI	No	No	19	\$780
1BR-1BA-533.5sf / 50% of AMI / 50% of AMI	No	No	3	\$780
1BR-1BA-641sf / 60% of AMI / 60% of AMI	No	No	23	\$780
2BR-1.5BA-1139sf / 60% of AMI / 60% of AMI	No	No	1	\$785
Total / Average			54	\$773

Achievable Rent Conclusion

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

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

LIHTC Rent Limits						
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Gross Rent	Utilities	Net Rent
0BR-1BA-426.5sf / 50% of AMI / 40% of AMI	No	Yes	2	\$558	\$0	\$558
0BR-1BA-498sf / 50% of AMI / 40% of AMI	No	Yes	1	\$558	\$0	\$558
1BR-1BA-636.5sf / 50% of AMI / 40% of AMI	No	Yes	2	\$597	\$0	\$597
1BR-1BA-834sf / 50% of AMI / 40% of AMI	No	Yes	1	\$597	\$0	\$597
1BR-1BA-475sf / 50% of AMI / 50% of AMI	No	No	1	\$746	\$0	\$746
1BR-1BA-528sf / 50% of AMI / 50% of AMI	No	Yes	3	\$746	\$0	\$746
1BR-1BA-546sf / 50% of AMI / 50% of AMI	No	No	1	\$746	\$0	\$746
1BR-1BA-579sf / 50% of AMI / 50% of AMI	No	No	5	\$746	\$0	\$746
1BR-1BA-628sf / 50% of AMI / 50% of AMI	No	No	7	\$746	\$0	\$746
1BR-1BA-670sf / 50% of AMI / 50% of AMI	No	No	1	\$746	\$0	\$746
1BR-1BA-425sf / 60% of AMI / 60% of AMI	No	No	1	\$896	\$0	\$896
1BR-1BA-526sf / 60% of AMI / 60% of AMI	No	No	7	\$896	\$0	\$896
1BR-1BA-570sf / 60% of AMI / 60% of AMI	No	No	8	\$896	\$0	\$896
1BR-1BA-619.5sf / 60% of AMI / 60% of AMI	No	No	9	\$896	\$0	\$896
1BR-1BA-688sf / 60% of AMI / 60% of AMI	No	No	1	\$896	\$0	\$896
1BR-1BA-737sf / 60% of AMI / 60% of AMI	No	No	1	\$896	\$0	\$896
2BR-1.5BA-833sf / 50% of AMI / 50% of AMI	No	Yes	1	\$896	\$0	\$896
2BR-1.5BA-895sf / 50% of AMI / 50% of AMI	No	Yes	1	\$896	\$0	\$896
2BR-1.5BA-1140sf / 50% of AMI / 50% of AMI	No	Yes	1	\$896	\$0	\$896
Total / Average			54	\$811	\$0	\$811

Our analysis suggests an average net LIHTC rent limit of \$811 for 54 applicable units at the subject property.

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

FMR Rent Limits						
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Gross Rent	Utilities	Net Rent
0BR-1BA-426.5sf / 50% of AMI / 40% of AMI	No	Yes	-	-	-	-
0BR-1BA-498sf / 50% of AMI / 40% of AMI	No	Yes	-	-	-	-
1BR-1BA-636.5sf / 50% of AMI / 40% of AMI	No	Yes	-	-	-	-
1BR-1BA-834sf / 50% of AMI / 40% of AMI	No	Yes	-	-	-	-
1BR-1BA-475sf / 50% of AMI / 50% of AMI	No	No	-	-	-	-
1BR-1BA-528sf / 50% of AMI / 50% of AMI	No	Yes	-	-	-	-
1BR-1BA-546sf / 50% of AMI / 50% of AMI	No	No	-	-	-	-
1BR-1BA-579sf / 50% of AMI / 50% of AMI	No	No	-	-	-	-
1BR-1BA-628sf / 50% of AMI / 50% of AMI	No	No	-	-	-	-
1BR-1BA-670sf / 50% of AMI / 50% of AMI	No	No	-	-	-	-
1BR-1BA-425sf / 60% of AMI / 60% of AMI	No	No	-	-	-	-
1BR-1BA-526sf / 60% of AMI / 60% of AMI	No	No	-	-	-	-
1BR-1BA-570sf / 60% of AMI / 60% of AMI	No	No	-	-	-	-
1BR-1BA-619.5sf / 60% of AMI / 60% of AMI	No	No	-	-	-	-
1BR-1BA-688sf / 60% of AMI / 60% of AMI	No	No	-	-	-	-
1BR-1BA-737sf / 60% of AMI / 60% of AMI	No	No	-	-	-	-
2BR-1.5BA-833sf / 50% of AMI / 50% of AMI	No	Yes	-	-	-	-
2BR-1.5BA-895sf / 50% of AMI / 50% of AMI	No	Yes	-	-	-	-
2BR-1.5BA-1140sf / 50% of AMI / 50% of AMI	No	Yes	-	-	-	-
Total / Average			-	-	-	-

HOME funding is not proposed for the subject property.

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

Program Rent Limits							
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	LIHTC	FMR	Market	Program
0BR-1BA-426.5sf / 50% of AMI / 40% of AMI	No	Yes	2	\$558	-	\$975	\$975
0BR-1BA-498sf / 50% of AMI / 40% of AMI	No	Yes	1	\$558	-	\$975	\$975
1BR-1BA-636.5sf / 50% of AMI / 40% of AMI	No	Yes	2	\$597	-	\$1,125	\$1,125
1BR-1BA-834sf / 50% of AMI / 40% of AMI	No	Yes	1	\$597	-	\$1,125	\$1,125
1BR-1BA-475sf / 50% of AMI / 50% of AMI	No	No	1	\$746	-	-	\$746
1BR-1BA-528sf / 50% of AMI / 50% of AMI	No	Yes	3	\$746	-	\$1,125	\$1,125
1BR-1BA-546sf / 50% of AMI / 50% of AMI	No	No	1	\$746	-	-	\$746
1BR-1BA-579sf / 50% of AMI / 50% of AMI	No	No	5	\$746	-	-	\$746
1BR-1BA-628sf / 50% of AMI / 50% of AMI	No	No	7	\$746	-	-	\$746
1BR-1BA-670sf / 50% of AMI / 50% of AMI	No	No	1	\$746	-	-	\$746
1BR-1BA-425sf / 60% of AMI / 60% of AMI	No	No	1	\$896	-	-	\$896
1BR-1BA-526sf / 60% of AMI / 60% of AMI	No	No	7	\$896	-	-	\$896
1BR-1BA-570sf / 60% of AMI / 60% of AMI	No	No	8	\$896	-	-	\$896
1BR-1BA-619.5sf / 60% of AMI / 60% of AMI	No	No	9	\$896	-	-	\$896
1BR-1BA-688sf / 60% of AMI / 60% of AMI	No	No	1	\$896	-	-	\$896
1BR-1BA-737sf / 60% of AMI / 60% of AMI	No	No	1	\$896	-	-	\$896
2BR-1.5BA-833sf / 50% of AMI / 50% of AMI	No	Yes	1	\$896	-	\$1,525	\$1,525
2BR-1.5BA-895sf / 50% of AMI / 50% of AMI	No	Yes	1	\$896	-	\$1,525	\$1,525
2BR-1.5BA-1140sf / 50% of AMI / 50% of AMI	No	Yes	1	\$896	-	\$1,525	\$1,525
Total / Average			54	\$811	-	\$1,188	\$919

Our analysis suggests an average program rent limit of \$919 for 54 applicable units at the subject property.

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

Achievable Rents									
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Program	Unrestricted	Restricted	Achievable	Proposed	Advantage
0BR-1BA-426.5sf / 50% of AMI / 40% of AMI	No	Yes	2	\$975	\$975	\$760	\$975	\$745	23.6%
0BR-1BA-498sf / 50% of AMI / 40% of AMI	No	Yes	1	\$975	\$975	\$760	\$975	\$745	23.6%
1BR-1BA-636.5sf / 50% of AMI / 40% of AMI	No	Yes	2	\$1,125	\$1,125	\$810	\$1,125	\$764	32.1%
1BR-1BA-834sf / 50% of AMI / 40% of AMI	No	Yes	1	\$1,125	\$1,125	\$810	\$1,125	\$764	32.1%
1BR-1BA-475sf / 50% of AMI / 50% of AMI	No	No	1	\$746	\$1,125	\$810	\$746	\$650	12.9%
1BR-1BA-528sf / 50% of AMI / 50% of AMI	No	Yes	3	\$1,125	\$1,125	\$810	\$1,125	\$650	42.2%
1BR-1BA-546sf / 50% of AMI / 50% of AMI	No	No	1	\$746	\$1,125	\$810	\$746	\$650	12.9%
1BR-1BA-579sf / 50% of AMI / 50% of AMI	No	No	5	\$746	\$1,125	\$810	\$746	\$650	12.9%
1BR-1BA-628sf / 50% of AMI / 50% of AMI	No	No	7	\$746	\$1,125	\$810	\$746	\$650	12.9%
1BR-1BA-670sf / 50% of AMI / 50% of AMI	No	No	1	\$746	\$1,125	\$810	\$746	\$650	12.9%
1BR-1BA-425sf / 60% of AMI / 60% of AMI	No	No	1	\$896	\$1,125	\$810	\$810	\$720	11.1%
1BR-1BA-526sf / 60% of AMI / 60% of AMI	No	No	7	\$896	\$1,125	\$810	\$810	\$720	11.1%
1BR-1BA-570sf / 60% of AMI / 60% of AMI	No	No	8	\$896	\$1,125	\$810	\$810	\$720	11.1%
1BR-1BA-619.5sf / 60% of AMI / 60% of AMI	No	No	9	\$896	\$1,125	\$810	\$810	\$720	11.1%
1BR-1BA-688sf / 60% of AMI / 60% of AMI	No	No	1	\$896	\$1,125	\$810	\$810	\$720	11.1%
1BR-1BA-737sf / 60% of AMI / 60% of AMI	No	No	1	\$896	\$1,125	\$810	\$810	\$720	11.1%
2BR-1.5BA-833sf / 50% of AMI / 50% of AMI	No	Yes	1	\$1,525	\$1,525	\$1,000	\$1,525	\$1,001	34.4%
2BR-1.5BA-895sf / 50% of AMI / 50% of AMI	No	Yes	1	\$1,525	\$1,525	\$1,000	\$1,525	\$1,001	34.4%
2BR-1.5BA-1140sf / 50% of AMI / 50% of AMI	No	Yes	1	\$1,525	\$1,525	\$1,000	\$1,525	\$1,001	34.4%
Total / Average			54	\$919	\$1,139	\$818	\$876	\$716	18.3%

Our analysis suggests an average achievable rent of \$876 for the subject property. This is compared with an average proposed rent of \$716, yielding an achievable rent advantage of 18.3 percent. Overall, the subject property appears to be priced at or below achievable rents for the area.

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

Achievable Rents, No Rent Subsidies									
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Program	Unrestricted	Restricted	Achievable	Proposed	Advantage
0BR-1BA-426.5sf / 50% of AMI / 40% of AMI	No	No	2	\$558	\$975	\$760	\$558	\$745	-33.5%
0BR-1BA-498sf / 50% of AMI / 40% of AMI	No	No	1	\$558	\$975	\$760	\$558	\$745	-33.5%
1BR-1BA-636.5sf / 50% of AMI / 40% of AMI	No	No	2	\$597	\$1,125	\$810	\$597	\$764	-28.0%
1BR-1BA-834sf / 50% of AMI / 40% of AMI	No	No	1	\$597	\$1,125	\$810	\$597	\$764	-28.0%
1BR-1BA-475sf / 50% of AMI / 50% of AMI	No	No	1	\$746	\$1,125	\$810	\$746	\$650	12.9%
1BR-1BA-528sf / 50% of AMI / 50% of AMI	No	No	3	\$746	\$1,125	\$810	\$746	\$650	12.9%
1BR-1BA-546sf / 50% of AMI / 50% of AMI	No	No	1	\$746	\$1,125	\$810	\$746	\$650	12.9%
1BR-1BA-579sf / 50% of AMI / 50% of AMI	No	No	5	\$746	\$1,125	\$810	\$746	\$650	12.9%
1BR-1BA-628sf / 50% of AMI / 50% of AMI	No	No	7	\$746	\$1,125	\$810	\$746	\$650	12.9%
1BR-1BA-670sf / 50% of AMI / 50% of AMI	No	No	1	\$746	\$1,125	\$810	\$746	\$650	12.9%
1BR-1BA-425sf / 60% of AMI / 60% of AMI	No	No	1	\$896	\$1,125	\$810	\$810	\$720	11.1%
1BR-1BA-526sf / 60% of AMI / 60% of AMI	No	No	7	\$896	\$1,125	\$810	\$810	\$720	11.1%
1BR-1BA-570sf / 60% of AMI / 60% of AMI	No	No	8	\$896	\$1,125	\$810	\$810	\$720	11.1%
1BR-1BA-619.5sf / 60% of AMI / 60% of AMI	No	No	9	\$896	\$1,125	\$810	\$810	\$720	11.1%
1BR-1BA-688sf / 60% of AMI / 60% of AMI	No	No	1	\$896	\$1,125	\$810	\$810	\$720	11.1%
1BR-1BA-737sf / 60% of AMI / 60% of AMI	No	No	1	\$896	\$1,125	\$810	\$810	\$720	11.1%
2BR-1.5BA-833sf / 50% of AMI / 50% of AMI	No	No	1	\$896	\$1,525	\$1,000	\$896	\$1,001	-11.7%
2BR-1.5BA-895sf / 50% of AMI / 50% of AMI	No	No	1	\$896	\$1,525	\$1,000	\$896	\$1,001	-11.7%
2BR-1.5BA-1140sf / 50% of AMI / 50% of AMI	No	No	1	\$896	\$1,525	\$1,000	\$896	\$1,001	-11.7%
Total / Average			54	\$811	\$1,139	\$818	\$768	\$716	6.7%

## DEMAND ANALYSIS

### Overview

In this section we evaluate demand for the subject property using the recommended demand methodology promulgated by the National Council of Housing Market Analysts (NCHMA). For purposes of this analysis, we define demand as the number of 55+ income-qualified renter households (by household size and unit type) that would qualify to live at the subject property at the lesser of the developer's proposed rents or achievable rents.

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

2023 \$		55+ Renter Households, by Income, by Size						
		2025						
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	Total
\$0	to \$9,999	454	56	14	11	11	5	550
\$0	to \$19,999	1,777	308	47	21	15	7	2,176
\$0	to \$29,999	2,321	499	153	46	18	7	3,044
\$0	to \$39,999	2,774	646	174	69	20	8	3,691
\$0	to \$49,999	3,081	809	184	74	23	8	4,179
\$0	to \$59,999	3,241	897	203	120	50	20	4,532
\$0	to \$74,999	3,439	1,008	231	131	53	20	4,883
\$0	to \$99,999	3,634	1,107	270	147	54	20	5,232
\$0	to \$124,999	3,756	1,180	301	190	61	24	5,512
\$0	to \$149,999	3,870	1,257	313	220	68	26	5,754
\$0	to \$199,999	4,022	1,386	338	242	72	26	6,087
\$0	or more	4,144	1,423	348	259	73	26	6,273

Source: ESRI & Ribbon Demographics

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



Competing & Pipeline Units, 0-Bedroom Units

Overview		Total Units											Vacant Units									
Key Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt	Sub	30%	40%	50%	60%	70%	80%	Mkt	
023 Crozet Meadows (New Units)	2009	na	Restricted	Elderly	Stabilized																	
024 Crozet Meadows (Rehab Units)	1979	2009	Restricted	Elderly	Stabilized																	
031 Fairfax Hall Apartments	1890	2001	Restricted	Elderly	Stabilized				4	4												
037 Gateway Senior Apartments	2022	na	Restricted	Elderly	Stabilized																	
043 Gypsy Hill House Apartments	1979	2011	Subsidized	Elderly	Prop Rehab																	
059 Meadowlands Apartments	1991	na	Subsidized	Elderly	Stabilized																	
072 Oakmont Apartments	1990	na	Restricted	Elderly	Stabilized																	
079 Plaza Apartments	1978	na	Subsidized	Elderly	Stabilized																	
088 Springdale Apartments	1985	na	Subsidized	Elderly	Stabilized																	
095 Valley View Seniors Apartments	2007	na	Restricted	Elderly	Stabilized																	
<b>Total</b>									4	4												2

Source: Allen & Associates

Competing & Pipeline Units, 1-Bedroom Units

Overview		Total Units												Vacant Units								
Key Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt	Sub	30%	40%	50%	60%	70%	80%	Mkt	
023 Crozet Meadows (New Units)	2009	na	Restricted	Elderly	Stabilized	6			32													
024 Crozet Meadows (Rehab Units)	1979	2009	Restricted	Elderly	Stabilized	27			1													
031 Fairfax Hall Apartments	1890	2001	Restricted	Elderly	Stabilized				22	23							3	3				
037 Gateway Senior Apartments	2022	na	Restricted	Elderly	Stabilized					50												
043 Gypsy Hill House Apartments	1979	2011	Subsidized	Elderly	Prop Rehab	98																
059 Meadowlands Apartments	1991	na	Subsidized	Elderly	Stabilized	30																
072 Oakmont Apartments	1990	na	Restricted	Elderly	Stabilized	23			1													
079 Plaza Apartments	1978	na	Subsidized	Elderly	Stabilized	110																
088 Springdale Apartments	1985	na	Subsidized	Elderly	Stabilized	188																
095 Valley View Seniors Apartments	2007	na	Restricted	Elderly	Stabilized			4	43								1					
<b>Total</b>						482		4	99	73							4	9				

Source: Allen & Associates

Competing & Pipeline Units, 2-Bedroom Units

Overview						Total Units								Vacant Units								
Key Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt	Sub	30%	40%	50%	60%	70%	80%	Mkt	
023 Crozet Meadows (New Units)	2009	na	Restricted	Elderly	Stabilized																	
024 Crozet Meadows (Rehab Units)	1979	2009	Restricted	Elderly	Stabilized																	
031 Fairfax Hall Apartments	1890	2001	Restricted	Elderly	Stabilized					1												
037 Gateway Senior Apartments	2022	na	Restricted	Elderly	Stabilized					30												5
043 Gypsy Hill House Apartments	1979	2011	Subsidized	Elderly	Prop Rehab	2																
059 Meadowlands Apartments	1991	na	Subsidized	Elderly	Stabilized																	
072 Oakmont Apartments	1990	na	Restricted	Elderly	Stabilized																	
079 Plaza Apartments	1978	na	Subsidized	Elderly	Stabilized																	
088 Springdale Apartments	1985	na	Subsidized	Elderly	Stabilized																	
095 Valley View Seniors Apartments	2007	na	Restricted	Elderly	Stabilized				3	21												
<b>Total</b>						2		3	21	31												5

Source: Allen & Associates

## Demand Estimate, 0-Bedroom, Subsidized, 50% of AMI

In this section we estimate demand for the 0-Bedroom / Subsidized / 50% of AMI units at the subject property. Our analysis assumes a total of 3 units, 1 of which are anticipated to be vacant on market entry in 2025. Our analysis assumes a 50% income qualification ratio and 1-person households.

