

MARKET STUDY

Property:
Sweetbriar II
19274 Elementary Drive
Abingdon, Washington County, Virginia 24210



Type of Property:
Affordable Multifamily Development
Family
New Construction

Date of Report:
March 8, 2020

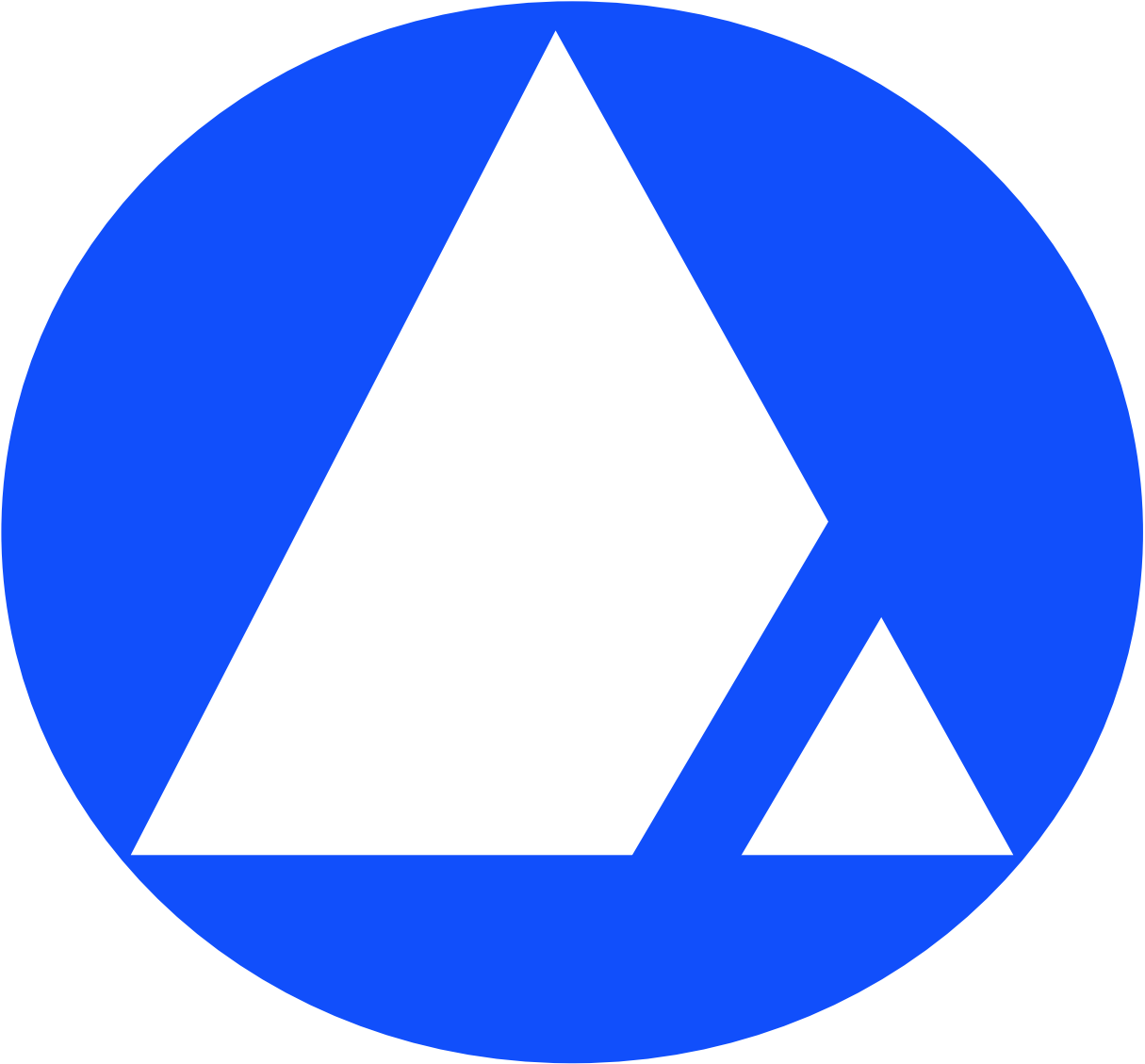
Effective Date:
March 3, 2020

Date of Site Visit:
February 20, 2020

Prepared For:
Mr. Bryan Ailey
People Inc.
1173 West Main Street
Abingdon, Virginia 24210
Phone: 276-623-9000 | Cell: 276-608-1884
E-mail: bailey@peopleinc.net

Prepared By:
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AAC File Number:
20-013





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March 8, 2020

Mr. Bryan Ailey
People Inc.
1173 West Main Street
Abingdon, Virginia 24210

Re: Sweetbriar II

Dear Mr. Bryan Ailey:

The subject property, known as Sweetbriar II, is a proposed affordable multifamily development to be located at 19274 Elementary Drive in Abingdon, Washington County, Virginia. The subject property consists of 22 revenue-producing units to be constructed with an allocation of tax credits. The subject property is an open age community.

The subject property is proposed to consist of 22 revenue-producing units including 3-bedroom duplex units. A total of 22 units are proposed to be income restricted to 60% of AMI; no units are proposed to be set aside as market rate units; no units are proposed to benefit from project-based rental assistance; no units are proposed to benefit from HOME financing. The rent and income restrictions associated with the proposed allocation of tax credits will run for the next 30 years.

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

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

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

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

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

Feel free to contact us with any questions or comments.

Respectfully submitted:
ALLEN & ASSOCIATES CONSULTING

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

Jeff Carroll

EXECUTIVE SUMMARY

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

Project Description

The subject property, known as Sweetbriar II, is a proposed affordable multifamily development to be located at 19274 Elementary Drive in Abingdon, Washington County, Virginia. The subject property consists of 22 revenue-producing units to be constructed with an allocation of tax credits. The subject property is an open age community.

Proposed Unit Mix

The subject property is proposed to consist of 22 revenue-producing units including 3-bedroom duplex units. A total of 22 units are proposed to be income restricted to 60% of AMI; no units are proposed to be set aside as market rate units; no units are proposed to benefit from project-based rental assistance; no units are proposed to benefit from HOME financing. The rent and income restrictions associated with the proposed allocation of tax credits will run for the next 30 years.

Unit Type / Income Limit / Rent Limit	Proposed Unit Configuration		Units	Gross Rent	UA	Net Rent
	HOME	Subsidized				
3BR-2BA-1103sf / 60% of AMI / 40% of AMI	no	No	3	\$615	\$226	\$389
3BR-2BA-1103sf / 60% of AMI / 50% of AMI	no	No	3	\$726	\$226	\$500
3BR-2BA-961sf / 60% of AMI / 50% of AMI	no	No	5	\$726	\$226	\$500
3BR-2BA-961sf / 60% of AMI / 60% of AMI	no	No	3	\$726	\$226	\$500
3BR-2BA-1090sf / 60% of AMI / 60% of AMI	no	No	8	\$726	\$226	\$500
Total/Average			22	\$711	\$226	\$485

Site Description

The subject property includes an irregular-shaped parcel consisting of approximately 5.15 acres and approximately 100 feet of road frontage.

A total of 49 parking spaces are planned for this development (38 regular / 11 accessible / 2.23 spaces per unit). Privately-owned parking areas are planned for the subject property. We normally see 1.5 to 2.0 spaces per unit for projects like the subject. Public transportation is not found in the area. In our opinion, the current parking appears adequate for the subject property.

Additional Considerations:

Zoning	R-1, Residential Limited. Legal, conforming use.
Environmental	New construction. No suspected environmental conditions.
Topography	No issues detected.
Flood	Zone X. Outside the 100-year flood zone.
DDA Status	Washington County, Virginia. Not designated as a Difficult to Develop Area.
QCT Status	Tract 104.02. Not designated as a Qualified Census Tract.
Access	Fair to Good. Located off a moderately-traveled road.
Visibility	Fair to Good. Located off a moderately-traveled road.

In our opinion, the site is suitable for development.

Neighborhood Description

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

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

Additional Considerations:

Crime	Lower crime rates than market average.
Schools	Higher graduation rates than market average.
Average Commute	Similar to market average.

In our opinion, the neighborhood is suitable for development.

Primary Market Area

We defined the primary market area by generating a 25-minute drive time zone around the subject property. We also considered existing concentrations of multifamily properties and the nearest census tract boundaries in our analysis.

The primary market area includes a population of 63,477 persons and covers a total of 374.6 square miles, making it 21.8 miles across on average.

We estimate that up to 20 percent of demand will come from areas outside of the primary market area.

Demographic Characteristics

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

Population	Market area population currently stands at 63,477 and is projected to grow 0.4 percent this year.
Households	Market area households currently stand at 26,122 and is projected to decline 0.2 percent this year.
Renter Households	Market area renter households currently stand at 7,710 and is projected to decline 0.1 percent this year.
Renter Tenure	Market area renter tenure currently stands at 29.5 percent.
Rent Growth	Market area rents have grown 2.51% annually since 2010.

Regional Economic Outlook

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

Est Employment	Regional establishment employment currently stands at 52,526 and is projected to grow 1.4 percent this year.
Civ Employment	Regional civilian employment currently stands at 45,479 and is projected to decline 0.9 percent this year.
Empl by Industry	Regional establishment employment currently stands at 53,088. The data suggests that Retail Trade is the largest employment category accounting for 13.6% of total regional employment. State and Local Government is the second largest category accounting for 12.2% of total employment. Manufacturing is the third largest category accounting for 11.0% of total employment. Health Care and Social Assistance is the fourth largest category accounting for 10.4% of total employment. Accommodation and Food Services is the fifth largest category accounting for 8.4% of total employment.
Top Employers	The top employers include: (1) K-VA-T Food Stores (1001 employees); (2) Johnston Memorial Hospital (687 employees) and; (3) Walmart Supercenter (550 employees).
Layoffs/Expansions	Major employers are currently hiring; none reported any pending layoffs.

Supply Analysis

Our analysis includes a total of 41 confirmed market area properties consisting of 1,595 units. The occupancy rate for these units currently stands at 94 percent. This rate reflects the occupancy for all confirmed market area units, regardless of project status (stabilized, under construction, proposed, etc.).

The following tables summarize our findings for this market area:

Grand Total				
Project Type	Properties	Units	Vacant	Occupancy
Market Rate	25	840	45	95%
Restricted	12	378	41	89%
Subsidized	4	377	3	99%
Total	41	1,595	89	94%

Stabilized				
Family				
Project Type	Properties	Units	Vacant	Occupancy
Market Rate	24	826	45	95%
Restricted	9	277	31	89%
Subsidized	2	301	3	99%
Total	35	1,404	79	94%

Elderly				
Project Type	Properties	Units	Vacant	Occupancy
Market Rate	0	0	0	0%
Restricted	2	71	1	99%
Subsidized	2	71	0	100%
Total	4	142	1	99%

Pipeline				
Family				
Project Type	Properties	Units	Vacant	Occupancy
Market Rate	1	14	0	100%
Restricted	1	30	9	70%
Subsidized	0	5	0	100%
Total	2	49	9	82%

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

Most Comparable Properties

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

Key	Property	Units	Occupancy	Built	Renovated	Rents	Type	Miles to Sub
017	Downtown Plaza Apartments	76	92%	1968	na	Market Rate	Family	11.97
023	Glade Terrace Apartments 1	12	92%	2012	na	Market Rate	Family	14.00
024	Glade Terrace Apartments 2	4	100%	2013	na	Market Rate	Family	14.00
027	Hallock Drive Townhomes	38	100%	2003	na	Market Rate	Family	1.70
041	Mountain Empire Apartments	48	100%	1990	na	Market Rate	Family	5.43
045	Pinehedge Condominiums	30	100%	1985	2009	Market Rate	Family	2.37

046	Promise Landing Apartments	86	99%	1990	na	Market Rate	Family	6.30
076	Willow Run Apartments	192	95%	2009	na	Market Rate	Family	5.24
080	Wyndale Court Condominium	16	100%	2003	na	Market Rate	Family	0.69

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

Key	Property	Units	Occupancy	Built	Renovated	Rents	Type	Miles to Sub
028	Harbor Landing Apartments	32	97%	2004	na	Restricted	Family	10.59
049	Ridgecrest Town Apartments	72	79%	2008	na	Restricted	Family	8.21
054	Sapling Grove Apartments	26	100%	2008	na	Restricted	Family	11.00
061	Sweetbriar 1	20	95%	2009	na	Restricted	Family	0.00
074	Whites Mill Point Apartments	32	97%	2006	na	Restricted	Family	2.75

Achievable Rents

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

Unit Type / Income Limit / Rent Limit	Achievable Rents			Units	Achievable	Proposed	Advantage
	HOME	Subsidized					
3BR-2BA-1103sf / 60% of AMI / 40% of AMI	no	No		3	\$404	\$389	3.7%
3BR-2BA-1103sf / 60% of AMI / 50% of AMI	no	No		3	\$500	\$500	0.0%
3BR-2BA-961sf / 60% of AMI / 50% of AMI	no	No		5	\$500	\$500	0.0%
3BR-2BA-961sf / 60% of AMI / 60% of AMI	no	No		3	\$500	\$500	0.0%
3BR-2BA-1090sf / 60% of AMI / 60% of AMI	no	No		8	\$500	\$500	0.0%
Total / Average				22	\$487	\$485	0.4%

Our analysis suggests an average achievable rent of \$487 for the subject property. This is compared with an average proposed rent of \$485, yielding an achievable rent advantage of 0.4 percent. Overall, the subject property appears to be priced at or below achievable rents for the area.

NCHMA Demand Analysis

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

Unit Type / Rent Type / Income Limit	Vac Units at Market Entry	Gross Demand	Vacant & Pipeline Units	Capture Rate Gross	Capture Rate Net	Penetration Rate	Absorption Pd (Mos)
3-Bedroom / Restricted / 60% of AMI	22	518	13	4.2%	4.4%	14.7%	3
				Project-Wide Gross Capture Rate	4.2%		
				Project-Wide Net Capture Rate	4.4%		
				Project-Wide Penetration Rate	14.7%		
				Stabilized Occupancy	95%		
				Project-Wide Absorption Period	3 mos		

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

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

Our analysis suggests that the subject property will stabilize at 95 percent occupancy. We estimate 3 months of absorption and an average absorption rate of 6.3 units per month for this project. In our opinion, the absorption period suggests an appropriate number and mix of units for the subject property.

It is important to note that this analysis does not account for pent-up demand, pre-leasing efforts or rent concessions. In our opinion, an effective pre-leasing effort could result in a month-for-month reduction in the estimated absorption period

for this project. In addition, any concessions or rent subsidies not accounted for already in this analysis could cut capture rates and absorption periods significantly.

VHDA Demand Analysis

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

Project-Wide Capture Rate - LIHTC Units	16.3%
Project-Wide Capture Rate - Market Units	0.0%
Project-Wide Capture Rate - All Units	16.3%
Project-Wide Absorption Period (Months)	3 mos

Conclusion

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

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

Sweetbriar II
 19274 Elementary Drive
 Abingdon, Virginia 24210

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Minimum Income					\$24,891				\$24,891
Maximum Income					\$39,240				\$39,240
New Rental Households					0				0
(+)									
Existing Households - Overburdened					134				134
(+)									
Existing Households - Substandard Housing					13				13
(+)									
Elderly Households - Likely to Convert to Rental Housing									
(+)									
Existing Qualifying Tenants - To Remain After Renovation									
(+)									
Total Demand					148				148
(-)									
Supply (Directly Comparable Vacant Units Completed or in Pipeline in PMA)					13				13
(=)									
Net Demand					135				135
Proposed Units					22				22
Capture Rate					16.3%				16.3%
Absorption Period (Months)					3 mos				3 mos

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PROJECT OVERVIEW

Project Description

The subject property, known as Sweetbriar II, is a proposed affordable multifamily development to be located at 19274 Elementary Drive in Abingdon, Washington County, Virginia. The subject property consists of 22 revenue-producing units to be constructed with an allocation of tax credits. The subject property is an open age community.

Select project details are summarized below:

Project Description	
Property Name	Sweetbriar II
Street Number	19274
Street Name	Elementary
Street Type	Drive
City	Abingdon
County	Washington County
State	Virginia
Zip	24210
Units	22
Year Built	2020
Project Rent	Restricted
Project Type	Family
Project Status	Prop Const
Financing Type	Tax Credit

Construction and Lease-Up Schedule

We anticipate a 12-month construction period for this project. Assuming a December 1, 2020 closing, this yields a date of completion of December 1, 2021. Our demand analysis (found later in this report) suggests a 3-month absorption period. This yields a date of stabilization of March 1, 2022.

Unit Configuration

The subject property is proposed to consist of 22 revenue-producing units including 3-bedroom duplex units. A total of 22 units are proposed to be income restricted to 60% of AMI; no units are proposed to be set aside as market rate units; no units are proposed to benefit from project-based rental assistance; no units are proposed to benefit from HOME financing. The rent and income restrictions associated with the proposed allocation of tax credits will run for the next 30 years.

Proposed Unit Configuration										
BR	BA	SF	Unit Type	Income Limit	Rent Limit	HOME Units	Subs Units	Total Units	Gross Rent	Net Rent
3	2.0	1,103	Duplex	60%	40%	no	No	3	\$615	\$389
3	2.0	1,103	Duplex	60%	50%	no	No	3	\$726	\$500
3	2.0	961	Duplex	60%	50%	no	No	5	\$726	\$500
3	2.0	961	Duplex	60%	60%	no	No	3	\$726	\$500
3	2.0	1,090	Duplex	60%	60%	no	No	8	\$726	\$500
Total/Average		1,047						22	\$711	\$485

Income & Rent Limits

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

Income Limits						
HH Size	30% of AMI	40% of AMI	50% of AMI	60% of AMI	70% of AMI	80% of AMI
1.0 Person	\$12,720	\$16,960	\$21,200	\$25,440	\$29,680	\$33,920
2.0 Person	\$14,550	\$19,400	\$24,250	\$29,100	\$33,950	\$38,800
3.0 Person	\$16,350	\$21,800	\$27,250	\$32,700	\$38,150	\$43,600
4.0 Person	\$18,180	\$24,240	\$30,300	\$36,360	\$42,420	\$48,480
5.0 Person	\$19,620	\$26,160	\$32,700	\$39,240	\$45,780	\$52,320
6.0 Person	\$21,090	\$28,120	\$35,150	\$42,180	\$49,210	\$56,240
7.0 Person	\$22,530	\$30,040	\$37,550	\$45,060	\$52,570	\$60,080
8.0 Person	\$24,000	\$32,000	\$40,000	\$48,000	\$56,000	\$64,000

Source: HUD; State Housing Finance Agency

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

Historical Median Income		
Year	\$	Change
2008	\$46,500	2.0%
2009	\$49,000	5.4%
2010	\$49,400	0.8%
2011	\$49,500	0.2%
2012	\$50,200	1.4%
2013	\$48,700	-3.0%
2014	\$50,600	3.9%
2015	\$51,800	2.4%
2016	\$50,700	-2.1%
2017	\$54,500	7.5%
2018	\$54,800	0.6%
2019	\$55,100	0.5%

Source: HUD

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

Maximum Housing Expense						
Unit Type	30% of AMI	40% of AMI	50% of AMI	60% of AMI	70% of AMI	80% of AMI
0 Bedroom	\$318	\$424	\$530	\$636	\$742	\$848
1 Bedroom	\$340	\$454	\$568	\$681	\$795	\$909
2 Bedroom	\$408	\$545	\$681	\$817	\$953	\$1,090
3 Bedroom	\$472	\$630	\$787	\$945	\$1,102	\$1,260
4 Bedroom	\$527	\$703	\$878	\$1,054	\$1,230	\$1,406

Source: HUD

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

Fair Market Rents	
Unit Type	Gross Rent
0 Bedroom	\$533
1 Bedroom	\$542
2 Bedroom	\$714
3 Bedroom	\$933
4 Bedroom	\$1,029

Source: HUD



Survey

BASED UPON LOAN NUMBER 08-0888-REAR-SE
AND LOAN NUMBER 0888-08-0881-0888-144
NOTES CORRESPONDING TO SCHEDULE B

DB. 366 PG. 530 EASEMENT GRANTED
APPALACHIAN POWER DATED 07-13-62, IS
GENERAL IN NATURE AND CAN NOT BE LOCATED.
DB. 308 PG. 352 EASEMENT GRANTED
INTER-MOUNTAIN TELE. CO. DATED 03-06-57
DOES NOT AFFECT THE SUBJECT PROPERTY.

FLOOD NOTE

BY GRANTING FLOODING ONLY NO PART OF THIS PROPERTY IS IN A FLOOD HAZARD
ZONE OF THE FLOOD INSURANCE RATE MAP (COMMUNITY FLOOD HAZARD ZONING MAP
S. WHICH SHOWS AN EFFECTIVE DATE 05-18-98 AND IS NOT IN A SPECIAL FLOOD
HAZARD AREA MAINTAINED BY THE FLOOD INSURANCE RATE MAP. A FLOOD SURVEY WAS NOT PERFORMED
TO DETERMINE THE ZONE AND AN ELEVATION CERTIFICATE MAY BE NEEDED TO VERIFY
THE DETERMINATION OF APPLY FOR A VOUCHER FROM THE FEDERAL EMERGENCY
MANAGEMENT AGENCY.

SURVEYORS CERTIFICATION

THE UNDERSIGNED HEREBY CERTIFIES TO SWEETBRIAR, LP, VIRGINIA HOUSING
DEVELOPMENT AUTHORITY, VIRGINIA DEPARTMENT OF HOUSING AND COMMUNITY
DEVELOPMENT, VIRGINIA AFFORDABLE HOUSING MANAGEMENT CORPORATION, HOUSING
AND EQUITY FUND II, L.L.C. BRANCH BANKING AND TRUST COMPANY AND FIDELITY
NATIONAL TITLE INSURANCE COMPANY THAT THIS MAP OF PLAT AND THE SURVEY ON
WHICH IT IS BASED WERE MADE IN ACCORDANCE WITH THE "MINIMUM STANDARD
DETAILED REQUIREMENTS FOR ALTA/ACSM LAND TITLE SURVEYS," JOINTLY ESTABLISHED
AND ADOPTED BY ALTA AND NPSI IN 2000, AND INCLUDES ITEMS 1-4, 6-11, 13-15,
OF "TABLE A THEREOF," PURSUANT TO THE ACCURACY STANDARDS ADOPTED BY ALTA
AND NPSI AND IN EFFECT ON THE DATE OF THIS CERTIFICATION. UNDERSIGNED FURTHER
CERTIFIES THAT IN MY PROFESSIONAL OPINION AS A LAND SURVEYOR REGISTERED IN
THE STATE OF VIRGINIA, THE RELATIVE POSITIONAL ACCURACY OF THIS SURVEY DOES NOT
EXCEED THAT WHICH IS SPECIFIED THEREIN. THE UNDERSIGNED HEREBY FURTHER CERTIFIES
THAT: (1) ALL STREETS ADJUTING THE SUBJECT PROPERTY (THE "PREMISES") AND ALL
MEANS OF ACCESS TO AND EGRESS FROM THE PREMISES HAVE BEEN COMPLETED,
DEDICATED, AND ACCEPTED FOR PUBLIC MAINTENANCE AND PUBLIC USE BY WASHINGTON COUNTY;
(2) ALL UTILITIES SERVING THE "PREMISES" ENTER THE PREMISES
FROM ADJUTING PUBLIC STREETS; AND (3) EXCEPT AS SHOWN, THE PREMISES DO NOT
SERVE ANY ADJUTING PROPERTY FOR DAMAGE, UTILITIES, OR INGRESS OR EGRESS.

LAND SURVEYOR NO. 11888
IN THE STATE OF VIRGINIA
DATE OF SURVEY: 08-17-09

GENERAL NOTES

NOTE: UTILITIES SHOWN ON THIS PLAT ARE APPROXIMATE ONLY AND MUST BE
VERIFIED BY THE APPROPRIATE UTILITY COMPANY BEFORE ANY CONSTRUCTION IS
BEGINN.
ALL MEASURED DIMENSIONS AND BEARINGS SHOWN HEREON WERE MEASURED IN THE FIELD AND ARE IN
COMPLIANCE WITH ALTA/ACSM STANDARDS.
CURRENT FIELD MEASUREMENTS MATCH PLAT OF RECORD. ALL LEGAL ACCURACIES CONTAIN BEARINGS
AND DISTANCES AS SHOWN ON THIS PLAT (SEE BELOW).
ALL STREETS AND ALLEYS SHOWN HEREON ARE PUBLIC AND ARE MAINTAINED
BY PUBLIC AUTHORITIES.
THERE ARE NO STOPPED PARKING AREAS NOR HANDICAP PARKING AREAS LOCATED ON
SUBJECT PROPERTY.

STATEMENT OF ENCROACHMENTS OF BUILDING OVER SETBACK LINE

1. BUILDING ON LOT 8 ENCLOSES FRONT AND REAR
SETBACK LINE.

STATEMENT OF ENCROACHMENTS

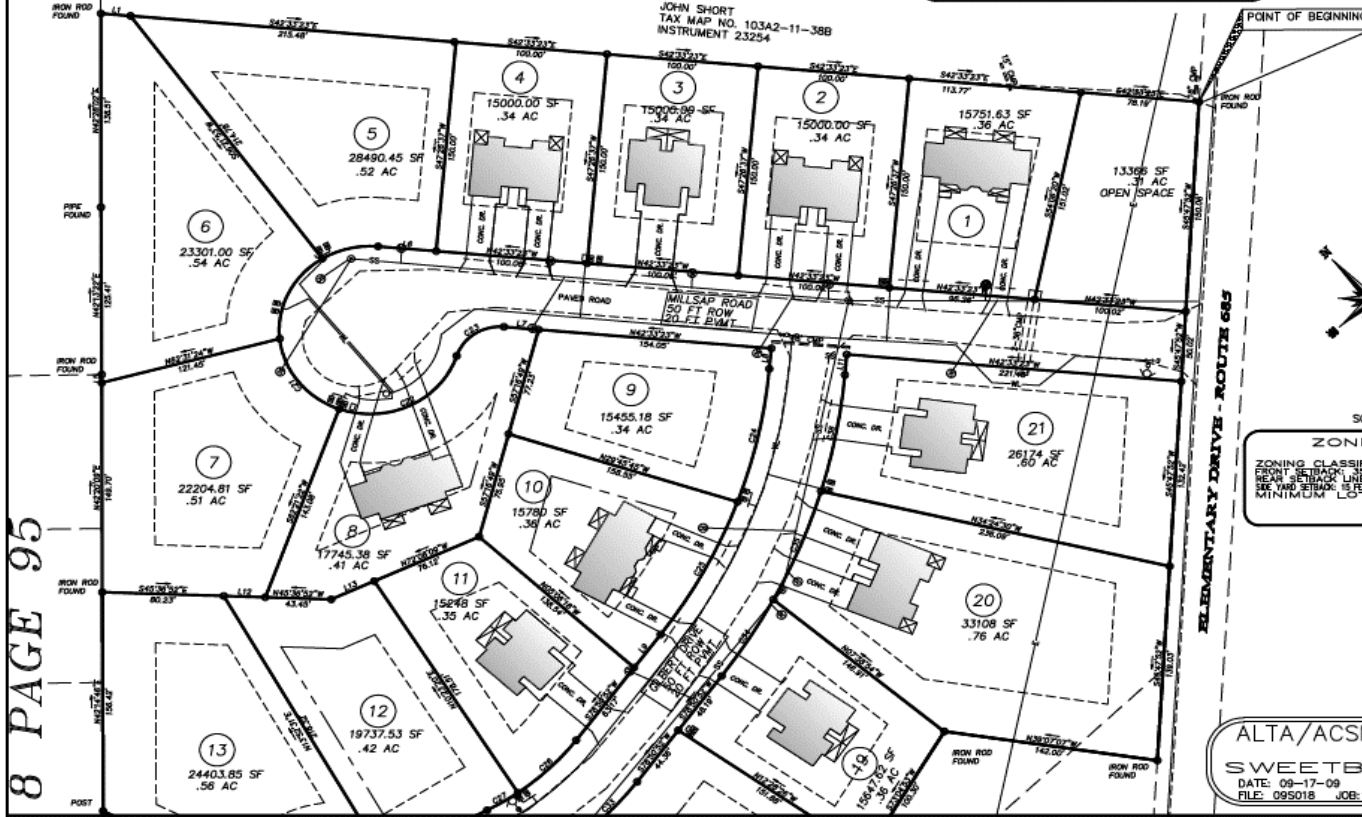
NONE.

LOCATION MAP



LEGEND

- SYMBOLS WHICH MAY BE USED IN DRAWINGS
- IRON ROD SET
- IRON ROD FOUND
- IRON MARK
- CONCRETE MONUMENT
- UTILITY POLE
- BRIDGE
- SAFETY SENDER LINE
- WATER LINE
- ELECTRIC LINE - OVERHEAD
- TELEPHONE LINE - OVERHEAD
- WAS LINE
- UNDERGROUND UTILITIES
- TRUCK LANE
- WATER METER
- WATER VALVE
- FIRE HYDRANT
- WATER SHUT OFF VALVE
- STEAM WHICH MAIN-HOLE
- SAFETY SENDER MAIN-HOLE
- SAFETY SENDER CLEAN OUT
- WELL
- DISK-CURB LIGHT
- UTILITY POLE
- LIMITS OF FLOOD ZONES
- STREAM



SCALE 1" = 50'

ZONING DATA

ZONING CLASSIFICATION: R-1 WASH. CO.
FRONT SETBACK: 35 FEET FROM RIGHT-OF-WAY LINE
SEE YARD SETBACK: 15 FEET ON ONE SIDE, AND 30 FEET ON THE OTHER
MINIMUM LOT WIDTH IS 100 FEET

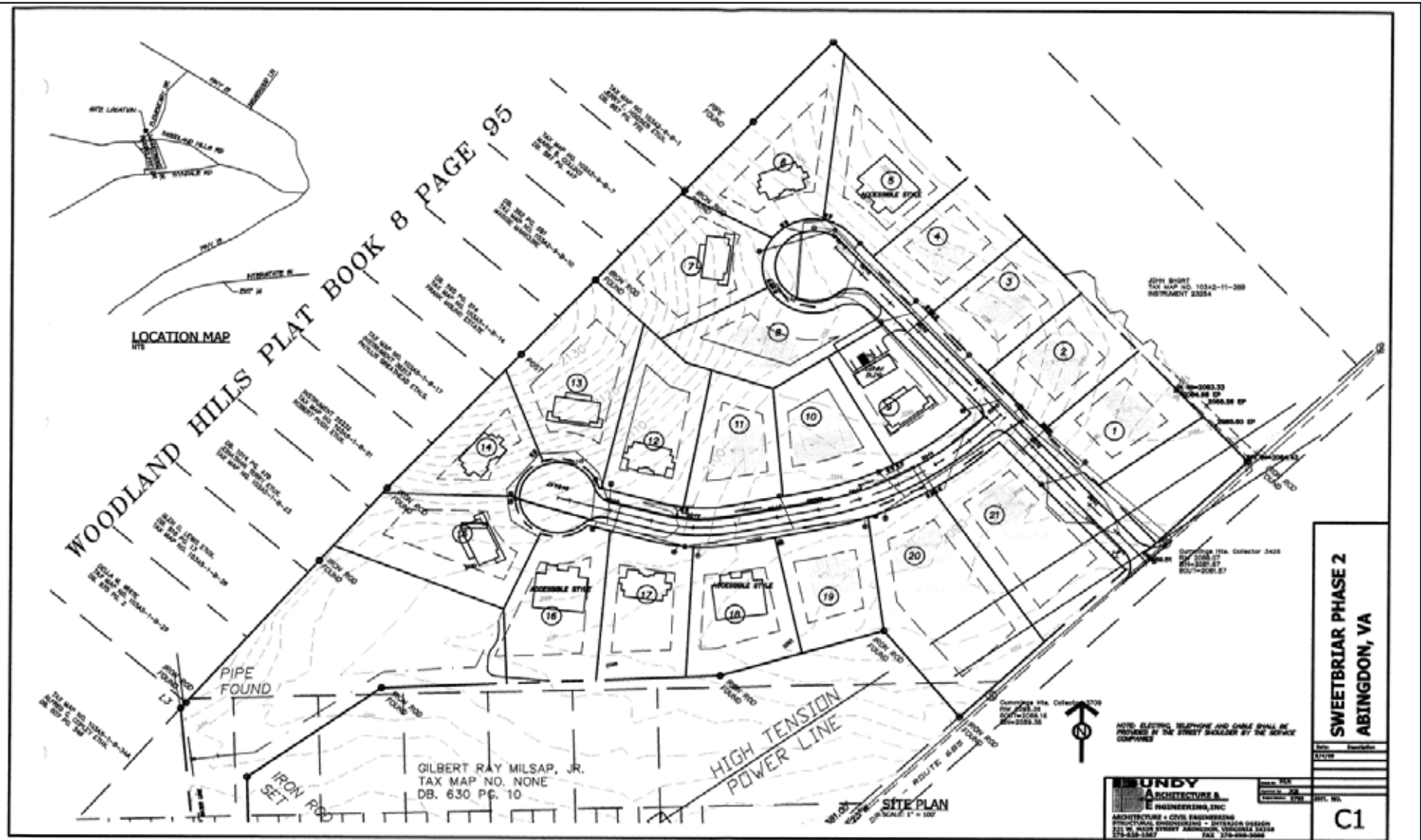
ALTA/ACSM LAND TITLE SURVEY

PREPARED FOR
SWEETBRIAR LP
DATE: 08-17-09 DRAWING NO.: 7557
FILE: 085018 JOB: SWEETBRIAR.DWG SHEET 2 OF 2

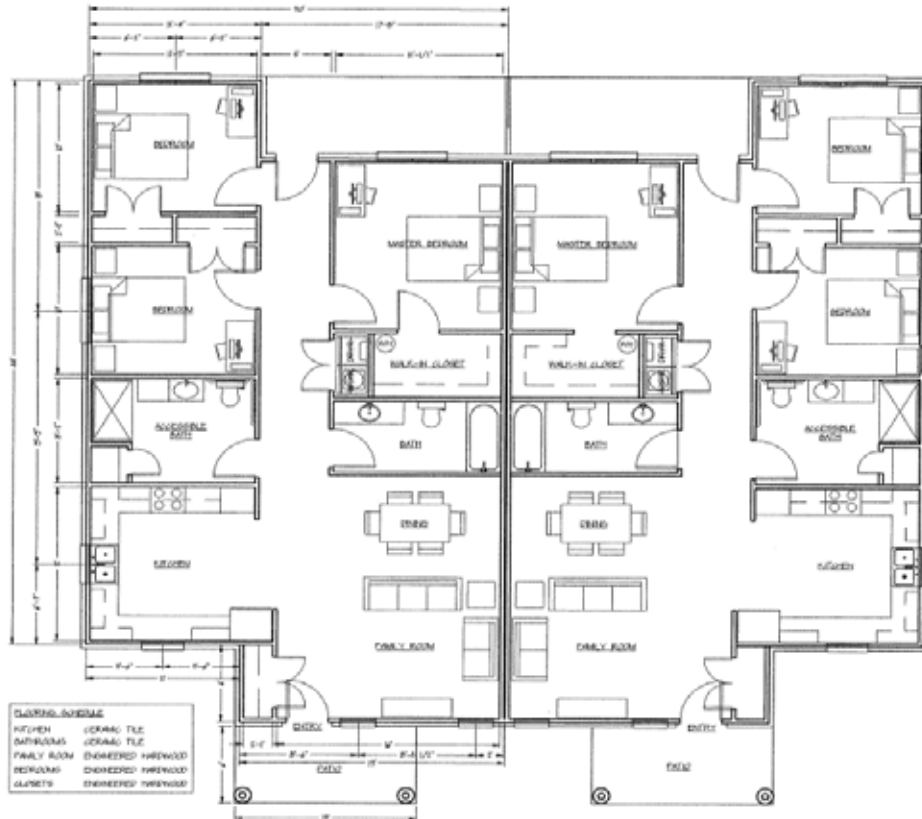
ADDISON LAND SURVEYORS
PHONE: 1-276-676-3001 fax: 1-276-676-3180
432 EAST MAIN STREET ABINGDON VIRGINIA 24210
email: addisonlandsurveyors@bunet.net

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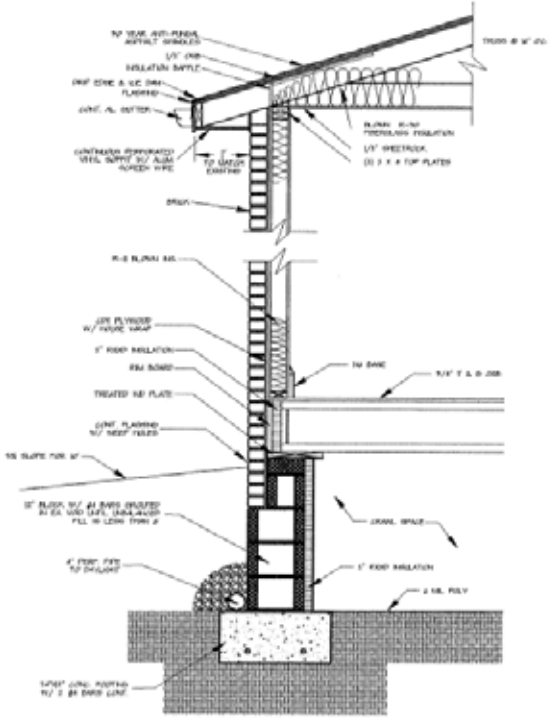
Site Plan



Building Plans



UNIVERSAL DESIGN UNIT & HUD 504
ACCESSIBLE UNIT FLOOR PLAN
 SCALE: 1/8" = 1'-0"



ACCESSIBLE UNIT WALL SECTION
 SCALE: 1/2" = 1'-0"

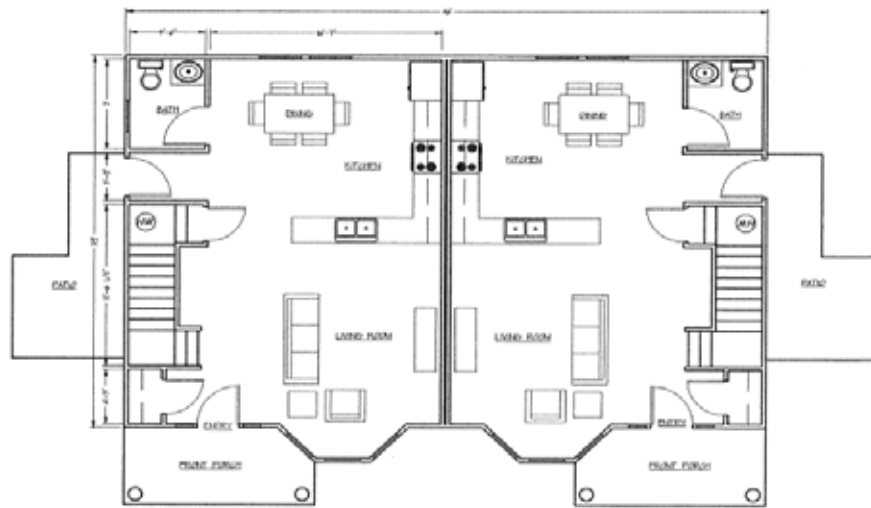
BUNDY ARCHITECTURE & ENGINEERING, INC.
 ARCHITECTURE • CIVIL ENGINEERING
 STRUCTURAL ENGINEERING • INTERIOR DESIGN
 215 W. HAZEL STREET, ABINGDON, VIRGINIA 22004
 703-652-1027 FAX 703-652-1028

SWEETBRIAR PHASE 2
ABINGDON, VA

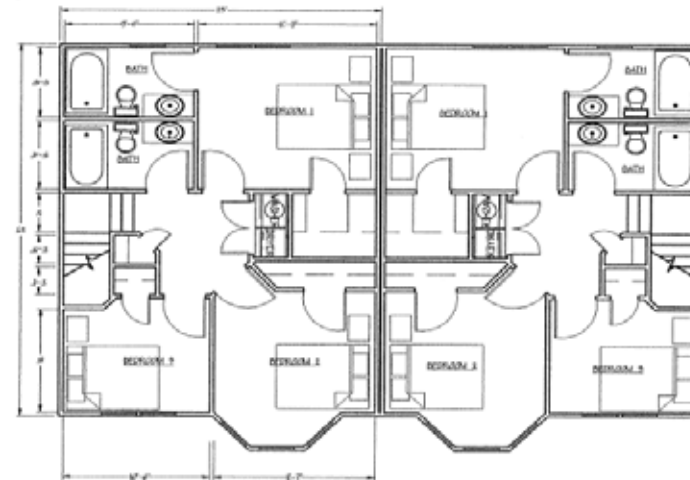
NO. _____
 DATE _____

A1

Unit Plans



VICTORIAN 1ST FLOOR PLAN
SCALE: 1/4" = 1'-0"



VICTORIAN 2ND FLOOR PLAN
SCALE: 1/4" = 1'-0"

FLOORING SCHEDULE	
KITCHEN	CORNING TILE
ENTRANCE	CORNING TILE
LIVING ROOM	ENGINEERED HARDWOOD
BEDRM	ENGINEERED HARDWOOD
BATH	ENGINEERED HARDWOOD

BLUNDY
ARCHITECTURE & ENGINEERING, INC.
ARCHITECTURE • CIVIL ENGINEERING
STRUCTURAL ENGINEERING • INTERIOR DESIGN
301 W. MAIN STREET ABINGDON, VIRGINIA 24006
252-898-1267 FAX 252-898-1268

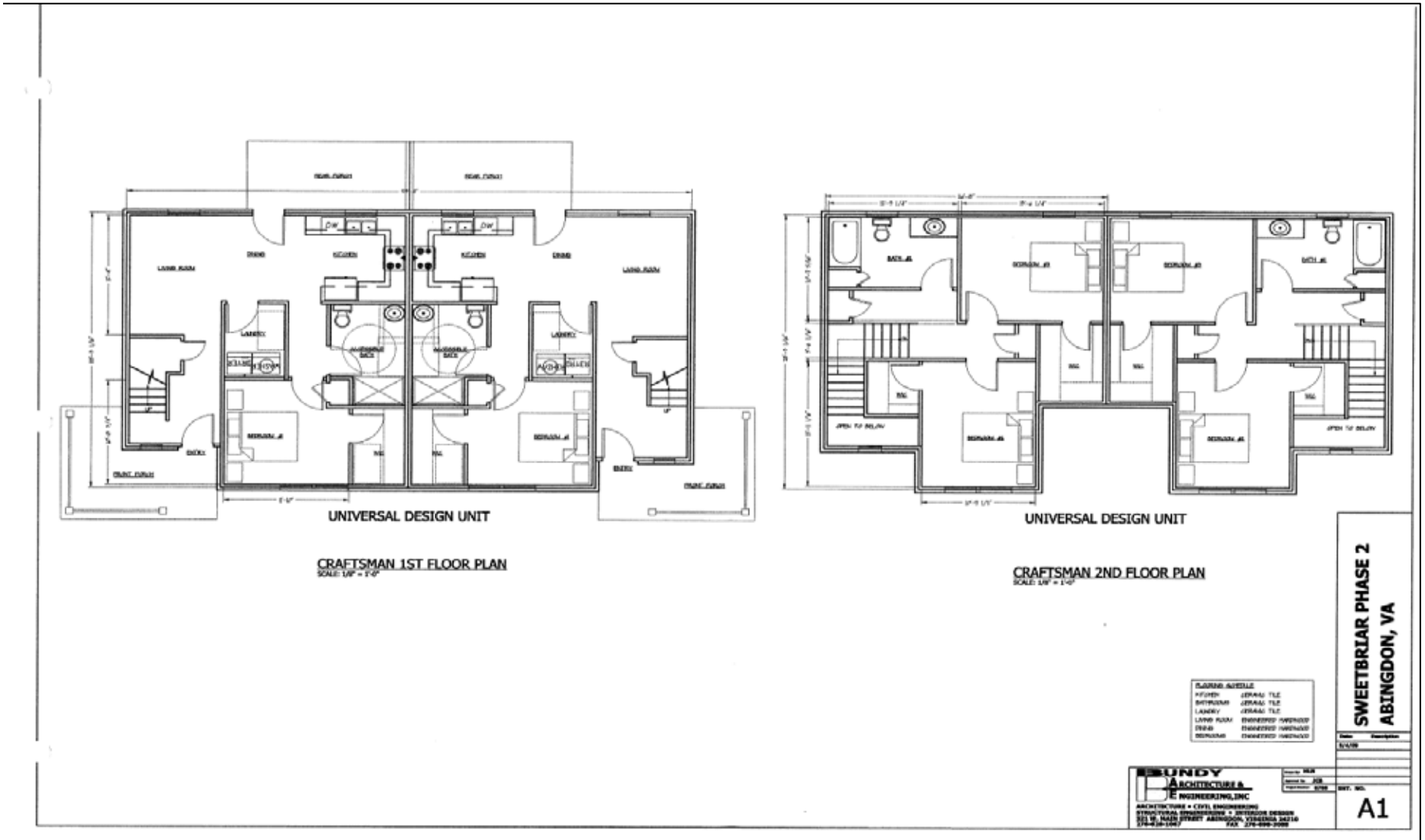
SWEETBRIAR PHASE 2
ABINGDON, VA

DATE: _____
SCALE: _____

REV. NO. _____

A1

Unit Plans (Continued)



IMPROVEMENT DESCRIPTION & ANALYSIS

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

Building Features

The subject property is proposed to consist of 22 revenue-producing units in 11 residential buildings and 0 non-residential buildings. The development is proposed to include approximately 23,026 square feet of net rentable area and 25,252 square feet of gross building area.

