



**NOVOGRADAC
& COMPANY** LLP®

CERTIFIED PUBLIC ACCOUNTANTS

**A MARKET FEASIBILITY STUDY OF:
FAIRLINGTON
PRESBYTERIAN**

A MARKET FEASIBILITY STUDY OF:

FAIRLINGTON

PRESBYTERIAN

3846 King Street
Alexandria, Alexandria City, Virginia 22302

Effective Date: February 1, 2019
Report Date: March 8, 2019

Prepared for:
Judith Cabelli
Senior Project Manager
Wesley Housing Corporation
5515 Cherokee Avenue, Suite 200
Alexandria, VA 22312

Assignment Code: 10185915

Prepared by:
Novogradac & Company LLP
4416 East West Highway, Suite 200
Bethesda, MD 20814
240-235-1701



**NOVOGRADAC
& COMPANY** LLP®

CERTIFIED PUBLIC ACCOUNTANTS



**NOVOGRADAC
& COMPANY** LLP®
CERTIFIED PUBLIC ACCOUNTANTS

March 8, 2019

Judith Cabelli
Senior Project Manager
Wesley Housing Corporation
5515 Cherokee Avenue, Suite 200
Alexandria, VA 22312

Re: Market Study - Application for Fairlington Presbyterian, located in Alexandria, Alexandria City, Virginia

Dear Ms. Cabelli:

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

The purpose of this market study is to assess the viability of the proposed 81-unit LIHTC project. It will be a newly constructed property that will be financed under the Low Income Housing Tax Credit (LIHTC) program. The Subject will be restricted to 30, 50 and 60 percent of the AMI. According to the developer, nine of the Subject's units are anticipated to operate with project based subsidies through the city of Alexandria. The subsidies will be floating and will not be tied to any specific units. As such, we have not included these subsidies in our demand analysis for the Subject. The demand analysis reflects demand for the Subject absent subsidy. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions.

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

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

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

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

NOVOGRADAC & COMPANY LLP

P 240.235.1701
F 240.235.1702
W www.novoco.com

OFFICE 4416 East-West Highway, Suite 200
Bethesda, Maryland 20814

MS. JUDITH CABELLI
WESLEY HOUSING
MARCH 8, 2019

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

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

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

Respectfully submitted,
Novogradac & Company LLP



David Boisture, AM, CRE, LEED Green Associate
Partner
David.Boisture@novoco.com



Kelly Gorman
Principal
Kelly.Gorman@novoco.com



Stephen Nizzare
Analyst
Stephen.Nizzare@novoco.com



Tara Rial
Manager
Tara.Rial@novoco.com

TABLE OF CONTENTS

A. Executive Summary	1
Executive Summary.....	1
B. Introduction and Scope of Work	6
Introduction and Scope of Work.....	7
C. Project Description.....	8
Project Description.....	9
D. Location	20
Location	21
E. Market Area Definition	32
Market Area	33
F. Employment and Economy	36
Economic Analysis.....	37
G. Demographic Characteristics	45
Demographic Characteristics	46
H. Competitive Environment	53
Housing Summary.....	54
Survey of Comparable Properties	59
Property Characteristics.....	63
Market Characteristics.....	69
I. Affordability Analysis, Demand Analysis, Capture Rates and Penetration Rates	77
Affordability Analysis, Demand Analysis, Capture rates, and Penetration Rates.....	78
Capture Rate Analysis by Unit Type.....	82
Annual Capture Rate Analysis	87
VHDA Demand Analysis	89
Penetration Rate Analysis.....	92
J. Local Perspectives of Rental Housing Market and Housing Alternatives	95
Interviews.....	96
K. Analysis/Conclusions	98
L. Other Requirements	101

Addendum A
Addendum B
Addendum C
Addendum D
Addendum E
Addendum F
Addendum G

A. EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

- Subject Site Description:** The Subject site is located at 3846 King Street in Alexandria, Alexandria City, Virginia 22302.
- Surrounding Land Uses:** The Subject site is located in Alexandria, Virginia. The Subject site is rated as “Somewhat Walkable” by Walk Score with a score of 70, indicating that most errands can be accomplished by foot. North of the Subject site is a place of worship located along King Street. Further to the north is Fairlington Mews condominiums located north of King Street and it exhibits good condition. Immediately east of the Subject site is a place of worship. Further east of the Subject site is Fairlington Mews condominiums, single-family homes in average to good condition and retail properties. South of the Subject site are townhomes in good condition followed by the Brandlee Shopping Center. Further south is the TC Williams High School Minnie Howard campus and Episcopal High School. West of the Subject site is Braddock Lee Apartments, followed by single-family homes in average to good condition. Braddock Lee Apartments is utilized as a comparable, and discussed in more detail later in the report.
- Subject Property Description:** Fairlington Presbyterian, the Subject, is a proposed 81-unit LIHTC development. The Subject site is a parking lot adjacent to the Fairlington Presbyterian Church. The Subject will be financed under the Low Income Housing Tax Credit (LIHTC) program. Of the total units, nine will be restricted to 30 percent of the AMI, 35 will be restricted to 50 percent and 37 will be restricted to 60 percent. The Subject will consist of one, four-story, elevator-serviced building with 83 underground garage parking spaces.
- Proposed Rents:** The following table details proposed rents for the Subject’s units.

PROPOSED RENTS

Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2018 LIHTC Maximum Allowable Gross Rent	2019 HUD Fair Market Rents
@30%							
OBR / 1BA	450	1	\$556	\$50	\$606	\$615	\$1,415
1BR / 1BA	690	3	\$587	\$63	\$650	\$659	\$1,454
2BR / 2BA	1,135	3	\$696	\$85	\$781	\$791	\$1,665
3BR / 2BA	1,240	2	\$794	\$110	\$904	\$914	\$2,176
@50%							
OBR / 1BA	450	1	\$966	\$50	\$1,016	\$1,026	\$1,415
1BR / 1BA	690	4	\$1,026	\$63	\$1,089	\$1,099	\$1,454
2BR / 2BA	1,135	23	\$1,224	\$85	\$1,309	\$1,318	\$1,665
3BR / 2BA	1,240	7	\$1,404	\$110	\$1,514	\$1,523	\$2,176
@60%							
OBR / 1BA	450	2	\$1,172	\$50	\$1,222	\$1,231	\$1,415
1BR / 1BA	690	4	\$1,246	\$63	\$1,309	\$1,319	\$1,454
2BR / 2BA	1,135	23	\$1,488	\$85	\$1,573	\$1,582	\$1,665
3BR / 2BA	1,240	8	\$1,709	\$110	\$1,819	\$1,828	\$2,176
		81					

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

All of the Subject's proposed rents will be set just below the maximum allowable LIHTC rents.

Target Household Income Levels:

Based on the proposed restrictions, the range of annual household income levels is depicted below.

FAMILY INCOME LIMITS

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@30%		@50%		@60%	
OBR	\$20,709	\$24,630	\$34,766	\$41,050	\$41,829	\$49,260
1BR	\$22,286	\$28,140	\$37,337	\$46,900	\$44,880	\$56,280
2BR	\$26,777	\$31,650	\$44,880	\$52,750	\$53,931	\$63,300
3BR	\$30,994	\$37,980	\$51,909	\$63,300	\$62,366	\$75,960

Economic Conditions

Employment in the PMA is concentrated in the prof/scientific/tech services, public administration, and healthcare/social assistance industries, which collectively comprise 41.1 percent of local employment. The large share of PMA employment in the public administration and healthcare industry is notable as these industries are historically stable, and tend to exhibit greater resilience during economic downturns. As of November 2018, total employment in the MSA is at a post-recessionary record and increasing at an annualized rate of 1.0 percent, compared to 1.8 percent across the overall nation. According to the most recent labor statistics, the unemployment rate in the MSA is 3.0 percent, lower than the current national unemployment rate of 3.5 percent. Increasing employment and a declining unemployment rate in the MSA indicate that the local economy is an area of healthy economic growth.

Primary Market Area

The Subject property is located in the Alexandria, Virginia. The PMA is generally defined as South Glebe Road to the north, Jefferson Davis Highway to the east, Duke Street to the south, and Lincoln Road and Columbia Pike to the west. This area was defined based on interviews with local market participants and local property managers. Management at the majority of the rent comparables noted that the majority of their tenants originate from within the greater metro. We have estimated that 10 percent of the Subject’s tenants will come from outside of these boundaries.

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

Demographic Data

The PMA and MSA have demonstrated that they are areas of growth in population and households. The population and number of households are expected to increase from 2018 to 2023. The median household incomes in the PMA are above the nation and lower than the MSA. A significant majority of the PMA are renter households, many of which are one and two person households. This bodes well for the proposed Subject. Based on information reported by local property managers, and the *Demand Analysis* illustrated later in this report, there appears to be adequate demand for the Subject’s proposed units.

Vacancy

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

OVERALL VACANCY				
Property Name	Rent Structure	Total Units	Vacant Units	Vacancy Rate
Alexandria Station*	LIHTC	290	5	1.7%
Arlington Mill Residences*	LIHTC/ Section 8	122	0	0.0%
Fields Of Alexandria	LIHTC	306	2	0.7%
Fields Of Arlington*	LIHTC/ Market	199	1	0.5%
Harvey Hall Apartments*	LIHTC/ Market	116	2	1.7%
St. James Plaza	LIHTC	93	1	1.1%
Arrive 2801	Market	578	16	2.8%
Avana Alexandria Apartments	Market	325	7	2.2%
Braddock Lee	Market	254	6	2.4%
Seminary Towers	Market	544	10	1.8%
The Citizen At Shirlington Village	Market	404	20	5.0%
Total LIHTC		1,126	11	1.0%
Total Market Rate		2,105	59	2.8%
Overall Total		3,231	70	2.2%

*Located outside of the PMA

The overall vacancy rate among the surveyed comparable is low at 2.2 percent. The LIHTC and mixed income comparables reported an average vacancy rate of 1.0 percent. The market rate comparables reported slightly higher vacancy rates ranging from 1.8 to 5.0 percent, with a weighted average of 2.8 percent. Given the reported low vacancy rates in the market, we expect the Subject to operate with a vacancy of five percent or less.

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

VACANCY BY BEDROOM TYPE

Property Name	Rent Structure	OBR	1BR	2BR	3BR	Overall
Alexandria Station	LIHTC	0.0%	0.0%	3.7%	0.0%	1.7%
Arlington Mill Residences Fields Of Alexandria	LIHTC/ Section 8 LIHTC	0.0%	0.0%	0.0%	0.0%	0.0%
Fields Of Arlington	LIHTC/ Market	0.0%	0.0%	0.0%	0.0%	0.5%
Harvey Hall Apartments	LIHTC/ Market	0.0%	3.8%	0.0%	0.0%	1.7%
St. James Plaza	LIHTC	0.0%	0.0%	1.5%	0.0%	1.1%
Arrive 2801	Market	-	2.1%	3.0%	5.3%	2.8%
Avana Alexandria Apartments	Market	-	-	-	0.0%	2.2%
Braddock Lee	Market	15.8%	3.6%	1.0%	-	2.4%
Seminary Towers	Market	-	-	1.7%	-	1.8%
The Citizen At Shirlington Village	Market	-	4.2%	6.1%	2.6%	5.0%

The Subject will consist of studio, one, two and three-bedroom units. The weighted vacancy rate is 5.0 percent in the market for studio units, one-bedroom units range from zero to 4.2 percent, averaging 2.6 percent; two-bedroom units range from zero to 6.1 percent, averaging 2.5 percent; and three-bedroom units range from zero to 5.0 percent, averaging 1.5 percent. Overall, the vacancy rates in the market are low. This supports that there is demand for additional rental housing in the market. Given the strong local household growth rates, we believe the Subject will not negatively impact the existing properties in the market.

Absorption

We were able to obtain absorption information from two of the comparable properties. Therefore, we searched the cities of Alexandria and Arlington for properties that could provide absorption information. The following table details our findings.

ABSORPTION

Property Name	Rent	Year	Total Units	Absorption
St James Plaza*	LIHTC	2017	93	16
The Parker At Huntington Metro	Market	2015	360	17
The Shell	LIHTC	2015	83	28
Arlington Mill Residences*	LIHTC	2014	122	61
The View At Liberty Center	Market	2014	257	21
The Maxwell	Market	2014	163	30

*Utilized as comparable

The LIHTC comparables illustrate absorption rates ranging from 16 to 61 units per month, with an average of 35 units per month. The market rate properties experienced lower rates of 17 to 30 units per month, with an average of 22 units per month. We believe the Subject will have an absorption rate similar to the St James Plaza, the most recently constructed comparable. Thus, we have concluded to an absorption rate of 16 units per month.

Demand

According to the developer, nine of the Subject’s units are anticipated to operate with project based subsidies through the city of Alexandria. The subsidies will be floating and will not be tied to any specific units. As such, we have not included these subsidies in our demand analysis for the Subject. The demand analysis reflects demand absent subsidy. The Novoco demand analysis illustrates demand for the Subject based on capture rates of income-eligible renter households. When viewing total income-eligible renter households the calculation for the LIHTC units is 0.44 percent.

To provide another level of analysis, we removed the households from the income-eligible renter demand pool that are currently suitably housed elsewhere in the PMA. We conducted an *annual demand analysis*, which is based on new income-eligible renter households moving into the area (in the Subject’s first year of operation only) and those income-eligible renter households that are rent-overburdened (paying over 35 percent of income to living costs). This is a subset of the income-eligible renter households used previously and yields a far more conservative annual capture rate. This annual Novoco capture rate is 1.1 percent for the first year of operation as a LIHTC property. This suggests that the Subject will need to capture only a fraction of the available demand in its first year of operation in order to stabilize. This implies that no demand will be accommodated that is currently suitably housed elsewhere.

This calculation illustrates that there are approximately 6,691 units of demand in the first year of the Subject’s operation after completion as a LIHTC property. The Subject’s units will need to accommodate 77 total units of demand in order to stabilize at 95 percent occupancy. Any unaccommodated households will most likely leave the PMA or remain severely rent-overburdened. The lack of available units will force many to look elsewhere.

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

Project Wide Capture Rate- LIHTC Units As Proposed	1.2%
Project Wide Absorption Period (Months) As Proposed	5 months

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

Strengths

- The Subject will be in excellent condition when placed in service.
- The LIHTC vacancy at the comparable properties is 1.0 percent, which is lower than the overall vacancy rate for market rate comparables. Additionally, the market rate comparables also exhibit low vacancy rates, averaging 2.8 percent.
- The Subject is located in an excellent location, in close proximity to public transportation options, services and amenities.
- The Subject has low capture rates and penetration rates, indicating that there is ample demand for affordable housing.

Weaknesses

- The Subject will offer generally inferior in-unit and community amenities compared to the majority of the comparable properties. Braddock Lee offers similar amenities to the Subject and reported a vacancy rate of 2.4 percent. Therefore, we believe the Subject will perform well despite its lack of amenities.

Recommendations

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

B. INTRODUCTION AND SCOPE OF WORK

INTRODUCTION AND SCOPE OF WORK

Report Description:	Novogradac & Company LLP has performed a comprehensive market study of the multifamily rental market in the Alexandria, Virginia area relative to Fairlington Presbyterian, a proposed LIHTC development. Fairlington Presbyterian, the Subject, is a proposed 81-unit LIHTC development. The Subject site is adjacent to the Fairlington Presbyterian Church. The Subject will be partially financed under the Low Income Housing Tax Credit (LIHTC) program. Of the total units, nine will be restricted to 30 percent of the AMI, 35 will be restricted to 50 percent and 37 will be restricted to 60 percent. The Subject will consist of one, four-story, elevator-serviced building with 83 underground garage parking spaces.
Developer/Client Information:	Wesley Housing Development Corporation.
Intended Use and Users of the Report:	The report will be submitted to the Virginia Housing Development Authority (VHDA) for application purposes. The intended user of the report is VHDA.
Scope of the Report:	<ul style="list-style-type: none">▪ Inspecting the site of the to-be-developed Subject and its general location.▪ Analyzing the appropriateness of the proposed unit mix, rent levels, unit and complex amenities, and site.▪ Estimating the market rents, absorption rates and stabilized vacancy levels for the market area.▪ Investigating the general economic health and conditions of the senior rental market.▪ Complete a by-bedroom capture rate analysis that analyzes the level of potential income eligible tenants in the primary market area.▪ Reviewing relevant public records and contacting appropriate public agencies.▪ Brief analysis of the economic and social conditions in the market area, in relation to the proposed project.▪ Establishing the Subject's Primary Market Area, if applicable.▪ Surveying competing projects, both LIHTC and market-rate.
Effective Date:	The Subject site was most recently inspected by Tara Rial on February 8, 2018, which shall be the effective date of this report.
Primary Contact for the Report:	David Boisture AM, CRE, LEED Green Associate (David.Boisture@novoco.com) and Kelly Gorman (Kelly.Gorman@novoco.com; 732-623-7005).

C. PROJECT DESCRIPTION

PROJECT DESCRIPTION

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

Subject Property Description:

Fairlington Presbyterian, the Subject, is a proposed 81-unit LIHTC development. The Subject site is adjacent to the Fairlington Presbyterian Church. The Subject will be financed under the Low Income Housing Tax Credit (LIHTC) program. Of the total units, nine will be restricted to 30 percent of the AMI, 35 will be restricted to 50 percent and 37 will be restricted to 60 percent. The Subject will consist of one, four-story, elevator-serviced building with 83 underground parking spaces.

Construction Type:

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

Occupancy Type:

The Subject will target family households.

Proposed Rents:

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

PROPOSED RENTS

Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2018 LIHTC Maximum Allowable Gross Rent	2019 HUD Fair Market Rents	
@30%								
OBR / 1BA	450	1	\$556	\$50	\$606	\$615	\$1,415	
1BR / 1BA	690	3	\$587	\$63	\$650	\$659	\$1,454	
2BR / 2BA	1,135	3	\$696	\$85	\$781	\$791	\$1,665	
3BR / 2BA	1,240	2	\$794	\$110	\$904	\$914	\$2,176	
@50%								
OBR / 1BA	450	1	\$966	\$50	\$1,016	\$1,026	\$1,415	
1BR / 1BA	690	4	\$1,026	\$63	\$1,089	\$1,099	\$1,454	
2BR / 2BA	1,135	23	\$1,224	\$85	\$1,309	\$1,318	\$1,665	
3BR / 2BA	1,240	7	\$1,404	\$110	\$1,514	\$1,523	\$2,176	
@60%								
OBR / 1BA	450	2	\$1,172	\$50	\$1,222	\$1,231	\$1,415	
1BR / 1BA	690	4	\$1,246	\$63	\$1,309	\$1,319	\$1,454	
2BR / 2BA	1,135	23	\$1,488	\$85	\$1,573	\$1,582	\$1,665	
3BR / 2BA	1,240	8	\$1,709	\$110	\$1,819	\$1,828	\$2,176	
		81						

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

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

Assisted Housing Program:

According to the developer, nine of the Subject’s units are anticipated to operate with project based subsidies through the city of Alexandria. The subsidies will be floating and will not be tied to any specific units. As such, we have not included these subsidies in our demand analysis for the Subject. The demand analysis reflects demand absent subsidy.

Construction Date:

Construction on the Subject is expected to begin in June 2020 and be completed in December 2021.

Target Household Income Levels:

Based on the proposed restrictions, the range of annual household income levels is depicted below.

FAMILY INCOME LIMITS

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@30%		@50%		@60%	
OBR	\$20,709	\$24,630	\$34,766	\$41,050	\$41,829	\$49,260
1BR	\$22,286	\$28,140	\$37,337	\$46,900	\$44,880	\$56,280
2BR	\$26,777	\$31,650	\$44,880	\$52,750	\$53,931	\$63,300
3BR	\$30,994	\$37,980	\$51,909	\$63,300	\$62,366	\$75,960

Utility Structure:

Tenants at the Subject will be responsible for electric cooking, electric-heated hot water, electric heat, central air-conditioning, and general electric. The landlord will pay for water, sewer and trash expense. The comparable properties’ utility structures are illustrated in the respective property summaries and are adjusted appropriately to account for differences relative to the Subject, based on the utility allowance provided by the Virginia Housing Development Authority effective July 1, 2018.

HOUSING AUTHORITY UTILITY ALLOWANCE

UTILITY AND SOURCE	Paid By	Studio	1BR	2BR	3BR
Heating - Electric	Tenant	\$18	\$25	\$32	\$39
Cooking - Electric	Tenant	\$3	\$4	\$5	\$6
Other Electric	Tenant	\$13	\$17	\$21	\$25
Air Conditioning	Tenant	\$5	\$7	\$9	\$11
Water Heating - Electric	Tenant	\$9	\$13	\$16	\$20
Water	Landlord	\$17	\$23	\$30	\$36
Sewer	Landlord	\$20	\$27	\$35	\$43
Trash	Landlord	\$12	\$12	\$12	\$12
TOTAL - Paid By Landlord		\$49	\$62	\$77	\$91
TOTAL - Paid By Tenant		\$48	\$66	\$83	\$101
TOTAL - Paid By Tenant Provided by Developer		\$50	\$63	\$85	\$110
DIFFERENCE		104%	95%	102%	109%

Source: Virginia Housing Development Authority , effective 7/2018

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

UNIT MIX AND SQUARE FOOTAGE			
Unit Type	Number of Units	Unit Size (SF)	Net Leasable Area
0BR / 1BA	4	450	1,800
1BR / 1BA	11	690	7,590
2BR / 2BA	49	1,135	55,615
3BR / 2BA	17	1,240	21,080
TOTAL	81		86,085

Net Leasable Area: Approximately 86,085 square feet.

Unit Amenities: The Subject will offer coat closets, central A/C, carpeting, dishwashers, garbage disposals, ovens, and refrigerators in terms of in-unit amenities.

Common Area Amenities: The Subject will offer a community room, central laundry facility and on-site manager in terms of common area amenities.

Parking: The Subject will offer a total of 83 parking spaces underground garage parking spaces. The total parking spaces equates to approximately 1.02 spaces per unit.

Number of Stories and Buildings: The Subject will consist of one, four-story low-rise building with underground garage parking.

Americans with Disabilities Act of 1990: We assume the property will not have any violations of the Americans with Disabilities Act of 1990.

Quality of Construction Condition and Deferred Maintenance: As new construction, the Subject will not suffer from deferred maintenance. We assume the Subject will be built in a timely manner with quality construction.

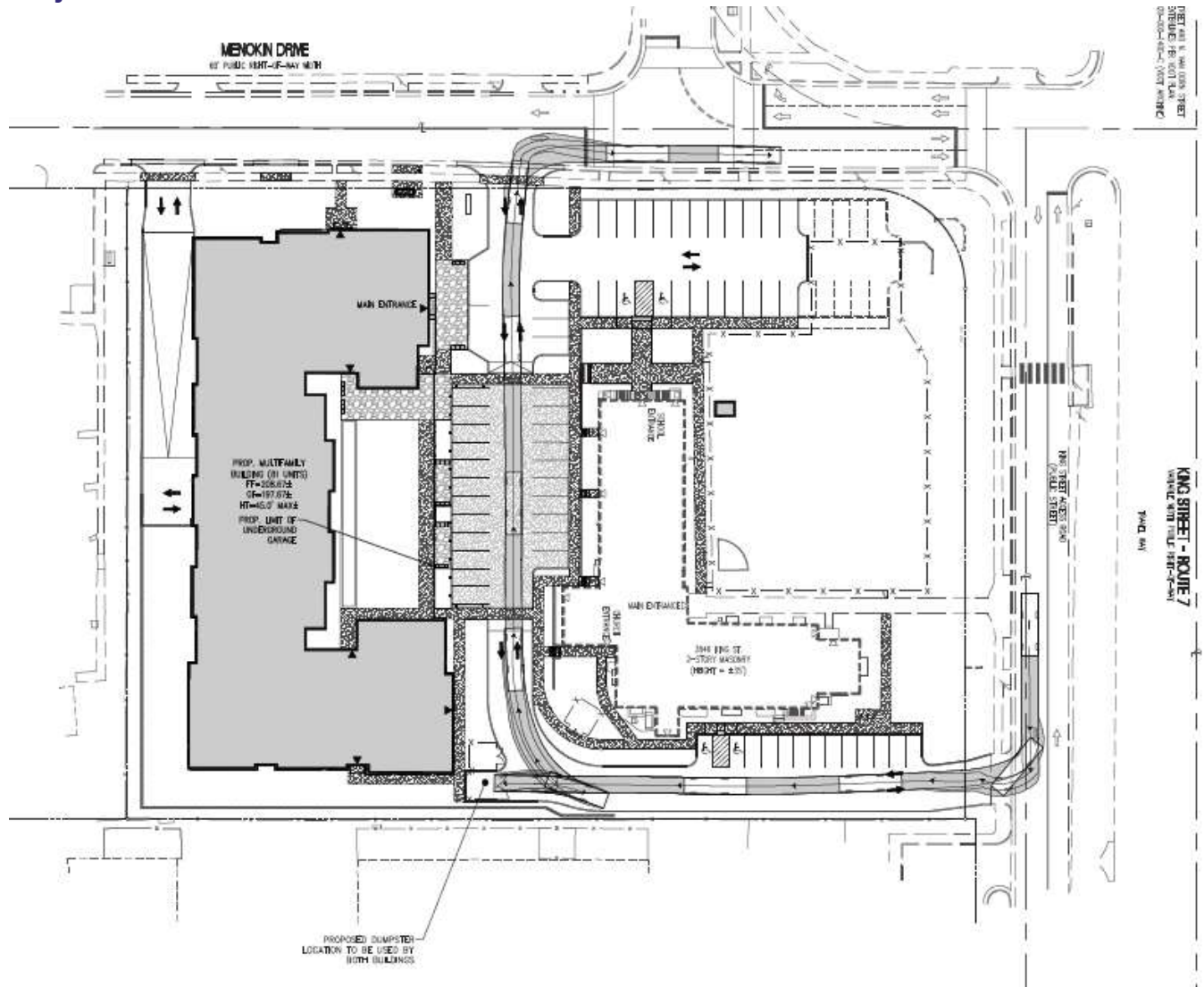
Functional Utility: We have reviewed the Subject’s floor plans and determined them to be functional.

Conclusion: The Subject property will be a new construction 81-unit LIHTC development. The Subject will exhibit excellent condition upon completion.

Architect: Heffner Architects

Site and Architectural Plans: A copy of the site and architectural plans are available on the following pages and in the addenda of this report.

Subject Site Plan



Source: Client, February 2019

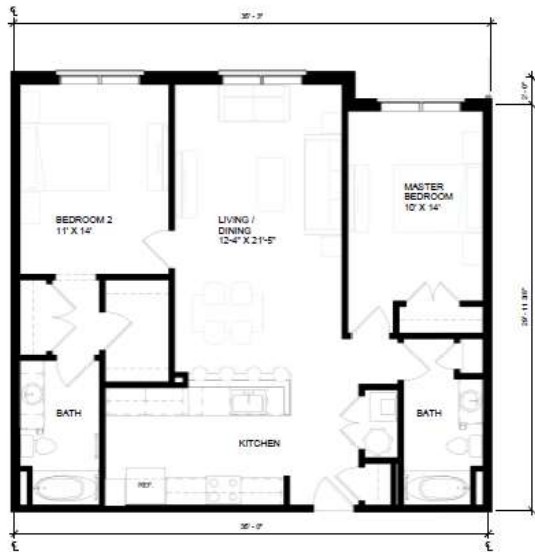
Subject Floor Plans



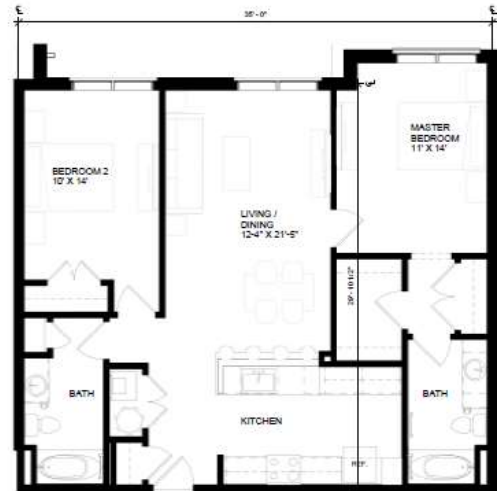
1 UNIT 1.A1
114' x 142'



3 UNIT 1.1B
114' x 142'



1 UNIT 2.2A
114' x 142'



3 UNIT 2.2A2
114' x 142'



2 UNIT 2.2B1
18'-0" x 18'-0"



APPROVED	
SPECIAL USE PERMIT NO. 158/16/2017-00008	
DEPARTMENT OF PLANNING & ZONING	
OWNER:	USE:
STAFF:	APPROVED BY:
DATE:	DATE:
PROJECT:	DATE:
PROJECT NO.:	DATE:
PROJECT NO.:	DATE:

1 UNIT 2.2C
18'-0" x 18'-0"



1 UNIT 2.2D
18'-0" x 18'-0"



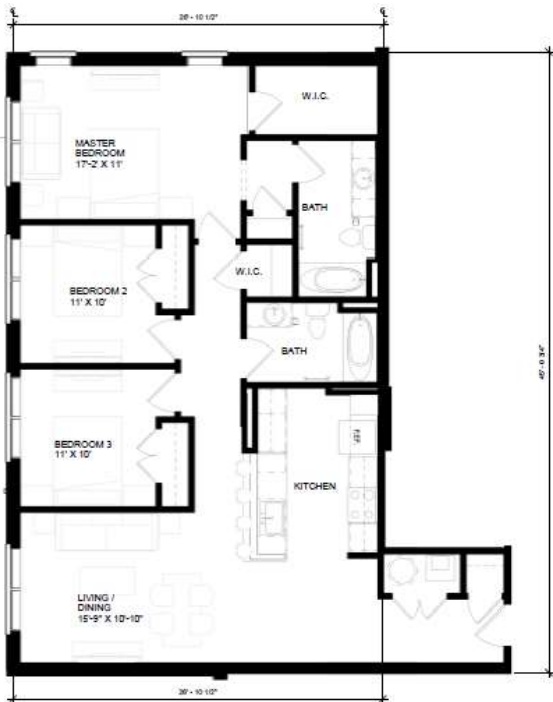
2 UNIT 2.2E
18'-0" x 18'-0"



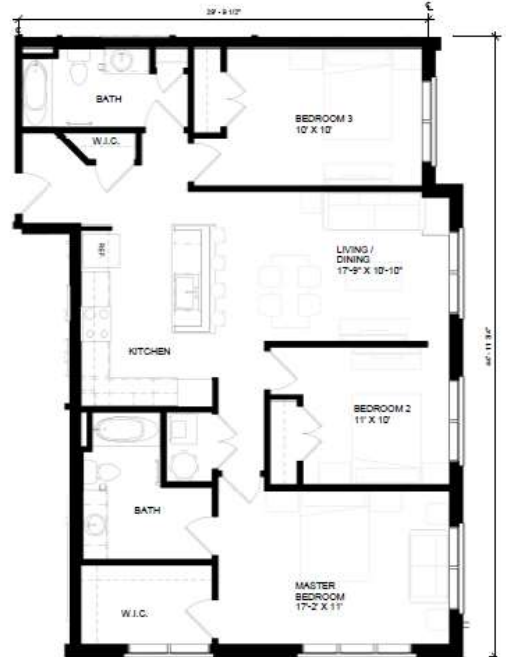
1 UNIT 2.2D
10' x 10'



2 UNIT 2.2E
10' x 10'

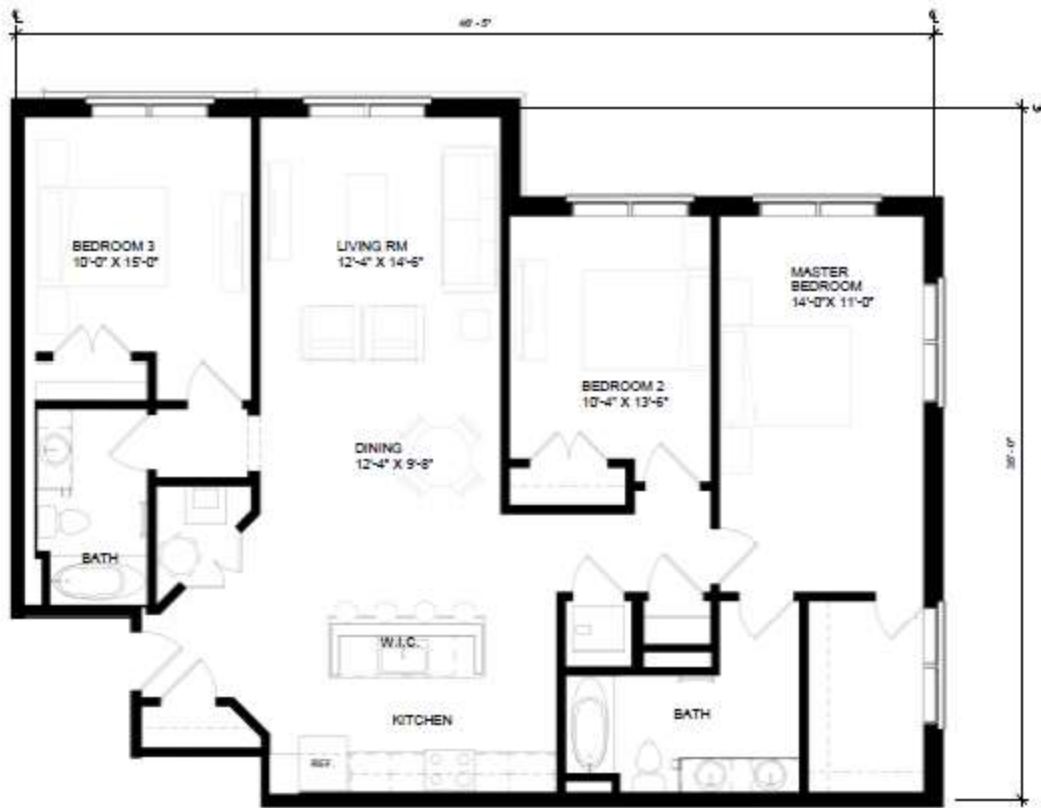


1 UNIT 3.2A1
10' x 10'



2 UNIT 3.2B
10' x 10'

APPROVED
SPECIAL USE PERMIT NO. DSUP2017-00006
DEPARTMENT OF PLANNING & ZONING



1 UNIT 3.2C
34' x 11'-0"

Source: Client, February 2019

Subject Renderings



Source: Client, February 2019



Source: Client, February 2019

FAIRLINGTON PRESBYTERIAN – ALEXANDRIA, VIRGINIA – MARKET STUDY



Source: Client, February 2019



Source: Client, February 2019

PROPERTY PROFILE REPORT

Fairlington Presbyterian

Effective Rent Date	2/22/2021
Location	3846 King Street Alexandria, VA 22302 Alexandria County
Distance	N/A
Units	81
Vacant Units	N/A
Vacancy Rate	N/A
Type	Midrise (4 stories)
Year Built/Renovated	2021 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	N/A
Tenant Characteristics	N/A
Contact Name	N/A
Phone	N/A



Market Information

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

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Midrise (4 stories)	1	450	\$556	\$0	@30%	N/A	N/A	N/A	no	None
0	1	Midrise (4 stories)	1	450	\$966	\$0	@50%	N/A	N/A	N/A	no	None
0	1	Midrise (4 stories)	2	450	\$1,172	\$0	@60%	N/A	N/A	N/A	no	None
1	1	Midrise (4 stories)	3	690	\$587	\$0	@30%	N/A	N/A	N/A	no	None
1	1	Midrise (4 stories)	4	690	\$1,026	\$0	@50%	N/A	N/A	N/A	no	None
1	1	Midrise (4 stories)	4	690	\$1,246	\$0	@60%	N/A	N/A	N/A	no	None
2	2	Midrise (4 stories)	3	1,135	\$696	\$0	@30%	N/A	N/A	N/A	no	None
2	2	Midrise (4 stories)	23	1,135	\$1,224	\$0	@50%	N/A	N/A	N/A	no	None
2	2	Midrise (4 stories)	23	1,135	\$1,488	\$0	@60%	N/A	N/A	N/A	no	None
3	2	Midrise (4 stories)	2	1,240	\$794	\$0	@30%	N/A	N/A	N/A	no	None
3	2	Midrise (4 stories)	7	1,240	\$1,404	\$0	@50%	N/A	N/A	N/A	no	None
3	2	Midrise (4 stories)	8	1,240	\$1,709	\$0	@60%	N/A	N/A	N/A	no	None

Photos



D. LOCATION

LOCATION

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



Source: Google Earth, January 2019.