Unit Details	
Target Population	55+ Households
Unit Type	0-Bedroom
Rent Type	Subsidized
Income Limit	50% of AMI
Total Units	3
Vacant Units at Market Entry	1

Minimum Qualified Income	
Net Rent	\$0
Utilities	\$0
Gross Rent	\$0
Income Qualification Ratio	50%
Minimum Qualified Income	\$0
Months/Year	12
Minimum Qualified Income	\$0

55+ Renter Households, by Income, by Size								
		2025						
2023	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	454	56	14	11	11	5
\$0	to	\$19,999	1,777	308	47	21	15	7
\$0	to	\$29,999	2,321	499	153	46	18	7
\$0	to	\$39,999	2,774	646	174	69	20	8
\$0	to	\$49,999	3,081	809	184	74	23	8
\$0	to	\$59,999	3,241	897	203	120	50	20
\$0	to	\$74,999	3,439	1,008	231	131	53	20
\$0	to	\$99,999	3,634	1,107	270	147	54	20
\$0	to	\$124,999	3,756	1,180	301	190	61	24
\$0	to	\$149,999	3,870	1,257	313	220	68	26
\$0	to	\$199,999	4,022	1,386	338	242	72	26
\$0	or	more	4,144	1,423	348	259	73	26

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$27,900	\$31,850	\$35,850	\$39,800	\$43,000	\$46,200	

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

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	2,185	0	0	0	0	0
HH Below Minimum Income	0	0	0	0	0	0
Subtotal	2,185	0	0	0	0	0

Demand Estimate 2,185

Our analysis suggests demand for a total of 2,185 size- and income-qualified units in the market area.

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

## Demand Estimate, 1-Bedroom, Subsidized, 50% of AMI

In this section we estimate demand for the 1-Bedroom / Subsidized / 50% of AMI units at the subject property. Our analysis assumes a total of 6 units, 3 of which are anticipated to be vacant on market entry in 2025. Our analysis assumes a 50% income qualification ratio and 2-person households.

Unit Details	
Target Population	55+ Households
Unit Type	1-Bedroom
Rent Type	Subsidized
Income Limit	50% of AMI
Total Units	6
Vacant Units at Market Entry	3

Minimum Qualified Income	
Net Rent	\$0
Utilities	\$0
Gross Rent	\$0
Income Qualification Ratio	50%
Minimum Qualified Income	\$0
Months/Year	12
Minimum Qualified Income	\$0

55+ Renter Households, by Income, by Size								
		2025						
2023	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	454	56	14	11	11	5
\$0	to	\$19,999	1,777	308	47	21	15	7
\$0	to	\$29,999	2,321	499	153	46	18	7
\$0	to	\$39,999	2,774	646	174	69	20	8
\$0	to	\$49,999	3,081	809	184	74	23	8
\$0	to	\$59,999	3,241	897	203	120	50	20
\$0	to	\$74,999	3,439	1,008	231	131	53	20
\$0	to	\$99,999	3,634	1,107	270	147	54	20
\$0	to	\$124,999	3,756	1,180	301	190	61	24
\$0	to	\$149,999	3,870	1,257	313	220	68	26
\$0	to	\$199,999	4,022	1,386	338	242	72	26
\$0	or	more	4,144	1,423	348	259	73	26

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$27,900	\$31,850	\$35,850	\$39,800	\$43,000	\$46,200	

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

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	2,185	521	0	0	0	0
HH Below Minimum Income	0	0	0	0	0	0
Subtotal	2,185	521	0	0	0	0

Demand Estimate 2,706

Our analysis suggests demand for a total of 2,706 size- and income-qualified units in the market area.

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

## Demand Estimate, 1-Bedroom, Restricted, 50% of AMI

In this section we estimate demand for the 1-Bedroom / Restricted / 50% of AMI units at the subject property. Our analysis assumes a total of 15 units, 7 of which are anticipated to be vacant on market entry in 2025. Our analysis assumes a 50% income qualification ratio and 2-person households.

Unit Details	
Target Population	55+ Households
Unit Type	1-Bedroom
Rent Type	Restricted
Income Limit	50% of AMI
Total Units	15
Vacant Units at Market Entry	7

Minimum Qualified Income	
Net Rent	\$650
Utilities	\$0
Gross Rent	\$650
Income Qualification Ratio	50%
Minimum Qualified Income	\$1,300
Months/Year	12
Minimum Qualified Income	\$15,600

55+ Renter Households, by Income, by Size								
2025								
2023	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	454	56	14	11	11	5
\$0	to	\$19,999	1,777	308	47	21	15	7
\$0	to	\$29,999	2,321	499	153	46	18	7
\$0	to	\$39,999	2,774	646	174	69	20	8
\$0	to	\$49,999	3,081	809	184	74	23	8
\$0	to	\$59,999	3,241	897	203	120	50	20
\$0	to	\$74,999	3,439	1,008	231	131	53	20
\$0	to	\$99,999	3,634	1,107	270	147	54	20
\$0	to	\$124,999	3,756	1,180	301	190	61	24
\$0	to	\$149,999	3,870	1,257	313	220	68	26
\$0	to	\$199,999	4,022	1,386	338	242	72	26
\$0	or	more	4,144	1,423	348	259	73	26

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$27,900	\$31,850	\$35,850	\$39,800	\$43,000	\$46,200	

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

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	2,185	521	0	0	0	0
HH Below Minimum Income	1,182	195	0	0	0	0
Subtotal	1,003	326	0	0	0	0

Demand Estimate 1,330

Our analysis suggests demand for a total of 1,330 size- and income-qualified units in the market area.

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

## Demand Estimate, 1-Bedroom, Restricted, 60% of AMI

In this section we estimate demand for the 1-Bedroom / Restricted / 60% of AMI units at the subject property. Our analysis assumes a total of 27 units, 14 of which are anticipated to be vacant on market entry in 2025. Our analysis assumes a 50% income qualification ratio and 2-person households.

Unit Details	
Target Population	55+ Households
Unit Type	1-Bedroom
Rent Type	Restricted
Income Limit	60% of AMI
Total Units	27
Vacant Units at Market Entry	14

Minimum Qualified Income	
Net Rent	\$720
Utilities	\$0
Gross Rent	\$720
Income Qualification Ratio	50%
Minimum Qualified Income	\$1,440
Months/Year	12
Minimum Qualified Income	\$17,280

55+ Renter Households, by Income, by Size								
		2025						
2023	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	454	56	14	11	11	5
\$0	to	\$19,999	1,777	308	47	21	15	7
\$0	to	\$29,999	2,321	499	153	46	18	7
\$0	to	\$39,999	2,774	646	174	69	20	8
\$0	to	\$49,999	3,081	809	184	74	23	8
\$0	to	\$59,999	3,241	897	203	120	50	20
\$0	to	\$74,999	3,439	1,008	231	131	53	20
\$0	to	\$99,999	3,634	1,107	270	147	54	20
\$0	to	\$124,999	3,756	1,180	301	190	61	24
\$0	to	\$149,999	3,870	1,257	313	220	68	26
\$0	to	\$199,999	4,022	1,386	338	242	72	26
\$0	or	more	4,144	1,423	348	259	73	26

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$33,480	\$38,220	\$43,020	\$47,760	\$51,600	\$55,440	

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

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	2,457	617	0	0	0	0
HH Below Minimum Income	1,380	232	0	0	0	0
Subtotal	1,077	384	0	0	0	0

Demand Estimate 1,461

Our analysis suggests demand for a total of 1,461 size- and income-qualified units in the market area.

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

## Demand Estimate, 2-Bedroom, Subsidized, 50% of AMI

In this section we estimate demand for the 2-Bedroom / Subsidized / 50% of AMI units at the subject property. Our analysis assumes a total of 3 units, 2 of which are anticipated to be vacant on market entry in 2025. Our analysis assumes a 50% income qualification ratio and 2-person households.

Unit Details	
Target Population	55+ Households
Unit Type	2-Bedroom
Rent Type	Subsidized
Income Limit	50% of AMI
Total Units	3
Vacant Units at Market Entry	2

Minimum Qualified Income	
Net Rent	\$0
Utilities	\$0
Gross Rent	\$0
Income Qualification Ratio	50%
Minimum Qualified Income	\$0
Months/Year	12
Minimum Qualified Income	\$0

55+ Renter Households, by Income, by Size								
		2025						
2023	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	454	56	14	11	11	5
\$0	to	\$19,999	1,777	308	47	21	15	7
\$0	to	\$29,999	2,321	499	153	46	18	7
\$0	to	\$39,999	2,774	646	174	69	20	8
\$0	to	\$49,999	3,081	809	184	74	23	8
\$0	to	\$59,999	3,241	897	203	120	50	20
\$0	to	\$74,999	3,439	1,008	231	131	53	20
\$0	to	\$99,999	3,634	1,107	270	147	54	20
\$0	to	\$124,999	3,756	1,180	301	190	61	24
\$0	to	\$149,999	3,870	1,257	313	220	68	26
\$0	to	\$199,999	4,022	1,386	338	242	72	26
\$0	or	more	4,144	1,423	348	259	73	26

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$27,900	\$31,850	\$35,850	\$39,800	\$43,000	\$46,200	

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

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	2,185	521	0	0	0	0
HH Below Minimum Income	0	0	0	0	0	0
Subtotal	2,185	521	0	0	0	0

Demand Estimate 2,706

Our analysis suggests demand for a total of 2,706 size- and income-qualified units in the market area.

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



## Demand Estimate, Subsidized

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

55+ Renter Households, by Income, by Size								
2025								
2023	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	454	56	14	11	11	5
\$0	to	\$19,999	1,777	308	47	21	15	7
\$0	to	\$29,999	2,321	499	153	46	18	7
\$0	to	\$39,999	2,774	646	174	69	20	8
\$0	to	\$49,999	3,081	809	184	74	23	8
\$0	to	\$59,999	3,241	897	203	120	50	20
\$0	to	\$74,999	3,439	1,008	231	131	53	20
\$0	to	\$99,999	3,634	1,107	270	147	54	20
\$0	to	\$124,999	3,756	1,180	301	190	61	24
\$0	to	\$149,999	3,870	1,257	313	220	68	26
\$0	to	\$199,999	4,022	1,386	338	242	72	26
\$0	or	more	4,144	1,423	348	259	73	26

Demand Estimate, Subsidized							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Income, 0BR	\$27,900	-	-	-	-	-	-
Maximum Income, 1BR	\$27,900	\$31,850	-	-	-	-	-
Maximum Income, 2BR	\$27,900	\$31,850	-	-	-	-	-
Maximum Income, 3BR	-	-	-	-	-	-	-
Maximum Income, 4BR	-	-	-	-	-	-	-
Maximum Allowable Income	\$27,900	\$31,850	-	-	-	-	-
Minimum Income, 0BR	-	-	-	-	-	-	-
Minimum Income, 1BR	-	-	-	-	-	-	-
Minimum Income, 2BR	-	-	-	-	-	-	-
Minimum Income, 3BR	-	-	-	-	-	-	-
Minimum Income, 4BR	-	-	-	-	-	-	-
Minimum Qualified Income	-	-	-	-	-	-	-
HH Below Upper Income	2,185	521	0	0	0	0	0
HH Below Lower Income	0	0	0	0	0	0	0
Subtotal	2,185	521	0	0	0	0	0

Demand Estimate 2,706

Our analysis suggests demand for a total of 2,706 size- and income-qualified units in the market area.

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

## Demand Estimate, Restricted, 50% of AMI

In this section we account for income-band overlap and develop a demand estimate for the units restricted to 50% of AMI at the subject property.

55+ Renter Households, by Income, by Size								
			2025					
2023		\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
\$0	to	\$9,999	454	56	14	11	11	5
\$0	to	\$19,999	1,777	308	47	21	15	7
\$0	to	\$29,999	2,321	499	153	46	18	7
\$0	to	\$39,999	2,774	646	174	69	20	8
\$0	to	\$49,999	3,081	809	184	74	23	8
\$0	to	\$59,999	3,241	897	203	120	50	20
\$0	to	\$74,999	3,439	1,008	231	131	53	20
\$0	to	\$99,999	3,634	1,107	270	147	54	20
\$0	to	\$124,999	3,756	1,180	301	190	61	24
\$0	to	\$149,999	3,870	1,257	313	220	68	26
\$0	to	\$199,999	4,022	1,386	338	242	72	26
\$0	or	more	4,144	1,423	348	259	73	26

Demand Estimate, Restricted, 50% of AMI								
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person		
Maximum Income, 0BR	-	-	-	-	-	-	-	
Maximum Income, 1BR	\$27,900	\$31,850	-	-	-	-	-	
Maximum Income, 2BR	-	-	-	-	-	-	-	
Maximum Income, 3BR	-	-	-	-	-	-	-	
Maximum Income, 4BR	-	-	-	-	-	-	-	
Maximum Allowable Income	\$27,900	\$31,850	-	-	-	-	-	
Minimum Income, 0BR	-	-	-	-	-	-	-	
Minimum Income, 1BR	\$15,600	\$15,600	-	-	-	-	-	
Minimum Income, 2BR	-	-	-	-	-	-	-	
Minimum Income, 3BR	-	-	-	-	-	-	-	
Minimum Income, 4BR	-	-	-	-	-	-	-	
Minimum Qualified Income	\$15,600	\$15,600	-	-	-	-	-	
HH Below Upper Income	2,185	521	0	0	0	0	0	
HH Below Lower Income	1,182	195	0	0	0	0	0	
Subtotal	1,003	326	0	0	0	0	0	
Demand Estimate								1,330

Our analysis suggests demand for a total of 1,330 size- and income-qualified units in the market area.

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

## Demand Estimate, Restricted, 60% of AMI

In this section we account for income-band overlap and develop a demand estimate for the units restricted to 60% of AMI at the subject property.

55+ Renter Households, by Income, by Size								
			2025					
2023		\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
\$0	to	\$9,999	454	56	14	11	11	5
\$0	to	\$19,999	1,777	308	47	21	15	7
\$0	to	\$29,999	2,321	499	153	46	18	7
\$0	to	\$39,999	2,774	646	174	69	20	8
\$0	to	\$49,999	3,081	809	184	74	23	8
\$0	to	\$59,999	3,241	897	203	120	50	20
\$0	to	\$74,999	3,439	1,008	231	131	53	20
\$0	to	\$99,999	3,634	1,107	270	147	54	20
\$0	to	\$124,999	3,756	1,180	301	190	61	24
\$0	to	\$149,999	3,870	1,257	313	220	68	26
\$0	to	\$199,999	4,022	1,386	338	242	72	26
\$0	or	more	4,144	1,423	348	259	73	26

Demand Estimate, Restricted, 60% of AMI							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Income, 0BR	-	-	-	-	-	-	-
Maximum Income, 1BR	\$33,480	\$38,220	-	-	-	-	-
Maximum Income, 2BR	-	-	-	-	-	-	-
Maximum Income, 3BR	-	-	-	-	-	-	-
Maximum Income, 4BR	-	-	-	-	-	-	-
Maximum Allowable Income	\$33,480	\$38,220	-	-	-	-	-
Minimum Income, 0BR	-	-	-	-	-	-	-
Minimum Income, 1BR	\$17,280	\$17,280	-	-	-	-	-
Minimum Income, 2BR	-	-	-	-	-	-	-
Minimum Income, 3BR	-	-	-	-	-	-	-
Minimum Income, 4BR	-	-	-	-	-	-	-
Minimum Qualified Income	\$17,280	\$17,280	-	-	-	-	-
HH Below Upper Income	2,457	617	0	0	0	0	0
HH Below Lower Income	1,380	232	0	0	0	0	0
Subtotal	1,077	384	0	0	0	0	0
Demand Estimate	1,461						

Our analysis suggests demand for a total of 1,461 size- and income-qualified units in the market area.

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

## Demand Estimate, Project-Level

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

55+ Renter Households, by Income, by Size								
			2025					
2023	\$		1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
\$0	to	\$9,999	454	56	14	11	11	5
\$0	to	\$19,999	1,777	308	47	21	15	7
\$0	to	\$29,999	2,321	499	153	46	18	7
\$0	to	\$39,999	2,774	646	174	69	20	8
\$0	to	\$49,999	3,081	809	184	74	23	8
\$0	to	\$59,999	3,241	897	203	120	50	20
\$0	to	\$74,999	3,439	1,008	231	131	53	20
\$0	to	\$99,999	3,634	1,107	270	147	54	20
\$0	to	\$124,999	3,756	1,180	301	190	61	24
\$0	to	\$149,999	3,870	1,257	313	220	68	26
\$0	to	\$199,999	4,022	1,386	338	242	72	26
\$0	or	more	4,144	1,423	348	259	73	26

Demand Estimate, Project-Level						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Maximum Income, Subsidized	\$27,900	\$31,850	-	-	-	-
Maximum Income, 30% of AMI	-	-	-	-	-	-
Maximum Income, 40% of AMI	-	-	-	-	-	-
Maximum Income, 50% of AMI	\$27,900	\$31,850	-	-	-	-
Maximum Income, 60% of AMI	\$33,480	\$38,220	-	-	-	-
Maximum Income, 70% of AMI	-	-	-	-	-	-
Maximum Income, 80% of AMI	-	-	-	-	-	-
Maximum Income, Market Rate	-	-	-	-	-	-
Maximum Allowable Income	\$33,480	\$38,220	-	-	-	-
Minimum Income, Subsidized	-	-	-	-	-	-
Minimum Income, 30% of AMI	-	-	-	-	-	-
Minimum Income, 40% of AMI	-	-	-	-	-	-
Minimum Income, 50% of AMI	\$15,600	\$15,600	-	-	-	-
Minimum Income, 60% of AMI	\$17,280	\$17,280	-	-	-	-
Minimum Income, 70% of AMI	-	-	-	-	-	-
Minimum Income, 80% of AMI	-	-	-	-	-	-
Minimum Income, Market Rate	-	-	-	-	-	-
Minimum Qualified Income	\$15,600	\$15,600	-	-	-	-
HH Below Upper Income	2,457	617	0	0	0	0
HH Below Lower Income	1,182	195	0	0	0	0
Subtotal	1,275	422	0	0	0	0

Demand Estimate 1,697

Our analysis suggests project-level demand for a total of 1,697 size- and income-qualified units in the market area.