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

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

The subject property is proposed to include slab on grade foundations.

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

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

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

The subject is proposed to include fiber cement siding & brick veneer, double hung vinyl double pane windows, steel clad insulated six-panel unit entry doors, and steel clad insulated six-panel patio doors.

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

The subject is proposed to include gabled asphalt shingle roofs.

Vertical Transportation - Elevator, Interior Stair Systems

The subject property is not proposed to include elevators.

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

Domestic water piping is proposed to be constructed of CPVC pipe and fittings. Wastewater lines consist of PVC pipe and fittings. Potable hot water is proposed to be supplied via individual electric hot water heaters.

HVAC - Heating, Air Conditioning, Ventilation

The subject property is proposed to include individual interior-mounted electric heat, individual exterior-mounted a/c compressors with interior-mounted air handlers.

Electrical and Communications - Distribution, Aluminum Wiring, etc.

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

Fire Suppression

The subject property is not proposed to be equipped with an NFPA-13 fully automatic fire suppression (sprinkler) system. In addition, hard-wired smoke detectors with battery backup are proposed in each bedroom area.

Unit Features

The subject property is proposed to contain 22 revenue-producing units including 17 regular units and 5 accessible units, including 66 bedrooms, 44 full bathrooms and 0 half bathrooms.

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

Walls / Ceilings / Interior Doors

Subject property units are proposed to include 8 foot ceilings, painted gypsum wallboard & ceilings, wood solid-core flat panel interior doors, and wood solid-core flat panel closet doors.

Floor Covering

Floor covering is proposed to consist of luxury vinyl plank in the entryways, bathrooms, living areas and bedrooms, along with ceramic tile in the bathrooms and kitchens.

Kitchens

Kitchens are proposed to include electric four-top ranges, range hoods, frost-free refrigerators, dishwashers, composite wood cabinets, laminated countertops and stainless steel sinks.

Bathrooms

Bathrooms are proposed to include composite wood vanities, cultured marble countertops, porcelain sinks & toilets, along with fiberglass tubs & surrounds.

Project Amenities

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

Site & Common Area Amenities

No project amenities are proposed for the subject property.

Parking

Open parking is proposed for the subject property.

Laundry

Washer/dryer units are proposed for the subject property.

Security

Call buttons are proposed for some units at the subject property.

Services

No special services are proposed for the subject property.

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

Utility Configuration

The subject property is proposed to include electric heat, electric cooking and electric hot water. All utilities - with the exception of trash - are proposed to be paid by the resident.

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

Utility Allowances										
BR	BA	SF	Unit Type	Inc Lmt	Rnt Lmt	HOME	Subs	Units	UA	HUD UA
3	2.0	1,103	Duplex	60% of AMI	40% of AMI	no	No	3	\$226	\$226
3	2.0	1,103	Duplex	60% of AMI	50% of AMI	no	No	3	\$226	\$226
3	2.0	961	Duplex	60% of AMI	50% of AMI	no	No	5	\$226	\$226
3	2.0	961	Duplex	60% of AMI	60% of AMI	no	No	3	\$226	\$226
3	2.0	1,090	Duplex	60% of AMI	60% of AMI	no	No	8	\$226	\$226
Total/Average								22	\$226	\$226

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

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

Useful Life Analysis

We anticipate a useful/economic life of 50 years for this development, assuming that appropriate replacement reserves are established for this property.

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

		Actual Age Effective Age Condition			Rank		
		Rating					
Key	Project Name	Actual Age	Effective Age	Property Condition	Actual Age	Effective Age	Property Condition
Sub	Sweetbriar II	2020	2020	4.50	1	1	1
017	Downtown Plaza Apartments	1968	1995	2.50	15	13	15
023	Glade Terrace Apartments 1	2012	2010	4.00	3	3	5
024	Glade Terrace Apartments 2	2013	2010	4.00	2	3	5
027	Hallock Drive Townhomes	2003	2000	4.00	10	10	5
028	Harbor Landing Apartments	2004	2010	4.00	9	3	5
041	Mountain Empire Apartments	1990	1995	3.75	12	13	13
045	Pinehedge Condominiums	1985	2005	4.00	14	7	5
046	Promise Landing Apartments	1990	2000	4.00	12	10	5
049	Ridgecrest Town Apartments	2008	2005	4.50	6	7	1
054	Sapling Grove Apartments	2008	2020	4.25	6	1	4
061	Sweetbriar 1	2009	2010	4.50	4	3	1
074	Whites Mill Point Apartments	2006	2005	4.00	8	7	5
076	Willow Run Apartments	2009	2000	4.00	4	10	5
080	Wyndale Court Condominiums	2003	1995	3.00	10	13	14

Source: Allen & Associates; Sponsor

		Amenities																				
		Site & Common Area Amenities																				
Key	Project Name	Bell Field	BBQ Area	Billiards Game Rm	Business Comp Ctr	Cat Care Center	Community Center	Elevator	Fitness Center	Gazebo Patio	Hot Tub Jacuzzi	Herb Garden	Horseshoes	Lake	Library	Movie Media Ctr	Picnic Area	Playground	Pool	Sauna	Sports Court	Walking Trail
Sub	Sweetbriar II	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
017	Downtown Plaza Apartments	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
023	Glade Terrace Apartments 1	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
024	Glade Terrace Apartments 2	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
027	Hallock Drive Townhomes	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
028	Harbor Landing Apartments	no	yes	no	no	no	yes	no	no	no	no	no	no	no	no	no	yes	yes	no	no	no	no
041	Mountain Empire Apartments	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
045	Pinehedge Condominiums	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
046	Promise Landing Apartments	no	no	no	no	no	yes	no	yes	no	no	no	no	no	no	no	no	yes	yes	no	yes	no
049	Ridgecrest Town Apartments	no	no	no	yes	no	yes	no	yes	yes	no	no	no	no	no	no	no	yes	no	no	no	yes
054	Sapling Grove Apartments	no	no	no	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
061	Sweetbriar 1	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
074	Whites Mill Point Apartments	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
076	Willow Run Apartments	no	yes	no	no	no	no	no	yes	no	no	no	no	no	no	no	yes	yes	yes	no	no	no
080	Wyndale Court Condominiums	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	yes	no	no	no	no	no

		Unit Amenities						Kitchen Amenities					Air Conditioning				Heat				
Key	Project Name	Blinds	Ceiling Fans	Carpeting	Fireplace	Patio Balcony	Storage	Stove	Refrigerator	Disposal	Dishwasher	Microwave	Central	Wall Units	Window Units	None	Central	Wall Units	Baseboards	Boiler Radiator	None
Sub	Sweetbriar II	yes	no	yes	no	yes	yes	yes	yes	no	yes	no	yes	no	no	no	yes	no	no	no	no
017	Downtown Plaza Apartments	yes	no	yes	no	yes	no	yes	yes	no	no	no	yes	no	no	no	yes	no	no	no	no
023	Glade Terrace Apartments 1	yes	no	yes	no	yes	no	yes	yes	yes	yes	yes	yes	no	no	no	yes	no	no	no	no
024	Glade Terrace Apartments 2	yes	no	yes	no	yes	no	yes	yes	yes	yes	yes	yes	no	no	no	yes	no	no	no	no
027	Hallock Drive Townhomes	yes	yes	yes	no	yes	no	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no
028	Harbor Landing Apartments	yes	no	yes	no	yes	no	yes	yes	no	yes	no	yes	no	no	no	yes	no	no	no	no
041	Mountain Empire Apartments	yes	no	yes	no	yes	no	yes	yes	no	some	no	yes	no	no	no	yes	no	no	no	no
045	Pinehedge Condominiums	yes	no	yes	no	yes	yes	yes	yes	yes	no	no	yes	no	no	no	yes	no	no	no	no
046	Promise Landing Apartments	no	no	some	no	yes	no	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no
049	Ridgecrest Town Apartments	yes	yes	yes	no	yes	no	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no
054	Sapling Grove Apartments	yes	no	yes	no	no	no	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no
061	Sweetbriar 1	yes	no	yes	no	yes	no	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no
074	Whites Mill Point Apartments	yes	no	yes	no	yes	no	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no
076	Willow Run Apartments	yes	no	yes	no	no	no	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no
080	Wyndale Court Condominiums	yes	no	yes	no	yes	no	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no

		Parking					Laundry			Security						Services						
Key	Project Name	Garage	Covered Parking	Assigned Parking	Open Parking	None	Central	W/D Units	W/D Hookups	Call Buttons	Controlled Access	Courtesy Officer	Monitoring	Security Alarms	Security Patrols	Alter School	Concierge	Hair Salon	Health Care	House-keeping	Meals	Transportation
Sub	Sweetbriar II	no	no	no	yes	no	no	yes	no	some	no	no	no	no	no	no	no	no	no	no	no	no
017	Downtown Plaza Apartments	no	no	no	yes	no	no	no	some	no	no	no	no	no	no	no	no	no	no	no	no	no
023	Glade Terrace Apartments 1	no	no	no	yes	no	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no
024	Glade Terrace Apartments 2	no	no	no	yes	no	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no
027	Hallock Drive Townhomes	no	no	no	yes	no	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no
028	Harbor Landing Apartments	no	no	no	yes	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no
041	Mountain Empire Apartments	no	no	no	yes	no	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no
045	Pinehedge Condominiums	no	no	no	yes	no	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no
046	Promise Landing Apartments	no	no	no	yes	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no
049	Ridgecrest Town Apartments	no	no	no	yes	no	yes	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	no
054	Sapling Grove Apartments	no	no	no	yes	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no	no
061	Sweetbriar 1	yes	no	no	yes	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no	no
074	Whites Mill Point Apartments	no	no	no	yes	no	no	yes	no	no	no	no	yes	no	no	no	no	no	no	no	no	no
076	Willow Run Apartments	no	no	no	yes	no	no	yes	no	no	no	no	no	no	no	na	na	na	na	na	na	na
080	Wyndale Court Condominiums	no	no	no	yes	no	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no

Source: Allen & Associates; Sponsor

		Utilities																					
Key	Project Name	Tenant-Paid											Owner-Paid										
		Heat / Gas	Heat / Electric	Cooking / Gas	Cooking / Electric	Other / Electric	AC / Electric	HW / Gas	HW / Electric	Water	Sewer	Trash	Heat / Gas	Heat / Electric	Cooking / Gas	Cooking / Electric	Other / Electric	AC / Electric	HW / Gas	HW / Electric	Water	Sewer	Trash
Sub	Sweetbriar II	no	yes	no	yes	yes	yes	no	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no	yes
017	Downtown Plaza Apartments	no	yes	no	yes	yes	yes	no	yes	yes	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no
023	Glade Terrace Apartments 1	no	yes	no	yes	yes	yes	no	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	yes
024	Glade Terrace Apartments 2	no	yes	no	yes	yes	yes	no	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	yes
027	Hallock Drive Townhomes	no	yes	no	yes	yes	yes	no	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	yes
028	Harbor Landing Apartments	no	yes	no	yes	yes	yes	no	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	yes
041	Mountain Empire Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	yes	yes	yes	yes
045	Pinehedge Condominiums	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	yes	yes	yes	yes
046	Promise Landing Apartments	no	yes	no	yes	yes	yes	no	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	yes
049	Ridgecrest Town Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	yes	yes	yes	yes
054	Sapling Grove Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	yes	yes	yes	yes
061	Sweetbriar 1	no	yes	no	yes	yes	yes	no	yes	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no	no
074	Whites Mill Point Apartments	no	yes	no	yes	yes	yes	no	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	yes
076	Willow Run Apartments	no	yes	no	yes	yes	yes	no	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	yes
080	Wyndale Court Condominiums	no	yes	no	yes	yes	yes	no	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	yes

Source: Allen & Associates; Sponsor

HUD Utility Schedule Model Output					
	0 Bedroom	1 Bedroom	2 Bedroom	3 Bedroom	4 Bedroom
Heat - Gas	23	26	28	30	32
Heat - Elec	11	13	15	17	19
Cooking - Gas	2	2	3	4	4
Cooking - Elec	3	4	6	8	9
Other Electric	13	15	21	27	33
Air Conditioning	3	3	4	6	7
Hot Water-Gas	4	5	7	9	11
Hot Water-Elec	9	10	13	16	19
Water	41	43	61	97	135
Sewer	29	30	40	55	69
Trash	12	12	12	12	12

Source: Local Utility Providers; HUD

SITE DESCRIPTION & ANALYSIS

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

Survey

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

Site Plan

A site plan for the subject property was provided to the analyst for review. Site plans are necessary to analyze the site improvements, parking configuration, internal traffic flow, location of building improvements and landscaping improvements for the subject property. Our review did not identify any problem areas with respect to the subject property. A summary of the development's site features is found below.

Acres / Lot Shape / Frontage

The subject property includes an irregular-shaped parcel consisting of approximately 5.15 acres and approximately 100 feet of road frontage.

Zoning

According to the sponsor, the subject property is currently zoned R-1, Residential Limited. It is our understanding that the current zoning for the subject is a legal, conforming use.

Parking / Streets / Curbs / Sidewalks

A total of 49 parking spaces are planned for this development (38 regular / 11 accessible / 2.23 spaces per unit). Privately-owned parking areas are planned for the subject property. We normally see 1.5 to 2.0 spaces per unit for projects like the subject. Public transportation is not found in the area. In our opinion, the current parking appears adequate for the subject property.

Dumpsters / Dumpster Enclosures

The subject includes 22 roll out bins.

Landscaping / Perimeter Fence / Retaining Walls / Entry Sign

Trees, shrubs & lawns are found at the subject property. A perimeter fence is not found at the subject property. Retaining walls are not found at this property. One unlighted entry sign is found at this property.

Stormwater Management / Site Lighting / Water Service / Wastewater Service

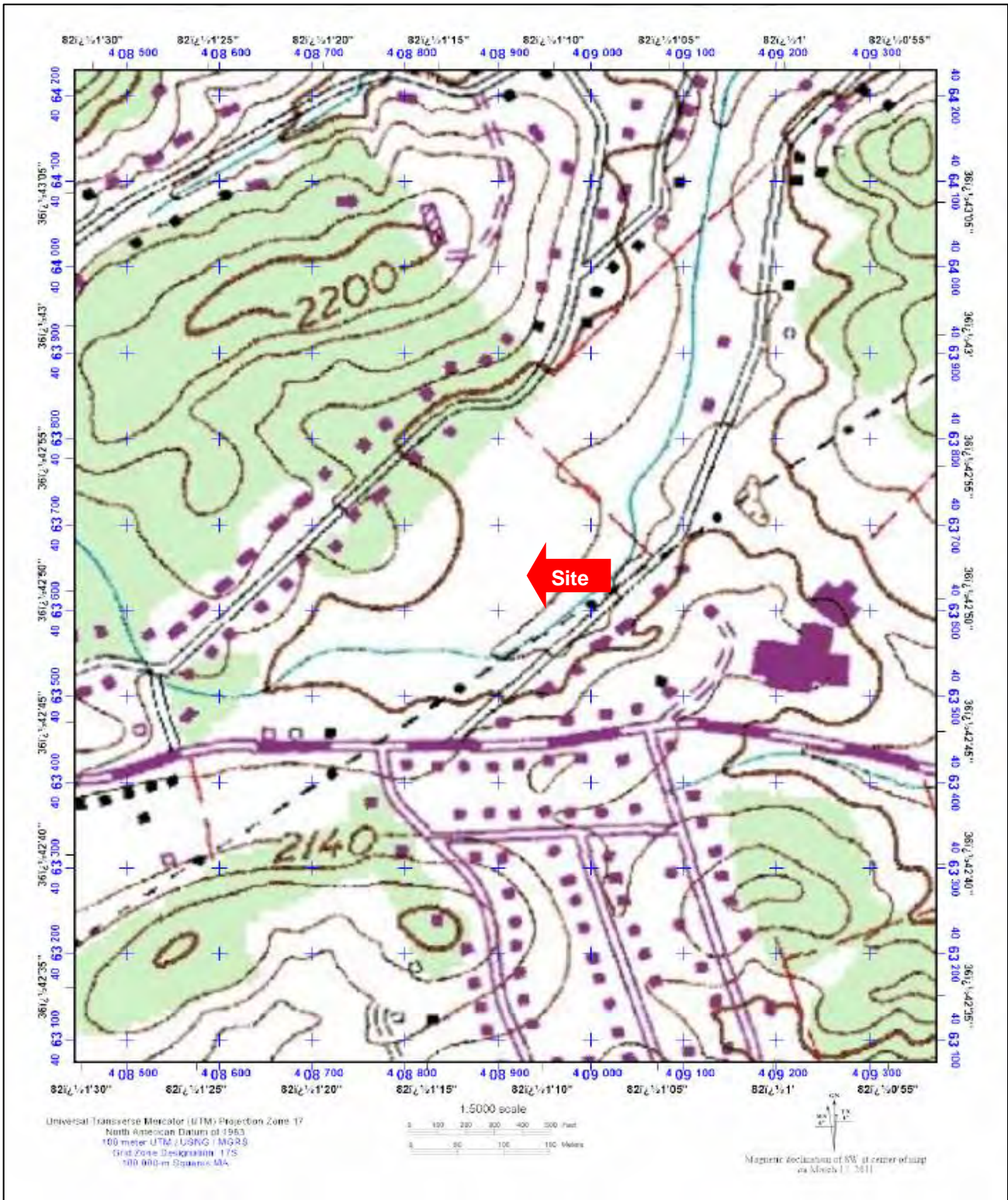
Stormwater management consists of catch basins and concrete pipe connecting to a public system. Site lighting consists of publicly-owned HID poles. Domestic water service to buildings consists of ductile iron pipe connecting to a public system. Wastewater service to buildings consists of PVC pipe connecting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

Nuisances, Hazards, Detrimental Influences & Environmental

We did not observe any nuisances, hazards, detrimental influences or recognized environmental conditions on our inspection of the subject property. Nevertheless, we recommend that the sponsor obtain a comprehensive environmental assessment from a qualified professional.

Topography

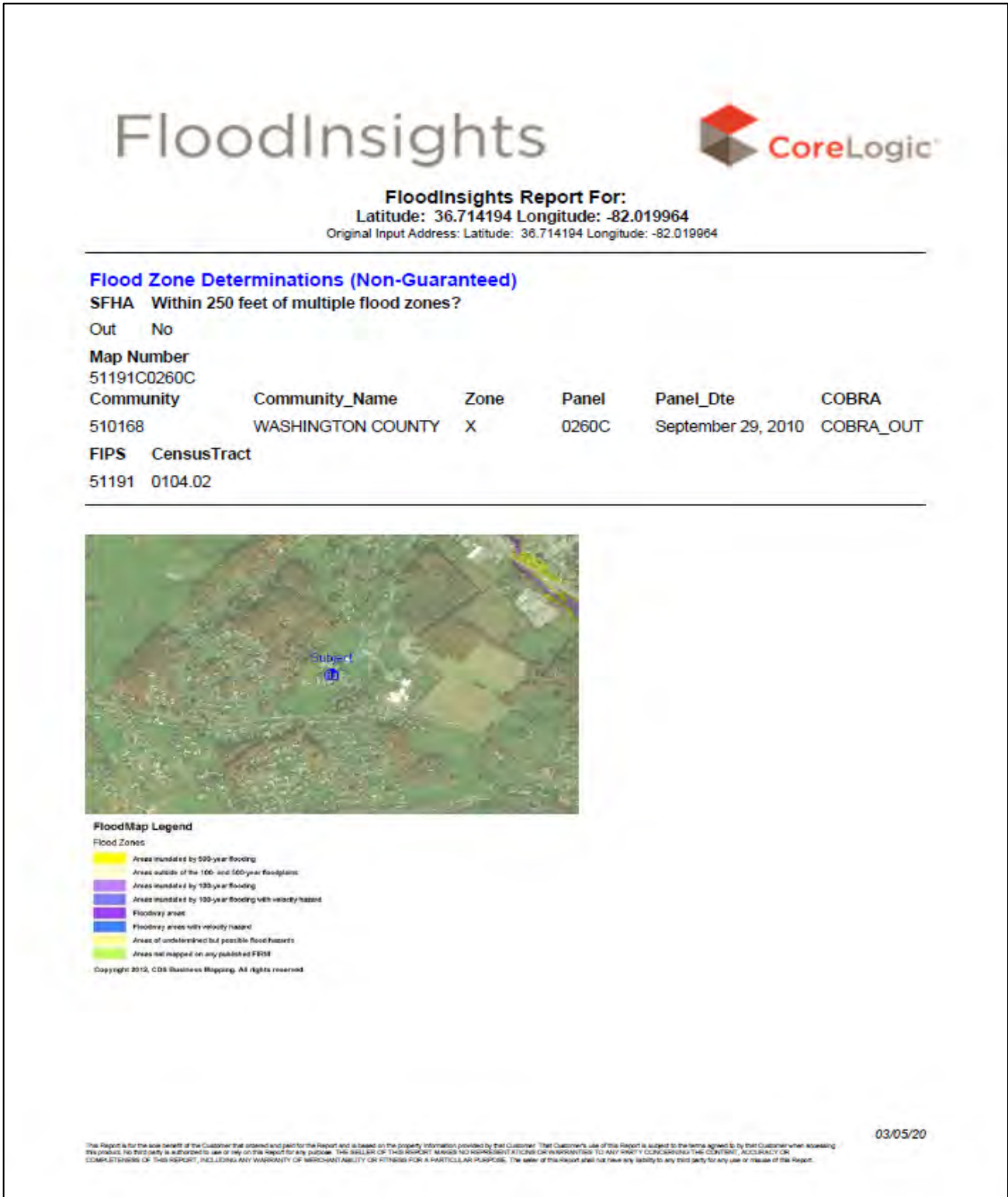
The USGS map showing the topography of the subject property and surrounding area is found below:



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

Flood Zone

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



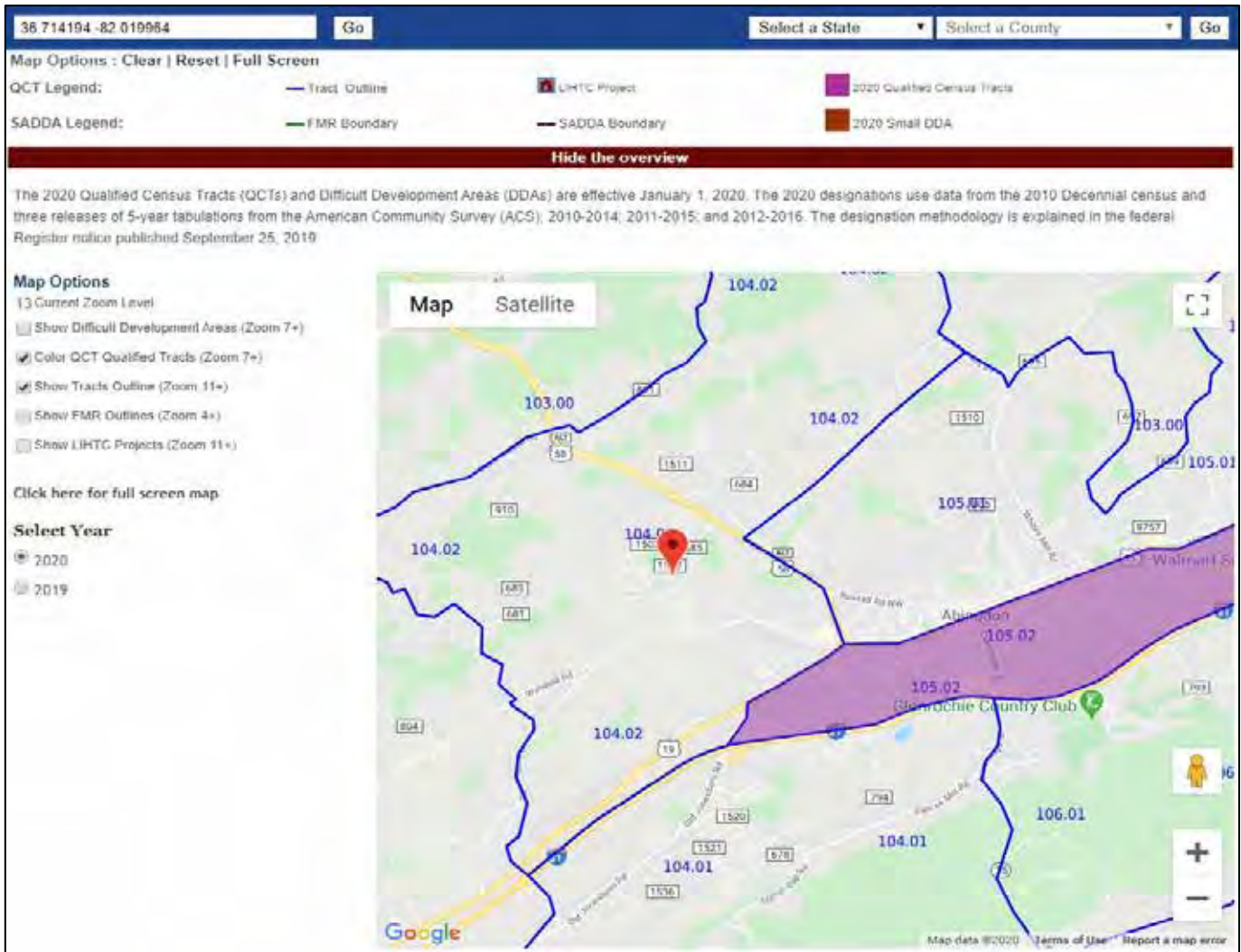
According to FEMA map number 51191C0260C dated September 29, 2010, the subject property is located in Zone X. This is an area that is identified as being located outside the 100-year flood zone.

Difficult to Develop Area Status

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

Qualified Census Tract Status

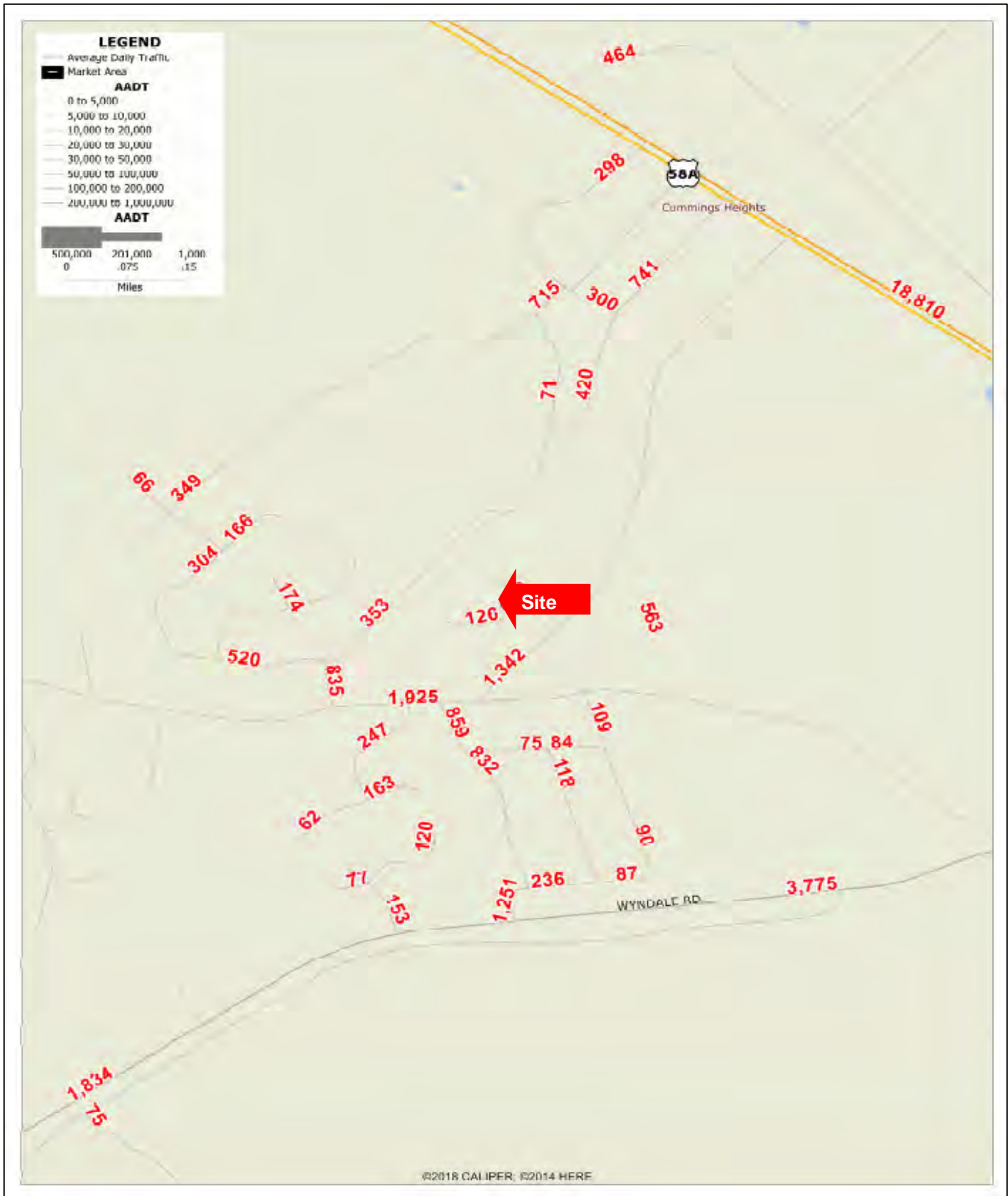
The federal government has identified census tracts throughout the United States that include high concentrations of low-income households and substandard housing units. These areas, known as Qualified Census Tracts, qualify for special funding under various state and federal programs. A QCT map showing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



The subject property is located in Census Tract 104.02 - an area that is not designated as a Qualified Census Tract. Consequently, the subject property does not appear to qualify for special QCT funding under state and federal programs.

Traffic Patterns, Access & Visibility

A traffic map identifying the subject property is found below:



Access

The subject property is located on Elementary Drive, approximately 0.5 miles south of US 58A in Abingdon, Virginia. Elementary Drive is a moderately-traveled north-south road carrying approximately 1,500 vehicles per day. We did not observe any road or infrastructure improvements taking place in the immediate vicinity of the subject property. In our opinion, therefore, accessibility is fair to good by virtue of the location of the subject property relative to existing streets and thoroughfares.

Visibility

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

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

Access & Visibility					
Rating				Rank	
Key	Project Name	Access	Visibility	Access	Visibility
Sub	Sweetbriar II	2.50	2.50	9	6
017	Downtown Plaza Apartments	3.00	2.50	4	6
023	Glade Terrace Apartments 1	4.00	2.50	1	6
024	Glade Terrace Apartments 2	4.00	2.50	1	6
027	Hallock Drive Townhomes	2.00	2.00	14	11
028	Harbor Landing Apartments	2.50	2.50	9	6
041	Mountain Empire Apartments	3.00	2.00	4	11
045	Pinehedge Condominiums	2.50	2.00	9	11
046	Promise Landing Apartments	2.00	2.00	14	11
049	Ridgecrest Town Apartments	3.00	2.75	4	5
054	Sapling Grove Apartments	3.50	3.50	3	1
061	Sweetbriar 1	3.00	3.00	4	2
074	Whites Mill Point Apartments	3.00	3.00	4	2
076	Willow Run Apartments	2.50	2.00	9	11
080	Wyndale Court Condominiums	2.50	3.00	9	2

Source: Allen & Associates

NEIGHBORHOOD DESCRIPTION & ANALYSIS

Neighborhood

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

Life Cycle

Neighborhoods are sometimes thought to evolve through four distinct stages:

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

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

Surrounding Properties

The subject property is located in Abingdon, Virginia. The immediate area consists of residential land uses.

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

Surrounding property uses are summarized in the table found below:

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

Source: Allen & Associates

Economic Characteristics

The subject property is located in an area with average household incomes of \$50,643 (in 2015 dollars); this is compared with \$37,025 for the most comparable properties included in this analysis.

In addition, the subject property is located in an area with median cash rents of \$606 (in 2015 dollars); this is compared with \$608 for the most comparable properties included in this analysis.

Finally, the subject property is located in an area with median single family home values of \$150,400 (in 2015 dollars); this is compared with \$139,960 for the most comparable properties included in this analysis.

Crime Rates

The subject property is located in an area with personal crime rates of 3.8%. Personal crime includes offenses such as rape, murder, robbery and assault. Our research suggests that the average personal crime rate for the most comparable properties stands at 4.0%.

In addition, the subject property is located in an area with property crime rates of 2.6%. Property crimes include offenses such as burglary, larceny and theft. Our research suggests that the average property crime rate for the most comparable properties stands at 4.4%.

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

Educational Attainment

The subject property is located in an area with high school graduation rates of 85.3%; this is compared with 80.7% for the most comparable properties included in this analysis.

In addition, the subject property is located in an area with college graduation rates of 25.6%; this is compared with 22.7% for the most comparable properties included in this analysis.

Commuting Patterns

The subject property is located in an area with an average drive to work of 20.7 minutes; this is compared with 20.7 minutes for the most comparable properties included in this analysis.

In addition, the subject property is located in an area with an average of 1.70 vehicles per household; this is compared with 1.53 vehicles per household for the most comparable properties included in this analysis.

Conclusion

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

Proximity to Area Amenities

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

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

Proximity to Area Amenities		
Amenity	Name	Miles
Bank	BB&T	1.3 mi SE
Grocery	Food Country USA	0.6 mi N
Emergency Clinic	MedWorks	1.5 mi SE
Pharmacy	Northgate Pharmacy	1.5 mi SE
Discount Store	Mark It Down	0.6 mi NE
Elementary School	E B Stanley Elementary School	3.7 mi NE
Middle School	Wallace Middle School	7.5 mi
High School	William King High School	1.8 mi SE
Bus Stop	-	-

Source: Google Maps

BB&T, Food Country USA, Northgate Pharmacy, and Mark It Down discount store are all located less than 1.5 miles away from the subject property. MedWorks is located 1.5 miles away.

Number of Area Amenities

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

- Microsoft Streets & Trips identified 6 banks within 2.0 miles of the subject property. The subject is ranked 9 out of the 15 properties included in this analysis.
- A total of 5 grocery stores are in the vicinity of the subject property. The subject is ranked 11 for the area.
- A total of 0 hospital are in the vicinity of the subject property. The subject is ranked 5 for the area.
- A total of 4 pharmacies are in the vicinity of the subject property. The subject is ranked 8 for the area.
- A total of 14 shopping centers are in the vicinity of the subject property. The subject is ranked 9 for the area.

Nearest Area Amenities

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

- According to Microsoft Streets & Trips, the nearest bank is 1.21 miles away from the subject property. The subject is ranked 13 out of the 15 properties included in this analysis.
- The nearest grocery store is 0.61 miles away from the subject property. The subject is ranked 8 for the area.
- The nearest hospital is 2.57 miles away from the subject property. The subject is ranked 6 for the area.
- The nearest pharmacy is 1.19 miles away from the subject property. The subject is ranked 8 for the area.
- The nearest shopping center is 0.6 miles away from the subject property. The subject is ranked 8 for the area.