Subject Site Description:

The Subject site is located on 3846 King Street in Alexandria, Alexandria City County, Virginia 22302.

Size:

The Subject site is approximately 3.00 acres, or 130,679 square feet.

Shape:

The site is generally rectangular in shape.

Frontage:

The Subject site offers frontage along the east side of Menokin Drive, and the south side of King Street.

Topography:

The Subject site is generally level.

Utilities:

All utilities are provided to the site.

Visibility/Views:

Views will consist of a house of worship to the north, a house of worship to the east, a parking lot and Braddock Lee Apartments to the south and west. The surroundings uses range in condition from average to good. Overall, views are considered average.

Surrounding Uses:

The Subject site is located in Alexandria, Virginia. The Subject site is rated as “Somewhat Walkable” by Walk Score with a score of 70, indicating that most errands can be accomplished by foot. The following depicts the surrounding uses of the Subject site.



Fairlington Mews northeast of the Subject site



Place of worship northwest of the Subject site

North: North of the Subject site is a place of worship located along King Street. Further to the north is Fairlington Mews condominiums located north of King Street and exhibits good condition.



View looking east from the Subject site



Fairlington Mews northeast of the Subject site

East: East of the Subject site is Fairlington Presbyterian and Fairlington Mews condominiums. Further east are single-family homes in average to good condition and retail properties.



Townhomes south of the Subject site



Retail and commercial properties south of the Subject site

South: South of the Subject site are townhomes in good condition followed by the Brandlee Shopping Center. Further south is the TC Williams High School Minnie Howard campus and Episcopal High School.



Braddock Lee Apartments to the west of Subject site



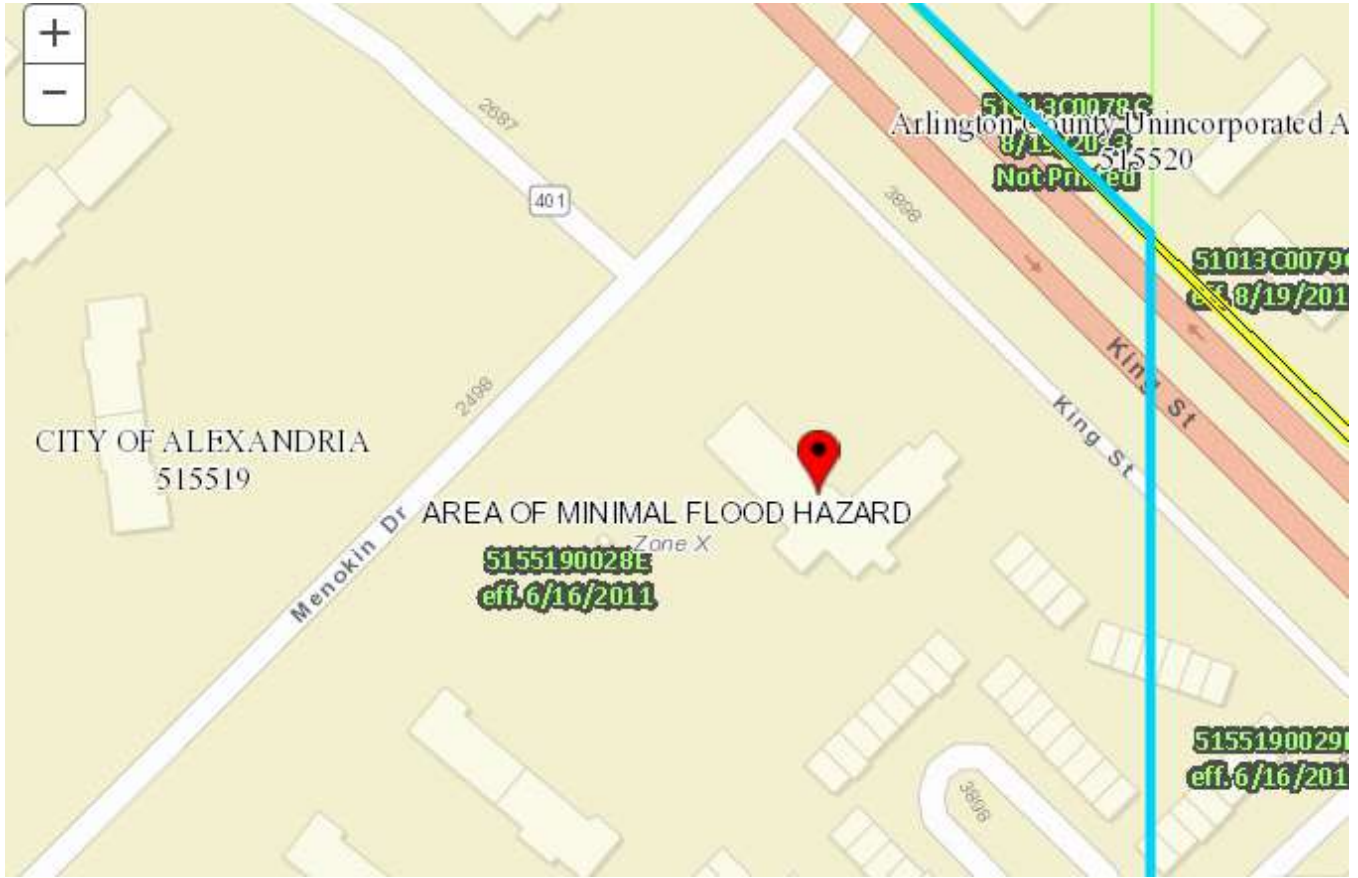
Single-family homes to the west of the Subject site

West: West of the Subject site is Braddock Lee Apartments, followed by single-family homes in average to good condition. Braddock Lee Apartments is utilized as a comparable, and discussed in more detail later in the report.

Access and Traffic Flow:

The Subject is accessible from King Street (Route 7), King Street provide access to downtown Alexandria. Additionally, access to Interstate 395 is provided by King Street approximately 0.3 miles north west of the Subject site. Overall, access and traffic flow are considered good.

Layout and Curb Appeal:	The Subject will consist of one, four-story midrise, elevator-serviced building with underground parking. The Subject will be located on the eastern side of the Menokin Drive and will be immediately south of an existing house of worship. The Subject will be new construction and exhibit excellent curb appeal.
Drainage:	We have not been provided with a soil and subsoil report. We are not experts in this field and assume the soil is adequate for development.
Soil and Subsoil Conditions:	We have not been provided with an environmental report. We are not experts in this field and assume the site is adequate for development.
Environmental Assessment:	We have not been provided with an environmental report. Further analysis is beyond the scope of this report. Novogradac & Company LLP does not have expertise in this field and cannot opine on this matter.
Detrimental Influences:	No detrimental influences were identified
Flood Plain:	According to Flood Insights and Flood Insurance Rate Map Community Panel Number 515519 0028E, dated June 16, 2011, the Subject site is located in Zone X and is located in an area that is not in a flood zone. Further analysis is beyond the scope of this report. Novogradac & Company LLP does not have expertise in this field and cannot opine on this matter.



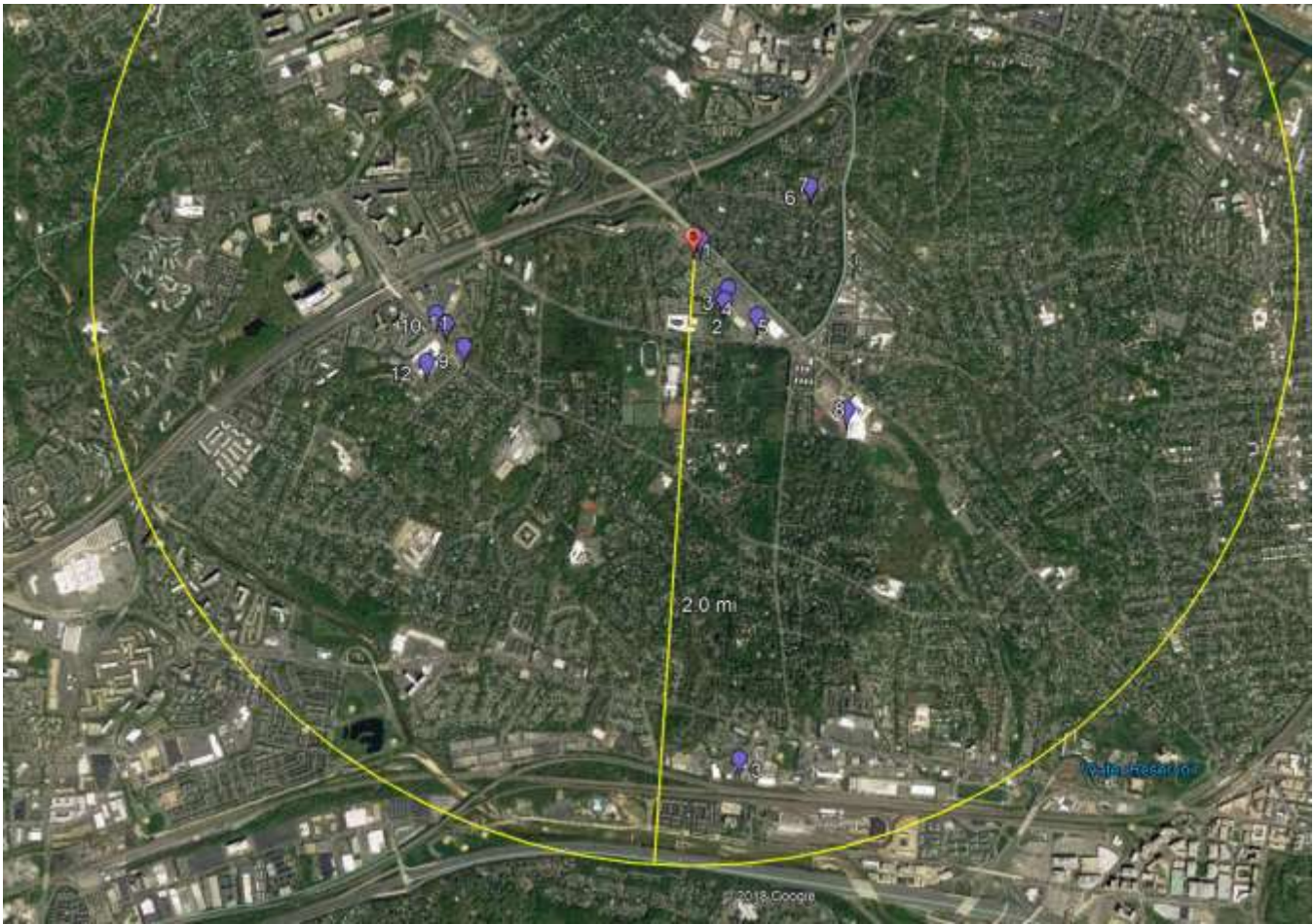
Source: FEMA, January 2019.

Locational Amenities:

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

LOCATIONAL AMENITIES

Map #	Service or Amenity	Distance from Subject (Crow)
1	Bus Stop	0.0 miles
2	Giant Food	0.2 miles
3	Wells Fargo Bank	0.2 miles
4	US Post Office	0.2 miles
5	Rite Aid Pharmacy	0.3 miles
6	Fairlington Elementary School	0.4 miles
7	Fairlington Community Center	0.4 miles
8	TC Williams High School	0.7 miles
9	Alexandria Fire Station	0.8 miles
10	Beauregard Medical Center	0.9 miles
11	Ellen Coolidge Burke Branch Library	0.9 miles
12	Francis C. Hammond Middle School	1.0 miles
13	Alexandria City Police Department	1.7 miles



Source: Google Earth, January 2019.

Public Transportation:

Alexandria’s public transportation needs are serviced by the Washington Metropolitan Area Transit Authority (WMATA), and Arlington Transit (DASH). The Subject is adjacent to the 22F Metro Bus routes. DASH bus service for lines AT5, AT6 and AT2, which only services the Alexandria area, is available adjacent to the Subject site. The base fare is currently \$1.80, with a discounted rate of \$1.60 for Metro SmartCard holders. The fares for seniors (age 65+), and people with certain disabilities, are \$0.90 and \$0.80 respectively. The Alexandria area is also served by the Metro system, which provides subway service in the Washington, DC metropolitan area. The nearest Metro station is the King Street Station, located approximately 2.5 miles southeast of the Subject site.

Crime Statistics:

The following tables show crime statistics from 2018 for the PMA.

2018 CRIME INDICES

	PMA	Washington-Arlington-Alexandria, DC-VA-MD- WV Metropolitan Statistical Area
Total Crime*	82	100
Personal Crime*	57	110
Murder	39	141
Rape	76	74
Robbery	79	147
Assault	44	96
Property Crime*	85	99
Burglary	48	70
Larceny	96	104
Motor Vehicle Theft	98	140

Source: Esri Demographics 2018, Novogradac & Company LLP, February 2019

*Unweighted aggregations

The table above illustrates the crime risk as an index where 100 represents the national average. Indices above 100 are above the national average, and indices below 100 are below the national average. Total crime risk in the PMA is significantly below the national average and the crime risk in the MSA. The risk of personal and property crime in the PMA are also significantly below that in the MSA and the nation. The Subject will offer limited access and intercoms. All of the comparables also offer some form of security including limited access and intercom. We believe that the Subject's proposed security features are market-oriented.

Conclusion:

The Subject's neighborhood appears to be a good location for a multifamily development. The majority of the local amenities are located within approximately two miles of the Subject. Additionally, there are various retail/commercial uses located along King Street, approximately 0.4 miles south of the Subject site. The Subject is a compatible use within the existing neighborhood.

Photographs of Subject and Neighborhood



Fairlington Presbyterian adjacent to the Subject site



Fairlington Presbyterian adjacent to the Subject site



Subject site



Subject site



Subject site



Subject site



Braddock Lee Apartments southwest of the Subject site



Bus stop on Menokin Drive



Fairlington Mews Condominiums northeast of the Subject site



Retail south of the Subject site



Retail and commercial space south of the Subject site



Single-family home west of the Subject site



Single-family home west of the Subject site



Single-family home west of the Subject site



Episcopal High School south of the Subject site



TC Williams High School south of the Subject site



Place of worship north of the Subject site



The Citizen at Shirlington Village, north of the Subject site and included as a comparable



View of King Street looking north



View of King Street looking south



View of Menokin Drive looking east



View of Menokin Drive looking west

E. MARKET AREA DEFINITION

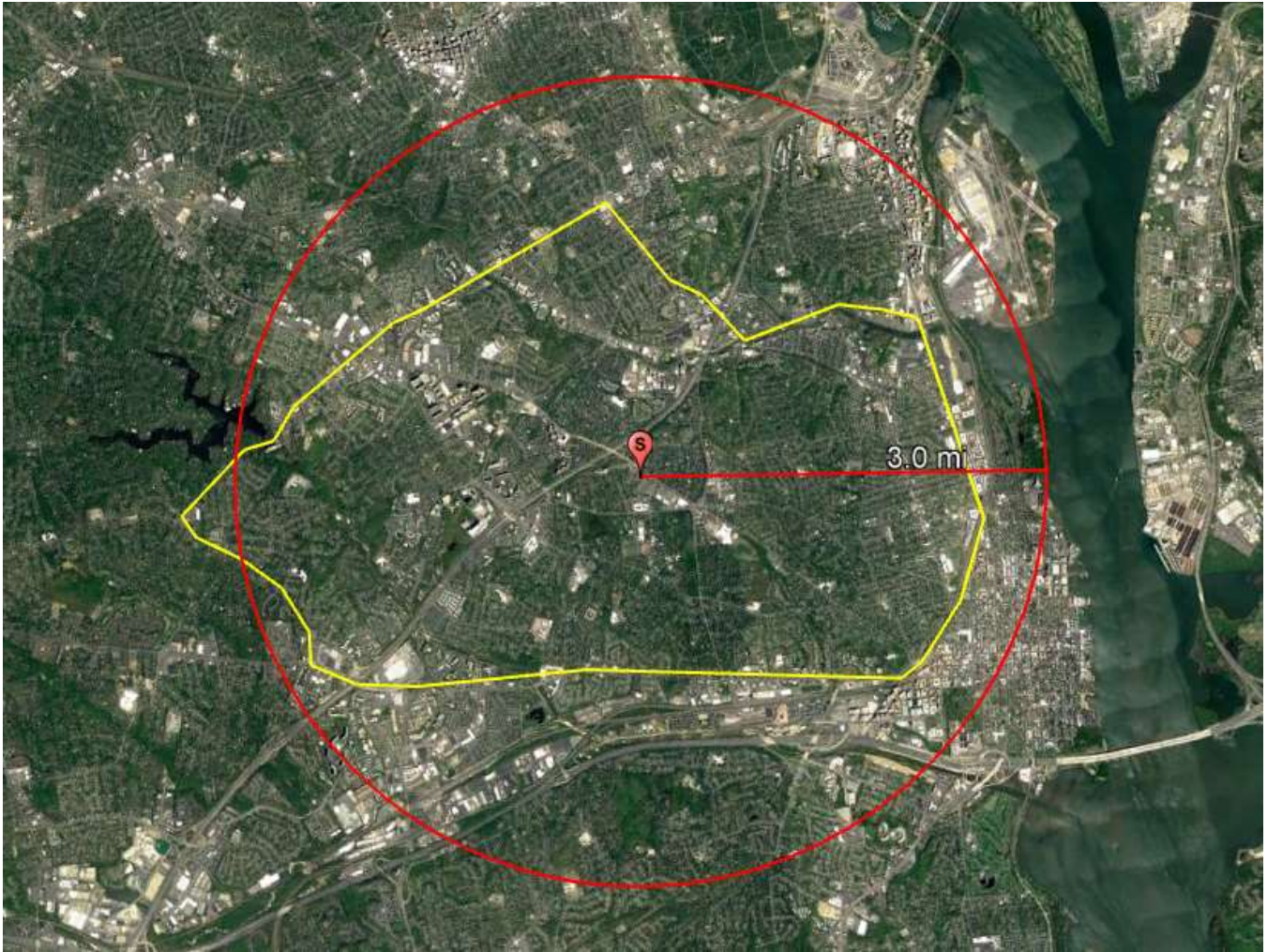
MARKET AREA

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

The Subject property is located in the Alexandria, Virginia. The PMA is generally defined as South Glebe Road to the north, Jefferson Davis Highway to the east, Duke Street to the south, and Lincoln Road and Columbia Pike to the west. This area was defined based on interviews with local market participants and local property managers. Management at the majority of the rent comparables noted that the majority of their tenants originate from within the greater metro. We have estimated that 10 percent of the Subject’s tenants will come from outside of these boundaries.

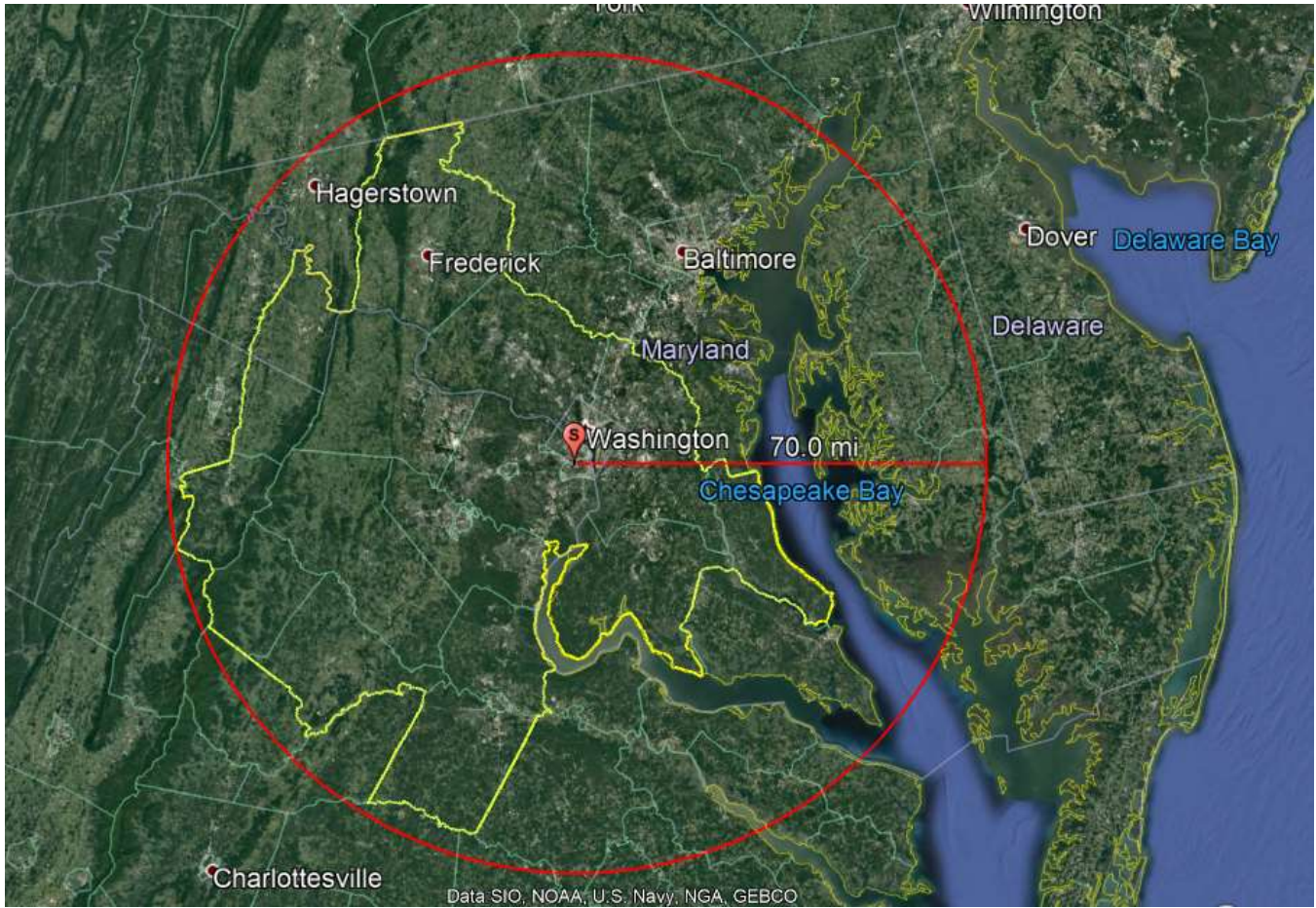
The Washington-Arlington-Alexandria, DC-VA-MD-WV Metropolitan Statistical Area (MSA) will serve as the Secondary Market Area (SMA). The MSA consists of Frederick, Montgomery, Calvert, Charles and Prince George’s Counties in Maryland; Washington, DC; Arlington, Clarke, Culpeper, Fairfax, Fauquier, Loudoun,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

Primary Market Area Map



Source: Google Earth, January 2019.

Metropolitan Statistical Area (MSA) Map



Source: Google Earth, January 2019.

F. EMPLOYMENT AND ECONOMY

ECONOMIC ANALYSIS

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

Employment by Industry

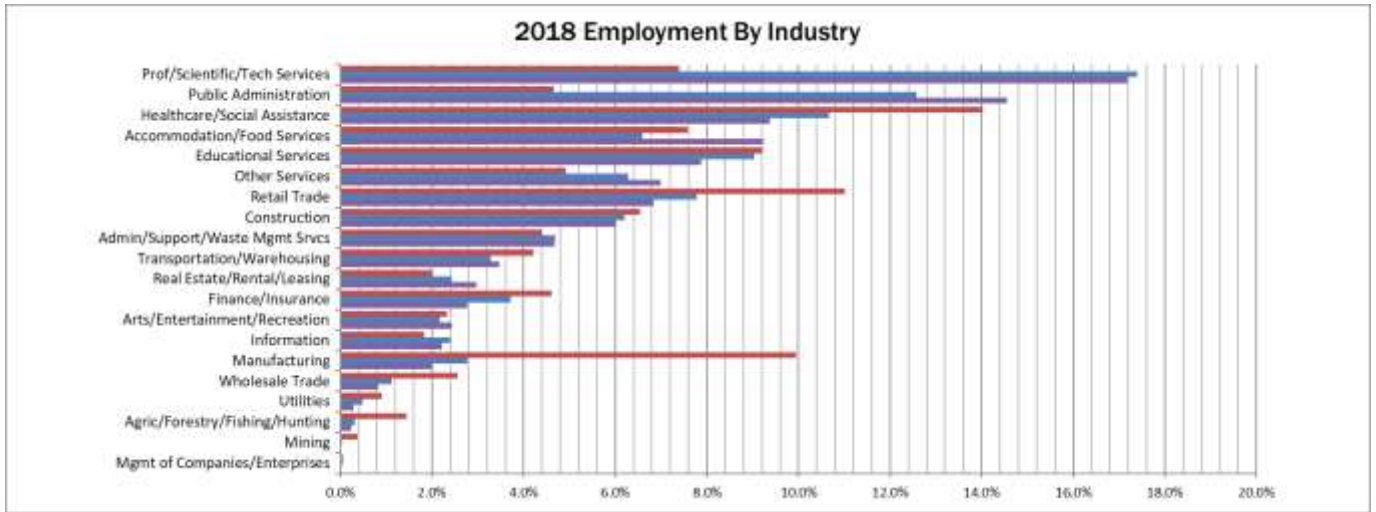
The following chart illustrates employment by industry as of 2018.

2018 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Prof/Scientific/Tech Services	15,889	17.2%	11,673,939	7.4%
Public Administration	13,448	14.5%	7,345,537	4.7%
Healthcare/Social Assistance	8,664	9.4%	22,154,439	14.0%
Accommodation/Food Services	8,534	9.2%	11,958,374	7.6%
Educational Services	7,285	7.9%	14,568,337	9.2%
Other Services	6,467	7.0%	7,758,801	4.9%
Retail Trade	6,329	6.8%	17,381,607	11.0%
Construction	5,560	6.0%	10,333,928	6.5%
Admin/Support/Waste Mgmt Svcs	4,317	4.7%	6,943,459	4.4%
Transportation/Warehousing	3,205	3.5%	6,660,099	4.2%
Real Estate/Rental/Leasing	2,744	3.0%	3,165,171	2.0%
Finance/Insurance	2,566	2.8%	7,284,572	4.6%
Arts/Entertainment/Recreation	2,253	2.4%	3,672,444	2.3%
Information	2,048	2.2%	2,881,691	1.8%
Manufacturing	1,860	2.0%	15,694,985	9.9%
Wholesale Trade	769	0.8%	4,028,405	2.6%
Utilities	258	0.3%	1,433,069	0.9%
Agric/Forestry/Fishing/Hunting	222	0.2%	2,273,158	1.4%
Mining	23	0.0%	591,596	0.4%
Mgmt of Companies/Enterprises	7	0.0%	87,511	0.1%
Total Employment	92,448	100.0%	157,891,122	100.0%

Source: Esri Demographics 2018, Novogradac & Company LLP, January 2019

Employment in the PMA is concentrated in the prof/scientific/tech services, public administration, and healthcare/social assistance industries, which collectively comprise 41.1 percent of local employment. The large share of PMA employment in the public administration and healthcare industry is notable as these industries are historically stable, and tend to exhibit greater resilience during economic downturns. Relative to the overall nation, the PMA features comparatively greater employment in the public administration, prof/scientific/tech services, and other services industries. Conversely, the PMA is underrepresented in the manufacturing, healthcare/social assistance, and retail trade industries.



Growth by Industry

The following table illustrates the change in total employment by sector from 2000 to 2018 in the PMA.

2000-2018 CHANGE IN EMPLOYMENT - PMA

Industry	2000		2018		2000-2018	
	Number Employed	Percent Employed	Number Employed	Percent Employed	Growth	Annualized Percent
Prof/Scientific/Tech Services	12,740	16.3%	15,889	17.2%	3,149	1.4%
Public Administration	11,348	14.5%	13,448	14.5%	2,100	1.0%
Healthcare/Social Assistance	5,829	7.4%	8,664	9.4%	2,835	2.7%
Accommodation/Food Services	5,429	6.9%	8,534	9.2%	3,105	3.2%
Educational Services	4,828	6.2%	7,285	7.9%	2,457	2.8%
Other Services	6,471	8.3%	6,467	7.0%	-4	0.0%
Retail Trade	5,841	7.5%	6,329	6.8%	488	0.5%
Construction	4,908	6.3%	5,560	6.0%	652	0.7%
Admin/Support/Waste Mgmt Svcs	3,300	4.2%	4,317	4.7%	1,017	1.7%
Transportation/Warehousing	2,921	3.7%	3,205	3.5%	284	0.5%
Real Estate/Rental/Leasing	1,914	2.4%	2,744	3.0%	830	2.4%
Finance/Insurance	3,274	4.2%	2,566	2.8%	-708	-1.2%
Arts/Entertainment/Recreation	1,264	1.6%	2,253	2.4%	989	4.3%
Information	4,672	6.0%	2,048	2.2%	-2,624	-3.1%
Manufacturing	1,999	2.6%	1,860	2.0%	-139	-0.4%
Wholesale Trade	1,176	1.5%	769	0.8%	-407	-1.9%
Utilities	298	0.4%	258	0.3%	-40	-0.7%
Agric/Forestry/Fishing/Hunting	79	0.1%	222	0.2%	143	10.1%
Mining	22	0.0%	23	0.0%	1	0.3%
Mgmt of Companies/Enterprises	26	0.0%	7	0.0%	-19	-4.1%
Total Employment	78,339	100.0%	92,448	100.0%	14,109	1.0%

Source: Esri Demographics 2018, Novogradac & Company LLP, January 2019

* Industry data current as of 2010. Other projections current as of 2018.

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

Total employment in the PMA increased at an annualized rate of 1.0 percent between 2000 and 2018. The industries which expanded most substantially during this period include prof/scientific/tech services, accommodation/food services, and healthcare/social assistance. Conversely, the information, finance/insurance, and wholesale trade sectors experienced the least growth.

Major Employers

We consulted the City of Alexandria Comprehensive Annual Report for 2016 to determine the major employers in the area. The following table details the largest federal and non-federal employers. Note that this data is current as of July 2016, and was the most recent available.

MAJOR EMPLOYERS ALEXANDRIA CITY

Employer Name	Industry	# Of Employees
Inova Alexandria Hospital	Healthcare	1,000 & Over
US Department of Commerce	Government	1,000 & Over
Us Department of Defense	Government	1,000 & Over
Alexandria Public Schools	Education	1,000 & Over
City of Alexandria	Government	1,000 & Over
Institute of Defense Analysis	Defense	500-999
Grant Thornton LLP	Finance	500-999
The Home Depot	Retail	500-999
Northern Virginia Community College	Education	500-999
US Department of Agriculture	Government	500-999
WMATA	Government	500-999
US Department of Homeland Defense	Government	250-499

Source: City of Alexandria Annual Financial Report 2016, Retrieved February 2018

The largest employers in Alexandria are concentrated in government, education, and healthcare, which are historically stable industries.

Employment Expansion/Contractions

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

WARN LISTINGS ALEXANDRIA CITY 2017 - YTD 2019

Company	Industry	Employees Affected	Notice Date
NetCentrics Corporation	Technology	149	10/11/2018
General Dynamics Information Technology	Technology	92	10/16/2017
Dollar Express	Retail	6	3/30/2017
Macy's	Retail	119	3/20/2017
Total		366	

Source: Virginia Employment Commission, January 2019

According to the Virginia Employment Commission, there have been 366 job losses in Alexandria since January 1, 2017. This represents less than one percent of the workforce in the MSA.

An important factor underlying the depth of demand for rental units of all types is the level of employment expansion and contraction in a region. According to the Alexandria Economic Development Partnership, there are several expansions. Following is a list of business expansions in the area.

- In November 2018, Amazon green-lit new headquarters to be located in Crystal City, VA (approx. six miles from the Subject). Amazon plans to have a 150 acre site with a 4 million square foot office building. In National Landing, a newly rebranded neighborhood, it plans to house 25,000 new employees from the northern Virginia area. Amazon reported that hiring is slated to begin in 2019 and will be teaming up with Virginia Tech University to have a highly skilled worker pool to choose from. Amazon moving in will provide many economic benefits to the area.
- Virginia Tech University plans on building a new tech campus for the influx of graduate students starting in 2019. This will be a 1 million square foot technology-focused campus that will be a \$1 billion project in totality.
- Construction for the headquarters of National Industries for the Blind is currently underway at the northwest corner of Potomac Avenue and East Glebe Road. The site will include approximately 90,000 square feet of office and medical office space as well as 10,000 square feet of ground-floor retail. Construction for this project began in early 2019 and is expected to be completed in 2021.

Employment and Unemployment Trends

The following table details employment and unemployment trends for the MSA from 2002 to November 2018.

EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Year	Washington-Arlington-Alexandria, DC-VA-MD-WV Metropolitan					USA				
	Statistical Area					USA				
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change		
2002	2,659,121	-	4.0%	-	136,485,000	-	5.8%	-		
2003	2,682,624	0.9%	3.9%	-0.1%	137,736,000	0.9%	6.0%	0.2%		
2004	2,729,743	1.8%	3.7%	-0.1%	139,252,000	1.1%	5.5%	-0.5%		
2005	2,803,963	2.7%	3.5%	-0.3%	141,730,000	1.8%	5.1%	-0.5%		
2006	2,867,910	2.3%	3.1%	-0.4%	144,427,000	1.9%	4.6%	-0.5%		
2007	2,905,565	1.3%	3.0%	-0.2%	146,047,000	1.1%	4.6%	0.0%		
2008	2,946,320	1.4%	3.7%	0.7%	145,363,000	-0.5%	5.8%	1.2%		
2009	2,893,543	-1.8%	6.0%	2.3%	139,878,000	-3.8%	9.3%	3.5%		
2010	2,950,674	2.0%	6.4%	0.4%	139,064,000	-0.6%	9.6%	0.3%		
2011	3,002,205	1.7%	6.2%	-0.2%	139,869,000	0.6%	9.0%	-0.7%		
2012	3,047,895	1.5%	5.8%	-0.4%	142,469,000	1.9%	8.1%	-0.9%		
2013	3,077,800	1.0%	5.6%	-0.2%	143,929,000	1.0%	7.4%	-0.7%		
2014	3,098,533	0.7%	5.1%	-0.5%	146,305,000	1.7%	6.2%	-1.2%		
2015	3,132,426	1.1%	4.4%	-0.7%	148,833,000	1.7%	5.3%	-0.9%		
2016	3,195,403	2.0%	3.9%	-0.5%	151,436,000	1.7%	4.9%	-0.4%		
2017	3,262,831	2.1%	3.7%	-0.2%	153,337,000	1.3%	4.4%	-0.5%		
2018 YTD Average*	3,302,047	1.2%	3.4%	-0.3%	155,761,000	1.6%	3.9%	-0.4%		
Nov-2017	3,269,026	-	3.5%	-	154,180,000	-	3.9%	-		
Nov-2018	3,301,875	1.0%	3.0%	-0.5%	157,015,000	1.8%	3.5%	-0.4%		

Source: U.S. Bureau of Labor Statistics, January 2019

*2018 data is through November

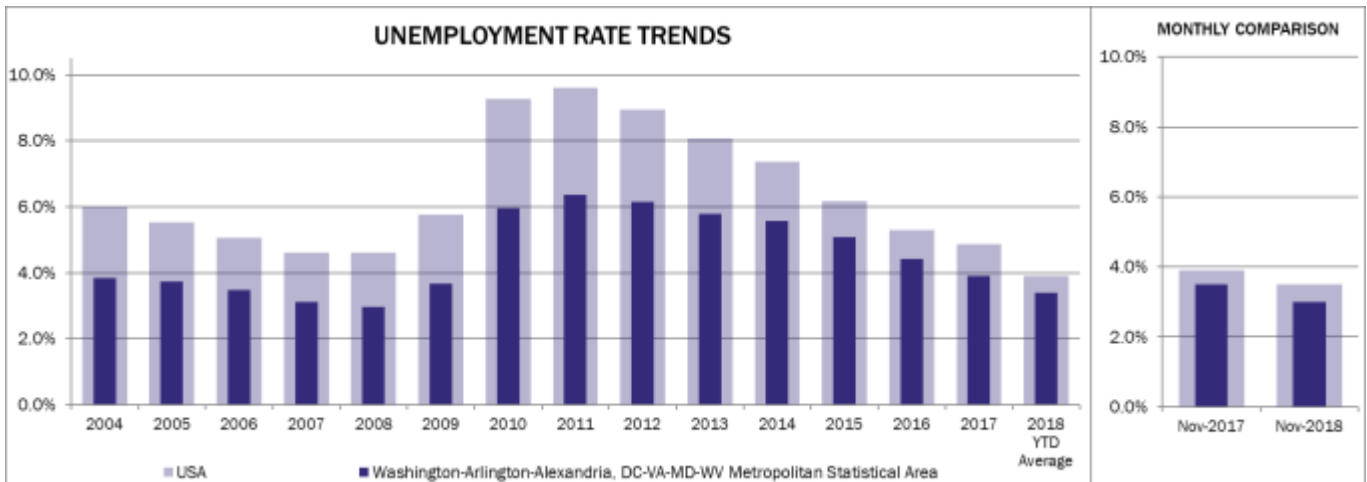
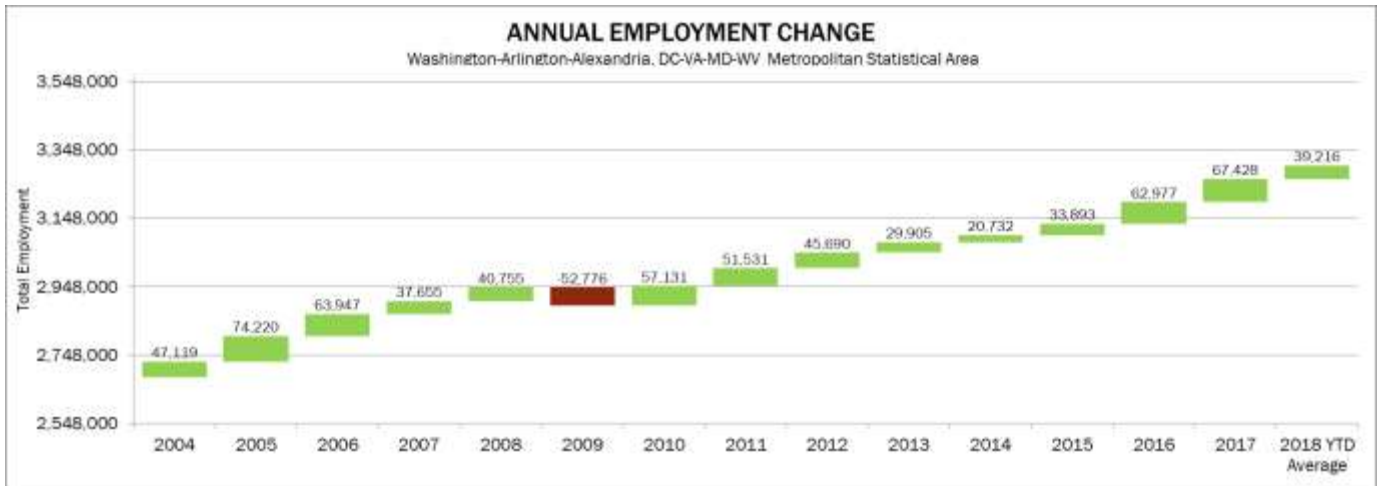
UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	<u>Washington-Arlington-Alexandria, DC-VA-MD- WV Metropolitan Statistical Area</u>			<u>USA</u>		
	Unemployment Rate	Change	Differential from peak	Unemployment Rate	Change	Differential from peak
2002	4.0%	-	1.0%	5.8%	-	1.4%
2003	3.9%	-0.1%	0.9%	6.0%	0.2%	1.6%
2004	3.7%	-0.1%	0.8%	5.5%	-0.5%	1.2%
2005	3.5%	-0.3%	0.5%	5.1%	-0.5%	0.7%
2006	3.1%	-0.4%	0.2%	4.6%	-0.5%	0.3%
2007	3.0%	-0.2%	0.0%	4.6%	0.0%	0.3%
2008	3.7%	0.7%	0.7%	5.8%	1.2%	1.4%
2009	6.0%	2.3%	3.0%	9.3%	3.5%	4.9%
2010	6.4%	0.4%	3.4%	9.6%	0.3%	5.3%
2011	6.2%	-0.2%	3.2%	9.0%	-0.7%	4.6%
2012	5.8%	-0.4%	2.8%	8.1%	-0.9%	3.7%
2013	5.6%	-0.2%	2.6%	7.4%	-0.7%	3.0%
2014	5.1%	-0.5%	2.1%	6.2%	-1.2%	1.8%
2015	4.4%	-0.7%	1.5%	5.3%	-0.9%	0.9%
2016	3.9%	-0.5%	1.0%	4.9%	-0.4%	0.5%
2017	3.7%	-0.2%	0.7%	4.4%	-0.5%	0.0%
2018 YTD Average*	3.4%	-0.3%	-	3.9%	-0.4%	-
Nov-2017	3.5%	-	-	3.9%	-	-
Nov-2018	3.0%	-0.5%	-	3.5%	-0.4%	-

Source: U.S. Bureau of Labor Statistics, January 2019

Prior to the national recession, average employment growth in the MSA generally exceeded the nation. Annual job growth in the MSA outpaced the nation in four of the five years between 2003 and 2007. Comparatively speaking, the MSA economy performed well during the recession. Total MSA employment contracted by only 1.8 percent (2008-2009), less than the 4.8 percent decline reported by the overall nation (2007-2010). Employment in the MSA recovered and surpassed pre-recessionary levels in 2010, four years prior to the overall nation. Since 2012, average employment growth in the MSA trailed the nation in all but two years. As of November 2018, total employment in the MSA is at a post-recessionary record and increasing at an annualized rate of 1.0 percent, compared to 1.8 percent across the overall nation.

The MSA experienced a lower average unemployment rate relative to the overall nation during the years preceding the recession. The local labor market demonstrated relative strength during the recession, as the rate of unemployment increased by only 3.4 percentage points, compared to a 5.0 percentage point increase across the overall nation. Since 2012, the MSA generally experienced a lower unemployment rate compared to the overall nation. According to the most recent labor statistics, the unemployment rate in the MSA is 3.0 percent, lower than the current national unemployment rate of 3.5 percent. Overall, the local economy appears to be in an expansionary phase.



Wages by Occupation

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

WASHINGTON-ARLINGTON-ALEXANDRIA, DC-VA-MD-WV METROPOLITAN STATISTICAL AREA - 2ND QTR 2017

Occupation	Number of Employees	Mean Hourly Wage	Mean Annual Wage
All Occupations	2,490,690	\$33.12	\$68,880
Legal Occupations	62,290	\$69.52	\$144,610
Management Occupations	193,260	\$69.16	\$143,840
Computer and Mathematical Occupations	189,120	\$50.36	\$104,750
Architecture and Engineering Occupations	49,000	\$48.84	\$101,580
Life, Physical, and Social Science Occupations	47,670	\$48.77	\$101,450
Business and Financial Operations Occupations	255,890	\$44.61	\$92,780
Healthcare Practitioners and Technical Occupations	105,760	\$43.29	\$90,040
Arts, Design, Entertainment, Sports, and Media Occupations	63,270	\$37.47	\$77,930
Education, Training, and Library Occupations	155,330	\$31.04	\$64,560
Community and Social Service Occupations	32,030	\$27.79	\$57,810
Protective Service Occupations	77,480	\$27.37	\$56,930
Installation, Maintenance, and Repair Occupations	74,340	\$25.91	\$53,880
Construction and Extraction Occupations	91,120	\$24.09	\$50,100
Sales and Related Occupations	209,650	\$21.53	\$44,780
Office and Administrative Support Occupations	323,710	\$21.35	\$44,400
Transportation and Material Moving Occupations	108,190	\$20.06	\$41,720
Production Occupations	39,920	\$19.88	\$41,360
Farming, Fishing, and Forestry Occupations	1,850	\$18.17	\$37,790
Healthcare Support Occupations	46,000	\$16.18	\$33,660
Personal Care and Service Occupations	71,320	\$14.94	\$31,080
Building and Grounds Cleaning and Maintenance Occupatio	84,570	\$14.47	\$30,110
Food Preparation and Serving Related Occupations	208,910	\$12.88	\$26,780

Source: Department Of Labor, Occupational Employment Statistics, 5/2017, retrieved 1/2019

The table above shows the average hourly and annual wages by occupation classification. The classification with the lowest average hourly wage was food preparation and serving related occupations at \$12.88 per hour. The highest average hourly wage, of \$69.52, is for those in management occupations.

The qualifying incomes for the Subject’s tenants will range from \$20,709 to \$75,960. Utilizing the upper end of the Subject’s qualifying income at \$75,960 corresponds to an approximate hourly wage rate of \$36.51. This encompasses a significant portion of employment in the MSA. An element not reflected in the wage rate data is that many positions represent part-time employment, and starting rates are typically lower than mean wage rates. We expect that part-time employment and entry-level positions will be common amongst the Subject’s tenant base.

Commuting Patterns

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

COMMUTING PATTERNS

ACS Commuting Time to Work	Number of Commuters	Percentage
Travel Time < 5 min	837	1.0%
Travel Time 5-9 min	4,061	4.6%
Travel Time 10-14 min	6,879	7.8%
Travel Time 15-19 min	12,043	13.7%
Travel Time 20-24 min	12,935	14.7%
Travel Time 25-29 min	5,970	6.8%
Travel Time 30-34 min	15,156	17.2%
Travel Time 35-39 min	3,790	4.3%
Travel Time 40-44 min	5,462	6.2%
Travel Time 45-59 min	11,745	13.4%
Travel Time 60-89 min	7,399	8.4%
Travel Time 90+ min	1,604	1.8%
Weighted Average	34 minutes	

Source: US Census 2018, Novogradac & Company, LLP January 2019

As shown above, 41.8 percent of households in the PMA have a commute time of 24 minutes or less, indicating many of the households work outside of the PMA. The PMA has a drive time zone of approximately 20 minutes.

Conclusion

Employment in the PMA is concentrated in the prof/scientific/tech services, public administration, and healthcare/social assistance industries, which collectively comprise 41.1 percent of local employment. The large share of PMA employment in the public administration and healthcare industry is notable as these industries are historically stable, and tend to exhibit greater resilience during economic downturns. As of November 2018, total employment in the MSA is at a post-recessionary record and increasing at an annualized rate of 1.0 percent, compared to 1.8 percent across the overall nation. According to the most recent labor statistics, the unemployment rate in the MSA is 3.0 percent, lower than the current national unemployment rate of 3.5 percent. Increasing employment and a declining unemployment rate in the MSA indicate that the local economy is an area of healthy economic growth.

G. DEMOGRAPHIC CHARACTERISTICS

DEMOGRAPHIC CHARACTERISTICS

The table below illustrates population and household trends in the PMA, the MSA, and the nation from 2000 through 2023.

POPULATION

Year	PMA		Washington-Arlington-Alexandria, DC-VA- MD-WV Metropolitan Statistical Area		USA	
	<i>Number</i>	<i>Annual</i>	<i>Number</i>	<i>Annual</i>	<i>Number</i>	<i>Annual</i>
2000	136,333	-	4,837,251	-	281,038,168	-
2010	139,755	0.3%	5,636,232	1.7%	308,745,538	1.0%
2018	148,744	0.8%	6,196,188	1.2%	330,088,686	0.8%
2023	154,171	0.7%	6,558,844	1.2%	343,954,683	0.8%

Source: Esri Demographics 2018, Novogradac & Company LLP, January 2019

HOUSEHOLDS

Year	PMA		Washington-Arlington-Alexandria, DC-VA- MD-WV Metropolitan Statistical Area		USA	
	<i>Number</i>	<i>Annual</i>	<i>Number</i>	<i>Annual</i>	<i>Number</i>	<i>Annual</i>
2000	61,244	-	1,815,141	-	105,403,008	-
2010	63,318	0.3%	2,094,048	1.5%	116,716,296	1.1%
2018	66,996	0.7%	2,290,757	1.1%	124,110,017	0.8%
2023	69,374	0.7%	2,420,003	1.1%	128,855,931	0.8%

Source: Esri Demographics 2018, Novogradac & Company LLP, January 2019

Historical population and household growth in the PMA trailed the MSA between 2000 and 2010. However, population and household growth in the broader MSA exceeded the nation during the same time period. Population and household growth in the PMA accelerated between 2010 and 2018, however, grew by slightly less than the MSA. According to ESRI demographic projections, annualized PMA growth is expected to remain relatively stable at 0.7 percent through 2023, which is below the MSA and similar to the nation.

Population by Age

POPULATION BY AGE IN 2018

Age Cohort	PMA		Washington-Arlington-Alexandria, DC-VA- MD-WV Metropolitan Statistical Area		USA	
	Number	Percentage	Number	Percentage	Number	Percentage
0-4	9,210	6.2%	370,961	6.0%	19,968,445	6.0%
5-9	8,426	5.7%	394,167	6.4%	20,460,473	6.2%
10-14	7,412	5.0%	405,674	6.5%	20,877,164	6.3%
15-19	6,625	4.5%	382,703	6.2%	21,084,688	6.4%
20-24	8,894	6.0%	392,474	6.3%	22,646,440	6.9%
25-29	13,232	8.9%	462,199	7.5%	23,557,337	7.1%
30-34	15,170	10.2%	469,460	7.6%	22,355,094	6.8%
35-39	14,450	9.7%	456,209	7.4%	21,419,362	6.5%
40-44	11,737	7.9%	414,414	6.7%	19,879,801	6.0%
45-49	10,425	7.0%	422,049	6.8%	20,736,487	6.3%
50-54	9,291	6.2%	422,099	6.8%	21,395,762	6.5%
55-59	8,734	5.9%	419,548	6.8%	22,375,085	6.8%
60-64	7,609	5.1%	361,525	5.8%	20,552,366	6.2%
65-69	6,302	4.2%	297,036	4.8%	17,874,849	5.4%
70-74	4,268	2.9%	209,323	3.4%	13,196,470	4.0%
75-79	2,728	1.8%	135,992	2.2%	9,064,776	2.7%
80-84	1,727	1.2%	85,943	1.4%	6,007,164	1.8%
85+	2,505	1.7%	94,412	1.5%	6,636,923	2.0%
Total	148,745	100.0%	6,196,188	100.0%	330,088,686	100.0%

Source: Esri Demographics 2018, Novogradac & Company LLP, January 2019

POPULATION BY AGE IN 2023 ESTIMATE

Age Cohort	PMA		Washington-Arlington-Alexandria, DC-VA- MD-WV Metropolitan Statistical Area		USA	
	Number	Percentage	Number	Percentage	Number	Percentage
0-4	9,409	6.1%	392,993	6.0%	20,712,703	6.0%
5-9	8,131	5.3%	394,403	6.0%	20,686,037	6.0%
10-14	7,558	4.9%	406,353	6.2%	21,356,683	6.2%
15-19	7,057	4.6%	398,328	6.1%	21,696,066	6.3%
20-24	9,482	6.2%	382,758	5.8%	21,612,571	6.3%
25-29	14,140	9.2%	466,931	7.1%	22,724,609	6.6%
30-34	14,367	9.3%	524,826	8.0%	24,574,306	7.1%
35-39	13,484	8.7%	498,835	7.6%	23,129,515	6.7%
40-44	12,776	8.3%	466,781	7.1%	21,944,713	6.4%
45-49	10,484	6.8%	409,518	6.2%	19,928,478	5.8%
50-54	9,766	6.3%	418,079	6.4%	20,822,718	6.1%
55-59	8,585	5.6%	405,700	6.2%	21,014,806	6.1%
60-64	7,983	5.2%	393,782	6.0%	21,745,623	6.3%
65-69	6,884	4.5%	334,795	5.1%	19,744,824	5.7%
70-74	5,413	3.5%	265,228	4.0%	16,251,664	4.7%
75-79	3,718	2.4%	184,245	2.8%	11,695,481	3.4%
80-84	2,269	1.5%	110,885	1.7%	7,323,303	2.1%
85+	2,663	1.7%	104,404	1.6%	6,990,583	2.0%
Total	154,169	100.0%	6,558,844	100.0%	343,954,683	100.0%

Source: Esri Demographics 2018, Novogradac & Company LLP, January 2019

General Household Income Distribution

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

HOUSEHOLD INCOME PMA

Income Cohort	2018		2023		Annual Change 2018 to 2023	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	2,705	4.0%	2,670	3.8%	-7	-0.3%
\$10,000-19,999	3,127	4.7%	3,096	4.5%	-6	-0.2%
\$20,000-29,999	3,987	6.0%	3,828	5.5%	-32	-0.8%
\$30,000-39,999	4,676	7.0%	4,470	6.4%	-41	-0.9%
\$40,000-49,999	4,328	6.5%	4,442	6.4%	23	0.5%
\$50,000-59,999	4,415	6.6%	4,325	6.2%	-18	-0.4%
\$60,000-74,999	6,643	9.9%	6,531	9.4%	-22	-0.3%
\$75,000-99,999	9,248	13.8%	9,318	13.4%	14	0.2%
\$100,000-	7,616	11.4%	7,818	11.3%	40	0.5%
\$125,000-	5,420	8.1%	5,753	8.3%	67	1.2%
\$150,000-	6,414	9.6%	7,027	10.1%	123	1.9%
\$200,000+	8,417	12.6%	10,096	14.6%	336	4.0%
Total	66,996	100.0%	69,374	100.0%		

Source: HISTA Data / Ribbon Demographics 2018, Novogradac & Company LLP, January 2019

HOUSEHOLD INCOME MSA

Income Cohort	2018		2023		Annual Change 2018 to 2023	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	97,257	4.2%	98,230	4.1%	195	0.2%
\$10,000-19,999	104,198	4.5%	106,327	4.4%	426	0.4%
\$20,000-29,999	119,511	5.2%	121,694	5.0%	437	0.4%
\$30,000-39,999	129,958	5.7%	132,709	5.5%	550	0.4%
\$40,000-49,999	137,771	6.0%	140,954	5.8%	637	0.5%
\$50,000-59,999	140,672	6.1%	144,835	6.0%	833	0.6%
\$60,000-74,999	206,542	9.0%	212,668	8.8%	1,225	0.6%
\$75,000-99,999	296,551	12.9%	309,151	12.8%	2,520	0.8%
\$100,000-	259,165	11.3%	271,723	11.2%	2,512	1.0%
\$125,000-	197,056	8.6%	211,902	8.8%	2,969	1.5%
\$150,000-	258,039	11.3%	277,970	11.5%	3,986	1.5%
\$200,000+	344,037	15.0%	391,840	16.2%	9,561	2.8%
Total	2,290,757	100.0%	2,420,003	100.0%		

Source: HISTA Data / Ribbon Demographics 2018, Novogradac & Company LLP, January 2019

Annual household income levels will range from \$20,709 to \$75,960 for the Subject’s housing units.

General Household Size Distribution

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

AVERAGE HOUSEHOLD SIZE

Year	PMA		Washington-Arlington-Alexandria, DC-VA-MD-WV Metropolitan Statistical Area		USA	
	Number	Annual	Number	Annual	Number	Annual Change
2000	2.21	-	2.61	-	2.59	-
2010	2.19	-0.1%	2.64	0.1%	2.58	-0.1%
2018	2.20	0.1%	2.66	0.1%	2.59	0.1%
2023	2.20	0.0%	2.67	0.1%	2.61	0.1%

Source: Esri Demographics 2018, Novogradac & Company LLP, January 2019

The average household size in the PMA is below that of the MSA and the nation. The average household size in the PMA is expected to remain constant through 2023 while the MSA and the nation are projected to see slight increases in the average household size during the same time frame.

General Household Tenure

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

TENURE PATTERNS PMA				
Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	24,535	40.1%	36,709	59.9%
2018	28,164	42.0%	38,832	58.0%
2023	29,720	42.8%	39,654	57.2%

Source: Esri Demographics 2018, Novogradac & Company LLP, January 2019

The preceding table details household tenure patterns in the PMA since 2000. The percentage of renter households in the PMA remained relatively stable between 2000 and 2018, and is estimated to be 58 percent as of 2018. This is more than the estimated 33 percent of renter households across the overall nation. According to ESRI demographic projections, the percentage of renter households in the PMA is expected to remain relatively stable through 2023.

General Renter Household Income Distribution

The following table illustrates total renter household income distribution.

Income Cohort	RENTER HOUSEHOLD INCOME					
	2018		PMA 2023		Annual Change 2018 to 2023	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	1,967	5.1%	1,959	4.9%	-2	-0.1%
\$10,000-19,999	2,420	6.2%	2,340	5.9%	-16	-0.7%
\$20,000-29,999	2,922	7.5%	2,790	7.0%	-26	-0.9%
\$30,000-39,999	3,607	9.3%	3,391	8.6%	-43	-1.2%
\$40,000-49,999	3,169	8.2%	3,200	8.1%	6	0.2%
\$50,000-59,999	3,384	8.7%	3,282	8.3%	-20	-0.6%
\$60,000-74,999	4,613	11.9%	4,556	11.5%	-11	-0.2%
\$75,000-99,999	6,170	15.9%	6,261	15.8%	18	0.3%
\$100,000-	4,279	11.0%	4,524	11.4%	49	1.1%
\$125,000-	2,414	6.2%	2,678	6.8%	53	2.2%
\$150,000-	2,104	5.4%	2,415	6.1%	62	3.0%
\$200,000+	1,783	4.6%	2,258	5.7%	95	5.3%
Total	38,832	100.0%	39,654	100.0%		

Source: HISTA Data / Ribbon Demographics 2018, Novogradac & Company LLP, January 2019

In the previous tables, the percentage of renter occupied households was applied to the total number of households in each income level. As illustrated, the largest concentrations of renter households fall into the \$60,000 to \$99,999 income cohorts, followed by the \$30,000 to \$59,999 income cohorts. Residents of the Subject will need to earn between \$20,709 and \$75,960.

Household Size Distribution

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

PMA HOUSEHOLD SIZE DISTRIBUTION						
Household Size	2000		2018		2023	
	Total	Percent	Total Households	Percent	Total	Percent
1 persons	24,679	40.3%	27,681	41.3%	28,866	41.6%
2 persons	18,462	30.1%	19,808	29.6%	20,426	29.4%
3 persons	7,918	12.9%	8,678	13.0%	8,980	12.9%
4 persons	5,438	8.9%	6,080	9.1%	6,223	9.0%
5+ persons	4,747	7.8%	4,749	7.1%	4,879	7.0%
Total	61,244	100.0%	66,996	100.0%	69,374	100.0%

Source: Esri Demographics 2018, Novogradac & Company LLP, January 2019

As of 2018, the majority of households in the PMA consist of one and two persons.

Renter Household Size Distribution

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

PMA RENTER HOUSEHOLD SIZE DISTRIBUTION						
Household Size	2000		2018		2023	
	Total	Percent	Total Households	Percent	Total	Percent
1 persons	15,195	41.4%	16,992	43.8%	17,437	44.0%
2 persons	10,337	28.2%	10,490	27.0%	10,622	26.8%
3 persons	4,822	13.1%	5,093	13.1%	5,222	13.2%
4 persons	3,160	8.6%	3,265	8.4%	3,316	8.4%
5+ persons	3,195	8.7%	2,992	7.7%	3,057	7.7%
Total	36,709	100.0%	38,832	100.0%	39,654	100.0%

Source: Esri Demographics 2018, Novogradac & Company LLP, February 2019

Historically, the majority of renter households in the PMA have consisted of one and two-person households. In 2018, approximately 71 percent of renter-households were one or two-persons. The number of three-person and larger renter households has declined since 2000. The overwhelming number of one and two-person renter-households is a positive sign for the multifamily development of the Subject.

Median Household Income Levels

The table below illustrates median household income levels in the PMA, the MSA, and the nation from 2000 through 2023. Note that this is based on data for all household sizes and is independent of the calculation of AMI.

Year	MEDIAN HOUSEHOLD INCOME					
	PMA		Washington-Arlington-Alexandria, DC-VA-MD-WV Metropolitan Statistical Area		USA	
	Amount	Annual Change	Amount	Annual Change	Amount	Annual Change
2000	\$53,246	-	\$66,823	-	\$44,872	-
2018	\$86,351	3.4%	\$99,481	2.7%	\$58,100	1.6%
2023	\$100,222	3.2%	\$108,919	1.9%	\$65,727	2.6%

Source: Esri Demographics 2018, Novogradac & Company LLP, February 2019

As of 2018, the median income in the PMA is below the surrounding MSA. Median household income growth in the PMA exceeded the MSA between 2000 and 2018. Income growth in both geographic areas exceeded the overall nation during this time period. In particular, median income in the PMA rose from 119 percent of the national median income in 2000 to 149 percent in 2018. The overall rise in median income levels reflects a market where lower income households may be priced out by more affluent households. It also indicates that affordable housing properties should prosper in the future as incomes and, therefore, achievable rents rise. According to ESRI demographic projections, annualized PMA growth is expected to remain relatively stable at 3.2 percent through 2023, which is above projected growth in the MSA and nation. However, median income in the PMA will remain below the MSA despite higher projected growth.

Rent Overburdened Households

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

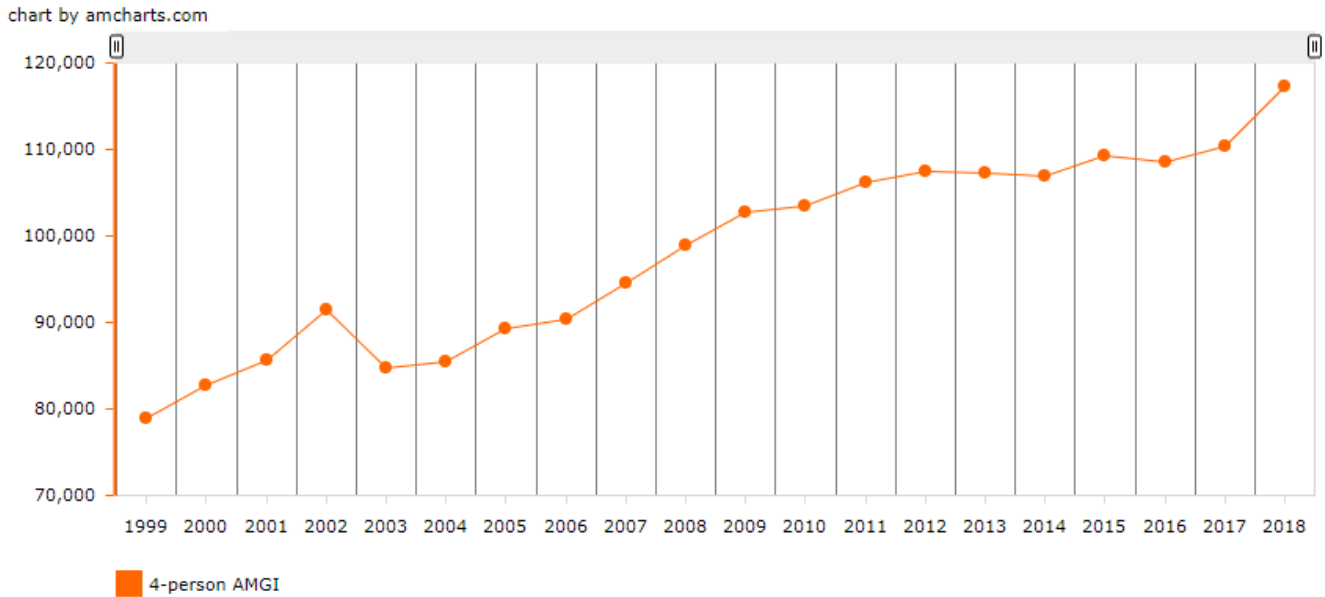
Year	PMA		Washington-Arlington-Alexandria, DC-VA-MD-WV Metropolitan Statistical Area		USA	
	Amount	Percentage	Amount	Percentage	Amount	Percentage
2018	12,960	35.7%	289,106	36.9%	16,657,755	39.5%

Source: Esri Demographics 2018, Novogradac & Company LLP, February 2019

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

Area Median Income

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



Source: Novogradac & Company, LLP, January 2019

Overall, the AMI has increased by an average of 2.1 percent annually between 1999 and 2018. The following chart illustrates the annual growth in AMI over the past five years.

ALEXANDRIA CITY COUNTY AMI GROWTH (2013-2018)

Year	2013	2014	2015	2016	2017	2018
AMI	\$107,300	\$107,000	\$109,200	\$108,600	\$110,300	\$117,200
Percentage	-0.2%	-0.3%	2.1%	-0.5%	1.6%	6.4%

The proposed rents for all of the Subject’s units are set just below the maximum allowable levels; therefore, future rent increases will generally be directly dependent upon future increases in the AMI.

Conclusion

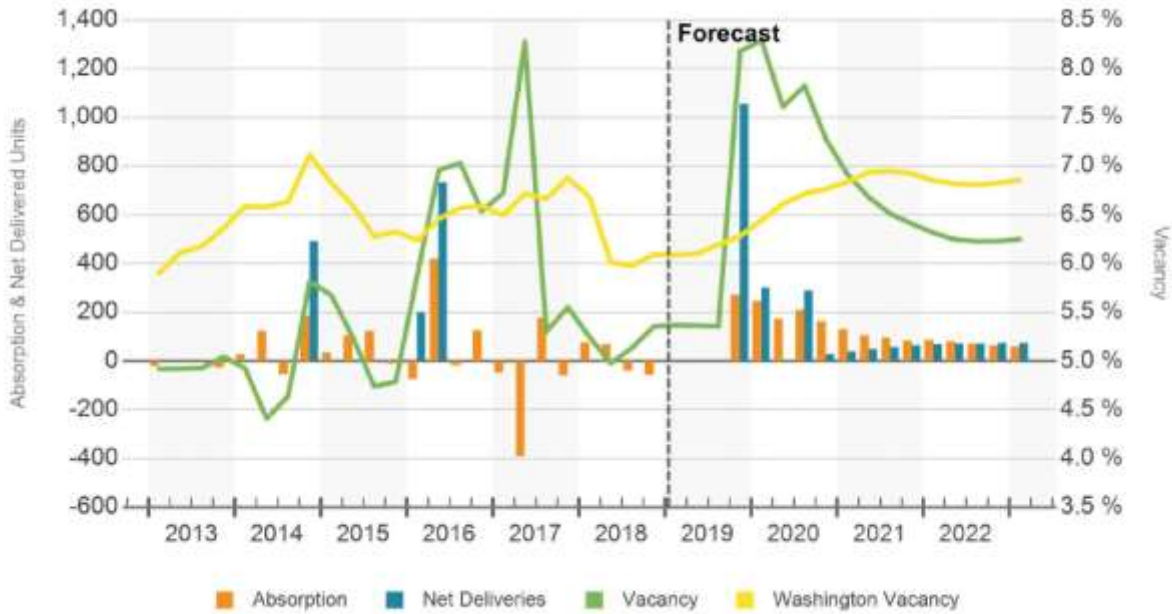
The PMA and MSA have demonstrated that they are areas of growth in population and households. The population and number of households are expected to increase from 2018 to 2023. The median household incomes in the PMA are above the nation and lower than the MSA. A significant majority of the PMA are renter households, many of which are one and two person households. This bodes well for the proposed Subject. Based on information reported by local property managers, and the *Demand Analysis* illustrated later in this report, there appears to be adequate demand for the Subject’s proposed units.

H. COMPETITIVE ENVIRONMENT

HOUSING SUMMARY

We consulted a Costar report from the fourth quarter of 2018 to gather information on the Alexandria rental market. The table below illustrates net deliveries, net absorption, and average vacancy in Alexandria from 2013 through 2022.

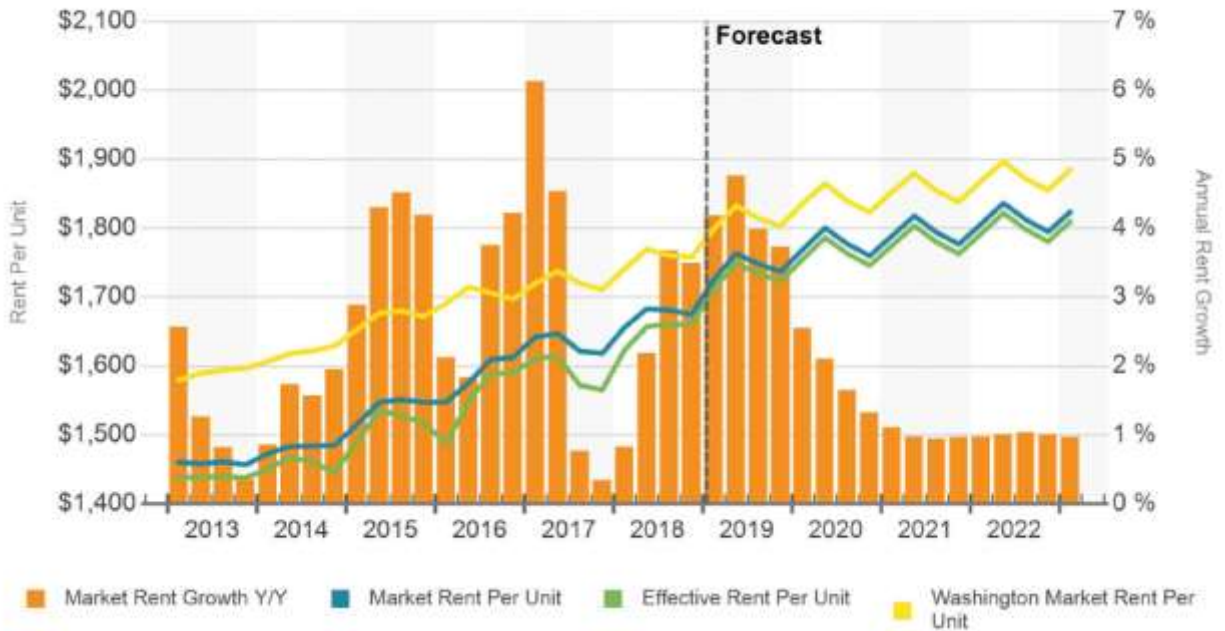
ABSORPTION, NET DELIVERIES & VACANCY



Source: Costar, January 2018

Vacancy in the Alexandria submarket has historically remained below vacancy levels in the Washington DC metro area. The average vacancy rate rose to 6.6 percent in 2016 due to an increase in deliveries. However, vacancy decreased to 5.4 percent in 2017 and it is currently at 5.4 percent. Vacancy levels are expected to increase in 2019 due to a spike in deliveries. The expected deliveries in the submarket are market rate and are not expected to be competitive with the Subject.

MARKET RENT PER UNIT & RENT GROWTH



Source: Costar, January 2019

In the above graph, rent growth in the submarket is illustrated in the orange bars. The average asking rent in Alexandria increased between 2011 and 2016, and decreased in 2017. Rents in the area are expected to increase through 2022.

Age of Housing Stock

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

AGE OF HOUSING STOCK IN PMA

Years	Number of Units	Percent of Housing Stock
Built 2005 or later	911	1.3%
Built 2000 to 2004	5,033	7.2%
Built 1990 to 1999	5,585	8.0%
Built 1980 to 1989	7,411	10.6%
Built 1970 to 1979	11,249	16.2%
Built 1960 to 1969	14,365	20.6%
Built 1950 to 1959	10,308	14.8%
Built 1940 to 1949	10,263	14.7%
Built 1939 or earlier	4,501	6.5%
Total	69,626	100.0%

Source: Esri Demographics 2018, Novogradac & Company LLP, February 2019

As illustrated in the previous table, the majority of the housing stock in the Subject’s PMA was built between 1940 and 1989. Based on the significant age of the existing housing stock, we expect the Subject, which will be new construction, will perform well in the PMA.