## Capture Rates

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

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR	3								3
1BR	6			15	27				48
2BR	3								3
3BR									
4BR									
Tot	12			15	27				54

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR	1								1
1BR	3			7	14				24
2BR	2								2
3BR									
4BR									
Tot	6			7	14				27

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

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

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR	2,185								2,185
1BR	2,706			1,330	1,461				5,497
2BR	2,706								2,706
3BR									
4BR									
Tot	2,706			1,330	1,461				1,697

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

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR	0.0%								0.0%
1BR	0.1%			0.5%	1.0%				0.4%
2BR	0.1%								0.1%
3BR									
4BR									
Tot	0.2%			0.5%	1.0%				1.6%

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

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

Vacant Competing & Pipeline Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR				4	9				13
2BR									
3BR									
4BR									
Tot				4	9				13

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

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

Net Demand (Gross Demand - Vacant Competing & Pipeline Units)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR	2,185								2,185
1BR	2,706			1,326	1,452				5,484
2BR	2,706								2,706
3BR									
4BR									
Tot	2,706			1,326	1,452				1,684

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

Capture Rates (Subject Property Units / Net Demand)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR	0.0%								0.0%
1BR	0.1%			0.5%	1.0%				0.4%
2BR	0.1%								0.1%
3BR									
4BR									
Tot	0.2%			0.5%	1.0%				1.6%

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

## Penetration Rates

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

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR	3								3
1BR	6			15	27				48
2BR	3								3
3BR									
4BR									
Tot	12			15	27				54

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR	1								1
1BR	3			7	14				24
2BR	2								2
3BR									
4BR									
Tot	6			7	14				27

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

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

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR	2,185								2,185
1BR	2,706			1,330	1,461				5,497
2BR	2,706								2,706
3BR									
4BR									
Tot	2,706			1,330	1,461				1,697

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

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	482			99	73				654
2BR	2								2
3BR									
4BR									
Tot	484			99	73				656

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

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

Inclusive Supply (Subject Property Units + Competing & Pipeline Units)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR	1								1
1BR	485			106	87				678
2BR	4								4
3BR									
4BR									
Tot	490			106	87				683

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

Penetration Rates (Inclusive Supply / Gross Demand)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR	0.0%								0.0%
1BR	17.9%			8.0%	6.0%				12.3%
2BR	0.1%								0.1%
3BR									
4BR									
Tot	18.1%			8.0%	6.0%				40.2%

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



## Absorption Period

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

Subject Property Units (Total)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR	3							
1BR	6			15	27			
2BR	3							
3BR								
4BR								

Subject Property Units (Vacant at Market Entry)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR	1							
1BR	3			7	14			
2BR	2							
3BR								
4BR								

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

Gross Demand								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR	2,185							
1BR	2,706			1,330	1,461			
2BR	2,706							
3BR								
4BR								

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

Annual Growth & Movership Rate	
Growth	1.3%
Movership	8.0%
Total	9.3%

Growth & Movership Estimate								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR	203							
1BR	251			123	136			
2BR	251							
3BR								
4BR								

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

Secondary Market Area	
	40%

Growth & Movership Estimate

	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR	338							
1BR	419			206	226			
2BR	419							
3BR								
4BR								

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

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

Competing Properties

	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR				1	1			
1BR	7		1	5	2			
2BR	1		1	1	2			
3BR								
4BR								

Fair Share

	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR	50.0%							
1BR	50.0%			40.0%	30.0%			
2BR	50.0%							
3BR								
4BR								

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

Monthly Absorption Rate Estimate

	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR	14.1							
1BR	17.4			6.9	5.7			
2BR	17.4							
3BR								
4BR								

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

Rental Property Inventory, Confirmed, Inside Market Area, Elderly, Stabilized Occupancy

	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR				100%	50%			
1BR	100%		100%	96%	88%			
2BR			100%	100%	84%			
3BR								
4BR								

Occupancy Rate, Select Comparables								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR				100%	50%			100%
1BR	100%		100%	94%	88%			100%
2BR				100%	87%			99%
3BR								
4BR								

Concluded Stabilized Occupancy Rate								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR	97%							
1BR	97%			96%	95%			
2BR	97%							
3BR								
4BR								

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

Occupied Units at Stabilization								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR	1							
1BR	3			7	13			
2BR	2							
3BR								
4BR								

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

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

Our analysis suggests that the subject property will stabilize at 96 percent occupancy. We estimate 2 months of absorption and an average absorption rate of 11.0 units per month for this project. In our opinion, the absorption period suggests an appropriate number and mix of units for the subject property.

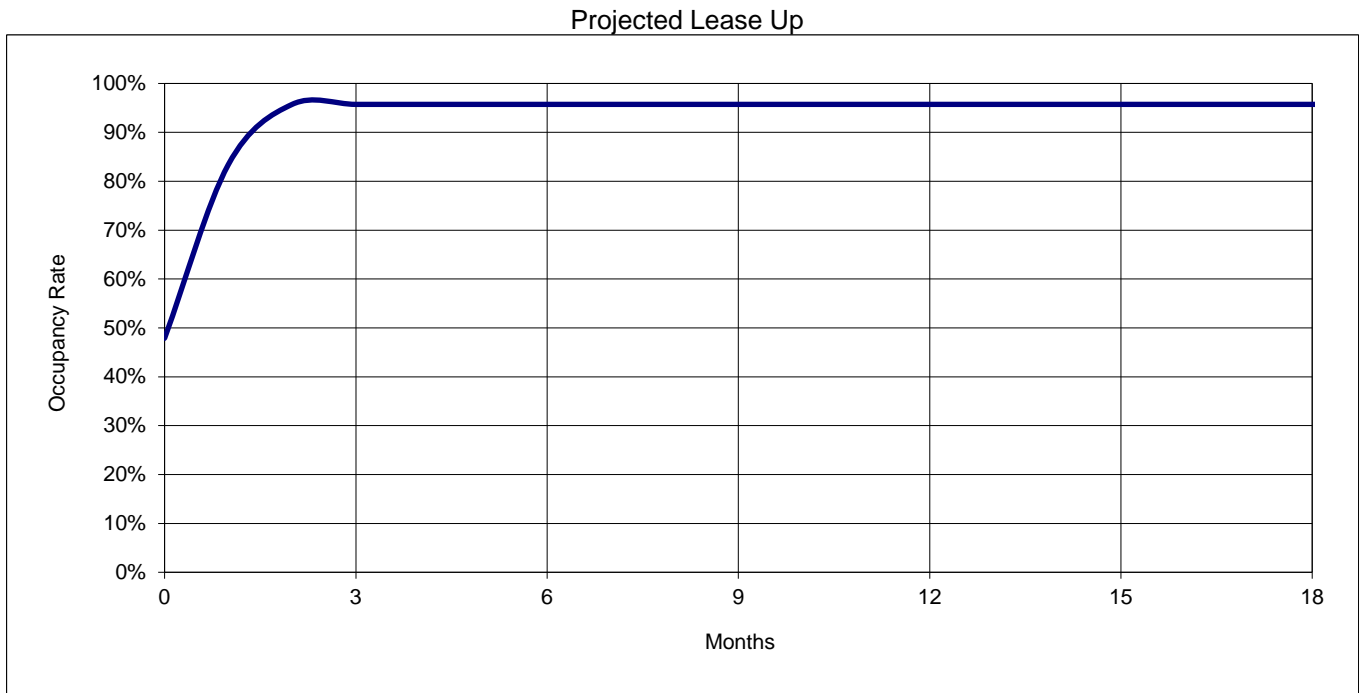
Absorption rates for age-restricted multifamily properties depend on a variety of factors: (1) The competitive environment in which the property resides; (2) The pricing of the subject property units relative to competing units, (3) The presence of rent or income restrictions at the subject property; and (4) The availability of any rent concessions or rental assistance at the subject property. Subsidized elderly properties normally lease up at a rate of 12-16 units per month. Unsubsidized elderly properties with rent and income restrictions typically fill at a rate of 4-8 units per month. Market rate elderly properties normally lease up at a rate of 8-12 units per month.

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

Key	Project	Built	Renovated	Rent Type	Occ Type	Tot Units	Ab Rte
010	Big Sky Apartments Phase 2	2017	na	Market Rate	Family	114	10.4
067	Mountain Laurel Manor I	2019	na	Restricted	Family	48	16.0
068	Mountain Laurel Manor II	2020	na	Restricted	Family	48	27.4
073	Old Trail Village Apartments	2009	na	Restricted	Family	39	2.4
099	Waterford Village Apartments	2011	na	Restricted	Family	96	16.0

## Absorption Analysis

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



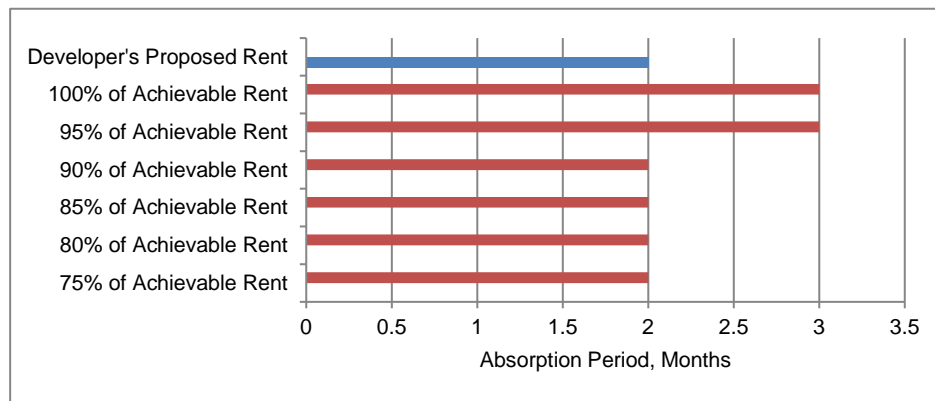
Our analysis suggests that the subject property will achieve 70 percent occupancy in 0 months, 80 percent occupancy in 0 months, and 90 percent occupancy in 1 months. We anticipate that the subject property will stabilize at 96 percent occupancy in 2 months.

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

## Sensitivity Analysis

We also explored the relationship between rent level, capture rates, penetration rates, and absorption period. For purposes of this analysis, we forecasted demand and fill rates at 75%, 80%, 85%, 90%, 95% and 100% of achievable rent (derived earlier in this report). Our analysis is summarized below:

Scenario	Capture Rate	Penetration Rate	Absorption
Developer's Proposed Rent	1.6%	40.2%	2 months
100% of Achievable Rent	2.0%	49.4%	3 months
95% of Achievable Rent	1.9%	46.7%	3 months
90% of Achievable Rent	1.7%	42.2%	2 months
85% of Achievable Rent	1.5%	38.5%	2 months
80% of Achievable Rent	1.4%	35.3%	2 months
75% of Achievable Rent	1.3%	32.7%	2 months



Our analysis suggests the following relationship between rent levels and fill rates: At the developer's proposed rent we anticipate a 2-month absorption period; at 100% of achievable rent we anticipate a 3-month absorption period; at 75% of achievable rent we anticipate a 2-month absorption period.

## VHDA DEMAND ANALYSIS

### Overview

In this section we evaluate demand for the subject property using the VHDA demand methodology. For purposes of this analysis, we define VHDA demand as the number of new income-qualified and existing income-qualified overburdened and substandard 55+ renter households that would qualify to live at the subject property at the lesser of achievable rents or the sponsor's proposed rents. Our analysis accounts for any rent subsidies for the subject property.

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

2023 \$		55+ Renter Households, by Income, by Size						
		2023						
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	Total
\$0	to \$9,999	422	52	13	10	10	4	511
\$0	to \$19,999	1,652	286	44	20	14	6	2,022
\$0	to \$29,999	2,157	464	142	43	17	6	2,829
\$0	to \$39,999	2,578	600	162	64	19	7	3,430
\$0	to \$49,999	2,864	751	171	69	21	7	3,883
\$0	to \$59,999	3,012	834	188	111	47	19	4,211
\$0	to \$74,999	3,196	937	214	122	49	19	4,538
\$0	to \$99,999	3,377	1,029	251	136	50	19	4,862
\$0	to \$124,999	3,490	1,097	280	177	57	22	5,123
\$0	to \$149,999	3,596	1,168	291	205	63	24	5,348
\$0	to \$199,999	3,738	1,288	314	225	67	24	5,656
\$0	or more	3,852	1,322	324	241	68	24	5,830

Source: ESRI & Ribbon Demographics

## Demand Estimate, 0-Bedroom, Subsidized, 50% of AMI

In this section we estimate demand for the 0-Bedroom / Subsidized / 50% of AMI units at the subject property. Our analysis assumes a total of 3 units, 1 of which are anticipated to be vacant on market entry in 2023. Our analysis assumes a 40% income qualification ratio and 1-person households.

Unit Details	
Target Population	55+ Households
Unit Type	0-Bedroom
Rent Type	Subsidized
Income Limit	50% of AMI
Total Units	3
Vacant Units at Market Entry	1

Minimum Qualified Income	
Net Rent	\$0
Utilities	\$0
Gross Rent	\$0
Income Qualification Ratio	40%
Minimum Qualified Income	\$0
Months/Year	12
Minimum Qualified Income	\$0

### 55+ Renter Households, by Income, by Size

		2023						
2023	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	422	52	13	10	10	4
\$0	to	\$19,999	1,652	286	44	20	14	6
\$0	to	\$29,999	2,157	464	142	43	17	6
\$0	to	\$39,999	2,578	600	162	64	19	7
\$0	to	\$49,999	2,864	751	171	69	21	7
\$0	to	\$59,999	3,012	834	188	111	47	19
\$0	to	\$74,999	3,196	937	214	122	49	19
\$0	to	\$99,999	3,377	1,029	251	136	50	19
\$0	to	\$124,999	3,490	1,097	280	177	57	22
\$0	to	\$149,999	3,596	1,168	291	205	63	24
\$0	to	\$199,999	3,738	1,288	314	225	67	24
\$0	or	more	3,852	1,322	324	241	68	24

### Maximum Allowable Income

	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Maximum Allowable Income	\$27,900	\$31,850	\$35,850	\$39,800	\$43,000	\$46,200

### Size Qualified

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

### Demand Estimate

	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	2,031	0	0	0	0	0
HH Below Minimum Income	0	0	0	0	0	0
Subtotal	2,031	0	0	0	0	0

Demand Estimate 2,031

Our analysis suggests demand for a total of 2,031 size- and income-qualified units in the market area.

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



## Demand Estimate, 1-Bedroom, Subsidized, 50% of AMI

In this section we estimate demand for the 1-Bedroom / Subsidized / 50% of AMI units at the subject property. Our analysis assumes a total of 6 units, 3 of which are anticipated to be vacant on market entry in 2023. Our analysis assumes a 40% income qualification ratio and 2-person households.

Unit Details	
Target Population	55+ Households
Unit Type	1-Bedroom
Rent Type	Subsidized
Income Limit	50% of AMI
Total Units	6
Vacant Units at Market Entry	3

Minimum Qualified Income	
Net Rent	\$0
Utilities	\$0
Gross Rent	\$0
Income Qualification Ratio	40%
Minimum Qualified Income	\$0
Months/Year	12
Minimum Qualified Income	\$0

### 55+ Renter Households, by Income, by Size

		2023						
2023	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	422	52	13	10	10	4
\$0	to	\$19,999	1,652	286	44	20	14	6
\$0	to	\$29,999	2,157	464	142	43	17	6
\$0	to	\$39,999	2,578	600	162	64	19	7
\$0	to	\$49,999	2,864	751	171	69	21	7
\$0	to	\$59,999	3,012	834	188	111	47	19
\$0	to	\$74,999	3,196	937	214	122	49	19
\$0	to	\$99,999	3,377	1,029	251	136	50	19
\$0	to	\$124,999	3,490	1,097	280	177	57	22
\$0	to	\$149,999	3,596	1,168	291	205	63	24
\$0	to	\$199,999	3,738	1,288	314	225	67	24
\$0	or	more	3,852	1,322	324	241	68	24

Maximum Allowable Income							
		1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Maximum Allowable Income		\$27,900	\$31,850	\$35,850	\$39,800	\$43,000	\$46,200

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

Demand Estimate							
		1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income		2,031	484	0	0	0	0
HH Below Minimum Income		0	0	0	0	0	0
Subtotal		2,031	484	0	0	0	0

Demand Estimate 2,515

Our analysis suggests demand for a total of 2,515 size- and income-qualified units in the market area.

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

## Demand Estimate, 1-Bedroom, Restricted, 50% of AMI

In this section we estimate demand for the 1-Bedroom / Restricted / 50% of AMI units at the subject property. Our analysis assumes a total of 15 units, 7 of which are anticipated to be vacant on market entry in 2023. Our analysis assumes a 40% income qualification ratio and 2-person households.