Conclusion

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

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

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

Neighborhood Ratings

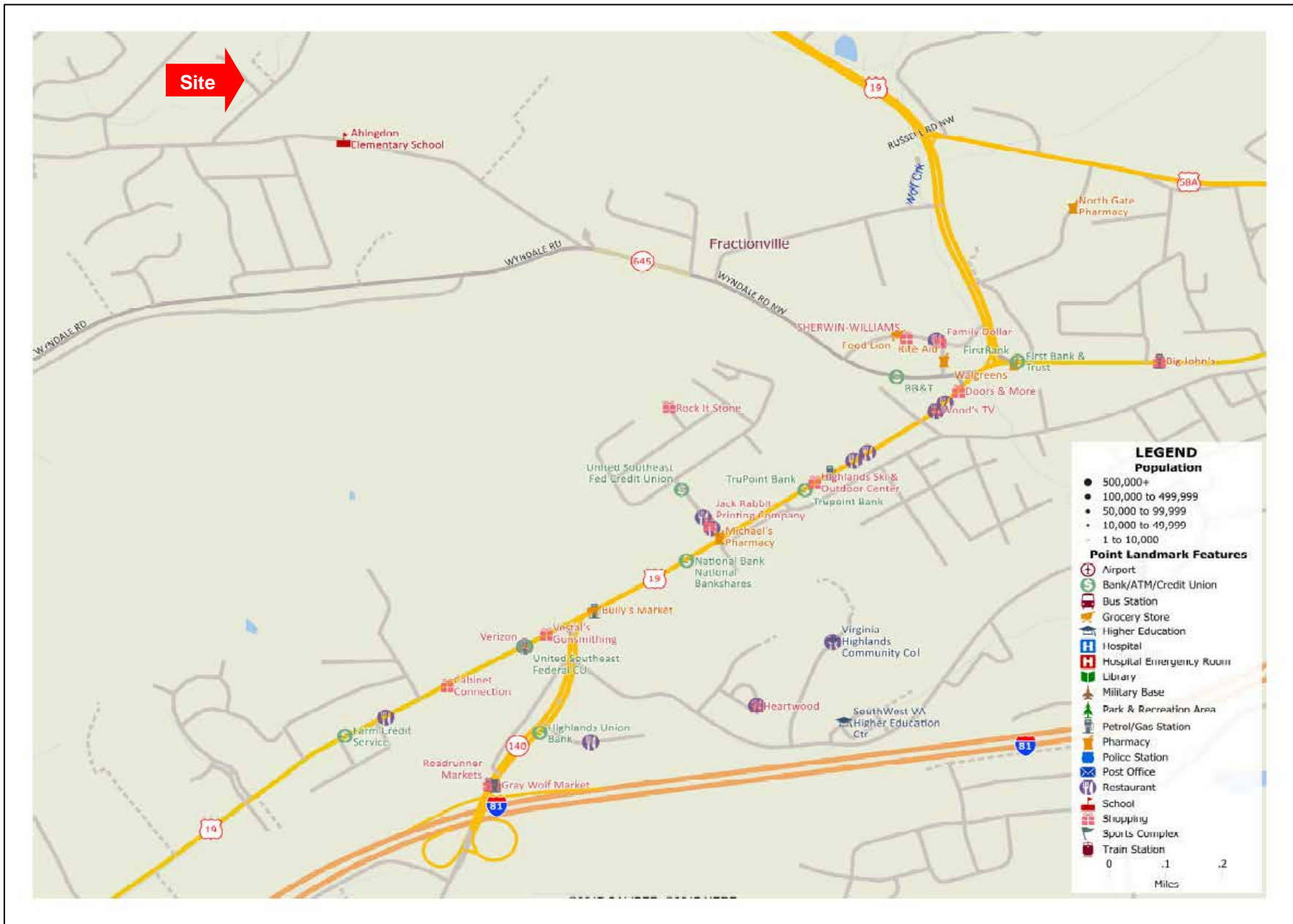
		Rating									Rank (1 = Property with Highest Rating)								Final Rating (1-5 Scale)
		Surrounding Area			Crime Rates		Education		Commute	Surrounding Area			Crime Rates		Education		Commute		
Key	Project Name	Avg HH Income (2015)	Med Cash Rent (2015)	Med SF Value (2015)	Personal Crime	Property Crime	High School or More	Bachelor's or More	Average Commute	Avg HH Income (2015)	Med Cash Rent (2015)	Med SF Value (2015)	Personal Crime	Property Crime	High School or More	Bachelor's or More	Average Commute		
Sub	Sweetbriar II	\$50,643	\$606	\$150,400	3.8%	2.6%	85.3%	25.6%	20.72	2	10	6	11	7	8	5	6	3.80	
017	Downtown Plaza Apartments	\$21,719	\$561	\$56,700	9.7%	23.6%	82.8%	7.6%	21.45	13	12	13	15	15	11	13	11	2.00	
023	Glade Terrace Apartments 1	\$38,149	\$647	\$128,200	8.5%	0.5%	87.1%	25.2%	21.37	10	5	8	13	1	2	7	9	3.90	
024	Glade Terrace Apartments 2	\$38,149	\$647	\$128,200	8.5%	0.5%	87.1%	25.2%	21.37	10	5	8	13	1	2	7	9	3.90	
027	Hallock Drive Townhomes	\$16,447	\$413	\$108,100	2.7%	5.1%	74.5%	9.0%	15.57	14	14	12	6	13	12	12	1	2.60	
028	Harbor Landing Apartments	\$24,150	\$711	\$50,900	2.2%	1.0%	58.8%	4.1%	23.40	12	3	15	4	3	15	15	14	2.70	
041	Mountain Empire Apartments	\$47,530	\$620	\$223,700	3.3%	2.0%	85.8%	38.4%	19.34	4	8	1	9	4	4	2	3	4.50	
045	Pinehedge Condominiums	\$51,875	\$631	\$198,600	3.1%	10.6%	85.6%	23.3%	21.99	1	7	4	7	14	7	9	12	3.50	
046	Promise Landing Apartments	\$47,530	\$620	\$223,700	3.3%	2.0%	85.8%	38.4%	19.34	4	8	1	9	4	4	2	3	4.50	
049	Ridgecrest Town Apartments	\$39,116	\$770	\$125,100	1.9%	3.2%	85.8%	17.7%	20.89	8	2	10	2	11	6	10	8	3.60	
054	Sapling Grove Apartments	\$9,516	\$286	\$54,200	1.4%	3.0%	62.7%	5.9%	17.82	15	15	14	1	10	14	14	2	2.50	
061	Sweetbriar 1	\$50,643	\$606	\$150,400	3.8%	2.6%	85.3%	25.6%	20.72	2	10	6	11	7	8	5	6	3.80	
074	Whites Mill Point Apartments	\$38,194	\$471	\$217,700	1.9%	2.9%	83.8%	47.7%	19.89	9	13	3	3	9	10	1	5	3.70	
076	Willow Run Apartments	\$40,313	\$839	\$115,600	2.6%	4.4%	72.0%	13.4%	22.85	7	1	11	5	12	13	11	13	3.00	
080	Wyndale Court Condominiums	\$41,406	\$696	\$167,900	3.1%	2.5%	87.5%	33.3%	23.71	6	4	5	8	6	1	4	15	3.80	

Proximity to Area Amenities

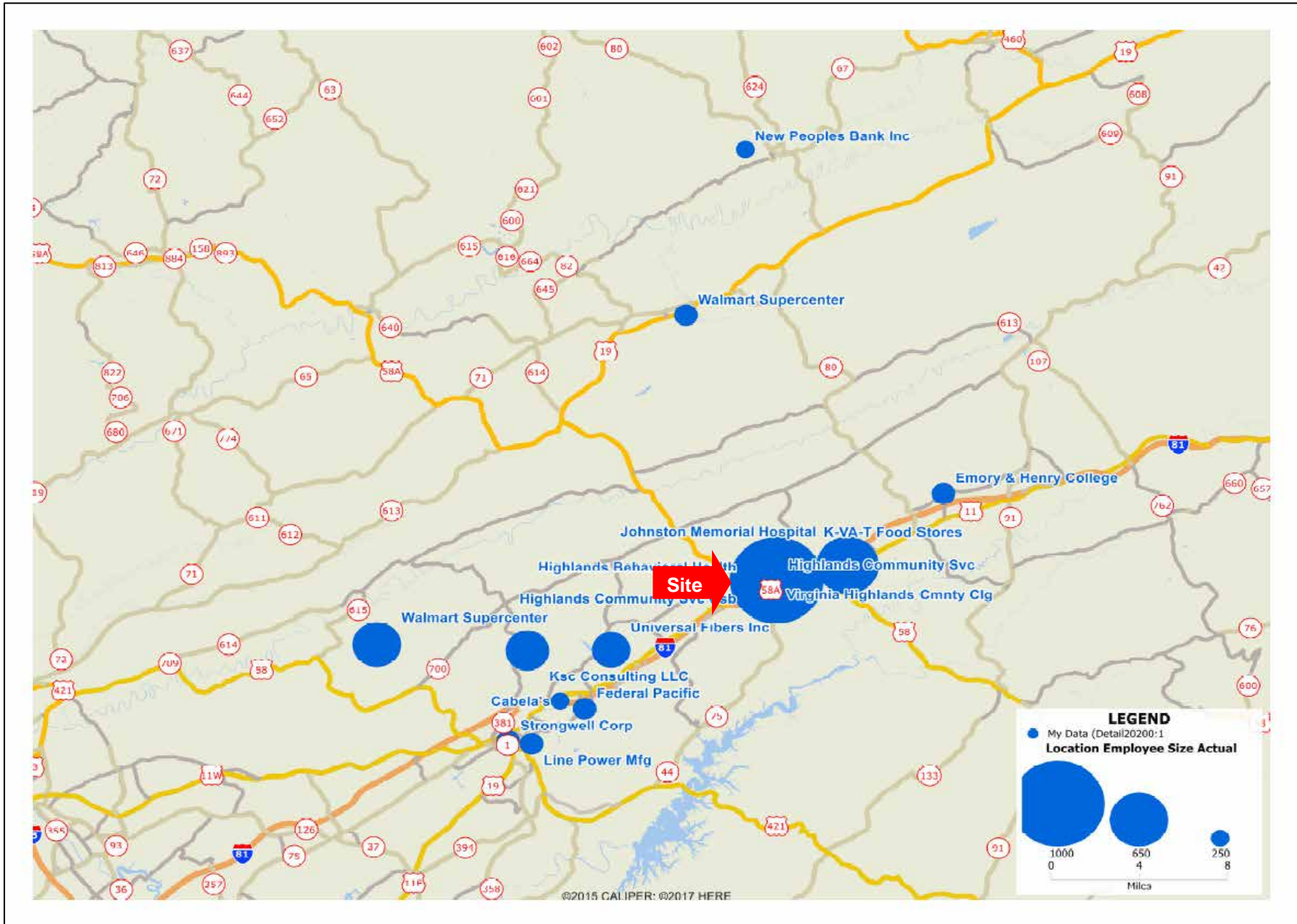
		Rating								Rank (1 = Property with Highest Rating)								Final Rating (1-5 Scale)
		Number within 2.0 miles of Property					Nearest to Property, Miles			Number within 2.0 miles of Property					Nearest to Property, Miles			
Key	Project Name	Banks	Grocery	Hospital	Pharmacy	Shopping Center	Shopping Center	Grocery	Hospital	Banks	Grocery	Hospital	Pharmacy	Shopping Center	Shopping Center	Grocery	Hospital	
Sub	Sweetbriar II	6	5	0	4	14	0.6	0.6	2.6	9	11	5	8	9	8	8	6	3.30
017	Downtown Plaza Apartments	22	15	0	12	52	0.2	0.3	3.2	1	2	5	1	1	2	5	9	4.50
023	Glade Terrace Apartments 1	3	7	0	0	1	0.4	0.1	11.4	11	5	5	13	14	4	2	14	3.00
024	Glade Terrace Apartments 2	3	7	0	0	1	0.4	0.1	11.4	11	5	5	13	14	4	2	14	3.00
027	Hallock Drive Townhomes	14	6	2	9	35	0.6	0.7	1.7	4	8	1	3	5	10	11	3	3.90
028	Harbor Landing Apartments	19	16	0	6	38	0.7	0.6	4.9	3	1	5	7	3	11	10	12	3.40
041	Mountain Empire Apartments	2	5	0	1	9	0.2	0.1	2.6	14	11	5	11	11	3	1	8	3.20
045	Pinehedge Condominiums	11	6	2	10	36	0.8	1.2	0.6	6	8	1	2	4	12	15	1	3.60
046	Promise Landing Apartments	3	4	0	0	4	1.2	1.1	3.5	11	15	5	13	13	15	13	10	2.00
049	Ridgecrest Town Apartments	7	6	0	2	23	0.1	0.4	7.1	8	8	5	10	8	1	6	13	3.60
054	Sapling Grove Apartments	22	15	0	9	44	0.5	0.2	4.2	1	2	5	3	2	7	4	11	4.30
061	Sweetbriar 1	6	5	0	4	14	0.6	0.6	2.6	9	11	5	8	9	8	8	6	3.30
074	Whites Mill Point Apartments	10	7	2	9	29	1.0	1.1	0.7	7	5	1	3	7	14	14	2	3.20
076	Willow Run Apartments	2	5	0	1	9	0.8	0.8	2.5	14	11	5	11	11	13	12	5	2.50
080	Wyndale Court Condominiums	13	8	1	8	31	0.4	0.6	2.0	5	4	4	6	6	6	7	4	4.20

Source: US Census; Claritas; Google Maps

Proximity to Area Amenities



Proximity to Area Employers



SUBJECT PROPERTY PHOTOS

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



Subject Property



Looking North From Entrance



Looking South From Entrance



Looking East From Entrance



Looking West From Entrance

MARKET AREA

Overview

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

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

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

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

Our primary and secondary market area definitions are found below.

Primary Market Area

We defined the primary market area by generating a 25-minute drive time zone around the subject property. We also considered existing concentrations of multifamily properties and the nearest census tract boundaries in our analysis.

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

Census Tract	County	State
51167030300	Russell County	Virginia
51167030401	Russell County	Virginia
51167030600	Russell County	Virginia
51191010100	Washington County	Virginia
51191010200	Washington County	Virginia
51191010300	Washington County	Virginia
51191010401	Washington County	Virginia
51191010402	Washington County	Virginia
51191010501	Washington County	Virginia
51191010502	Washington County	Virginia
51191010601	Washington County	Virginia
51191010602	Washington County	Virginia
51191010700	Washington County	Virginia
51191010800	Washington County	Virginia

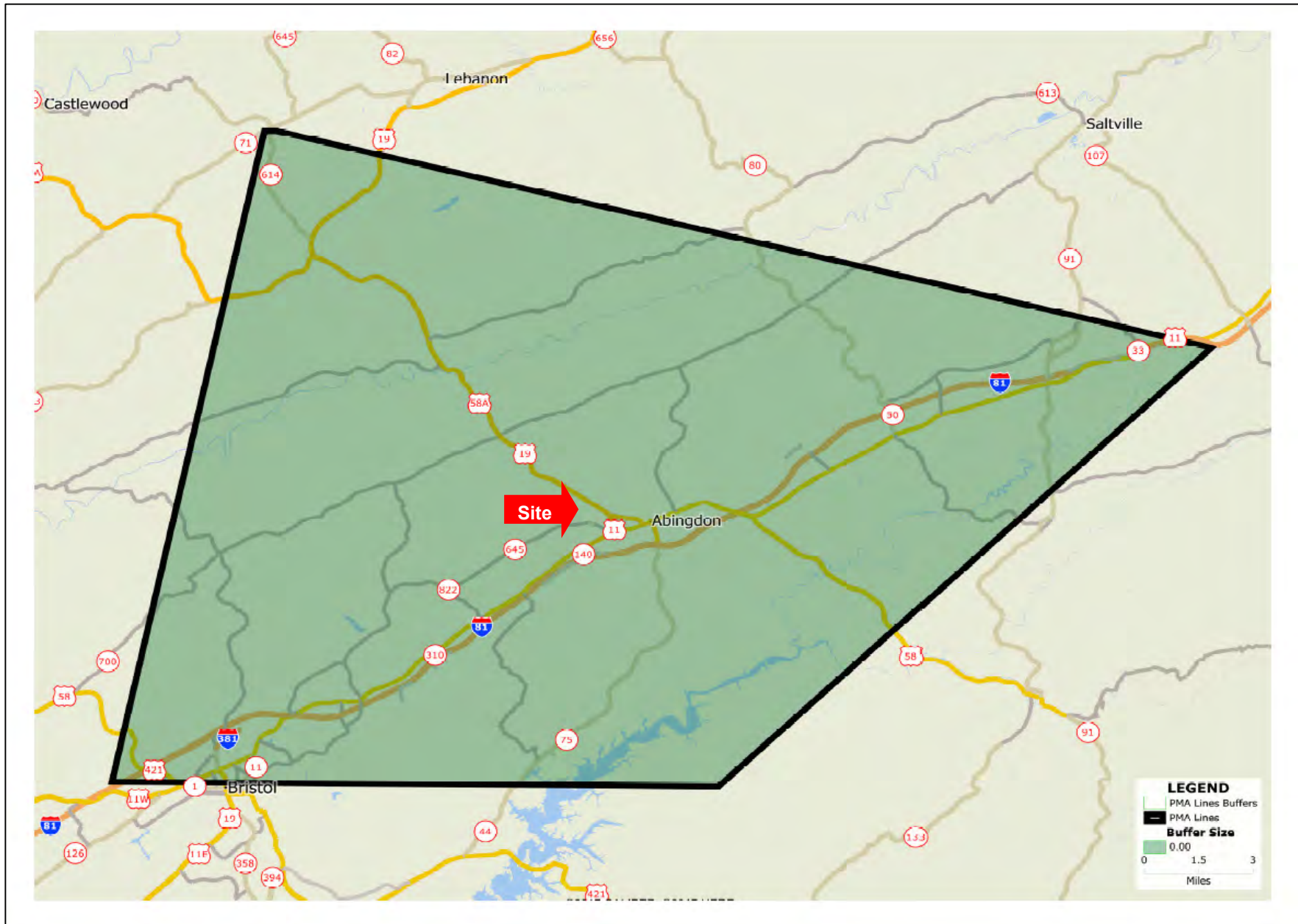
51191010900	Washington County	Virginia
51191011000	Washington County	Virginia
51520020100	Bristol city	Virginia
51520020200	Bristol city	Virginia
51520020300	Bristol city	Virginia
51520020400	Bristol city	Virginia

The primary market area includes a population of 63,477 persons and covers a total of 374.6 square miles, making it 21.8 miles across on average.

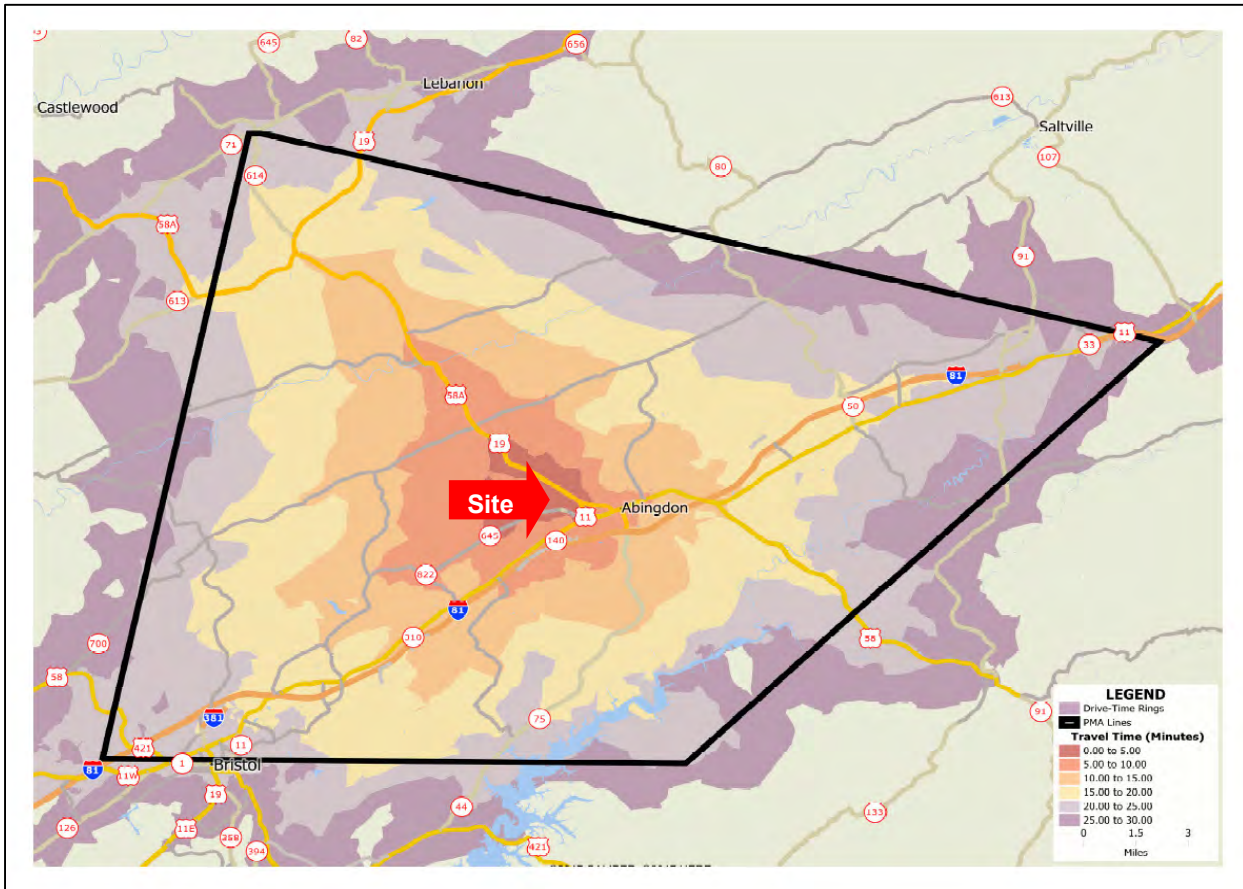
Secondary Market Area

We estimate that up to 20 percent of demand will come from areas outside of the primary market area.

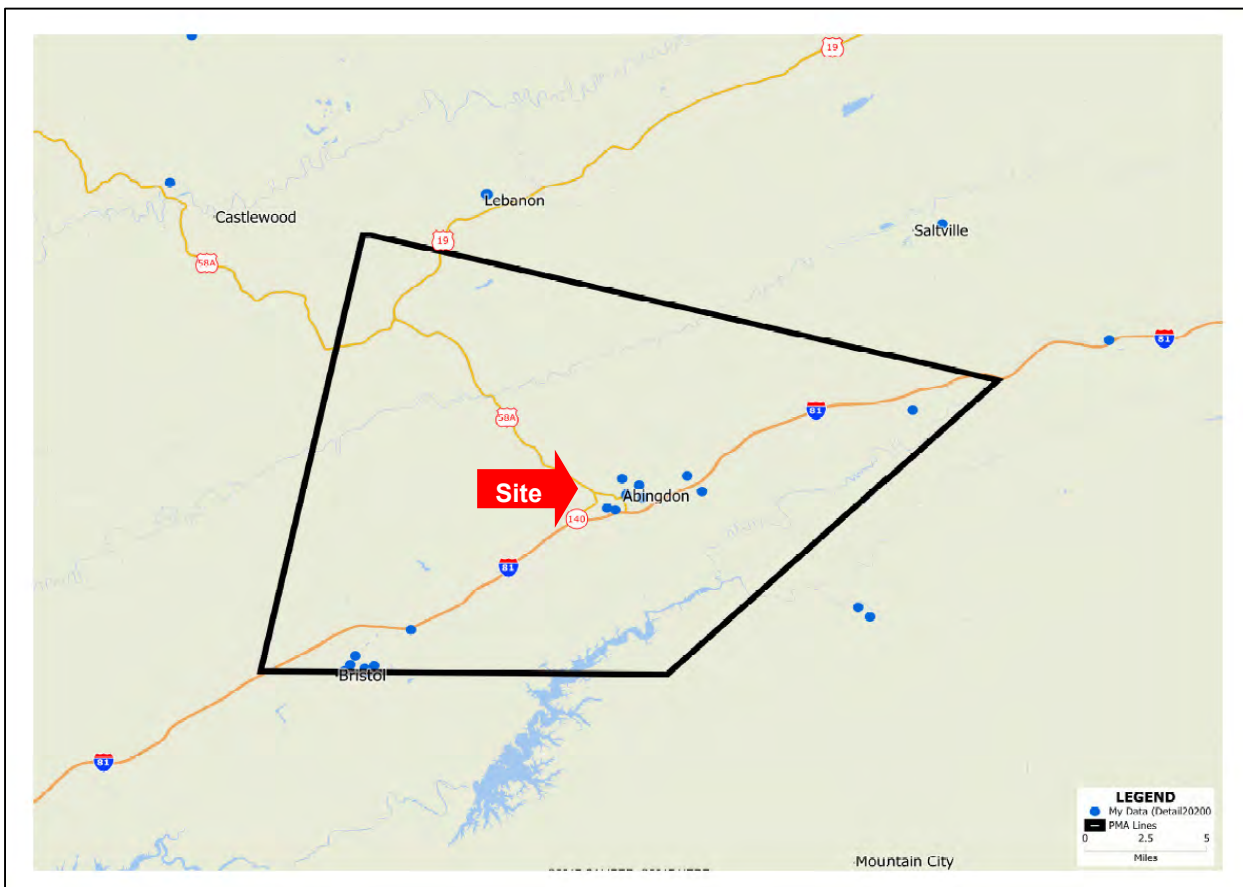
Market Area



Drive Time

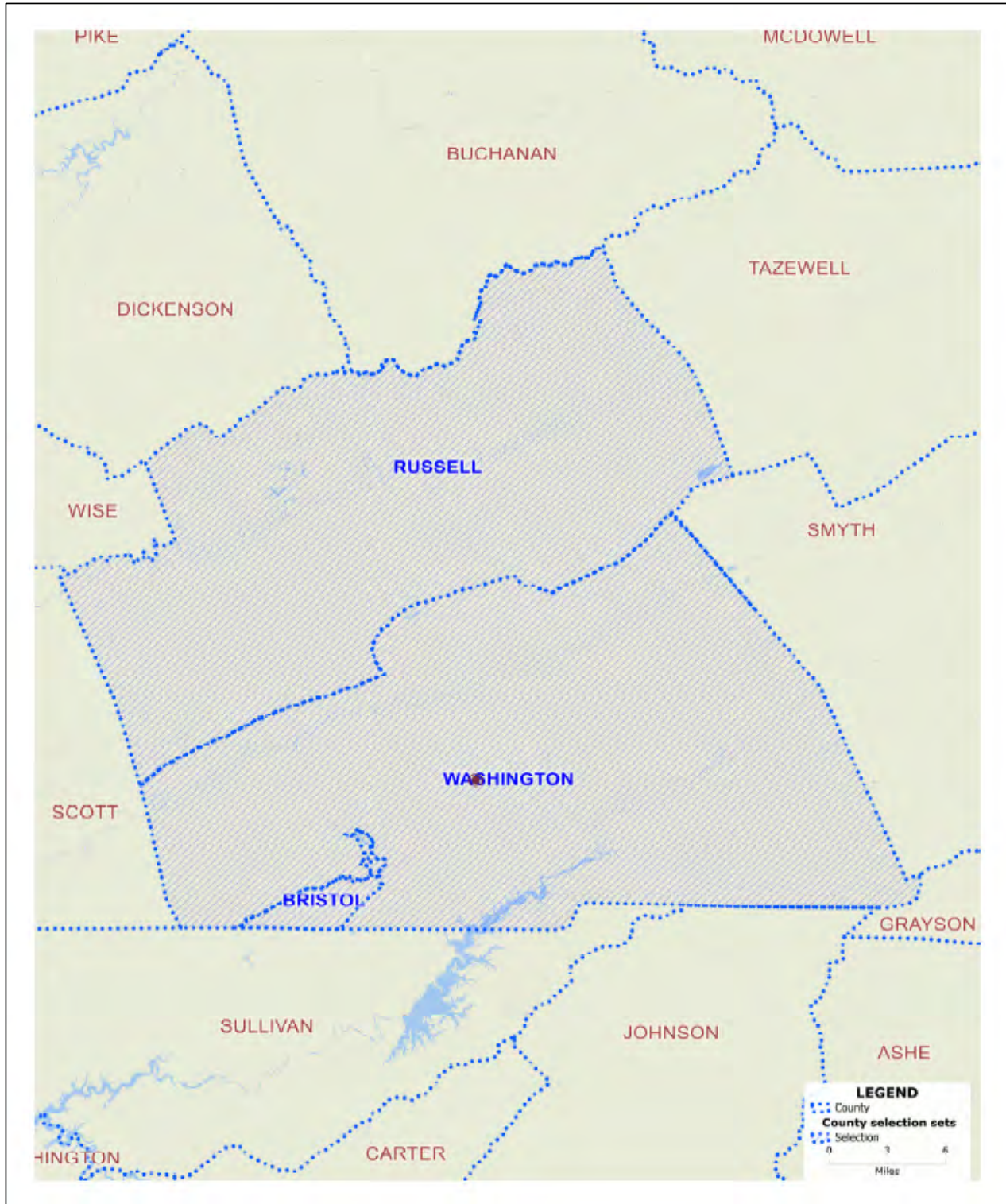


Existing Multifamily



ECONOMIC OUTLOOK

In this section we conduct an analysis of the regional economy. For purposes of our analysis, we define the region as Bristol City along with Russell & Washington Counties, Virginia. A map depicting the Region is found below.



Employment by Industry

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

Establishment Employment			
Industry	Region	Reg %	US %
Farm Employment	2,844	5.4%	1.3%
Forestry, Fishing, Related Activities And Other Employment	227	0.4%	0.5%
Mining Employment	716	1.3%	0.7%
Utilities Employment	117	0.2%	0.3%
Construction Employment	2,352	4.4%	5.5%
Manufacturing Employment	5,843	11.0%	6.7%
Wholesale Trade Employment	1,869	3.5%	3.6%
Retail Trade Employment	7,199	13.6%	10.3%
Transportation And Warehousing Employment	1,819	3.4%	3.5%
Information Employment	505	1.0%	1.7%
Finance And Insurance Employment	1,833	3.5%	5.3%
Real Estate And Rental And Lease Employment	1,661	3.1%	4.7%
Professional And Technical Services Employment	2,156	4.1%	6.9%
Management Of Companies And Enterprises Employment	860	1.6%	1.3%
Administrative And Waste Services Employment	1,848	3.5%	6.0%
Educational Services Employment	774	1.5%	2.4%
Health Care And Social Assistance Employment	5,517	10.4%	11.6%
Arts, Entertainment, And Recreation Employment	647	1.2%	2.2%
Accommodation And Food Services Employment	4,456	8.4%	7.5%
Other Services, Except Public Administration Employment	2,785	5.2%	5.8%
Federal Civilian Government Employment	281	0.5%	1.4%
Federal Military Employment	311	0.6%	0.9%
State And Local Government Employment	6,468	12.2%	9.8%
Establishment Employment	53,088	100.0%	100.0%

Source: W&P Economics

Regional establishment employment currently stands at 53,088. The data suggests that Retail Trade is the largest employment category accounting for 13.6% of total regional employment. State and Local Government is the second largest category accounting for 12.2% of total employment. Manufacturing is the third largest category accounting for 11.0% of total employment. Health Care and Social Assistance is the fourth largest category accounting for 10.4% of total employment. Accommodation and Food Services is the fifth largest category accounting for 8.4% of total employment.

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

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

In the table above we highlight the basic industries for the region. The distribution of employment in these industries exceeds that for the United States. These basic industries represent about 28,386 employees or about 53.5% of total regional employment. These are the industries that drive the regional economy.

Earnings by Industry

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

Average Earnings (2009 \$)		
Industry	Earnings	Rank
Farm Employment	\$2,036	23
Forestry, Fishing, Related Activities And Other Employment	\$26,687	18
Mining Employment	\$203,342	1
Utilities Employment	\$105,513	2
Construction Employment	\$37,454	12
Manufacturing Employment	\$58,092	5
Wholesale Trade Employment	\$45,971	9
Retail Trade Employment	\$26,905	17
Transportation And Warehousing Employment	\$49,343	7
Information Employment	\$41,881	10
Finance And Insurance Employment	\$34,004	13
Real Estate And Rental And Lease Employment	\$15,952	22
Professional And Technical Services Employment	\$40,620	11
Management Of Companies And Enterprises Employment	\$99,329	3
Administrative And Waste Services Employment	\$26,236	19
Educational Services Employment	\$33,305	15
Health Care And Social Assistance Employment	\$46,689	8
Arts, Entertainment, And Recreation Employment	\$21,587	20
Accommodation And Food Services Employment	\$19,284	21
Other Services, Except Public Administration Employment	\$33,411	14
Federal Civilian Government Employment	\$87,512	4
Federal Military Employment	\$29,151	16
State And Local Government Employment	\$52,291	6
Establishment Employment	\$40,430	

Source: W&P Economics

The data suggests that Mining is the highest paid industry averaging \$203,342 per employee. Utilities is the second highest paid industry averaging \$105,513 per employee. Management of Companies is the third highest paid profession averaging \$99,329 per employee. Federal Civilian Government is the fourth highest paid industry averaging \$87,512 per employee. Manufacturing is the fifth highest paid category averaging \$58,092 per employee. These figures are compared with regional Average Earnings of \$40,430 per employee.

The highlighted industries represent basic industries for the region. Average earnings for these basic industries comes to \$65,897 or 63.0% higher than average for the region.

Top Employers

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

Top Employers				
Name	Employees	SIC Code	Industry Description	Location Type
K-VA-T Food Stores	1,001	5099-98	Distribution Centers (Whls)	-
Johnston Memorial Hospital	687	8062-02	Hospitals	-
Walmart Supercenter	550	5311-02	Department Stores	Branch
Ksc Consulting LLC	499	8711-06	Engineers	-
Universal Fibers Inc	450	2655-01	Fiber & Fiber Products (Mfrs)	Branch
Emory & Henry College	300	8221-01	Schools-Universities & Colleges Academic	-
Federal Pacific	300	5063-30	Electric Equipment & Supplies-Wholesale	0
Highlands Behavioral Health	300	8063-01	Mental Health Services	-
Highlands Community Svc	300	8999-99	Services NEC	-
Highlands Community Svc Csb	300	8999-99	Services NEC	-

Source: InfoUSA

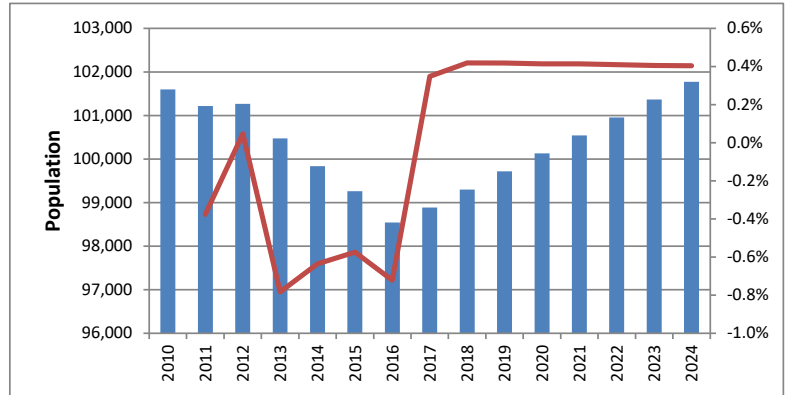
The top employers include: (1) K-VA-T Food Stores (1001 employees); (2) Johnston Memorial Hospital (687 employees) and; (3) Walmart Supercenter (550 employees).

Population

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

Population Forecast		
Year	Pop	Growth %
2010	101,599	
2011	101,217	-0.4%
2012	101,265	0.0%
2013	100,472	-0.8%
2014	99,834	-0.6%
2015	99,260	-0.6%
2016	98,544	-0.7%
2017	98,887	0.3%
2018	99,301	0.4%
2019	99,716	0.4%
2020	100,129	0.4%
2021	100,543	0.4%
2022	100,955	0.4%
2023	101,364	0.4%
2024	101,773	0.4%

Source: US Census; W&P Economics



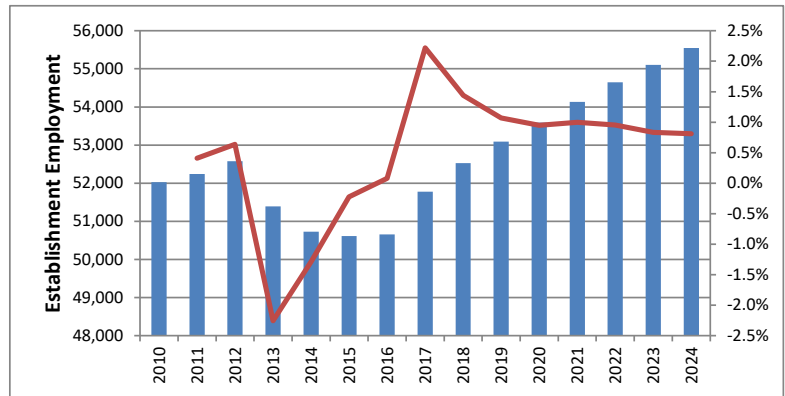
Population decreased from 101,599 in 2010 to 99,301 in 2018 and is anticipated to increase to 101,773 in 2024.

Establishment Employment

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

Establishment Employment Forecast		
Year	Est Emp	Growth %
2010	52,029	
2011	52,242	0.4%
2012	52,575	0.6%
2013	51,389	-2.3%
2014	50,728	-1.3%
2015	50,615	-0.2%
2016	50,656	0.1%
2017	51,780	2.2%
2018	52,526	1.4%
2019	53,088	1.1%
2020	53,593	1.0%
2021	54,129	1.0%
2022	54,645	1.0%
2023	55,100	0.8%
2024	55,547	0.8%

Source: BLS; W&P Economics



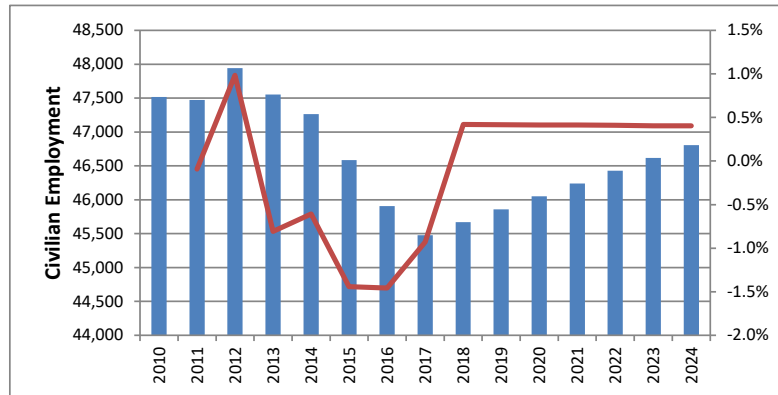
Establishment employment increased from 52,029 in 2010 to 52,526 in 2018 and is anticipated to increase to 55,547 in 2024.

Civilian Employment

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

Civilian Employment Forecast		
Year	Civ Emp	Growth %
2010	47,517	
2011	47,474	-0.1%
2012	47,941	1.0%
2013	47,554	-0.8%
2014	47,265	-0.6%
2015	46,585	-1.4%
2016	45,906	-1.5%
2017	45,479	-0.9%
2018	45,669	0.4%
2019	45,860	0.4%
2020	46,050	0.4%
2021	46,240	0.4%
2022	46,430	0.4%
2023	46,618	0.4%
2024	46,806	0.4%

Source: BLS; W&P Economics



Civilian employment decreased from 47,517 in 2010 to 45,669 in 2018 and is anticipated to increase to 46,806 in 2024.

Labor Force and Unemployment

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

Labor Force & Unemployment				
Year	Civ Emp	Unemp	Lab Force	Unemp Rate
2010	47,517	4,120	43,397	8.7%
2011	47,474	3,755	43,719	7.9%
2012	47,941	3,500	44,441	7.3%
2013	47,554	3,324	44,231	7.0%
2014	47,265	3,020	44,245	6.4%
2015	46,585	2,483	44,102	5.3%
2016	45,906	2,359	43,547	5.1%
2017	45,479	2,019	43,459	4.4%
2018	45,669	1,665	44,004	3.6%

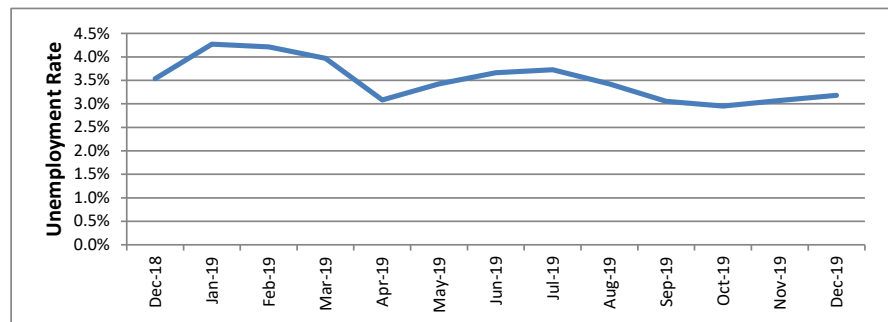
Source: BLS; Texas A&M Real Estate Center

Unemployment decreased from 4,120 in 2010 to 1,665 in 2018. The unemployment rate decreased from 8.7% in 2010 to 3.6% in 2018.

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

Unemployment Rate	
Month	Unemp Rate
Dec-18	3.5%
Jan-19	4.3%
Feb-19	4.2%
Mar-19	4.0%
Apr-19	3.1%
May-19	3.4%
Jun-19	3.7%
Jul-19	3.7%
Aug-19	3.4%
Sep-19	3.1%
Oct-19	3.0%
Nov-19	3.1%
Dec-19	3.2%

Source: TAMU



The Unemployment Rate for the Region came in at 3.5% in December 2018 and 3.2% in December 2019.

Building Permits

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

Building Permits				
Year	1 Family	2-4 Family	5+ Family	Total
2000	374	10	5	389
2001	326	21	5	352
2002	385	10	80	475
2003	334	32	108	474
2004	577	31	32	640
2005	377	26	115	518
2006	461	4	0	465
2007	399	20	37	456
2008	180	67	44	291
2009	131	23	10	164
2010	142	17	0	159
2011	157	4	20	181
2012	108	23	0	131
2013	105	2	0	107
2014	82	4	9	95
2015	84	6	0	90
2016	90	56	0	146
2017	77	14	0	91
2018	78	10	0	88

Source: US Census

Building permits for the region increased from 352 in 2001 to 640 in 2004, before decreasing to 90 in 2015 and decreasing to 88 in 2018.