Substandard Housing

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

SUBSTANDARD HOUSING			
Year	PMA	Washington-Arlington-Alexandria, DC-VA-MD-WV Metropolitan Statistical Area	USA
	<i>Percentage</i>	<i>Percentage</i>	<i>Percentage</i>
2018	0.93%	1.12%	1.70%

Source: Esri Demographics 2018, Novogradac & Company LLP, February 2019

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

Building Permits

The following table depicts building activity from 2000 through 2018 for the city of Alexandria, VA.

BUILDING PERMITS: ALEXANDRIA COUNTY 2000 - 2018

Year	Single-family and Duplex	Three and Four-Family	Five or More Family	Total Units
2000	386	0	714	1,100
2001	401	0	928	1,329
2002	380	0	864	1,244
2003	20	0	52	72
2004	171	0	672	843
2005	197	0	820	1,017
2006	137	0	913	1,050
2007	93	0	261	354
2008	65	0	402	467
2009	35	0	201	236
2010	65	0	403	468
2011	105	12	642	759
2012	151	0	221	372
2013	218	0	1,630	1,848
2014	174	0	1,150	1,324
2015	193	0	0	193
2016	145	0	476	621
2017	149	0	0	149
2018	51	0	0	51
Total	3,136	12	10,349	13,497
Average	165	1	545	710

Source: US Census Bureau Building Permits, February 2019

The preceding table indicates that local permit issuance peaked in 2001, well before the onset of the national recession. It is important to note that this information is gathered through voluntary reporting. Permit volume declined by 82 percent during the recession, reaching a low in 2009. Permit issuance rose in four out of nine years between 2009 and 2017. The most recent full years with complete data indicate construction activity declined by 76 percent between 2016 and 2017, and remains 91.9 percent beneath post-recessionary highs recorded in 2013.

Rent/Buy Analysis

We performed a rent/buy analysis. Our inputs assume a three-bedroom single-family home listing on *Zillow* in the Subject's neighborhood with a purchase price of \$442,000 and an interest rate of 4.41 percent for a 30-year fixed mortgage with a ten percent down payment. This was compared to the cost to rent the Subject's three-bedroom unit. This analysis indicates that with a monthly differential of \$1,261, it is more affordable to rent than to purchase a home. This indicates that the Subject and home ownership at current interest rate levels are considered comparable. The rent buy analysis is illustrated in the following table.

RENT BUY ANALYSIS			
Property Type:	Three-Bedroom Single Family Home		
Sale Price	\$442,000		
Down Payment at 10%	\$44,200		
Mortgage Amount	\$397,800		
Current Interest Rate	4.41%		
	<i>Homeownership Costs</i>		
	<i>Monthly</i>	<i>% of Home Value</i>	<i>Annual</i>
Mortgage Payment	\$1,994		\$23,933
Property Taxes	\$460	1.25%	\$5,525
Private Mortgage Insurance ¹	\$166	0.50%	\$1,989
Maintenance	\$737	2.00%	\$8,840
Utility Costs ²	\$91		\$1,092
Tax Savings	-\$478		-\$5,734
Cost Comparison			
	<i>Monthly</i>		<i>Annual</i>
Costs of Homeownership	\$2,970		\$35,644
Cost of Renting At Subject	- \$1,709		\$20,508
Differential	\$1,261		\$15,136
Cost of Occupancy			
	<i>Homeownership</i>		
Closing Costs		3.0%	\$13,260
Down Payment at 10%		10.0%	\$44,200
Total			\$57,460
	<i>Subject Rental</i>		
First Month's Rent	\$1,709		
Security Deposit	<u>\$1,709</u>		
Total	\$3,418		

(1) Based upon 0.50 percent of mortgage amount.

(2) Utility Costs Included in Rent at Subject

As illustrated, the “cost of occupancy” category adds to more than \$57,000 for the down payment and closing costs. The cash necessary for homeownership is still a barrier to many families. In general, first-time homebuyers have difficulty saving for a down payment. Due to the high cost at occupancy and the higher monthly costs associated with homeownership, we believe homeownership will have a limited or negligible effect on occupancy for the Subject property.

SURVEY OF COMPARABLE PROPERTIES

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

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

To evaluate the competitive position of the Subject, 3,231 units in 11 rental properties were surveyed in depth. The availability of LIHTC data is considered good. We have included four LIHTC comparables and two mixed-income comparables. Four of the the LIHTC/mixed income comparables are just outside of the PMA but considered comparable. The availability of market rate data is also considered good. We have included five market rate comparables. The LIHTC comparables are located within 1.2 and 2.7 miles of the Subject while the market rate comparables are located within 0.1 and 1.0 miles. Overall, we believe the availability of data is adequate to support our conclusions.

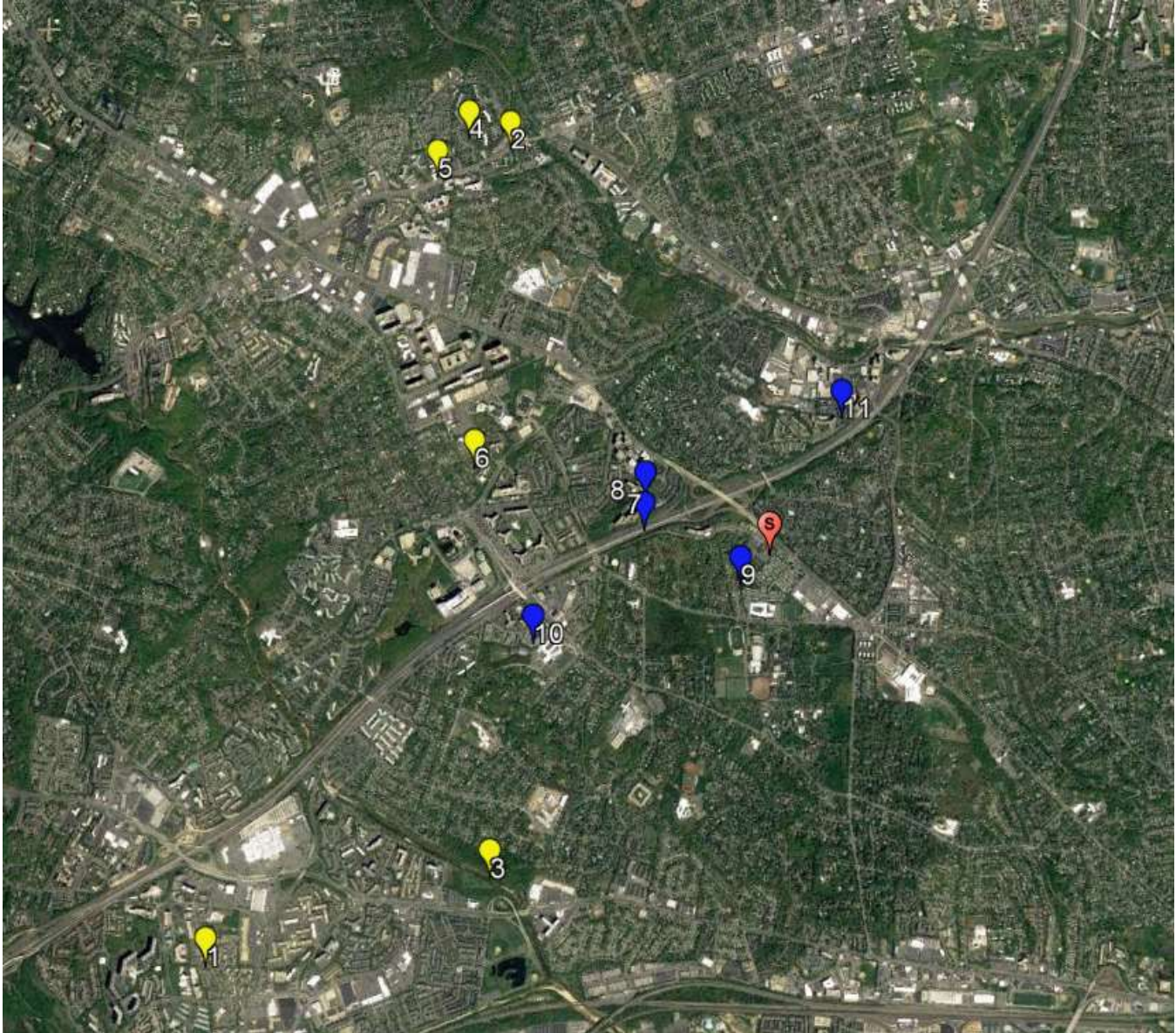
Excluded properties include, but are not limited to the properties located in the following table.

EXCLUDED LIST

Property Name	Rent Structure	Tenancy	Reason for Exclusion
Foxchase Of Alexandria	Section 8	Family	Subsidized
Nelson Cheshire Home	Section 8	Senior/Disabled	Subsidized
Oakview Gardens Sec I	Section 8	Family	Subsidized
Oakview Gardens li	Section 8	Family	Subsidized
Bellefonte Apts	Section 8	Family	Subsidized
Claridge House li	Section 8	Family	Subsidized
Cameron Valley	LIHTC	Family	Unable to contact
Virginia Gardens	LIHTC	Family	Unable to contact
Grandview	LIHTC	Family	Unable to contact
Elbert Avenue	LIHTC	Family	Dissimilar condition/design
Fort Henry Gardens	LIHTC	Family	Dissimilar condition/design
Potomac West	LIHTC	Family	Dissimilar condition/design
Quebec	LIHTC	Family	Dissimilar condition/design
Fields Of Old Town	LIHTC	Family	Dissimilar unit mix
Braddock Whiting Reynolds	LIHTC	Family	Unable to contact
Carousel Court	LIHTC	Family	Dissimilar condition/design
Parcview	LIHTC	Family	Unable to contact
Shelton	LIHTC	Family	Unable to contact
Lacy Court	LIHTC	Family	Unable to contact
Beverly Park	LIHTC	Family	Dissimilar condition/design
Columbia Grove	LIHTC	Family	Dissimilar condition
West Glebe Housing	LIHTC	Family	Unable to contact
Old Dominion Housing	LIHTC	Family	Unable to contact
Macedonia	LIHTC	Family	Unable to contact
Quaker Hill	LIHTC	Family	Unable to contact
Arlington Mill	LIHTC	Family	Unable to contact
Jackson Crossing	LIHTC	Family	Unable to contact
Lynhaven (Willam Watters)	LIHTC	Family	Unable to contact
Halstead Tower	Market	Family	More comparable properties used
The Alexander	Market	Family	More comparable properties used
Park Shirlington	Market	Family	More comparable properties used
The Delancey at Shirlington Village	Market	Family	More comparable properties used
The Encore	Market	Family	More comparable properties used
Seminary Hill	Market	Family	More comparable properties used

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

Comparable Rental Property Map



Source: Google Earth, January 2019.

COMPARABLE PROPERTIES

#	Comparable Property	City	Rent Structure	Distance to Subject
S	Fairlington Presbyterian	Alexandria	@40%, @50%, @60%	-
1	Alexandria Station*	Alexandria	@60%	2.7 miles
2	Arlington Mill Residences*	Arlington	@30% (Section 8), @50%, @60%	2.0 miles
3	Fields Of Alexandria	Alexandria	@60%	1.6 miles
4	Fields Of Arlington*	Arlington	@50%, @60%, Market	2.1 miles
5	Harvey Hall Apartments*	Arlington	@60%, Market	2.1 miles
6	St. James Plaza	Alexandria	@40%, @50%, @60%	1.2 miles
7	Arrive 2801	Alexandria	Market	0.5 miles
8	Avana Alexandria Apartments	Alexandria	Market	0.6 miles
9	Braddock Lee	Alexandria	Market	0.1 miles
10	Seminary Towers	Alexandria	Market	1.0 miles
11	The Citizen At Shirlington Village	Arlington	Market	0.7 miles

*Located outside PMA

FAIRLINGTON PRESBYTERIAN – ALEXANDRIA, VIRGINIA – MARKET STUDY

SUMMARY MATRIX

Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate				
Subject	Fairlington Presbyterian 3846 King Street Alexandria, VA 22302 Alexandria County	-	Midrise 4-stories 2021 / n/a Family	@30%, @50%, @60%	0BR / 1BA	1	1.2%	450	@30%	\$556	No	N/A	N/A	N/A				
					0BR / 1BA	1	1.2%	450	@50%	\$966	No	N/A	N/A	N/A				
					0BR / 1BA	2	2.5%	450	@60%	\$1,172	No	N/A	N/A	N/A				
					1BR / 1BA	3	3.7%	690	@30%	\$587	No	N/A	N/A	N/A				
					1BR / 1BA	4	4.9%	690	@50%	\$1,026	No	N/A	N/A	N/A				
					1BR / 1BA	4	4.9%	690	@60%	\$1,246	No	N/A	N/A	N/A				
					2BR / 2BA	3	3.7%	1,135	@30%	\$696	No	N/A	N/A	N/A				
					2BR / 2BA	23	28.4%	1,135	@50%	\$1,224	No	N/A	N/A	N/A				
					2BR / 2BA	23	28.4%	1,135	@60%	\$1,488	No	N/A	N/A	N/A				
					3BR / 2BA	2	2.5%	1,240	@30%	\$794	No	N/A	N/A	N/A				
					3BR / 2BA	7	8.6%	1,240	@50%	\$1,404	No	N/A	N/A	N/A				
3BR / 2BA	8	9.9%	1,240	@60%	\$1,709	No	N/A	N/A	N/A									
					<u>81</u>							N/A	N/A					
1	Alexandria Station 318 South Whiting Street Alexandria, VA 22304 County	2.7 miles	Garden 3-stories 1961 / 1997 Family	@60%	0BR / 1BA	3	1.0%	550	@60%	\$1,232	No	No	0	0.0%				
					1BR / 1BA	99	34.1%	667	@60%	\$1,319	No	No	0	0.0%				
					2BR / 1BA	68	23.5%	889	@60%	\$1,583	No	No	3	4.4%				
					2BR / 1BA	66	22.8%	900	@60%	\$1,583	No	No	2	3.0%				
					3BR / 2BA	54	18.6%	1,179	@60%	\$1,829	No	No	0	0.0%				
					<u>290</u>							5	1.7%					
2	Arlington Mill Residences 909 South Dinwiddie Street Arlington, VA 22204 Arlington County	2.0 miles	Midrise 4-stories 2014 / n/a Family	@30%(Section 8), @50%, @60%	0BR / 1BA	8	6.6%	422	@30%(Section 8)	-	N/A	Yes	0	0.0%				
					1BR / 1BA	1	0.8%	642	@30%(Section 8)	-	N/A	Yes	0	0.0%				
					1BR / 1BA	7	5.7%	642	@50%	\$1,020	Yes	Yes	0	0.0%				
					1BR / 1BA	8	6.6%	642	@60%	\$1,240	Yes	Yes	0	0.0%				
					2BR / 1.5BA	3	2.5%	986	@30%(Section 8)	-	N/A	Yes	0	0.0%				
					2BR / 1.5BA	13	10.7%	986	@50%	\$1,222	Yes	Yes	0	0.0%				
					2BR / 1.5BA	56	45.9%	986	@60%	\$1,485	Yes	Yes	0	0.0%				
					3BR / 2BA	1	0.8%	1,087	@30%(Section 8)	-	N/A	Yes	0	0.0%				
					3BR / 2BA	9	7.4%	1,087	@50%	\$1,409	Yes	Yes	0	0.0%				
					3BR / 2BA	16	13.1%	1,087	@60%	\$1,712	Yes	Yes	0	0.0%				
										<u>122</u>							0	0.0%
3	Fields Of Alexandria 4309 Duke Street Alexandria, VA 22304 Alexandria County	1.6 miles	Garden 4-stories 1962 / 2011 Family	@60%	0BR / 1BA	N/A	N/A	432	@60%	\$1,180	Yes	No	1	N/A				
					1BR / 1BA	N/A	N/A	600	@60%	\$1,233	No	No	0	N/A				
					1BR / 1BA	N/A	N/A	625	@60%	\$1,254	Yes	No	0	N/A				
					2BR / 1BA	N/A	N/A	734	@60%	\$1,475	No	No	1	N/A				
					2BR / 1BA	N/A	N/A	788	@60%	\$1,492	No	No	0	N/A				
					2BR / 1BA	N/A	N/A	906	@60%	\$1,503	Yes	No	0	N/A				
					3BR / 1.5BA	N/A	N/A	988	@60%	\$1,688	Yes	No	0	N/A				
										<u>306</u>							2	0.7%
4	Fields Of Arlington 5100 South 8th Road Arlington, VA 22204 Arlington County	2.1 miles	Midrise 4-stories 1960 / 2000 Family	@50%, @60%, Market	0BR / 1BA	2	1.0%	462	@50%	\$978	Yes	No	0	0.0%				
					0BR / 1BA	12	6.0%	757	@60%	\$1,183	Yes	No	0	0.0%				
					1BR / 1BA	13	6.5%	757	@50%	\$1,033	Yes	No	0	0.0%				
					1BR / 1BA	65	32.7%	757	@60%	\$1,253	Yes	No	0	0.0%				
					2BR / 1BA	13	6.5%	961	@50%	\$1,235	Yes	No	0	0.0%				
					2BR / 1BA	69	34.7%	961	@60%	\$1,499	Yes	No	0	0.0%				
					2BR / 1BA	N/A	N/A	1,051	Market	\$1,617	N/A	No	1	N/A				
					3BR / 2BA	2	1.0%	1,122	@50%	\$1,422	Yes	No	0	0.0%				
					3BR / 2BA	13	6.5%	1,122	@60%	\$1,727	Yes	No	0	0.0%				
					3BR / 2BA	10	5.0%	1,122	Market	\$1,727	Yes	No	0	0.0%				
					<u>199</u>							1	0.5%					
5	Harvey Hall Apartments 860 South Greenbrier Street Arlington, VA 22204 Arlington County	2.1 miles	Midrise 5-stories 1963 / 2006 Family	@60%, Market	0BR / 1BA	11	9.5%	320	@60%	\$1,183	Yes	No	0	0.0%				
					0BR / 1BA	2	1.7%	320	Market	\$1,117	N/A	No	0	0.0%				
					1BR / 1BA	46	39.7%	760	@60%	\$1,253	Yes	No	2	4.4%				
					1BR / 1BA	6	5.2%	760	Market	\$1,262	N/A	No	0	0.0%				
					2BR / 1BA	35	30.2%	1,010	@60%	\$1,499	Yes	No	0	0.0%				
					2BR / 1BA	6	5.2%	1,010	Market	\$1,499	N/A	No	0	0.0%				
					3BR / 2BA	8	6.9%	1,310	@60%	\$1,727	Yes	No	0	0.0%				
					3BR / 2BA	2	1.7%	1,310	Market	\$1,774	N/A	No	0	0.0%				
										<u>116</u>							2	1.7%
					6	St. James Plaza 5000 Echols Avenue Alexandria, VA 22311 Arlington County	1.2 miles	Midrise 5-stories 2017 / n/a Family	@40%, @50%, @60%	0BR / 1BA	1	1.1%	462	@40%	\$776	Yes	No	0
0BR / 1BA	1	1.1%	462	@50%						\$981	Yes	No	0	0.0%				
0BR / 1BA	1	1.1%	462	@60%						\$1,186	Yes	No	0	0.0%				
1BR / 1BA	5	5.4%	536	@40%						\$823	Yes	No	0	0.0%				
1BR / 1BA	5	5.4%	536	@50%						\$1,043	Yes	No	0	0.0%				
1BR / 1BA	2	2.2%	536	@60%						\$1,263	Yes	No	0	0.0%				
2BR / 1BA	4	4.3%	894	@40%						\$986	Yes	No	0	0.0%				
2BR / 1BA	28	30.1%	894	@50%						\$1,253	Yes	No	0	0.0%				
2BR / 1BA	34	36.6%	894	@60%						\$1,513	Yes	No	1	2.9%				
3BR / 2BA	2	2.2%	1,178	@50%						\$1,427	Yes	No	0	0.0%				
3BR / 2BA	10	10.8%	1,178	@60%						\$1,732	Yes	No	0	0.0%				
					<u>93</u>							1	1.1%					
7	Arrive 2801 2801 Park Center Drive Alexandria, VA 22302 Alexandria County	0.5 miles	Various 15-stories 1974 / 2007 Family	Market	0BR / 1BA	N/A	N/A	510	Market	\$1,474	N/A	No	0	N/A				
					1BR / 1BA	130	22.5%	940	Market	\$1,899	N/A	No	4	3.1%				
					1.5BR / 1BA	107	18.5%	1,058	Market	\$2,008	N/A	No	1	0.9%				
					2BR / 2BA	243	42.0%	1,245	Market	\$2,042	N/A	No	2	0.8%				
					2.5BR / 2BA	60	10.4%	1,425	Market	\$2,227	N/A	No	7	11.7%				
					3BR / 2.5BA	38	6.6%	1,900	Market	\$2,791	N/A	No	2	5.3%				
					4BR / 2.5BA	N/A	N/A	1,900	Market	\$3,238	N/A	N/A	0	N/A				
					<u>578</u>							16	2.8%					
8	Avana Alexandria Apartments 3001 Park Center Drive Alexandria, VA 22302 Alexandria County	0.6 miles	Highrise 16-stories 1989 / 2007/2014 Family	Market	1BR / 1BA	N/A	N/A	700	Market	\$1,743	N/A	No	1	N/A				
					2BR / 2BA	N/A	N/A	1,203	Market	\$2,292	N/A	No	6	N/A				
					3BR / 2BA	1	0.3%	1,500	Market	\$2,950	N/A	No	0	0.0%				
					4BR / 2BA	1	0.3%	3,000	Market	\$3,901	N/A	No	0	0.0%				
					<u>325</u>							7	2.2%					
9	Braddock Lee 2423 Menokin Drive Alexandria, VA 22304 County	0.1 miles	Garden 3-stories 1954 / n/a Family	Market	0BR / 1BA	19	7.5%	445	Market	\$1,419	N/A	No	3	15.8%				
					1BR / 1BA	137	53.9%	660	Market	\$1,520	N/A	No	5	3.7%				
					2BR / 1BA	98	38.6%	918	Market	\$1,830	N/A	No	1	1.0%				
					<u>254</u>							6	2.4%					
10	Seminary Towers 4701 Kenmore Avenue Alexandria, VA 22304 Alexandria County	1.0 miles	Highrise 13-stories 1962 / 2000 Family	Market	0BR / 1BA	N/A	N/A	505	Market	\$1,318	N/A	No	0	N/A				
					1BR / 1BA	226	41.5%	760	Market	\$1,472	N/A	No	N/A	N/A				
					2BR / 1BA	116	21.3%	985	Market	\$1,715	N/A	No	N/A	N/A				
					2BR / 2BA	116	21.3%	1,100	Market	\$1,850	N/A	No	2	1.7%				
					3BR / 2BA	57	10.5%	1,270	Market	\$2,247	N/A	No	N/A	N/A				
					<u>544</u>							10	1.8%					
11	The Citizen At Shirlington Village 3000 S. Randolph Street Arlington, VA 22206 Arlington County	0.7 miles	Midrise 4-stories 1989 / 2004 Family	Market	1BR / 1BA	64	15.8%	560	Market	\$1,840	N/A	No	2	3.1%				
					1BR / 1BA	40	9.9%	736	Market	\$1,925	N/A	No	3	7.5%				
					1BR / 1BA	64	15.8%	840	Market	\$1,765	N/A	No	2	3.1%				
					2BR / 1BA	66	16.3%	975	Market	\$2,385	N/A	No	4	6.1%				
					2BR / 2BA	66	16.3%	1,110	Market	\$2,580	N/A	No	8	12.1%				
					2BR / 2BA	66	16.3%	1,185	Market	\$2,765	N/A	No	0	0.0%				
					3BR / 2BA	19	4.7%	1,220	Market	\$2,979	N/A	No	1	5.3%				
					3BR / 2BA	19	4.7%	1,390	Market	\$2,859	N/A	No	0	0.0%				
					<u>404</u>							20	5.0%					

PROPERTY CHARACTERISTICS

Following are relevant characteristics of the comparable properties surveyed:

Location

LOCATION COMPARISON SUMMARY

#	Property Name	City	Rent Structure	Distance to Subject	Household Income	Median Home Value	Median Rent	Crime Index	Walk Score	Transit Score	Vacant Housing	% Renter HH
S	Fairlington Presbyterian	Alexandria	LIHTC	-	\$111,625	\$425,400	\$1,680	77	70	57	4.7%	40.3%
1	Alexandria Station*	Alexandria	LIHTC	2.7 miles	\$64,806	\$338,700	\$1,504	43	65	54	5.0%	67.9%
2	Arlington Mill Residences*	Arlington	LIHTC/ Section 8	2.0 miles	\$65,185	\$443,500	\$1,452	64	76	59	7.5%	55.8%
3	Fields Of Alexandria	Alexandria	LIHTC	1.6 miles	\$84,777	\$338,700	\$1,504	66	46	47	3.6%	51.1%
4	Fields Of Arlington*	Arlington	LIHTC/ Market	2.1 miles	\$60,883	\$443,500	\$1,452	64	53	59	7.4%	56.8%
6	St. James Plaza	Alexandria	LIHTC	1.2 miles	\$75,584	\$478,700	\$1,455	37	55	59	3.6%	65.3%
7	Arrive 2801	Alexandria	Market	0.5 miles	\$96,769	\$425,400	\$1,680	41	42	55	5.0%	62.4%
8	Avana Alexandria Apartments	Alexandria	Market	0.6 miles	\$100,207	\$425,400	\$1,680	43	49	56	5.3%	56.5%
9	Braddock Lee	Alexandria	Market	0.1 miles	\$111,625	\$425,400	\$1,680	77	70	57	4.7%	40.3%
10	Seminary Towers	Alexandria	Market	1.0 miles	\$65,343	\$338,700	\$1,504	57	52	57	3.4%	83.8%
11	The Citizen At Shirlington Village	Arlington	Market	0.7 miles	\$106,481	\$419,200	\$1,828	69	79	59	6.0%	50.5%

*Located outside of the PMA

The Subject site is located in a mixed-use neighborhood, in Alexandria. Surrounding uses consist of single-family homes and retail properties exhibiting average to good condition. Strengths of the Subject's location include a high median household income level. The Subject's location is designated 'Somewhat Walkable' by Walk Score with a score of 70, indicating most errands can be accomplished on foot.

The affordable properties are located between 1.2 and 2.7 miles from the Subject site. The LIHTC comparables are generally in neighborhoods considered inferior relative to the Subject's location. These locations generally exhibit lower median income levels, lower median rent levels, less walkability, and higher area vacancy compared to the Subject's location.

The market rate developments are located between 0.5 and 1.0 miles from the Subject site. The market rate comparables are generally in neighborhoods considered similar to the Subject's location. Exceptions include Arrive 2801 and Seminary Towers, which generally offer lower median income levels, less walkability, and higher area vacancy, and are generally considered inferior to the Subject's neighborhood.

Age, Condition, and Design

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

	Subject	Alexandria Station	Arlington Mill Residences	Fields Of Alexandria	Fields Of Arlington	Harvey Hall Apartments
Rent Structure	LIHTC	LIHTC	LIHTC/ Section 8	LIHTC	LIHTC/ Market	LIHTC/ Market
Building						
Property Type	Midrise	Garden	Midrise	Garden	Midrise	Midrise
# of Stories	4-stories	3-stories	4-stories	4-stories	4-stories	5-stories
Year Built	2021	1961	2014	1962	1960	1963
Year Renovated	n/a	1997	n/a	2011	2000	2006
Elevators	yes	no	yes	no	yes	yes
Courtyard	no	no	no	no	no	no

FAIRLINGTON PRESBYTERIAN – ALEXANDRIA, VIRGINIA – MARKET STUDY

	Subject	St. James Plaza	Arrive 2801	Avana Alexandria Apartments	Braddock Lee	Seminary Towers	The Citizen At Shirlington Village
Rent Structure	LIHTC	LIHTC	Market	Market	Market	Market	Market
Building							
Property Type	Midrise	Midrise	Various	Highrise	Garden	Highrise	Midrise
# of Stories	4-stories	5-stories	15-stories	16-stories	3-stories	13-stories	4-stories
Year Built	2021	2017	1974	1989	1954	1962	1989
Year Renovated	n/a	n/a	2007	2007/2014	n/a	2000	2004
Elevators	yes	yes	yes	yes	no	yes	yes
Courtyard	no	no	no	no	no	no	yes

The Subject will be a new construction, and will exhibit excellent condition. The comparable properties were constructed between 1954 and 2017. The majority of comparables exhibit condition ranging from slightly inferior to inferior relative to the proposed Subject. One exception includes St. James Plaza, which was constructed as recently as 2017. This property exhibits similar condition, compared to the proposed Subject.

The proposed Subject will offer a four-story elevator serviced midrise design, similar to eight of the comparable properties. Alexandria Station and Fields of Alexandria offer garden-style designs and is considered inferior to the Subject. Additionally, one comparable features a mixture of design. Arrive 2801 offers a mixture of high-rise and townhouse style units. We have considered the Subject's design and condition in our determination of achievable rents.

Unit Size

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

UNIT SIZE COMPARISON

Bedroom Type	OBR	1BR	2BR	3BR
Subject	450	690	1,135	1,240
Average	470	701	1,000	1,238
Min	320	536	734	988
Max	757	1,058	1,425	1,900
Advantage/Disadvantage	-4%	-2%	12%	0%

The Subject's proposed studio, one-bedroom unit sizes are below the surveyed average of the comparable properties and within the range. The Subject's proposed two-bedroom unit size is above the surveyed average of the comparable properties and within the range. The Subject's proposed three-bedroom units are similar to the surveyed average of the comparable properties and within the range. Therefore, we believe the Subject's unit sizes will be well accepted in the market. We have taken into account the Subject's proposed unit sizes in our determination of achievable rents. The following table ranks the Subject's unit sizes to the unit sizes at the comparable properties.

Studio One Bath		One-Bedroom One Bath		Two-Bedroom Two Bath		Three-Bedroom Two Bath	
Property Name	Size	Property Name	Size	Property Name	Size	Property Name	Size
Fields Of Arlington (@60%)	757	Arrive 2801 (Market)	940	Arrive 2801 (Market)	1,245	Arrive 2801 (Market)(2.5BA)	1,900
Alexandria Station (@60%)	550	The Citizen At Shirlington Village (Market)	840	Avana Alexandria Apartments (Market)	1,203	Avana Alexandria Apartments (Market)	1,500
Arrive 2801 (Market)	510	Harvey Hall Apartments (@60%)	760	The Citizen At Shirlington Village (Market)	1,185	The Citizen At Shirlington Village (Market)	1,390
Seminary Towers (Market)	505	Seminary Towers (Market)	760	Fairlington Presbyterian (@50%)	1,135	Harvey Hall Apartments (Market)	1,310
Fields Of Arlington (@50%)	462	Harvey Hall Apartments (Market)	760	Fairlington Presbyterian (@40%)	1,135	Harvey Hall Apartments (@60%)	1,310
St. James Plaza (@60%)	462	Fields Of Arlington (@50%)	757	Fairlington Presbyterian (@60%)	1,135	Seminary Towers (Market)	1,270
St. James Plaza (@40%)	462	Fields Of Arlington (@60%)	757	The Citizen At Shirlington Village (Market)	1,110	Fairlington Presbyterian (@50%)	1,240
St. James Plaza (@50%)	462	The Citizen At Shirlington Village (Market)	736	Seminary Towers (Market)	1,100	Fairlington Presbyterian (@40%)	1,240
Fairlington Presbyterian (@50%)	450	Avana Alexandria Apartments (Market)	700	Fields Of Arlington (Market)(1BA)	1,051	Fairlington Presbyterian (@60%)	1,240
Fairlington Presbyterian (@60%)	450	Fairlington Presbyterian (@60%)	690	Harvey Hall Apartments (@60%)(1BA)	1,010	The Citizen At Shirlington Village (Market)	1,220
Fairlington Presbyterian (@40%)	450	Fairlington Presbyterian (@40%)	690	Harvey Hall Apartments (Market)(1BA)	1,010	Alexandria Station (@60%)	1,179
Braddock Lee (Market)	445	Fairlington Presbyterian (@50%)	690	Arlington Mill Residences (@50%)(1.5BA)	986	St. James Plaza (@50%)	1,178
Fields Of Alexandria (@60%)	432	Alexandria Station (@60%)	667	Arlington Mill Residences (@30%)(1.5BA)	986	St. James Plaza (@60%)	1,178
Arlington Mill Residences (@30%)	422	Braddock Lee (Market)	660	Arlington Mill Residences (@60%)(1.5BA)	986	Fields Of Arlington (@60%)	1,122
Harvey Hall Apartments (@60%)	320	Arlington Mill Residences (@60%)	642	Seminary Towers (Market)(1BA)	985	Fields Of Arlington (Market)	1,122
Harvey Hall Apartments (Market)	320	Arlington Mill Residences (@30%)	642	The Citizen At Shirlington Village (Market)(1BA)	975	Fields Of Arlington (@50%)	1,122
		Arlington Mill Residences (@50%)	642	Fields Of Arlington (@60%)(1BA)	961	Arlington Mill Residences (@60%)	1,087
		Fields Of Alexandria (@60%)	625	Fields Of Arlington (@50%)(1BA)	961	Arlington Mill Residences (@30%)	1,087
		Fields Of Alexandria (@60%)	600	Braddock Lee (Market)(1BA)	916	Arlington Mill Residences (@50%)	1,087
		The Citizen At Shirlington Village (Market)	560	Fields Of Alexandria (@60%)(1BA)	906	Fields Of Alexandria (@60%)(1.5BA)	988
		St. James Plaza (@40%)	536	Alexandria Station (@60%)	900		
		St. James Plaza (@50%)	536	St. James Plaza (@40%)(1BA)	894		
		St. James Plaza (@60%)	536	St. James Plaza (@50%)(1BA)	894		
				St. James Plaza (@60%)(1BA)	894		
				Alexandria Station (@60%)(1BA)	889		
				Fields Of Alexandria (@60%)(1BA)	788		
				Fields Of Alexandria (@60%)(1BA)	734		

Utility Structure

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

	Subject	Alexandria Station	Arlington Mill Residences	Fields Of Alexandria	Fields Of Arlington	Harvey Hall Apartments
Rent Structure	LIHTC	LIHTC	LIHTC/ Section 8	LIHTC	LIHTC/ Market	LIHTC/ Market
Utility Structure						
Cooking	no	no	no	no	yes	yes
Water Heat	no	no	no	no	yes	yes
Heat	no	no	no	no	yes	yes
Other Electric	no	no	no	no	yes	yes
Water	yes	yes	yes	yes	yes	yes
Sewer	yes	yes	yes	yes	yes	yes
Trash	yes	yes	yes	yes	yes	yes

	Subject	St. James Plaza	Arrive 2801	Avana Alexandria Apartments	Braddock Lee	Seminary Towers	The Citizen At Shirlington Village
Rent Structure	LIHTC	LIHTC	Market	Market	Market	Market	Market
Utility Structure							
Cooking	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no
Other Electric	no	no	no	no	yes	yes	no
Water	yes	no	no	no	no	no	no
Sewer	yes	no	no	no	no	no	no
Trash	yes	yes	no	yes	no	no	yes

In-Unit Amenities

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

	Subject	Alexandria Station	Arlington Mill Residences	Fields Of Alexandria	Fields Of Arlington	Harvey Hall Apartments
Rent Structure	LIHTC	LIHTC	LIHTC/ Section 8	LIHTC	LIHTC/ Market	LIHTC/ Market
Unit Amenities						
Balcony/Patio	no	yes	yes	yes	yes	yes
Blinds	yes	yes	yes	yes	yes	yes
Cable/Satellite	no	no	no	no	no	no
Carpeting	yes	yes	yes	yes	yes	no
Hardwood	no	no	no	no	no	yes
Central A/C	yes	yes	yes	yes	yes	yes
Ceiling Fan	no	no	yes	no	no	yes
Coat Closet	yes	no	yes	yes	yes	yes
Exterior Storage	no	no	no	no	no	no
Furnishing	no	no	no	no	no	no
Walk-In Closet	yes	yes	no	yes	yes	yes
Wall A/C	no	no	no	no	no	no
Washer/Dryer	no	no	no	no	yes	no
W/D Hookup	no	no	no	yes	yes	no
Kitchen						
Dishwasher	yes	yes	yes	yes	yes	yes
Disposal	yes	yes	yes	yes	yes	yes
Microwave	no	no	yes	no	no	no
Oven	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes

FAIRLINGTON PRESBYTERIAN – ALEXANDRIA, VIRGINIA – MARKET STUDY

Subject	LIHTC	LIHTC	Market	Market	Market	Market	Market
Rent Structure	LIHTC	LIHTC	Market	Market	Market	Market	Market
Unit Amenities							
Balcony/Patio	no	no	yes	no	no	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes
Cable/Satellite	no	no	no	no	no	no	yes
Carpeting	yes	yes	yes	yes	yes	yes	yes
Hardwood	no	no	no	no	no	no	no
Central A/C	yes	yes	yes	yes	yes	yes	yes
Ceiling Fan	no	no	yes	no	no	yes	no
Coat Closet	yes	yes	no	yes	no	yes	yes
Exterior Storage	no	no	yes	no	yes	yes	yes
Furnishing	no	no	no	no	no	no	yes
Walk-In Closet	yes	no	yes	yes	no	yes	yes
Wall A/C	no	no	no	yes	no	no	no
Washer/Dryer	no	no	yes	yes	no	no	yes
W/D Hookup	no	no	yes	yes	no	no	yes
Kitchen							
Dishwasher	yes	yes	yes	yes	yes	yes	yes
Disposal	yes	yes	yes	yes	yes	yes	yes
Microwave	no	yes	no	yes	no	no	yes
Oven	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes

The Subject's proposed in-unit amenity package lacks balconies/patios and in-unit washer/dryer, which are offered by several of the comparable properties. Overall, the Subject's in-unit amenity package will be considered slightly inferior to inferior to the surveyed comparables.