Unit Details	
Target Population	55+ Households
Unit Type	1-Bedroom
Rent Type	Restricted
Income Limit	50% of AMI
Total Units	15
Vacant Units at Market Entry	7

Minimum Qualified Income	
Net Rent	\$650
Utilities	\$0
Gross Rent	\$650
Income Qualification Ratio	40%
Minimum Qualified Income	\$1,625
Months/Year	12
Minimum Qualified Income	\$19,500

### 55+ Renter Households, by Income, by Size

		2023						
2023	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	422	52	13	10	10	4
\$0	to	\$19,999	1,652	286	44	20	14	6
\$0	to	\$29,999	2,157	464	142	43	17	6
\$0	to	\$39,999	2,578	600	162	64	19	7
\$0	to	\$49,999	2,864	751	171	69	21	7
\$0	to	\$59,999	3,012	834	188	111	47	19
\$0	to	\$74,999	3,196	937	214	122	49	19
\$0	to	\$99,999	3,377	1,029	251	136	50	19
\$0	to	\$124,999	3,490	1,097	280	177	57	22
\$0	to	\$149,999	3,596	1,168	291	205	63	24
\$0	to	\$199,999	3,738	1,288	314	225	67	24
\$0	or	more	3,852	1,322	324	241	68	24

Maximum Allowable Income							
		1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Maximum Allowable Income		\$27,900	\$31,850	\$35,850	\$39,800	\$43,000	\$46,200

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

Demand Estimate							
		1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income		2,031	484	0	0	0	0
HH Below Minimum Income		1,591	274	0	0	0	0
Subtotal		440	210	0	0	0	0

Demand Estimate 650

Our analysis suggests demand for a total of 650 size- and income-qualified units in the market area.

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

## Demand Estimate, 1-Bedroom, Restricted, 60% of AMI

In this section we estimate demand for the 1-Bedroom / Restricted / 60% of AMI units at the subject property. Our analysis assumes a total of 27 units, 14 of which are anticipated to be vacant on market entry in 2023. Our analysis assumes a 40% income qualification ratio and 2-person households.

Unit Details	
Target Population	55+ Households
Unit Type	1-Bedroom
Rent Type	Restricted
Income Limit	60% of AMI
Total Units	27
Vacant Units at Market Entry	14

Minimum Qualified Income	
Net Rent	\$720
Utilities	\$0
Gross Rent	\$720
Income Qualification Ratio	40%
Minimum Qualified Income	\$1,800
Months/Year	12
Minimum Qualified Income	\$21,600

### 55+ Renter Households, by Income, by Size

		2023						
2023	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	422	52	13	10	10	4
\$0	to	\$19,999	1,652	286	44	20	14	6
\$0	to	\$29,999	2,157	464	142	43	17	6
\$0	to	\$39,999	2,578	600	162	64	19	7
\$0	to	\$49,999	2,864	751	171	69	21	7
\$0	to	\$59,999	3,012	834	188	111	47	19
\$0	to	\$74,999	3,196	937	214	122	49	19
\$0	to	\$99,999	3,377	1,029	251	136	50	19
\$0	to	\$124,999	3,490	1,097	280	177	57	22
\$0	to	\$149,999	3,596	1,168	291	205	63	24
\$0	to	\$199,999	3,738	1,288	314	225	67	24
\$0	or	more	3,852	1,322	324	241	68	24

Maximum Allowable Income							
		1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Maximum Allowable Income		\$33,480	\$38,220	\$43,020	\$47,760	\$51,600	\$55,440

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

Demand Estimate							
		1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income		2,283	573	0	0	0	0
HH Below Minimum Income		1,728	313	0	0	0	0
Subtotal		556	260	0	0	0	0

Demand Estimate 816

Our analysis suggests demand for a total of 816 size- and income-qualified units in the market area.

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

## Demand Estimate, 2-Bedroom, Subsidized, 50% of AMI

In this section we estimate demand for the 2-Bedroom / Subsidized / 50% of AMI units at the subject property. Our analysis assumes a total of 3 units, 2 of which are anticipated to be vacant on market entry in 2023. Our analysis assumes a 40% income qualification ratio and 2-person households.

Unit Details	
Target Population	55+ Households
Unit Type	2-Bedroom
Rent Type	Subsidized
Income Limit	50% of AMI
Total Units	3
Vacant Units at Market Entry	2

Minimum Qualified Income	
Net Rent	\$0
Utilities	\$0
Gross Rent	\$0
Income Qualification Ratio	40%
Minimum Qualified Income	\$0
Months/Year	12
Minimum Qualified Income	\$0

55+ Renter Households, by Income, by Size								
2023								
2023	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	422	52	13	10	10	4
\$0	to	\$19,999	1,652	286	44	20	14	6
\$0	to	\$29,999	2,157	464	142	43	17	6
\$0	to	\$39,999	2,578	600	162	64	19	7
\$0	to	\$49,999	2,864	751	171	69	21	7
\$0	to	\$59,999	3,012	834	188	111	47	19
\$0	to	\$74,999	3,196	937	214	122	49	19
\$0	to	\$99,999	3,377	1,029	251	136	50	19
\$0	to	\$124,999	3,490	1,097	280	177	57	22
\$0	to	\$149,999	3,596	1,168	291	205	63	24
\$0	to	\$199,999	3,738	1,288	314	225	67	24
\$0	or	more	3,852	1,322	324	241	68	24

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$27,900	\$31,850	\$35,850	\$39,800	\$43,000	\$46,200	

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

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	2,031	484	0	0	0	0
HH Below Minimum Income	0	0	0	0	0	0
Subtotal	2,031	484	0	0	0	0

Demand Estimate 2,515

Our analysis suggests demand for a total of 2,515 size- and income-qualified units in the market area.

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

## Demand Estimate, Subsidized

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

55+ Renter Households, by Income, by Size								
2023								
	2023	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
\$0	to	\$9,999	422	52	13	10	10	4
\$0	to	\$19,999	1,652	286	44	20	14	6
\$0	to	\$29,999	2,157	464	142	43	17	6
\$0	to	\$39,999	2,578	600	162	64	19	7
\$0	to	\$49,999	2,864	751	171	69	21	7
\$0	to	\$59,999	3,012	834	188	111	47	19
\$0	to	\$74,999	3,196	937	214	122	49	19
\$0	to	\$99,999	3,377	1,029	251	136	50	19
\$0	to	\$124,999	3,490	1,097	280	177	57	22
\$0	to	\$149,999	3,596	1,168	291	205	63	24
\$0	to	\$199,999	3,738	1,288	314	225	67	24
\$0	or	more	3,852	1,322	324	241	68	24

Demand Estimate, Subsidized							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Income, 0BR	\$27,900	-	-	-	-	-	-
Maximum Income, 1BR	\$27,900	\$31,850	-	-	-	-	-
Maximum Income, 2BR	\$27,900	\$31,850	-	-	-	-	-
Maximum Income, 3BR	-	-	-	-	-	-	-
Maximum Income, 4BR	-	-	-	-	-	-	-
Maximum Allowable Income	\$27,900	\$31,850	-	-	-	-	-
Minimum Income, 0BR	-	-	-	-	-	-	-
Minimum Income, 1BR	-	-	-	-	-	-	-
Minimum Income, 2BR	-	-	-	-	-	-	-
Minimum Income, 3BR	-	-	-	-	-	-	-
Minimum Income, 4BR	-	-	-	-	-	-	-
Minimum Qualified Income	-	-	-	-	-	-	-
HH Below Upper Income	2,031	484	0	0	0	0	0
HH Below Lower Income	0	0	0	0	0	0	0
Subtotal	2,031	484	0	0	0	0	0

Demand Estimate 2,515

Our analysis suggests demand for a total of 2,515 size- and income-qualified units in the market area.

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

## Demand Estimate, Restricted, 50% of AMI

In this section we account for income-band overlap and develop a demand estimate for the units restricted to 50% of AMI at the subject property.

55+ Renter Households, by Income, by Size								
2023								
	2023	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
\$0	to	\$9,999	422	52	13	10	10	4
\$0	to	\$19,999	1,652	286	44	20	14	6
\$0	to	\$29,999	2,157	464	142	43	17	6
\$0	to	\$39,999	2,578	600	162	64	19	7
\$0	to	\$49,999	2,864	751	171	69	21	7
\$0	to	\$59,999	3,012	834	188	111	47	19
\$0	to	\$74,999	3,196	937	214	122	49	19
\$0	to	\$99,999	3,377	1,029	251	136	50	19
\$0	to	\$124,999	3,490	1,097	280	177	57	22
\$0	to	\$149,999	3,596	1,168	291	205	63	24
\$0	to	\$199,999	3,738	1,288	314	225	67	24
\$0	or	more	3,852	1,322	324	241	68	24

Demand Estimate, Restricted, 50% of AMI							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Income, 0BR	-	-	-	-	-	-	-
Maximum Income, 1BR	\$27,900	\$31,850	-	-	-	-	-
Maximum Income, 2BR	-	-	-	-	-	-	-
Maximum Income, 3BR	-	-	-	-	-	-	-
Maximum Income, 4BR	-	-	-	-	-	-	-
Maximum Allowable Income	\$27,900	\$31,850	-	-	-	-	-
Minimum Income, 0BR	-	-	-	-	-	-	-
Minimum Income, 1BR	\$19,500	\$19,500	-	-	-	-	-
Minimum Income, 2BR	-	-	-	-	-	-	-
Minimum Income, 3BR	-	-	-	-	-	-	-
Minimum Income, 4BR	-	-	-	-	-	-	-
Minimum Qualified Income	\$19,500	\$19,500	-	-	-	-	-
HH Below Upper Income	2,031	484	0	0	0	0	0
HH Below Lower Income	1,591	274	0	0	0	0	0
Subtotal	440	210	0	0	0	0	0

Demand Estimate

650

Our analysis suggests demand for a total of 650 size- and income-qualified units in the market area.

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

## Demand Estimate, Restricted, 60% of AMI

In this section we account for income-band overlap and develop a demand estimate for the units restricted to 60% of AMI at the subject property.

55+ Renter Households, by Income, by Size								
2023								
	2023	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
\$0	to	\$9,999	422	52	13	10	10	4
\$0	to	\$19,999	1,652	286	44	20	14	6
\$0	to	\$29,999	2,157	464	142	43	17	6
\$0	to	\$39,999	2,578	600	162	64	19	7
\$0	to	\$49,999	2,864	751	171	69	21	7
\$0	to	\$59,999	3,012	834	188	111	47	19
\$0	to	\$74,999	3,196	937	214	122	49	19
\$0	to	\$99,999	3,377	1,029	251	136	50	19
\$0	to	\$124,999	3,490	1,097	280	177	57	22
\$0	to	\$149,999	3,596	1,168	291	205	63	24
\$0	to	\$199,999	3,738	1,288	314	225	67	24
\$0	or	more	3,852	1,322	324	241	68	24

Demand Estimate, Restricted, 60% of AMI							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Income, 0BR	-	-	-	-	-	-	-
Maximum Income, 1BR	\$33,480	\$38,220	-	-	-	-	-
Maximum Income, 2BR	-	-	-	-	-	-	-
Maximum Income, 3BR	-	-	-	-	-	-	-
Maximum Income, 4BR	-	-	-	-	-	-	-
Maximum Allowable Income	\$33,480	\$38,220	-	-	-	-	-
Minimum Income, 0BR	-	-	-	-	-	-	-
Minimum Income, 1BR	\$21,600	\$21,600	-	-	-	-	-
Minimum Income, 2BR	-	-	-	-	-	-	-
Minimum Income, 3BR	-	-	-	-	-	-	-
Minimum Income, 4BR	-	-	-	-	-	-	-
Minimum Qualified Income	\$21,600	\$21,600	-	-	-	-	-
HH Below Upper Income	2,283	573	0	0	0	0	0
HH Below Lower Income	1,728	313	0	0	0	0	0
Subtotal	556	260	0	0	0	0	0

Demand Estimate

816

Our analysis suggests demand for a total of 816 size- and income-qualified units in the market area.

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

## Demand Estimate

In this section, we derive our overburdened demand and capture rate estimates for the subject property. Our analysis, which begins with the income-qualified renter household estimates developed above, is found below.

Income Qualified Renter Households								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	2,515			650	816			

The next step in our analysis is to account for 2 years of growth to estimate the demand stemming from new income qualified rental households. Our estimates are found below.

Annual Renter Household Growth Rate								
1.3%								
New Rental Households								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	65			17	21			

The next step in our analysis is to estimate existing demand stemming from income-qualified overburdened renter households in this market area. Our estimates are found below.

Overburdened Renter Households								
44.1%								
Existing Households - Rent Overburdened								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	1,109			287	360			

The next step in our analysis is to estimate existing demand stemming from income-qualified substandard renter households in this market area. Our estimates are found below.

Substandard Renter Households								
4.9%								
Existing Households - Substandard								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	123			32	40			

The next step in our analysis is to account for elderly homeowners likely to convert to rental housing. This component may not comprise more than 20 percent of total demand. Our estimates are found below.

Elderly Homeowners Likely to Convert to Rental Housing								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	326			86	108			

The next step in our analysis is to account for existing qualifying tenants likely to remain after renovation. Our estimates are found below.

Subject Property Units (Total)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	12			15	27			
Existing Qualifying Tenants Likely to Remain after Renovation								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	6			8	13			



The next step in our analysis is to tally up total demand for the subject property. Our estimates are found below.

Total Demand								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	1,629			429	542			

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

Vacant Competing & Pipeline Units								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot				4	9			

The next step in our analysis is to subtract the number of vacant competing & pipeline units from total demand to arrive at a net demand estimate for the subject property. Our estimates are found below.

Net Demand (Total Demand - Vacant Competing & Pipeline Units)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	1,629			425	533			

The next step in our analysis is to compute the capture rate for the project. For purposes of this computation, we define capture rate as the total number of subject property units divided by net demand. Underwriters often utilize capture rate limits of 10 to 20 percent using this methodology. Our estimates are presented below:

Capture Rates (Subject Property Units / Net Demand)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	0.7%			3.5%	5.1%			

Our findings are summarized below.

Project-Wide Capture Rate - LIHTC Units	2.1%
Project-Wide Capture Rate - Market Units	
Project-Wide Capture Rate - All Units	2.1%
Project-Wide Absorption Period (Months)	2 months

Please note: Project-wide capture rate estimates do not account for income band overlap at the project level.

## VHDA DEMAND ANALYSIS

### Overview

In this section we evaluate demand for the subject property using the VHDA demand methodology. For purposes of this analysis, we define VHDA demand as the number of new income-qualified and existing income-qualified overburdened and substandard 55+ renter households that would qualify to live at the subject property at the lesser of achievable rents or the sponsor's proposed rents. Our analysis ignores any rent subsidies for the subject property.

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

2023 \$		55+ Renter Households, by Income, by Size						
		2023						
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	Total
\$0	to \$9,999	422	52	13	10	10	4	511
\$0	to \$19,999	1,652	286	44	20	14	6	2,022
\$0	to \$29,999	2,157	464	142	43	17	6	2,829
\$0	to \$39,999	2,578	600	162	64	19	7	3,430
\$0	to \$49,999	2,864	751	171	69	21	7	3,883
\$0	to \$59,999	3,012	834	188	111	47	19	4,211
\$0	to \$74,999	3,196	937	214	122	49	19	4,538
\$0	to \$99,999	3,377	1,029	251	136	50	19	4,862
\$0	to \$124,999	3,490	1,097	280	177	57	22	5,123
\$0	to \$149,999	3,596	1,168	291	205	63	24	5,348
\$0	to \$199,999	3,738	1,288	314	225	67	24	5,656
\$0	or more	3,852	1,322	324	241	68	24	5,830

Source: ESRI & Ribbon Demographics

## Demand Estimate, 0-Bedroom, Restricted, 50% of AMI

In this section we estimate demand for the 0-Bedroom / Restricted / 50% of AMI units at the subject property. Our analysis assumes a total of 3 units, 1 of which are anticipated to be vacant on market entry in 2023. Our analysis assumes a 40% income qualification ratio and 1-person households.

Unit Details	
Target Population	55+ Households
Unit Type	0-Bedroom
Rent Type	Restricted
Income Limit	50% of AMI
Total Units	3
Vacant Units at Market Entry	1

Minimum Qualified Income	
Net Rent	\$558
Utilities	\$0
Gross Rent	\$558
Income Qualification Ratio	40%
Minimum Qualified Income	\$1,395
Months/Year	12
Minimum Qualified Income	\$16,740

55+ Renter Households, by Income, by Size								
2023								
2023	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	422	52	13	10	10	4
\$0	to	\$19,999	1,652	286	44	20	14	6
\$0	to	\$29,999	2,157	464	142	43	17	6
\$0	to	\$39,999	2,578	600	162	64	19	7
\$0	to	\$49,999	2,864	751	171	69	21	7
\$0	to	\$59,999	3,012	834	188	111	47	19
\$0	to	\$74,999	3,196	937	214	122	49	19
\$0	to	\$99,999	3,377	1,029	251	136	50	19
\$0	to	\$124,999	3,490	1,097	280	177	57	22
\$0	to	\$149,999	3,596	1,168	291	205	63	24
\$0	to	\$199,999	3,738	1,288	314	225	67	24
\$0	or	more	3,852	1,322	324	241	68	24

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$27,900	\$31,850	\$35,850	\$39,800	\$43,000	\$46,200	

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

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	2,031	0	0	0	0	0
HH Below Minimum Income	1,222	0	0	0	0	0
Subtotal	809	0	0	0	0	0

Demand Estimate 809

Our analysis suggests demand for a total of 809 size- and income-qualified units in the market area.

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

## Demand Estimate, 1-Bedroom, Restricted, 50% of AMI

In this section we estimate demand for the 1-Bedroom / Restricted / 50% of AMI units at the subject property. Our analysis assumes a total of 21 units, 10 of which are anticipated to be vacant on market entry in 2023. Our analysis assumes a 40% income qualification ratio and 2-person households.

Unit Details	
Target Population	55+ Households
Unit Type	1-Bedroom
Rent Type	Restricted
Income Limit	50% of AMI
Total Units	21
Vacant Units at Market Entry	10

Minimum Qualified Income	
Net Rent	\$597
Utilities	\$0
Gross Rent	\$597
Income Qualification Ratio	40%
Minimum Qualified Income	\$1,493
Months/Year	12
Minimum Qualified Income	\$17,910

### 55+ Renter Households, by Income, by Size

		2023						
2023	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	422	52	13	10	10	4
\$0	to	\$19,999	1,652	286	44	20	14	6
\$0	to	\$29,999	2,157	464	142	43	17	6
\$0	to	\$39,999	2,578	600	162	64	19	7
\$0	to	\$49,999	2,864	751	171	69	21	7
\$0	to	\$59,999	3,012	834	188	111	47	19
\$0	to	\$74,999	3,196	937	214	122	49	19
\$0	to	\$99,999	3,377	1,029	251	136	50	19
\$0	to	\$124,999	3,490	1,097	280	177	57	22
\$0	to	\$149,999	3,596	1,168	291	205	63	24
\$0	to	\$199,999	3,738	1,288	314	225	67	24
\$0	or	more	3,852	1,322	324	241	68	24

Maximum Allowable Income							
		1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Maximum Allowable Income		\$27,900	\$31,850	\$35,850	\$39,800	\$43,000	\$46,200

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

Demand Estimate							
		1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income		2,031	484	0	0	0	0
HH Below Minimum Income		1,345	228	0	0	0	0
Subtotal		686	257	0	0	0	0

Demand Estimate 943

Our analysis suggests demand for a total of 943 size- and income-qualified units in the market area.