Conclusion

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

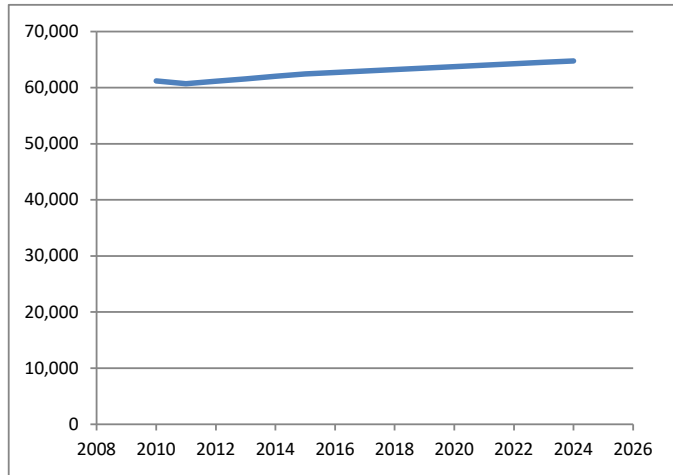
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Population

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

Population Forecast		
Year	Population	Growth %
2010	61,191	-
2011	60,704	-0.8%
2012	61,143	0.7%
2013	61,582	0.7%
2014	62,020	0.7%
2015	62,459	0.7%
2016	62,713	0.4%
2017	62,968	0.4%
2018	63,222	0.4%
2019	63,477	0.4%
2020	63,731	0.4%
2021	63,986	0.4%
2022	64,243	0.4%
2023	64,500	0.4%
2024	64,759	0.4%

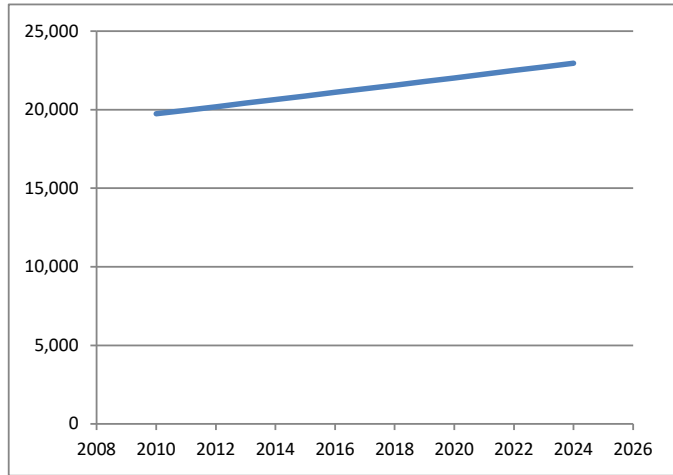
Source: Caliper; Allen & Associates



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

55+ Population Forecast		
Year	Population	Growth %
2010	19,742	-
2011	19,964	1.1%
2012	20,188	1.1%
2013	20,415	1.1%
2014	20,645	1.1%
2015	20,874	1.1%
2016	21,104	1.1%
2017	21,333	1.1%
2018	21,563	1.1%
2019	21,792	1.1%
2020	22,025	1.1%
2021	22,258	1.1%
2022	22,491	1.0%
2023	22,724	1.0%
2024	22,958	1.0%

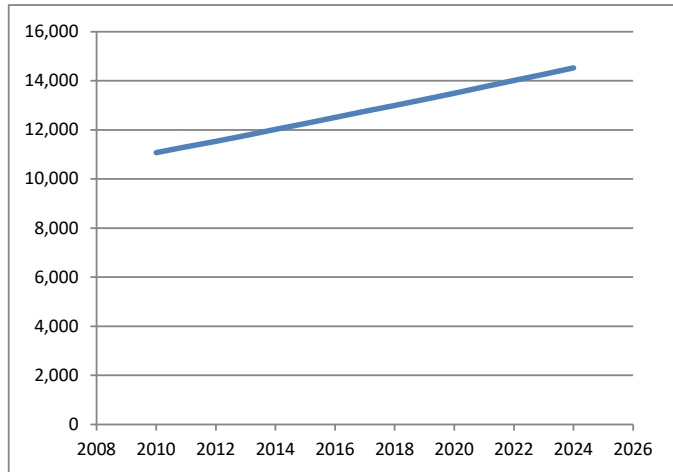
Source: Caliper; Allen & Associates



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

65+ Population Forecast		
Year	Population	Growth %
2010	11,075	-
2011	11,304	2.1%
2012	11,538	2.1%
2013	11,777	2.1%
2014	12,021	2.1%
2015	12,265	2.0%
2016	12,508	2.0%
2017	12,752	1.9%
2018	12,996	1.9%
2019	13,240	1.9%
2020	13,497	1.9%
2021	13,755	1.9%
2022	14,012	1.9%
2023	14,269	1.8%
2024	14,527	1.8%

Source: Caliper; Allen & Associates

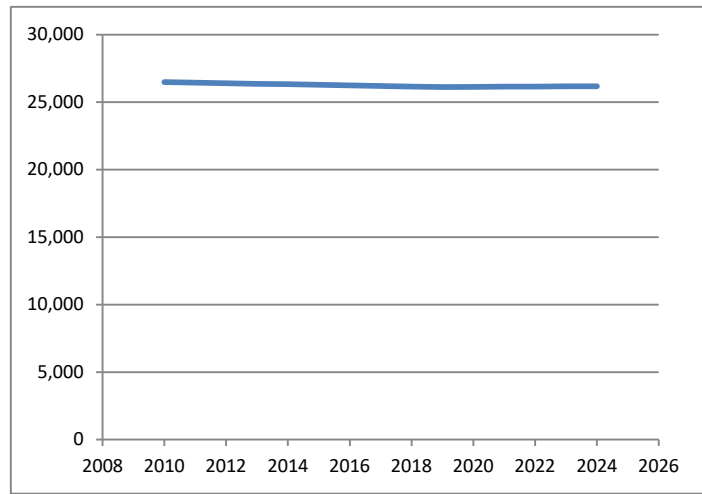


Households

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

Household Forecast		
Year	Households	Growth %
2010	26,490	-
2011	26,449	-0.2%
2012	26,408	-0.2%
2013	26,367	-0.2%
2014	26,326	-0.2%
2015	26,285	-0.2%
2016	26,245	-0.2%
2017	26,204	-0.2%
2018	26,163	-0.2%
2019	26,122	-0.2%
2020	26,135	0.0%
2021	26,147	0.0%
2022	26,160	0.0%
2023	26,172	0.0%
2024	26,185	0.0%

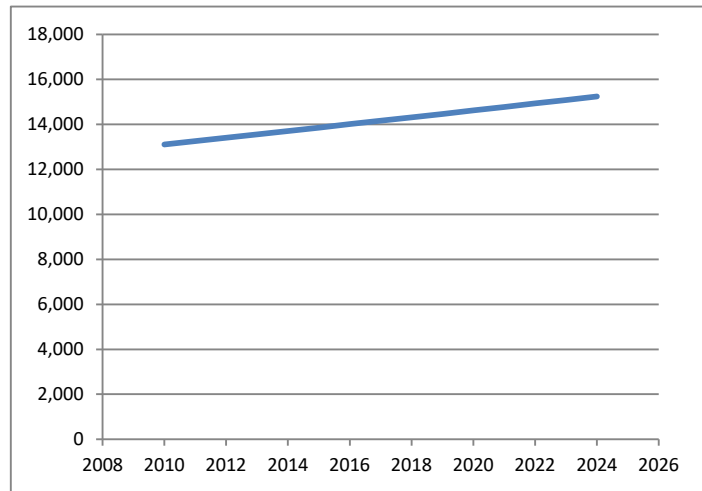
Source: Claritas; Allen & Associates



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

55+ Household Forecast		
Year	Households	Growth %
2010	13,107	-
2011	13,254	1.1%
2012	13,403	1.1%
2013	13,554	1.1%
2014	13,706	1.1%
2015	13,858	1.1%
2016	14,011	1.1%
2017	14,163	1.1%
2018	14,315	1.1%
2019	14,468	1.1%
2020	14,622	1.1%
2021	14,777	1.1%
2022	14,932	1.0%
2023	15,087	1.0%
2024	15,241	1.0%

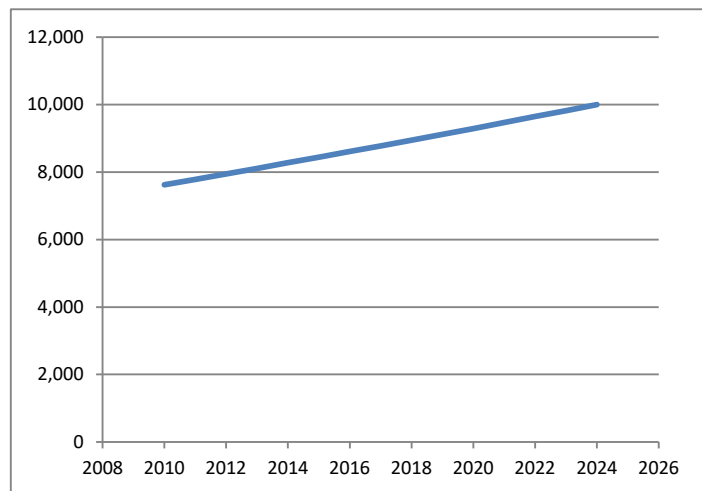
Source: Claritas; Allen & Associates



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

65+ Household Forecast		
Year	Households	Growth %
2010	7,624	-
2011	7,782	2.1%
2012	7,943	2.1%
2013	8,107	2.1%
2014	8,275	2.1%
2015	8,443	2.0%
2016	8,611	2.0%
2017	8,779	1.9%
2018	8,947	1.9%
2019	9,114	1.9%
2020	9,292	1.9%
2021	9,469	1.9%
2022	9,646	1.9%
2023	9,823	1.8%
2024	10,000	1.8%

Source: Claritas; Allen & Associates

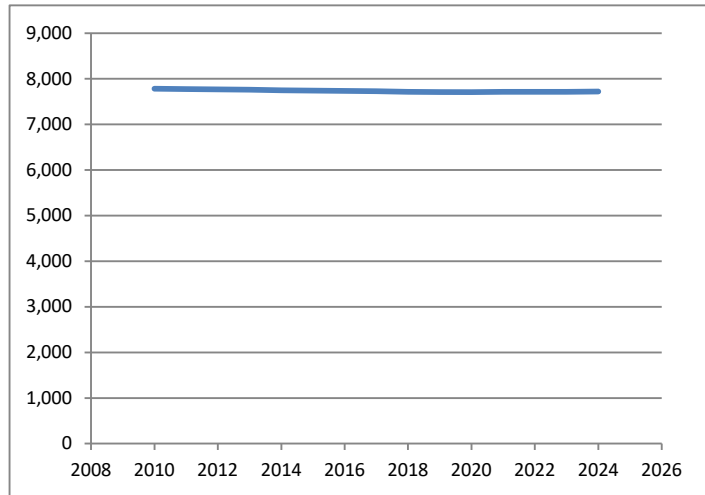


Renter Households

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

Renter Household Forecast		
Year	Households	Growth %
2010	7,783	-
2011	7,775	-0.1%
2012	7,767	-0.1%
2013	7,759	-0.1%
2014	7,750	-0.1%
2015	7,742	-0.1%
2016	7,734	-0.1%
2017	7,726	-0.1%
2018	7,718	-0.1%
2019	7,710	-0.1%
2020	7,711	0.0%
2021	7,713	0.0%
2022	7,715	0.0%
2023	7,717	0.0%
2024	7,719	0.0%

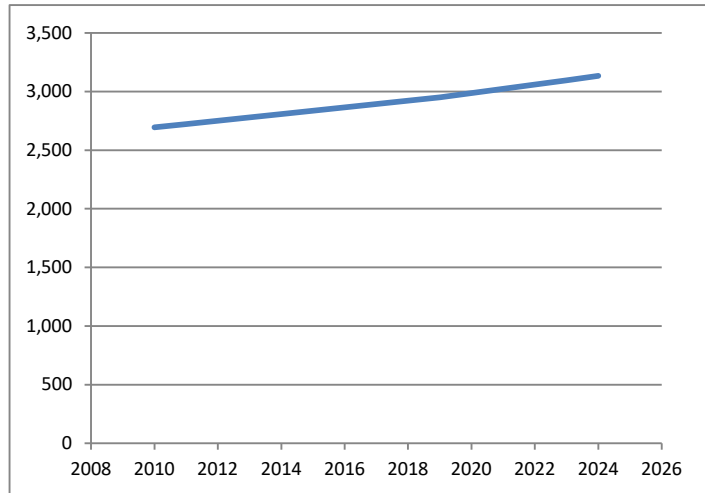
Source: Claritas; Allen & Associates



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

55+ Renter Household Forecast		
Year	Households	Growth %
2010	2,695	-
2011	2,723	1.0%
2012	2,750	1.0%
2013	2,779	1.0%
2014	2,807	1.0%
2015	2,836	1.0%
2016	2,864	1.0%
2017	2,893	1.0%
2018	2,921	1.0%
2019	2,950	1.0%
2020	2,986	1.3%
2021	3,023	1.2%
2022	3,060	1.2%
2023	3,097	1.2%
2024	3,134	1.2%

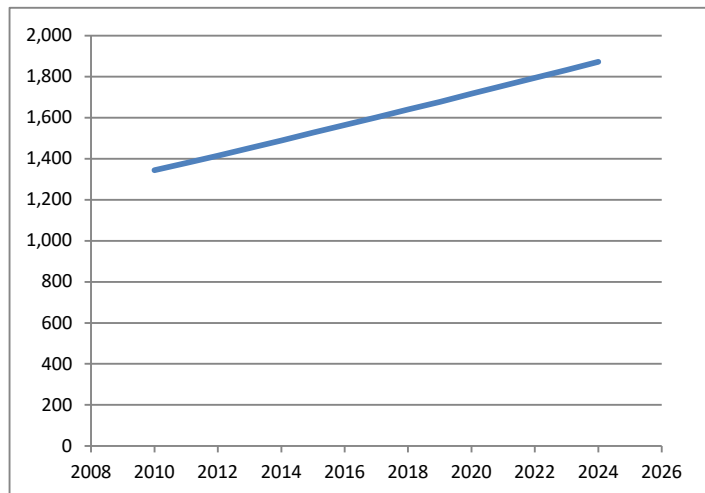
Source: Claritas; Allen & Associates



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

65+ Renter Household Forecast		
Year	Households	Growth %
2010	1,344	-
2011	1,379	2.6%
2012	1,415	2.6%
2013	1,452	2.6%
2014	1,489	2.6%
2015	1,527	2.5%
2016	1,565	2.5%
2017	1,602	2.4%
2018	1,640	2.4%
2019	1,677	2.3%
2020	1,716	2.3%
2021	1,755	2.3%
2022	1,795	2.2%
2023	1,834	2.2%
2024	1,873	2.1%

Source: Claritas; Allen & Associates



Household Income

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

2020 \$		Households, by Income, by Size						
Min	Max	2020 Households						
		1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	1,305	397	187	54	29	3	1,977
\$10,000	\$19,999	1,918	840	316	111	43	12	3,240
\$20,000	\$29,999	1,516	1,306	341	176	95	32	3,466
\$30,000	\$39,999	903	1,213	391	243	87	37	2,874
\$40,000	\$49,999	673	1,016	496	192	82	30	2,489
\$50,000	\$59,999	385	822	263	240	150	60	1,919
\$60,000	\$74,999	401	1,181	546	450	111	44	2,733
\$75,000	\$99,999	176	1,169	647	634	234	111	2,971
\$100,000	\$124,999	222	716	395	175	107	45	1,660
\$125,000	\$149,999	139	412	329	96	42	10	1,029
\$150,000	\$199,999	148	279	200	168	65	24	885
\$200,000	more	106	375	116	194	73	27	892
Total		7,893	9,727	4,228	2,733	1,118	436	26,135

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

2020 \$		55+ Households, by Income, by Size						
Min	Max	2020 Households						
		1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	814	154	36	15	16	1	1,036
\$10,000	\$19,999	1,615	523	98	27	15	1	2,279
\$20,000	\$29,999	1,072	996	164	36	23	4	2,296
\$30,000	\$39,999	625	885	170	17	14	3	1,713
\$40,000	\$49,999	490	685	142	21	60	24	1,423
\$50,000	\$59,999	260	681	95	59	27	8	1,131
\$60,000	\$74,999	288	801	222	31	16	5	1,363
\$75,000	\$99,999	119	801	214	76	52	16	1,278
\$100,000	\$124,999	165	485	88	37	22	5	802
\$125,000	\$149,999	110	260	94	22	11	2	498
\$150,000	\$199,999	119	187	45	14	8	0	373
\$200,000	more	83	282	44	14	7	1	430
Total		5,759	6,741	1,413	369	271	69	14,622

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

2020 \$		65+ Households, by Income, by Size						
Min	Max	2020 Households						
		1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	393	68	21	5	9	1	496
\$10,000	\$19,999	1,325	291	55	10	10	1	1,691
\$20,000	\$29,999	871	752	97	16	15	2	1,753
\$30,000	\$39,999	466	665	122	9	10	2	1,274
\$40,000	\$49,999	343	450	89	6	41	15	944
\$50,000	\$59,999	169	454	71	49	13	4	760
\$60,000	\$74,999	193	465	126	20	8	4	816
\$75,000	\$99,999	95	359	71	31	16	5	578
\$100,000	\$124,999	91	254	37	6	8	3	399
\$125,000	\$149,999	75	112	55	4	6	2	254
\$150,000	\$199,999	65	102	19	6	2	0	194
\$200,000	more	32	90	3	6	0	0	131
Total		4,118	4,061	767	168	139	38	9,292

Source: Claritas & Ribbon Demographics

Renter Household Income

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

2020 \$		2020 Households						
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	753	239	120	38	9	2	1,162
\$10,000	\$19,999	961	393	147	41	12	2	1,556
\$20,000	\$29,999	630	397	141	103	70	29	1,371
\$30,000	\$39,999	388	201	144	80	57	29	898
\$40,000	\$49,999	213	205	269	46	22	4	758
\$50,000	\$59,999	94	91	59	108	65	26	443
\$60,000	\$74,999	161	159	34	34	26	6	421
\$75,000	\$99,999	28	165	53	122	48	21	436
\$100,000	\$124,999	82	113	5	43	10	1	254
\$125,000	\$149,999	70	56	22	24	7	0	180
\$150,000	\$199,999	68	36	7	11	7	1	130
\$200,000	more	35	30	11	13	11	0	101
Total		3,484	2,085	1,012	665	344	122	7,711

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

2020 \$		2020 Households						
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	357	45	9	3	7	1	423
\$10,000	\$19,999	695	122	32	5	9	1	865
\$20,000	\$29,999	330	175	12	9	10	2	537
\$30,000	\$39,999	196	45	27	7	5	0	279
\$40,000	\$49,999	107	90	39	2	10	1	249
\$50,000	\$59,999	44	52	11	6	10	3	126
\$60,000	\$74,999	64	18	15	7	11	4	119
\$75,000	\$99,999	23	69	6	7	11	1	117
\$100,000	\$124,999	41	17	3	3	4	1	68
\$125,000	\$149,999	47	12	7	12	2	0	80
\$150,000	\$199,999	44	17	3	3	4	0	70
\$200,000	more	27	14	2	7	3	0	52
Total		1,974	676	165	72	87	13	2,986

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

2020 \$		2020 Households						
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	98	15	5	3	4	1	125
\$10,000	\$19,999	521	15	12	4	7	1	559
\$20,000	\$29,999	261	119	10	3	6	1	399
\$30,000	\$39,999	145	36	12	5	3	0	201
\$40,000	\$49,999	49	39	8	3	7	1	107
\$50,000	\$59,999	24	16	11	5	8	3	68
\$60,000	\$74,999	43	12	13	2	7	4	81
\$75,000	\$99,999	14	7	1	4	5	1	33
\$100,000	\$124,999	22	9	2	3	3	1	39
\$125,000	\$149,999	29	6	6	2	1	0	44
\$150,000	\$199,999	26	8	1	2	0	0	37
\$200,000	more	11	6	1	5	0	0	23
Total		1,244	288	82	40	51	12	1,716

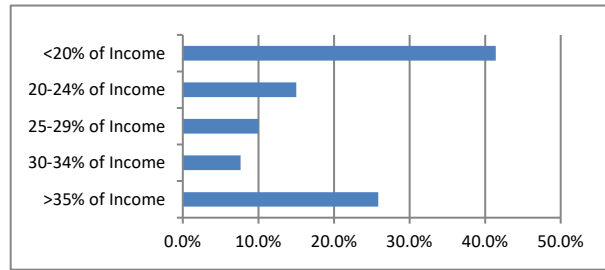
Source: Claritas & Ribbon Demographics

Overburdened Renter Households

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

Overburdened Renter Households	
	% of Total
<20% of Income Spent on Housing	41.4%
20-24% of Income Spent on Housing	15.0%
25-29% of Income Spent on Housing	10.0%
30-34% of Income Spent on Housing	7.7%
>35% of Income Spent on Housing	25.9%
Total	100.0%

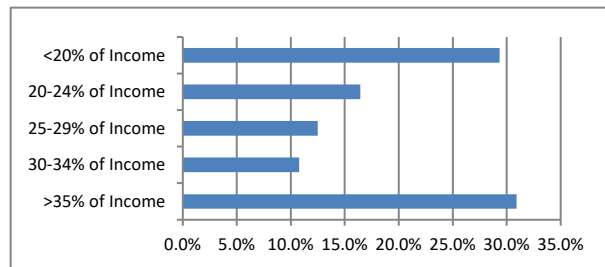
Source: U.S. Census Bureau



Our research suggests that 25.9 percent of the renter households in this market area are overburdened, paying more than 35 percent of their income towards housing-related costs. Our research also suggests that 33.5 percent of the renter households are overburdened to 30 percent of income.

55+ Overburdened Renter Households	
	% of Total
<20% of Income Spent on Housing	29.4%
20-24% of Income Spent on Housing	16.5%
25-29% of Income Spent on Housing	12.5%
30-34% of Income Spent on Housing	10.8%
>35% of Income Spent on Housing	30.9%
Total	100.0%

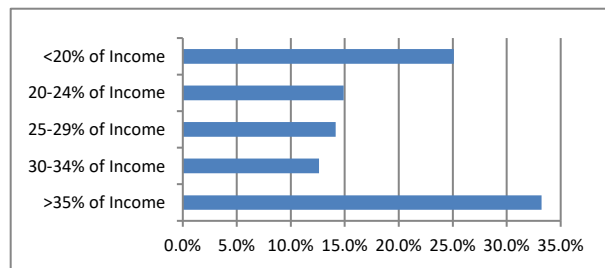
Source: U.S. Census Bureau



Our research suggests that 30.9 percent of the 55+ renter households in this market area are overburdened, paying more than 35 percent of their income towards housing-related costs. Our research also suggests that 41.7 percent of the 55+ renter households are overburdened to 30 percent of income.

65+ Overburdened Renter Households	
	% of Total
<20% of Income Spent on Housing	25.1%
20-24% of Income Spent on Housing	14.9%
25-29% of Income Spent on Housing	14.2%
30-34% of Income Spent on Housing	12.6%
>35% of Income Spent on Housing	33.2%
Total	100.0%

Source: U.S. Census Bureau



Our research suggests that 33.2 percent of the 65+ renter households in this market area are overburdened, paying more than 35 percent of their income towards housing-related costs. Our research also suggests that 45.8 percent of the 65+ renter households are overburdened to 30 percent of income.

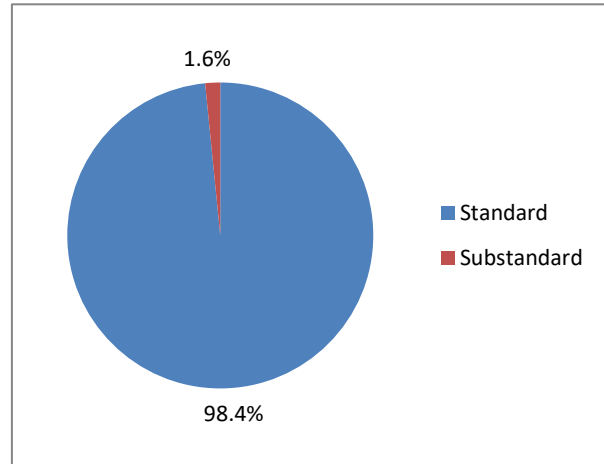
Owner Substandard Units

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

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

Owner Substandard Units	
	% of Total
1.00 persons per room or less	98.4%
1.01 to 1.50 persons per room	0.5%
1.51 persons per room or more	0.1%
Complete Plumbing	99.1%
1.00 persons per room or less	0.9%
1.01 to 1.50 persons per room	0.0%
1.51 persons per room or more	0.0%
Lacking Complete Plumbing	0.9%
Standard	98.4%
Substandard	1.6%
Total	100.0%

Source: U.S. Census Bureau



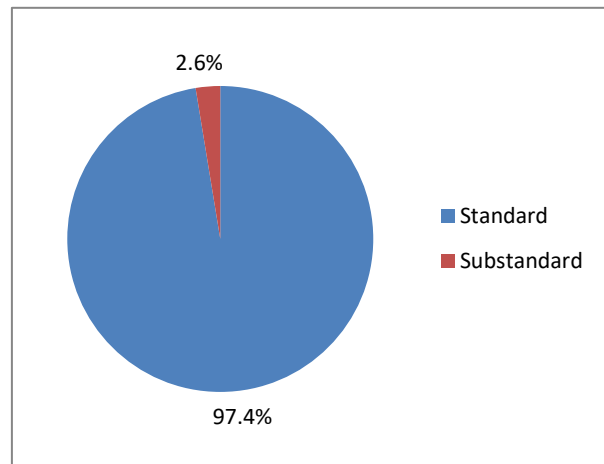
Our research suggests that 1.6 percent of occupied owner housing units in the market area are substandard.

Renter Substandard Units

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

Renter Substandard Units	
	% of Total
1.00 persons per room or less	97.4%
1.01 to 1.50 persons per room	1.3%
1.51 persons per room or more	0.4%
Complete Plumbing	99.2%
1.00 persons per room or less	0.8%
1.01 to 1.50 persons per room	0.0%
1.51 persons per room or more	0.0%
Lacking Complete Plumbing	0.8%
Standard	97.4%
Substandard	2.6%
Total	100.0%

Source: U.S. Census Bureau



Our research suggests that 2.6 percent of renter owner housing units in the market area are substandard.

Owner Movership

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

Owner Movership, by Size								
Market Area								
	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person	Total
Owner to Owner	2.1%	3.3%	4.3%	4.2%	4.6%	5.0%	5.8%	3.5%
Owner to Renter	2.0%	1.9%	3.4%	3.1%	3.1%	4.7%	7.2%	2.6%
Owner Movership Rate	4.1%	5.2%	7.7%	7.4%	7.7%	9.7%	13.0%	6.1%

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

Our research suggests an owner movership rate of 6.1 percent.

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

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

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

Renter Movership

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

Renter Movership, by Size								
Market Area								
	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person	Total
Renter to Renter	9.8%	21.9%	31.0%	37.2%	37.6%	40.7%	62.9%	22.2%
Renter to Owner	2.4%	9.0%	9.1%	11.6%	12.7%	9.9%	11.6%	7.0%
Renter Movership Rate	12.2%	30.9%	40.1%	48.8%	50.4%	50.6%	74.6%	29.2%

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

Our research suggests a renter movership rate of 29.2 percent.

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

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

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

SUPPLY ANALYSIS

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

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

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

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

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

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

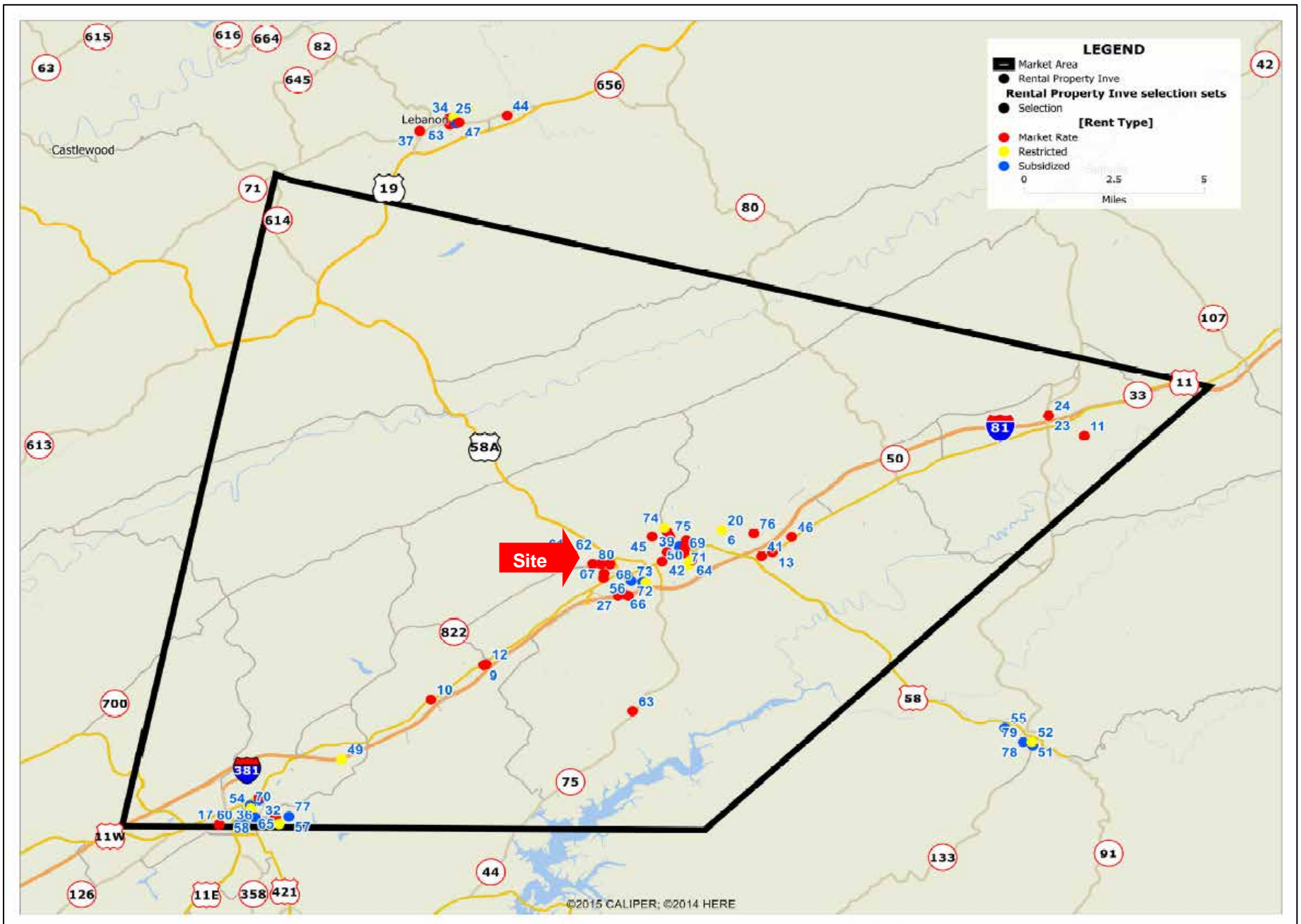
The balance of this section includes a breakdown of confirmed market area properties by rent type, project status, year built, and financing source. We also include a rent, unit mix, and amenity summary for confirmed market area properties. Finally, we provide summary of vouchers, concessions, and waiting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

Rental Property Inventory

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
001	Abingdon Green Apartments	36.7176	-81.9652	1989	2009	Subsidized	Elderly	Unconfirmed	Tax Credit	32	0	100.0%
002	Abingdon Terrace Apartments	36.7022	-81.9836	1987	na	Subsidized	Elderly	Duplicate	RD	32	1	96.9%
003	Abingdon Terrace Apartments	36.7022	-81.9836	1987	2013	Subsidized	Elderly	Stabilized	Tax Credit	32	0	100.0%
004	Abingdon Village Apartments	36.7018	-81.9821	1983	na	Restricted	Family	Duplicate	RD	48	48	0.0%
005	Aston Ridge Apartments	36.7216	-81.9699	1990	na	Market Rate	Family	Stabilized	Conventional	24	3	87.5%
006	Baugh Lane Apartments	36.7247	-81.9440	na	na	Market Rate	Family	Duplicate	Tax Credit	0	0	0.0%
007	Beverly Builders Inc	36.6962	-81.9908	na	na	Market Rate	Family	Duplicate	Conventional	0	0	0.0%
008	Bonham Circle Apartments	36.6046	-82.1805	1968	1996	Subsidized	Family	Stabilized	Other	65	0	100.0%
009	Brentwood Towns Apartments	36.6661	-82.0631	1990	na	Market Rate	Family	Stabilized	Conventional	31	2	93.5%
010	Catalina Apartments	36.6512	-82.0896	1940	na	Market Rate	Family	Stabilized	Conventional	17	8	52.9%
011	Cedar Bay	36.7657	-81.7624	2017	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
012	Cedar Ridge Apartments	36.6663	-82.0620	1984	na	Market Rate	Family	Stabilized	Conventional	39	0	100.0%
013	Clifton Stewart Rentals	36.7150	-81.9186	na	na	Market Rate	Family	Duplicate	Conventional	0	0	0.0%
014	Copper Creek Apartments	36.9014	-82.0769	1990	2008	Subsidized	Elderly	Stabilized	Tax Credit	35	0	100.0%
015	Cross Creek Apartments	36.7058	-82.0029	na	na	Market Rate	Family	Unconfirmed	Conventional	0	0	0.0%
016	Douglass School Apartments	36.6074	-82.1757	1925	2006	Restricted	Elderly	Stabilized	Tax Credit	41	0	100.0%
017	Downtown Plaza Apartments	36.5968	-82.1957	1968	na	Market Rate	Family	Stabilized	Conventional	76	6	92.1%
018	East Ridge Apartments	36.6001	-82.1675	na	na	Market Rate	Family	Duplicate	Conventional	65	3	95.4%
019	Eastridge Apartments	36.6000	-82.1676	1970	2008	Restricted	Family	Stabilized	HUD	96	3	96.9%
020	Edgemont Townhouses	36.7247	-81.9440	1978	2008	Restricted	Family	Stabilized	Tax Credit	7	0	100.0%
021	Fairview Apartments	36.7114	-81.9590	1979	na	Market Rate	Family	Stabilized	Conventional	36	9	75.0%
022	Gardenside Village Apartments	36.9079	-82.0710	2009	na	Restricted	Family	Non-Inventory	Tax Credit	36	0	100.0%
023	Glade Terrace Apartments 1	36.7745	-81.7803	2012	na	Market Rate	Family	Stabilized	Conventional	12	1	91.7%
024	Glade Terrace Apartments 2	36.7745	-81.7803	2013	na	Market Rate	Family	Stabilized	Conventional	4	0	100.0%
025	Grandview Village Apartments	36.9039	-82.0802	1975	na	Market Rate	Family	Unconfirmed	Conventional	125	12	90.4%
026	Gray Drive Apartments	36.7203	-81.9617	1968	2009	Market Rate	Family	Stabilized	Conventional	14	0	100.0%
027	Hallock Drive Townhomes	36.6962	-81.9959	2003	na	Market Rate	Family	Stabilized	Conventional	38	0	100.0%
028	Harbor Landing Apartments	36.5969	-82.1657	2004	na	Restricted	Family	Stabilized	Tax Credit	32	1	96.9%
029	Highland View Apartments	36.7018	-81.9821	1983	2013	Restricted	Family	Stabilized	Tax Credit	44	6	86.4%
030	Highlands Apartments	36.7146	-81.9630	2006	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
031	Johnson Apartments	36.7152	-81.9713	1950	na	Market Rate	Family	Stabilized	Conventional	10	1	90.0%
032	Johnson Court Apartments	36.6075	-82.1756	1941	2010	Subsidized	Family	Unconfirmed	Other	60	4	93.3%
033	Jones Manor Apartments	36.5976	-82.1705	1955	1990	Subsidized	Family	Unconfirmed	Other	50	0	100.0%
034	Lebanon Square Apartments	36.9043	-82.0781	1990	2007	Restricted	Family	Stabilized	Tax Credit	48	3	93.8%
035	Lee Garden Apartments	36.6086	-82.1756	1952	1990	Market Rate	Family	Condominiums	Conventional	0	0	0.0%
036	Leisure Park Towers Apartments	36.5967	-82.1830	1979	2006	Subsidized	Elderly	Unconfirmed	HUD	150	7	95.3%
037	Leonard's Circle Apartments	36.8983	-82.0952	1977	1990	Market Rate	Family	Unconfirmed	Conventional	8	0	100.0%
038	Mahaffey Agency Real Estate	36.7110	-81.9739	na	2008	Market Rate	Family	Duplicate	Conventional	0	0	0.0%
039	Mill Way Apartments	36.7242	-81.9716	1980	na	Market Rate	Family	Stabilized	Conventional	33	3	90.9%
040	Mosby Homes	36.6050	-82.1801	1966	2010	Subsidized	Family	Unconfirmed	Other	40	1	97.5%
041	Mountain Empire Apartments	36.7133	-81.9240	1990	na	Market Rate	Family	Stabilized	Conventional	48	0	100.0%
042	Nicholas Apartments	36.7116	-81.9596	1996	na	Market Rate	Family	Stabilized	Conventional	40	0	100.0%
043	Oak Knoll Apartments	36.6311	-81.7882	1983	2011	Subsidized	Family	Stabilized	Tax Credit	21	0	100.0%
044	Pinegrove Apartments	36.9050	-82.0515	na	na	Market Rate	Family	Unconfirmed	Conventional	24	1	95.8%
045	Pinehedge Condominiums	36.7218	-81.9788	1985	2009	Market Rate	Family	Stabilized	Conventional	30	0	100.0%
046	Promise Landing Apartments	36.7217	-81.9090	1990	na	Market Rate	Family	Stabilized	Conventional	86	1	98.8%
047	Ray's Main Street Apartments	36.9019	-82.0755	2007	na	Market Rate	Family	Unconfirmed	Conventional	7	3	57.1%
048	Rice Terrace Apartments	36.6009	-82.1820	1929	1996	Subsidized	Family	Unconfirmed	Other	136	0	100.0%
049	Ridgecrest Town Apartments	36.6251	-82.1344	2008	na	Restricted	Family	Stabilized	Tax Credit	72	15	79.2%
050	Ridgefield Court Apartments	36.7095	-81.9607	1987	na	Restricted	Family	Stabilized	RD	48	7	85.4%
051	Riverside Place Apartments	36.6326	-81.7887	1925	1989	Market Rate	Family	Duplicate	HUD	0	0	0.0%
052	Riverside Place Apartments	36.6326	-81.7887	1923	2011	Restricted	Family	Stabilized	Tax Credit	22	0	100.0%

Rental Property Inventory

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
053	Russell Arms Apartments	36.9009	-82.0802	na	na	Market Rate	Family	Unconfirmed	Conventional	0	0	0.0%
054	Sapling Grove Apartments	36.6038	-82.1799	2008	na	Restricted	Family	Stabilized	Tax Credit	26	0	100.0%
055	Settlers Point Apartments	36.6387	-81.8022	1982	2012	Subsidized	Family	Stabilized	Tax Credit	62	0	100.0%
056	Singleton Properties	36.7038	-82.0032	1987	na	Market Rate	Family	Stabilized	Conventional	18	0	100.0%
057	Springdale Village Apartments	36.6001	-82.1607	1981	na	Subsidized	Family	Duplicate	Tax Credit	136	136	0.0%
058	Stant Hall Apartments	36.5998	-82.1777	1955	1990	Subsidized	Family	Unconfirmed	Other	50	0	100.0%
059	Stone Mill Apartments	36.7049	-81.9912	1978	na	Market Rate	Family	Stabilized	Conventional	10	0	100.0%
060	Sunhouse M/R Group Home	36.5967	-82.1861	na	na	Subsidized	Family	Special Needs	HUD	12	1	91.7%
061	Sweetbriar 1	36.7142	-82.0200	2009	na	Restricted	Family	Stabilized	Tax Credit	20	1	95.0%
062	Sweetbriar II	36.7142	-82.0200	2020	na	Restricted	Family	Prop Const	Tax Credit	22	22	0.0%
063	Sweetland Apartments	36.6461	-81.9886	1997	na	Market Rate	Family	Stabilized	Conventional	12	0	100.0%
064	Theo's Ridge	36.7116	-81.9596	1980	2015	Restricted	Family	Prop Rehab	Tax Credit	35	9	74.3%
065	Thomas Jefferson Senior Apartments	36.6015	-82.1790	1892	2005	Restricted	Elderly	Stabilized	Tax Credit	30	1	96.7%
066	Townhouse Apartments	36.6968	-81.9928	na	na	Market Rate	Family	Duplicate	Conventional	0	0	0.0%
067	Village Green Townhomes Phase 1	36.7100	-82.0044	1999	na	Market Rate	Family	Stabilized	Conventional	14	0	100.0%
068	Village Green Townhomes Phase 2	36.7099	-82.0000	2004	na	Market Rate	Family	Unconfirmed	Conventional	12	0	100.0%
069	Village Square Apartments	36.7149	-81.9630	1965	na	Market Rate	Family	Stabilized	Conventional	10	1	90.0%
070	Villages at Oakview	36.6046	-82.1805	2015	na	Restricted	Family	Non-Inventory	Tax Credit	48	48	0.0%
071	Walden Road Apartments	36.7173	-81.9623	1886	2008	Market Rate	Family	Rehabilitation	Conventional	14	0	100.0%
072	Washington Court Apartments	36.7026	-81.9894	1991	na	Subsidized	Elderly	Duplicate	Tax Credit	39	1	97.4%
073	Washington Court Apartments	36.7026	-81.9894	1991	2013	Subsidized	Elderly	Stabilized	Tax Credit	39	0	100.0%
074	Whites Mill Point Apartments	36.7257	-81.9727	2006	na	Restricted	Family	Stabilized	Tax Credit	32	1	96.9%
075	Whites Mill Road Apartments	36.7223	-81.9703	1996	na	Market Rate	Family	Stabilized	Conventional	16	1	93.8%
076	Willow Run Apartments	36.7232	-81.9279	2009	na	Market Rate	Family	Stabilized	Conventional	192	9	95.3%
077	Woodlands (The)	36.6001	-82.1607	1981	2012	Subsidized	Family	Stabilized	Tax Credit	136	0	100.0%
078	Woods Landing Apartments	36.6325	-81.7930	1993	na	Subsidized	Elderly	Duplicate	Tax Credit	40	6	85.0%
079	Woods Landing Apartments	36.6325	-81.7930	1993	2013	Subsidized	Elderly	Stabilized	Tax Credit	40	0	100.0%
080	Wyndale Court Condominiums	36.7099	-82.0086	2003	na	Market Rate	Family	Stabilized	Conventional	16	0	100.0%