Property Amenities

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

Subject	LIHTC	LIHTC	LIHTC/ Section 8	LIHTC	LIHTC/ Market	LIHTC/ Market
Rent Structure	LIHTC	LIHTC	LIHTC/ Section 8	LIHTC	LIHTC/ Market	LIHTC/ Market
Community						
Business Center	no	no	yes	no	no	no
Community Room	yes	no	yes	no	yes	yes
Central Laundry	yes	yes	yes	yes	yes	yes
On-Site Mgmt	yes	yes	yes	yes	yes	yes
Concierge	no	no	no	no	no	no
Recreation						
Exercise Facility	no	no	yes	yes	yes	no
Playground	yes	yes	yes	yes	yes	yes
Swimming Pool	no	yes	no	yes	yes	no
Picnic Area	no	no	yes	yes	yes	no
Sport Court	no	no	no	no	no	no
Tennis Court	no	no	no	no	no	no
Sauna	no	no	no	no	no	no
Theatre	no	no	no	no	no	no
Recreational Area	no	no	no	no	no	no
Daycare	no	no	no	no	no	no
Service Coordination	no	no	no	no	no	yes
Shuttle Service	no	no	no	no	no	no

FAIRLINGTON PRESBYTERIAN – ALEXANDRIA, VIRGINIA – MARKET STUDY

	Subject	St. James Plaza	Arrive 2801	Avana Alexandria Apartments	Braddock Lee	Seminary Towers	The Citizen At Shirlington Village
Rent Structure	LIHTC	LIHTC	Market	Market	Market	Market	Market
Community							
Business Center	no	no	yes	yes	no	yes	yes
Community Room	yes	yes	yes	yes	no	yes	yes
Central Laundry	yes	yes	no	no	yes	yes	no
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes
Concierge	no	no	yes	yes	no	yes	yes
Recreation							
Exercise Facility	no	yes	yes	yes	no	yes	yes
Playground	yes	no	no	no	yes	no	no
Swimming Pool	no	no	yes	yes	no	yes	yes
Picnic Area	no	no	no	yes	yes	no	yes
Sport Court	no	no	no	no	no	no	yes
Tennis Court	no	no	no	yes	no	no	no
Sauna	no	no	no	no	no	yes	no
Theatre	no	no	no	yes	no	no	no
Recreational Area	no	no	yes	yes	no	no	no
Daycare	no	yes	no	no	no	no	no
Service Coordination	no	no	no	no	no	no	no
Shuttle Service	no	no	yes	no	no	no	yes

The Subject will offer a courtyard, elevators, a community room, playground, central laundry facility and on-site management in terms of community amenities. Several of the comparable properties offer an exercise facility, a business center, and a pool, which the Subject will lack. Overall, we expect the Subject's common area amenities to be slightly inferior to inferior to the comparables.

Security Features

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

	Subject	Alexandria Station	Arlington Mill Residences	Fields Of Alexandria	Fields Of Arlington	Harvey Hall Apartments
Crime Risk Index	77	43	64	66	64	62
Security						
In-Unit Alarm	no	no	no	no	no	no
Intercom (Buzzer)	yes	no	yes	no	yes	yes
Limited Access	yes	no	yes	no	yes	yes
Patrol	no	no	no	yes	no	no
Perimeter Fencing	no	yes	no	no	no	no
Video Surveillance	no	no	no	no	no	no

	Subject	St. James Plaza	Arrive 2801	Avana Alexandria Apartments	Braddock Lee	Seminary Towers	The Citizen At Shirlington Village
Crime Risk Index	77	37	41	43	77	57	69
Security							
In-Unit Alarm	no	no	no	no	no	no	yes
Intercom (Buzzer)	yes	yes	yes	yes	no	yes	yes
Limited Access	yes	yes	yes	yes	yes	yes	yes
Patrol	no	no	no	no	no	yes	no
Perimeter Fencing	no	no	no	no	no	no	no
Video Surveillance	no	yes	no	yes	no	no	yes

According to ESRI Demographic data, crime risk indices in the Subject's location are below the national average. The Subject's security features include limited access and intercom systems. All of the comparables offer some form of security amenities. Given the crime risk indices in the Subject's neighborhood, we believe the Subject's security features are market-oriented.

Parking

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

FAIRLINGTON PRESBYTERIAN – ALEXANDRIA, VIRGINIA – MARKET STUDY

	Subject	Alexandria Station	Arlington Mill Residences	Fields Of Alexandria	Fields Of Arlington	Harvey Hall Apartments	
Rent Structure	LIHTC	LIHTC	LIHTC/ Section 8	LIHTC	LIHTC/ Market	LIHTC/ Market	
Walk Score	70	65	76	46	53	70	
Parking							
Garage	yes	no	yes	no	no	no	
Garage Fee	\$0	\$0	\$25	\$0	\$0	\$0	
Off-Street Parking	yes	yes	yes	yes	yes	yes	
	Subject	St. James Plaza	Arrive 2801	Avana Alexandria Apartments	Braddock Lee	Seminary Towers	The Citizen At Shirlington Village
Rent Structure	LIHTC	LIHTC	Market	Market	Market	Market	Market
Walk Score	70	55	42	49	70	52	79
Parking							
Garage	yes	yes	yes	yes	no	no	yes
Garage Fee	\$0	\$35	\$50	\$75	\$0	\$0	\$50
Off-Street Parking	yes	no	yes	yes	yes	yes	yes

The Subject will offer 83 underground garage parking spaces, which equates to approximately 1.02 spaces per unit. All of the comparable properties offer sufficient off-street parking and several offer garage parking for an additional fee ranging from \$25 to \$75 per month. The Subject is also proximate to public transportation options. We have considered the Subject’s limited parking in our achievable rent determination.

MARKET CHARACTERISTICS

Following are relevant market characteristics for the comparable properties surveyed.

Tenant Makeup

The Subject will operate as a LIHTC property restricted to family households earning 30, 50 and 60 percent of the AMI, or less. The following table illustrates voucher usage at the comparables.

TENANTS WITH VOUCHERS		
Property Name	Rent Structure	Housing Choice Voucher Tenants
Alexandria Station	LIHTC	N/A
Arlington Mill Residences	LIHTC/ Section 8	35%
Fields Of Alexandria	LIHTC	20%
Fields Of Arlington	LIHTC/ Market	35%
Harvey Hall Apartments	LIHTC/ Market	15%
St. James Plaza	LIHTC	0%
Arrive 2801	Market	0%
Avana Alexandria Apartments	Market	0%
Braddock Lee	Market	0%
Seminary Towers	Market	0%
The Citizen At Shirlington Village	Market	0%

The comparable properties reported voucher usage ranging from zero to 35 percent. None of the market rate properties reported voucher usage. Five of the LIHTC properties reported voucher usage, with an average utilization of 21 percent. The highest voucher usage was reported by Arlington Mill Residences, a 122-unit LIHTC/Section 8 property located 2.0 miles northwest of the Subject. Based on the performance of the LIHTC comparables, we expect the Subject will operate with voucher usage of approximately 20 percent.

Turnover

The following table illustrates reported turnover for the comparable properties.

TURNOVER		
Property Name	Rent Structure	Annual Turnover
Alexandria Station	LIHTC	20%
Arlington Mill Residences	LIHTC/ Section 8	5%
Fields Of Alexandria	LIHTC	22%
Fields Of Arlington	LIHTC/ Market	10%
Harvey Hall Apartments	LIHTC/ Market	20%
St. James Plaza	LIHTC	N/A
Arrive 2801	Market	27%
Avana Alexandria Apartments	Market	35%
Braddock Lee	Market	35%
Seminary Towers	Market	36%
The Citizen At Shirlington Village	Market	40%
Average Turnover		25%

It should be noted that we were unable to obtain turnover data for one of the surveyed comparables St. James Plaza. The remaining comparables reported turnover rates ranging from five to 40 percent, with an overall average of 25 percent. The LIHTC comparables operate with an average turnover rate of 15 percent, which was less than half the 35 percent average reported by the market rate properties. Based on the performance

of the LIHTC comparables, we expect the Subject will operate a turnover rate of approximately 15 to 20 percent.

Vacancy Levels

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

OVERALL VACANCY				
Property Name	Rent Structure	Total Units	Vacant Units	Vacancy Rate
Alexandria Station*	LIHTC	290	5	1.7%
Arlington Mill Residences*	LIHTC/ Section 8	122	0	0.0%
Fields Of Alexandria	LIHTC	306	2	0.7%
Fields Of Arlington*	LIHTC/ Market	199	1	0.5%
Harvey Hall Apartments*	LIHTC/ Market	116	2	1.7%
St. James Plaza	LIHTC	93	1	1.1%
Arrive 2801	Market	578	16	2.8%
Avana Alexandria Apartments	Market	325	7	2.2%
Braddock Lee	Market	254	6	2.4%
Seminary Towers	Market	544	10	1.8%
The Citizen At Shirlington Village	Market	404	20	5.0%
Total LIHTC		1,126	11	1.0%
Total Market Rate		2,105	59	2.8%
Overall Total		3,231	70	2.2%

*Located outside of the PMA

The overall vacancy rate among the surveyed comparable is low at 2.2 percent. The LIHTC and mixed income comparables reported an average vacancy rate of 1.0 percent. The market rate comparables reported slightly higher vacancy rates ranging from 1.8 to 5.0 percent, with a weighted average of 2.8 percent. Given the reported low vacancy rates in the market, we expect the Subject to operate with a vacancy of five percent or less.

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

VACANCY BY BEDROOM TYPE						
Property Name	Rent Structure	0BR	1BR	2BR	3BR	Overall
Alexandria Station	LIHTC	0.0%	0.0%	3.7%	0.0%	1.7%
Arlington Mill Residences	LIHTC/ Section 8	0.0%	0.0%	0.0%	0.0%	0.0%
Fields Of Alexandria	LIHTC	-	-	-	-	0.7%
Fields Of Arlington	LIHTC/ Market	0.0%	0.0%	0.0%	0.0%	0.5%
Harvey Hall Apartments	LIHTC/ Market	0.0%	3.8%	0.0%	0.0%	1.7%
St. James Plaza	LIHTC	0.0%	0.0%	1.5%	0.0%	1.1%
Arrive 2801	Market	-	2.1%	3.0%	5.3%	2.8%
Avana Alexandria Apartments	Market	-	-	-	0.0%	2.2%
Braddock Lee	Market	15.8%	3.6%	1.0%	-	2.4%
Seminary Towers	Market	-	-	1.7%	-	1.8%
The Citizen At Shirlington Village	Market	-	4.2%	6.1%	2.6%	5.0%

The Subject will consist of studio, one, two and three-bedroom units. The weighted vacancy rate is 5.0 percent in the market for studio units, one-bedroom units range from zero to 4.2 percent, averaging 2.6 percent; two-bedroom units range from zero to 6.1 percent, averaging 2.5 percent; and three-bedroom units range from zero to 5.0 percent, averaging 1.5 percent. Overall, the vacancy rates in the market are low. This supports

that there is demand for additional rental housing in the market. Given the strong local household growth rates, we believe the Subject will not negatively impact the existing properties in the market.

Concessions

None of the comparable properties are currently offering concessions. We do not anticipate that the Subject will need to offer concessions to maintain a stabilized occupancy rate upon completion.

Waiting Lists

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

WAITING LIST		
Property Name	Rent Structure	Waiting List Length
Alexandria Station	LIHTC	None
Arlington Mill Residences	LIHTC/ Section 8	Approximately six months
Fields Of Alexandria	LIHTC	None
Fields Of Arlington	LIHTC/ Market	None
Harvey Hall Apartments	LIHTC/ Market	None
St. James Plaza	LIHTC	None
Arrive 2801	Market	None
Avana Alexandria Apartments	Market	None
Braddock Lee	Market	None
Seminary Towers	Market	None
The Citizen At Shirlington Village	Market	None

Only one of the LIHTC/mixed-income properties reported a waiting list. However, the majority of local property managers of the affordable developments reported that there is strong demand in the market for affordable housing and they did not keep waiting lists due to fast re-leasing time. Given the low vacancy rates among the LIHTC comparables, we believe that the Subject could maintain a waiting list as a stabilized LIHTC property.

Absorption

We were able to obtain absorption information from two of the comparable properties. Therefore, we searched the cities of Alexandria and Arlington for properties that could provide absorption information. The following table details our findings.

ABSORPTION				
Property Name	Rent	Year	Total Units	Absorption
St James Plaza*	LIHTC	2017	93	16
The Parker At Huntington Metro	Market	2015	360	17
The Shell	LIHTC	2015	83	28
Arlington Mill Residences*	LIHTC	2014	122	61
The View At Liberty Center	Market	2014	257	21
The Maxwell	Market	2014	163	30

*Utilized as comparable

The LIHTC comparables illustrate absorption rates ranging from 16 to 61 units per month, with an average of 35 units per month. The market rate properties experienced lower rates of 17 to 30 units per month, with an average of 22 units per month. We believe the Subject will have an absorption rate similar to the St James Plaza, the most recently constructed comparable. Thus, we have concluded to an absorption rate of 16 units per month.

Rental Rate Increases

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

RENT GROWTH		
Property Name	Rent Structure	Rent Growth
Alexandria Station	LIHTC	None since 2015
Arlington Mill Residences	LIHTC/ Section 8	Increased to max
Fields Of Alexandria	LIHTC	Increased one to five percent
Fields Of Arlington	LIHTC/ Market	Increased to max. allowable
Harvey Hall Apartments	LIHTC/ Market	Increased up to five percent
St. James Plaza	LIHTC	N/A
Arrive 2801	Market	Increased one percent
Avana Alexandria Apartments	Market	Fluctuates daily
Braddock Lee	Market	Change daily-LRO
Seminary Towers	Market	Increased one to two percent
The Citizen At Shirlington Village	Market	Fluctuates frequently

Six of the comparable properties reported rent growth over the past year. According to Costar, the average asking rent in Alexandria increased between 2011 and 2016, but did not experience growth in 2017. Rents in the area are expected to decrease slightly in 2018, yet increase from 2019 through 2022, reaching approximately one percent annually by 2022. We anticipate that the Subject will be able to achieve regular rental rate increases of one to two percent, although within the limits of LIHTC maximum allowable rent guidelines.

Reasonability of Rents

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

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

PROPOSED RENTS							
Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2018 LIHTC Maximum Allowable Gross Rent	2019 HUD Fair Market Rents
@30%							
OBR / 1BA	450	1	\$556	\$50	\$606	\$615	\$1,415
1BR / 1BA	690	3	\$587	\$63	\$650	\$659	\$1,454
2BR / 2BA	1,135	3	\$696	\$85	\$781	\$791	\$1,665
3BR / 2BA	1,240	2	\$794	\$110	\$904	\$914	\$2,176
@50%							
OBR / 1BA	450	1	\$966	\$50	\$1,016	\$1,026	\$1,415
1BR / 1BA	690	4	\$1,026	\$63	\$1,089	\$1,099	\$1,454
2BR / 2BA	1,135	23	\$1,224	\$85	\$1,309	\$1,318	\$1,665
3BR / 2BA	1,240	7	\$1,404	\$110	\$1,514	\$1,523	\$2,176
@60%							
OBR / 1BA	450	2	\$1,172	\$50	\$1,222	\$1,231	\$1,415
1BR / 1BA	690	4	\$1,246	\$63	\$1,309	\$1,319	\$1,454
2BR / 2BA	1,135	23	\$1,488	\$85	\$1,573	\$1,582	\$1,665
3BR / 2BA	1,240	8	\$1,709	\$110	\$1,819	\$1,828	\$2,176
81							

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

Comparable LIHTC Rents

The Subject’s proposed LIHTC rents are set at or just below the maximum allowable level. The following tables illustrate the Subject’s LIHTC rents compared to the LIHTC rents of the comparable LIHTC properties. The rents have been adjusted for variance in utilities, as well as concessions, if applicable. It should be noted that while in different jurisdictions, Alexandria City and Arlington County have the same maximum allowable rents.

LIHTC RENT COMPARISON @30%						
Property Name	County	OBR	1BR	2BR	3BR	Rents at Max?
Fairlington Presbyterian	Alexandria City	\$556	\$587	\$696	\$794	No
LIHTC Maximum Rent @30% (Net)		\$565	\$596	\$706	\$804	
LIHTC Maximum Rent @40% (Net)		\$771	\$816	\$970	\$1,109	
St. James Plaza (@40%)	Arlington	\$776	\$823	\$986		Yes
Average		\$776	\$823	\$986	-	
Achievable LIHTC Rent		\$565	\$596	\$706	\$804	Yes

LIHTC RENT COMPARISON @50%

	County	0BR	1BR	2BR	3BR	Rents at Max?
Fairlington Presbyterian	Alexandria City	\$966	\$1,026	\$1,224	\$1,404	No
LIHTC Maximum Rent (Net)		\$976	\$1,036	\$1,233	\$1,413	
Arlington Mill Residences	Arlington	-	\$1,020	\$1,222	\$1,409	Yes
Fields Of Arlington	Arlington	\$978	\$1,033	\$1,235	\$1,422	Yes
St. James Plaza	Arlington	\$981	\$1,043	\$1,253	\$1,427	Yes
Average		\$980	\$1,032	\$1,237	\$1,419	Yes
Achievable LIHTC Rent		\$976	\$1,036	\$1,233	\$1,413	Yes

LIHTC RENT COMPARISON @60%

Property Name	County	0BR	1BR	2BR	3BR	Rents at Max?
Fairlington Presbyterian	Alexandria City	\$1,172	\$1,246	\$1,488	\$1,709	No
LIHTC Maximum Rent (Net)		\$1,181	\$1,256	\$1,497	\$1,718	
Alexandria Station	Alexandria	\$1,232	\$1,319	\$1,583	\$1,829	Yes
Arlington Mill Residences	Arlington	-	\$1,240	\$1,485	\$1,712	Yes
Fields Of Alexandria	Alexandria	\$1,180	\$1,254	\$1,503	\$1,688	Yes
Fields Of Arlington	Arlington	\$1,183	\$1,253	\$1,499	\$1,727	Yes
Harvey Hall Apartments	Arlington	\$1,183	\$1,253	\$1,499	\$1,727	Yes
St. James Plaza	Arlington	\$1,186	\$1,263	\$1,513	\$1,732	Yes
Average		\$1,193	\$1,264	\$1,514	\$1,736	
Achievable LIHTC Rent		\$1,181	\$1,256	\$1,497	\$1,718	

All of the surveyed LIHTC properties are achieving rents at the maximum allowable levels at 50 and 60 percent of the AMI. It should be noted that any difference between the LIHTC maximum allowable rental levels and property specific maximum allowable rental levels is assumed to be caused by different property specific utility allowances. None of the comparables offer units at the 30 percent of AMI level. However, St. James Plaza is achieving maximum rents at the 40 percent of AMI level. Thus, we believe the Subject will be able to achieve maximum allowable rents at all AMI levels.

Most Similar LIHTC

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

Fields of Alexandria is a 306-unit LIHTC development constructed in 1962 and renovated in 2011. The property offers studio, one, two and three-bedroom garden-style, walkup units restricted at 60 percent of the AMI. Regarding condition, it will be slightly inferior to the newly constructed Subject. Regarding design, the Fields of Alexandria’s garden-style, walkup design is inferior to the Subject’s proposed mid-rise, elevator-serviced design. It is 99.43 percent occupied. Due to strong demand in the market, the manager indicated that they do not keep a waiting list as vacant units are leased quickly. This property offers inferior unit sizes to the Subject and a similar location. Its in-unit amenities will be slightly superior to the Subject as it offers a balcony/patio, carpeting and washer/dryer hookups. Its common area amenities will be superior to those of the proposed Subject as it offers an exercise facility, a playground, a pool and a picnic area.

St James Plaza is a 93-unit LIHTC development constructed in 2017. The property offers studio, one, two and three-bedroom midrise, elevator-serviced units restricted at 40, 50 and 60 percent of the AMI. Regarding condition, it will be similar to the newly constructed Subject. Regarding design, the St. James Plaza’s elevator-serviced design is similar to the Subject’s proposed mid-rise, elevator-serviced design. It is 98.9 percent occupied. Due to strong demand in the market, the manager indicated that they do not keep a waiting list as vacant units are leased quickly. This property offers slightly inferior unit sizes to the Subject and a slightly inferior location. Its in-unit amenities are similar to the Subject. Its common area amenities are slightly superior to those of the proposed Subject as it offers an exercise facility and daycare, but lacks a playground.

We believe the Subject will be able to achieve the maximum allowable rents at 30, 50 and 60 percent of AMI similar to the Fields of Alexandria and St. James Place.

Achievable Market Rents

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

SUBJECT COMPARISON TO MARKET RENTS

Unit Type	Rent Level	Subject Achievable LIHTC Rent	Surveyed Min	Surveyed Max	Surveyed Average	Achievable Market Rent	Subject Rent Advantage
OBR / 1BA	@30%	\$567	\$1,117	\$1,474	\$1,332	\$1,450	61%
OBR / 1BA	@50%	\$978	\$1,117	\$1,474	\$1,332	\$1,450	33%
OBR / 1BA	@60%	\$1,183	\$1,117	\$1,474	\$1,332	\$1,450	18%
1BR / 1BA	@30%	\$596	\$1,262	\$1,925	\$1,678	\$1,650	64%
1BR / 1BA	@50%	\$1,036	\$1,262	\$1,925	\$1,678	\$1,650	37%
1BR / 1BA	@60%	\$1,256	\$1,262	\$1,925	\$1,678	\$1,650	24%
2BR / 2BA	@30%	\$706	\$1,499	\$2,765	\$2,058	\$2,000	65%
2BR / 2BA	@50%	\$1,233	\$1,499	\$2,765	\$2,058	\$2,000	38%
2BR / 2BA	@60%	\$1,497	\$1,499	\$2,765	\$2,058	\$2,000	25%
3BR / 2BA	@30%	\$804	\$1,727	\$2,979	\$2,475	\$2,200	63%
3BR / 2BA	@50%	\$1,413	\$1,727	\$2,979	\$2,475	\$2,200	36%
3BR / 2BA	@60%	\$1,718	\$1,727	\$2,979	\$2,475	\$2,200	22%

The Subject’s proposed LIHTC rents at all AMI levels are below the achievable market rents and offer an advantage of 18 to 65 percent over the achievable market rents. We have compared the Subject to the Citizen at Shirlington Village and Braddock Lee.

The Citizen at Shirlington Village offers 404 one, two and three bed-room units. The development is 95 percent occupied and does not maintain a waiting list. The Citizen at Shirlington Village was constructed in 1989 and renovated in 2004, it exhibits inferior condition to the proposed Subject. It offers slightly superior unit sizes and is located in a similar neighborhood to the Subject. The Citizen at Shirlington Village offers superior in-unit and property amenities. The following table illustrates the Subject’s proposed rents and square footages in comparison to the rents and unit sizes at The Citizen at Shirlington Village.

SUBJECT COMPARISON TO THE CITIZEN AT SHIRLINGTON VILLAGE

Unit Type	Subject Achievable Market Rent	Square Feet	Subject RPSF	The Citizen At Shirlington Village Rent	Square Feet	The Citizen At Shirlington Village RPSF
OBR / 1BA	\$1,450	450	\$3.22	-	-	-
1BR / 1BA	\$1,650	690	\$2.39	\$1,840	560	\$3.29
2BR / 2BA	\$2,000	1,135	\$1.76	\$2,385	975	\$2.45
3BR / 2BA	\$2,200	1,240	\$1.77	\$2,979	1,220	\$2.44

We believe the Subject can achieve rents below The Citizen at Shirlington Village.

The Subject will be considered slightly superior to Braddock Lee Apartments. Braddock Lee Apartments offers 254 studio, one, two-bedroom units. The property is currently 97.6 percent occupied. The property was constructed in 1954 and will be in inferior condition compared to the proposed Subject. Braddock Lee will offer slightly inferior unit sizes to the proposed Subject and is located in a similar neighborhood. Its in-unit

and property amenities will be similar to the Subject. The following table illustrates the Subject’s proposed rents and square footages in comparison to the rents and unit sizes at Braddock Lee Apartments.

SUBJECT COMPARISON TO BRADDOCK LEE

Unit Type	Subject Achievable Market Rent	Square Feet	Subject RPSF	Braddock Lee Rent	Square Feet	Braddock Lee RPSF
OBR / 1BA	\$1,450	450	\$3.22	\$1,419	445	\$3.19
1BR / 1BA	\$1,650	690	\$2.39	\$1,520	660	\$2.30
2BR / 2BA	\$2,000	1,135	\$1.76	\$1,830	918	\$1.99
3BR / 2BA	\$2,200	1,240	\$1.77	-	-	-

We believe the Subject can achieve rents above Braddock Lee.

Summary Evaluation

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as conceived. Strengths of the Subject will include its new condition and location. Weaknesses will include its limited amenities package. However, the market exhibits strong demand for affordable housing, with vacancy rates ranging from zero to 1.7 percent at the LIHTC properties. Although only one LIHTC development reported maintaining a waiting list, the majority of local property managers reported that due to strong demand, they do not keep waiting lists. Vacancy and collection loss at the Subject is expected to be no more than five percent over the long term. Based on the comparable data, we believe the proposed rental rates are achievable. The Subject will be well-accepted in the market as a LIHTC property.

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

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

Introduction

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

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

The second measurement is the Penetration Rate, which has similarities to the capture rate. NCHMA defines Penetration Rate as “The percentage of age and income qualified renter households in the *primary market area* that all existing and proposed properties, to be completed within six months of the Subject, and which are competitively priced to the subject that must be captured to achieve the *stabilized level of occupancy*.”

Capture Rate Determination

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

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

The following text will examine each step through the process.

Step One – PMA Demography

Primary Market Area Defined

The Subject property is located in the Alexandria, Virginia. The PMA is generally defined as South Glebe Road to the north, Jefferson Davis Highway to the east, Duke Street to the south, and Lincoln Road and Columbia Pike to the west. This area was defined based on interviews with local market participants and local property managers. Management at the majority of the rent comparables noted that the majority of their tenants originate from within the greater metro. We have estimated that 10 percent of the Subject’s tenants will come from outside of these boundaries.

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

Demographic Information

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

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

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

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

Step Two – Income Qualified

Assumptions and Data necessary for this calculation are:

Appropriate Municipality:	City of Alexandria, VA
AMI for four person household:	\$117,200
Tenancy (Family vs Senior):	Family
Affordability percentage:	35 percent
Leakage:	10 percent

According to the developer, nine of the Subject’s units are anticipated to operate with project based subsidies through the city of Alexandria. The subsidies will be floating and will not be tied to any specific units. As such, we have not included these subsidies in our demand analysis for the Subject. The demand analysis reflects demand absent subsidy. To establish the number of income-eligible potential tenants for the Subject, the calculations are as follows:

First, we estimate the Subject’s minimum and maximum income levels (income bands) for the proposed LIHTC project. HUD determines maximum income guidelines for tax credit properties, based on the AMI. This provides the upper end of the income band as illustrated below. However, the minimum income is not established by HUD and must be estimated. Often, lower-income families pay a higher percentage of gross income toward housing costs. The industry standard is 35 percent for LIHTC-only calculations for family oriented properties. For senior properties this number increases to 40 percent based upon the nature of senior household economics. The lower end of the income band is calculated by taking the proposed rent by bedroom type multiplying by 12 and dividing by the application percentage to determine an income level. For example, if a

property has a one bedroom unit with proposed gross rents of \$500, the estimated low end of the income range would be \$17,143 based on the family 35 percent or \$15,000 based on the senior 40 percent.

FAMILY INCOME LIMITS

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@30%		@50%		@60%	
OBR	\$20,777	\$24,630	\$34,834	\$41,050	\$41,897	\$49,260
1BR	\$22,286	\$28,140	\$37,337	\$46,900	\$44,880	\$56,280
2BR	\$26,777	\$31,650	\$44,880	\$52,750	\$53,931	\$63,300
3BR	\$30,994	\$37,980	\$51,909	\$63,300	\$62,366	\$75,960

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

RENTER HOUSEHOLD INCOME

Income Cohort	PMA					
	2018		2023		Annual Change 2018 to 2023	
	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>
\$0-9,999	1,967	5.1%	1,959	4.9%	-2	-0.1%
\$10,000-19,999	2,420	6.2%	2,340	5.9%	-16	-0.7%
\$20,000-29,999	2,922	7.5%	2,790	7.0%	-26	-0.9%
\$30,000-39,999	3,607	9.3%	3,391	8.6%	-43	-1.2%
\$40,000-49,999	3,169	8.2%	3,200	8.1%	6	0.2%
\$50,000-59,999	3,384	8.7%	3,282	8.3%	-20	-0.6%
\$60,000-74,999	4,613	11.9%	4,556	11.5%	-11	-0.2%
\$75,000-99,999	6,170	15.9%	6,261	15.8%	18	0.3%
\$100,000-124,999	4,279	11.0%	4,524	11.4%	49	1.1%
\$125,000-149,999	2,414	6.2%	2,678	6.8%	53	2.2%
\$150,000-199,999	2,104	5.4%	2,415	6.1%	62	3.0%
\$200,000+	1,783	4.6%	2,258	5.7%	95	5.3%
Total	38,832	100.0%	39,654	100.0%		

Source: HISTA Data / Ribbon Demographics 2018, Novogradac & Company LLP, February 2019

Step Three – Income Distribution

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

FAMILY INCOME DISTRIBUTION 2018

Income Cohort	Total Renter Households	@30%			@50%			@60%			All Units		
		cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort
\$0-9,999	1,967												
\$10,000-19,999	2,420												
\$20,000-29,999	2,922	9,222	92.2%	2,695							9,222	92.2%	2,695
\$30,000-39,999	3,607	7,980	79.8%	2,879	5,165	51.7%	1,863				9,999	100.0%	3,607
\$40,000-49,999	3,169				9,999	100.0%	3,169	8,102	81.0%	2,568	9,999	100.0%	3,169
\$50,000-59,999	3,384				9,999	100.0%	3,384	9,999	100.0%	3,384	9,999	100.0%	3,384
\$60,000-74,999	4,613				3,300	22.0%	1,015	14,999	100.0%	4,613	14,999	100.0%	4,613
\$75,000-99,999	6,170							960	3.8%	237	960	3.8%	237
\$100,000-124,999	4,279												
\$125,000-149,999	2,414												
\$150,000-199,999	2,104												
\$200,000+	1,783												
Total	38,832		14.4%	5,574		24.3%	9,431		27.8%	10,802		45.6%	17,705

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

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

Step Five – Unit Size Appropriate

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

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

HOUSEHOLD DISTRIBUTION

Studio	20%	Of one-person households in studio units
1 BR	80%	Of one-person households in 1BR units
	25%	Of two-person households in 1BR units
2 BR	75%	Of two-person households in 2BR units
	60%	Of three-person households in 2BR units
3 BR	40%	Of four-person households in 2BR units
	40%	Of three-person households in 3BR units
	40%	Of four-person households in 3BR units
	50%	Of five-person households in 3BR units

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

Step Six – Capture Rate by Bedroom Mix

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

CAPTURE RATE ANALYSIS BY UNIT TYPE

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

30 Percent of AMI Demand

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2018

	Renter Household Size Distribution	Total Number of Renter Households
1 person	43.8%	16,992
2 persons	27.0%	10,490
3 persons	13.1%	5,093
4 persons	8.4%	3,265
5+ persons	7.7%	2,992
Total	100.0%	38,832

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	16,992	x	14.4%	2,439
2 persons	10,490	x	14.4%	1,506
3 persons	5,093	x	14.4%	731
4 persons	3,265	x	14.4%	469
5+ persons	2,992	x	14.4%	429
Total	38,832			5,574

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
OBR	488
1BR	2,328
2BR	1,755
3BR	695
Total	5,265

Capture Rate Analysis - @30% Absent Subsidy

	Developer's Unit Mix	Capture Rate
OBR	1	0.21%
1BR	3	0.13%
2BR	3	0.17%
3BR	2	0.29%
Total/Overall	9	0.17%

Adjusted for Leakage from Outside of the PMA

10%

OBR	1	0.18%
1BR	3	0.12%
2BR	3	0.15%
3BR	2	0.26%
Total/Overall	9	0.15%

50 Percent of AMI Demand

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2018

	Renter Household Size Distribution	Total Number of Renter Households
1 person	43.8%	16,992
2 persons	27.0%	10,490
3 persons	13.1%	5,093
4 persons	8.4%	3,265
5+ persons	7.7%	2,992
Total	100.0%	38,832

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	16,992	x	24.4%	4,138
2 persons	10,490	x	24.4%	2,554
3 persons	5,093	x	24.4%	1,240
4 persons	3,265	x	24.4%	795
5+ persons	2,992	x	24.4%	729
Total	38,832			9,456

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
OBR	828
1BR	3,949
2BR	2,978
3BR	1,178
Total	8,933

Capture Rate Analysis - @50%

	Developer's Unit Mix	Capture Rate
OBR	1	0.12%
1BR	4	0.10%
2BR	23	0.77%
3BR	7	0.59%
Total/Overall	35	0.39%

Adjusted for Leakage from Outside of the PMA

10%

OBR	1	0.11%
1BR	4	0.09%
2BR	23	0.70%
3BR	7	0.53%
Total/Overall	35	0.35%

60 Percent of AMI Demand

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2018

	Renter Household Size Distribution	Total Number of Renter Households
1 person	43.8%	16,992
2 persons	27.0%	10,490
3 persons	13.1%	5,093
4 persons	8.4%	3,265
5+ persons	7.7%	2,992
Total	100.0%	38,832

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	16,992	x	27.8%	4,727
2 persons	10,490	x	27.8%	2,918
3 persons	5,093	x	27.8%	1,417
4 persons	3,265	x	27.8%	908
5+ persons	2,992	x	27.8%	832
Total	38,832			10,802

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
OBR	945
1BR	4,511
2BR	3,402
3BR	1,346
Total	10,204

Capture Rate Analysis - @60% Absent Subsidy

	Developer's Unit Mix	Capture Rate
OBR	2	0.21%
1BR	4	0.09%
2BR	23	0.68%
3BR	8	0.59%
Total/Overall	37	0.36%

Adjusted for Leakage from Outside of the PMA

10%

OBR	2	0.19%
1BR	4	0.08%
2BR	23	0.61%
3BR	8	0.53%
Total/Overall	37	0.33%

All Units Demand

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2018

	Renter Household Size Distribution	Total Number of Renter Households
1 person	43.8%	16,992
2 persons	27.0%	10,490
3 persons	13.1%	5,093
4 persons	8.4%	3,265
5+ persons	7.7%	2,992
Total	100.0%	38,832

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	16,992	x	45.6%	7,747
2 persons	10,490	x	45.6%	4,783
3 persons	5,093	x	45.6%	2,322
4 persons	3,265	x	45.6%	1,489
5+ persons	2,992	x	45.6%	1,364
Total	38,832			17,705

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
OBR	1,549
1BR	7,393
2BR	5,576
3BR	2,206
Total	16,725

Capture Rate Analysis - All Units Absent Subsidy

	Developer's Unit Mix	Capture Rate
OBR	4	0.26%
1BR	11	0.15%
2BR	48	0.86%
3BR	18	0.82%
Total/Overall	81	0.48%

Adjusted for Leakage from Outside of the PMA

10%

OBR	4	0.23%
1BR	11	0.13%
2BR	48	0.77%
3BR	18	0.73%
Total/Overall	81	0.44%

ANNUAL CAPTURE RATE ANALYSIS

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

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

Population/Household Change

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

Additions to Supply

As discussed in *Section J. Local Perspectives of Rental Housing Market and Housing Alternatives*, there are two under construction properties in the PMA that will be considered competitive with the Subject. These properties will total 187 units upon completion. Therefore, we have removed 187 units from our *Demand Analysis*.