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

## Demand Estimate, 1-Bedroom, Restricted, 60% of AMI

In this section we estimate demand for the 1-Bedroom / Restricted / 60% of AMI units at the subject property. Our analysis assumes a total of 27 units, 14 of which are anticipated to be vacant on market entry in 2023. Our analysis assumes a 40% income qualification ratio and 2-person households.

Unit Details	
Target Population	55+ Households
Unit Type	1-Bedroom
Rent Type	Restricted
Income Limit	60% of AMI
Total Units	27
Vacant Units at Market Entry	14

Minimum Qualified Income	
Net Rent	\$810
Utilities	\$0
Gross Rent	\$810
Income Qualification Ratio	40%
Minimum Qualified Income	\$2,025
Months/Year	12
Minimum Qualified Income	\$24,300

### 55+ Renter Households, by Income, by Size

		2023						
2023	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	422	52	13	10	10	4
\$0	to	\$19,999	1,652	286	44	20	14	6
\$0	to	\$29,999	2,157	464	142	43	17	6
\$0	to	\$39,999	2,578	600	162	64	19	7
\$0	to	\$49,999	2,864	751	171	69	21	7
\$0	to	\$59,999	3,012	834	188	111	47	19
\$0	to	\$74,999	3,196	937	214	122	49	19
\$0	to	\$99,999	3,377	1,029	251	136	50	19
\$0	to	\$124,999	3,490	1,097	280	177	57	22
\$0	to	\$149,999	3,596	1,168	291	205	63	24
\$0	to	\$199,999	3,738	1,288	314	225	67	24
\$0	or	more	3,852	1,322	324	241	68	24

Maximum Allowable Income							
		1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Maximum Allowable Income		\$33,480	\$38,220	\$43,020	\$47,760	\$51,600	\$55,440

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

Demand Estimate							
		1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income		2,283	573	0	0	0	0
HH Below Minimum Income		1,854	357	0	0	0	0
Subtotal		429	216	0	0	0	0

Demand Estimate 645

Our analysis suggests demand for a total of 645 size- and income-qualified units in the market area.

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

## Demand Estimate, 2-Bedroom, Restricted, 50% of AMI

In this section we estimate demand for the 2-Bedroom / Restricted / 50% of AMI units at the subject property. Our analysis assumes a total of 3 units, 2 of which are anticipated to be vacant on market entry in 2023. Our analysis assumes a 40% income qualification ratio and 2-person households.

Unit Details	
Target Population	55+ Households
Unit Type	2-Bedroom
Rent Type	Restricted
Income Limit	50% of AMI
Total Units	3
Vacant Units at Market Entry	2

Minimum Qualified Income	
Net Rent	\$896
Utilities	\$0
Gross Rent	\$896
Income Qualification Ratio	40%
Minimum Qualified Income	\$2,240
Months/Year	12
Minimum Qualified Income	\$26,880

55+ Renter Households, by Income, by Size								
2023								
2023	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	422	52	13	10	10	4
\$0	to	\$19,999	1,652	286	44	20	14	6
\$0	to	\$29,999	2,157	464	142	43	17	6
\$0	to	\$39,999	2,578	600	162	64	19	7
\$0	to	\$49,999	2,864	751	171	69	21	7
\$0	to	\$59,999	3,012	834	188	111	47	19
\$0	to	\$74,999	3,196	937	214	122	49	19
\$0	to	\$99,999	3,377	1,029	251	136	50	19
\$0	to	\$124,999	3,490	1,097	280	177	57	22
\$0	to	\$149,999	3,596	1,168	291	205	63	24
\$0	to	\$199,999	3,738	1,288	314	225	67	24
\$0	or	more	3,852	1,322	324	241	68	24

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$27,900	\$31,850	\$35,850	\$39,800	\$43,000	\$46,200	

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

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	2,031	484	0	0	0	0
HH Below Minimum Income	1,980	402	0	0	0	0
Subtotal	51	83	0	0	0	0

Demand Estimate 133

Our analysis suggests demand for a total of 133 size- and income-qualified units in the market area.

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

## Demand Estimate, Restricted, 50% of AMI

In this section we account for income-band overlap and develop a demand estimate for the units restricted to 50% of AMI at the subject property.

55+ Renter Households, by Income, by Size								
2023								
	2023	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
\$0	to	\$9,999	422	52	13	10	10	4
\$0	to	\$19,999	1,652	286	44	20	14	6
\$0	to	\$29,999	2,157	464	142	43	17	6
\$0	to	\$39,999	2,578	600	162	64	19	7
\$0	to	\$49,999	2,864	751	171	69	21	7
\$0	to	\$59,999	3,012	834	188	111	47	19
\$0	to	\$74,999	3,196	937	214	122	49	19
\$0	to	\$99,999	3,377	1,029	251	136	50	19
\$0	to	\$124,999	3,490	1,097	280	177	57	22
\$0	to	\$149,999	3,596	1,168	291	205	63	24
\$0	to	\$199,999	3,738	1,288	314	225	67	24
\$0	or	more	3,852	1,322	324	241	68	24

Demand Estimate, Restricted, 50% of AMI							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Income, 0BR	\$27,900	-	-	-	-	-	-
Maximum Income, 1BR	\$27,900	\$31,850	-	-	-	-	-
Maximum Income, 2BR	\$27,900	\$31,850	-	-	-	-	-
Maximum Income, 3BR	-	-	-	-	-	-	-
Maximum Income, 4BR	-	-	-	-	-	-	-
Maximum Allowable Income	\$27,900	\$31,850	-	-	-	-	-
Minimum Income, 0BR	\$16,740	-	-	-	-	-	-
Minimum Income, 1BR	\$17,910	\$17,910	-	-	-	-	-
Minimum Income, 2BR	\$26,880	\$26,880	-	-	-	-	-
Minimum Income, 3BR	-	-	-	-	-	-	-
Minimum Income, 4BR	-	-	-	-	-	-	-
Minimum Qualified Income	\$16,740	\$17,910	-	-	-	-	-
HH Below Upper Income	2,031	484	0	0	0	0	0
HH Below Lower Income	1,222	228	0	0	0	0	0
Subtotal	809	257	0	0	0	0	0

Demand Estimate 1,066

Our analysis suggests demand for a total of 1,066 size- and income-qualified units in the market area.

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

## Demand Estimate, Restricted, 60% of AMI

In this section we account for income-band overlap and develop a demand estimate for the units restricted to 60% of AMI at the subject property.

55+ Renter Households, by Income, by Size								
2023								
	2023	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
\$0	to	\$9,999	422	52	13	10	10	4
\$0	to	\$19,999	1,652	286	44	20	14	6
\$0	to	\$29,999	2,157	464	142	43	17	6
\$0	to	\$39,999	2,578	600	162	64	19	7
\$0	to	\$49,999	2,864	751	171	69	21	7
\$0	to	\$59,999	3,012	834	188	111	47	19
\$0	to	\$74,999	3,196	937	214	122	49	19
\$0	to	\$99,999	3,377	1,029	251	136	50	19
\$0	to	\$124,999	3,490	1,097	280	177	57	22
\$0	to	\$149,999	3,596	1,168	291	205	63	24
\$0	to	\$199,999	3,738	1,288	314	225	67	24
\$0	or	more	3,852	1,322	324	241	68	24

Demand Estimate, Restricted, 60% of AMI							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Income, 0BR	-	-	-	-	-	-	-
Maximum Income, 1BR	\$33,480	\$38,220	-	-	-	-	-
Maximum Income, 2BR	-	-	-	-	-	-	-
Maximum Income, 3BR	-	-	-	-	-	-	-
Maximum Income, 4BR	-	-	-	-	-	-	-
Maximum Allowable Income	\$33,480	\$38,220	-	-	-	-	-
Minimum Income, 0BR	-	-	-	-	-	-	-
Minimum Income, 1BR	\$24,300	\$24,300	-	-	-	-	-
Minimum Income, 2BR	-	-	-	-	-	-	-
Minimum Income, 3BR	-	-	-	-	-	-	-
Minimum Income, 4BR	-	-	-	-	-	-	-
Minimum Qualified Income	\$24,300	\$24,300	-	-	-	-	-
HH Below Upper Income	2,283	573	0	0	0	0	0
HH Below Lower Income	1,854	357	0	0	0	0	0
Subtotal	429	216	0	0	0	0	0

Demand Estimate

645

Our analysis suggests demand for a total of 645 size- and income-qualified units in the market area.

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



## Demand Estimate

In this section, we derive our overburdened demand and capture rate estimates for the subject property. Our analysis, which begins with the income-qualified renter household estimates developed above, is found below.

Income Qualified Renter Households								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot				1,066	645			

The next step in our analysis is to account for 2 years of growth to estimate the demand stemming from new income qualified rental households. Our estimates are found below.

Annual Renter Household Growth Rate								
1.3%								
New Rental Households								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot				28	17			

The next step in our analysis is to estimate existing demand stemming from income-qualified overburdened renter households in this market area. Our estimates are found below.

Overburdened Renter Households								
44.1%								
Existing Households - Rent Overburdened								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot				470	285			

The next step in our analysis is to estimate existing demand stemming from income-qualified substandard renter households in this market area. Our estimates are found below.

Substandard Renter Households								
4.9%								
Existing Households - Substandard								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot				52	32			

The next step in our analysis is to account for elderly homeowners likely to convert to rental housing. This component may not comprise more than 20 percent of total demand. Our estimates are found below.

Elderly Homeowners Likely to Convert to Rental Housing								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot				141	86			

The next step in our analysis is to account for existing qualifying tenants likely to remain after renovation. Our estimates are found below.

Subject Property Units (Total)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot				27	27			
Existing Qualifying Tenants Likely to Remain after Renovation								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot				14	13			

The next step in our analysis is to tally up total demand for the subject property. Our estimates are found below.

Total Demand								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot				705	432			

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

Vacant Competing & Pipeline Units								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot				4	9			

The next step in our analysis is to subtract the number of vacant competing & pipeline units from total demand to arrive at a net demand estimate for the subject property. Our estimates are found below.

Net Demand (Total Demand - Vacant Competing & Pipeline Units)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot				701	423			

The next step in our analysis is to compute the capture rate for the project. For purposes of this computation, we define capture rate as the total number of subject property units divided by net demand. Underwriters often utilize capture rate limits of 10 to 20 percent using this methodology. Our estimates are presented below:

Capture Rates (Subject Property Units / Net Demand)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot				3.9%	6.4%			

Our findings are summarized below.

Project-Wide Capture Rate - LIHTC Units	4.8%
Project-Wide Capture Rate - Market Units	
Project-Wide Capture Rate - All Units	4.8%
Project-Wide Absorption Period (Months)	2 months

Please note: Project-wide capture rate estimates do not account for income band overlap at the project level.

**RENT COMPARABLES, MARKET RATE**

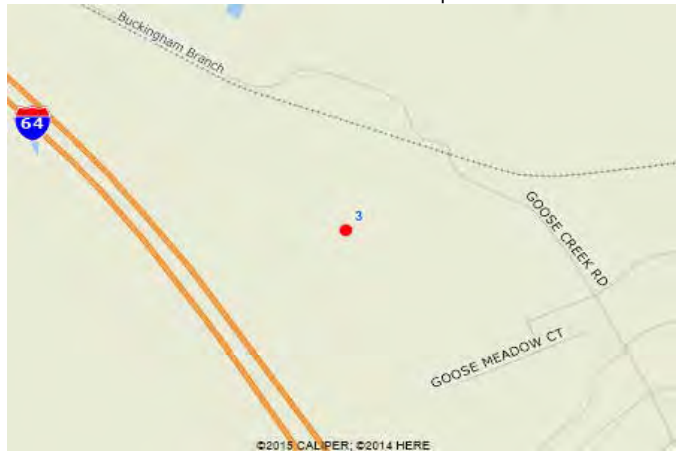
Project Information

Property Name	Apartments at Goose Creek Phase 2
Street Number	80
Street Name	Goose Point
Street Type	Lane
City	Fishersville
State	Virginia
Zip	22939
Phone Number	540.712.2459
Year Built	2021
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	\$1,300
Other Fees	\$50
Waiting List	no
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	38.0976
Longitude	-78.9977
Nearest Crossroads	na
AAC Code	23-003 003

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Emma, Leasing Agent
Phone Number	540.712.2459
Interview Date	06-Feb-23
Interviewed By	PL

Per Ms. Kimber to DK 2/14/23 - 3 buildings in phase 2, with a total of 13 buildings. Phase 2 completed in 2021. HUD financing for luxury apartments according to sign and HUD search. There are no new apartments or businesses nearby.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	764	Garden/Flat	Mar	Mar	No	No	42		\$1,406		\$1,406	\$157	\$1,563
1	1.0	764	Garden/Flat	Mar	Mar	No	No	6		\$1,406		\$1,406	\$157	\$1,563
2	2.0	1184	Garden/Flat	Mar	Mar	No	No	72		\$1,526		\$1,526	\$211	\$1,737
2	2.0	1184	Garden/Flat	Mar	Mar	No	No	8		\$1,631		\$1,631	\$211	\$1,842
3	2.0	1420	Garden/Flat	Mar	Mar	No	No	18		\$1,715		\$1,715	\$276	\$1,991
3	2.0	1420	Garden/Flat	Mar	Mar	No	No	2		\$1,820		\$1,820	\$276	\$2,096
Total / Average		1,080				171		148		\$1,520		\$1,520	\$202	\$1,722

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	no
Cooking-Electric	yes	no
Other Electric	yes	no
Air Cond	yes	no
Hot Water-Electric	yes	no
Water	yes	no
Sewer	yes	no
Trash	no	no
Comp vs. Subject	Inferior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	no	yes
Internet	no	yes
Comp vs. Subject	Superior	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.50	3.00
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	4.00	3.00
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.80	2.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.70	3.50
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.50	4.00
Comp vs. Subject	Superior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2021	2013
Comp vs. Subject	Superior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	yes	no
Bus/Comp Ctr	yes	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	yes	yes
Fitness Ctr	yes	no
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	yes
Movir/Media Ctr	yes	no
Picnic Area	yes	no
Playground	no	no
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	no
Carpeting	yes	yes
Fireplace	some	no
Patio/Balcony	yes	some
Storage	no	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	yes	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	yes
W/D Units	yes	no
W/D Hookups	no	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	yes
Cont Access	no	yes
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Inferior	

Services		
Amenity	Comp	Subj
After School	na	no
Concierge	na	no
Hair Salon	na	no
Health Care	na	no
Housekeeping	na	no
Meals	na	no
Transportation	na	no
Comp vs. Subject	Similar	

Apartments at Goose Creek Phase 2 is an existing multifamily development located at 80 Goose Point Lane in Fishersville, Virginia. The property, which consists of 148 apartment units, was originally constructed in 2021 with conventional financing. All units are set aside as market rate units. The property currently stands at 100 percent occupancy.

Project Information

Property Name	Big Sky Apartments Phase 2
Street Number	107
Street Name	Community
Street Type	Way
City	Staunton
State	Virginia
Zip	24401
Phone Number	(540) 213-0234
Year Built	2017
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	\$40
Waiting List	yes
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	38.1354
Longitude	-79.0508
Nearest Crossroads	na
AAC Code	23-003 010

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Amy, Leasing Agent
Phone Number	(540) 213-0234
Interview Date	08-Feb-23
Interviewed By	PL

Addison and Fairmont style units have a loft. Rent range due to unit location/view. Contact advised new Car Wash, Jersey Mikes, and Chipotle nearby.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	949	Garden/Flat	Mar	Mar	No	No	20		\$1,199		\$1,199	\$157	\$1,356
1	1.0	1237	Garden/Flat	Mar	Mar	No	No	15		\$1,261		\$1,261	\$157	\$1,418
2	2.0	1220	Garden/Flat	Mar	Mar	No	No	35		\$1,363		\$1,363	\$211	\$1,574
2	2.0	1509	Garden/Flat	Mar	Mar	No	No	39		\$1,412		\$1,412	\$211	\$1,623
3	3.0	1557	Garden/Flat	Mar	Mar	No	No	5		\$1,559		\$1,559	\$276	\$1,835
Total / Average		1,288						114		\$1,346		\$1,346	\$197	\$1,543

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	no
Cooking-Electric	yes	no
Other Electric	yes	no
Air Cond	yes	no
Hot Water-Electric	yes	no
Water	yes	no
Sewer	yes	no
Trash	no	no
Comp vs. Subject	Inferior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	4.00	3.00
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.50	3.00
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.60	2.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	4.50	3.50
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.00
Comp vs. Subject	Similar	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2010	2013
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	yes	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	yes
Fitness Ctr	yes	no
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	yes
Movary/Media Ctr	no	no
Picnic Area	yes	no
Playground	yes	no
Pool	yes	no
Sauna	no	no
Sports Court	yes	no
Walking Trail	no	no
Comp vs. Subject	Similar	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	no
Carpeting	yes	yes
Fireplace	yes	no
Patio/Balcony	yes	some
Storage	no	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	yes	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	na	no
Covered Pkg	na	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	yes
W/D Units	yes	no
W/D Hookups	no	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	yes
Cont Access	no	yes
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Inferior	

Services		
Amenity	Comp	Subj
After School	na	no
Concierge	na	no
Hair Salon	na	no
Health Care	na	no
Housekeeping	na	no
Meals	na	no
Transportation	na	no
Comp vs. Subject	Similar	

Big Sky Apartments Phase 2 is an existing multifamily development located at 107 Community Way in Staunton, Virginia. The property, which consists of 114 apartment units, was originally constructed in 2017 with conventional financing. All units are set aside as market rate units. The property currently stands at 100 percent occupancy.