Rental Property Inventory, Unconfirmed

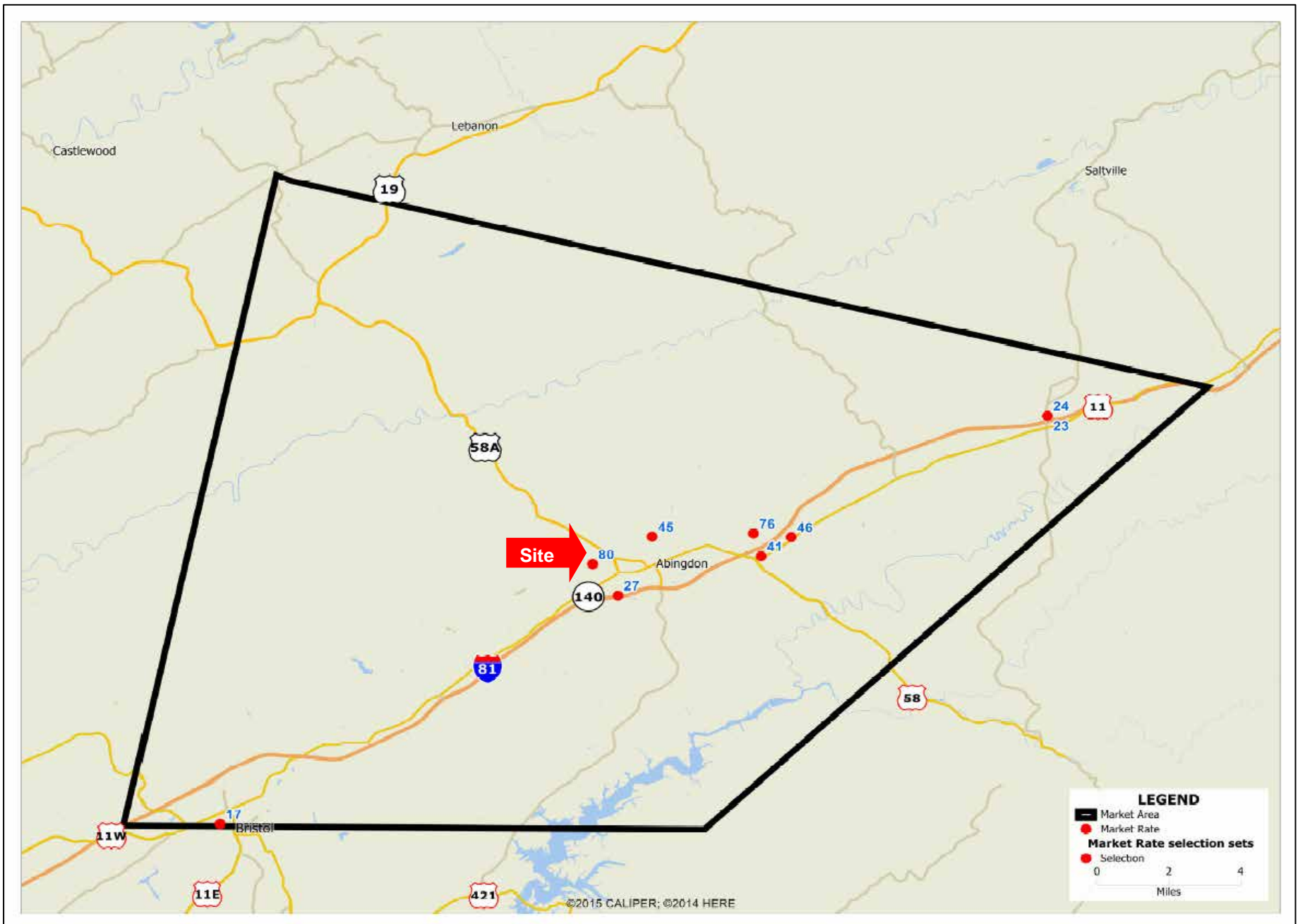
Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
001	Abingdon Green Apartments	36.7176	-81.9652	1989	2009	Subsidized	Elderly	Unconfirmed	Tax Credit	32	0	100.0%
015	Cross Creek Apartments	36.7058	-82.0029	na	na	Market Rate	Family	Unconfirmed	Conventional	0	0	0.0%
025	Grandview Village Apartments	36.9039	-82.0802	1975	na	Market Rate	Family	Unconfirmed	Conventional	125	12	90.4%
032	Johnson Court Apartments	36.6075	-82.1756	1941	2010	Subsidized	Family	Unconfirmed	Other	60	4	93.3%
033	Jones Manor Apartments	36.5976	-82.1705	1955	1990	Subsidized	Family	Unconfirmed	Other	50	0	100.0%
036	Leisure Park Towers Apartments	36.5967	-82.1830	1979	2006	Subsidized	Elderly	Unconfirmed	HUD	150	7	95.3%
037	Leonard's Circle Apartments	36.8983	-82.0952	1977	1990	Market Rate	Family	Unconfirmed	Conventional	8	0	100.0%
040	Mosby Homes	36.6050	-82.1801	1966	2010	Subsidized	Family	Unconfirmed	Other	40	1	97.5%
044	Pinegrove Apartments	36.9050	-82.0515	na	na	Market Rate	Family	Unconfirmed	Conventional	24	1	95.8%
047	Ray's Main Street Apartments	36.9019	-82.0755	2007	na	Market Rate	Family	Unconfirmed	Conventional	7	3	57.1%
048	Rice Terrace Apartments	36.6009	-82.1820	1929	1996	Subsidized	Family	Unconfirmed	Other	136	0	100.0%
053	Russell Arms Apartments	36.9009	-82.0802	na	na	Market Rate	Family	Unconfirmed	Conventional	0	0	0.0%
058	Stant Hall Apartments	36.5998	-82.1777	1955	1990	Subsidized	Family	Unconfirmed	Other	50	0	100.0%
068	Village Green Townhomes Phase 2	36.7099	-82.0000	2004	na	Market Rate	Family	Unconfirmed	Conventional	12	0	100.0%

Rental Property Inventory, Confirmed, Inside Market Area

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
003	Abingdon Terrace Apartments	36.7022	-81.9836	1987	2013	Subsidized	Elderly	Stabilized	Tax Credit	32	0	100.0%
005	Aston Ridge Apartments	36.7216	-81.9699	1990	na	Market Rate	Family	Stabilized	Conventional	24	3	87.5%
008	Bonham Circle Apartments	36.6046	-82.1805	1968	1996	Subsidized	Family	Stabilized	Other	65	0	100.0%
009	Brentwood Towns Apartments	36.6661	-82.0631	1990	na	Market Rate	Family	Stabilized	Conventional	31	2	93.5%
010	Catalina Apartments	36.6512	-82.0896	1940	na	Market Rate	Family	Stabilized	Conventional	17	8	52.9%
012	Cedar Ridge Apartments	36.6663	-82.0620	1984	na	Market Rate	Family	Stabilized	Conventional	39	0	100.0%
016	Douglass School Apartments	36.6074	-82.1757	1925	2006	Restricted	Elderly	Stabilized	Tax Credit	41	0	100.0%
017	Downtown Plaza Apartments	36.5968	-82.1957	1968	na	Market Rate	Family	Stabilized	Conventional	76	6	92.1%
019	Eastridge Apartments	36.6000	-82.1676	1970	2008	Restricted	Family	Stabilized	HUD	96	3	96.9%
020	Edgemont Townhouses	36.7247	-81.9440	1978	2008	Restricted	Family	Stabilized	Tax Credit	7	0	100.0%
021	Fairview Apartments	36.7114	-81.9590	1979	na	Market Rate	Family	Stabilized	Conventional	36	9	75.0%
023	Glade Terrace Apartments 1	36.7745	-81.7803	2012	na	Market Rate	Family	Stabilized	Conventional	12	1	91.7%
024	Glade Terrace Apartments 2	36.7745	-81.7803	2013	na	Market Rate	Family	Stabilized	Conventional	4	0	100.0%
026	Gray Drive Apartments	36.7203	-81.9617	1968	2009	Market Rate	Family	Stabilized	Conventional	14	0	100.0%
027	Hallock Drive Townhomes	36.6962	-81.9959	2003	na	Market Rate	Family	Stabilized	Conventional	38	0	100.0%
028	Harbor Landing Apartments	36.5969	-82.1657	2004	na	Restricted	Family	Stabilized	Tax Credit	32	1	96.9%
029	Highland View Apartments	36.7018	-81.9821	1983	2013	Restricted	Family	Stabilized	Tax Credit	44	6	86.4%
031	Johnson Apartments	36.7152	-81.9713	1950	na	Market Rate	Family	Stabilized	Conventional	10	1	90.0%
039	Mill Way Apartments	36.7242	-81.9716	1980	na	Market Rate	Family	Stabilized	Conventional	33	3	90.9%
041	Mountain Empire Apartments	36.7133	-81.9240	1990	na	Market Rate	Family	Stabilized	Conventional	48	0	100.0%
042	Nicholas Apartments	36.7116	-81.9596	1996	na	Market Rate	Family	Stabilized	Conventional	40	0	100.0%
045	Pinehedge Condominiums	36.7218	-81.9788	1985	2009	Market Rate	Family	Stabilized	Conventional	30	0	100.0%
046	Promise Landing Apartments	36.7217	-81.9090	1990	na	Market Rate	Family	Stabilized	Conventional	86	1	98.8%
049	Ridgecrest Town Apartments	36.6251	-82.1344	2008	na	Restricted	Family	Stabilized	Tax Credit	72	15	79.2%
050	Ridgefield Court Apartments	36.7095	-81.9607	1987	na	Restricted	Family	Stabilized	RD	48	7	85.4%
054	Sapling Grove Apartments	36.6038	-82.1799	2008	na	Restricted	Family	Stabilized	Tax Credit	26	0	100.0%
056	Singleton Properties	36.7038	-82.0032	1987	na	Market Rate	Family	Stabilized	Conventional	18	0	100.0%
059	Stone Mill Apartments	36.7049	-81.9912	1978	na	Market Rate	Family	Stabilized	Conventional	10	0	100.0%
061	Sweetbriar 1	36.7142	-82.0200	2009	na	Restricted	Family	Stabilized	Tax Credit	20	1	95.0%
063	Sweetland Apartments	36.6461	-81.9886	1997	na	Market Rate	Family	Stabilized	Conventional	12	0	100.0%
064	Theo's Ridge	36.7116	-81.9596	1980	2015	Restricted	Family	Prop Rehab	Tax Credit	35	9	74.3%
065	Thomas Jefferson Senior Apartments	36.6015	-82.1790	1892	2005	Restricted	Elderly	Stabilized	Tax Credit	30	1	96.7%
067	Village Green Townhomes Phase 1	36.7100	-82.0044	1999	na	Market Rate	Family	Stabilized	Conventional	14	0	100.0%
069	Village Square Apartments	36.7149	-81.9630	1965	na	Market Rate	Family	Stabilized	Conventional	10	1	90.0%
071	Walden Road Apartments	36.7173	-81.9623	1886	2008	Market Rate	Family	Rehabilitation	Conventional	14	0	100.0%
073	Washington Court Apartments	36.7026	-81.9894	1991	2013	Subsidized	Elderly	Stabilized	Tax Credit	39	0	100.0%
074	Whites Mill Point Apartments	36.7257	-81.9727	2006	na	Restricted	Family	Stabilized	Tax Credit	32	1	96.9%
075	Whites Mill Road Apartments	36.7223	-81.9703	1996	na	Market Rate	Family	Stabilized	Conventional	16	1	93.8%
076	Willow Run Apartments	36.7232	-81.9279	2009	na	Market Rate	Family	Stabilized	Conventional	192	9	95.3%
077	Woodlands (The)	36.6001	-82.1607	1981	2012	Subsidized	Family	Stabilized	Tax Credit	136	0	100.0%
080	Wyndale Court Condominiums	36.7099	-82.0086	2003	na	Market Rate	Family	Stabilized	Conventional	16	0	100.0%

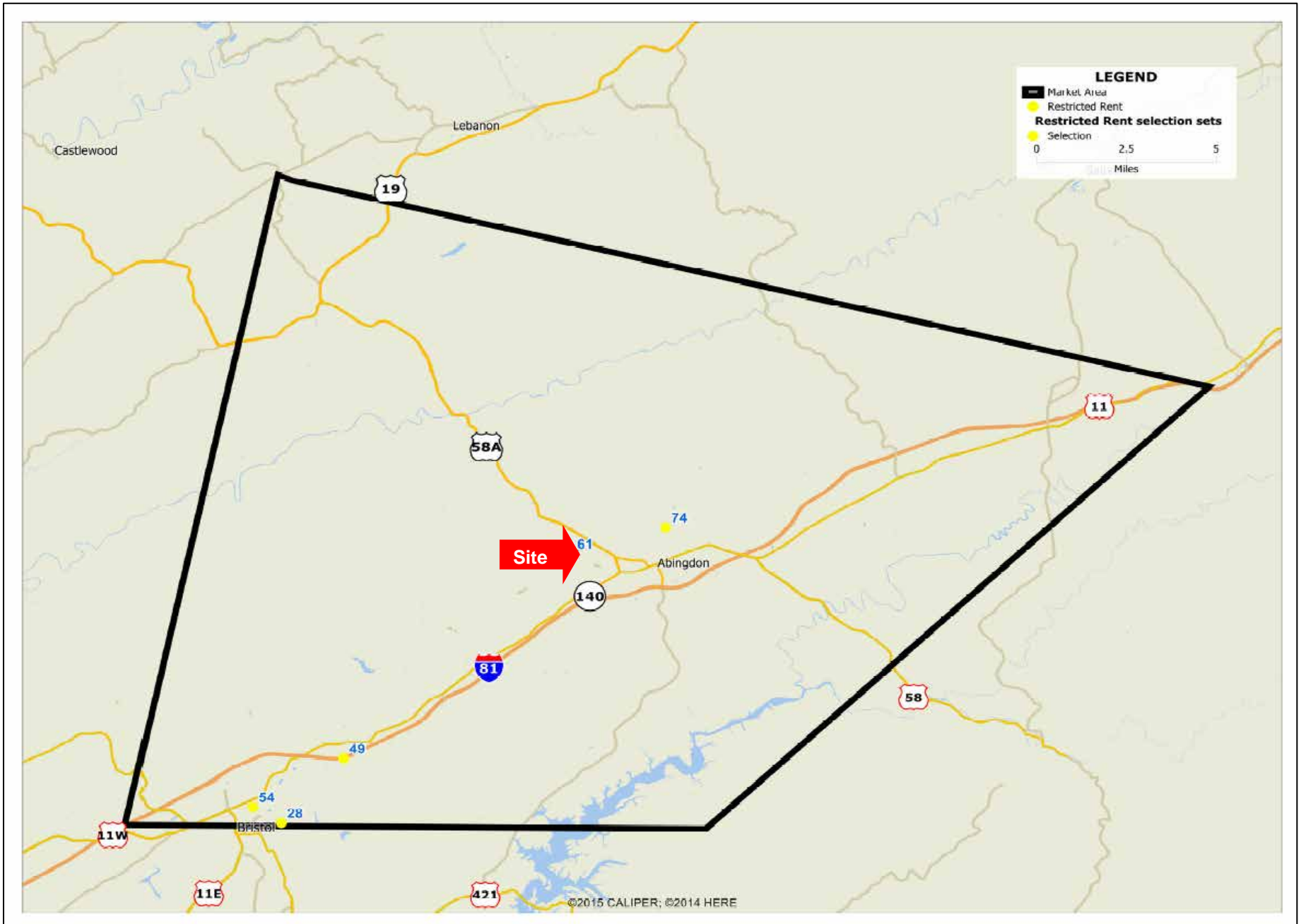
Master List of Market Rate Comparables

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
017	Downtown Plaza Apartments	36.5968	-82.1957	1968	na	Market Rate	Family	Stabilized	Conventional	76	6	92.1%
023	Glade Terrace Apartments 1	36.7745	-81.7803	2012	na	Market Rate	Family	Stabilized	Conventional	12	1	91.7%
024	Glade Terrace Apartments 2	36.7745	-81.7803	2013	na	Market Rate	Family	Stabilized	Conventional	4	0	100.0%
027	Hallock Drive Townhomes	36.6962	-81.9959	2003	na	Market Rate	Family	Stabilized	Conventional	38	0	100.0%
041	Mountain Empire Apartments	36.7133	-81.9240	1990	na	Market Rate	Family	Stabilized	Conventional	48	0	100.0%
045	Pinehedge Condominiums	36.7218	-81.9788	1985	2009	Market Rate	Family	Stabilized	Conventional	30	0	100.0%
046	Promise Landing Apartments	36.7217	-81.9090	1990	na	Market Rate	Family	Stabilized	Conventional	86	1	98.8%
076	Willow Run Apartments	36.7232	-81.9279	2009	na	Market Rate	Family	Stabilized	Conventional	192	9	95.3%
080	Wyndale Court Condominiums	36.7099	-82.0086	2003	na	Market Rate	Family	Stabilized	Conventional	16	0	100.0%



Master List of Restricted Rent Comparables

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
028	Harbor Landing Apartments	36.5969	-82.1657	2004	na	Restricted	Family	Stabilized	Tax Credit	32	1	96.9%
049	Ridgecrest Town Apartments	36.6251	-82.1344	2008	na	Restricted	Family	Stabilized	Tax Credit	72	15	79.2%
054	Sapling Grove Apartments	36.6038	-82.1799	2008	na	Restricted	Family	Stabilized	Tax Credit	26	0	100.0%
061	Sweetbriar 1	36.7142	-82.0200	2009	na	Restricted	Family	Stabilized	Tax Credit	20	1	95.0%
074	Whites Mill Point Apartments	36.7257	-81.9727	2006	na	Restricted	Family	Stabilized	Tax Credit	32	1	96.9%



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

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

Rental Property Inventory, Confirmed, Inside Market Area			
Total Properties			
	Elderly	Family	Total
Market Rate		25	25
Restricted	2	10	12
Subsidized	2	2	4
Total	4	37	41

Total Units			
	Elderly	Family	Total
Market Rate		840	840
Restricted	71	307	378
Subsidized	71	306	377
Total	142	1,453	1,595

Vacant Units			
	Elderly	Family	Total
Market Rate		45	45
Restricted	1	40	41
Subsidized		3	3
Total	1	88	89

Occupancy Rate			
	Elderly	Family	Total
Market Rate		95%	95%
Restricted	99%	87%	89%
Subsidized	100%	99%	99%
Total	99%	94%	94%

Source: Allen & Associates



Our analysis includes a total of 41 confirmed market area properties consisting of 1,595 units. The occupancy rate for these units currently stands at 94 percent. This rate reflects the occupancy for all confirmed market area units, regardless of project status (stabilized, under construction, proposed, etc.).

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

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

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

Rental Property Inventory, Confirmed, Inside Market Area

Elderly					Family				
Total Properties					Total Properties				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized	2	2		4	Stabilized	2	9	24	35
Lease Up					Lease Up				
Construction					Construction				
Rehabilitation					Rehabilitation			1	1
Prop Const					Prop Const				
Prop Rehab					Prop Rehab		1		1
Unstabilized					Unstabilized				
Subtotal					Subtotal		1	1	2
Total	2	2		4	Total	2	10	25	37

Total Units					Total Units				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized	71	71		142	Stabilized	301	277	826	1,404
Lease Up					Lease Up				
Construction					Construction				
Rehabilitation					Rehabilitation			14	14
Prop Const					Prop Const				
Prop Rehab					Prop Rehab	5	30		35
Unstabilized					Unstabilized				
Subtotal					Subtotal	5	30	14	49
Total	71	71		142	Total	306	307	840	1,453

Vacant Units					Vacant Units				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized		1		1	Stabilized	3	31	45	79
Lease Up					Lease Up				
Construction					Construction				
Rehabilitation					Rehabilitation				
Prop Const					Prop Const				
Prop Rehab					Prop Rehab		9		9
Unstabilized					Unstabilized				
Subtotal					Subtotal		9		9
Total		1		1	Total	3	40	45	88

Source: Allen & Associates

Our survey includes a total of 39 stabilized market area properties consisting of 1,546 units standing at 95 percent occupancy.

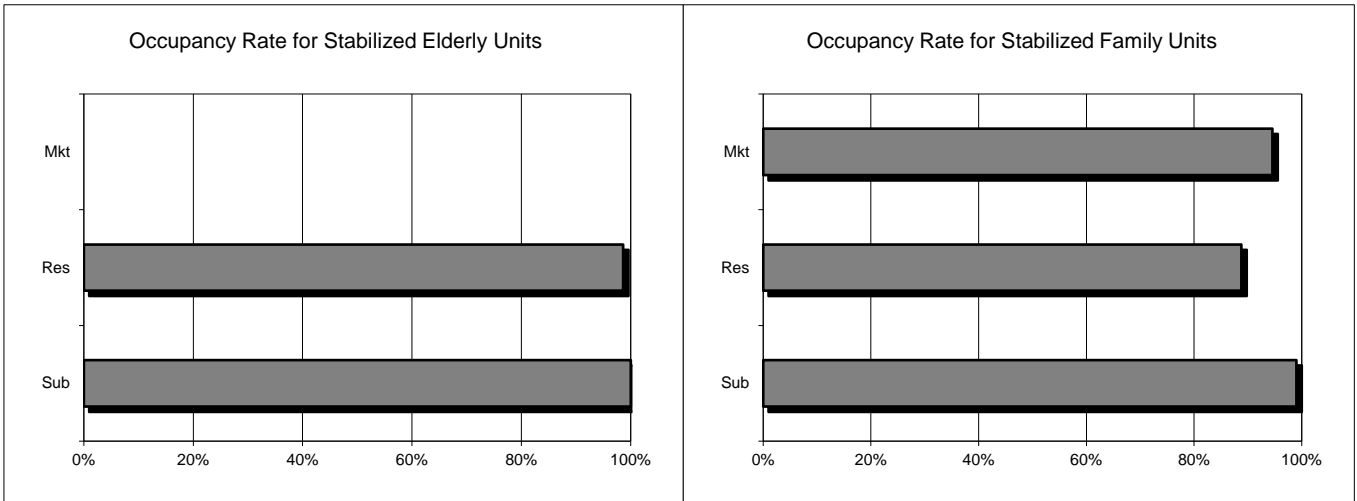
Our survey also includes a total of 2 market area properties consisting of 49 units that are not yet stabilized. Unstabilized units (also referred to as pipeline units) include vacant units in lease up, construction, rehabilitation, proposed new construction, and units with proposed renovation plans.

Rental Property Inventory, Confirmed, Inside Market Area

Elderly					Family				
Occupancy Rate					Occupancy Rate				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized	100%	99%		99%	Stabilized	99%	89%	95%	94%
Lease Up					Lease Up				
Construction					Construction				
Rehabilitation					Rehabilitation			100%	100%
Prop Const					Prop Const				
Prop Rehab					Prop Rehab	100%	70%		74%
Unstabilized					Unstabilized				
Subtotal					Subtotal	100%	70%	100%	82%
Total	100%	99%		99%	Total	99%	87%	95%	94%

Source: Allen & Associates

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



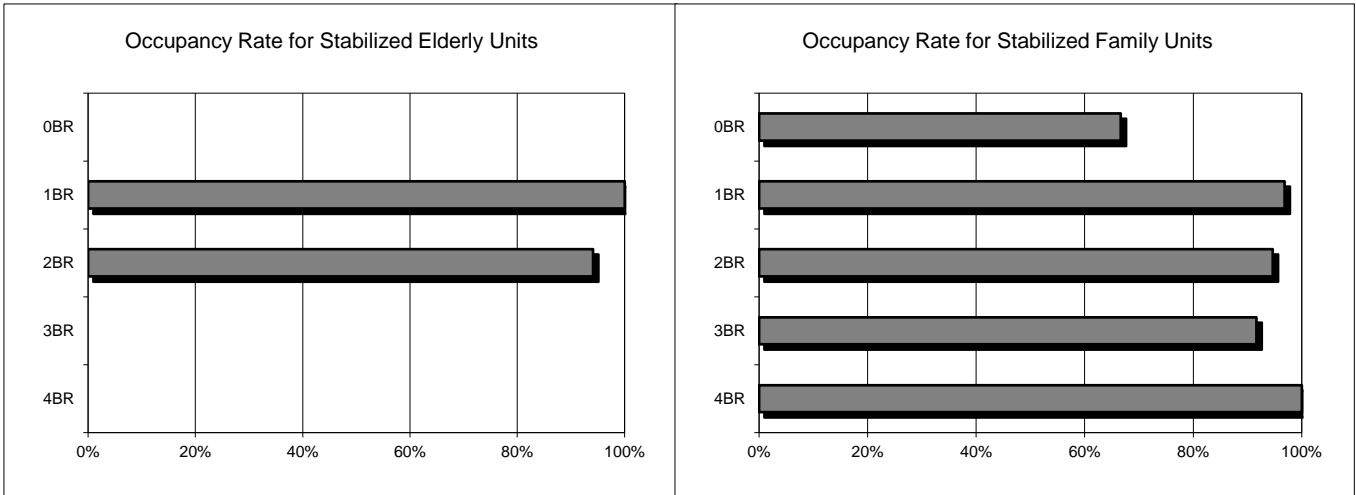
Our research suggests the following occupancy levels for the 142 stabilized elderly units in this market area:

- Subsidized, 100 percent (71 units in survey)
- Restricted, 99 percent (71 units in survey)
- Market Rate, not applicable (0 units in survey)

Our research suggests the following occupancy levels for the 1,404 stabilized family units in this market area:

- Subsidized, 99 percent (301 units in survey)
- Restricted, 89 percent (277 units in survey)
- Market Rate, 95 percent (826 units in survey)

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



Our research suggests the following occupancy levels for the 142 stabilized elderly units in this market area:

- 0-Bedroom, not applicable (0 units in survey)
- 1-Bedroom, 100 percent (125 units in survey)
- 2-Bedroom, 94 percent (17 units in survey)
- 3-Bedroom, not applicable (0 units in survey)
- 4-Bedroom, not applicable (0 units in survey)

Our research suggests the following occupancy levels for the 1,404 stabilized family units in this market area:

- 0-Bedroom, 67 percent (21 units in survey)
- 1-Bedroom, 97 percent (318 units in survey)
- 2-Bedroom, 95 percent (861 units in survey)
- 3-Bedroom, 92 percent (192 units in survey)
- 4-Bedroom, 100 percent (12 units in survey)

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

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

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

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

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

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

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

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

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized								67%	67%
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total								67%	67%

Source: Allen & Associates

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

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

Family									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	5			1	3			1	13
Lease Up									
Construction									
Rehabilitation								1	1
Prop Const									
Prop Rehab					1				1
Unstabilized									
Subtotal					1			1	2
Total	5			1	4			1	14

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	71			42	12				125
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	71			42	12				125

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	54			2	9			11	242
Lease Up									
Construction									
Rehabilitation								14	14
Prop Const									
Prop Rehab					6				6
Unstabilized									
Subtotal					6			14	20
Total	54			2	15			11	256

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

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	1				1			1	7
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab					1				1
Unstabilized									
Subtotal					1				1
Total	1				2			1	7

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

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	98%			100%	89%			91%	97%
Lease Up									
Construction									
Rehabilitation								100%	100%
Prop Const									
Prop Rehab					83%				83%
Unstabilized									
Subtotal					83%			100%	95%
Total	98%			100%	87%			91%	97%

Source: Allen & Associates

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

Elderly									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized				2	1				3
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal				2	1				3
Total				2	1				3

Family									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	7			3	6			1	22
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab					1				1
Unstabilized									
Subtotal					1				1
Total	7			3	7			1	22

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized				13	4				17
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal				13	4				17
Total				13	4				17

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	164			35	115			22	525
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab					22				22
Unstabilized									
Subtotal					22				22
Total	164			35	137			22	525

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

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	2			2	6			6	30
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab					8				8
Unstabilized									
Subtotal					8				8
Total	2			2	14			6	30

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized				92%	100%				94%
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total				92%	100%				94%

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	99%			94%	95%			73%	94%
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab					64%				64%
Unstabilized									
Subtotal					64%				64%
Total	99%			94%	90%			73%	94%

Source: Allen & Associates

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

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

Family									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	4			3	4			4	15
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab	1				1				2
Unstabilized									
Subtotal	1				1				2
Total	5			3	5			4	17

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

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	71			31	52			38	192
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab	5				2				7
Unstabilized									
Subtotal	5				2				7
Total	76			31	54			38	199

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

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized				2	13			1	16
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total				2	13			1	16

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

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	100%			94%	75%			97%	92%
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab	100%				100%				100%
Unstabilized									
Subtotal	100%				100%				100%
Total	100%			94%	76%			97%	92%

Source: Allen & Associates

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

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

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

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

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	12								12
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	12								12

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

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

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

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

Source: Allen & Associates

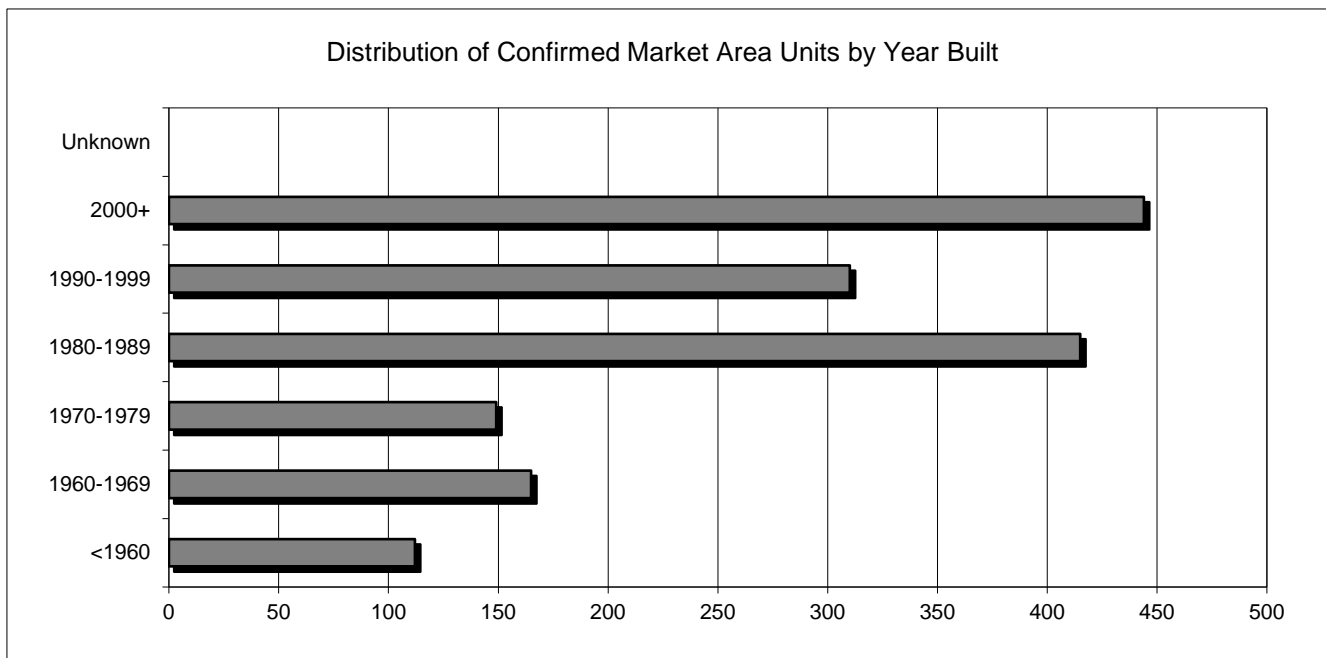
Rental Property Inventory, Confirmed, Inside Market Area, by Year Built

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

Rental Property Inventory, Confirmed, Inside Market Area			
Total Properties			
	Elderly	Family	Total
<1960	2	3	5
1960-1969		4	4
1970-1979		4	4
1980-1989	1	8	9
1990-1999	1	8	9
2000+		10	10
Unknown			
Total	4	37	41

Total Units			
	Elderly	Family	Total
<1960	71	41	112
1960-1969		165	165
1970-1979		149	149
1980-1989	32	383	415
1990-1999	39	271	310
2000+		444	444
Unknown			
Total	142	1,453	1,595

Source: Allen & Associates



Our research suggests that of the 41 confirmed market area properties (1595 units) included in this report, 5 properties (112 units) were constructed before 1960, 4 properties (165 units) were constructed between 1960 and 1969, 4 properties (149 units) between 1970 and 1979, 9 properties (415 units) between 1980 and 1989, 9 properties (310 units) between 1990 and 1999, and 10 properties (444 units) after 2000. In addition, 0 properties (0 units) had an unknown date of construction.

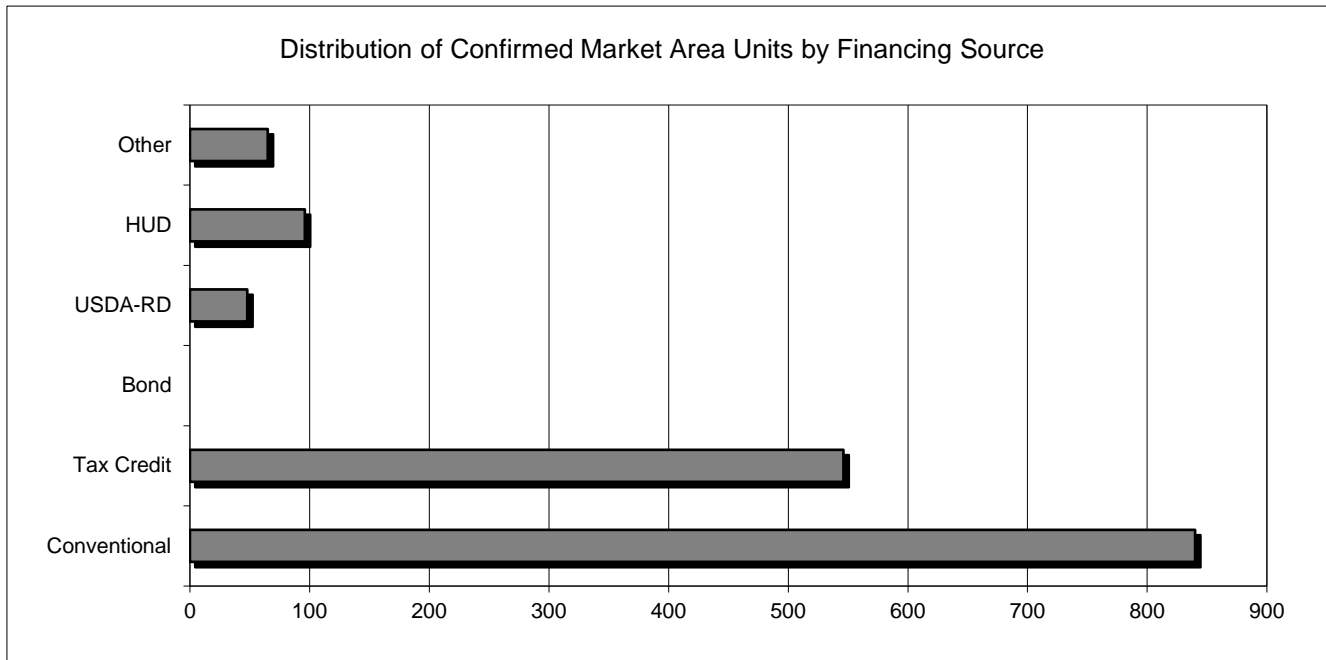
Rental Property Inventory, Confirmed, Inside Market Area, by Financing Source

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

Rental Property Inventory, Confirmed, Inside Market Area			
Total Properties			
	Elderly	Family	Total
Conventional		25	25
Tax Credit	4	9	13
Bond			
USDA-RD		1	1
HUD		1	1
Other		1	1
Total	4	37	41

Total Units			
	Elderly	Family	Total
Conventional		840	840
Tax Credit	142	404	546
Bond			
USDA-RD		48	48
HUD		96	96
Other		65	65
Total	142	1,453	1,595

Source: Allen & Associates



Our research suggests that of the 41 confirmed properties in the market area, 25 properties (consisting of 840 units) are conventionally financed, 13 properties (consisting of 546 units) include tax credit financing, 0 properties (consisting of 0 units) are bond financed, 1 property (consisting of 48 units) is exclusively USDA-RD financed, and 1 property (consisting of 96 units) is exclusively HUD financed.

The average project size for this market area is 39 units. The smallest projects are conventionally financed, averaging 34 units in size. The largest projects are exclusively HUD financed, averaging 96 units in size.

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

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

Rental Property Inventory, Confirmed, Inside Market Area

Rents									
	Subsidized			Restricted			Market		
	Min	Max	Avg	Min	Max	Avg	Min	Max	Avg
0-Bedroom	-	-	-	-	-	-	\$325	\$475	\$388
1-Bedroom	\$375	\$499	\$431	\$300	\$437	\$379	\$350	\$550	\$443
2-Bedroom	\$444	\$530	\$483	\$400	\$621	\$475	\$463	\$750	\$578
3-Bedroom	\$551	\$646	\$595	\$455	\$668	\$549	\$600	\$750	\$658
4-Bedroom	\$670	\$730	\$700	-	-	-	-	-	-

Unit Size

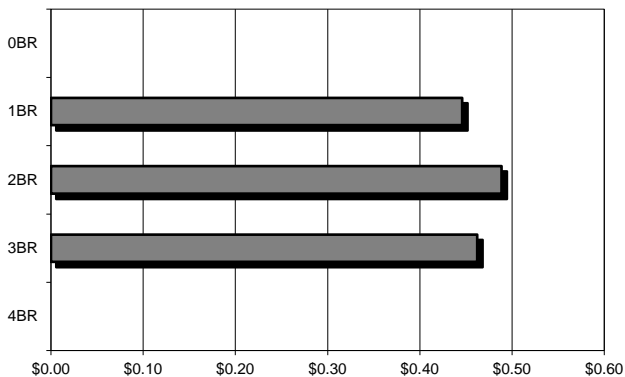
Unit Size									
	Subsidized			Restricted			Market		
	Min	Max	Avg	Min	Max	Avg	Min	Max	Avg
0-Bedroom	-	-	-	-	-	-	450	700	538
1-Bedroom	572	776	643	589	1,408	850	450	800	645
2-Bedroom	723	1,010	886	746	1,437	973	650	1,200	944
3-Bedroom	790	1,250	1,006	903	1,385	1,187	1,200	1,250	1,225
4-Bedroom	1,271	1,400	1,336	-	-	-	-	-	-

Rent per Square Foot

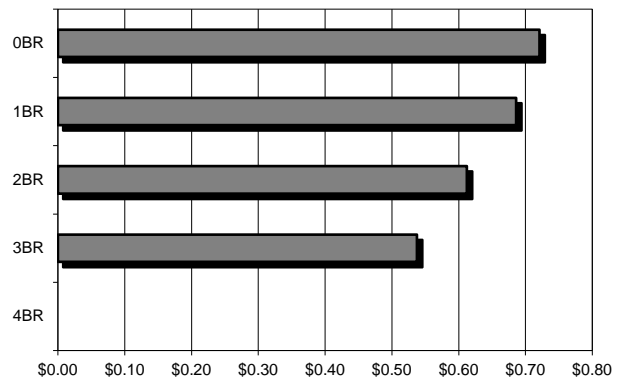
Rent per Square Foot									
	Subsidized			Restricted			Market		
	Min	Max	Avg	Min	Max	Avg	Min	Max	Avg
0-Bedroom	-	-	-	-	-	-	\$0.68	\$0.72	\$0.72
1-Bedroom	\$0.64	\$0.66	\$0.67	\$0.31	\$0.51	\$0.45	\$0.69	\$0.78	\$0.69
2-Bedroom	\$0.52	\$0.61	\$0.54	\$0.43	\$0.54	\$0.49	\$0.63	\$0.71	\$0.61
3-Bedroom	\$0.52	\$0.70	\$0.59	\$0.48	\$0.50	\$0.46	\$0.50	\$0.60	\$0.54
4-Bedroom	\$0.52	\$0.53	\$0.52	-	-	-	-	-	-

Source: Allen & Associates

Rent per Square Foot for Restricted Units



Rent per Square Foot for Market Rate Units



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

- 0-Bedroom, not applicable
- 1-Bedroom, \$0.45 per square foot
- 2-Bedroom, \$0.49 per square foot
- 3-Bedroom, \$0.46 per square foot
- 4-Bedroom, not applicable

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

- 0-Bedroom, \$0.72 per square foot
- 1-Bedroom, \$0.69 per square foot
- 2-Bedroom, \$0.61 per square foot
- 3-Bedroom, \$0.54 per square foot
- 4-Bedroom, not applicable

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

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

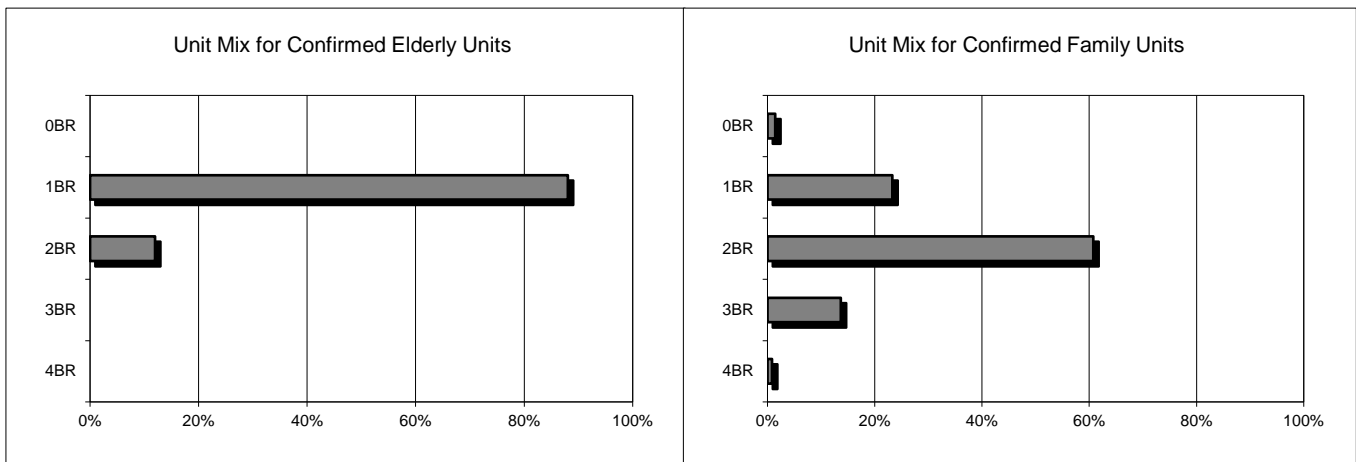
In the tables and graphs found below we present a breakdown of unit mix for confirmed market area properties broken out by occupancy type (elderly or family):

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

Elderly					Family				
Total Units					Total Units				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
0-Bedroom					0-Bedroom			21	21
1-Bedroom	71	54		125	1-Bedroom	54	28	256	338
2-Bedroom		17		17	2-Bedroom	164	194	525	883
3-Bedroom					3-Bedroom	76	85	38	199
4-Bedroom					4-Bedroom	12			12
Total	71	71		142	Total	306	307	840	1,453

Unit Mix					Unit Mix				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
0-Bedroom					0-Bedroom			3%	1%
1-Bedroom	100%	76%		88%	1-Bedroom	18%	9%	30%	23%
2-Bedroom		24%		12%	2-Bedroom	54%	63%	63%	61%
3-Bedroom					3-Bedroom	25%	28%	5%	14%
4-Bedroom					4-Bedroom	4%			1%
Total	100%	100%		100%	Total	100%	100%	100%	100%

Source: Allen & Associates



Our research suggests the following unit mix for the 142 confirmed elderly units located in this market area:

- 0-Bedroom, not applicable (0 units in survey)
- 1-Bedroom, 88 percent (125 units in survey)
- 2-Bedroom, 12 percent (17 units in survey)
- 3-Bedroom, not applicable (0 units in survey)
- 4-Bedroom, not applicable (0 units in survey)

Our research suggests the following unit mix for the 1,453 confirmed family units located in this market area:

- 0-Bedroom, 1 percent (21 units in survey)
- 1-Bedroom, 23 percent (338 units in survey)
- 2-Bedroom, 61 percent (883 units in survey)
- 3-Bedroom, 14 percent (199 units in survey)
- 4-Bedroom, 1 percent (12 units in survey)

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

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

Rental Property Inventory, Confirmed, Inside Market Area, Amenity Summary			
Building Type		Air Conditioning	
1 Story	7%	Central	78%
2-4 Story	93%	Wall Units	15%
5-10 Story	0%	Window Units	7%
>10 Story	0%	None	0%
Project Amenities		Heat	
Ball Field	0%	Central	83%
BBQ Area	5%	Wall Units	7%
Billiards	0%	Baseboards	10%
Bus/Comp Ctr	10%	Radiators	0%
Car Care Ctr	0%	None	0%
Comm Center	27%	Parking	
Elevator	5%	Garage	2%
Fitness Center	12%	Covered	0%
Gazebo	5%	Assigned	0%
Hot Tub/Jacuzzi	0%	Open	100%
Horseshoe Pit	0%	None	0%
Lake	0%	Laundry	
Library	2%	Central	39%
Movie Theatre	0%	W/D Units	15%
Picnic Area	10%	W/D Hookups	41%
Playground	17%	Security	
Pool	7%	Call Buttons	12%
Sauna	0%	Cont Access	5%
Sports Court	5%	Courtesy Officer	0%
Walking Trail	2%	Monitoring	2%
Unit Amenities		Security Alarms	5%
Blinds	90%	Security Patrols	0%
Ceiling Fans	5%	Services	
Upgraded Flooring	93%	After School	0%
Fireplace	0%	Concierge	0%
Patio/Balcony	66%	Hair Salon	0%
Storage	15%	Health Care	0%
Kitchen Amenities		Linens	0%
Stove	100%	Meals	0%
Refrigerator	100%	Transportation	0%
Disposal	46%		
Dishwasher	61%		
Microwave	7%		

Source: Allen & Associates

Our research suggests that 7 percent of confirmed market area properties are 1 story in height, 93 percent are 2-4 stories in height, 0 percent are 5-10 stories in height, and 0 percent are over 10 stories in height. In addition, surveyed properties benefit from the following project amenities: 10 percent have a business/computer center, 27 percent have a community center, 12 percent have a fitness center, 17 percent have a playground, and 5 percent have a sports court.