Annual Demand Table

ANNUAL DEMAND		
Calculation		PMA
Number of Renter Households in 2018		38,832
Increase in Number of Renter Households		822
Number of Renter Households in 2023		39,654
<i>Existing Demand</i>		
Percentage of Total Households that are Renter		58.0%
Percentage of Income-Qualified Renter Households		45.6%
Number of Income-Qualified Renter Households		17,705
Percentage of Rent-Overburdened		35.7%
Existing Income-Qualified Renter Household Turnover		6,313
<i>New Income-Qualified Demand, Stated Annually</i>		
Increase in Renter Households per Annum		164
Percentage of Income-Qualified Renter Households		45.6%
New Rental Income Qualified Households		75
<i>Capture Rate Analysis</i>		
Number of Units in Subject		81
Occupied Units at Subject With Vacancy of:	5%	77
Units Pre-Leased		0
Total Demand (Turnover and Growth) from within PMA		6,388
Portion Originating within PMA		90%
Total Demand (Turnover and Growth) from within PMA		7,098
Less: Existing LIHTC Projects in Absorption Process (Number of Units)	187	
Total Demand after Competition (Turnover and Growth)		6,911
Yielded Annual Capture Rate of Available Demand in 2019		1.1%

The yielded capture rate is approximately 1.1 percent of available demand per annum, for the Subject’s units, which is low and indicative of strong demand.

VHDA DEMAND ANALYSIS

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

We have included the directly comparable vacant units at the comparable properties. There are currently two LIHTC properties, with 187 LIHTC new units as detailed later in this report, in the PMA that are under construction or recently allocated that will be considered directly competitive with the Subject. There are currently 3 vacant income restricted units among the affordable inventory in the PMA that are competitive with the Subject.

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

AMI DISTRIBUTION FOR PLANNED DEVELOPMENTS AND VACANT UNITS					
Property Name	30% AMI Units	40% AMI Units	50% AMI Units	60% AMI Units	Total Units
Proposed and Under Construction Units					
The Spire	0	12	45	56	113
Gateway Apartments	0	8	29	37	74
Vacant Units					
Fields of Alexandria	0	0	0	2	2
St James Plaza	0	0	0	1	1
Total	0	0	74	96	190

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

Income Restrictions	Up to 30% As Proposed (min. income to max income)	Up to 50% As Proposed (min. income to max income)	Up to 60% As Proposed (min. income to max income)	All Units As Proposed(min. income to max income)
New Rental Households	118	200	229	375
+				
Existing Households - Overburdened	1,990	3,367	3,856	6,321
+				
Existing Households -Substandard Housing	52	88	100	165
+				
Senior Households - Likely to Covert to Rental Housing	n/a	n/a	n/a	n/a
+				
Qualified Tenants- To Remain After Renovation	n/a	n/a	n/a	n/a
TOTAL DEMAND	2,160	3,654	4,185	6,861
-				
Supply (includes directly comparable vacant units or in pipeline in PMA)	0	74	96	170
NET DEMAND	2,160	3,580	4,089	6,691
PROPOSED UNITS	9	35	37	81
CAPTURE RATE	0.4%	1.0%	0.9%	1.2%
ABSORPTION PERIOD	2 months	5 months	5 months	5 months

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

Project Wide Capture Rate- LIHTC Units As Proposed	1.2%
Project Wide Absorption Period (Months) As Proposed	5 months

Capture Rate and VHDA Conclusion

According to the developer, nine of the Subject’s units are anticipated to operate with project based subsidies through the city of Alexandria. The subsidies will be floating and will not be tied to any specific units. As such, we have not included these subsidies in our demand analysis for the Subject. The demand analysis reflects demand absent subsidy. The Novoco demand analysis illustrates demand for the Subject based on capture rates of income-eligible renter households. When viewing total income-eligible renter households the calculation for the LIHTC units is 0.44 percent.

To provide another level of analysis, we removed the households from the income-eligible renter demand pool that are currently suitably housed elsewhere in the PMA. We conducted an *annual demand analysis*, which is based on new income-eligible renter households moving into the area (in the Subject’s first year of operation only) and those income-eligible renter households that are rent-overburdened (paying over 35 percent of income to living costs). This is a subset of the income-eligible renter households used previously and yields a far more conservative annual capture rate. This annual Novoco capture rate is 1.1 percent for the first year of operation as a LIHTC property. This suggests that the Subject will need to capture only a fraction of the available demand in its first year of operation in order to stabilize. This implies that no demand will be accommodated that is currently suitably housed elsewhere.

This calculation illustrates that there are approximately 6,691 units of demand in the first year of the Subject’s operation after completion as a LIHTC property. The Subject’s units will need to accommodate 77 total units of demand in order to stabilize at 95 percent occupancy. Any unaccommodated households will most likely leave the PMA or remain severely rent-overburdened. The lack of available units will force many to look elsewhere.

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

Project Wide Capture Rate- LIHTC Units As Proposed	1.2%
Project Wide Absorption Period (Months) As Proposed	5 months

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

PENETRATION RATE ANALYSIS

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

PENETRATION RATE	
Number of Proposed Competitive LIHTC Units in the PMA	177
	+
Number of Existing Competitive Family LIHTC Units in the PMA	2,272
	+
Number of Proposed LIHTC Units at the Subject	81
	=
Total	2,530
	/
Income Eligible Households - All AMI Levels	17,705
	=
Overall Penetration Rate - Market Focus (NCHMA)	14.3%

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

According to the Virginia Housing Development Authority, between 2014 and February 2018, there have been three projects allocated tax credits within the PMA. The details on these properties are presented below.

RECENT LIHTC ALLOCATIONS IN PMA

Property Name	Year Allocated	Rent Structure	Tenancy	Total Units	Competitive Proposed Units	Distance to Subject
The Spire	2018	LIHTC	Family	113	113	1.1 miles
Lacy Court	2017	LIHTC	Family	44	0	1.9 miles
Gateway Apartments	2017	LIHTC	Family	282	74	0.9 miles
Totals				439	187	

Source: Virginia Housing Development Authority , February 2019

- **The Spire** is a proposed 113-unit LIHTC development. The property will have 19 one-bedroom units, 85 two-bedroom units, and 14 three-bedroom homes restricted to 40, 50 and 60 percent of the AMI.
- **Lacy Court** is an existing property in that was built in the 1951 and is currently undergoing renovations. The property offers studio, one, two, and three-bedroom units restricted to 40, 50, and 60 percent of the AMI. Given that this property is existing, we have deducted its units from the existing supply in the demand analysis of this report.
- **Gateway Apartments** is a mixed income project that will offer 282 units, and is currently under construction. The project is expected to be completed by 2019 and will offer studio, one, two and three-bedroom units restricted to family households earning 40, 50 and 60 percent of the AMI, as well as market rate units. Of the total units, 74 will be LIHTC units.

Therefore, we have removed 187 under construction units that are expected to be competitive with the Subject. Lacy Court’s units have been deducted from the existing supply.

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

EXISTING AFFORDABLE PROPERTIES IN PMA

Property Name	Rent Structure	Tenancy	Total Units	Competitive LIHTC Units
Foxchase Of Alexandria	Section 8	Family	2,113	0
Nelson Cheshire Home	Section 8	Senior/Disabled	7	0
Oakview Gardens Sec I	Section 8	Family	167	0
Oakview Gardens li	Section 8	Family	158	0
Bellefonte Apts	Section 8	Family	12	0
Claridge House li	Section 8	Family	304	0
Cameron Valley	LIHTC	Family	60	60
Virginia Gardens	LIHTC	Family	72	72
Grandview	LIHTC	Family	266	266
Elbert Avenue	LIHTC	Family	24	24
Berkeley	LIHTC	Family	110	110
Fort Henry Gardens	LIHTC	Family	82	82
Potomac West	LIHTC	Family	45	45
Quebec	LIHTC	Family	129	129
Fields Of Old Town	LIHTC	Family	98	98
Braddock Whiting Reynolds	LIHTC	Family	48	48
Carousel Court	LIHTC	Family	90	90
Parcview	LIHTC	Family	120	120
Shelton	LIHTC	Family	94	94
Lacy Court	LIHTC	Family	44	44
Beverly Park	LIHTC	Family	33	33
Columbia Grove	LIHTC	Family	130	130
West Glebe Housing	LIHTC	Family	48	48
Old Dominion Housing	LIHTC	Family	36	36
Macedonia	LIHTC	Family	36	36
Quaker Hill	LIHTC	Family	60	60
Arlington Mill	LIHTC	Family	121	121
Jackson Crossing	LIHTC	Family	78	78
Fields of Alexandria	LIHTC	Family	306	306
Lynhaven (Willam Watters)	LIHTC	Family	49	49
St. James Plaza	LIHTC	Family	93	93
Total			5,033	2,272

Absorption

We were able to obtain absorption information from two of the comparable properties. Therefore, we searched the cities of Alexandria and Arlington for properties that could provide absorption information. The following table details our findings.

ABSORPTION

Property Name	Rent	Year	Total Units	Absorption
St James Plaza*	LIHTC	2017	93	16
The Parker At Huntington Metro	Market	2015	360	17
The Shell	LIHTC	2015	83	28
Arlington Mill Residences*	LIHTC	2014	122	61
The View At Liberty Center	Market	2014	257	21
The Maxwell	Market	2014	163	30

*Utilized as comparable

Rent conclusions were provided in Section H.

We do not anticipate any future changes in the housing stock or risks in the market area that would adversely affect the Subject. The Novoco achievable market rents are reasonable and as a LIHTC property, the Subject will operate with a strong occupancy rate.

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

INTERVIEWS

Local Housing Authority Discussion

We spoke with Ms. Janell Diaz, Director of Asset Management with the Alexandria Redevelopment and Housing Authority (ARHA), which serves all of the City of Alexandria. We obtained information in regards to the availability of Housing Choice vouchers within the jurisdiction. According to Ms. Alston, the waiting list is closed and currently has approximately 8,782 applicants. ARHA currently administers 1,645 vouchers, The contact was unaware of when the waiting list will reopen.

PAYMENT STANDARDS (NET)

Unit Type	Standard
Studio	\$1,606
One-Bedroom	\$1,654
Two-Bedroom	\$1,887
Three-Bedroom	\$2,478

Source: Virginia Housing Development Authority , effective November 2017

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

Planning Discussion

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

PLANNED DEVELOPMENT

Property Name	Rent Structure	Tenancy	Total Units	Competitive Units	LIHTC Allocation Year	Construction Status	Distance to Subject
2500 Oakville St	Market	Family	530	0	n/a	Proposed	2.3 miles
Del Ray Place	Market	Family	49	0	n/a	Under Construction	2.0 miles
Gateway Apartments	Market/Affordable	Family	282	74	2017	Under Construction	0.9 miles
Landmark Mall	Market	Family	400	0	n/a	Proposed	2.3 miles
The Spire	Affordable	Family	113	113	2018	Proposed	1.1 miles
Totals			1,374	187			

Source: CoStar, February 2019

According to Costar, there are five proposed or under construction multifamily developments in the PMA, four of which will have affordable units.

- **The Spire** is a proposed 113-unit LIHTC development. The property will have 19 one-bedroom units, 85 two-bedroom units, and 14 three-bedroom homes restricted to 40, 50 and 60 percent of the AMI.
- **Gateway Apartments** is a mixed income project that will offer 282 units, and is currently under construction. The project is expected to be completed by 2019 and will offer studio, one, two and three-bedroom units restricted to family households earning 40, 50 and 60 percent of the AMI, as well as market rate units. Of the total units, 74 will be LIHTC units.

The affordable developments will be directly competitive with the Subject. Therefore, we have removed these 187units from our demand analysis.

According to the Virginia Housing Development Authority, between 2014 and February 2018, there have been three projects allocated tax credits within the PMA. The details on these properties are presented below.

RECENT LIHTC ALLOCATIONS IN PMA

Property Name	Year Allocated	Rent Structure	Tenancy	Total Units	Competitive Proposed Units	Distance to Subject
The Spire	2018	LIHTC	Family	113	113	1.1 miles
Lacy Court	2017	LIHTC	Family	44	0	1.9 miles
Gateway Apartments	2017	LIHTC	Family	282	74	0.9 miles
Totals				439	187	

Source: Virginia Housing Development Authority , February 2019

- **The Spire** is a proposed 113-unit LIHTC development. The property will have 19 one-bedroom units, 85 two-bedroom units, and 14 three-bedroom homes restricted to 40, 50 and 60 percent of the AMI.
- **Lacy Court** is an existing property in that was built in the 1951 and is currently undergoing renovations. The property offers studio, one, tow, and three-bedroom units restricted to 40, 50, and 60 percent of the AMI. Given that this property is an existing LIHTC property, we have deducted its units from the existing supply in the demand analysis of this report.
- **Gateway Apartments** is a mixed income project that will offer 282 units, and is currently under construction. The project is expected to be completed by 2019 and will offer studio, one, two and three-bedroom units restricted to family households earning 40, 50 and 60 percent of the AMI, as well as market rate units. Of the total units, 74 will be LIHTC units.

Therefore, we have removed 187 under construction units that are expected to be competitive with the Subject. Lacy Court’s units have been deducted from the existing supply.

K. ANALYSIS/CONCLUSIONS

Recommendations

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

Demand Summary

According to the developer, nine of the Subject’s units are anticipated to operate with project based subsidies through the city of Alexandria. The subsidies will be floating and will not be tied to any specific units. As such, we have not included these subsidies in our demand analysis for the Subject. The demand analysis reflects demand absent subsidy. We believe there is ample demand for the Subject as proposed. Our concluded capture rates and absorption are shown in the table below.

Project Wide Capture Rate- LIHTC Units As Proposed	1.2%
Project Wide Absorption Period (Months) As Proposed	5 months

Additionally, the overall penetration rate for the Subject is 14.3 percent. It should be noted that the penetration rate analysis we have derived is conservative because it does not account for leakage (i.e. tenants originating outside of the PMA). Overall, the derived penetration rate for the Subject is considered reasonable.

Strengths and Weaknesses of the Subject

Strengths

- The Subject will be in excellent condition when placed in service.
- The LIHTC vacancy at the comparable properties is 1.0 percent, which is lower than the overall vacancy rate for market rate comparables. Additionally, the market rate comparables also exhibit low vacancy rates, averaging 2.8 percent.
- The Subject is located in an excellent location, in close proximity to public transportation options, services and amenities.
- The Subject has low capture rates and penetration rates, indicating that there is ample demand for affordable housing.

Weaknesses

- The Subject will offer generally inferior in-unit and community amenities compared to the majority of the comparable properties. Braddock Lee offers similar amenities to the Subject and reported a vacancy rate of 2.4 percent. Therefore, we believe the Subject will perform well despite its lack of amenities.

Absorption Estimate

We were able to obtain absorption information from two of the comparable properties. Therefore, we searched the cities of Alexandria and Arlington for properties that could provide absorption information. The following table details our findings.

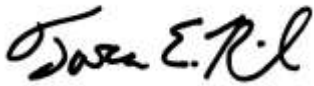
ABSORPTION

Property Name	Rent	Year	Total Units	Absorption
St James Plaza*	LIHTC	2017	93	16
The Parker At Huntington Metro	Market	2015	360	17
The Shell	LIHTC	2015	83	28
Arlington Mill Residences*	LIHTC	2014	122	61
The View At Liberty Center	Market	2014	257	21
The Maxwell	Market	2014	163	30

*Utilized as comparable

L. OTHER REQUIREMENTS

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



Tara Rial
Manager
Tara.Rial@novoco.com
February 1, 2019
Date

ADDENDUM A
Assumptions and Limiting Conditions

ASSUMPTIONS AND LIMITING CONDITIONS

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

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

ADDENDUM B
Subject Property and Neighborhood Photographs

Photographs of Subject and Neighborhood



Fairlington Presbyterian adjacent to the Subject site



Fairlington Presbyterian adjacent to the Subject site



Subject site



Subject site



Subject site



Subject site



Braddock Lee Apartments southwest of the Subject site



Bus stop on Menokin Drive



Fairlington Mews Condominiums northeast of the Subject site



Retail south of the Subject site



Retail and commercial space south of the Subject site



Single-family home west of the Subject site



Single-family home west of the Subject site



Single-family home west of the Subject site



Episcopal High School south of the Subject site



TC Williams High School south of the Subject site



Place of worship north of the Subject site



The Citizen at Shirlington Village, north of the Subject site and included as a comparable



View of King Street looking north



View of King Street looking south



View of Menokin Drive looking east



View of Menokin Drive looking west

ADDENDUM C
Subject Matrices and Property Profiles

SUMMARY MATRIX

Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate				
Subject	Fairlington Presbyterian 3846 King Street Alexandria, VA 22302 Alexandria County		Midrise 4-stories 2021 / n/a Family	@30%, @50%, @60%	OBR / 1BA	1	1.2%	450	@30%	\$556	No	N/A	N/A	N/A				
					OBR / 1BA	1	1.2%	450	@50%	\$966	No	N/A	N/A	N/A				
					OBR / 1BA	2	2.5%	450	@60%	\$1,172	No	N/A	N/A	N/A				
					1BR / 1BA	3	3.7%	690	@30%	\$587	No	N/A	N/A	N/A				
					1BR / 1BA	4	4.9%	690	@50%	\$1,026	No	N/A	N/A	N/A				
					1BR / 1BA	4	4.9%	690	@60%	\$1,246	No	N/A	N/A	N/A				
					2BR / 2BA	3	3.7%	1,135	@30%	\$696	No	N/A	N/A	N/A				
					2BR / 2BA	23	28.4%	1,135	@50%	\$1,224	No	N/A	N/A	N/A				
					2BR / 2BA	23	28.4%	1,135	@60%	\$1,488	No	N/A	N/A	N/A				
					3BR / 2BA	2	2.5%	1,240	@30%	\$794	No	N/A	N/A	N/A				
					3BR / 2BA	7	8.6%	1,240	@50%	\$1,404	No	N/A	N/A	N/A				
3BR / 2BA	8	9.9%	1,240	@60%	\$1,709	No	N/A	N/A	N/A									
					<u>81</u>							N/A	N/A					
1	Alexandria Station 318 South Whiting Street Alexandria, VA 22304 County	2.7 miles	Garden 3-stories 1961 / 1997 Family	@60%	OBR / 1BA	3	1.0%	550	@60%	\$1,232	No	No	0	0.0%				
					1BR / 1BA	99	34.1%	667	@60%	\$1,319	No	No	0	0.0%				
					2BR / 1BA	68	23.5%	889	@60%	\$1,583	No	No	3	4.4%				
					2BR / 2BA	66	22.8%	900	@60%	\$1,583	No	No	2	3.0%				
					3BR / 2BA	54	18.6%	1,179	@60%	\$1,829	No	No	0	0.0%				
					<u>290</u>							5	1.7%					
2	Arlington Mill Residences 909 South Dinwiddie Street Arlington, VA 22204 Arlington County	2.0 miles	Midrise 4-stories 2014 / n/a Family	@30% (Section 8), @50%, @60%	OBR / 1BA	8	6.6%	422	@30% (Section 8)	-	N/A	Yes	0	0.0%				
					1BR / 1BA	1	0.8%	642	@30% (Section 8)	-	N/A	Yes	0	0.0%				
					1BR / 1BA	7	5.7%	642	@50%	\$1,020	Yes	Yes	0	0.0%				
					1BR / 1BA	8	6.6%	642	@60%	\$1,240	Yes	Yes	0	0.0%				
					2BR / 1.5BA	3	2.5%	986	@30% (Section 8)	-	N/A	Yes	0	0.0%				
					2BR / 1.5BA	13	10.7%	986	@50%	\$1,222	Yes	Yes	0	0.0%				
					2BR / 1.5BA	56	45.9%	986	@60%	\$1,485	Yes	Yes	0	0.0%				
					3BR / 2BA	1	0.8%	1,087	@30% (Section 8)	-	N/A	Yes	0	0.0%				
					3BR / 2BA	9	7.4%	1,087	@50%	\$1,409	Yes	Yes	0	0.0%				
					3BR / 2BA	16	13.1%	1,087	@60%	\$1,712	Yes	Yes	0	0.0%				
										<u>122</u>							0	0.0%
3	Fields Of Alexandria 4309 Duke Street Alexandria, VA 22304 Alexandria County	1.6 miles	Garden 4-stories 1962 / 2011 Family	@60%	OBR / 1BA	N/A	N/A	432	@60%	\$1,180	Yes	No	1	N/A				
					1BR / 1BA	N/A	N/A	600	@60%	\$1,233	No	No	0	N/A				
					1BR / 1BA	N/A	N/A	625	@60%	\$1,254	Yes	No	0	N/A				
					2BR / 1BA	N/A	N/A	734	@60%	\$1,475	No	No	1	N/A				
					2BR / 1BA	N/A	N/A	788	@60%	\$1,492	No	No	0	N/A				
					2BR / 1BA	N/A	N/A	906	@60%	\$1,503	Yes	No	0	N/A				
					3BR / 1.5BA	N/A	N/A	988	@60%	\$1,688	Yes	No	0	N/A				
					<u>306</u>							2	0.7%					
4	Fields Of Arlington 5100 South 8th Road Arlington, VA 22204 Arlington County	2.1 miles	Midrise 4-stories 1960 / 2000 Family	@50%, @60%, Market	OBR / 1BA	2	1.0%	462	@50%	\$978	Yes	No	0	0.0%				
					OBR / 1BA	12	6.0%	757	@60%	\$1,183	Yes	No	0	0.0%				
					1BR / 1BA	13	6.5%	757	@50%	\$1,033	Yes	No	0	0.0%				
					1BR / 1BA	65	32.7%	757	@60%	\$1,253	Yes	No	0	0.0%				
					2BR / 1BA	13	6.5%	961	@50%	\$1,235	Yes	No	0	0.0%				
					2BR / 1BA	69	34.7%	961	@60%	\$1,499	Yes	No	0	0.0%				
					2BR / 1BA	N/A	N/A	1,051	Market	\$1,617	N/A	No	1	N/A				
					3BR / 2BA	2	1.0%	1,122	@50%	\$1,422	Yes	No	0	0.0%				
					3BR / 2BA	13	6.5%	1,122	@60%	\$1,727	Yes	No	0	0.0%				
					3BR / 2BA	10	5.0%	1,122	Market	\$1,727	Yes	No	0	0.0%				
					<u>199</u>							1	0.5%					
5	Harvey Hall Apartments 860 South Greenbrier Street Arlington, VA 22204 Arlington County	2.1 miles	Midrise 5-stories 1963 / 2006 Family	@60%, Market	OBR / 1BA	11	9.5%	320	@60%	\$1,183	Yes	No	0	0.0%				
					OBR / 1BA	2	1.7%	320	Market	\$1,117	N/A	No	0	0.0%				
					1BR / 1BA	46	39.7%	760	@60%	\$1,253	Yes	No	2	4.4%				
					1BR / 1BA	6	5.2%	760	Market	\$1,262	N/A	No	0	0.0%				
					2BR / 1BA	35	30.2%	1,010	@60%	\$1,499	Yes	No	0	0.0%				
					2BR / 1BA	6	5.2%	1,010	Market	\$1,499	N/A	No	0	0.0%				
					3BR / 2BA	8	6.9%	1,310	@60%	\$1,727	Yes	No	0	0.0%				
					3BR / 2BA	2	1.7%	1,310	Market	\$1,774	N/A	No	0	0.0%				
										<u>116</u>							2	1.7%
					6	St. James Plaza 5000 Echols Avenue Alexandria, VA 22311 Arlington County	1.2 miles	Midrise 5-stories 2017 / n/a Family	@40%, @50%, @60%	OBR / 1BA	1	1.1%	462	@40%	\$776	Yes	No	0
OBR / 1BA	1	1.1%	462	@50%						\$981	Yes	No	0	0.0%				
OBR / 1BA	1	1.1%	462	@60%						\$1,186	Yes	No	0	0.0%				
1BR / 1BA	5	5.4%	536	@40%						\$823	Yes	No	0	0.0%				
1BR / 1BA	5	5.4%	536	@50%						\$1,043	Yes	No	0	0.0%				
1BR / 1BA	2	2.2%	536	@60%						\$1,263	Yes	No	0	0.0%				
2BR / 1BA	4	4.3%	894	@40%						\$986	Yes	No	0	0.0%				
2BR / 1BA	28	30.1%	894	@50%						\$1,253	Yes	No	0	0.0%				
2BR / 1BA	34	36.6%	894	@60%						\$1,513	Yes	No	1	2.9%				
3BR / 2BA	2	2.2%	1,178	@50%						\$1,427	Yes	No	0	0.0%				
3BR / 2BA	10	10.8%	1,178	@60%	\$1,732	Yes	No	0	0.0%									
					<u>93</u>							1	1.1%					
7	Arrive 2801 2801 Park Center Drive Alexandria, VA 22302 Alexandria County	0.5 miles	Various 15-stories 1974 / 2007 Family	Market	OBR / 1BA	N/A	N/A	510	Market	\$1,474	N/A	No	0	N/A				
					1BR / 1BA	130	22.5%	940	Market	\$1,899	N/A	No	4	3.1%				
					1.5BR / 1BA	107	18.5%	1,058	Market	\$2,008	N/A	No	1	0.9%				
					2BR / 2BA	243	42.0%	1,245	Market	\$2,042	N/A	No	2	0.8%				
					2.5BR / 2BA	60	10.4%	1,425	Market	\$2,227	N/A	No	7	11.7%				
					3BR / 2.5BA	38	6.6%	1,900	Market	\$2,791	N/A	No	2	5.3%				
					4BR / 2.5BA	N/A	N/A	1,900	Market	\$3,238	N/A	N/A	0	N/A				
					<u>578</u>							16	2.8%					
8	Avana Alexandria Apartments 3001 Park Center Drive Alexandria, VA 22302 Alexandria County	0.6 miles	Highrise 16-stories 1989 / 2007/2014 Family	Market	1BR / 1BA	N/A	N/A	700	Market	\$1,743	N/A	No	1	N/A				
					2BR / 2BA	N/A	N/A	1,203	Market	\$2,292	N/A	No	6	N/A				
					3BR / 2BA	1	0.3%	1,500	Market	\$2,950	N/A	No	0	0.0%				
					4BR / 2BA	1	0.3%	3,000	Market	\$3,901	N/A	No	0	0.0%				
					<u>325</u>							7	2.2%					
9	Braddock Lee 2423 Menokin Drive Alexandria, VA 22304 County	0.1 miles	Garden 3-stories 1954 / n/a Family	Market	OBR / 1BA	19	7.5%	445	Market	\$1,419	N/A	No	3	15.8%				
					1BR / 1BA	137	53.9%	660	Market	\$1,520	N/A	No	5	3.7%				
					2BR / 1BA	98	38.6%	918	Market	\$1,830	N/A	No	1	1.0%				
					<u>254</u>							6	2.4%					
10	Seminary Towers 4701 Kenmore Avenue Alexandria, VA 22304 Alexandria County	1.0 miles	Highrise 13-stories 1962 / 2000 Family	Market	OBR / 1BA	N/A	N/A	505	Market	\$1,318	N/A	No	0	N/A				
					1BR / 1BA	226	41.5%	760	Market	\$1,472	N/A	No	N/A	N/A				
					2BR / 1BA	116	21.3%	985	Market	\$1,715	N/A	No	N/A	N/A				
					2BR / 2BA	116	21.3%	1,100	Market	\$1,850	N/A	No	2	1.7%				
3BR / 2BA	57	10.5%	1,270	Market	\$2,247	N/A	No	N/A	N/A									
					<u>544</u>							10	1.8%					
11	The Citizen At Shirlington Village 3000 S. Randolph Street Arlington, VA 22206 Arlington County	0.7 miles	Midrise 4-stories 1989 / 2004 Family	Market	1BR / 1BA	64	15.8%	560	Market	\$1,840	N/A	No	2	3.1%				
					1BR / 1BA	40	9.9%	736	Market	\$1,925	N/A	No	3	7.5%				
					1BR / 1BA	64	15.8%	840	Market	\$1,765	N/A	No	2	3.1%				
					2BR / 1BA	66	16.3%	975	Market	\$2,385	N/A	No	4	6.1%				
					2BR / 2BA	66	16.3%	1,110	Market	\$2,580	N/A	No	8	12.1%				
					2BR / 2BA	66	16.3%	1,185	Market	\$2,765	N/A	No	0	0.0%				
					3BR / 2BA	19	4.7%	1,220	Market	\$2,979	N/A	No	1	5.3%				
3BR / 2BA	19	4.7%	1,390	Market	\$2,859	N/A	No	0	0.0%									
					<u>404</u>							20	5.0%					

Subject	Alexandria Station	Arlington Mill Residences	Fields Of Alexandria	Fields Of Arlington	Harvey Hall Apartments	St. James Plaza	Arrive 2801	Avana Alexandria Apartments	Braddock Lee	Seminary Towers	The Citizen At Shirlington Village
Rent Structure	LHTC	LHTC	LHTC/ Section B	LHTC	LHTC/ Market	LHTC/ Market	LHTC	Market	Market	Market	Market
Property Type	Midrise	Garden	Midrise	Garden	Midrise	Midrise	Midrise	Highrise	Garden	Highrise	Midrise
# of Stories	4-stories	3-stories	4-stories	4-stories	4-stories	5-stories	5-stories	15-stories	3-stories	13-stories	4-stories
Year Built	2021	1961	2014	1962	1960	1963	2017	1974	1989	1962	1989
Year Renovated	n/a	1997	n/a	2011	2000	2006	n/a	2007	2007/2014	n/a	2000
Elevators	yes	no	yes	no	yes	yes	yes	yes	yes	yes	yes
Courtyard	no	no	no	no	no	no	no	no	no	no	yes
Utility Structure											
Cooking	no	no	no	no	yes	yes	no	no	no	no	no
Water Heat	no	no	no	no	yes	yes	no	no	no	no	no
Heat	no	no	no	no	yes	yes	no	no	no	no	no
Other Electric	no	no	no	no	yes	yes	no	no	yes	yes	no
Water	yes	yes	yes	yes	yes	yes	no	no	no	no	no
Sewer	yes	yes	yes	yes	yes	yes	no	no	no	no	no
Trash	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Unit Amenities											
Balcony/Patio	no	yes	yes	yes	yes	yes	no	yes	no	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Cable/Satellite	no	no	no	no	no	no	no	no	no	no	no
Carpeting	yes	yes	yes	yes	yes	no	yes	yes	yes	yes	yes
Hardwood	no	no	no	no	no	yes	no	no	no	no	no
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Ceiling Fan	no	no	yes	no	no	yes	no	no	no	yes	no
Exterior Storage	no	no	no	no	no	no	no	yes	no	yes	yes
Walk-In Closet	no	yes	no	yes	yes	yes	no	yes	yes	no	yes
Wall A/C	no	no	no	no	no	no	no	yes	yes	no	no
Washer/Dryer	no	no	no	no	yes	no	no	yes	yes	no	yes
W/D Hookup	no	no	no	yes	yes	no	no	yes	yes	no	yes
Kitchen											
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Disposal	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Microwave	no	no	yes	no	no	no	yes	no	yes	no	yes
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Community											
Business Center	no	no	yes	no	no	no	no	yes	no	yes	yes
Community Room	yes	no	yes	no	yes	yes	yes	yes	no	yes	yes
Central Laundry	yes	yes	yes	yes	yes	yes	yes	no	no	yes	no
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Concierge	no	no	no	no	no	no	no	yes	yes	no	yes
Recreation											
Exercise Facility	no	no	yes	yes	yes	no	yes	yes	yes	no	yes
Playground	yes	yes	yes	yes	yes	yes	no	no	no	yes	no
Swimming Pool	no	yes	no	yes	yes	no	no	yes	yes	no	yes
Picnic Area	no	no	yes	yes	yes	no	no	yes	yes	no	yes
Sport Court	no	no	no	no	no	no	no	no	no	no	yes
Tennis Court	no	no	no	no	no	no	no	yes	no	no	no
Sauna	no	no	no	no	no	no	no	no	no	yes	no
Theatre	no	no	no	no	no	no	no	yes	no	no	no
Recreational Area	no	no	no	no	no	no	no	yes	yes	no	no
Daycare	no	no	no	no	no	no	yes	no	no	no	no
Service Coordination	no	no	no	no	no	yes	no	no	no	no	no
Shuttle Service	no	no	no	no	no	no	yes	no	no	no	yes
Security											
In-Unit Alarm	no	no	no	no	no	no	no	no	no	no	yes
Intercom (Buzzer)	yes	no	yes	no	yes	yes	yes	yes	yes	no	yes
Limited Access	yes	no	yes	no	yes	yes	yes	yes	yes	yes	yes
Patrol	no	no	no	yes	no	no	no	no	no	yes	no
Perimeter Fencing	no	yes	no	no	no	no	no	no	no	no	no
Video Surveillance	no	no	no	no	no	no	yes	no	yes	no	yes
Parking											
Garage	yes	no	yes	no	no	no	yes	yes	yes	no	yes
Garage Fee	\$0	\$0	\$25	\$0	\$0	\$0	\$35	\$50	\$75	\$0	\$50
Off-Street Parking	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	yes

PROPERTY PROFILE REPORT

Alexandria Station

Effective Rent Date	1/23/2019
Location	318 South Whiting Street Alexandria, VA 22304 County
Distance	2.7 miles
Units	290
Vacant Units	5
Vacancy Rate	1.7%
Type	Garden (3 stories)
Year Built/Renovated	1961 / 1997
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Quaker Commons and Southport Apartments
Tenant Characteristics	Mixed tenancy from the DC metro area and N. VA
Contact Name	Jessica
Phone	703-751-6990



Market Information

Program	@60%
Annual Turnover Rate	20%
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	Pre-leased
Annual Chg. in Rent	None reported
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Garden (3 stories)	3	550	\$1,232	\$0	@60%	No	0	0.0%	no	None
1	1	Garden (3 stories)	99	667	\$1,319	\$0	@60%	No	0	0.0%	no	None
2	1	Garden (3 stories)	68	889	\$1,583	\$0	@60%	No	3	4.4%	no	None
2	2	Garden (3 stories)	66	900	\$1,583	\$0	@60%	No	2	3.0%	no	None
3	2	Garden (3 stories)	54	1,179	\$1,829	\$0	@60%	No	0	0.0%	no	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$1,232	\$0	\$1,232	\$0	\$1,232
1BR / 1BA	\$1,319	\$0	\$1,319	\$0	\$1,319
2BR / 1BA	\$1,583	\$0	\$1,583	\$0	\$1,583
2BR / 2BA	\$1,583	\$0	\$1,583	\$0	\$1,583
3BR / 2BA	\$1,829	\$0	\$1,829	\$0	\$1,829

Alexandria Station, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Perimeter Fencing	None
Carpeting	Central A/C		
Dishwasher	Garbage Disposal		
Oven	Refrigerator		
Walk-In Closet			
Property		Premium	Other
Central Laundry	Off-Street Parking(\$0.00)	None	None
On-Site Management	Playground		
Swimming Pool			

Comments

The contact reported the property operates on a first come, first served basis. Occupancy rates range from 97 to 100 percent. The contact was did not provide the number of households utilizing Housing Choice Vouchers. Despite steady demand and strong occupancy rates, the rents are not at the maximum allowable but contact could not provide further insight.