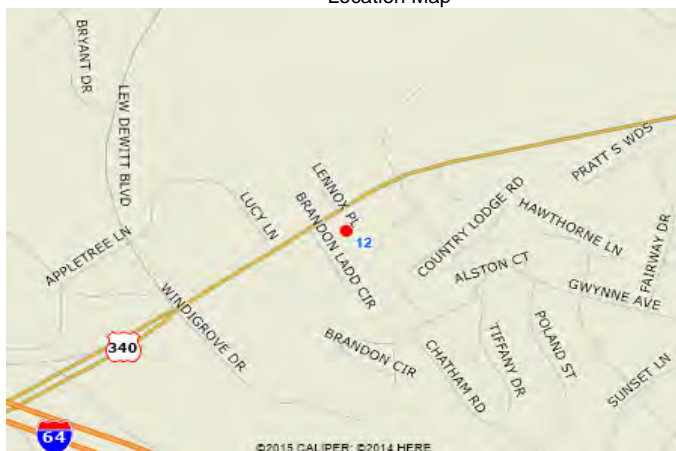
Project Information

Property Name	Brandon Ladd Apartments
Street Number	1750
Street Name	Rosser
Street Type	Avenue
City	Waynesboro
State	Virginia
Zip	22980
Phone Number	(540) 942-1700
Year Built	1958
Year Renovated	na
Minimum Lease	6
Min. Security Dep.	1 month
Other Fees	\$50
Waiting List	no
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	38.0651
Longitude	-78.9322
Nearest Crossroads	na
AAC Code	23-003 012

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Julie, Leasing Agent
Phone Number	(540) 949-5000
Interview Date	07-Feb-23
Interviewed By	PL

Reporting starting rates. Some units have gas heat included and rent at higher rate than those shown. There are no new apartments or businesses nearby. New roofs planned for phase 2 in 2011. Contact advised new Popeye's nearby.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
0	1.0	500	Garden/Flat	Mar	Mar	No	No	10		\$750		\$750	\$90	\$840
1	1.0	700	Garden/Flat	Mar	Mar	No	No	48		\$820		\$820	\$102	\$922
2	1.0	1000	Garden/Flat	Mar	Mar	No	No	84		\$1,025		\$1,025	\$127	\$1,152
3	1.5	1250	Townhome	Mar	Mar	No	No	27		\$1,225		\$1,225	\$181	\$1,406
Total / Average		925						175		\$982		\$982	\$126	\$1,109



Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Gas	yes	no
Cooking-Gas	yes	no
Other Electric	yes	no
Air Cond	yes	no
Hot Water-Gas	yes	no
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Inferior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	4.00	3.00
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.50	3.00
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.70	2.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	4.50	3.50
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.00	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	1958	2013
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	no	yes
Elevator	no	yes
Fitness Ctr	no	no
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	yes
Movbr/Media Ctr	no	no
Picnic Area	no	no
Playground	yes	no
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	yes	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	no	yes
Ceiling Fans	no	no
Upgraded Flooring	yes	yes
Fireplace	no	no
Patio/Balcony	some	some
Storage	no	no
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	some	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	yes	no
Open	yes	yes
None	no	no
Comp vs. Subject	Superior	

Laundry		
Amenity	Comp	Subj
Central	yes	yes
W/D Units	no	no
W/D Hookups	some	no
Comp vs. Subject	Similar	

Security		
Amenity	Comp	Subj
Call Buttons	no	yes
Cont Access	no	yes
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Inferior	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Brandon Ladd Apartments is an existing multifamily development located at 1750 Rosser Avenue in Waynesboro, Virginia. The property, which consists of 169 apartment units, was originally constructed in 1958 with conventional financing. All units are set aside as market rate units. The property currently stands at 100 percent occupancy.

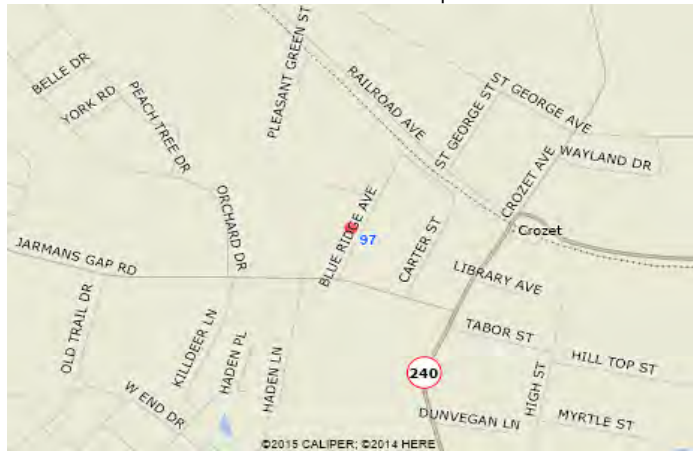
Project Information

Property Name	Vue (The)
Street Number	3000
Street Name	Vue
Street Type	Avenue
City	Crozet
State	Virginia
Zip	22932
Phone Number	(434) 282-4511
Year Built	2020
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	\$40
Waiting List	na
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	38.0697
Longitude	-78.7048
Nearest Crossroads	na
AAC Code	23-003 097

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Kianna, Leasing Agent
Phone Number	(434) 282-4511
Interview Date	06-Feb-23
Interviewed By	PL

Rates unavailable for floorplans unless available or coming available.  
 Total property unit count correct. There are no new apartments or businesses nearby.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	807	Garden/Flat	Mar	Mar	No	No	46		\$1,459		\$1,459	\$157	\$1,616
1	1.0	790	Garden/Flat			No								
2	2.0	1038	Garden/Flat	Mar	Mar	No	No	69	1	\$1,740		\$1,740	\$211	\$1,951
2	2.0	1236	Garden/Flat			No								
2	2.0	1463	Garden/Flat	Mar	Mar	No	No	14	1	\$1,865		\$1,865	\$211	\$2,076
2	2.0	1464	Garden/Flat			No								
Total / Average		1,002						177		129		\$1,653	\$192	\$1,845

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	no
Cooking-Electric	yes	no
Other Electric	yes	no
Air Cond	yes	no
Hot Water-Electric	yes	no
Water	yes	no
Sewer	yes	no
Trash	no	no
Comp vs. Subject	Inferior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.50	3.00
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.50	3.00
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	4.50	2.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.60	3.50
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.00
Comp vs. Subject	Similar	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2020	2013
Comp vs. Subject	Superior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	yes
Fitness Ctr	yes	no
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	yes
Movary/Media Ctr	no	no
Picnic Area	yes	no
Playground	yes	no
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	yes	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	yes	some
Storage	no	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	yes	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	yes
W/D Units	yes	no
W/D Hookups	no	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	yes
Cont Access	no	yes
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Inferior	

Services		
Amenity	Comp	Subj
After School	na	no
Concierge	na	no
Hair Salon	na	no
Health Care	na	no
Housekeeping	na	no
Meals	na	no
Transportation	na	no
Comp vs. Subject	Similar	

Vue (The) is an existing multifamily development located at 3000 Vue Avenue in Crozet, Virginia. The property, which consists of 129 apartment units, was originally constructed in 2020 with conventional financing. All units are set aside as market rate units. The property currently stands at 98 percent occupancy.

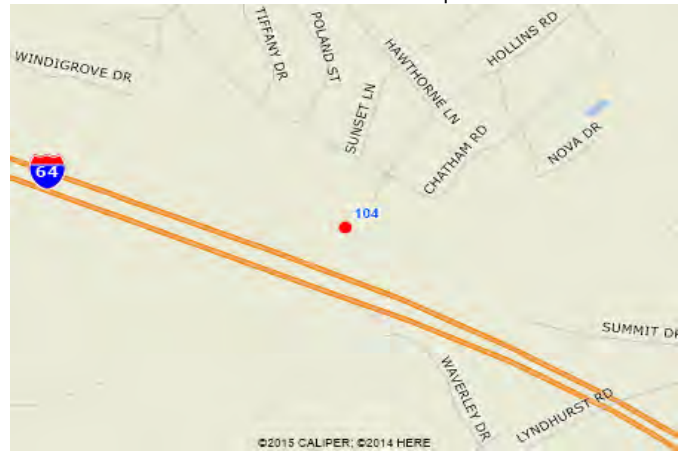
Project Information

Property Name	Windigrove Apartments Phase 2
Street Number	357
Street Name	Windigrove
Street Type	Drive
City	Waynesboro
State	Virginia
Zip	22980
Phone Number	(540) 949-7158
Year Built	2021
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	\$40
Waiting List	12 people
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	38.0578
Longitude	-78.9260
Nearest Crossroads	na
AAC Code	23-003 104

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Faye, Leasing Agent
Phone Number	(540) 949-7158
Interview Date	06-Feb-23
Interviewed By	PL

This phase of the property consists of 10 buildings with 140 - 150 units opened Spring 2021. See information of Phase 3 consisting of 120 additional units, which was still under construction as of our November, 2021 survey of this property.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	965	Garden/Flat	Mar	Mar	No	No	36		\$1,235		\$1,235	\$157	\$1,392
1	1.0	1287	Garden/Flat	Mar	Mar	No	No	12		\$1,325		\$1,325	\$157	\$1,482
2	2.0	1267	Garden/Flat	Mar	Mar	No	No	22		\$1,360		\$1,360	\$211	\$1,571
2	2.0	1267	Garden/Flat	Mar	Mar	No	No	2		\$1,400		\$1,400	\$211	\$1,611
2	2.0	1584	Garden/Flat	Mar	Mar	No	No	60		\$1,475		\$1,475	\$211	\$1,686
3	2.0	1450	Garden/Flat	Mar	Mar	No	No	12		\$1,525		\$1,525	\$276	\$1,801
3	2.0	1450	Garden/Flat	Mar	Mar	No	No	2		\$1,580		\$1,580	\$276	\$1,856
Total / Average		1,342						179		\$1,391		\$1,391	\$199	\$1,590

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	no
Cooking-Electric	yes	no
Other Electric	yes	no
Air Cond	yes	no
Hot Water-Electric	yes	no
Water	yes	no
Sewer	yes	no
Trash	no	no
Comp vs. Subject	Inferior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.50	3.00
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	3.00
Comp vs. Subject	Similar	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.70	2.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.70	3.50
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.00
Comp vs. Subject	Similar	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2021	2013
Comp vs. Subject	Superior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	yes	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	yes
Fitness Ctr	yes	no
Gazebo/Patio	yes	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	yes
Movary/Media Ctr	no	no
Picnic Area	yes	no
Playground	yes	no
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	yes	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	no
Carpeting	yes	yes
Fireplace	yes	no
Patio/Balcony	no	some
Storage	no	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	yes	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	yes
W/D Units	yes	no
W/D Hookups	no	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	yes
Cont Access	no	yes
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Inferior	

Services		
Amenity	Comp	Subj
After School	na	no
Concierge	yes	no
Hair Salon	na	no
Health Care	na	no
Housekeeping	na	no
Meals	na	no
Transportation	na	no
Comp vs. Subject	Superior	

Windigrove Apartments Phase 2 is an existing multifamily development located at 357 Windigrove Drive in Waynesboro, Virginia. The property, which consists of 146 apartment units, was originally constructed in 2021 with conventional financing. All units are set aside as market rate units. The property currently stands at 100 percent occupancy.

Project Information

Property Name	Summit Apartments Homes (The)
Street Number	4554
Street Name	Trailhead
Street Type	Drive
City	Crozet
State	Virginia
Zip	22932
Phone Number	(434) 459-8198
Year Built	2020
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	\$1,300
Other Fees	\$300
Waiting List	na
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	38.0563
Longitude	-78.7099
Nearest Crossroads	na
AAC Code	23-003 107

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Tamila, Leasing Agent
Phone Number	(434) 459-8198
Interview Date	06-Feb-23
Interviewed By	PL

There are no new apartments or businesses nearby.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	760	Garden/Flat	Mar	Mar	No	No	58		\$1,243		\$1,243	\$157	\$1,400
1	1.0	822	Garden/Flat	Mar	Mar	No	No	10		\$1,243		\$1,243	\$157	\$1,400
1	1.5	908	Garden/Flat	Mar	Mar	No	No	2		\$2,093		\$2,093	\$157	\$2,250
2	2.0	1035	Garden/Flat	Mar	Mar	No	No	9		\$1,895		\$1,895	\$211	\$2,106
2	2.0	1151	Garden/Flat	Mar	Mar	No	No	82	2	\$1,830		\$1,830	\$211	\$2,041
2	2.0	1104	Garden/Flat	Mar	Mar	No	No	5		\$1,945		\$1,945	\$211	\$2,156
2	2.0	1193	Garden/Flat	Mar	Mar	No	No	3		\$1,895		\$1,895	\$211	\$2,106
2	2.0	1233	Garden/Flat	Mar	Mar	No	No	2	1	\$1,890		\$1,890	\$211	\$2,101
2	2.0	1406	Garden/Flat	Mar	Mar	No	No	3		\$2,094		\$2,094	\$211	\$2,305
2	2.0	1546	Garden/Flat	Mar	Mar	No	No	2		\$2,046		\$2,046	\$211	\$2,257
2	2.5	1284	Garden/Flat	Mar	Mar	No	No	1		\$2,501		\$2,501	\$211	\$2,712
2	2.5	1364	Garden/Flat	Mar	Mar	No	No	1		\$1,945		\$1,945	\$211	\$2,156
2	2.5	2082	Garden/Flat	Mar	Mar	No	No	1		\$2,309		\$2,309	\$211	\$2,520
3	2.0	1445	Garden/Flat	Mar	Mar	No	No	8		\$2,223		\$2,223	\$276	\$2,499
3	2.0	1546	Garden/Flat	Mar	Mar	No	No	2		\$2,312		\$2,312	\$276	\$2,588
3	2.0	1853	Garden/Flat	Mar	Mar	No	No	1		\$3,135		\$3,135	\$276	\$3,411
Total / Average		1,041						181	190	3		\$1,672	\$195	\$1,867

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	no
Cooking-Electric	yes	no
Other Electric	yes	no
Air Cond	yes	no
Hot Water-Electric	yes	no
Water	yes	no
Sewer	yes	no
Trash	no	no
Comp vs. Subject	Inferior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	no	yes
Internet	no	yes
Comp vs. Subject	Superior	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.00	3.00
Comp vs. Subject	Similar	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	3.00
Comp vs. Subject	Similar	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	4.50	2.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.00	3.50
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.50	4.00
Comp vs. Subject	Superior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2020	2013
Comp vs. Subject	Superior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	yes	no
Bus/Comp Ctr	yes	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	yes	yes
Fitness Ctr	yes	no
Gazebo/Patio	yes	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	yes
Movbr/Media Ctr	yes	no
Picnic Area	yes	no
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	no	some
Storage	no	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	yes	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	yes
W/D Units	yes	no
W/D Hookups	no	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	yes
Cont Access	no	yes
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Inferior	

Services		
Amenity	Comp	Subj
After School	na	no
Concierge	na	no
Hair Salon	na	no
Health Care	na	no
Housekeeping	na	no
Meals	na	no
Transportation	na	no
Comp vs. Subject	Similar	

Summit Apartments Homes (The) is an existing multifamily development located at 4554 Trailhead Drive in Crozet, Virginia. The property, which consists of 190 apartment units, was originally constructed in 2020 with conventional financing. All units are set aside as market rate units. The property currently stands at 98 percent occupancy.

**RENT COMPARABLES, RESTRICTED RENT**



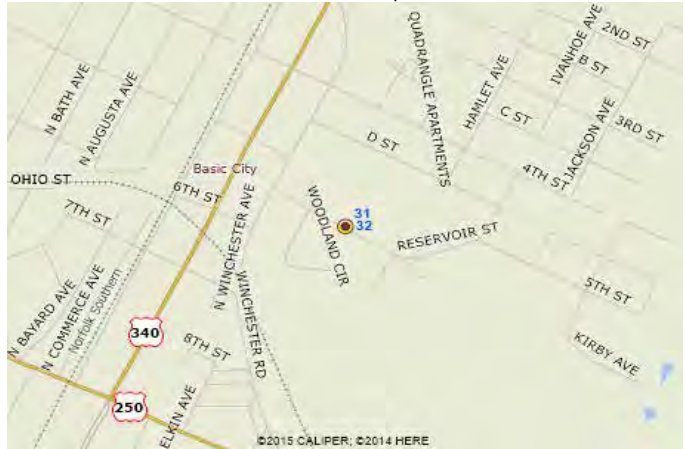
Project Information

Property Name	Fairfax Hall Apartments
Street Number	1101
Street Name	Reservoir
Street Type	Street
City	Waynesboro
State	Virginia
Zip	22980
Phone Number	(540) 946-9234
Year Built	1890
Year Renovated	2001
Minimum Lease	12
Min. Security Dep.	1/2 month
Other Fees	\$25
Waiting List	no
Project Rent	Restricted
Project Type	Elderly
Project Status	Stabilized
Financing	1999 Tax Credit
Vouchers	36
Latitude	38.0697
Longitude	-78.8710
Nearest Crossroads	na
AAC Code	23-003 031

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Jan Reed, Manager
Phone Number	804-543-2208
Interview Date	06-Jan-22
Interviewed By	DFR

1989 & 1999 TC's awarded for adaptive reuse of this historic former Brandon Hotel property without project based rental assistance. There are no new apartments or businesses nearby. There are several covered porches, a cupola and portico in lieu of a gazebo.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
0	1.0	462	Garden/Flat	50%	50%	No	No	4		\$650		\$650		\$650
0	1.0	462	Garden/Flat	60%	60%	No	No	4		\$730		\$730		\$730
1	1.0	628	Garden/Flat	50%	50%	No	No	19	3	\$690		\$690		\$690
1	1.0	534	Garden/Flat	50%	50%	No	No	3		\$690		\$690		\$690
1	1.0	641	Garden/Flat	60%	60%	No	No	23	3	\$785		\$785		\$785
2	1.5	1139	Garden/Flat	60%	60%	No	No	1		\$850		\$850		\$850
Total / Average		613						54	8	\$733		\$733		\$733

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	no	no
Cooking-Electric	no	no
Other Electric	no	no
Air Cond	no	no
Hot Water-Electric	no	no
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.00	3.00
Comp vs. Subject	Similar	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	3.00
Comp vs. Subject	Similar	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.00	2.00
Comp vs. Subject	Similar	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.50	3.50
Comp vs. Subject	Similar	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.00	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2000	2013
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	yes	yes
Fitness Ctr	no	no
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	yes	yes
Movbr/Media Ctr	no	no
Picnic Area	no	no
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	some	some
Storage	no	no
Comp vs. Subject	Similar	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	yes
W/D Units	no	no
W/D Hookups	no	no
Comp vs. Subject	Similar	

Security		
Amenity	Comp	Subj
Call Buttons	yes	yes
Cont Access	yes	yes
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	yes	yes
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Fairfax Hall Apartments is an existing multifamily development located at 1101 Reservoir Street in Waynesboro, Virginia. The property, which consists of 54 apartment units, was originally constructed in 1890 . This property is currently operated as a rent restricted property. The property currently stands at 85 percent occupancy.