Our research also suggests that the following unit amenities are present at surveyed properties: 90 percent have blinds, 93 percent have carpeting, 66 percent have patios/balconies, and 15 percent have outside storage. Surveyed properties also include the following kitchen amenities: 100 percent have a stove, 100 percent have a refrigerator, 46 percent have a disposal, 61 percent have a dishwasher, and 7 percent have a microwave.

In addition, 83 percent of confirmed market area properties have central heat while 78 percent have central air. Our research also suggests that 100 percent of surveyed properties have open parking. A total of 39 percent of area properties have central laundry facilities, while 41 percent have washer/dryer hookups, and 15 percent have washer/dryer units in each residential unit.

A total of 12 percent of confirmed market area properties have call buttons, 5 percent have controlled access, and 5 percent have security alarms.

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

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

Rental Property Inventory, Confirmed, Inside Market Area

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy	Concessions	Vouchers	Abs Rate	Waiting List
003	Abingdon Terrace Apartments	36.7022	-81.9836	1987	2013	Subsidized	Elderly	Stabilized	Tax Credit	32	0	100.0%	0%	0%	-	18 people
005	Aston Ridge Apartments	36.7216	-81.9699	1990	na	Market Rate	Family	Stabilized	Conventional	24	3	87.5%	0%	8%	-	-
008	Bonham Circle Apartments	36.6046	-82.1805	1968	1996	Subsidized	Family	Stabilized	Other	65	0	100.0%	0%	0%	-	yes
009	Brentwood Towns Apartments	36.6661	-82.0631	1990	na	Market Rate	Family	Stabilized	Conventional	31	2	93.5%	0%	0%	-	no
010	Catalina Apartments	36.6512	-82.0896	1940	na	Market Rate	Family	Stabilized	Conventional	17	8	52.9%	0%	0%	-	-
012	Cedar Ridge Apartments	36.6663	-82.0620	1984	na	Market Rate	Family	Stabilized	Conventional	39	0	100.0%	0%	0%	-	-
016	Douglass School Apartments	36.6074	-82.1757	1925	2006	Restricted	Elderly	Stabilized	Tax Credit	41	0	100.0%	0%	44%	-	2 people
017	Downtown Plaza Apartments	36.5968	-82.1957	1968	na	Market Rate	Family	Stabilized	Conventional	76	6	92.1%	0%	0%	-	-
019	Eastridge Apartments	36.6000	-82.1676	1970	2008	Restricted	Family	Stabilized	HUD	96	3	96.9%	0%	4%	-	7 people
020	Edgemont Townhouses	36.7247	-81.9440	1978	2008	Restricted	Family	Stabilized	Tax Credit	7	0	100.0%	0%	0%	-	-
021	Fairview Apartments	36.7114	-81.9590	1979	na	Market Rate	Family	Stabilized	Conventional	36	9	75.0%	0%	0%	-	yes
023	Glade Terrace Apartments 1	36.7745	-81.7803	2012	na	Market Rate	Family	Stabilized	Conventional	12	1	91.7%	0%	0%	-	no
024	Glade Terrace Apartments 2	36.7745	-81.7803	2013	na	Market Rate	Family	Stabilized	Conventional	4	0	100.0%	0%	0%	-	yes
026	Gray Drive Apartments	36.7203	-81.9617	1968	2009	Market Rate	Family	Stabilized	Conventional	14	0	100.0%	0%	14%	-	-
027	Hallock Drive Townhomes	36.6962	-81.9959	2003	na	Market Rate	Family	Stabilized	Conventional	38	0	100.0%	0%	8%	-	-
028	Harbor Landing Apartments	36.5969	-82.1657	2004	na	Restricted	Family	Stabilized	Tax Credit	32	1	96.9%	0%	38%	-	2 people
029	Highland View Apartments	36.7018	-81.9821	1983	2013	Restricted	Family	Stabilized	Tax Credit	44	6	86.4%	0%	41%	44.00	2 people
031	Johnson Apartments	36.7152	-81.9713	1950	na	Market Rate	Family	Stabilized	Conventional	10	1	90.0%	0%	0%	-	-
039	Mill Way Apartments	36.7242	-81.9716	1980	na	Market Rate	Family	Stabilized	Conventional	33	3	90.9%	0%	9%	-	-
041	Mountain Empire Apartments	36.7133	-81.9240	1990	na	Market Rate	Family	Stabilized	Conventional	48	0	100.0%	0%	0%	-	-
042	Nicholas Apartments	36.7116	-81.9596	1996	na	Market Rate	Family	Stabilized	Conventional	40	0	100.0%	0%	0%	-	no
045	Pinehedge Condominiums	36.7218	-81.9788	1985	2009	Market Rate	Family	Stabilized	Conventional	30	0	100.0%	0%	0%	-	-
046	Promise Landing Apartments	36.7217	-81.9090	1990	na	Market Rate	Family	Stabilized	Conventional	86	1	98.8%	0%	0%	-	no
049	Ridgecrest Town Apartments	36.6251	-82.1344	2008	na	Restricted	Family	Stabilized	Tax Credit	72	15	79.2%	0%	42%	62.00	no
050	Ridgefield Court Apartments	36.7095	-81.9607	1987	na	Restricted	Family	Stabilized	RD	48	7	85.4%	0%	13%	-	12 people
054	Sapling Grove Apartments	36.6038	-82.1799	2008	na	Restricted	Family	Stabilized	Tax Credit	26	0	100.0%	0%	42%	26.00	2 years
056	Singleton Properties	36.7038	-82.0032	1987	na	Market Rate	Family	Stabilized	Conventional	18	0	100.0%	0%	0%	-	-
059	Stone Mill Apartments	36.7049	-81.9912	1978	na	Market Rate	Family	Stabilized	Conventional	10	0	100.0%	0%	0%	-	-
061	Sweetbriar 1	36.7142	-82.0200	2009	na	Restricted	Family	Stabilized	Tax Credit	20	1	95.0%	0%	60%	20.00	800 people
063	Sweetland Apartments	36.6461	-81.9886	1997	na	Market Rate	Family	Stabilized	Conventional	12	0	100.0%	0%	0%	-	yes
064	Theo's Ridge	36.7116	-81.9596	1980	2015	Restricted	Family	Prop Rehab	Tax Credit	35	9	74.3%	0%	0%	-	no
065	Thomas Jefferson Senior Apartments	36.6015	-82.1790	1892	2005	Restricted	Elderly	Stabilized	Tax Credit	30	1	96.7%	0%	37%	-	no
067	Village Green Townhomes Phase 1	36.7100	-82.0044	1999	na	Market Rate	Family	Stabilized	Conventional	14	0	100.0%	0%	0%	-	-
069	Village Square Apartments	36.7149	-81.9630	1965	na	Market Rate	Family	Stabilized	Conventional	10	1	90.0%	0%	0%	-	-
071	Walden Road Apartments	36.7173	-81.9623	1886	2008	Market Rate	Family	Rehabilitation	Conventional	14	0	100.0%	-	0%	-	-
073	Washington Court Apartments	36.7026	-81.9894	1991	2013	Subsidized	Elderly	Stabilized	Tax Credit	39	0	100.0%	0%	0%	-	5 people
074	Whites Mill Point Apartments	36.7257	-81.9727	2006	na	Restricted	Family	Stabilized	Tax Credit	32	1	96.9%	0%	69%	32.00	1000 people
075	Whites Mill Road Apartments	36.7223	-81.9703	1996	na	Market Rate	Family	Stabilized	Conventional	16	1	93.8%	0%	0%	-	-
076	Willow Run Apartments	36.7232	-81.9279	2009	na	Market Rate	Family	Stabilized	Conventional	192	9	95.3%	0%	0%	-	-
077	Woodlands (The)	36.6001	-82.1607	1981	2012	Subsidized	Family	Stabilized	Tax Credit	136	0	100.0%	0%	0%	-	yes
080	Wyndale Court Condominiums	36.7099	-82.0086	2003	na	Market Rate	Family	Stabilized	Conventional	16	0	100.0%	0%	0%	-	10 people

RENT COMPARABILITY ANALYSIS

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

Unrestricted Rent Analysis

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

Rental Property Inventory, by Unit Type

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

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

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

Rent Comparables, Market Rate, Map

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

Rent Comparability Grids

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

Rental Property Inventory, 2-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt
005	Aston Ridge Apartments	1990	na	Market Rate	Family	Stabilized								\$495
009	Brentwood Towns Apartments	1990	na	Market Rate	Family	Stabilized								\$525
010	Catalina Apartments	1940	na	Market Rate	Family	Stabilized								
012	Cedar Ridge Apartments	1984	na	Market Rate	Family	Stabilized								
017	Downtown Plaza Apartments	1968	na	Market Rate	Family	Stabilized								\$500
021	Fairview Apartments	1979	na	Market Rate	Family	Stabilized								\$554
023	Glade Terrace Apartments 1	2012	na	Market Rate	Family	Stabilized								\$600
024	Glade Terrace Apartments 2	2013	na	Market Rate	Family	Stabilized								\$600
026	Gray Drive Apartments	1968	2009	Market Rate	Family	Stabilized								\$463
027	Hallock Drive Townhomes	2003	na	Market Rate	Family	Stabilized								\$650
031	Johnson Apartments	1950	na	Market Rate	Family	Stabilized								\$621
039	Mill Way Apartments	1980	na	Market Rate	Family	Stabilized								\$500
041	Mountain Empire Apartments	1990	na	Market Rate	Family	Stabilized								\$663
042	Nicholas Apartments	1996	na	Market Rate	Family	Stabilized								\$525
045	Pinehedge Condominiums	1985	2009	Market Rate	Family	Stabilized								\$595
046	Promise Landing Apartments	1990	na	Market Rate	Family	Stabilized								\$645
056	Singleton Properties	1987	na	Market Rate	Family	Stabilized								\$636
059	Stone Mill Apartments	1978	na	Market Rate	Family	Stabilized								\$500
063	Sweetland Apartments	1997	na	Market Rate	Family	Stabilized								\$595
067	Village Green Townhomes Phase 1	1999	na	Market Rate	Family	Stabilized								\$600
069	Village Square Apartments	1965	na	Market Rate	Family	Stabilized								\$555
075	Whites Mill Road Apartments	1996	na	Market Rate	Family	Stabilized								\$475
076	Willow Run Apartments	2009	na	Market Rate	Family	Stabilized								\$672
080	Wyndale Court Condominiums	2003	na	Market Rate	Family	Stabilized								\$750

Source: Allen & Associates

Rental Property Inventory, 3-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt
005	Aston Ridge Apartments	1990	na	Market Rate	Family	Stabilized								
009	Brentwood Towns Apartments	1990	na	Market Rate	Family	Stabilized								
010	Catalina Apartments	1940	na	Market Rate	Family	Stabilized								
012	Cedar Ridge Apartments	1984	na	Market Rate	Family	Stabilized								
017	Downtown Plaza Apartments	1968	na	Market Rate	Family	Stabilized								\$600
021	Fairview Apartments	1979	na	Market Rate	Family	Stabilized								
023	Glade Terrace Apartments 1	2012	na	Market Rate	Family	Stabilized								
024	Glade Terrace Apartments 2	2013	na	Market Rate	Family	Stabilized								
026	Gray Drive Apartments	1968	2009	Market Rate	Family	Stabilized								
027	Hallock Drive Townhomes	2003	na	Market Rate	Family	Stabilized								
031	Johnson Apartments	1950	na	Market Rate	Family	Stabilized								
039	Mill Way Apartments	1980	na	Market Rate	Family	Stabilized								
041	Mountain Empire Apartments	1990	na	Market Rate	Family	Stabilized								\$633
042	Nicholas Apartments	1996	na	Market Rate	Family	Stabilized								
045	Pinehedge Condominiums	1985	2009	Market Rate	Family	Stabilized								\$650
046	Promise Landing Apartments	1990	na	Market Rate	Family	Stabilized								\$750
056	Singleton Properties	1987	na	Market Rate	Family	Stabilized								
059	Stone Mill Apartments	1978	na	Market Rate	Family	Stabilized								
063	Sweetland Apartments	1997	na	Market Rate	Family	Stabilized								
067	Village Green Townhomes Phase 1	1999	na	Market Rate	Family	Stabilized								
069	Village Square Apartments	1965	na	Market Rate	Family	Stabilized								
075	Whites Mill Road Apartments	1996	na	Market Rate	Family	Stabilized								
076	Willow Run Apartments	2009	na	Market Rate	Family	Stabilized								
080	Wyndale Court Condominiums	2003	na	Market Rate	Family	Stabilized								

Source: Allen & Associates



Rent Adjustments

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

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

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

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

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

Concessions

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

Tenant-Paid Utilities

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

Technology

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

Adjustment	Technology		Concluded
	Survey	Range	
Cable	\$0	\$50	\$0
Internet	\$0	\$50	\$0

Bedrooms

Our analysis also included an adjustment for the number of bedrooms at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$85 per bedroom.

Bedrooms			
Adjustment	Survey Range		Concluded
Bedrooms	\$0	\$200	\$85

Bathrooms

Our analysis also included an adjustment for the number of bathrooms at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$30 per bathroom.

Bathrooms			
Adjustment	Survey Range		Concluded
Bathrooms	\$0	\$100	\$30

Square Feet

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

Square Feet			
Adjustment	Survey Range		Concluded
Square Feet	\$0.00	\$2.00	\$0.10

Visibility

We also accounted for differences in visibility at each of the comparables as compared to the subject property in our analysis. Based on our field review, we assigned a visibility rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$100 per point for differences in visibility ratings between the subject and the comparables.

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

Access

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

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

Neighborhood

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

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

Area Amenities

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

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

Median Household Income

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

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

Average Commute

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

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

Public Transportation

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

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

Personal Crime

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

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

Condition

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

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

Effective Age

We considered differences in effective age in our analysis. Based on our field review, we estimated the effective age for each of the properties included in this analysis. Our estimates reflected the condition-adjusted age and remaining useful life of each property. Statistical extraction resulted in an adjustment of \$1.00 per year for differences in effective age between the subject and the comparables.

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

Project Amenities

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

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

Unit Amenities

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

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

Kitchen Amenities

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

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

Parking

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

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

Laundry

We also evaluated differing types of laundry configurations. We classified laundry amenities three ways: (1) Central Laundry, (2) Washer/Dryer Units; and (3) Washer/Dryer Hookups. Our analysis resulted in an adjustment of \$25 per month for central laundries; washer/dryer units were valued at \$50; washer/dryer hookups were valued at \$5.

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

Security

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

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

Rent Conclusion, 3BR-2BA-1103sf

The development of our rent conclusion for the 3BR-2BA-1103sf units is found below.

Our analysis included the evaluation of a total of 23 unit types found at 8 properties. We selected the 23 most comparable units to utilize as rent comparables for purposes of this analysis. A write-up for each of the properties included in this analysis is found in the Appendix.

Our analysis included the adjustments developed in the previous section. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is better, a “plus” adjustment is made. If the subject is inferior, a “minus” adjustment is made. In the table below, we summarize the adjustments and the resulting indicated rent for the top 23 comparables included in this analysis. The units that we consider most comparable are highlighted for the reader's reference.

Rent Conclusion									
Comparable			Unadjusted Rent			Adjusted Rent			
Property-Unit Key	Property Name	Unit Type	Street Rent	Concessions	Net Rent	Gross Adjustments	Net Adjustments	Adjusted Rent	Rank
Sub-02	Sweetbriar II	3BR-2BA-1103sf	\$500	\$0	\$500	-	\$0	\$500	-
017-01	Downtown Plaza Apartments	1BR-1BA-700sf	\$350	\$0	\$350	\$531	\$339	\$689	18
017-02	Downtown Plaza Apartments	2BR-1.5BA-1050sf	\$500	\$0	\$500	\$354	\$246	\$746	12
017-03	Downtown Plaza Apartments	3BR-1.5BA-1250sf	\$600	\$0	\$600	\$237	\$207	\$807	1
023-01	Glade Terrace Apartments 1	2BR-1.5BA-650sf	\$600	\$0	\$600	\$331	\$149	\$749	3
024-01	Glade Terrace Apartments 2	2BR-1.5BA-650sf	\$600	\$0	\$600	\$331	\$149	\$749	3
027-01	Hallock Drive Townhomes	2BR-1.5BA-950sf	\$650	\$0	\$650	\$343	\$197	\$847	6
041-01	Mountain Empire Apartments	0BR-1BA-700sf	\$400	\$0	\$400	\$700	\$316	\$716	23
041-02	Mountain Empire Apartments	1BR-1BA-700sf	\$475	\$0	\$475	\$609	\$237	\$712	21
041-03	Mountain Empire Apartments	1BR-1BA-700sf	\$500	\$0	\$500	\$609	\$237	\$737	21
041-04	Mountain Empire Apartments	2BR-1BA-1200sf	\$650	\$0	\$650	\$479	\$116	\$766	17
041-05	Mountain Empire Apartments	2BR-1.5BA-1200sf	\$675	\$0	\$675	\$464	\$101	\$776	16
041-06	Mountain Empire Apartments	3BR-2BA-1200sf	\$625	\$0	\$625	\$349	\$16	\$641	9
041-07	Mountain Empire Apartments	3BR-2BA-1200sf	\$675	\$0	\$675	\$349	\$16	\$691	9
045-01	Pinehedge Condominiums	2BR-1.5BA-1000sf	\$595	\$0	\$595	\$432	\$68	\$663	15
045-02	Pinehedge Condominiums	3BR-1.5BA-1200sf	\$650	\$0	\$650	\$332	-\$22	\$628	5
046-01	Promise Landing Apartments	1BR-1BA-700sf	\$545	\$0	\$545	\$597	\$201	\$746	20
046-02	Promise Landing Apartments	2BR-1.5BA-1000sf	\$645	\$0	\$645	\$425	\$113	\$758	14
046-03	Promise Landing Apartments	3BR-2BA-1250sf	\$750	\$0	\$750	\$264	\$54	\$804	2
076-01	Willow Run Apartments	1BR-1BA-512sf	\$525	\$0	\$525	\$534	\$198	\$723	19
076-02	Willow Run Apartments	2BR-1BA-784sf	\$645	\$0	\$645	\$380	\$128	\$773	13
076-03	Willow Run Apartments	2BR-1.5BA-900sf	\$675	\$0	\$675	\$353	\$101	\$776	11
076-04	Willow Run Apartments	2BR-2.5BA-960sf	\$690	\$0	\$690	\$347	\$65	\$755	7
076-05	Willow Run Apartments	2BR-1.5BA-960sf	\$725	\$0	\$725	\$347	\$95	\$820	7
	Adjusted Rent, Minimum					\$628			
	Adjusted Rent, Maximum					\$847			
	Adjusted Rent, Average					\$742			
	Adjusted Rent, Modified Average					\$743			
	Rent, Concluded					\$745			

Our analysis suggests a rent of \$745 for the 3BR-2BA-1103sf units at the subject property.

In our opinion, the 3BR-1.5BA-1250sf units at Downtown Plaza Apartments (Property # 017), the 3BR-2BA-1250sf units at Promise Landing Apartments (Property # 046), the 2BR-1.5BA-650sf units at Glade Terrace Apartments 2 (Property # 024), the 3BR-1.5BA-1200sf units at Pinehedge Condominiums (Property # 045), and the 3BR-2BA-1200sf units at Mountain Empire Apartments (Property # 041) are the best comparables for the units at the subject property.

Comparable	Subject		1		2		3		4		5	
Property-Unit Key	Sub-02		017-03		024-01		041-07		045-02		046-03	
Unit Type	3BR-2BA-1103sf		3BR-1.5BA-1250sf		2BR-1.5BA-650sf		3BR-2BA-1200sf		3BR-1.5BA-1200sf		3BR-2BA-1250sf	
Property Name	Sweetbriar II		Downtown Plaza Apartments		Glade Terrace Apartments 2		Mountain Empire Apartments		Pinehedge Condominiums		Promise Landing Apartments	
Address	19274 Elementary Drive		1010 Newton Street		33436 Bunker Hill Lane		16158 Flamingo Drive		138 Valley View Drive		16240 Samantha Drive	
City	Abingdon		Bristol		Glade Spring		Abingdon		Abingdon		Abingdon	
State	Virginia		Virginia		Virginia		Virginia		Virginia		Virginia	
Zip	24210		24201		24340		24211		24210		24211	
Latitude	36.71419		36.59676		36.77454		36.71332		36.72183		36.72168	
Longitude	-82.01996		-82.19570		-81.78030		-81.92401		-81.97880		-81.90898	
Miles to Subject	0.00		11.97		14.00		5.43		2.37		6.30	
Year Built	2020		1968		2013		1990		1985		1990	
Year Rehab	na		na		na		na		2009		na	
Project Rent	Restricted		Market Rate		Market Rate		Market Rate		Market Rate		Market Rate	
Project Type	Family		Family		Family		Family		Family		Family	
Project Status	Prop Const		Stabilized		Stabilized		Stabilized		Stabilized		Stabilized	
Phone	(276) 623-9000		(276) 466-3241		(276) 492-1870		(276) 698-7752		(276) 628-2751		(276) 623-4254	
Effective Date	03-Mar-20		18-Feb-20		21-Feb-20		25-Feb-20		20-Feb-20		18-Feb-20	
<u>Project Level</u>												
Units	22		76		4		48		30		86	
Vacant Units	22		6		0		0		0		1	
Vacancy Rate	100%		8%		0%		0%		0%		1%	
<u>Unit Type</u>												
Units	3		8		4		2		12		6	
Vacant Units	3		1		0		0		0		0	
Vacancy Rate	100%		13%		0%		0%		0%		0%	
Street Rent	\$500		\$600		\$600		\$675		\$650		\$750	
Concessions	\$0		\$0		\$0		\$0		\$0		\$0	
Net Rent	\$500		\$600		\$600		\$675		\$650		\$750	
	<u>Adj</u>	<u>Data</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>
Tenant-Paid Utilities	TPU	\$226	\$238	\$12	\$160	-\$66	\$74	-\$152	\$74	-\$152	\$226	\$0
Cable	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Internet	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Bedrooms	\$85	3	3	\$0	2	\$85	3	\$0	3	\$0	3	\$0
Bathrooms	\$30	2.00	1.50	\$15	1.50	\$15	2.00	\$0	1.50	\$15	2.00	\$0
Square Feet	\$0.10	1103	1250	-\$15	650	\$45	1200	-\$10	1200	-\$10	1250	-\$15
Visibility	\$100	2.50	2.50	\$0	2.50	\$0	2.00	\$50	2.00	\$50	2.00	\$50
Access	\$0	2.50	3.00	\$0	4.00	\$0	3.00	\$0	2.50	\$0	2.00	\$0
Neighborhood	\$0	3.80	2.00	\$0	3.90	\$0	4.50	\$0	3.50	\$0	4.50	\$0
Area Amenities	\$0	3.30	4.50	\$0	3.00	\$0	3.20	\$0	3.60	\$0	2.00	\$0
Median HH Income	\$0.0000	\$50,643	\$21,719	\$0	\$38,149	\$0	\$47,530	\$0	\$51,875	\$0	\$47,530	\$0
Average Commute	\$0	20.72	21.45	\$0	21.37	\$0	19.34	\$0	21.99	\$0	19.34	\$0
Public Transportation	\$0	na	na	\$0	na	\$0	na	\$0	na	\$0	na	\$0
Personal Crime	\$0	3.8%	9.7%	\$0	8.5%	\$0	3.3%	\$0	3.1%	\$0	3.3%	\$0
Condition	\$50	4.50	2.50	\$100	4.00	\$25	3.75	\$38	4.00	\$25	4.00	\$25
Effective Age	\$1.00	2020	1995	\$25	2010	\$10	1995	\$25	2005	\$15	2000	\$20
Ball Field	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
BBQ Area	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Billiards	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Bus/Comp Center	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Car Care Center	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Community Center	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	yes	-\$10
Elevator	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Fitness Center	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	yes	-\$10
Gazebo	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Hot Tub/Jacuzzi	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Horseshoe Pit	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Lake	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Library	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Movie Theatre	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Picnic Area	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Playground	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	yes	-\$10
Pool	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	yes	-\$10
Sauna	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Sports Court	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	yes	-\$10
Walking Trail	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Blinds	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	no	\$2
Ceiling Fans	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Carpeting	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	some	\$2
Fireplace	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Patio/Balcony	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Storage	\$10	yes	no	\$10	no	\$10	no	\$10	yes	\$0	no	\$10
Stove	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Refrigerator	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Disposal	\$10	no	no	\$0	yes	-\$10	no	\$0	yes	-\$10	yes	-\$10
Dishwasher	\$10	yes	no	\$10	yes	\$0	some	\$10	yes	\$0	yes	\$0
Microwave	\$10	no	no	\$0	yes	-\$10	no	\$0	no	\$0	no	\$0
Garage	\$50	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Covered	\$20	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Assigned	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Open	\$0	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
None	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Central	\$25	no	no	\$0	no	\$0	no	\$0	no	\$0	yes	-\$25
W/D Units	\$50	yes	no	\$50	no	\$50	no	\$50	no	\$50	no	\$50
W/D Hookups	\$5	no	some	\$0	yes	-\$5	yes	-\$5	yes	-\$5	yes	-\$5
Call Buttons	\$2	some	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Controlled Access	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Courtesy Officer	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Monitoring	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Security Alarms	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Security Patrols	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Indicated Rent		\$745	\$807		\$749		\$691		\$628		\$804	

Rent Conclusion, 3BR-2BA-961sf

The development of our rent conclusion for the 3BR-2BA-961sf units is found below.

Our analysis included the evaluation of a total of 23 unit types found at 8 properties. We selected the 23 most comparable units to utilize as rent comparables for purposes of this analysis. A write-up for each of the properties included in this analysis is found in the Appendix.

Our analysis included the adjustments developed in the previous section. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is better, a “plus” adjustment is made. If the subject is inferior, a “minus” adjustment is made. In the table below, we summarize the adjustments and the resulting indicated rent for the top 23 comparables included in this analysis. The units that we consider most comparable are highlighted for the reader's reference.

Rent Conclusion									
Comparable			Unadjusted Rent			Adjusted Rent			
Property-Unit Key	Property Name	Unit Type	Street Rent	Concessions	Net Rent	Gross Adjustments	Net Adjustments	Adjusted Rent	Rank
Sub-04	Sweetbriar II	3BR-2BA-961sf	\$500	\$0	\$500	-	\$0	\$500	-
017-01	Downtown Plaza Apartments	1BR-1BA-700sf	\$350	\$0	\$350	\$517	\$325	\$675	18
017-02	Downtown Plaza Apartments	2BR-1.5BA-1050sf	\$500	\$0	\$500	\$358	\$232	\$732	10
017-03	Downtown Plaza Apartments	3BR-1.5BA-1250sf	\$600	\$0	\$600	\$251	\$193	\$793	1
023-01	Glade Terrace Apartments 1	2BR-1.5BA-650sf	\$600	\$0	\$600	\$317	\$135	\$735	3
024-01	Glade Terrace Apartments 2	2BR-1.5BA-650sf	\$600	\$0	\$600	\$317	\$135	\$735	3
027-01	Hallock Drive Townhomes	2BR-1.5BA-950sf	\$650	\$0	\$650	\$329	\$183	\$833	5
041-01	Mountain Empire Apartments	0BR-1BA-700sf	\$400	\$0	\$400	\$686	\$302	\$702	23
041-02	Mountain Empire Apartments	1BR-1BA-700sf	\$475	\$0	\$475	\$595	\$223	\$698	21
041-03	Mountain Empire Apartments	1BR-1BA-700sf	\$500	\$0	\$500	\$595	\$223	\$723	21
041-04	Mountain Empire Apartments	2BR-1BA-1200sf	\$650	\$0	\$650	\$493	\$102	\$752	17
041-05	Mountain Empire Apartments	2BR-1.5BA-1200sf	\$675	\$0	\$675	\$478	\$87	\$762	16
041-06	Mountain Empire Apartments	3BR-2BA-1200sf	\$625	\$0	\$625	\$363	\$2	\$627	11
041-07	Mountain Empire Apartments	3BR-2BA-1200sf	\$675	\$0	\$675	\$363	\$2	\$677	11
045-01	Pinehedge Condominiums	2BR-1.5BA-1000sf	\$595	\$0	\$595	\$426	\$54	\$649	15
045-02	Pinehedge Condominiums	3BR-1.5BA-1200sf	\$650	\$0	\$650	\$346	-\$36	\$614	9
046-01	Promise Landing Apartments	1BR-1BA-700sf	\$545	\$0	\$545	\$583	\$187	\$732	20
046-02	Promise Landing Apartments	2BR-1.5BA-1000sf	\$645	\$0	\$645	\$419	\$99	\$744	14
046-03	Promise Landing Apartments	3BR-2BA-1250sf	\$750	\$0	\$750	\$278	\$40	\$790	2
076-01	Willow Run Apartments	1BR-1BA-512sf	\$525	\$0	\$525	\$520	\$184	\$709	19
076-02	Willow Run Apartments	2BR-1BA-784sf	\$645	\$0	\$645	\$366	\$114	\$759	13
076-03	Willow Run Apartments	2BR-1.5BA-900sf	\$675	\$0	\$675	\$339	\$87	\$762	8
076-04	Willow Run Apartments	2BR-2.5BA-960sf	\$690	\$0	\$690	\$333	\$51	\$741	6
076-05	Willow Run Apartments	2BR-1.5BA-960sf	\$725	\$0	\$725	\$333	\$81	\$806	6
	Adjusted Rent, Minimum					\$614			
	Adjusted Rent, Maximum					\$833			
	Adjusted Rent, Average					\$728			
	Adjusted Rent, Modified Average					\$729			
	Rent, Concluded					\$725			

Our analysis suggests a rent of \$725 for the 3BR-2BA-961sf units at the subject property.

In our opinion, the 3BR-1.5BA-1250sf units at Downtown Plaza Apartments (Property # 017), the 3BR-2BA-1250sf units at Promise Landing Apartments (Property # 046), the 2BR-1.5BA-650sf units at Glade Terrace Apartments 2 (Property # 024), the 3BR-1.5BA-1200sf units at Pinehedge Condominiums (Property # 045), and the 3BR-2BA-1200sf units at Mountain Empire Apartments (Property # 041) are the best comparables for the units at the subject property.

Comparable	Subject		1		2		3		4		5	
Property-Unit Key	Sub-04		017-03		024-01		041-07		045-02		046-03	
Unit Type	3BR-2BA-961sf		3BR-1.5BA-1250sf		2BR-1.5BA-650sf		3BR-2BA-1200sf		3BR-1.5BA-1200sf		3BR-2BA-1250sf	
Property Name	Sweetbriar II		Downtown Plaza Apartments		Glade Terrace Apartments 2		Mountain Empire Apartments		Pinehedge Condominiums		Promise Landing Apartments	
Address	19274 Elementary Drive		1010 Newton Street		33436 Bunker Hill Lane		16158 Flamingo Drive		138 Valley View Drive		16240 Samantha Drive	
City	Abingdon		Bristol		Glade Spring		Abingdon		Abingdon		Abingdon	
State	Virginia		Virginia		Virginia		Virginia		Virginia		Virginia	
Zip	24210		24201		24340		24211		24210		24211	
Latitude	36.71419		36.59676		36.77454		36.71332		36.72183		36.72168	
Longitude	-82.01996		-82.19570		-81.78030		-81.92401		-81.97880		-81.90898	
Miles to Subject	0.00		11.97		14.00		5.43		2.37		6.30	
Year Built	2020		1968		2013		1990		1985		1990	
Year Rehab	na		na		na		na		2009		na	
Project Rent	Restricted		Market Rate		Market Rate		Market Rate		Market Rate		Market Rate	
Project Type	Family		Family		Family		Family		Family		Family	
Project Status	Prop Const		Stabilized		Stabilized		Stabilized		Stabilized		Stabilized	
Phone	(276) 623-9000		(276) 466-3241		(276) 492-1870		(276) 698-7752		(276) 628-2751		(276) 623-4254	
Effective Date	03-Mar-20		18-Feb-20		21-Feb-20		25-Feb-20		20-Feb-20		18-Feb-20	
<u>Project Level</u>												
Units	22		76		4		48		30		86	
Vacant Units	22		6		0		0		0		1	
Vacancy Rate	100%		8%		0%		0%		0%		1%	
<u>Unit Type</u>												
Units	3		8		4		2		12		6	
Vacant Units	3		1		0		0		0		0	
Vacancy Rate	100%		13%		0%		0%		0%		0%	
Street Rent	\$500		\$600		\$600		\$675		\$650		\$750	
Concessions	\$0		\$0		\$0		\$0		\$0		\$0	
Net Rent	\$500		\$600		\$600		\$675		\$650		\$750	
	<u>Adj</u>	<u>Data</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>
Tenant-Paid Utilities	TPU	\$226	\$238	\$12	\$160	-\$66	\$74	-\$152	\$74	-\$152	\$226	\$0
Cable	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Internet	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Bedrooms	\$85	3	3	\$0	2	\$85	3	\$0	3	\$0	3	\$0
Bathrooms	\$30	2.00	1.50	\$15	1.50	\$15	2.00	\$0	1.50	\$15	2.00	\$0
Square Feet	\$0.10	961	1250	-\$29	650	\$31	1200	-\$24	1200	-\$24	1250	-\$29
Visibility	\$100	2.50	2.50	\$0	2.50	\$0	2.00	\$50	2.00	\$50	2.00	\$50
Access	\$0	2.50	3.00	\$0	4.00	\$0	3.00	\$0	2.50	\$0	2.00	\$0
Neighborhood	\$0	3.80	2.00	\$0	3.90	\$0	4.50	\$0	3.50	\$0	4.50	\$0
Area Amenities	\$0	3.30	4.50	\$0	3.00	\$0	3.20	\$0	3.60	\$0	2.00	\$0
Median HH Income	\$0.0000	\$50,643	\$21,719	\$0	\$38,149	\$0	\$47,530	\$0	\$51,875	\$0	\$47,530	\$0
Average Commute	\$0	20.72	21.45	\$0	21.37	\$0	19.34	\$0	21.99	\$0	19.34	\$0
Public Transportation	\$0	na	na	\$0	na	\$0	na	\$0	na	\$0	na	\$0
Personal Crime	\$0	3.8%	9.7%	\$0	8.5%	\$0	3.3%	\$0	3.1%	\$0	3.3%	\$0
Condition	\$50	4.50	2.50	\$100	4.00	\$25	3.75	\$38	4.00	\$25	4.00	\$25
Effective Age	\$1.00	2020	1995	\$25	2010	\$10	1995	\$25	2005	\$15	2000	\$20
Ball Field	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
BBQ Area	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Billiards	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Bus/Comp Center	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Car Care Center	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Community Center	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	yes	-\$10
Elevator	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Fitness Center	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	yes	-\$10
Gazebo	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Hot Tub/Jacuzzi	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Horseshoe Pit	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Lake	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Library	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Movie Theatre	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Picnic Area	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Playground	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	yes	-\$10
Pool	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	yes	-\$10
Sauna	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Sports Court	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	yes	-\$10
Walking Trail	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Blinds	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	no	\$2
Ceiling Fans	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Carpeting	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	some	\$2
Fireplace	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Patio/Balcony	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Storage	\$10	yes	no	\$10	no	\$10	no	\$10	yes	\$0	no	\$10
Stove	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Refrigerator	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Disposal	\$10	no	no	\$0	yes	-\$10	no	\$0	yes	-\$10	yes	-\$10
Dishwasher	\$10	yes	no	\$10	yes	\$0	some	\$10	yes	\$0	yes	\$0
Microwave	\$10	no	no	\$0	yes	-\$10	no	\$0	no	\$0	no	\$0
Garage	\$50	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Covered	\$20	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Assigned	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Open	\$0	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
None	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Central	\$25	no	no	\$0	no	\$0	no	\$0	no	\$0	yes	-\$25
W/D Units	\$50	yes	no	\$50	no	\$50	no	\$50	no	\$50	no	\$50
W/D Hookups	\$5	no	some	\$0	yes	-\$5	yes	-\$5	yes	-\$5	yes	-\$5
Call Buttons	\$2	some	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Controlled Access	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Courtesy Officer	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Monitoring	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Security Alarms	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Security Patrols	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Indicated Rent		\$725	\$793		\$735		\$677		\$614		\$790	

Rent Conclusion, 3BR-2BA-1090sf

The development of our rent conclusion for the 3BR-2BA-1090sf units is found below.

Our analysis included the evaluation of a total of 23 unit types found at 8 properties. We selected the 23 most comparable units to utilize as rent comparables for purposes of this analysis. A write-up for each of the properties included in this analysis is found in the Appendix.

Our analysis included the adjustments developed in the previous section. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is better, a “plus” adjustment is made. If the subject is inferior, a “minus” adjustment is made. In the table below, we summarize the adjustments and the resulting indicated rent for the top 23 comparables included in this analysis. The units that we consider most comparable are highlighted for the reader's reference.