Alexandria Station, continued

Trend Report

Vacancy Rates

1Q11	1Q12	1Q17	1Q19
1.4%	0.0%	2.1%	1.7%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	1	0.0%	\$1,025	\$0	\$1,025	\$1,025
2012	1	N/A	\$1,200	\$0	\$1,200	\$1,200
2017	1	3.0%	\$1,229	\$0	\$1,229	\$1,229
2019	1	0.0%	\$1,319	\$0	\$1,319	\$1,319

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	1	4.5%	\$1,250	\$0	\$1,250	\$1,250
2012	1	N/A	\$1,432	\$0	\$1,432	\$1,432
2017	1	2.9%	\$1,452	\$0	\$1,452	\$1,452
2019	1	4.4%	\$1,583	\$0	\$1,583	\$1,583

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	1	0.0%	\$1,300	\$0	\$1,300	\$1,300
2012	1	N/A	\$1,452	\$0	\$1,452	\$1,452
2017	1	1.5%	\$1,474	\$0	\$1,474	\$1,474
2019	1	3.0%	\$1,583	\$0	\$1,583	\$1,583

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	1	0.0%	\$1,500	\$0	\$1,500	\$1,500
2012	1	N/A	\$1,677	\$0	\$1,677	\$1,677
2017	1	0.0%	\$1,704	\$0	\$1,704	\$1,704
2019	1	0.0%	\$1,829	\$0	\$1,829	\$1,829

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	1	33.3%	\$850	\$0	\$850	\$850
2012	1	N/A	\$1,000	\$0	\$1,000	\$1,000
2017	1	0.0%	\$1,050	\$0	\$1,050	\$1,050
2019	1	0.0%	\$1,232	\$0	\$1,232	\$1,232

Trend: Comments

1Q11	N/A
1Q12	Management stated that there are no vacant units currently. Management was unable to provide the percentage of tenants using Housing Choice Vouchers and the turnover rate.
1Q17	The contact reported the property operates on a first come, first served basis. Occupancy rates range from 97 to 100 percent. The contact was did not provide the number of households utilizing Housing Choice Vouchers. Despite steady demand and strong occupancy rates, the rents are not at the maximum allowable but contact could not provide further insight.
1Q19	N/A

Photos



PROPERTY PROFILE REPORT

Arlington Mill Residences

Effective Rent Date	1/21/2019
Location	909 South Dinwiddie Street Arlington, VA 22204 Arlington County
Distance	2 miles
Units	122
Vacant Units	0
Vacancy Rate	0.0%
Type	Midrise (4 stories)
Year Built/Renovated	2014 / N/A
Marketing Began	N/A
Leasing Began	2/28/2014
Last Unit Leased	4/30/2014
Major Competitors	None indicated
Tenant Characteristics	N/A
Contact Name	Loretta
Phone	703-566-6213



Market Information

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

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Midrise (4 stories)	8	422	N/A	\$0	@30% (Section 8)	Yes	0	0.0%	N/A	None
1	1	Midrise (4 stories)	1	642	N/A	\$0	@30% (Section 8)	Yes	0	0.0%	N/A	None
1	1	Midrise (4 stories)	7	642	\$1,020	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Midrise (4 stories)	8	642	\$1,240	\$0	@60%	Yes	0	0.0%	yes	None
2	1.5	Midrise (4 stories)	3	986	N/A	\$0	@30% (Section 8)	Yes	0	0.0%	N/A	None
2	1.5	Midrise (4 stories)	13	986	\$1,222	\$0	@50%	Yes	0	0.0%	yes	None
2	1.5	Midrise (4 stories)	56	986	\$1,485	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Midrise (4 stories)	1	1,087	N/A	\$0	@30% (Section 8)	Yes	0	0.0%	N/A	None
3	2	Midrise (4 stories)	9	1,087	\$1,409	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Midrise (4 stories)	16	1,087	\$1,712	\$0	@60%	Yes	0	0.0%	yes	None

Arlington Mill Residences, continued

Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	N/A	\$0	N/A	\$0	N/A	1BR / 1BA	\$1,020	\$0	\$1,020	\$0	\$1,020
1BR / 1BA	N/A	\$0	N/A	\$0	N/A	2BR / 1.5BA	\$1,222	\$0	\$1,222	\$0	\$1,222
2BR / 1.5BA	N/A	\$0	N/A	\$0	N/A	3BR / 2BA	\$1,409	\$0	\$1,409	\$0	\$1,409
3BR / 2BA	N/A	\$0	N/A	\$0	N/A						

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,240	\$0	\$1,240	\$0	\$1,240
2BR / 1.5BA	\$1,485	\$0	\$1,485	\$0	\$1,485
3BR / 2BA	\$1,712	\$0	\$1,712	\$0	\$1,712

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Planned social activities
Elevators	Exercise Facility		
Garage(\$25.00)	Central Laundry		
Off-Street Parking(\$0.00)	On-Site Management		
Picnic Area	Playground		

Comments

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

Arlington Mill Residences, continued

Trend Report

Vacancy Rates

1Q18	2Q18	3Q18	1Q19
0.0%	0.0%	0.0%	0.0%

Trend: @30%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	0.0%	\$542	\$0	\$542	\$542
2018	2	0.0%	N/A	\$0	N/A	N/A
2018	3	0.0%	N/A	\$0	N/A	N/A
2019	1	0.0%	N/A	\$0	N/A	N/A

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	0.0%	\$648	\$0	\$648	\$648
2018	2	0.0%	N/A	\$0	N/A	N/A
2018	3	0.0%	N/A	\$0	N/A	N/A
2019	1	0.0%	N/A	\$0	N/A	N/A

2BR / 2BA

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

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	0.0%	\$746	\$0	\$746	\$746
2018	2	0.0%	N/A	\$0	N/A	N/A
2018	3	0.0%	N/A	\$0	N/A	N/A
2019	1	0.0%	N/A	\$0	N/A	N/A

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	0.0%	N/A	\$0	N/A	N/A
2018	2	0.0%	N/A	\$0	N/A	N/A
2018	3	0.0%	N/A	\$0	N/A	N/A
2019	1	0.0%	N/A	\$0	N/A	N/A

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	0.0%	\$956	\$0	\$956	\$956
2018	2	0.0%	\$1,020	\$0	\$1,020	\$1,020
2018	3	0.0%	\$1,020	\$0	\$1,020	\$1,020
2019	1	0.0%	\$1,020	\$0	\$1,020	\$1,020

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	0.0%	\$1,145	\$0	\$1,145	\$1,145
2018	2	0.0%	\$1,222	\$0	\$1,222	\$1,222
2018	3	0.0%	\$1,222	\$0	\$1,222	\$1,222
2019	1	0.0%	\$1,222	\$0	\$1,222	\$1,222

2BR / 2BA

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

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	0.0%	\$1,320	\$0	\$1,320	\$1,320
2018	2	0.0%	\$1,409	\$0	\$1,409	\$1,409
2018	3	0.0%	\$1,409	\$0	\$1,409	\$1,409
2019	1	0.0%	\$1,409	\$0	\$1,409	\$1,409

Studio / 1BA

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

Arlington Mill Residences, continued

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	0.0%	\$1,163	\$0	\$1,163	\$1,163
2018	2	0.0%	\$1,240	\$0	\$1,240	\$1,240
2018	3	0.0%	\$1,240	\$0	\$1,240	\$1,240
2019	1	0.0%	\$1,240	\$0	\$1,240	\$1,240

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	0.0%	\$1,393	\$0	\$1,393	\$1,393
2018	2	0.0%	\$1,486	\$0	\$1,486	\$1,486
2018	3	0.0%	\$1,486	\$0	\$1,486	\$1,486
2019	1	0.0%	\$1,485	\$0	\$1,485	\$1,485

2BR / 2BA

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

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	0.0%	\$1,607	\$0	\$1,607	\$1,607
2018	2	0.0%	\$1,714	\$0	\$1,714	\$1,714
2018	3	0.0%	\$1,714	\$0	\$1,714	\$1,714
2019	1	0.0%	\$1,712	\$0	\$1,712	\$1,712

3BR / 3BA

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

Studio / 1BA

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

Trend: Comments

1Q18 N/A

2Q18 N/A

3Q18 N/A

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

Photos



PROPERTY PROFILE REPORT

Fields Of Alexandria

Effective Rent Date	1/21/2019
Location	4309 Duke Street Alexandria, VA 22304 Alexandria County
Distance	1.6 miles
Units	306
Vacant Units	2
Vacancy Rate	0.7%
Type	Garden (4 stories)
Year Built/Renovated	1962 / 2011
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Crestview Commons, Foxchase Apartments
Tenant Characteristics	Majority families from local area; however, there are tenants from Washington D.C.
Contact Name	Property Manager
Phone	703-823-0077



Market Information

Program	@60%
Annual Turnover Rate	22%
Units/Month Absorbed	N/A
HCV Tenants	20%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased 1% to 5%
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Garden (4 stories)	N/A	432	\$1,180	\$0	@60%	No	1	N/A	yes	None
1	1	Garden (4 stories)	N/A	600	\$1,233	\$0	@60%	No	0	N/A	no	None
1	1	Garden (4 stories)	N/A	625	\$1,254	\$0	@60%	No	0	N/A	yes	None
2	1	Garden (4 stories)	N/A	734	\$1,475	\$0	@60%	No	1	N/A	no	None
2	1	Garden (4 stories)	N/A	788	\$1,492	\$0	@60%	No	0	N/A	no	None
2	1	Garden (4 stories)	N/A	906	\$1,503	\$0	@60%	No	0	N/A	yes	None
3	1.5	Garden (4 stories)	N/A	988	\$1,688	\$0	@60%	No	0	N/A	yes	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$1,180	\$0	\$1,180	\$0	\$1,180
1BR / 1BA	\$1,233 - \$1,254	\$0	\$1,233 - \$1,254	\$0	\$1,233 - \$1,254
2BR / 1BA	\$1,475 - \$1,503	\$0	\$1,475 - \$1,503	\$0	\$1,475 - \$1,503
3BR / 1.5BA	\$1,688	\$0	\$1,688	\$0	\$1,688

Fields Of Alexandria, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Patrol	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Garbage Disposal	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Exercise Facility	Central Laundry	None	None
Off-Street Parking(\$0.00)	On-Site Management		
Picnic Area	Playground		
Swimming Pool			

Comments

The manager reported that units are leased on a first come, first served basis.

Fields Of Alexandria, continued

Trend Report

Vacancy Rates

4Q17	1Q18	2Q18	1Q19
3.6%	3.6%	0.3%	0.7%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	N/A	\$1,150 - \$1,169	\$0	\$1,150 - \$1,169	\$1,150 - \$1,169
2018	1	N/A	\$1,156 - \$1,177	\$0	\$1,156 - \$1,177	\$1,156 - \$1,177
2018	2	N/A	\$1,156 - \$1,177	\$0	\$1,156 - \$1,177	\$1,156 - \$1,177
2019	1	N/A	\$1,233 - \$1,254	\$0	\$1,233 - \$1,254	\$1,233 - \$1,254

2.5BR / 1BA

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

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	N/A	\$1,339 - \$1,397	\$0	\$1,339 - \$1,397	\$1,339 - \$1,397
2018	1	N/A	\$1,339 - \$1,410	\$0	\$1,339 - \$1,410	\$1,339 - \$1,410
2018	2	N/A	\$1,360 - \$1,410	\$0	\$1,360 - \$1,410	\$1,360 - \$1,410
2019	1	N/A	\$1,475 - \$1,503	\$0	\$1,475 - \$1,503	\$1,475 - \$1,503

3BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	1	N/A	\$1,618	\$0	\$1,618	\$1,618
2018	2	N/A	\$1,618	\$0	\$1,618	\$1,618
2019	1	N/A	\$1,688	\$0	\$1,688	\$1,688

3BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	N/A	\$1,591	\$0	\$1,591	\$1,591

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	N/A	\$1,015	\$0	\$1,015	\$1,015
2018	1	N/A	\$1,065	\$0	\$1,065	\$1,065
2018	2	N/A	\$1,065	\$0	\$1,065	\$1,065
2019	1	N/A	\$1,180	\$0	\$1,180	\$1,180

Trend: Comments

4Q17	N/A
1Q18	The manager reported that units are leased on a first come, first served basis.
2Q18	N/A
1Q19	N/A

Photos



PROPERTY PROFILE REPORT

Fields Of Arlington

Effective Rent Date	1/21/2019
Location	5100 South 8th Road Arlington, VA 22204 Arlington County
Distance	2.1 miles
Units	199
Vacant Units	1
Vacancy Rate	0.5%
Type	Midrise (4 stories)
Year Built/Renovated	1960 / 2000
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Monterey Apartments, Arbor Heights
Tenant Characteristics	Majority families from the county
Contact Name	Zoe
Phone	703-671-3300



Market Information

Program	@50%, @60%, Market
Annual Turnover Rate	10%
Units/Month Absorbed	0
HCV Tenants	35%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased to max. allowable
Concession	None
Waiting List	None

Utilities

A/C	included -- central
Cooking	included -- gas
Water Heat	included -- gas
Heat	included -- gas
Other Electric	included
Water	included
Sewer	included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Midrise (4 stories)	2	462	\$1,026	\$0	@50%	No	0	0.0%	yes	None
0	1	Midrise (4 stories)	12	757	\$1,231	\$0	@60%	No	0	0.0%	yes	None
1	1	Midrise (4 stories)	13	757	\$1,099	\$0	@50%	No	0	0.0%	yes	None
1	1	Midrise (4 stories)	65	757	\$1,319	\$0	@60%	No	0	0.0%	yes	None
2	1	Midrise (4 stories)	13	961	\$1,318	\$0	@50%	No	0	0.0%	yes	None
2	1	Midrise (4 stories)	69	961	\$1,582	\$0	@60%	No	0	0.0%	yes	None
2	1	Midrise (4 stories)	N/A	1,051	\$1,700	\$0	Market	no	1	N/A	N/A	None
3	2	Midrise (4 stories)	2	1,122	\$1,523	\$0	@50%	No	0	0.0%	yes	None
3	2	Midrise (4 stories)	13	1,122	\$1,828	\$0	@60%	No	0	0.0%	yes	None
3	2	Midrise (4 stories)	10	1,122	\$1,828	\$0	Market	No	0	0.0%	yes	None

Fields Of Arlington, continued

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$1,026	\$0	\$1,026	-\$48	\$978	Studio / 1BA	\$1,231	\$0	\$1,231	-\$48	\$1,183
1BR / 1BA	\$1,099	\$0	\$1,099	-\$66	\$1,033	1BR / 1BA	\$1,319	\$0	\$1,319	-\$66	\$1,253
2BR / 1BA	\$1,318	\$0	\$1,318	-\$83	\$1,235	2BR / 1BA	\$1,582	\$0	\$1,582	-\$83	\$1,499
3BR / 2BA	\$1,523	\$0	\$1,523	-\$101	\$1,422	3BR / 2BA	\$1,828	\$0	\$1,828	-\$101	\$1,727
Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent						
2BR / 1BA	\$1,700	\$0	\$1,700	-\$83	\$1,617						
3BR / 2BA	\$1,828	\$0	\$1,828	-\$101	\$1,727						

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher		
Garbage Disposal	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Clubhouse/Meeting Room/Community	Elevators	None	None
Exercise Facility	Central Laundry		
Off-Street Parking(\$0.00)	On-Site Management		
Picnic Area	Playground		
Swimming Pool			

Comments

The contact stated the property does not keep a formal waiting list, but no apartments will be available for at least two months. The contact also stated that there are 246 off-street parking spaces at the property that are included in the rent.

Trend Report

Vacancy Rates

4Q17	1Q18	2Q18	1Q19
0.0%	0.0%	0.0%	0.5%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	0.0%	\$1,024	\$0	\$1,024	\$958
2018	1	0.0%	\$1,024	\$0	\$1,024	\$958
2018	2	0.0%	\$1,099	\$0	\$1,099	\$1,033
2019	1	0.0%	\$1,099	\$0	\$1,099	\$1,033

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	0.0%	\$1,228	\$0	\$1,228	\$1,145
2018	1	0.0%	\$1,228	\$0	\$1,228	\$1,145
2018	2	0.0%	\$1,318	\$0	\$1,318	\$1,235
2019	1	0.0%	\$1,318	\$0	\$1,318	\$1,235

3BR / 1BA

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

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	0.0%	\$1,420	\$0	\$1,420	\$1,319
2018	1	0.0%	\$1,420	\$0	\$1,420	\$1,319
2018	2	0.0%	\$1,523	\$0	\$1,523	\$1,422
2019	1	0.0%	\$1,523	\$0	\$1,523	\$1,422

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	0.0%	\$956	\$0	\$956	\$908
2018	1	0.0%	\$956	\$0	\$956	\$908
2018	2	0.0%	\$1,026	\$0	\$1,026	\$978
2019	1	0.0%	\$1,026	\$0	\$1,026	\$978

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	0.0%	\$1,242	\$0	\$1,242	\$1,176
2018	1	0.0%	\$1,242	\$0	\$1,242	\$1,176
2018	2	0.0%	\$1,319	\$0	\$1,319	\$1,253
2019	1	0.0%	\$1,319	\$0	\$1,319	\$1,253

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	0.0%	\$1,489	\$0	\$1,489	\$1,406
2018	1	0.0%	\$1,489	\$0	\$1,489	\$1,406
2018	2	0.0%	\$1,582	\$0	\$1,582	\$1,499
2019	1	0.0%	\$1,582	\$0	\$1,582	\$1,499

3BR / 1BA

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

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	0.0%	\$1,731	\$0	\$1,731	\$1,630
2018	1	0.0%	\$1,731	\$0	\$1,731	\$1,630
2018	2	0.0%	\$1,828	\$0	\$1,828	\$1,727
2019	1	0.0%	\$1,828	\$0	\$1,828	\$1,727

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	0.0%	\$1,169	\$0	\$1,169	\$1,121
2018	1	0.0%	\$1,169	\$0	\$1,169	\$1,121
2018	2	0.0%	\$1,231	\$0	\$1,231	\$1,183
2019	1	0.0%	\$1,231	\$0	\$1,231	\$1,183

Trend: Market

1BR / 1BA

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

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	N/A	\$1,700	\$0	\$1,700	\$1,617

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	0.0%	\$1,731	\$0	\$1,731	\$1,630
2018	1	0.0%	\$1,731	\$0	\$1,731	\$1,630
2018	2	0.0%	\$1,828	\$0	\$1,828	\$1,727
2019	1	0.0%	\$1,828	\$0	\$1,828	\$1,727

Trend: Comments

4Q17	The contact stated the property does not keep a wait list. The contact also stated that there are 246 off-street parking spaces at the property.
1Q18	N/A
2Q18	The contact stated the property does not keep a formal waiting list, but no apartments will be available for at least two months. The contact also stated that there are 246 off-street parking spaces at the property that are included in the rent.
1Q19	N/A

Photos



PROPERTY PROFILE REPORT

Harvey Hall Apartments

Effective Rent Date	1/21/2019
Location	860 South Greenbrier Street Arlington, VA 22204 Arlington County
Distance	2.1 miles
Units	116
Vacant Units	2
Vacancy Rate	1.7%
Type	Midrise (5 stories)
Year Built/Renovated	1963 / 2006
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Columbia Commons and Windsor Tower
Tenant Characteristics	Mixed tenancy, families
Contact Name	Robin
Phone	703-671-3900



Market Information

Program	@60%, Market
Annual Turnover Rate	20%
Units/Month Absorbed	N/A
HCV Tenants	15%
Leasing Pace	Within three weeks
Annual Chg. in Rent	Increased up to five percent
Concession	None
Waiting List	None

Utilities

A/C	included -- central
Cooking	included -- gas
Water Heat	included -- gas
Heat	included -- gas
Other Electric	included
Water	included
Sewer	included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Midrise (5 stories)	11	320	\$1,231	\$0	@60%	No	0	0.0%	yes	None
0	1	Midrise (5 stories)	2	320	\$1,165	\$0	Market	No	0	0.0%	N/A	None
1	1	Midrise (5 stories)	46	760	\$1,319	\$0	@60%	No	2	4.3%	yes	None
1	1	Midrise (5 stories)	6	760	\$1,328	\$0	Market	No	0	0.0%	N/A	None
2	1	Midrise (5 stories)	35	1,010	\$1,582	\$0	@60%	No	0	0.0%	yes	None
2	1	Midrise (5 stories)	6	1,010	\$1,582	\$0	Market	No	0	0.0%	N/A	None
3	2	Midrise (5 stories)	8	1,310	\$1,828	\$0	@60%	No	0	0.0%	yes	None
3	2	Midrise (5 stories)	2	1,310	\$1,875	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$1,231	\$0	\$1,231	-\$48	\$1,183	Studio / 1BA	\$1,165	\$0	\$1,165	-\$48	\$1,117
1BR / 1BA	\$1,319	\$0	\$1,319	-\$66	\$1,253	1BR / 1BA	\$1,328	\$0	\$1,328	-\$66	\$1,262
2BR / 1BA	\$1,582	\$0	\$1,582	-\$83	\$1,499	2BR / 1BA	\$1,582	\$0	\$1,582	-\$83	\$1,499
3BR / 2BA	\$1,828	\$0	\$1,828	-\$101	\$1,727	3BR / 2BA	\$1,875	\$0	\$1,875	-\$101	\$1,774

Harvey Hall Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpet/Hardwood	Central A/C	Limited Access	
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Oven	Refrigerator		
Walk-In Closet			
Property		Premium	Other
Clubhouse/Meeting Room/Community	Elevators	None	None
Central Laundry	Off-Street Parking(\$0.00)		
On-Site Management	Playground		
Service Coordination			

Comments

No additional comments.

Harvey Hall Apartments, continued

Trend Report

Vacancy Rates

2Q18	3Q18	4Q18	1Q19
0.0%	0.0%	0.0%	1.7%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$1,319	\$0	\$1,319	\$1,253
2018	3	0.0%	\$1,319	\$0	\$1,319	\$1,253
2018	4	0.0%	\$1,319	\$0	\$1,319	\$1,253
2019	1	4.3%	\$1,319	\$0	\$1,319	\$1,253

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$1,550	\$0	\$1,550	\$1,467
2018	3	0.0%	\$1,550	\$0	\$1,550	\$1,467
2018	4	0.0%	\$1,565	\$0	\$1,565	\$1,482
2019	1	0.0%	\$1,582	\$0	\$1,582	\$1,499

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$1,875	\$0	\$1,875	\$1,774
2018	3	0.0%	\$1,875	\$0	\$1,875	\$1,774
2018	4	0.0%	\$1,828	\$0	\$1,828	\$1,727
2019	1	0.0%	\$1,828	\$0	\$1,828	\$1,727

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$1,129	\$0	\$1,129	\$1,081
2018	3	0.0%	\$1,129	\$0	\$1,129	\$1,081
2018	4	0.0%	\$1,231	\$0	\$1,231	\$1,183
2019	1	0.0%	\$1,231	\$0	\$1,231	\$1,183

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$1,328	\$0	\$1,328	\$1,262
2018	3	0.0%	\$1,328	\$0	\$1,328	\$1,262
2018	4	0.0%	\$1,328	\$0	\$1,328	\$1,262
2019	1	0.0%	\$1,328	\$0	\$1,328	\$1,262

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$1,582	\$0	\$1,582	\$1,499
2018	3	0.0%	\$1,582	\$0	\$1,582	\$1,499
2018	4	0.0%	\$1,582	\$0	\$1,582	\$1,499
2019	1	0.0%	\$1,582	\$0	\$1,582	\$1,499

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$1,943	\$0	\$1,943	\$1,842
2018	3	0.0%	\$1,943	\$0	\$1,943	\$1,842
2018	4	0.0%	\$1,844	\$0	\$1,844	\$1,743
2019	1	0.0%	\$1,875	\$0	\$1,875	\$1,774

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$1,165	\$0	\$1,165	\$1,117
2018	3	0.0%	\$1,165	\$0	\$1,165	\$1,117
2018	4	0.0%	\$1,193	\$0	\$1,193	\$1,145
2019	1	0.0%	\$1,165	\$0	\$1,165	\$1,117

Trend: Comments

2Q18	Studio rents decreased slightly. The contact was unable to provide a reason for the rent change.
3Q18	The contact had no additional comments.
4Q18	No additional comments.
1Q19	N/A

Photos



PROPERTY PROFILE REPORT

St. James Plaza

Effective Rent Date	1/23/2019
Location	5000 Echols Avenue Alexandria, VA 22311 Arlington County
Distance	1.2 miles
Units	93
Vacant Units	1
Vacancy Rate	1.1%
Type	Midrise (5 stories)
Year Built/Renovated	2017 / N/A
Marketing Began	12/01/2017
Leasing Began	N/A
Last Unit Leased	6/01/2018
Major Competitors	None identified
Tenant Characteristics	None Identified
Contact Name	N/A
Phone	571-775-8725



Market Information

Program	@40%, @50%, @60%
Annual Turnover Rate	N/A
Units/Month Absorbed	16
HCV Tenants	0%
Leasing Pace	Within three weeks
Annual Chg. in Rent	N/A
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Midrise (5 stories)	1	462	\$739	\$0	@40%	No	0	0.0%	yes	None
0	1	Midrise (5 stories)	1	462	\$944	\$0	@50%	No	0	0.0%	yes	None
0	1	Midrise (5 stories)	1	462	\$1,149	\$0	@60%	No	0	0.0%	yes	None
1	1	Midrise (5 stories)	5	536	\$773	\$0	@40%	No	0	0.0%	yes	None
1	1	Midrise (5 stories)	5	536	\$993	\$0	@50%	No	0	0.0%	yes	None
1	1	Midrise (5 stories)	2	536	\$1,213	\$0	@60%	No	0	0.0%	yes	None
2	1	Midrise (5 stories)	4	894	\$921	\$0	@40%	No	0	0.0%	yes	None
2	1	Midrise (5 stories)	28	894	\$1,188	\$0	@50%	No	0	0.0%	yes	None
2	1	Midrise (5 stories)	34	894	\$1,448	\$0	@60%	No	1	2.9%	yes	None
3	2	Midrise (5 stories)	2	1,178	\$1,348	\$0	@50%	No	0	0.0%	yes	None
3	2	Midrise (5 stories)	10	1,178	\$1,653	\$0	@60%	No	0	0.0%	yes	None

St. James Plaza, continued

Unit Mix

@40%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$739	\$0	\$739	\$37	\$776	Studio / 1BA	\$944	\$0	\$944	\$37	\$981
1BR / 1BA	\$773	\$0	\$773	\$50	\$823	1BR / 1BA	\$993	\$0	\$993	\$50	\$1,043
2BR / 1BA	\$921	\$0	\$921	\$65	\$986	2BR / 1BA	\$1,188	\$0	\$1,188	\$65	\$1,253
						3BR / 2BA	\$1,348	\$0	\$1,348	\$79	\$1,427

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$1,149	\$0	\$1,149	\$37	\$1,186
1BR / 1BA	\$1,213	\$0	\$1,213	\$50	\$1,263
2BR / 1BA	\$1,448	\$0	\$1,448	\$65	\$1,513
3BR / 2BA	\$1,653	\$0	\$1,653	\$79	\$1,732

Amenities

In-Unit		Security	Services
Blinds		Intercom (Buzzer)	Daycare
Central A/C	Carpeting	Limited Access	
Dishwasher	Coat Closet	Video Surveillance	
Microwave	Garbage Disposal		
Refrigerator	Oven		
Property		Premium	Other
Clubhouse/Meeting Room/Community	Elevators	None	Daycare, bike storage
Exercise Facility	Garage(\$35.00)		
Central Laundry	On-Site Management		

Comments

This property offers 70-parking spaces for \$35 per space per month. According to the contact, the property was absorbed in six months.

St. James Plaza, continued

Trend Report

Vacancy Rates

1Q15	1Q19
N/A	1.1%

Trend: @40%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$693	\$0	\$693	\$743
2019	1	0.0%	\$773	\$0	\$773	\$823

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$825	\$0	\$825	\$890
2019	1	0.0%	\$921	\$0	\$921	\$986

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$652	\$0	\$652	\$689
2019	1	0.0%	\$739	\$0	\$739	\$776

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$896	\$0	\$896	\$946
2019	1	0.0%	\$993	\$0	\$993	\$1,043

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$1,069	\$0	\$1,069	\$1,134
2019	1	0.0%	\$1,188	\$0	\$1,188	\$1,253

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$1,225	\$0	\$1,225	\$1,304
2019	1	0.0%	\$1,348	\$0	\$1,348	\$1,427

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$842	\$0	\$842	\$879
2019	1	0.0%	\$944	\$0	\$944	\$981

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$1,100	\$0	\$1,100	\$1,150
2019	1	0.0%	\$1,213	\$0	\$1,213	\$1,263

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$1,314	\$0	\$1,314	\$1,379
2019	1	2.9%	\$1,448	\$0	\$1,448	\$1,513

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$1,508	\$0	\$1,508	\$1,587
2019	1	0.0%	\$1,653	\$0	\$1,653	\$1,732

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$1,032	\$0	\$1,032	\$1,069
2019	1	0.0%	\$1,149	\$0	\$1,149	\$1,186

Trend: Comments

1Q15 The Fillmore is a 93-unit building located between Echols Avenue and Fillmore Avenue in the City of Alexandria. The building will be five-stories and will have 70-parking spaces for \$35 per space per month. The unit sizes in the profile are weighted averages. The following are the range of unit sizes:
 Studio 425-502 SF
 One-Bedroom 452-569 SF
 Two-Bedroom 822-1,057 SF
 Three-Bedroom 1,091 - 1,351 SF

1Q19 This property offers 70-parking spaces for \$35 per space per month. According to the contact, the property was absorbed in six months.

Photos



PROPERTY PROFILE REPORT

Arrive 2801

Effective Rent Date	1/22/2019
Location	2801 Park Center Drive Alexandria, VA 22302 Alexandria County
Distance	0.5 miles
Units	578
Vacant Units	16
Vacancy Rate	2.8%
Type	Various (15 stories)
Year Built/Renovated	1974 / 2007
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Park Center, Halstead, Alexander
Tenant Characteristics	DC working professionals, mostly younger individuals
Contact Name	Brittany
Phone	(703) 379-2000



Market Information

Program	Market
Annual Turnover Rate	27%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Three weeks
Annual Chg. in Rent	Increased one percent
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Highrise (15 stories)	N/A	510	\$1,425	\$0	Market	no	0	N/A	N/A	None
1	1	Highrise (15 stories)	130	940	\$1,837	\$0	Market	No	4	3.1%	N/A	AVG*
1.5	1	Highrise (15 stories)	107	1,058	\$1,946	\$0	Market	No	1	0.9%	N/A	AVG*
2	2	Highrise (15 stories)	243	1,245	\$1,965	\$0	Market	No	2	0.8%	N/A	AVG*
2.5	2	Highrise (15 stories)	60	1,425	\$2,150	\$0	Market	No	7	11.7%	N/A	None
3	2.5	Townhouse (2 stories)	38	1,900	\$2,700	\$0	Market	No	2	5.3%	N/A	None
4	2.5	Townhouse (2 stories)	N/A	1,900	\$3,125	\$0	Market	N/A	0	N/A	N/A	None

Arrive 2801, continued

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$1,425	\$0	\$1,425	\$49	\$1,474
1BR / 1BA	\$1,837	\$0	\$1,837	\$62	\$1,899
1.5BR / 1BA	\$1,946	\$0	\$1,946	\$62	\$2,008
2BR / 2BA	\$1,965	\$0	\$1,965	\$77	\$2,042
2.5BR / 2BA	\$2,150	\$0	\$2,150	\$77	\$2,227
3BR / 2.5BA	\$2,700	\$0	\$2,700	\$91	\$2,791
4BR / 2.5BA	\$3,125	\$0	\$3,125	\$113	\$3,238

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	Shuttle Service
Carpeting	Central A/C	Limited Access	
Dishwasher	Exterior Storage		
Ceiling Fan	Garbage Disposal		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	Floor	None
Concierge	Elevators	Hairdresser / Barber	
Exercise Facility	Garage(\$50.00)	View	
Off-Street Parking(\$0.00)	On-Site Management		
Recreation Areas	Swimming Pool		

Comments

Formerly known as BLVD2801.

Trend Report

Vacancy Rates

4Q17	2Q18	3Q18	1Q19
1.9%	2.2%	2.2%	2.8%

Trend: Market

1.5BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	4.7%	\$1,572	\$0	\$1,572	\$1,634
2018	2	2.8%	\$1,946	\$0	\$1,946	\$2,008
2018	3	2.8%	\$1,946	\$0	\$1,946	\$2,008
2019	1	0.9%	\$1,946	\$0	\$1,946	\$2,008

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	0.0%	\$1,518	\$0	\$1,518	\$1,580
2018	2	0.8%	\$1,837	\$0	\$1,837	\$1,899
2018	3	0.8%	\$1,837	\$0	\$1,837	\$1,899
2019	1	3.1%	\$1,837	\$0	\$1,837	\$1,899

2.5BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	5.0%	\$1,854	\$0	\$1,854	\$1,931
2018	2	11.7%	\$2,150	\$0	\$2,150	\$2,227
2018	3	11.7%	\$2,150	\$0	\$2,150	\$2,227
2019	1	11.7%	\$2,150	\$0	\$2,150	\$2,227

2BR / 1BA

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

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	0.8%	\$1,781	\$0	\$1,781	\$1,858
2018	2	0.8%	\$1,965	\$0	\$1,965	\$2,042
2018	3	0.8%	\$1,965	\$0	\$1,965	\$2,042
2019	1	0.8%	\$1,965	\$0	\$1,965	\$2,042

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	2.6%	\$2,351	\$0	\$2,351	\$2,442
2018	2	0.0%	\$2,900	\$0	\$2,900	\$2,991
2018	3	0.0%	\$2,900	\$0	\$2,900	\$2,991
2019	1	5.3%	\$2,700	\$0	\$2,700	\$2,791

3BR / 3BA

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

4BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	N/A	\$3,125	\$0	\$3,125	\$3,238

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	N/A	\$1,425	\$0	\$1,425	\$1,474

Arrive 2801, continued

Trend: Comments

4Q17	N/A
2Q18	N/A
3Q18	N/A
1Q19	Formerly known as BLVD2801.