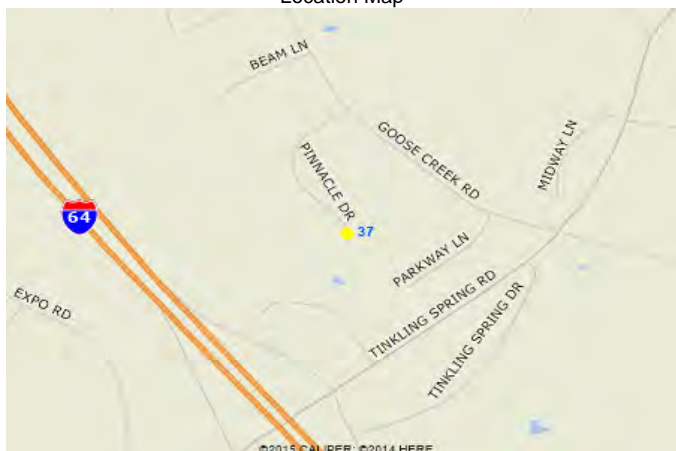
Project Information

Property Name	Gateway Senior Apartments
Street Number	73
Street Name	Pinnacle
Street Type	Drive
City	Fishersville
State	Virginia
Zip	22939
Phone Number	(434) 424-0808
Year Built	2022
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	\$380
Other Fees	\$32
Waiting List	na
Project Rent	Restricted
Project Type	Elderly
Project Status	Stabilized
Financing	2020 Bond
Vouchers	
Latitude	38.0872
Longitude	-78.9871
Nearest Crossroads	na
AAC Code	23-003 037

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Christa, Asst. Manager
Phone Number	(434) 424-0808
Interview Date	02-Feb-23
Interviewed By	PL
2020 Bonds awarded for new construction without rental assistance.	
Contact advised new apartments nearby, but could not give name.	

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	692	Garden/Flat	60%	60%	No	No	50	6	\$763		\$763	\$60	\$823
2	2.0	990	Garden/Flat	60%	60%	No	No	30	5	\$915		\$915	\$77	\$992
Total / Average		804						186	11	\$820		\$820	\$66	\$886

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	no
Cooking-Electric	yes	no
Other Electric	yes	no
Air Cond	yes	no
Hot Water-Electric	yes	no
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Inferior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.00	3.00
Comp vs. Subject	Similar	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	3.00
Comp vs. Subject	Similar	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.80	2.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.90	3.50
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.50	4.00
Comp vs. Subject	Superior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2022	2013
Comp vs. Subject	Superior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	yes	yes
Fitness Ctr	yes	no
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	yes
Movary/Media Ctr	no	no
Picnic Area	no	no
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	no	some
Storage	no	no
Comp vs. Subject	Similar	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	no	no
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Similar	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	yes
W/D Units	yes	no
W/D Hookups	no	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	yes
Cont Access	yes	yes
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Inferior	

Services		
Amenity	Comp	Subj
After School	na	no
Concierge	na	no
Hair Salon	na	no
Health Care	na	no
Housekeeping	na	no
Meals	na	no
Transportation	na	no
Comp vs. Subject	Similar	

Gateway Senior Apartments is an existing multifamily development located at 73 Pinnacle Drive in Fishersville, Virginia. The property, which consists of 80 apartment units, was originally constructed in 2022. This property is currently operated as a rent restricted property. The property currently stands at 86 percent occupancy.

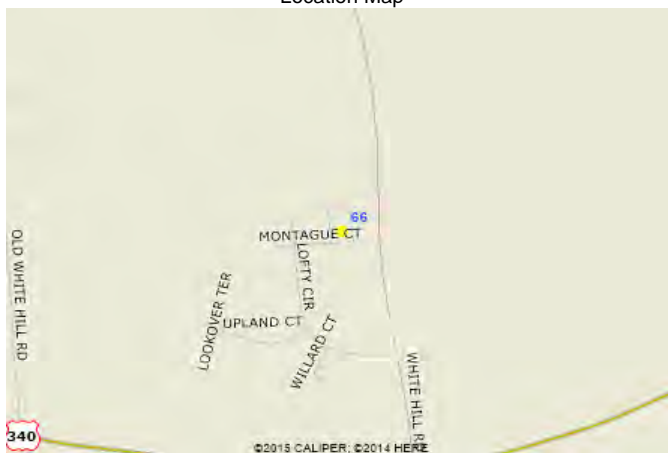
Project Information

Property Name	Montague Terrace
Street Number	1
Street Name	Montague
Street Type	Terrace
City	Stuarts Draft
State	Virginia
Zip	24477
Phone Number	540.416.4384
Year Built	2012
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	\$35
Waiting List	no
Project Rent	Restricted
Project Type	Family
Project Status	Stabilized
Financing	2010 Tax Credit
Vouchers	16
Latitude	38.0355
Longitude	-79.0511
Nearest Crossroads	Whitehill Rd & Hwy 340
AAC Code	23-003 066

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Michelle, Manager
Phone Number	(540) 416-4384
Interview Date	09-Feb-23
Interviewed By	PL

2010 TC's awarded for construction of this property without project based rental assistance. Property will supply Energy Star appliances. There are no new apartments or businesses nearby.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
2	2.0	1026	Garden/Flat	50%	50%	No	No	34		\$784		\$784	\$112	\$896
2	2.0	1026	Garden/Flat	60%	60%	No	No	22	2	\$963		\$963	\$112	\$1,075
3	2.0	1138	Garden/Flat	50%	50%	No	No	26		\$896		\$896	\$139	\$1,035
3	2.0	1138	Garden/Flat	60%	60%	No	No	14	1	\$1,103		\$1,103	\$139	\$1,242
Total / Average		1,073						96	3	\$902		\$902	\$123	\$1,025

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	no
Cooking-Electric	yes	no
Other Electric	yes	no
Air Cond	yes	no
Hot Water-Electric	yes	no
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Inferior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.50	3.00
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	4.00	3.00
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.10	2.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.50	3.50
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.00
Comp vs. Subject	Similar	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2012	2013
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	yes
Fitness Ctr	no	no
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	yes
Movary/Media Ctr	no	no
Picnic Area	yes	no
Playground	yes	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	no	some
Storage	no	no
Comp vs. Subject	Similar	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	yes
W/D Units	no	no
W/D Hookups	yes	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	yes
Cont Access	no	yes
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Inferior	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Montague Terrace is an existing multifamily development located at 1 Montague Terrace in Stuarts Draft, Virginia. The property, which consists of 96 apartment units, was originally constructed in 2012. This property is currently operated as a rent restricted property. The property currently stands at 97 percent occupancy.

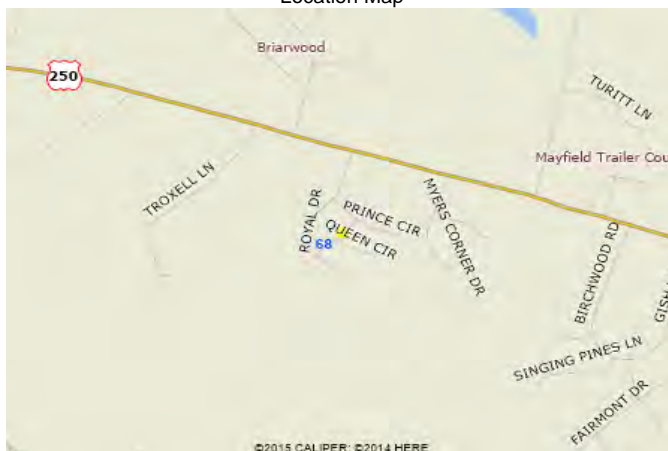
Project Information

Property Name	Mountain Laurel Manor II
Street Number	off Bobby's Way
Street Name	&
Street Type	Royal Drive
City	Staunton
State	Virginia
Zip	24401
Phone Number	540-466-5424
Year Built	2020
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	\$250
Other Fees	\$25
Waiting List	na
Project Rent	Restricted
Project Type	Family
Project Status	Stabilized
Financing	2018 Tax Credit
Vouchers	
Latitude	38.1085
Longitude	-78.9978
Nearest Crossroads	Bobby's Way and Royal Drive
AAC Code	23-003 068

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Veronica, Compliance
Phone Number	(704) 936-4689
Interview Date	15-Feb-23
Interviewed By	PL

2018 Tax Credits were awarded for new construction of this property without project based rental assistance. In 2021, contact advised no 40% units offered. Ms. Lisa, Manager also contributed to this survey. There are no new apartments or businesses nearby.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
2	2.0	919	Garden/Flat	50%	40%	No	No	5		\$575		\$575	\$142	\$717
2	2.0	919	Garden/Flat	50%	50%	No	No	19		\$754		\$754	\$142	\$896
2	2.0	919	Garden/Flat	60%	60%	No	No	2		\$933		\$933	\$142	\$1,075
3	2.0	932	Garden/Flat	60%	60%	No	No	2		\$1,077		\$1,077	\$165	\$1,242
3	2.0	1159	Garden/Flat	60%	60%	No	No	12		\$1,077		\$1,077	\$165	\$1,242
3	2.0	1153	Garden/Flat	60%	60%	No	No	8		\$1,077		\$1,077	\$165	\$1,242
Total / Average		1,019						48		\$891		\$891	\$153	\$1,043

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	no
Cooking-Electric	yes	no
Other Electric	yes	no
Air Cond	yes	no
Hot Water-Electric	yes	no
Water	yes	no
Sewer	yes	no
Trash	no	no
Comp vs. Subject	Inferior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.50	3.00
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	3.00
Comp vs. Subject	Similar	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.80	2.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.60	3.50
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.50	4.00
Comp vs. Subject	Superior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2020	2013
Comp vs. Subject	Superior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	yes	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	yes	yes
Fitness Ctr	no	no
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	yes
Movary/Media Ctr	no	no
Picnic Area	no	no
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	no	some
Storage	no	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	yes
W/D Units	no	no
W/D Hookups	yes	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	yes
Cont Access	yes	yes
Courtesy Officer	no	no
Monitoring	yes	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Inferior	

Services		
Amenity	Comp	Subj
After School	na	no
Concierge	na	no
Hair Salon	na	no
Health Care	na	no
Housekeeping	na	no
Meals	na	no
Transportation	na	no
Comp vs. Subject	Similar	

Mountain Laurel Manor II is an existing multifamily development located at off Bobby's Way & Royal Drive in Staunton, Virginia. The property, which consists of 48 apartment units, was originally constructed in 2020 . This property is currently operated as a rent restricted property. The property currently stands at 100 percent occupancy.



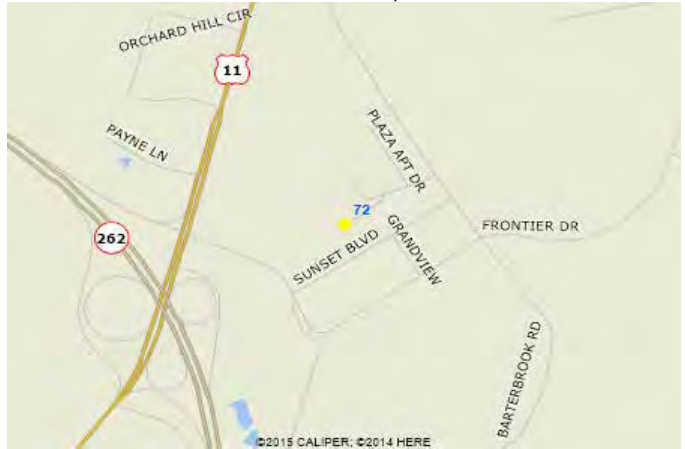
Project Information

Property Name	Oakmont Apartments
Street Number	22
Street Name	Terry
Street Type	Street
City	Staunton
State	Virginia
Zip	24401
Phone Number	(540) 885-0836
Year Built	1990
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	
Waiting List	9-12 months
Project Rent	Restricted
Project Type	Elderly
Project Status	Stabilized
Financing	RD
Vouchers	
Latitude	38.1224
Longitude	-79.0616
Nearest Crossroads	na
AAC Code	23-003 072

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Janet, Admin. Asst.
Phone Number	(540) 885-0836
Interview Date	09-Feb-23
Interviewed By	PL

RD property with 23 units of project based rental assistance available to tenants. There are no new apartments or businesses nearby.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	700	Garden/Flat	50%	50%	No	Yes	23		\$672		\$672	\$72	\$744
1	1.0	700	Garden/Flat	50%	50%	No	No	1		\$672		\$672	\$72	\$744
Total / Average		700						24		\$672		\$672	\$72	\$744

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	no
Cooking-Electric	yes	no
Other Electric	yes	no
Air Cond	yes	no
Hot Water-Electric	yes	no
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Inferior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	1.75	3.00
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.00	3.00
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.00	2.00
Comp vs. Subject	Similar	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.80	3.50
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	2.75	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	1990	2013
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	yes
Fitness Ctr	no	no
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	yes
Movir/Media Ctr	no	no
Picnic Area	no	no
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	no	yes
Ceiling Fans	no	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	no	some
Storage	no	no
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	no	no
Dishwasher	no	yes
Microwave	no	no
Comp vs. Subject	Inferior	

Air Conditioning		
Amenity	Comp	Subj
Central	no	yes
Wall Units	yes	no
Window Units	no	no
None	no	no
Comp vs. Subject	Inferior	

Heat		
Amenity	Comp	Subj
Central	no	yes
Wall Units	no	no
Baseboards	yes	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Inferior	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	yes
W/D Units	no	no
W/D Hookups	no	no
Comp vs. Subject	Similar	

Security		
Amenity	Comp	Subj
Call Buttons	yes	yes
Cont Access	no	yes
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Inferior	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Oakmont Apartments is an existing multifamily development located at 22 Terry Street in Staunton, Virginia. The property, which consists of 24 apartment units, was originally constructed in 1990 . This property is currently operated as a rent restricted property. The property currently stands at 100 percent occupancy.

Project Information

Property Name	Valley View Seniors Apartments	
Street Number	14	
Street Name	Frontier Ridge	
Street Type	Court	
City	Staunton	
State	Virginia	
Zip	24401	
Phone Number	(540) 887-2787	
Year Built	2007	
Year Renovated	na	
Minimum Lease	12	
Min. Security Dep.	\$150	
Other Fees	\$35	
Waiting List	no	
Project Rent	Restricted	
Project Type	Elderly	
Project Status	Stabilized	
Financing	2005	Tax Credit
Vouchers		13
Latitude	38.1325	
Longitude	-79.0492	
Nearest Crossroads		off Hwy 250
AAC Code	23-003	095

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Trisha, Asst. Manager
Phone Number	(540) 887-2787
Interview Date	02-Feb-23
Interviewed By	PL

2005 TC's awarded for construction of this property without project based rental assistance. Contact advised recent renovations include interior painting and new flooring in common areas. 2019 renovations included painting - community area and installing wood flooring. New apartments nearby, Gateway Senior, which we have included in our

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	645	Garden/Flat	40%	40%	No	No	4		\$563		\$563	\$64	\$627
1	1.0	645	Garden/Flat	50%	50%	No	No	43	1	\$720		\$720	\$64	\$784
2	2.0	835	Garden/Flat	40%	40%	No	No	3		\$677		\$677	\$76	\$753
2	2.0	835	Garden/Flat	50%	50%	No	No	21		\$865		\$865	\$76	\$941
Total / Average		709						194		\$752		\$752	\$68	\$820

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	no
Cooking-Electric	yes	no
Other Electric	yes	no
Air Cond	yes	no
Hot Water-Electric	yes	no
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Inferior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.50	3.00
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	4.00	3.00
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.60	2.00
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	4.10	3.50
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.00
Comp vs. Subject	Similar	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2007	2013
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	no	no
Bus/Comp Ctr	yes	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	yes	yes
Fitness Ctr	yes	no
Gazebo/Patio	yes	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	yes	yes
Movbr/Media Ctr	no	no
Picnic Area	yes	no
Playground	no	no
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	no	some
Storage	no	no
Comp vs. Subject	Similar	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	yes
W/D Units	no	no
W/D Hookups	no	no
Comp vs. Subject	Similar	

Security		
Amenity	Comp	Subj
Call Buttons	yes	yes
Cont Access	yes	yes
Courtesy Officer	no	no
Monitoring	yes	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	yes	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Superior	

Valley View Seniors Apartments is an existing multifamily development located at 14 Frontier Ridge Court in Staunton, Virginia. The property, which consists of 71 apartment units, was originally constructed in 2007. This property is currently operated as a rent restricted property. The property currently stands at 99 percent occupancy.

## STATEMENT OF ASSUMPTIONS & LIMITING CONDITIONS

- The title to the subject property is merchantable, and the property is free and clear of all liens and encumbrances, except as noted.
- No liability is assumed for matters legal in nature.
- Ownership and management are assumed to be in competent and responsible hands.
- No survey has been made by the appraiser. Dimensions are as supplied by others and are assumed to be correct.
- The report was prepared for the purpose so stated and should not be used for any other reason.
- All direct and indirect information supplied by the owner and their representatives concerning the subject property is assumed to be true and accurate.
- No responsibility is assumed for information supplied by others and such information is believed to be reliable and correct. This includes zoning and tax information provided by Municipal officials.
- The signatories shall not be required to give testimony or attend court or be at any governmental hearing with respect to the subject property unless prior arrangements have been made with the client.
- Disclosure of the contents of this report is governed by the By-Laws and Regulations of the Appraisal Institute.
- The legal description is assumed to be accurate.
- This report specifically assumes that there are no site, subsoil, or building contaminants present resulting from residual substances or construction materials, such as asbestos, radon gas, PCB, etc. Should any of these factors exist, the appraiser reserves the right to review these findings, review the value estimates, and change the estimates, if deemed necessary.
- The Americans with Disabilities Act (ADA) became effective January 26, 1992. We have not made a specific compliance survey and analysis of this property to determine whether or not it is in conformity with
- This analysis specifically assumes that the subject property is operated as described in this report.
- This analysis specifically assumes that the subject property is constructed/rehabilitated as described in this report.
- This analysis specifically assumes that the subject property is financed as described in this report.
- This analysis specifically assumes the timing set forth in this report.