Rent Conclusion									
Comparable			Unadjusted Rent			Adjusted Rent			
Property-Unit Key	Property Name	Unit Type	Street Rent	Concessions	Net Rent	Gross Adjustments	Net Adjustments	Adjusted Rent	Rank
Sub-05	Sweetbriar II	3BR-2BA-1090sf	\$500	\$0	\$500	-	\$0	\$500	-
017-01	Downtown Plaza Apartments	1BR-1BA-700sf	\$350	\$0	\$350	\$530	\$338	\$688	18
017-02	Downtown Plaza Apartments	2BR-1.5BA-1050sf	\$500	\$0	\$500	\$353	\$245	\$745	12
017-03	Downtown Plaza Apartments	3BR-1.5BA-1250sf	\$600	\$0	\$600	\$238	\$206	\$806	1
023-01	Glade Terrace Apartments 1	2BR-1.5BA-650sf	\$600	\$0	\$600	\$330	\$148	\$748	3
024-01	Glade Terrace Apartments 2	2BR-1.5BA-650sf	\$600	\$0	\$600	\$330	\$148	\$748	3
027-01	Hallock Drive Townhomes	2BR-1.5BA-950sf	\$650	\$0	\$650	\$342	\$196	\$846	6
041-01	Mountain Empire Apartments	0BR-1BA-700sf	\$400	\$0	\$400	\$699	\$315	\$715	23
041-02	Mountain Empire Apartments	1BR-1BA-700sf	\$475	\$0	\$475	\$608	\$236	\$711	21
041-03	Mountain Empire Apartments	1BR-1BA-700sf	\$500	\$0	\$500	\$608	\$236	\$736	21
041-04	Mountain Empire Apartments	2BR-1BA-1200sf	\$650	\$0	\$650	\$481	\$115	\$765	17
041-05	Mountain Empire Apartments	2BR-1.5BA-1200sf	\$675	\$0	\$675	\$466	\$100	\$775	16
041-06	Mountain Empire Apartments	3BR-2BA-1200sf	\$625	\$0	\$625	\$351	\$15	\$640	9
041-07	Mountain Empire Apartments	3BR-2BA-1200sf	\$675	\$0	\$675	\$351	\$15	\$690	9
045-01	Pinehedge Condominiums	2BR-1.5BA-1000sf	\$595	\$0	\$595	\$431	\$67	\$662	15
045-02	Pinehedge Condominiums	3BR-1.5BA-1200sf	\$650	\$0	\$650	\$333	-\$23	\$627	5
046-01	Promise Landing Apartments	1BR-1BA-700sf	\$545	\$0	\$545	\$596	\$200	\$745	20
046-02	Promise Landing Apartments	2BR-1.5BA-1000sf	\$645	\$0	\$645	\$424	\$112	\$757	14
046-03	Promise Landing Apartments	3BR-2BA-1250sf	\$750	\$0	\$750	\$265	\$53	\$803	2
076-01	Willow Run Apartments	1BR-1BA-512sf	\$525	\$0	\$525	\$533	\$197	\$722	19
076-02	Willow Run Apartments	2BR-1BA-784sf	\$645	\$0	\$645	\$379	\$127	\$772	13
076-03	Willow Run Apartments	2BR-1.5BA-900sf	\$675	\$0	\$675	\$352	\$100	\$775	11
076-04	Willow Run Apartments	2BR-2.5BA-960sf	\$690	\$0	\$690	\$346	\$64	\$754	7
076-05	Willow Run Apartments	2BR-1.5BA-960sf	\$725	\$0	\$725	\$346	\$94	\$819	7
	Adjusted Rent, Minimum					\$627			
	Adjusted Rent, Maximum					\$846			
	Adjusted Rent, Average					\$741			
	Adjusted Rent, Modified Average					\$742			
	Rent, Concluded					\$735			

Our analysis suggests a rent of \$735 for the 3BR-2BA-1090sf units at the subject property.

In our opinion, the 3BR-1.5BA-1250sf units at Downtown Plaza Apartments (Property # 017), the 3BR-2BA-1250sf units at Promise Landing Apartments (Property # 046), the 2BR-1.5BA-650sf units at Glade Terrace Apartments 2 (Property # 024), the 3BR-1.5BA-1200sf units at Pinehedge Condominiums (Property # 045), and the 3BR-2BA-1200sf units at Mountain Empire Apartments (Property # 041) are the best comparables for the units at the subject property.

Comparable	Subject		1		2		3		4		5	
Property-Unit Key	Sub-05	017-03	024-01		041-07		045-02		046-03			
Unit Type	3BR-2BA-1090sf	3BR-1.5BA-1250sf	2BR-1.5BA-650sf		3BR-2BA-1200sf		3BR-1.5BA-1200sf		3BR-2BA-1250sf			
Property Name	Sweetbriar II	Downtown Plaza Apartments	Glade Terrace Apartments 2		Mountain Empire Apartments		Pinehedge Condominiums		Promise Landing Apartments			
Address	19274 Elementary Drive	1010 Newton Street	33436 Bunker Hill Lane		16158 Flamingo Drive		138 Valley View Drive		16240 Samantha Drive			
City	Abingdon	Bristol	Glade Spring		Abingdon		Abingdon		Abingdon			
State	Virginia	Virginia	Virginia		Virginia		Virginia		Virginia			
Zip	24210	24201	24340		24211		24210		24211			
Latitude	36.71419	36.59676	36.77454		36.71332		36.72183		36.72168			
Longitude	-82.01996	-82.19570	-81.78030		-81.92401		-81.97880		-81.90898			
Miles to Subject	0.00	11.97	14.00		5.43		2.37		6.30			
Year Built	2020	1968	2013		1990		1985		1990			
Year Rehab	na	na	na		na		2009		na			
Project Rent	Restricted	Market Rate	Market Rate		Market Rate		Market Rate		Market Rate			
Project Type	Family	Family	Family		Family		Family		Family			
Project Status	Prop Const	Stabilized	Stabilized		Stabilized		Stabilized		Stabilized			
Phone	(276) 623-9000	(276) 466-3241	(276) 492-1870		(276) 698-7752		(276) 628-2751		(276) 623-4254			
Effective Date	03-Mar-20	18-Feb-20	21-Feb-20		25-Feb-20		20-Feb-20		18-Feb-20			
Project Level												
Units	22	76	4		48		30		86			
Vacant Units	22	6	0		0		0		1			
Vacancy Rate	100%	8%	0%		0%		0%		1%			
Unit Type												
Units	8	8	4		2		12		6			
Vacant Units	8	1	0		0		0		0			
Vacancy Rate	100%	13%	0%		0%		0%		0%			
Street Rent	\$500	\$600	\$600		\$675		\$650		\$750			
Concessions	\$0	\$0	\$0		\$0		\$0		\$0			
Net Rent	\$500	\$600	\$600		\$675		\$650		\$750			
Adj	Data	Data	Adj	Data	Adj	Data	Adj	Data	Adj	Data	Adj	
Tenant-Paid Utilities	TPU	\$226	\$238	\$12	\$160	-\$66	\$74	-\$152	\$74	-\$152	\$226	\$0
Cable	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Internet	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Bedrooms	\$85	3	3	\$0	2	\$85	3	\$0	3	\$0	3	\$0
Bathrooms	\$30	2.00	1.50	\$15	1.50	\$15	2.00	\$0	1.50	\$15	2.00	\$0
Square Feet	\$0.10	1090	1250	-\$16	650	\$44	1200	-\$11	1200	-\$11	1250	-\$16
Visibility	\$100	2.50	2.50	\$0	2.50	\$0	2.00	\$50	2.00	\$50	2.00	\$50
Access	\$0	2.50	3.00	\$0	4.00	\$0	3.00	\$0	2.50	\$0	2.00	\$0
Neighborhood	\$0	3.80	2.00	\$0	3.90	\$0	4.50	\$0	3.50	\$0	4.50	\$0
Area Amenities	\$0	3.30	4.50	\$0	3.00	\$0	3.20	\$0	3.60	\$0	2.00	\$0
Median HH Income	\$0.0000	\$50,643	\$21,719	\$0	\$38,149	\$0	\$47,530	\$0	\$51,875	\$0	\$47,530	\$0
Average Commute	\$0	20.72	21.45	\$0	21.37	\$0	19.34	\$0	21.99	\$0	19.34	\$0
Public Transportation	\$0	na	na	\$0	na	\$0	na	\$0	na	\$0	na	\$0
Personal Crime	\$0	3.8%	9.7%	\$0	8.5%	\$0	3.3%	\$0	3.1%	\$0	3.3%	\$0
Condition	\$50	4.50	2.50	\$100	4.00	\$25	3.75	\$38	4.00	\$25	4.00	\$25
Effective Age	\$1.00	2020	1995	\$25	2010	\$10	1995	\$25	2005	\$15	2000	\$20
Ball Field	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
BBQ Area	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Billiards	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Bus/Comp Center	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Car Care Center	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Community Center	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	yes	-\$10
Elevator	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Fitness Center	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	yes	-\$10
Gazebo	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Hot Tub/Jacuzzi	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Horseshoe Pit	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Lake	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Library	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Movie Theatre	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Picnic Area	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Playground	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	yes	-\$10
Pool	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	yes	-\$10
Sauna	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Sports Court	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	yes	-\$10
Walking Trail	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Blinds	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	no	\$2
Ceiling Fans	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Carpeting	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	some	\$2
Fireplace	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Patio/Balcony	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Storage	\$10	yes	no	\$10	no	\$10	no	\$10	yes	\$0	no	\$10
Stove	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Refrigerator	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Disposal	\$10	no	no	\$0	yes	-\$10	no	\$0	yes	-\$10	yes	-\$10
Dishwasher	\$10	yes	no	\$10	yes	\$0	some	\$10	yes	\$0	yes	\$0
Microwave	\$10	no	no	\$0	yes	-\$10	no	\$0	no	\$0	no	\$0
Garage	\$50	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Covered	\$20	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Assigned	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Open	\$0	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
None	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Central	\$25	no	no	\$0	no	\$0	no	\$0	no	\$0	yes	-\$25
W/D Units	\$50	yes	no	\$50	no	\$50	no	\$50	no	\$50	no	\$50
W/D Hookups	\$5	no	some	\$0	yes	-\$5	yes	-\$5	yes	-\$5	yes	-\$5
Call Buttons	\$2	some	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Controlled Access	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Courtesy Officer	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Monitoring	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Security Alarms	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Security Patrols	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Indicated Rent	\$735	\$806	\$748		\$690		\$627		\$803			

Unrestricted Market Rent Conclusion

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

Unrestricted Market Rent Conclusion						
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Market	Proposed	Advantage
3BR-2BA-1103sf / 60% of AMI / 40% of AMI	no	No	3	\$745	\$389	47.8%
3BR-2BA-1103sf / 60% of AMI / 50% of AMI	no	No	3	\$745	\$500	32.9%
3BR-2BA-961sf / 60% of AMI / 50% of AMI	no	No	5	\$725	\$500	31.0%
3BR-2BA-961sf / 60% of AMI / 60% of AMI	no	No	3	\$725	\$500	31.0%
3BR-2BA-1090sf / 60% of AMI / 60% of AMI	no	No	8	\$735	\$500	32.0%
Total / Average			22	\$734	\$485	34.0%

Our analysis suggests an average unrestricted market rent of \$734 for the subject property. This is compared with an average proposed rent of \$485, yielding an unrestricted market rent advantage of 34 percent. Overall, the subject property appears to be priced at or below unrestricted market rents for the area.

We selected a total of 9 properties as comparables for purposes of our analysis. The average occupancy at the select rent comparables currently stands at 96 percent.

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

Occupancy Rate, Select Comparables								
	Subsidized	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI	Market
0-Bedroom								
1-Bedroom								
2-Bedroom								96%
3-Bedroom								97%
4-Bedroom								
Total								96%

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

Occupancy Rate, Stabilized Properties								
	Subsidized	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI	Market
0-Bedroom								67%
1-Bedroom	99%			100%	95%		91%	97%
2-Bedroom	99%			94%	95%		73%	94%
3-Bedroom	100%			94%	75%			97%
4-Bedroom	100%							
Total	99%			96%	90%		79%	95%

HUD conducts an annual rent survey to derive Fair Market Rent estimates for an area. Based on this, 2-bedroom rents for the area grew from \$571 to \$700 since 2010. This represents an average 2.5% annual increase over this period.

Fair market rent data for the area is found below:

Year	Rent			Change		
	1BR	2BR	3BR	1BR	2BR	3BR
2007	\$404	\$502	\$673	-	-	-
2008	\$431	\$535	\$717	6.7%	6.6%	6.5%
2009	\$448	\$557	\$746	3.9%	4.1%	4.0%
2010	\$460	\$571	\$765	2.7%	2.5%	2.5%
2011	\$473	\$588	\$788	2.8%	3.0%	3.0%
2012	\$453	\$563	\$754	-4.2%	-4.3%	-4.3%
2013	\$487	\$626	\$819	7.5%	11.2%	8.6%
2014	\$480	\$617	\$807	-1.4%	-1.4%	-1.5%
2015	\$511	\$658	\$861	6.5%	6.6%	6.7%
2016	\$499	\$660	\$860	-2.3%	0.3%	-0.1%
2017	\$479	\$636	\$836	-4.0%	-3.6%	-2.8%
2018	\$514	\$684	\$903	7.3%	7.5%	8.0%
2019	\$529	\$700	\$924	2.9%	2.3%	2.3%

Source: HUD

Restricted Rent Analysis

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

Rental Property Inventory, by Unit Type

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

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

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

Rent Comparables, Restricted Rent, Map

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

Rent Comparability Grids

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

Rental Property Inventory, 2-Bedroom Units

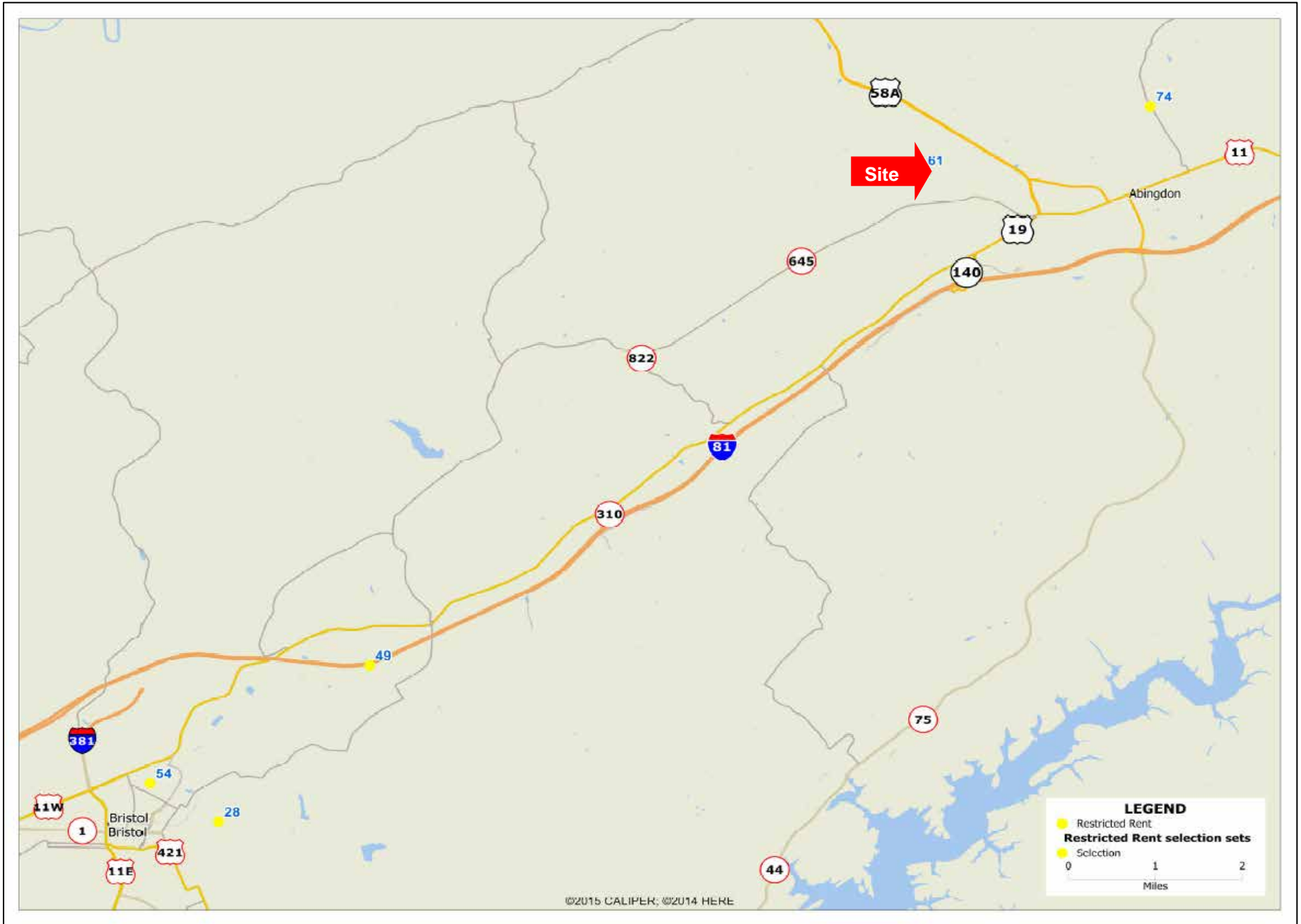
Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt
016	Douglass School Apartments	1925	2006	Restricted	Elderly	Stabilized				\$429	\$429			
019	Eastridge Apartments	1970	2008	Restricted	Family	Stabilized	\$530				\$400			
020	Edgemont Townhouses	1978	2008	Restricted	Family	Stabilized					\$548			
028	Harbor Landing Apartments	2004	na	Restricted	Family	Stabilized				\$449				
029	Highland View Apartments	1983	2013	Restricted	Family	Stabilized	\$487			\$487	\$487			
034	Lebanon Square Apartments	1990	2007	Restricted	Family	Stabilized	\$554				\$554			
049	Ridgecrest Town Apartments	2008	na	Restricted	Family	Stabilized					\$621			
050	Ridgefield Court Apartments	1987	na	Restricted	Family	Stabilized	\$456						\$473	
052	Riverside Place Apartments	1923	2011	Restricted	Family	Stabilized				\$391	\$391			
054	Sapling Grove Apartments	2008	na	Restricted	Family	Stabilized	\$444				\$444			
061	Sweetbriar 1	2009	na	Restricted	Family	Stabilized								
065	Thomas Jefferson Senior Apartments	1892	2005	Restricted	Elderly	Stabilized				\$470				
074	Whites Mill Point Apartments	2006	na	Restricted	Family	Stabilized	\$445			\$445	\$445			

Source: Allen & Associates

Rental Property Inventory, 3-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt
016	Douglass School Apartments	1925	2006	Restricted	Elderly	Stabilized								
019	Eastridge Apartments	1970	2008	Restricted	Family	Stabilized	\$565				\$500			
020	Edgemont Townhouses	1978	2008	Restricted	Family	Stabilized								
028	Harbor Landing Apartments	2004	na	Restricted	Family	Stabilized				\$511				
029	Highland View Apartments	1983	2013	Restricted	Family	Stabilized	\$551			\$551	\$588			
034	Lebanon Square Apartments	1990	2007	Restricted	Family	Stabilized								
049	Ridgecrest Town Apartments	2008	na	Restricted	Family	Stabilized					\$668			
050	Ridgefield Court Apartments	1987	na	Restricted	Family	Stabilized								
052	Riverside Place Apartments	1923	2011	Restricted	Family	Stabilized				\$400	\$400			
054	Sapling Grove Apartments	2008	na	Restricted	Family	Stabilized								
061	Sweetbriar 1	2009	na	Restricted	Family	Stabilized				\$455	\$485			
065	Thomas Jefferson Senior Apartments	1892	2005	Restricted	Elderly	Stabilized								
074	Whites Mill Point Apartments	2006	na	Restricted	Family	Stabilized								

Source: Allen & Associates



Rent Adjustments

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

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

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

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

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

Concessions

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

Tenant-Paid Utilities

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

Technology

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

Adjustment	Technology		Concluded
	Survey	Range	
Cable	\$0	\$50	\$0
Internet	\$0	\$50	\$0

Bedrooms

Our analysis also included an adjustment for the number of bedrooms at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$85 per bedroom.

Bedrooms			
Adjustment	Survey Range		Concluded
Bedrooms	\$0	\$200	\$85

Bathrooms

Our analysis also included an adjustment for the number of bathrooms at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$0 per bathroom.

Bathrooms			
Adjustment	Survey Range		Concluded
Bathrooms	\$0	\$100	\$0

Square Feet

Our analysis also included an adjustment for square footage at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$0.00 per square foot.

Square Feet			
Adjustment	Survey Range		Concluded
Square Feet	\$0.00	\$2.00	\$0.00

Visibility

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

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

Access

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

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

Neighborhood

We considered differences in neighborhood at each of the comparables as compared to the subject property in our analysis. Based on our field review and our evaluation of local demographic and crime data (presented earlier in this report), we assigned a neighborhood rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$65 per point for differences in neighborhood ratings between the subject and the comparables.

Neighborhood			
Adjustment	Survey Range		Concluded
Rating	\$0	\$100	\$65

Area Amenities

We also accounted for area amenities for each of the comparables as compared to the subject property in our analysis. Based on our field review and our evaluation of local amenity data (presented earlier in this report), we assigned a local amenity rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$80 per point for differences in amenity ratings between the subject and the comparables.

Area Amenities			
Adjustment	Survey Range		Concluded
Rating	\$0	\$100	\$80

Median Household Income

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

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

Average Commute

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

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

Public Transportation

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

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

Personal Crime

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

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

Condition

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

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

Effective Age

We considered differences in effective age in our analysis. Based on our field review, we estimated the effective age for each of the properties included in this analysis. Our estimates reflected the condition-adjusted age and remaining useful life of each property. Statistical extraction resulted in an adjustment of \$1.00 per year for differences in effective age between the subject and the comparables.

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

Project Amenities

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

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

Unit Amenities

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

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

Kitchen Amenities

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

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

Parking

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

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

Laundry

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

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

Security

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

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

Rent Conclusion, 3BR-2BA-1103sf

The development of our rent conclusion for the 3BR-2BA-1103sf units is found below.

Our analysis included the evaluation of a total of 8 unit types found at 5 properties. We selected the 8 most comparable units to utilize as rent comparables for purposes of this analysis. A write-up for each of the properties included in this analysis is found in the Appendix.

Our analysis included the adjustments developed in the previous section. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is better, a “plus” adjustment is made. If the subject is inferior, a “minus” adjustment is made. In the table below, we summarize the adjustments and the resulting indicated rent for the top 8 comparables included in this analysis. The units that we consider most comparable are highlighted for the reader's reference.

		Rent Conclusion							
Comparable			Unadjusted Rent			Adjusted Rent			
Property-Unit Key	Property Name	Unit Type	Street Rent	Concessions	Net Rent	Gross Adjustments	Net Adjustments	Adjusted Rent	Rank
Sub-02	Sweetbriar II	3BR-2BA-1103sf	\$500	\$0	\$500	-	\$0	\$500	-
028-01	Harbor Landing Apartments	2BR-2BA-1072sf	\$449	\$0	\$449	\$345	\$39	\$488	6
028-02	Harbor Landing Apartments	3BR-2BA-1304sf	\$511	\$0	\$511	\$226	-\$13	\$499	3
049-03	Ridgecrest Town Apartments	2BR-1.5BA-1021sf	\$649	\$0	\$649	\$409	-\$143	\$506	7
049-06	Ridgecrest Town Apartments	3BR-2BA-1173sf	\$706	\$0	\$706	\$304	-\$208	\$498	4
054-02	Sapling Grove Apartments	1BR-1BA-776sf	\$375	\$0	\$375	\$452	\$102	\$477	8
054-04	Sapling Grove Apartments	2BR-1BA-985sf	\$444	\$0	\$444	\$333	\$51	\$495	5
061-02	Sweetbriar 1	3BR-2.5BA-1385sf	\$485	\$0	\$485	\$84	-\$20	\$465	1
074-03	Whites Mill Point Apartments	2BR-1.5BA-1010sf	\$445	\$0	\$445	\$208	\$52	\$497	2
	Adjusted Rent, Minimum							\$465	
	Adjusted Rent, Maximum							\$506	
	Adjusted Rent, Average							\$490	
	Adjusted Rent, Modified Average							\$492	
	Rent, Concluded							\$500	

Our analysis suggests a rent of \$500 for the 3BR-2BA-1103sf units at the subject property.

In our opinion, the 3BR-2.5BA-1385sf units at Sweetbriar 1 (Property # 061), the 2BR-1.5BA-1010sf units at Whites Mill Point Apartments (Property # 074), the 3BR-2BA-1304sf units at Harbor Landing Apartments (Property # 028), the 3BR-2BA-1173sf units at Ridgecrest Town Apartments (Property # 049), and the 2BR-1BA-985sf units at Sapling Grove Apartments (Property # 054) are the best comparables for the units at the subject property.

Comparable	Subject	1	2	3	4	5						
Property-Unit Key	Sub-02	028-02	049-06	054-04	061-02	074-03						
Unit Type	3BR-2BA-1103sf	3BR-2BA-1304sf	3BR-2BA-1173sf	2BR-1BA-985sf	3BR-2.5BA-1385sf	2BR-1.5BA-1010sf						
Property Name	Sweetbriar II	Harbor Landing Apartments	Ridgecrest Town Apartments	Sapling Grove Apartments	Sweetbriar 1	Whites Mill Point Apartments						
Address	19274 Elementary Drive	800 Dixie Street	2 Heritage Drive	802 Oakview Avenue	19274 Elementary Drive	15365 Whites Mill Road						
City	Abingdon	Bristol	Bristol	Bristol	Abingdon	Abingdon						
State	Virginia	Virginia	Virginia	Virginia	Virginia	Virginia						
Zip	24210	24201	24201	24201	24210	24210						
Latitude	36.71419	36.59693	36.62505	36.60381	36.71419	36.72566						
Longitude	-82.01996	-82.16570	-82.13438	-82.17989	-82.01996	-81.97269						
Miles to Subject	0.00	10.59	8.21	11.00	0.00	2.75						
Year Built	2020	2004	2008	2008	2009	2006						
Year Rehab	na	na	na	na	na	na						
Project Rent	Restricted	Restricted	Restricted	Restricted	Restricted	Restricted						
Project Type	Family	Family	Family	Family	Family	Family						
Project Status	Prop Const	Stabilized	Stabilized	Stabilized	Stabilized	Stabilized						
Phone	(276) 623-9000	276-642-0500	(276) 466-2465	(276) 642-2001	(276) 623-9000	(276) 623-9000						
Effective Date	03-Mar-20	26-Feb-20	25-Feb-20	25-Feb-20	14-Feb-20	14-Feb-20						
<u>Project Level</u>												
Units	22	32	72	26	20	32						
Vacant Units	22	1	15	0	1	1						
Vacancy Rate	100%	3%	21%	0%	5%	3%						
<u>Unit Type</u>												
Units	3	16	13	13	10	18						
Vacant Units	3	1	5	0	1	1						
Vacancy Rate	100%	6%	38%	0%	10%	6%						
Street Rent	\$500	\$511	\$706	\$444	\$485	\$445						
Concessions	\$0	\$0	\$0	\$0	\$0	\$0						
Net Rent	\$500	\$511	\$706	\$444	\$485	\$445						
	Adj	Data	Data	Adj	Data	Adj						
Tenant-Paid Utilities	TPU	\$226	\$205	-\$21	\$101	-\$125	\$177	-\$49	\$238	\$12	\$160	-\$66
Cable	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Internet	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Bedrooms	\$85	3	3	\$0	3	\$0	2	\$85	3	\$0	2	\$85
Bathrooms	\$0	2.00	2.00	\$0	2.00	\$0	1.00	\$0	2.50	\$0	1.50	\$0
Square Feet	\$0.00	1103	1304	\$0	1173	\$0	985	\$0	1385	\$0	1010	\$0
Visibility	\$0	2.50	2.50	\$0	2.75	\$0	3.50	\$0	3.00	\$0	3.00	\$0
Access	\$0	2.50	2.50	\$0	3.00	\$0	3.50	\$0	3.00	\$0	3.00	\$0
Neighborhood	\$65	3.80	2.70	\$72	3.60	\$13	2.50	\$85	3.80	\$0	3.70	\$6
Area Amenities	\$80	3.30	3.40	-\$8	3.60	-\$24	4.30	-\$80	3.30	\$0	3.20	\$8
Median HH Income	\$0.0000	\$50,643	\$24,150	\$0	\$39,116	\$0	\$9,516	\$0	\$50,643	\$0	\$38,194	\$0
Average Commute	\$0	20.72	23.40	\$0	20.89	\$0	17.82	\$0	20.72	\$0	19.89	\$0
Public Transportation	\$0	na	na	\$0	na	\$0	na	\$0	na	\$0	na	\$0
Personal Crime	\$0	3.8%	2.2%	\$0	1.9%	\$0	1.4%	\$0	3.8%	\$0	1.9%	\$0
Condition	\$10	4.50	4.00	\$5	4.50	\$0	4.25	\$3	4.50	\$0	4.00	\$5
Effective Age	\$1.00	2020	2010	\$10	2005	\$15	2020	\$0	2010	\$10	2005	\$15
Ball Field	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
BBQ Area	\$10	no	yes	-\$10	no	\$0	no	\$0	no	\$0	no	\$0
Billiards	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Bus/Comp Center	\$10	no	no	\$0	yes	-\$10	no	\$0	no	\$0	no	\$0
Car Care Center	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Community Center	\$10	no	yes	-\$10	yes	-\$10	yes	-\$10	no	\$0	no	\$0
Elevator	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Fitness Center	\$10	no	no	\$0	yes	-\$10	no	\$0	no	\$0	no	\$0
Gazebo	\$10	no	no	\$0	yes	-\$10	no	\$0	no	\$0	no	\$0
Hot Tub/Jacuzzi	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Horseshoe Pit	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Lake	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Library	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Movie Theatre	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Picnic Area	\$10	no	yes	-\$10	no	\$0	no	\$0	no	\$0	no	\$0
Playground	\$10	no	yes	-\$10	yes	-\$10	no	\$0	no	\$0	no	\$0
Pool	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Sauna	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Sports Court	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Walking Trail	\$10	no	no	\$0	yes	-\$10	no	\$0	no	\$0	no	\$0
Blinds	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Ceiling Fans	\$10	no	no	\$0	yes	-\$10	no	\$0	no	\$0	no	\$0
Carpeting	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Fireplace	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Patio/Balcony	\$10	yes	yes	\$0	yes	\$0	no	\$10	yes	\$0	yes	\$0
Storage	\$10	yes	no	\$10	no	\$10	no	\$10	no	\$10	no	\$10
Stove	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Refrigerator	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Disposal	\$2	no	no	\$0	yes	-\$2	yes	-\$2	yes	-\$2	yes	-\$2
Dishwasher	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Microwave	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Garage	\$50	no	no	\$0	no	\$0	no	\$0	yes	-\$50	no	\$0
Covered	\$20	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Assigned	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Open	\$0	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
None	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Central	\$25	no	yes	-\$25	yes	-\$25	no	\$0	no	\$0	no	\$0
W/D Units	\$10	yes	no	\$10	no	\$10	yes	\$0	yes	\$0	yes	\$0
W/D Hookups	\$25	no	yes	-\$25	no	\$0	no	\$0	no	\$0	no	\$0
Call Buttons	\$10	some	no	\$0	yes	-\$10	no	\$0	no	\$0	no	\$0
Controlled Access	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Courtesy Officer	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Monitoring	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	yes	-\$10
Security Alarms	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Security Patrols	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Indicated Rent		\$500	\$499		\$498		\$495		\$465		\$497	

Rent Conclusion, 3BR-2BA-961sf

The development of our rent conclusion for the 3BR-2BA-961sf units is found below.

Our analysis included the evaluation of a total of 8 unit types found at 5 properties. We selected the 8 most comparable units to utilize as rent comparables for purposes of this analysis. A write-up for each of the properties included in this analysis is found in the Appendix.

Our analysis included the adjustments developed in the previous section. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is better, a “plus” adjustment is made. If the subject is inferior, a “minus” adjustment is made. In the table below, we summarize the adjustments and the resulting indicated rent for the top 8 comparables included in this analysis. The units that we consider most comparable are highlighted for the reader's reference.

		Rent Conclusion							
Comparable			Unadjusted Rent			Adjusted Rent			
Property-Unit Key	Property Name	Unit Type	Street Rent	Concessions	Net Rent	Gross Adjustments	Net Adjustments	Adjusted Rent	Rank
Sub-04	Sweetbriar II	3BR-2BA-961sf	\$500	\$0	\$500	-	\$0	\$500	-
028-01	Harbor Landing Apartments	2BR-2BA-1072sf	\$449	\$0	\$449	\$345	\$39	\$488	6
028-02	Harbor Landing Apartments	3BR-2BA-1304sf	\$511	\$0	\$511	\$226	-\$13	\$499	3
049-03	Ridgecrest Town Apartments	2BR-1.5BA-1021sf	\$649	\$0	\$649	\$409	-\$143	\$506	7
049-06	Ridgecrest Town Apartments	3BR-2BA-1173sf	\$706	\$0	\$706	\$304	-\$208	\$498	4
054-02	Sapling Grove Apartments	1BR-1BA-776sf	\$375	\$0	\$375	\$452	\$102	\$477	8
054-04	Sapling Grove Apartments	2BR-1BA-985sf	\$444	\$0	\$444	\$333	\$51	\$495	5
061-02	Sweetbriar 1	3BR-2.5BA-1385sf	\$485	\$0	\$485	\$84	-\$20	\$465	1
074-03	Whites Mill Point Apartments	2BR-1.5BA-1010sf	\$445	\$0	\$445	\$208	\$52	\$497	2
	Adjusted Rent, Minimum							\$465	
	Adjusted Rent, Maximum							\$506	
	Adjusted Rent, Average							\$490	
	Adjusted Rent, Modified Average							\$492	
	Rent, Concluded							\$500	

Our analysis suggests a rent of \$500 for the 3BR-2BA-961sf units at the subject property.

In our opinion, the 3BR-2.5BA-1385sf units at Sweetbriar 1 (Property # 061), the 2BR-1.5BA-1010sf units at Whites Mill Point Apartments (Property # 074), the 3BR-2BA-1304sf units at Harbor Landing Apartments (Property # 028), the 3BR-2BA-1173sf units at Ridgecrest Town Apartments (Property # 049), and the 2BR-1BA-985sf units at Sapling Grove Apartments (Property # 054) are the best comparables for the units at the subject property.

Comparable	Subject	1	2	3	4	5						
Property-Unit Key	Sub-04	028-02	049-06	054-04	061-02	074-03						
Unit Type	3BR-2BA-961sf	3BR-2BA-1304sf	3BR-2BA-1173sf	2BR-1BA-985sf	3BR-2.5BA-1385sf	2BR-1.5BA-1010sf						
Property Name	Sweetbriar II	Harbor Landing Apartments	Ridgecrest Town Apartments	Sapling Grove Apartments	Sweetbriar I	Whites Mill Point Apartments						
Address	19274 Elementary Drive	800 Dixie Street	2 Heritage Drive	802 Oakview Avenue	19274 Elementary Drive	15365 Whites Mill Road						
City	Abingdon	Bristol	Bristol	Bristol	Abingdon	Abingdon						
State	Virginia	Virginia	Virginia	Virginia	Virginia	Virginia						
Zip	24210	24201	24201	24201	24210	24210						
Latitude	36.71419	36.59693	36.62505	36.60381	36.71419	36.72566						
Longitude	-82.01996	-82.16570	-82.13438	-82.17989	-82.01996	-81.97269						
Miles to Subject	0.00	10.59	8.21	11.00	0.00	2.75						
Year Built	2020	2004	2008	2008	2009	2006						
Year Rehab	na	na	na	na	na	na						
Project Rent	Restricted	Restricted	Restricted	Restricted	Restricted	Restricted						
Project Type	Family	Family	Family	Family	Family	Family						
Project Status	Prop Const	Stabilized	Stabilized	Stabilized	Stabilized	Stabilized						
Phone	(276) 623-9000	276-642-0500	(276) 466-2465	(276) 642-2001	(276) 623-9000	(276) 623-9000						
Effective Date	03-Mar-20	26-Feb-20	25-Feb-20	25-Feb-20	14-Feb-20	14-Feb-20						
<u>Project Level</u>												
Units	22	32	72	26	20	32						
Vacant Units	22	1	15	0	1	1						
Vacancy Rate	100%	3%	21%	0%	5%	3%						
<u>Unit Type</u>												
Units	3	16	13	13	10	18						
Vacant Units	3	1	5	0	1	1						
Vacancy Rate	100%	6%	38%	0%	10%	6%						
Street Rent	\$500	\$511	\$706	\$444	\$485	\$445						
Concessions	\$0	\$0	\$0	\$0	\$0	\$0						
Net Rent	\$500	\$511	\$706	\$444	\$485	\$445						
<u>Adj</u>	<u>Data</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	
Tenant-Paid Utilities	TPU	\$226	\$205	-\$21	\$101	-\$125	\$177	-\$49	\$238	\$12	\$160	-\$66
Cable	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Internet	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Bedrooms	\$85	3	3	\$0	3	\$0	2	\$85	3	\$0	2	\$85
Bathrooms	\$0	2.00	2.00	\$0	2.00	\$0	1.00	\$0	2.50	\$0	1.50	\$0
Square Feet	\$0.00	961	1304	\$0	1173	\$0	985	\$0	1385	\$0	1010	\$0
Visibility	\$0	2.50	2.50	\$0	2.75	\$0	3.50	\$0	3.00	\$0	3.00	\$0
Access	\$0	2.50	2.50	\$0	3.00	\$0	3.50	\$0	3.00	\$0	3.00	\$0
Neighborhood	\$65	3.80	2.70	\$72	3.60	\$13	2.50	\$85	3.80	\$0	3.70	\$6
Area Amenities	\$80	3.30	3.40	-\$8	3.60	-\$24	4.30	-\$80	3.30	\$0	3.20	\$8
Median HH Income	\$0.0000	\$50,643	\$24,150	\$0	\$39,116	\$0	\$9,516	\$0	\$50,643	\$0	\$38,194	\$0
Average Commute	\$0	20.72	23.40	\$0	20.89	\$0	17.82	\$0	20.72	\$0	19.89	\$0
Public Transportation	\$0	na	na	\$0	na	\$0	na	\$0	na	\$0	na	\$0
Personal Crime	\$0	3.8%	2.2%	\$0	1.9%	\$0	1.4%	\$0	3.8%	\$0	1.9%	\$0
Condition	\$10	4.50	4.00	\$5	4.50	\$0	4.25	\$3	4.50	\$0	4.00	\$5
Effective Age	\$1.00	2020	2010	\$10	2005	\$15	2020	\$0	2010	\$10	2005	\$15
Ball Field	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
BBQ Area	\$10	no	yes	-\$10	no	\$0	no	\$0	no	\$0	no	\$0
Billiards	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Bus/Comp Center	\$10	no	no	\$0	yes	-\$10	no	\$0	no	\$0	no	\$0
Car Care Center	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Community Center	\$10	no	yes	-\$10	yes	-\$10	yes	-\$10	no	\$0	no	\$0
Elevator	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Fitness Center	\$10	no	no	\$0	yes	-\$10	no	\$0	no	\$0	no	\$0
Gazebo	\$10	no	no	\$0	yes	-\$10	no	\$0	no	\$0	no	\$0
Hot Tub/Jacuzzi	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Horseshoe Pit	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Lake	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Library	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Movie Theatre	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Picnic Area	\$10	no	yes	-\$10	no	\$0	no	\$0	no	\$0	no	\$0
Playground	\$10	no	yes	-\$10	yes	-\$10	no	\$0	no	\$0	no	\$0
Pool	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Sauna	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Sports Court	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Walking Trail	\$10	no	no	\$0	yes	-\$10	no	\$0	no	\$0	no	\$0
Blinds	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Ceiling Fans	\$10	no	no	\$0	yes	-\$10	no	\$0	no	\$0	no	\$0
Carpeting	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Fireplace	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Patio/Balcony	\$10	yes	yes	\$0	yes	\$0	no	\$10	yes	\$0	yes	\$0
Storage	\$10	yes	no	\$10	no	\$10	no	\$10	no	\$10	no	\$10
Stove	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Refrigerator	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Disposal	\$2	no	no	\$0	yes	-\$2	yes	-\$2	yes	-\$2	yes	-\$2
Dishwasher	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Microwave	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Garage	\$50	no	no	\$0	no	\$0	no	\$0	yes	-\$50	no	\$0
Covered	\$20	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Assigned	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Open	\$0	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
None	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Central	\$25	no	yes	-\$25	yes	-\$25	no	\$0	no	\$0	no	\$0
W/D Units	\$10	yes	no	\$10	no	\$10	yes	\$0	yes	\$0	yes	\$0
W/D Hookups	\$25	no	yes	-\$25	no	\$0	no	\$0	no	\$0	no	\$0
Call Buttons	\$10	some	no	\$0	yes	-\$10	no	\$0	no	\$0	no	\$0
Controlled Access	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Courtesy Officer	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Monitoring	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	yes	-\$10
Security Alarms	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Security Patrols	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Indicated Rent	\$500	\$499	\$498	\$498	\$495	\$495	\$465	\$465	\$497	\$497	\$497	\$497

Rent Conclusion, 3BR-2BA-1090sf

The development of our rent conclusion for the 3BR-2BA-1090sf units is found below.

Our analysis included the evaluation of a total of 8 unit types found at 5 properties. We selected the 8 most comparable units to utilize as rent comparables for purposes of this analysis. A write-up for each of the properties included in this analysis is found in the Appendix.

Our analysis included the adjustments developed in the previous section. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is better, a “plus” adjustment is made. If the subject is inferior, a “minus” adjustment is made. In the table below, we summarize the adjustments and the resulting indicated rent for the top 8 comparables included in this analysis. The units that we consider most comparable are highlighted for the reader's reference.