Photos



PROPERTY PROFILE REPORT

Avana Alexandria Apartments

Effective Rent Date	1/23/2019
Location	3001 Park Center Drive Alexandria, VA 22302 Alexandria County
Distance	0.6 miles
Units	325
Vacant Units	7
Vacancy Rate	2.2%
Type	Highrise (16 stories)
Year Built/Renovated	1989 / 2007/2014
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Healstead, Alexander, Aventine
Tenant Characteristics	DC area working professionals, government employees, contract employees
Contact Name	Christa
Phone	(703) 578-3001



Market Information

Program	Market
Annual Turnover Rate	35%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Three weeks
Annual Chg. in Rent	Fluctuates daily
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Highrise (16 stories)	N/A	700	\$1,693	\$0	Market	No	1	N/A	N/A	AVG*
1	1	Highrise (16 stories)	N/A	850	\$1,886	\$0	Market	No	0	N/A	N/A	HIGH
1	1	Highrise (16 stories)	108	550	\$1,500	\$0	Market	No	0	0.0%	N/A	LOW
2	2	Highrise (16 stories)	N/A	1,203	\$2,227	\$0	Market	No	6	N/A	N/A	AVG*
2	2	Highrise (16 stories)	215	1,378	\$2,454	\$0	Market	No	0	0.0%	N/A	HIGH
2	2	Highrise (16 stories)	N/A	1,027	\$2,000	\$0	Market	No	0	N/A	N/A	LOW
3	2	Highrise (16 stories)	1	1,500	\$2,871	\$0	Market	No	0	0.0%	N/A	None
4	2	Highrise (16 stories)	1	3,000	\$3,800	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,500 - \$1,886	\$0	\$1,500 - \$1,886	\$50	\$1,550 - \$1,936
2BR / 2BA	\$2,000 - \$2,454	\$0	\$2,000 - \$2,454	\$65	\$2,065 - \$2,519
3BR / 2BA	\$2,871	\$0	\$2,871	\$79	\$2,950
4BR / 2BA	\$3,800	\$0	\$3,800	\$101	\$3,901

Avana Alexandria Apartments, continued

Amenities

In-Unit		Security	Services
Blinds	Carpeting	Intercom (Buzzer)	None
Central A/C	Coat Closet	Limited Access	
Dishwasher	Garbage Disposal	Video Surveillance	
Microwave	Oven		
Refrigerator	Walk-In Closet		
Wall A/C	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Car Wash	Floor	None
Clubhouse/Meeting Room/Community	Concierge	View	
Elevators	Exercise Facility		
Garage(\$75.00)	Off-Street Parking(\$0.00)		
On-Site Management	Picnic Area		
Recreation Areas	Swimming Pool		
Tennis Court	Theatre		

Comments

Uncovered parking spaces are \$25, open garages parking is \$50, and reserved garage parking is \$75 per month. Rents fluctuate daily, but have generally increased since the last update in February 2018. The three and four-bedroom units are penthouse units that are rarely available. The leasing agent was unable to provide rents for the three and four-bedroom units; the rents reflected for these units are from the previous February 2018 update.

Avana Alexandria Apartments, continued

Trend Report

Vacancy Rates

4Q17	1Q18	2Q18	1Q19
3.1%	4.3%	4.9%	2.2%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	N/A	\$1,576 - \$1,858	\$0	\$1,576 - \$1,858	\$1,626 - \$1,908
2018	1	N/A	\$1,591 - \$1,861	\$0	\$1,591 - \$1,861	\$1,641 - \$1,911
2018	2	N/A	\$1,500 - \$1,886	\$0	\$1,500 - \$1,886	\$1,550 - \$1,936
2019	1	N/A	\$1,500 - \$1,886	\$0	\$1,500 - \$1,886	\$1,550 - \$1,936

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	N/A	\$1,828 - \$2,356	\$0	\$1,828 - \$2,356	\$1,893 - \$2,421
2018	1	N/A	\$1,828 - \$2,356	\$0	\$1,828 - \$2,356	\$1,893 - \$2,421
2018	2	N/A	\$2,000 - \$2,454	\$0	\$2,000 - \$2,454	\$2,065 - \$2,519
2019	1	N/A	\$2,000 - \$2,454	\$0	\$2,000 - \$2,454	\$2,065 - \$2,519

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	0.0%	\$2,871	\$0	\$2,871	\$2,950
2018	1	0.0%	\$2,871	\$0	\$2,871	\$2,950
2018	2	0.0%	\$2,871	\$0	\$2,871	\$2,950
2019	1	0.0%	\$2,871	\$0	\$2,871	\$2,950

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	4	0.0%	\$3,800	\$0	\$3,800	\$3,901
2018	1	0.0%	\$3,800	\$0	\$3,800	\$3,901
2018	2	0.0%	\$3,800	\$0	\$3,800	\$3,901
2019	1	0.0%	\$3,800	\$0	\$3,800	\$3,901

Trend: Comments

4Q17	Uncovered parking spaces are \$25, open garages parking is \$50, and reserved garage parking is \$75 per month.
1Q18	Uncovered parking spaces are \$25, open garages parking is \$50, and reserved garage parking is \$75 per month. The manager referred us to their website to obtain rents and vacancies, indicating that the website is updated daily.
2Q18	Uncovered parking spaces are \$25, open garages parking is \$50, and reserved garage parking is \$75 per month. Rents fluctuate daily, but have generally increased since the last update in February 2018. The three and four-bedroom units are penthouse units that are rarely available. The leasing agent was unable to provide rents for the three and four-bedroom units; the rents reflected for these units are from the previous February 2018 update.
1Q19	N/A

Photos



PROPERTY PROFILE REPORT

Braddock Lee

Effective Rent Date	2/07/2019
Location	2423 Menokin Drive Alexandria, VA 22304 County
Distance	0.1 miles
Units	254
Vacant Units	6
Vacancy Rate	2.4%
Type	Garden (3 stories)
Year Built/Renovated	1954 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Single professionals and small families from the DC metro area
Contact Name	Linda
Phone	703-933-7595



Market Information

Program	Market
Annual Turnover Rate	35%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Two weeks
Annual Chg. in Rent	Change daily-LRO
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Garden (3 stories)	19	445	\$1,378	\$0	Market	No	3	15.8%	N/A	AVG*
0	1	Garden (3 stories)	N/A	445	\$1,395	\$0	Market	No	N/A	N/A	N/A	HIGH
0	1	Garden (3 stories)	N/A	445	\$1,335	\$0	Market	No	N/A	N/A	N/A	LOW
1	1	Garden (3 stories)	137	660	\$1,468	\$0	Market	No	5	3.6%	N/A	AVG*
1	1	Garden (3 stories)	N/A	660	\$1,495	\$0	Market	No	N/A	N/A	N/A	HIGH
1	1	Garden (3 stories)	N/A	660	\$1,445	\$0	Market	No	N/A	N/A	N/A	LOW
2	1	Garden (3 stories)	98	918	\$1,765	\$0	Market	No	1	1.0%	N/A	AVG*
2	1	Garden (3 stories)	N/A	930	\$1,835	\$0	Market	No	N/A	N/A	N/A	HIGH
2	1	Garden (3 stories)	N/A	905	\$1,695	\$0	Market	No	N/A	N/A	N/A	LOW

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$1,335 - \$1,395	\$0	\$1,335 - \$1,395	\$31	\$1,366 - \$1,426
1BR / 1BA	\$1,445 - \$1,495	\$0	\$1,445 - \$1,495	\$38	\$1,483 - \$1,533
2BR / 1BA	\$1,695 - \$1,835	\$0	\$1,695 - \$1,835	\$47	\$1,742 - \$1,882

Amenities

In-Unit	Security	Services
Blinds	Limited Access	None
Central A/C		
Exterior Storage		
Oven		
Property	Premium	Other
Central Laundry	None	None
On-Site Management		
Playground		

Comments

The contact stated rents change daily based on LRO and have generally increased over the past year; although she was unable to state how much. Additionally, the rent ranges for the one and two-bedroom units reflect variations in floor size and upgrades such as new appliances and bathroom fixtures. According to management, the property has not undergone any substantial rehabilitation but has been well maintained and updated over the years as necessary. The property exhibits generally good condition. Additionally, bottom floor units have patios and the rent difference for this amenity was valued at \$10-\$15. Three by five feet storage units area available on a first come-first serve basis.

Trend Report

Vacancy Rates

2Q10	3Q10	2Q15	1Q19
1.6%	2.4%	2.4%	2.4%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	1.5%	\$1,055	\$0	\$1,055	\$1,093
2010	3	N/A	\$1,260 - \$1,405	\$0	\$1,260 - \$1,405	\$1,298 - \$1,443
2015	2	N/A	\$1,445 - \$1,490	\$0	\$1,445 - \$1,490	\$1,483 - \$1,528
2019	1	N/A	\$1,445 - \$1,495	\$0	\$1,445 - \$1,495	\$1,483 - \$1,533

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	1.0%	\$1,555	\$0	\$1,555	\$1,602
2010	3	N/A	\$1,580 - \$1,635	\$0	\$1,580 - \$1,635	\$1,627 - \$1,682
2015	2	N/A	\$1,575 - \$1,595	\$0	\$1,575 - \$1,595	\$1,622 - \$1,642
2019	1	N/A	\$1,695 - \$1,835	\$0	\$1,695 - \$1,835	\$1,742 - \$1,882

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	5.3%	\$965	\$0	\$965	\$996
2010	3	N/A	\$960 - \$1,085	\$0	\$960 - \$1,085	\$991 - \$1,116
2015	2	0.0%	\$1,220	\$0	\$1,220	\$1,251
2019	1	N/A	\$1,335 - \$1,395	\$0	\$1,335 - \$1,395	\$1,366 - \$1,426

Trend: Comments

2Q10	N/A
3Q10	Management was unable to provide trend data from 2007 to 2009. Rents for this property change daily, with increases ranging from three percent to 26 percent since April 2010.
2Q15	The contact stated rents change daily based on LRO and have generally increased over the past year; although she was unable to state how much. Additionally, the rent ranges for the one and two-bedroom units reflect variations in floor size and upgrades such as new appliances and bathroom fixtures. According to management, the property has not undergone any substantial rehabilitation but has been well maintained and updated over the years as necessary. The property exhibits generally good condition. Additionally, bottom floor units have patios and the rent difference for this amenity was valued at \$10-\$15. Three by five feet storage units area available on a first come-first serve basis
1Q19	The contact stated rents change daily based on LRO and have generally increased over the past year; although she was unable to state how much. Additionally, the rent ranges for the one and two-bedroom units reflect variations in floor size and upgrades such as new appliances and bathroom fixtures. According to management, the property has not undergone any substantial rehabilitation but has been well maintained and updated over the years as necessary. The property exhibits generally good condition. Additionally, bottom floor units have patios and the rent difference for this amenity was valued at \$10-\$15. Three by five feet storage units area available on a first come-first serve basis.

Photos



PROPERTY PROFILE REPORT

Seminary Towers

Effective Rent Date	1/22/2019
Location	4701 Kenmore Avenue Alexandria, VA 22304 Alexandria County
Distance	1 mile
Units	544
Vacant Units	10
Vacancy Rate	1.8%
Type	Highrise (13 stories)
Year Built/Renovated	1962 / 2000
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Tenants are from Alexandria and out of state
Contact Name	Ashley
Phone	703-751-0202



Market Information

Program	Market
Annual Turnover Rate	36%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	A few weeks
Annual Chg. in Rent	Increased one to two percent
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Highrise (13 stories)	N/A	505	\$1,277	\$0	Market	No	0	N/A	N/A	AVG*
0	1	Highrise (13 stories)	N/A	560	\$1,320	\$0	Market	No	2	N/A	N/A	HIGH
0	1	Highrise (13 stories)	73	450	\$1,235	\$0	Market	No	2	2.7%	N/A	LOW
1	1	Highrise (13 stories)	226	760	\$1,420	\$0	Market	No	N/A	N/A	N/A	AVG*
1	1	Highrise (13 stories)	N/A	835	\$1,455	\$0	Market	No	1	N/A	N/A	HIGH
1	1	Highrise (13 stories)	N/A	685	\$1,315	\$0	Market	No	3	N/A	N/A	LOW
2	1	Highrise (13 stories)	116	985	\$1,650	\$0	Market	No	N/A	N/A	N/A	AVG*
2	2	Highrise (13 stories)	116	1,100	\$1,785	\$0	Market	No	2	1.7%	N/A	AVG*
3	2	Highrise (13 stories)	57	1,270	\$2,170	\$0	Market	No	N/A	N/A	N/A	AVG*

Seminary Towers, continued

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$1,235 - \$1,320	\$0	\$1,235 - \$1,320	\$31	\$1,266 - \$1,351
1BR / 1BA	\$1,315 - \$1,455	\$0	\$1,315 - \$1,455	\$38	\$1,353 - \$1,493
2BR / 1BA	\$1,650	\$0	\$1,650	\$47	\$1,697
2BR / 2BA	\$1,785	\$0	\$1,785	\$47	\$1,832
3BR / 2BA	\$2,170	\$0	\$2,170	\$55	\$2,225

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher	Patrol	
Exterior Storage	Ceiling Fan		
Garbage Disposal	Oven		
Refrigerator	Walk-In Closet		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Dog Park
Concierge	Elevators		
Exercise Facility	Central Laundry		
Off-Street Parking(\$0.00)	On-Site Management		
Sauna	Swimming Pool		

Comments

None

Seminary Towers, continued

Trend Report

Vacancy Rates

3Q17	4Q17	2Q18	1Q19
2.2%	2.2%	4.6%	1.8%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	3	N/A	\$1,390 - \$1,395	\$0	\$1,390 - \$1,395	\$1,428 - \$1,433
2017	4	N/A	\$1,350 - \$1,440	\$0	\$1,350 - \$1,440	\$1,388 - \$1,478
2018	2	N/A	\$1,385 - \$1,455	\$0	\$1,385 - \$1,455	\$1,423 - \$1,493
2019	1	N/A	\$1,315 - \$1,455	\$0	\$1,315 - \$1,455	\$1,353 - \$1,493

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	3	0.0%	\$1,650	\$0	\$1,650	\$1,697
2017	4	0.9%	\$1,575	\$0	\$1,575	\$1,622
2018	2	N/A	\$1,650	\$0	\$1,650	\$1,697
2019	1	N/A	\$1,650	\$0	\$1,650	\$1,697

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	3	1.7%	\$1,755	\$0	\$1,755	\$1,802
2017	4	0.9%	\$1,755	\$0	\$1,755	\$1,802
2018	2	N/A	\$1,785	\$0	\$1,785	\$1,832
2019	1	1.7%	\$1,785	\$0	\$1,785	\$1,832

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	3	1.8%	\$2,120	\$0	\$2,120	\$2,175
2017	4	1.8%	\$2,120	\$0	\$2,120	\$2,175
2018	2	N/A	\$2,120	\$0	\$2,120	\$2,175
2019	1	N/A	\$2,170	\$0	\$2,170	\$2,225

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	3	N/A	\$1,225 - \$1,250	\$0	\$1,225 - \$1,250	\$1,256 - \$1,281
2017	4	N/A	\$1,205 - \$1,320	\$0	\$1,205 - \$1,320	\$1,236 - \$1,351
2018	2	N/A	\$1,260 - \$1,375	\$0	\$1,260 - \$1,375	\$1,291 - \$1,406
2019	1	N/A	\$1,235 - \$1,320	\$0	\$1,235 - \$1,320	\$1,266 - \$1,351

Trend: Comments

3Q17	The contact did not offer additional information about the property.
4Q17	N/A
2Q18	The contact could not provide vacancy by bedroom type, but estimated total vacancy.
1Q19	N/A

Photos



PROPERTY PROFILE REPORT

The Citizen At Shirlington Village

Effective Rent Date	1/21/2019
Location	3000 S. Randolph Street Arlington, VA 22206 Arlington County
Distance	0.7 miles
Units	404
Vacant Units	20
Vacancy Rate	5.0%
Type	Midrise (4 stories)
Year Built/Renovated	1989 / 2004
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Avalon, Delancy, Post Pentagon Row
Tenant Characteristics	Work at the Pentagon, Ft. Meyers, Navy Annex
Contact Name	Heather
Phone	703-379-4141



Market Information

Program	Market
Annual Turnover Rate	40%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Two or three weeks
Annual Chg. in Rent	Fluctuates frequently
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (4 stories)	64	560	\$1,790	\$0	Market	No	2	3.1%	N/A	None
1	1	Midrise (4 stories)	40	736	\$1,875	\$0	Market	No	3	7.5%	N/A	None
1	1	Midrise (4 stories)	64	840	\$1,715	\$0	Market	No	2	3.1%	N/A	None
2	1	Midrise (4 stories)	66	975	\$2,320	\$0	Market	No	4	6.1%	N/A	None
2	2	Midrise (4 stories)	66	1,110	\$2,515	\$0	Market	No	8	12.1%	N/A	None
2	2	Midrise (4 stories)	66	1,185	\$2,700	\$0	Market	No	0	0.0%	N/A	None
3	2	Midrise (4 stories)	19	1,220	\$2,900	\$0	Market	No	1	5.3%	N/A	None
3	2	Midrise (4 stories)	19	1,390	\$2,780	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,715 - \$1,875	\$0	\$1,715 - \$1,875	\$50	\$1,765 - \$1,925
2BR / 1BA	\$2,320	\$0	\$2,320	\$65	\$2,385
2BR / 2BA	\$2,515 - \$2,700	\$0	\$2,515 - \$2,700	\$65	\$2,580 - \$2,765
3BR / 2BA	\$2,780 - \$2,900	\$0	\$2,780 - \$2,900	\$79	\$2,859 - \$2,979

The Citizen At Shirlington Village, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	In-Unit Alarm	Shuttle Service
Cable/Satellite/Internet	Carpeting	Intercom (Buzzer)	
Central A/C	Coat Closet	Limited Access	
Dishwasher	Exterior Storage	Video Surveillance	
Furnishing	Garbage Disposal		
Microwave	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Raquet ball court
Concierge	Courtyard		
Elevators	Exercise Facility		
Garage(\$50.00)	Off-Street Parking(\$0.00)		
On-Site Management	Picnic Area		
Sport Court	Swimming Pool		

Comments

Formerly known as Windsor at Shirlington Village, this property operates on a daily rent system, which causes rents to frequently change. Rent ranges are due to location on the property, floor level, and unit upgrades including flooring, cabinets, and other finishes. The first garage parking spot costs \$50. Any additional parking spots cost \$100.

The Citizen At Shirlington Village, continued

Trend Report

Vacancy Rates

1Q16	4Q17	2Q18	1Q19
1.7%	3.7%	1.7%	5.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	1	2.4%	\$1,420 - \$1,710	\$0	\$1,420 - \$1,710	\$1,470 - \$1,760
2017	4	1.2%	\$1,520 - \$1,695	\$0	\$1,520 - \$1,695	\$1,570 - \$1,745
2018	2	2.4%	\$1,605 - \$1,715	\$0	\$1,605 - \$1,715	\$1,655 - \$1,765
2019	1	4.2%	\$1,715 - \$1,875	\$0	\$1,715 - \$1,875	\$1,765 - \$1,925

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	1	1.5%	\$2,005	\$0	\$2,005	\$2,070
2017	4	1.5%	\$2,050	\$0	\$2,050	\$2,115
2018	2	1.5%	\$2,170	\$0	\$2,170	\$2,235
2019	1	6.1%	\$2,320	\$0	\$2,320	\$2,385

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	1	0.8%	\$2,240 - \$2,360	\$0	\$2,240 - \$2,360	\$2,305 - \$2,425
2017	4	5.3%	\$2,185 - \$2,205	\$0	\$2,185 - \$2,205	\$2,250 - \$2,270
2018	2	1.5%	\$2,160 - \$2,445	\$0	\$2,160 - \$2,445	\$2,225 - \$2,510
2019	1	6.1%	\$2,515 - \$2,700	\$0	\$2,515 - \$2,700	\$2,580 - \$2,765

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	1	2.6%	\$2,445 - \$2,510	\$0	\$2,445 - \$2,510	\$2,524 - \$2,589
2017	4	13.2%	\$2,595 - \$2,780	\$0	\$2,595 - \$2,780	\$2,674 - \$2,859
2018	2	0.0%	\$2,780 - \$2,830	\$0	\$2,780 - \$2,830	\$2,859 - \$2,909
2019	1	2.6%	\$2,780 - \$2,900	\$0	\$2,780 - \$2,900	\$2,859 - \$2,979

Trend: Comments

1Q16	The property manager reported that the market is strong. The complex requires a 60 notice upon move-out and therefore, they have not experienced a problem leasing units that come available. Listed rents are base rents. One, two and three-bedroom units range up to \$2,005, \$2,670, and \$3,160, respectively. Rent ranges are due to location on the property, floor level, and unit upgrades including flooring, cabinets, and other finishes. The property operates on a daily rent system, as rents frequently change based on availability, etc.
4Q17	Formerly known as Windsor at Shirlington Village, this property operates on a daily rent system, which causes rents to frequently change. Rent ranges are due to location on the property, floor level, and unit upgrades including flooring, cabinets, and other finishes.
2Q18	Formerly known as Windsor at Shirlington Village, this property operates on a daily rent system, which causes rents to frequently change. Rent ranges are due to location on the property, floor level, and unit upgrades including flooring, cabinets, and other finishes. The first garage parking spot costs \$50. Any additional parking spots cost \$100.
1Q19	N/A

Photos



ADDENDUM D
Site and Floor Plans

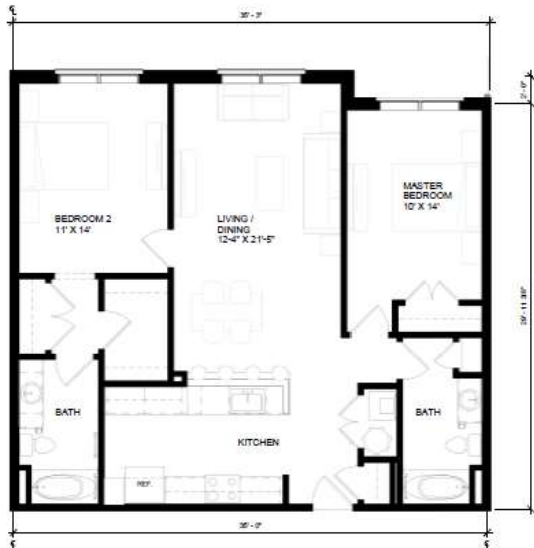
Subject Floor Plans



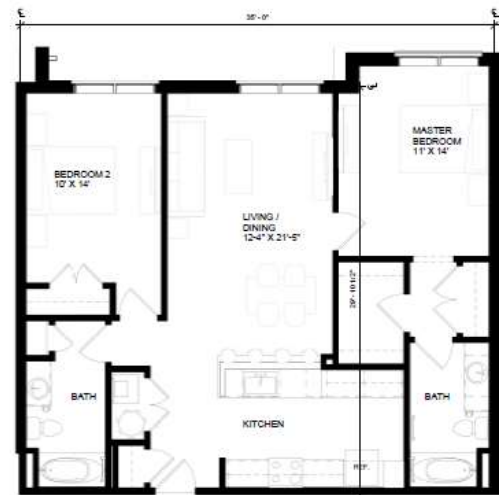
1 UNIT 1.A1
100' x 100'



3 UNIT 1.1B
100' x 100'



1 UNIT 2.2A
100' x 100'



3 UNIT 2.2A2
100' x 100'



2 UNIT 2.2B1
16'-11 1/2"



APPROVED	
SPECIAL USE PERMIT NO. DSUP/2022-00000	
DEPARTMENT OF PLANNING & ZONING	
DATE:	DATE:
APPROVED BY:	APPROVED BY:
PROJECT NAME:	PROJECT NAME:
DATE RECEIVED:	DATE RECEIVED:
PERMIT NO.	PERMIT NO.

1 UNIT 2.2C
16'-11 1/2"



1 UNIT 2.2D
16'-11 1/2"



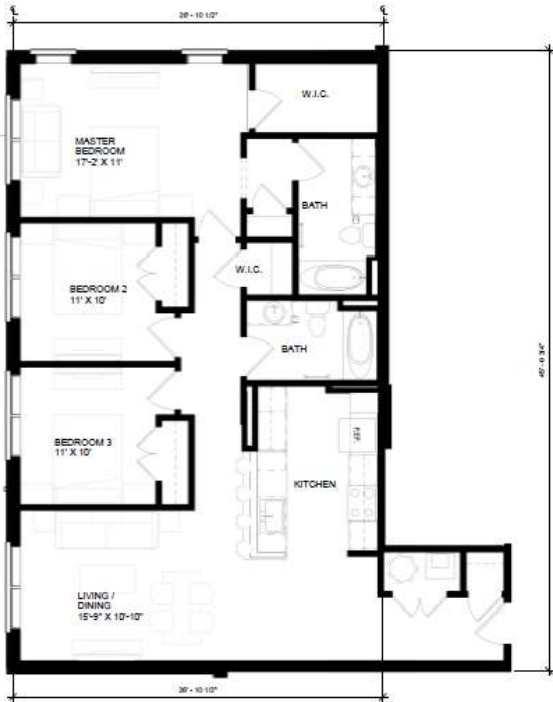
2 UNIT 2.2E
16'-11 1/2"



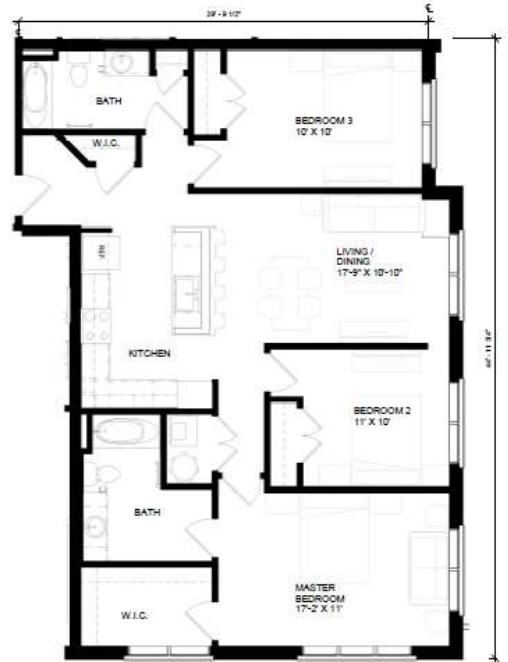
1 UNIT 2.2D
14' x 10'



2 UNIT 2.2E
14' x 10'

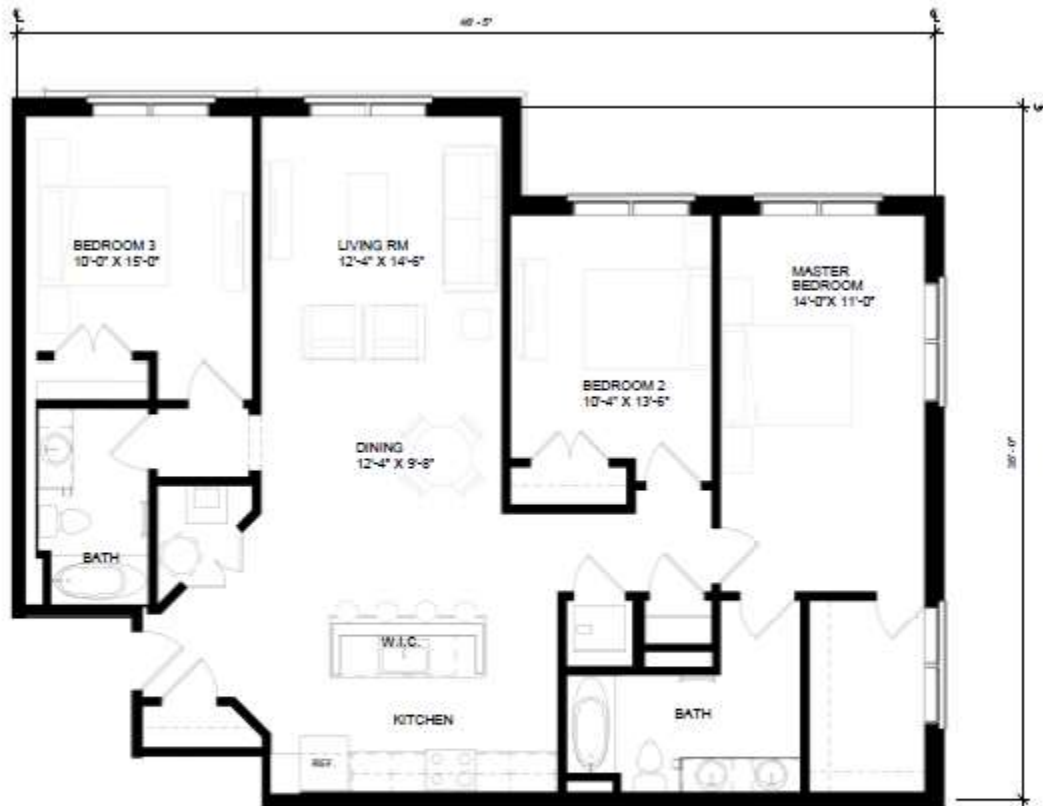


1 UNIT 3.2A1
14' x 10'



2 UNIT 3.2B
14' x 10'

APPROVED
SPECIAL USE PERMIT NO. DSUP2017-00006
DEPARTMENT OF PLANNING & ZONING



1 UNIT 3.2C
14' x 17'-0"

Source: Client, February 2019

ADDENDUM E
Utility Allowance



Virginia Housing Development Authority
Housing Choice Voucher Program

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

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

		Unit Type: 1 Exposed Wall				Effective Date: 07/01/2018			
Utility	Usage	Monthly Dollar Amount							
		0 BR	1 BR	2BR	3BR	4BR	5 BR	6 BR	7BR
Appliance	Range/Microwave	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00
	Refrigerator	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00
Bottled Gas	Cooking	\$8.00	\$11.00	\$14.00	\$18.00	\$22.00	\$26.00	\$29.00	\$32.00
	Home Heating	\$47.00	\$65.00	\$84.00	\$102.00	\$130.00	\$149.00	\$167.00	\$186.00
	Water Heating	\$20.00	\$28.00	\$36.00	\$44.00	\$56.00	\$64.00	\$72.00	\$80.00
Electricity	Cooking	\$3.00	\$4.00	\$5.00	\$6.00	\$7.00	\$8.00	\$9.00	\$10.00
	Cooling (A/C)	\$5.00	\$7.00	\$9.00	\$11.00	\$14.00	\$16.00	\$18.00	\$20.00
	Home Heating	\$18.00	\$25.00	\$32.00	\$39.00	\$49.00	\$56.00	\$63.00	\$70.00
	Other Electric	\$10.00	\$14.00	\$18.00	\$22.00	\$28.00	\$32.00	\$36.00	\$40.00
	Water Heating	\$9.00	\$13.00	\$16.00	\$20.00	\$25.00	\$29.00	\$32.00	\$36.00
Natural Gas	Cooking	\$2.00	\$2.00	\$3.00	\$3.00	\$4.00	\$5.00	\$5.00	\$6.00
	Home Heating	\$10.00	\$13.00	\$17.00	\$21.00	\$27.00	\$30.00	\$34.00	\$38.00
	Water Heating	\$4.00	\$6.00	\$7.00	\$9.00	\$11.00	\$13.00	\$14.00	\$16.00
Oil	Home Heating	\$36.00	\$50.00	\$64.00	\$78.00	\$99.00	\$114.00	\$128.00	\$142.00
	Water Heating	\$16.00	\$22.00	\$28.00	\$34.00	\$43.00	\$50.00	\$56.00	\$62.00
Sewer	Other	\$20.00	\$27.00	\$35.00	\$43.00	\$55.00	\$62.00	\$70.00	\$78.00
Trash Collection	Other	\$12.00	\$12.00	\$12.00	\$12.00	\$12.00	\$12.00	\$12.00	\$12.00
Water	Other	\$17.00	\$23.00	\$30.00	\$36.00	\$46.00	\$53.00	\$59.00	\$66.00
UTILITY ALLOWANCE TOTAL:		\$	\$	\$	\$	\$	\$	\$	\$

ADDENDUM F
Qualifications of Consultants

STATEMENT OF PROFESSIONAL QUALIFICATIONS

DAVID BOISTURE, AM

I. Education

Ohio University, Athens, Ohio
Masters of Public Administration

Frostburg State University, Frostburg, Maryland
Bachelor of Science in Political Science and Justice Studies

II. Professional Experience

Partner, Novogradac & Company LLP
Graduate Assistant, Institute for Local Government and Rural Development

III. Professional Affiliation

Accredited Member of the American Society of Appraisers (AM)
Member, The Counselors of Real Estate (CRE)
Designated Member of the National Council of Housing Market Analysts (NCHMA)
LEED Green Associate

IV. Professional Training

Machinery and Equipment Valuation – Advanced Topics and Report Writing, January 2017
Machinery and Equipment Advanced Topics and Case Studies, November 2016
Machinery and Equipment Valuation Methodology, September 2016
Introduction to Machinery and Equipment Valuation, May 2016
IRS Valuation Summit, October 2014
Basic Appraisal Procedures, March 2014
15-hour National USPAP Equivalent, March 2014
Valuation of Solar Photovoltaic, February 2014
Residential Solar Photovoltaic Leases: Market Value Dilemma, February 2014
Basic Appraisal Principles, February 2014
Wind Projects and Land Value, October 2012

V. Real Estate Assignments

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

- Completed Fair Market Value analyses for solar panel installations, wind turbine installations, and other renewable energy assets in connection with financing and structuring analyses performed by various clients. The clients include lenders, investors, and developers. The reports are used by clients and their advisors to evaluate certain tax consequences applicable to ownership. Additionally, the reports have been used in the ITC funding process and in connection with the application for the federal grant identified as Section 1603 American Recovery & Reinvestment Act of 2009.

- Have managed and prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties, on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, large family, and acquisition with rehabilitation.
- Have managed and assisted in appraisals of proposed new construction, rehabilitation, and existing Low- Income Housing Tax Credit properties, USDA Rural Development, HUD subsidized properties, and market rate multifamily developments. Analysis includes property screenings, valuation analysis, rent comparability studies, expense comparability analysis, determination of market rents, and general market analysis.
- Assisted in preparing a comprehensive senior housing study in Seattle, Washington for the Seattle Housing Authority. This study evaluated the Seattle Housing Authority's affordable senior housing project for their position within the entire city's senior housing market. The research involved analysis of the senior population by neighborhood, income, household size, racial composition, and tenure.
- Have managed and assisted in the preparation of Rent Comparability Studies according the HUD Section 8 Renewal Policy in the Chapter 9 guidelines.
- Assisted in the review of Rent Comparability Studies for HUD Contract Administrators.
- Assisted in the HUD MAP Quality Control market study and appraisal reviews.
- Managed and assisted in the preparation of market studies for projects under the HUD Multifamily Accelerated Processing program. The market studies meet the requirements outlined in Chapter 7 of the HUD MAP Guide.
- Managed and assisted in appraisals of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing program. The appraisals meet the requirements outlined in Chapter 7 of the HUD MAP Guide.
- Assisted in preparing an approved HUD Consolidated Plan for the City of Gainesville, GA; which included a housing and homeless needs assessment, market analysis, non-housing needs analysis, and a strategic plan, which conformed to 24CFR Part 91, Consolidated Plan Regulations for the ensuing five-year period (2004-2009).
- Assisted in various appraisals for the US Army Corps of Engineers including Walter Reed Army Medical Center, proposed office site on the Enhanced Use Lease sites Y and Z at Fort Meade, proposed automobile testing facility at the Yuma Proving Grounds, proposed industrial park at Camp Navajo, and the National Geospatial-Intelligence Agency.
- Managed the preparation of Site Inspection Reports and Appraisals as the subcontractor to the Transaction Team Specialist hired by the Department of Housing and Urban Development to facilitate the design and sale of HUD's nonperforming Multifamily and Healthcare notes.

- Completed analyses of overall reasonableness with regard to Revenue Procedure 2014-12. Transactions analyzed include renewable energy projects involving the use of Investment Tax Credits. Fees and arrangements tested for reasonableness include developer fees, construction management fees, asset management fees, various leasing-related payments, and overall master lease terms.

**STATEMENT OF PROFESSIONAL QUALIFICATIONS
KELLY MCNANY GORMAN**

I. Education

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

II. Professional Experience

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

III. Certifications, Professional Training and Continuing Education

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

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

IV. Real Estate Assignments – Examples

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

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

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

NMTC Consulting Assignments

Performed investment due diligence for a variety of NMTC transactions.

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

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Tara Rial

I. Education

Loyola University Maryland, Baltimore, MD
Bachelors of Business Administration

II. Professional Experience

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

III. Research Assignments

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

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

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Stephen Nizzare

I. Education

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

II. Professional Experience

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

III. Research Assignments

A representative sample of work on various types of projects:

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

ADDENDUM G
NCHMA Certification and Checklist

NCHMA Market Study Index

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

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

NCHMA Market Study Index

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

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



Formerly known as
National Council of Affordable
Housing Market Analysts

NCHMA MEMBER CERTIFICATION

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

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

Tara Rial
Manager

Tara.Rial@novoco.com

ADDENDUM F
Qualifications of Consultants

ADDENDUM G
NCHMA Certification and Checklist



Formerly known as
National Council of Affordable
Housing Market Analysts

NCHMA MEMBER CERTIFICATION

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

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

Tara Rial
Manager

Tara.Rial@novoco.com