## CERTIFICATION

I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- I performed an appraisal and market study for the subject property in 2022.
- I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of the appraisal.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Uniform Standards of Professional Appraisal Practice.
- I made a personal inspection of the property that is the subject of this report.
- No one provided significant real property appraisal assistance to the person signing this certification. Debbie Rucker (Allen & Associates Consulting) assisted in compiling the data used in this report.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- As of the date of this report, I have completed the Standards and Ethics Education Requirements for Members of the Appraisal Institute.
- I am presently licensed in good standing as a Certified General Real Estate Appraiser in the states of Delaware, Georgia, Maryland, North Carolina, South Carolina, and Virginia, allowing me to appraise all types of real estate.

Respectfully submitted:

ALLEN & ASSOCIATES CONSULTING, INC.



Jeff Carroll

## VHDA CERTIFICATION

I affirm the following:

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



Jeff Carroll

March 4, 2023

Date

## NCHMA MARKET STUDY INDEX

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

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



## NCHMA MARKET STUDY INDEX

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

<b>Affordability, Demand, and Penetration Rate Analysis</b>		
31	Estimate of demand	Section 11
32	Affordability analysis with capture rate	Section 11
33	Penetration rate analysis with capture rate	Section 11
<b>Analysis/Conclusions</b>		
34	Absorption rate and estimated stabilized occupancy for subject	Section 11
35	Evaluation of proposed rent levels including estimate of market/achievable rents.	Section 10
36	Precise statement of key conclusions	Executive Summary
37	Market strengths and weaknesses impacting project	Executive Summary
38	Product recommendations and/or suggested modifications to subject	Executive Summary
39	Discussion of subject property's impact on existing housing	Executive Summary
40	Discussion of risks or other mitigating circumstances impacting subject	Executive Summary
41	Interviews with area housing stakeholders	Appendix
<b>Other Requirements</b>		
42	Certifications	Appendix
43	Statement of qualifications	Appendix
44	Sources of data not otherwise identified	NA

## **MISCELLANEOUS**



## QUALIFICATIONS

Allen & Associates Consulting is a real estate advisory firm specializing in affordable housing. Practice areas include low-income housing tax credits, tax-exempt bond transactions, HUD assisted and financed multifamily, USDA-RD assisted and financed properties, public housing, historic tax credits, conventional multifamily, and manufactured housing. Services include development consulting, rent comparability studies, market analysis, feasibility studies, appraisals, capital needs assessments, and utility studies.

Allen & Associates Consulting and its sister organization Allen & Associates Appraisal maintain offices in Charlotte, North Carolina and Detroit, Michigan, respectively. Allen & Associates is approved to provide its services throughout the United States.

The following is a listing of key personnel for Allen & Associates Consulting:

### Jeffrey B. Carroll

Jeffrey B. Carroll is President of Allen & Associates Consulting. Since 2000, Mr. Carroll has completed over 3000 development consulting assignments in 46 states. Major projects include:

- *Market Feasibility* - Completed market studies for 13 proposed tax credit apartment developments on behalf of the Georgia Department of Community Affairs. The portfolio included 5 family and 8 senior communities. Our analysis identified the 4 best deals for the housing finance agency to consider funding.
- *Valuation* - Developed a disposition plan for a 30-property portfolio of apartments on behalf of a private owner. The 921-unit portfolio (located in MD, DE, PA and VA) was valued at \$23 million. Our client relied on our valuations and advice to maximize sales proceeds for the portfolio.
- *Capital Needs Assessments* - Completed capital needs assessments for an 8-property portfolio of RD-financed apartments on behalf of a private developer. The portfolio (located in FL) included 6 family and 2 senior communities. Our client utilized our assessments to develop a scope of work for the proposed acquisition and renovation of the 214-unit portfolio.
- *Utility Allowance Studies* - Completed utility allowance studies for a portfolio of tax credit apartments on behalf of a large national owner/developer. The portfolio (located in CT, DC, IL, IN, MA, NC, OH, PA and VA) included 31 properties. Our client utilized our research to maximize rents and net operating income for the portfolio.
- *Underwriting* - Conducted a financial review on behalf of a local housing authority for the proposed redevelopment of a vacant historic textile mill into loft apartments. Our client had been asked to issue \$4 million in tax-exempt bonds for

the \$15 million project. Our assistance in underwriting the transaction resulted in the green light for the development.

Mr. Carroll is a certified general appraiser, licensed to appraise real estate in the states of Delaware, Georgia, Maryland, North Carolina, South Carolina and Virginia. Mr. Carroll is also a designated member of the Appraisal Institute (MAI).

Mr. Carroll is a peer-reviewed member of the National Council of Housing Market Analysts, where he served on the Executive Committee and chaired the Data and Ethics Committees.

In addition, Mr. Carroll has also served as a market study reviewer for the Georgia and Michigan housing finance agencies.

Mr. Carroll has written articles on affordable housing, development, property management, market feasibility, and financial analysis for Urban Land magazine, The Journal of Property Management, Community Management magazine, Merchandise magazine, HousingThink, and a publication of the Texas A&M Real Estate Research Center known as Terra Grande.

Mr. Carroll has conducted seminars on affordable housing, development, property management, market feasibility, and financial analysis for the American Planning Association, Community Management magazine, the Georgia Department of Community Affairs, the Manufactured Housing Institute, the National Association of State and Local Equity Funds, the Virginia Community Development Corporation, and the National Council of Affordable Housing Market Analysts.

Mr. Carroll is also an experienced developer and property manager. His experience includes the development of tax credit apartment communities, conventional market rate apartments, manufactured home communities, and single-family subdivisions. He has also managed a portfolio of apartment complexes and manufactured home communities.

The following is a summary of Mr. Carroll's relevant educational background:

Clemson University, Bachelor of Science Degree	
Major in Engineering	
Minor Concentration in Economics	1983
Harvard University, Master's Degree in Business Administration	
Major in General Management	
Minor Concentration in Economics and Real Estate	1988
Appraisal Institute	
Qualifying Education for Licensure	2001
Continuing Education for Licensure & MAI Designation	2020
ASTM International	
Property Condition Assessments E2018.01	September 2006

The Institute for Professional and Executive Development Tax Credit Property Disposition	October 2007
National Council of Affordable Housing Market Analysts Semi-Annual Meeting & Continuing Education	2002 - 2014
U.S. Department of Housing and Urban Development Utility Allowance Guidebook	September 2007
MAP Training & Certification	September 2007
USDA Rural Development Capital Needs Assessment Provider Training	September 2007
Accessibility Standards Training	September 2007

Mr. Carroll, who was awarded a scholarship on the Clemson University varsity wrestling team, has served as an assistant coach for a local high school wrestling team. Mr. Carroll resides in Charlotte, North Carolina with his wife Becky and his two children, Luke and Brittany.

Debbie Rucker

Debbie Rucker is an analyst with Allen & Associates Consulting, coordinating market research for the company. Mrs. Rucker has worked on over 2000 assignments and has conducted over 40,000 rent surveys.

Mrs. Rucker was also responsible for compiling the database of detailed information on of every tax credit and tax-exempt bond transaction in Virginia, North Carolina, South Carolina, Georgia, Florida, and Texas since 1999.

The following is a summary of Mrs. Rucker’s relevant educational background:

National Council of Affordable Housing Market Analysts Semi-Annual Meeting & Continuing Education	September 2005
Semi-Annual Meeting & Continuing Education	October 2006
Carolinas Council for Affordable Housing Spectrum C <sup>3</sup> P Certification	October 2008

Mrs. Rucker is active in her church and helps run a local judo club. Mrs. Rucker is the mother of three and resides in Weddington, North Carolina.

Michael W. Lash

Michael W. Lash is President of Lash Engineering, an engineering firm located in Charlotte, North Carolina that works closely with Allen & Associates Consulting on utility allowance studies and other specific engagements. Since 1981, Mr. Lash has completed hundreds of assignments including the design of industrial, commercial, multifamily, and single family developments. Mr. Lash is an expert in the design of utility systems, including wastewater and storm water treatment facilities.

Mr. Lash is a certified professional engineer, licensed in the states of Kansas, Louisiana, North Carolina, South Carolina, and Virginia. Mr. Lash graduated from Louisiana Tech University in Civil Engineering in 1981 and has conducted seminars on advanced wastewater treatment, storm water quality treatment and automated engineering drafting and design with Eagle Point Software.

Mr. Lash is active in his church and volunteers his time teaching karate at a local martial arts academy. Mr. Lash resides in Charlotte, North Carolina with his wife and three children.

**JEFFREY B. CARROLL**  
P.O. Box 79196  
Charlotte, North Carolina 28271  
Phone: 704-905-2276 | Fax: 704-220-0470  
E-Mail: jeffcarroll2018@gmail.com

## Summary

Specialist in the development of workforce housing utilizing structural insulated exterior wall panels. Current activities include:

- Founder of Tartan Residential, a firm specializing in the development of workforce housing utilizing structural insulated exterior wall panels. Panelization delivers cost savings/benefits that put newly-constructed units within reach for workforce housing renters.
- Co-Founder of the Workforce Housing Development Corporation, a non-profit firm that provides technical assistance, soft debt, and equity financing to developers building workforce housing with structural insulated exterior wall panels. Participating projects are positioned to deliver a triple bottom line (financial, social, environmental) to investors.
- Founder of Allen & Associates Consulting, a real estate advisory firm specializing in workforce and affordable housing.

## Current Activities

President | Tartan Residential, Inc. | Charlotte, NC | 1997 - present

Founder of Tartan Residential, a firm specializing in the development of workforce housing utilizing structural insulated exterior wall panels. Panelization delivers cost savings/benefits that put newly-constructed units within reach for workforce housing renters. Major projects include:

- Buchanan's Crossing Subdivision - A 40-unit duplex development serving families in Kansas City, Kansas. The estimated cost of this three-phase project is \$11.0 million. This mixed income project, targeting families between 50% and 120% of area median income, is financed with a mixture of conventional debt, conventional equity, and tax credit equity. Construction commenced in 2016.
- Davidson's Landing - A proposed 115-unit garden apartment community serving families in Kansas City, Kansas. The estimated cost of this project is \$26 million. This workforce housing development project, which targets families between 30% and 80% of area median income, is financed with tax-exempt bonds. Construction commenced in 2021.
- Johnston Farms - A proposed 120-unit apartment community serving families in Rock Hill, South Carolina. The estimated cost of this project is \$33 million. This workforce housing development project, which targets families between 50% and 100% of area median income, is proposed to be financed with 501c3 bonds. Construction to begin in 2022.
- Dunbar Place - A proposed 100-unit apartment community serving families in Rock Hill, South Carolina. The estimated cost of this project is \$25 million. This workforce housing development project, which targets families between 50% and 80% of area median income, is proposed to be financed with LIHTCs and tax-exempt bonds. Secured the entitlements and initiated the bond inducement process prior to selling to a large non-profit in 2021.
- McLelland Village - A proposed 96-unit garden apartment community serving families in Mooresville, North Carolina. The estimated cost of this project is \$25 million. This workforce housing development project, which targets families between 50% and 80% of area median income, is proposed to be financed with LIHTCs and tax-exempt bonds. Secured the entitlements and initiated the bond inducement process prior to selling to a large non-profit in 2021.

Co-Founder | Workforce Housing Development Corporation, Inc. | Charlotte, NC | 2019 - present  
Co-Founder and non-voting Advisory Board Member of the Workforce Housing Development Corporation, a non-profit firm that provides technical assistance, soft debt, and equity financing to developers of workforce housing. Major projects include:

- Attracted an affordable housing REIT to provide private equity for as many as 100 workforce housing developments over the next 10 years.
- Developed an intern program known as Workforce Housing University. Hosted 3 interns during the Summer of 2022 introducing them to the development, construction, management, and finance of rental workforce housing. The program was a huge success.
- Developing an exchange program with a twofold purpose: (1) to notify participating employers of vacant units at participating developments, and (2) to notify residents at participating developments of job openings with participating employers.
- Establishing a training incentive program for residents at participating developments seeking to work in manufacturing, the trades, and other select professions.
- Developing a comprehensive set of planning tools for workforce housing developers to utilize in land use, zoning, and entitlement matters.

President | Allen & Associates Consulting, Inc. | Charlotte, NC | 2000 - present

Founder of Allen & Associates Consulting, a real estate advisory firm specializing in workforce and affordable housing. Practice areas include low-income housing tax credits, tax-exempt bond transactions, HUD assisted and financed multifamily, USDA-RD assisted and financed properties, public housing, historic tax credits, conventional multifamily, and factory-built housing. Services include development consulting, feasibility studies, market analysis, rent comparability studies, appraisals, capital needs assessments, and utility studies. Performed over 3800 development consulting assignments in 46 states since 2000.

## **Prior Experience**

Co-Founder | Delphin Properties LLC | Charlotte, NC | 1998 - present

Co-founder of Delphin Properties, a firm specializing in the acquisition and development of manufactured home communities. This entity is currently inactive. Major projects included:

- Crystal Lakes - A 338-unit manufactured home community serving seniors in Fort Myers, Florida. Purchased the partially-constructed development in 1998, completed construction, and sold it in 2001 for a \$1 million profit.
- Mahler's Glen - A 348-unit development originally planned as a manufactured home community serving families in Garner, North Carolina. Secured zoning and site plan approval, engineered the property (including a private wastewater treatment facility), and sold it to a national homebuilder in 2000 for a \$2 million profit.
- Beacon Wood - A 363-unit development originally planned as a manufactured home community serving families in Crockery Township, Michigan. Secured zoning and site plan approval, engineered the property, and sold it to a regional homebuilder in 2001 for a \$1 million profit.

Development Director | Clayton, Williams & Sherwood, Inc. | Austin, TX | 1995 - 1997

Development Director for Clayton, Williams & Sherwood, a privately-owned operator of manufactured home communities and apartment complexes. Major projects included:



- Multifamily Development - Managed the construction and lease-up of two apartment communities consisting of 564 units and valued at \$38 million. Each property leased up in excess of 25 units per month.
- Manufactured Home Community Development - Put together development plans for 4 landlease manufactured home communities consisting of 1800 units and valued at \$54 million.
- Modular Home Subdivision Development - Put together development plans for 2 fee simple modular home subdivisions consisting of 200 units and valued at \$20 million.

Assistant to the President | Southwest Property Trust | Dallas, TX | 1993 - 1995

Assistant to the President for Southwest Property Trust, a large apartment REIT. Provided support to management personnel operating a 12,000-unit apartment portfolio.

Investment Analyst/Manager | GE Capital | Dallas, TX | 1991 - 1993

Investment Analyst/Manager for GE Capital's Residential Construction Lending business. Assisted in the management of a \$500 million investment portfolio including 30 single family residential land development investments and 70 single family construction lines of credit.

Regional Manager | Clayton, Williams & Sherwood, Inc. | Newport Beach, CA | 1989 - 1991

Regional Manager for Clayton, Williams & Sherwood, a privately-owned operator of manufactured home communities and apartment complexes. Major projects included:

- Multifamily Management - Management of a 1200-unit apartment portfolio valued at over \$72 million. Implemented a portfolio-wide 10 percent rent increase while cutting operating expenses 3 percent resulting in a \$7 million increase in portfolio value.
- Manufactured Home Community Management - Management of a 1200-unit manufactured home community portfolio valued at over \$36 million. Implemented a 15 percent rent increase in a 500-unit community resulting in a \$4 million increase in property value.

Manufacturing Management | Milliken & Company | Pendleton, SC | 1983 - 1986

Manufacturing Manager for Milliken & Company, a specialty textile manufacturer headquartered in Spartanburg, South Carolina. Assigned to a dyeing and finishing facility. Exposed to a wide range of manufacturing issues: facility layout, purchasing, scheduling, material handling, automation, process improvement, quality control, inventory management, logistics, personnel, safety, environmental, and customer service.

## Education

Harvard Business School | MBA, General Management, Real Estate, Economics | 1986 - 1988

Graduated in 1988 with an MBA from Harvard Business School. Emphasis in General Management and Real Estate with a minor concentration in Economics. Educational highlights include:

- Conducted a study of the passenger tire industry in 1986. Evaluated Firestone's competitive position relative to other tiremakers. Observed that other manufacturers enjoyed a cost advantage over Firestone because of superior scale, better capacity utilization, and more accumulated experience in tire production. Concluded that Firestone should merge with another tiremaker to bolster its competitive position. One year after completing this study, Firestone was acquired by Bridgestone - Japan's largest tiremaker.
- Performed financial analysis for a Boston-based tax credit syndicator to help pay for school. Evaluated two elderly tax credit deals that ultimately closed in 1989.

Clemson University | BS, Engineering, Economics | 1978 - 1983

Graduated in 1983 with a BS in Engineering from Clemson University. Minor concentration in Economics. Honors included Dean's List and Alpha Lambda Delta honorary. Elected officer for Phi Delta Theta social fraternity. Awarded scholarship on Clemson's varsity wrestling team.

### **Certifications, Designations and Affiliations**

Mr. Carroll is a member of the Harvard Real Estate Alumni Organization, the HBS Real Estate Alumni Association, the HBS Social Enterprise Initiative, and the North Carolina Building Performance Association.

Mr. Carroll is a certified general appraiser, licensed to appraise real estate in the states of Delaware, Georgia, Maryland, North Carolina, South Carolina, and Virginia. Mr. Carroll is also a designated member of the Appraisal Institute (MAI).

Mr. Carroll is a peer-reviewed member of the National Council of Housing Market Analysts (NCHMA), where he served on the Executive Committee and chaired the Data and Ethics Committees.

### **Specialties**

Specialties include workforce and affordable housing, low-income housing tax credits, tax-exempt bond transactions, development, development consulting, land use, zoning, entitlements, structured real estate investments, multifamily, manufactured housing, modular construction, panelization, HVAC system design, and manufacturing management.

# Certificate of Professional Designation

*This certificate verifies that*

**Jeff Carroll**

Allen & Associates Consulting Inc.

*Has completed NCHMA's Professional Designation Requirements  
and is hence an approved member in good standing of:*



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

**Membership Term**

1/1/2023 to 12/31/2023



**Kaitlyn Snyder**  
Managing Director, NCHMA