		Rent Conclusion							
Comparable			Unadjusted Rent			Adjusted Rent			
Property-Unit Key	Property Name	Unit Type	Street Rent	Concessions	Net Rent	Gross Adjustments	Net Adjustments	Adjusted Rent	Rank
Sub-05	Sweetbriar II	3BR-2BA-1090sf	\$500	\$0	\$500	-	\$0	\$500	-
028-01	Harbor Landing Apartments	2BR-2BA-1072sf	\$449	\$0	\$449	\$345	\$39	\$488	6
028-02	Harbor Landing Apartments	3BR-2BA-1304sf	\$511	\$0	\$511	\$226	-\$13	\$499	3
049-03	Ridgecrest Town Apartments	2BR-1.5BA-1021sf	\$649	\$0	\$649	\$409	-\$143	\$506	7
049-06	Ridgecrest Town Apartments	3BR-2BA-1173sf	\$706	\$0	\$706	\$304	-\$208	\$498	4
054-02	Sapling Grove Apartments	1BR-1BA-776sf	\$375	\$0	\$375	\$452	\$102	\$477	8
054-04	Sapling Grove Apartments	2BR-1BA-985sf	\$444	\$0	\$444	\$333	\$51	\$495	5
061-02	Sweetbriar 1	3BR-2.5BA-1385sf	\$485	\$0	\$485	\$84	-\$20	\$465	1
074-03	Whites Mill Point Apartments	2BR-1.5BA-1010sf	\$445	\$0	\$445	\$208	\$52	\$497	2
	Adjusted Rent, Minimum							\$465	
	Adjusted Rent, Maximum							\$506	
	Adjusted Rent, Average							\$490	
	Adjusted Rent, Modified Average							\$492	
	Rent, Concluded							\$500	

Our analysis suggests a rent of \$500 for the 3BR-2BA-1090sf units at the subject property.

In our opinion, the 3BR-2.5BA-1385sf units at Sweetbriar 1 (Property # 061), the 2BR-1.5BA-1010sf units at Whites Mill Point Apartments (Property # 074), the 3BR-2BA-1304sf units at Harbor Landing Apartments (Property # 028), the 3BR-2BA-1173sf units at Ridgecrest Town Apartments (Property # 049), and the 2BR-1BA-985sf units at Sapling Grove Apartments (Property # 054) are the best comparables for the units at the subject property.

Comparable	Subject		1		2		3		4		5	
Property-Unit Key	Sub-05		028-02		049-06		054-04		061-02		074-03	
Unit Type	3BR-2BA-1090sf		3BR-2BA-1304sf		3BR-2BA-1173sf		2BR-1BA-985sf		3BR-2.5BA-1385sf		2BR-1.5BA-1010sf	
Property Name	Sweetbriar II		Harbor Landing Apartments		Ridgecrest Town Apartments		Sapling Grove Apartments		Sweetbriar 1		Whites Mill Point Apartments	
Address	19274 Elementary Drive		800 Dixie Street		2 Heritage Drive		802 Oakview Avenue		19274 Elementary Drive		15365 Whites Mill Road	
City	Abingdon		Bristol		Bristol		Bristol		Abingdon		Abingdon	
State	Virginia		Virginia		Virginia		Virginia		Virginia		Virginia	
Zip	24210		24201		24201		24201		24210		24210	
Latitude	36.71419		36.59693		36.62505		36.60381		36.71419		36.72566	
Longitude	-82.01996		-82.16570		-82.13438		-82.17989		-82.01996		-81.97269	
Miles to Subject	0.00		10.59		8.21		11.00		0.00		2.75	
Year Built	2020		2004		2008		2008		2009		2006	
Year Rehab	na		na		na		na		na		na	
Project Rent	Restricted		Restricted		Restricted		Restricted		Restricted		Restricted	
Project Type	Family		Family		Family		Family		Family		Family	
Project Status	Prop Const		Stabilized		Stabilized		Stabilized		Stabilized		Stabilized	
Phone	(276) 623-9000		276-642-0500		(276) 466-2465		(276) 642-2001		(276) 623-9000		(276) 623-9000	
Effective Date	03-Mar-20		26-Feb-20		25-Feb-20		25-Feb-20		14-Feb-20		14-Feb-20	
Project Level												
Units	22		32		72		26		20		32	
Vacant Units	22		1		15		0		1		1	
Vacancy Rate	100%		3%		21%		0%		5%		3%	
Unit Type												
Units	8		16		13		13		10		18	
Vacant Units	8		1		5		0		1		1	
Vacancy Rate	100%		6%		38%		0%		10%		6%	
Street Rent	\$500		\$511		\$706		\$444		\$485		\$445	
Concessions	\$0		\$0		\$0		\$0		\$0		\$0	
Net Rent	\$500		\$511		\$706		\$444		\$485		\$445	
Adj	Data	Data	Adj	Data	Adj	Data	Adj	Data	Adj	Data	Adj	Data
Tenant-Paid Utilities	TPU	\$226	\$205	-\$21	\$101	-\$125	\$177	-\$49	\$238	\$12	\$160	-\$66
Cable	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Internet	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Bedrooms	\$85	3	3	\$0	3	\$0	2	\$85	3	\$0	2	\$85
Bathrooms	\$0	2.00	2.00	\$0	2.00	\$0	1.00	\$0	2.50	\$0	1.50	\$0
Square Feet	\$0.00	1090	1304	\$0	1173	\$0	985	\$0	1385	\$0	1010	\$0
Visibility	\$0	2.50	2.50	\$0	2.75	\$0	3.50	\$0	3.00	\$0	3.00	\$0
Access	\$0	2.50	2.50	\$0	3.00	\$0	3.50	\$0	3.00	\$0	3.00	\$0
Neighborhood	\$65	3.80	2.70	\$72	3.60	\$13	2.50	\$85	3.80	\$0	3.70	\$6
Area Amenities	\$80	3.30	3.40	-\$8	3.60	-\$24	4.30	-\$80	3.30	\$0	3.20	\$8
Median HH Income	\$0.0000	\$50,643	\$24,150	\$0	\$39,116	\$0	\$9,516	\$0	\$50,643	\$0	\$38,194	\$0
Average Commute	\$0	20.72	23.40	\$0	20.89	\$0	17.82	\$0	20.72	\$0	19.89	\$0
Public Transportation	\$0	na	na	\$0	na	\$0	na	\$0	na	\$0	na	\$0
Personal Crime	\$0	3.8%	2.2%	\$0	1.9%	\$0	1.4%	\$0	3.8%	\$0	1.9%	\$0
Condition	\$10	4.50	4.00	\$5	4.50	\$0	4.25	\$3	4.50	\$0	4.00	\$5
Effective Age	\$1.00	2020	2010	\$10	2005	\$15	2020	\$0	2010	\$10	2005	\$15
Ball Field	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
BBQ Area	\$10	no	yes	-\$10	no	\$0	no	\$0	no	\$0	no	\$0
Billiards	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Bus/Comp Center	\$10	no	no	\$0	yes	-\$10	no	\$0	no	\$0	no	\$0
Car Care Center	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Community Center	\$10	no	yes	-\$10	yes	-\$10	yes	-\$10	no	\$0	no	\$0
Elevator	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Fitness Center	\$10	no	no	\$0	yes	-\$10	no	\$0	no	\$0	no	\$0
Gazebo	\$10	no	no	\$0	yes	-\$10	no	\$0	no	\$0	no	\$0
Hot Tub/Jacuzzi	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Horseshoe Pit	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Lake	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Library	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Movie Theatre	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Picnic Area	\$10	no	yes	-\$10	no	\$0	no	\$0	no	\$0	no	\$0
Playground	\$10	no	yes	-\$10	yes	-\$10	no	\$0	no	\$0	no	\$0
Pool	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Sauna	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Sports Court	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Walking Trail	\$10	no	no	\$0	yes	-\$10	no	\$0	no	\$0	no	\$0
Blinds	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Ceiling Fans	\$10	no	no	\$0	yes	-\$10	no	\$0	no	\$0	no	\$0
Carpeting	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Fireplace	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Patio/Balcony	\$10	yes	yes	\$0	yes	\$0	no	\$10	yes	\$0	yes	\$0
Storage	\$10	yes	no	\$10	no	\$10	no	\$10	no	\$10	no	\$10
Stove	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Refrigerator	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Disposal	\$2	no	no	\$0	yes	-\$2	yes	-\$2	yes	-\$2	yes	-\$2
Dishwasher	\$2	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
Microwave	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Garage	\$50	no	no	\$0	no	\$0	no	\$0	yes	-\$50	no	\$0
Covered	\$20	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Assigned	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Open	\$0	yes	yes	\$0	yes	\$0	yes	\$0	yes	\$0	yes	\$0
None	\$0	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Central	\$25	no	yes	-\$25	yes	-\$25	no	\$0	no	\$0	no	\$0
W/D Units	\$10	yes	no	\$10	no	\$10	yes	\$0	yes	\$0	yes	\$0
W/D Hookups	\$25	no	yes	-\$25	no	\$0	no	\$0	no	\$0	no	\$0
Call Buttons	\$10	some	no	\$0	yes	-\$10	no	\$0	no	\$0	no	\$0
Controlled Access	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Courtesy Officer	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Monitoring	\$10	no	no	\$0	no	\$0	no	\$0	no	\$0	yes	-\$10
Security Alarms	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Security Patrols	\$2	no	no	\$0	no	\$0	no	\$0	no	\$0	no	\$0
Indicated Rent	\$500		\$499		\$498		\$495		\$465		\$497	

Restricted Market Rent Conclusion

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

Restricted Market Rent Conclusion				
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Market
3BR-2BA-1103sf / 60% of AMI / 40% of AMI	no	No	3	\$500
3BR-2BA-1103sf / 60% of AMI / 50% of AMI	no	No	3	\$500
3BR-2BA-961sf / 60% of AMI / 50% of AMI	no	No	5	\$500
3BR-2BA-961sf / 60% of AMI / 60% of AMI	no	No	3	\$500
3BR-2BA-1090sf / 60% of AMI / 60% of AMI	no	No	8	\$500
Total / Average			22	\$500

Our analysis suggests an average restricted market rent of \$500 for the subject property.

We selected a total of 5 properties as comparables for purposes of our analysis. The average occupancy at the select rent comparables currently stands at 85 percent.

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

Occupancy Rate, Select Comparables								
	Subsidized	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI	Market
0-Bedroom								
1-Bedroom								
2-Bedroom	100%			100%	94%			
3-Bedroom				96%	69%			
4-Bedroom								
Total	100%			98%	85%			

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

Occupancy Rate, Stabilized Properties								
	Subsidized	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI	Market
0-Bedroom								67%
1-Bedroom	99%			100%	95%		91%	97%
2-Bedroom	99%			94%	95%		73%	94%
3-Bedroom	100%			94%	75%			97%
4-Bedroom	100%							
Total	99%			96%	90%		79%	95%

Rents at rent restricted properties tend to move with median household incomes for an area. Given HUD's published median incomes, we were able to derive 1, 2 and 3-bedroom 60% of AMI rent limits for the subject's primary market area. According to our analysis, maximum 2-bedroom rents for the area grew from \$667 to \$744 since 2010. This represents an average 1.3% annual increase over this period.

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

Maximum Tax Credit Rents, 60% of AMI						
Year	Rent			Change		
	1BR	2BR	3BR	1BR	2BR	3BR
2007	\$513	\$616	\$711	-	-	-
2008	\$523	\$628	\$725	1.9%	1.9%	2.0%
2009	\$551	\$662	\$764	5.4%	5.4%	5.4%
2010	\$556	\$667	\$771	0.9%	0.8%	0.9%
2011	\$557	\$668	\$772	0.2%	0.1%	0.1%
2012	\$565	\$678	\$783	1.4%	1.5%	1.4%
2013	\$548	\$657	\$760	-3.0%	-3.1%	-2.9%
2014	\$569	\$683	\$789	3.8%	4.0%	3.8%
2015	\$583	\$699	\$808	2.5%	2.3%	2.4%
2016	\$570	\$684	\$791	-2.2%	-2.1%	-2.1%
2017	\$613	\$736	\$850	7.5%	7.6%	7.5%
2018	\$616	\$740	\$855	0.5%	0.5%	0.6%
2019	\$620	\$744	\$860	0.6%	0.5%	0.6%

Source: HUD

Achievable Rent Conclusion

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

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

LIHTC Rent Limits						
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Gross Rent	Utilities	Net Rent
3BR-2BA-1103sf / 60% of AMI / 40% of AMI	no	No	3	\$630	\$226	\$404
3BR-2BA-1103sf / 60% of AMI / 50% of AMI	no	No	3	\$787	\$226	\$561
3BR-2BA-961sf / 60% of AMI / 50% of AMI	no	No	5	\$787	\$226	\$561
3BR-2BA-961sf / 60% of AMI / 60% of AMI	no	No	3	\$945	\$226	\$719
3BR-2BA-1090sf / 60% of AMI / 60% of AMI	no	No	8	\$945	\$226	\$719
Total / Average			22	\$845	\$226	\$619

Our analysis suggests an average net LIHTC rent limit of \$619 for 22 applicable units at the subject property.

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

FMR Rent Limits						
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Gross Rent	Utilities	Net Rent
3BR-2BA-1103sf / 60% of AMI / 40% of AMI	no	No	-	-	-	-
3BR-2BA-1103sf / 60% of AMI / 50% of AMI	no	No	-	-	-	-
3BR-2BA-961sf / 60% of AMI / 50% of AMI	no	No	-	-	-	-
3BR-2BA-961sf / 60% of AMI / 60% of AMI	no	No	-	-	-	-
3BR-2BA-1090sf / 60% of AMI / 60% of AMI	no	No	-	-	-	-
Total / Average			-	-	-	-

HOME funding is not proposed for the subject property.

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

Program Rent Limits							
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	LIHTC	FMR	Market	Program
3BR-2BA-1103sf / 60% of AMI / 40% of AMI	no	No	3	\$404	-	-	\$404
3BR-2BA-1103sf / 60% of AMI / 50% of AMI	no	No	3	\$561	-	-	\$561
3BR-2BA-961sf / 60% of AMI / 50% of AMI	no	No	5	\$561	-	-	\$561
3BR-2BA-961sf / 60% of AMI / 60% of AMI	no	No	3	\$719	-	-	\$719
3BR-2BA-1090sf / 60% of AMI / 60% of AMI	no	No	8	\$719	-	-	\$719
Total / Average			22	\$619	-	-	\$619

Our analysis suggests an average program rent limit of \$619 for 22 applicable units at the subject property.

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

Achievable Rents

Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Program	Unrestricted	Restricted	Achievable	Proposed	Advantage
3BR-2BA-1103sf / 60% of AMI / 40% of AMI	no	No	3	\$404	\$745	\$500	\$404	\$389	3.7%
3BR-2BA-1103sf / 60% of AMI / 50% of AMI	no	No	3	\$561	\$745	\$500	\$500	\$500	0.0%
3BR-2BA-961sf / 60% of AMI / 50% of AMI	no	No	5	\$561	\$725	\$500	\$500	\$500	0.0%
3BR-2BA-961sf / 60% of AMI / 60% of AMI	no	No	3	\$719	\$725	\$500	\$500	\$500	0.0%
3BR-2BA-1090sf / 60% of AMI / 60% of AMI	no	No	8	\$719	\$735	\$500	\$500	\$500	0.0%
Total / Average			22	\$619	\$734	\$500	\$487	\$485	0.4%

Our analysis suggests an average achievable rent of \$487 for the subject property. This is compared with an average proposed rent of \$485, yielding an achievable rent advantage of 0.4 percent. Overall, the subject property appears to be priced at or below achievable rents for the area.

DEMAND ANALYSIS

Overview

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

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

2020 \$		Renter Households, by Income, by Size							
Min	Max	2021							
		1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	Total	
\$0	to \$9,999	754	239	120	38	9	2	1,163	
\$0	to \$19,999	1,715	633	267	80	22	4	2,720	
\$0	to \$29,999	2,345	1,029	408	183	92	33	4,091	
\$0	to \$39,999	2,733	1,230	552	263	149	62	4,989	
\$0	to \$49,999	2,946	1,435	821	310	170	66	5,747	
\$0	to \$59,999	3,040	1,526	880	418	235	91	6,190	
\$0	to \$74,999	3,201	1,685	914	452	261	98	6,612	
\$0	to \$99,999	3,229	1,850	967	574	309	119	7,048	
\$0	to \$124,999	3,311	1,963	972	617	319	120	7,302	
\$0	to \$149,999	3,381	2,020	995	641	326	120	7,482	
\$0	to \$199,999	3,449	2,055	1,001	652	333	122	7,613	
\$0	or more	3,485	2,086	1,012	665	344	122	7,713	

Source: ESRI & Ribbon Demographics

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

Competing & Pipeline Units, 3-Bedroom Units

Overview							Total Units								Vacant Units								
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt	Sub	30%	40%	50%	60%	70%	80%	Mkt	
005	Aston Ridge Apartments	1990	na	Market Rate	Family	Stabilized																	
008	Bonham Circle Apartments	1968	1996	Subsidized	Family	Stabilized	32																
009	Brentwood Towns Apartments	1990	na	Market Rate	Family	Stabilized																	
010	Catalina Apartments	1940	na	Market Rate	Family	Stabilized																	
012	Cedar Ridge Apartments	1984	na	Market Rate	Family	Stabilized																	
017	Downtown Plaza Apartments	1968	na	Market Rate	Family	Stabilized								8									1
019	Eastridge Apartments	1970	2008	Restricted	Family	Stabilized	10				6												
020	Edgemont Townhouses	1978	2008	Restricted	Family	Stabilized																	
021	Fairview Apartments	1979	na	Market Rate	Family	Stabilized																	
023	Glade Terrace Apartments 1	2012	na	Market Rate	Family	Stabilized																	
024	Glade Terrace Apartments 2	2013	na	Market Rate	Family	Stabilized																	
026	Gray Drive Apartments	1968	2009	Market Rate	Family	Stabilized																	
027	Hallock Drive Townhomes	2003	na	Market Rate	Family	Stabilized																	
028	Harbor Landing Apartments	2004	na	Restricted	Family	Stabilized				16								1					
029	Highland View Apartments	1983	2013	Restricted	Family	Stabilized	1			5	4							1					
031	Johnson Apartments	1950	na	Market Rate	Family	Stabilized																	
039	Mill Way Apartments	1980	na	Market Rate	Family	Stabilized																	
041	Mountain Empire Apartments	1990	na	Market Rate	Family	Stabilized								12									
042	Nicholas Apartments	1996	na	Market Rate	Family	Stabilized																	
045	Pinehedge Condominiums	1985	2009	Market Rate	Family	Stabilized								12									
046	Promise Landing Apartments	1990	na	Market Rate	Family	Stabilized								6									
049	Ridgecrest Town Apartments	2008	na	Restricted	Family	Stabilized					32										12		
050	Ridgefield Court Apartments	1987	na	Restricted	Family	Stabilized																	
054	Sapling Grove Apartments	2008	na	Restricted	Family	Stabilized																	
056	Singleton Properties	1987	na	Market Rate	Family	Stabilized																	
059	Stone Mill Apartments	1978	na	Market Rate	Family	Stabilized																	
061	Sweetbriar 1	2009	na	Restricted	Family	Stabilized				10	10										1		
063	Sweetland Apartments	1997	na	Market Rate	Family	Stabilized																	
064	Theo's Ridge	1980	2015	Restricted	Family	Prop Rehab	5				2												
067	Village Green Townhomes Phase 1	1999	na	Market Rate	Family	Stabilized																	
069	Village Square Apartments	1965	na	Market Rate	Family	Stabilized																	
071	Walden Road Apartments	1886	2008	Market Rate	Family	Rehabilitation																	
074	Whites Mill Point Apartments	2006	na	Restricted	Family	Stabilized																	
075	Whites Mill Road Apartments	1996	na	Market Rate	Family	Stabilized																	
076	Willow Run Apartments	2009	na	Market Rate	Family	Stabilized																	
077	Woodlands (The)	1981	2012	Subsidized	Family	Stabilized	28																
080	Wyndale Court Condominiums	2003	na	Market Rate	Family	Stabilized																	
Total							76			31	54			38				2	13				1

Source: Allen & Associates

Demand Estimate, 3-Bedroom, Restricted, 60% of AMI

In this section we estimate demand for the 3-Bedroom / Restricted / 60% of AMI units at the subject property. Our analysis assumes a total of 22 units, 22 of which are anticipated to be vacant on market entry in 2021. Our analysis assumes a 35% income qualification ratio and 5-person households.

Unit Details	
Target Population	Family Households
Unit Type	3-Bedroom
Rent Type	Restricted
Income Limit	60% of AMI
Total Units	22
Vacant Units at Market Entry	22

Minimum Qualified Income	
Net Rent	\$500
Utilities	\$226
Gross Rent	\$726
Income Qualification Ratio	35%
Minimum Qualified Income	\$2,074
Months/Year	12
Minimum Qualified Income	\$24,891

Renter Households, by Income, by Size								
		2021						
2020	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	754	239	120	38	9	2
\$0	to	\$19,999	1,715	633	267	80	22	4
\$0	to	\$29,999	2,345	1,029	408	183	92	33
\$0	to	\$39,999	2,733	1,230	552	263	149	62
\$0	to	\$49,999	2,946	1,435	821	310	170	66
\$0	to	\$59,999	3,040	1,526	880	418	235	91
\$0	to	\$74,999	3,201	1,685	914	452	261	98
\$0	to	\$99,999	3,229	1,850	967	574	309	119
\$0	to	\$124,999	3,311	1,963	972	617	319	120
\$0	to	\$149,999	3,381	2,020	995	641	326	120
\$0	to	\$199,999	3,449	2,055	1,001	652	333	122
\$0	or	more	3,485	2,086	1,012	665	344	122

Maximum Allowable Income							
		1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Maximum Allowable Income		\$25,440	\$29,100	\$32,700	\$36,360	\$39,240	\$42,180

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

Demand Estimate							
		1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income		2,030	989	444	231	143	0
HH Below Minimum Income		1,999	811	330	126	54	0
Subtotal		32	178	114	105	90	0

Demand Estimate 518

Our analysis suggests demand for a total of 518 size- and income-qualified units in the market area.

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

Demand Estimate, Restricted, 60% of AMI

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

Renter Households, by Income, by Size								
			2021					
2020	\$		1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
\$0	to	\$9,999	754	239	120	38	9	2
\$0	to	\$19,999	1,715	633	267	80	22	4
\$0	to	\$29,999	2,345	1,029	408	183	92	33
\$0	to	\$39,999	2,733	1,230	552	263	149	62
\$0	to	\$49,999	2,946	1,435	821	310	170	66
\$0	to	\$59,999	3,040	1,526	880	418	235	91
\$0	to	\$74,999	3,201	1,685	914	452	261	98
\$0	to	\$99,999	3,229	1,850	967	574	309	119
\$0	to	\$124,999	3,311	1,963	972	617	319	120
\$0	to	\$149,999	3,381	2,020	995	641	326	120
\$0	to	\$199,999	3,449	2,055	1,001	652	333	122
\$0	or	more	3,485	2,086	1,012	665	344	122

Demand Estimate, Restricted, 60% of AMI						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Maximum Income, 0BR	-	-	-	-	-	-
Maximum Income, 1BR	-	-	-	-	-	-
Maximum Income, 2BR	-	-	-	-	-	-
Maximum Income, 3BR	\$25,440	\$29,100	\$32,700	\$36,360	\$39,240	-
Maximum Income, 4BR	-	-	-	-	-	-
Maximum Allowable Income	\$25,440	\$29,100	\$32,700	\$36,360	\$39,240	-
Minimum Income, 0BR	-	-	-	-	-	-
Minimum Income, 1BR	-	-	-	-	-	-
Minimum Income, 2BR	-	-	-	-	-	-
Minimum Income, 3BR	\$24,891	\$24,891	\$24,891	\$24,891	\$24,891	-
Minimum Income, 4BR	-	-	-	-	-	-
Minimum Qualified Income	\$24,891	\$24,891	\$24,891	\$24,891	\$24,891	-
HH Below Upper Income	2,030	989	444	231	143	0
HH Below Lower Income	1,999	811	330	126	54	0
Subtotal	32	178	114	105	90	0

Demand Estimate

518

Our analysis suggests demand for a total of 518 size- and income-qualified units in the market area.

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

Demand Estimate, Project-Level

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

Renter Households, by Income, by Size								
			2021					
2020	\$		1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
\$0	to	\$9,999	754	239	120	38	9	2
\$0	to	\$19,999	1,715	633	267	80	22	4
\$0	to	\$29,999	2,345	1,029	408	183	92	33
\$0	to	\$39,999	2,733	1,230	552	263	149	62
\$0	to	\$49,999	2,946	1,435	821	310	170	66
\$0	to	\$59,999	3,040	1,526	880	418	235	91
\$0	to	\$74,999	3,201	1,685	914	452	261	98
\$0	to	\$99,999	3,229	1,850	967	574	309	119
\$0	to	\$124,999	3,311	1,963	972	617	319	120
\$0	to	\$149,999	3,381	2,020	995	641	326	120
\$0	to	\$199,999	3,449	2,055	1,001	652	333	122
\$0	or	more	3,485	2,086	1,012	665	344	122

Demand Estimate, Project-Level						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Maximum Income, Subsidized	-	-	-	-	-	-
Maximum Income, 30% of AMI	-	-	-	-	-	-
Maximum Income, 40% of AMI	-	-	-	-	-	-
Maximum Income, 50% of AMI	-	-	-	-	-	-
Maximum Income, 60% of AMI	\$25,440	\$29,100	\$32,700	\$36,360	\$39,240	-
Maximum Income, 70% of AMI	-	-	-	-	-	-
Maximum Income, 80% of AMI	-	-	-	-	-	-
Maximum Income, Market Rate	-	-	-	-	-	-
Maximum Allowable Income	\$25,440	\$29,100	\$32,700	\$36,360	\$39,240	-
Minimum Income, Subsidized	-	-	-	-	-	-
Minimum Income, 30% of AMI	-	-	-	-	-	-
Minimum Income, 40% of AMI	-	-	-	-	-	-
Minimum Income, 50% of AMI	-	-	-	-	-	-
Minimum Income, 60% of AMI	\$24,891	\$24,891	\$24,891	\$24,891	\$24,891	-
Minimum Income, 70% of AMI	-	-	-	-	-	-
Minimum Income, 80% of AMI	-	-	-	-	-	-
Minimum Income, Market Rate	-	-	-	-	-	-
Minimum Qualified Income	\$24,891	\$24,891	\$24,891	\$24,891	\$24,891	-
HH Below Upper Income	2,030	989	444	231	143	0
HH Below Lower Income	1,999	811	330	126	54	0
Subtotal	32	178	114	105	90	0

Demand Estimate

518

Our analysis suggests project-level demand for a total of 518 size- and income-qualified units in the market area.

Capture Rates

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

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR									
2BR									
3BR					22				22
4BR									
Tot					22				22

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR									
2BR									
3BR					22				22
4BR									
Tot					22				22

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

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

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR									
2BR									
3BR					518				518
4BR									
Tot					518				518

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

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR									
2BR									
3BR					4.2%				4.2%
4BR									
Tot					4.2%				4.2%

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

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

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

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

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

Net Demand (Gross Demand - Vacant Competing & Pipeline Units)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR									
2BR									
3BR					505				505
4BR									
Tot					505				505

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

Capture Rates (Subject Property Units / Net Demand)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR									
2BR									
3BR					4.4%				4.4%
4BR									
Tot					4.4%				4.4%

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

Penetration Rates

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

Subject Property Units (Total)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR									
2BR									
3BR					22				22
4BR									
Tot					22				22

Subject Property Units (Vacant at Market Entry)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR									
2BR									
3BR					22				22
4BR									
Tot					22				22

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

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

Gross Demand									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR									
2BR									
3BR					518				518
4BR									
Tot					518				518

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

Competing & Pipeline Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR									
2BR									
3BR					54				54
4BR									
Tot					54				54

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

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

Inclusive Supply (Subject Property Units + Competing & Pipeline Units)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR									
2BR									
3BR					76				76
4BR									
Tot					76				76

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

Penetration Rates (Inclusive Supply / Gross Demand)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR									
2BR									
3BR					14.7%				14.7%
4BR									
Tot					14.7%				14.7%

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

Absorption Period

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

Subject Property Units (Total)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR								
2BR								
3BR					22			
4BR								

Subject Property Units (Vacant at Market Entry)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR								
2BR								
3BR					22			
4BR								

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

Gross Demand								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR								
2BR								
3BR					518			
4BR								

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

Annual Growth & Movership Rate	
Growth	0.0%
Movership	29.2%
Total	29.3%

Growth & Movership Estimate								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR								
2BR								
3BR					152			
4BR								

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

Secondary Market Area	
	20%

Growth & Movership Estimate								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR								
2BR								
3BR					190			
4BR								

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

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

Competing Properties								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								4
1BR	5			1	4		1	14
2BR	7			3	7		1	22
3BR	5			3	5			4
4BR	2							

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

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

Monthly Absorption Rate Estimate								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR								
2BR								
3BR					6.3			
4BR								

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

Rental Property Inventory, Confirmed, Inside Market Area, Family, Stabilized Occupancy								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								67%
1BR	98%			100%	89%		91%	97%
2BR	99%			94%	95%		73%	94%
3BR	100%			94%	75%			97%
4BR	100%							

Occupancy Rate, Select Comparables								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR								
2BR	100%			100%	94%			96%
3BR				96%	69%			97%
4BR								

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

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

Occupied Units at Stabilization								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR								
2BR								
3BR					21			
4BR								

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

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

Our analysis suggests that the subject property will stabilize at 95 percent occupancy. We estimate 3 months of absorption and an average absorption rate of 6.3 units per month for this project. In our opinion, the absorption period suggests an appropriate number and mix of units for the subject property.

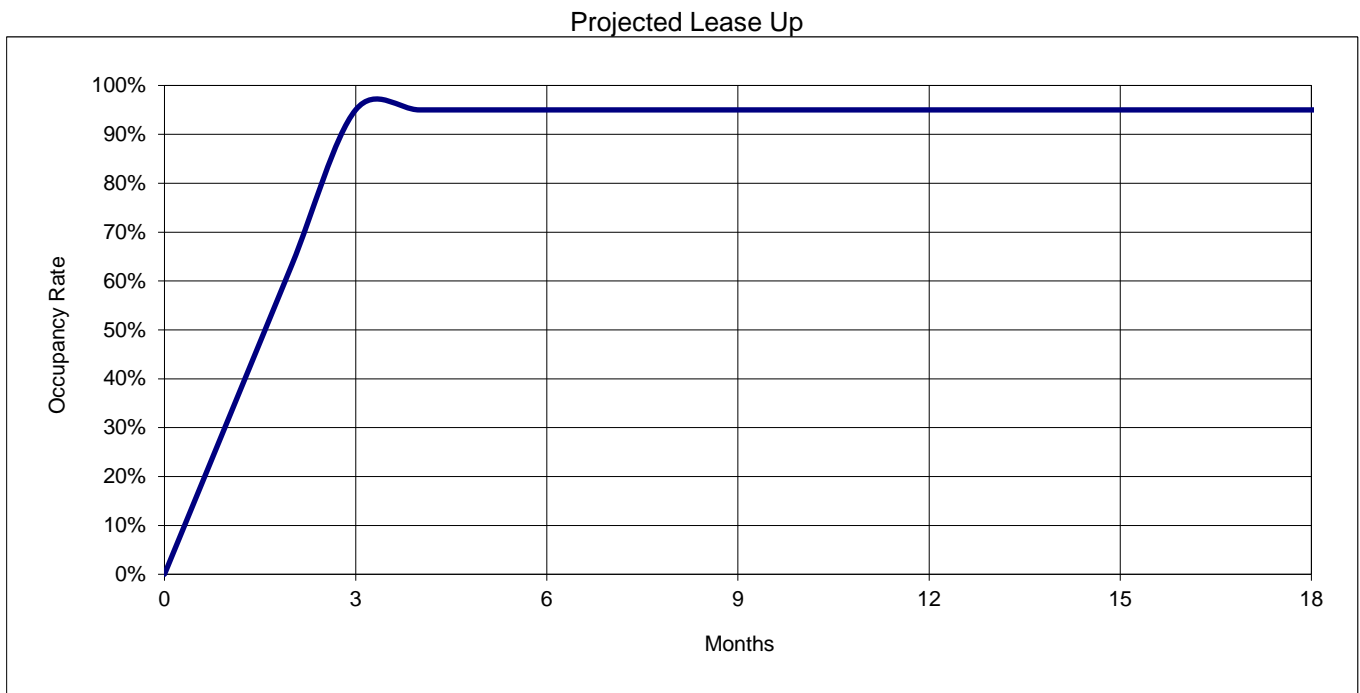
Absorption rates for multifamily properties depend on a variety of factors: (1) The competitive environment in which the property resides; (2) The pricing of the subject property units relative to competing units, (3) The presence of rent or income restrictions at the subject property; and (4) The availability of any rent concessions or rental assistance at the subject property. Subsidized properties normally lease up at a rate of 15-20 units per month. Unsubsidized properties with rent and income restrictions typically fill at a rate of 5-10 units per month. Market rate properties normally lease up at a rate of 10-15 units per month.

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

Key	Project	Built	Renovated	Rent Type	Occ Type	Tot Units	Ab Rte
029	Highland View Apartments	1983	2013	Restricted	Family	44	44.0
049	Ridgecrest Town Apartments	2008	na	Restricted	Family	72	62.0
052	Riverside Place Apartments	1923	2011	Restricted	Family	22	3.8
054	Sapling Grove Apartments	2008	na	Restricted	Family	26	26.0
061	Sweetbriar 1	2009	na	Restricted	Family	20	20.0
074	Whites Mill Point Apartments	2006	na	Restricted	Family	32	32.0

Absorption Analysis

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



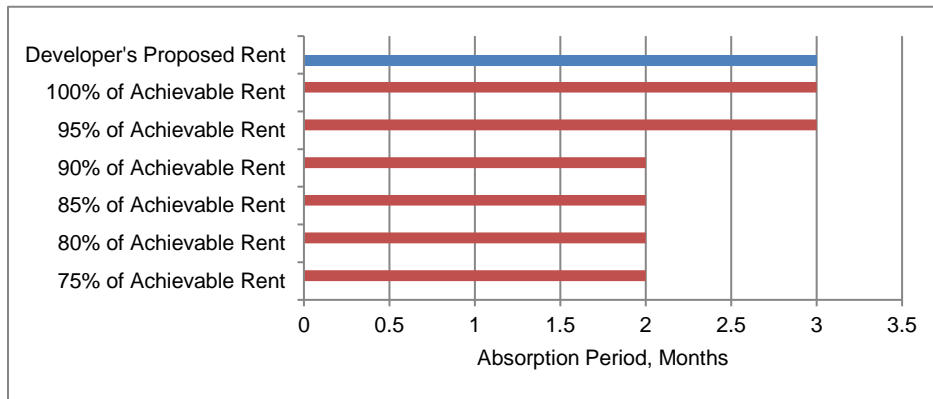
Our analysis suggests that the subject property will achieve 70 percent occupancy in 2 months, 80 percent occupancy in 2 months, and 90 percent occupancy in 2 months. We anticipate that the subject property will stabilize at 95 percent occupancy in 3 months.

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

Sensitivity Analysis

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

Scenario	Capture Rate	Penetration Rate	Absorption
Developer's Proposed Rent	4.4%	14.7%	3 months
100% of Achievable Rent	4.4%	14.7%	3 months
95% of Achievable Rent	3.8%	13.0%	3 months
90% of Achievable Rent	3.1%	10.6%	2 months
85% of Achievable Rent	2.6%	8.9%	2 months
80% of Achievable Rent	2.3%	7.7%	2 months
75% of Achievable Rent	2.1%	7.2%	2 months



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

VHDA DEMAND ANALYSIS

Overview

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

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

2020 \$		Renter Households, by Income, by Size							Total
		2020							
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person		
\$0	to \$9,999	753	239	120	38	9	2	1,162	
\$0	to \$19,999	1,715	632	267	80	22	4	2,719	
\$0	to \$29,999	2,344	1,029	408	183	92	33	4,090	
\$0	to \$39,999	2,732	1,230	552	263	149	62	4,988	
\$0	to \$49,999	2,945	1,435	821	309	170	66	5,746	
\$0	to \$59,999	3,039	1,526	880	418	235	91	6,189	
\$0	to \$74,999	3,200	1,685	914	452	261	98	6,610	
\$0	to \$99,999	3,229	1,850	967	574	309	119	7,046	
\$0	to \$124,999	3,310	1,963	972	616	319	120	7,301	
\$0	to \$149,999	3,380	2,019	994	641	326	120	7,480	
\$0	to \$199,999	3,448	2,055	1,001	652	333	122	7,611	
\$0	or more	3,484	2,085	1,012	665	344	122	7,711	

Source: ESRI & Ribbon Demographics

Demand Estimate, 3-Bedroom, Restricted, 60% of AMI

In this section we estimate demand for the 3-Bedroom / Restricted / 60% of AMI units at the subject property. Our analysis assumes a total of 22 units, 22 of which are anticipated to be vacant on market entry in 2020. Our analysis assumes a 35% income qualification ratio and 5-person households.

Unit Details	
Target Population	Family Households
Unit Type	3-Bedroom
Rent Type	Restricted
Income Limit	60% of AMI
Total Units	22
Vacant Units at Market Entry	22

Minimum Qualified Income	
Net Rent	\$500
Utilities	\$226
Gross Rent	\$726
Income Qualification Ratio	35%
Minimum Qualified Income	\$2,074
Months/Year	12
Minimum Qualified Income	\$24,891

Renter Households, by Income, by Size								
2020								
2020	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	753	239	120	38	9	2
\$0	to	\$19,999	1,715	632	267	80	22	4
\$0	to	\$29,999	2,344	1,029	408	183	92	33
\$0	to	\$39,999	2,732	1,230	552	263	149	62
\$0	to	\$49,999	2,945	1,435	821	309	170	66
\$0	to	\$59,999	3,039	1,526	880	418	235	91
\$0	to	\$74,999	3,200	1,685	914	452	261	98
\$0	to	\$99,999	3,229	1,850	967	574	309	119
\$0	to	\$124,999	3,310	1,963	972	616	319	120
\$0	to	\$149,999	3,380	2,019	994	641	326	120
\$0	to	\$199,999	3,448	2,055	1,001	652	333	122
\$0	or	more	3,484	2,085	1,012	665	344	122

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$25,440	\$29,100	\$32,700	\$36,360	\$39,240	\$42,180	

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

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	2,030	989	444	231	143	0
HH Below Minimum Income	1,998	811	330	126	54	0
Subtotal	31	179	114	105	90	0

Demand Estimate 518

Our analysis suggests demand for a total of 518 size- and income-qualified units in the market area.

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

Demand Estimate, Restricted, 60% of AMI

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

Renter Households, by Income, by Size								
2020								
	2020	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
\$0	to	\$9,999	753	239	120	38	9	2
\$0	to	\$19,999	1,715	632	267	80	22	4
\$0	to	\$29,999	2,344	1,029	408	183	92	33
\$0	to	\$39,999	2,732	1,230	552	263	149	62
\$0	to	\$49,999	2,945	1,435	821	309	170	66
\$0	to	\$59,999	3,039	1,526	880	418	235	91
\$0	to	\$74,999	3,200	1,685	914	452	261	98
\$0	to	\$99,999	3,229	1,850	967	574	309	119
\$0	to	\$124,999	3,310	1,963	972	616	319	120
\$0	to	\$149,999	3,380	2,019	994	641	326	120
\$0	to	\$199,999	3,448	2,055	1,001	652	333	122
\$0	or	more	3,484	2,085	1,012	665	344	122

Demand Estimate, Restricted, 60% of AMI							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Income, 0BR	-	-	-	-	-	-	-
Maximum Income, 1BR	-	-	-	-	-	-	-
Maximum Income, 2BR	-	-	-	-	-	-	-
Maximum Income, 3BR	\$25,440	\$29,100	\$32,700	\$36,360	\$39,240	-	-
Maximum Income, 4BR	-	-	-	-	-	-	-
Maximum Allowable Income	\$25,440	\$29,100	\$32,700	\$36,360	\$39,240	-	-
Minimum Income, 0BR	-	-	-	-	-	-	-
Minimum Income, 1BR	-	-	-	-	-	-	-
Minimum Income, 2BR	-	-	-	-	-	-	-
Minimum Income, 3BR	\$24,891	\$24,891	\$24,891	\$24,891	\$24,891	-	-
Minimum Income, 4BR	-	-	-	-	-	-	-
Minimum Qualified Income	\$24,891	\$24,891	\$24,891	\$24,891	\$24,891	-	-
HH Below Upper Income	2,030	989	444	231	143	0	0
HH Below Lower Income	1,998	811	330	126	54	0	0
Subtotal	31	179	114	105	90	0	0

Demand Estimate

518

Our analysis suggests demand for a total of 518 size- and income-qualified units in the market area.

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

Demand Estimate

In this section, we derive our overburdened demand and capture rate estimates for the subject property. Our analysis, which begins with the income-qualified renter household estimates developed above, is found below.

Income Qualified Renter Households								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot					518			

The next step in our analysis is to account for 2 years of growth to estimate the demand stemming from new income qualified rental households. Our estimates are found below.

Annual Renter Household Growth Rate								
0.0%								
New Rental Households								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot					0			

The next step in our analysis is to estimate existing demand stemming from income-qualified overburdened renter households in this market area. Our estimates are found below.

Overburdened Renter Households								
25.9%								
Existing Households - Rent Overburdened								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot					134			

The next step in our analysis is to estimate existing demand stemming from income-qualified substandard renter households in this market area. Our estimates are found below.

Substandard Renter Households								
2.6%								
Existing Households - Substandard								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot					13			

The next step in our analysis is to account for elderly homeowners likely to convert to rental housing. This component may not comprise more than 20 percent of total demand. Our estimates are found below.

Elderly Homeowners Likely to Convert to Rental Housing								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot								

The next step in our analysis is to account for existing qualifying tenants likely to remain after renovation. Our estimates are found below.

Subject Property Units (Total)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot					22			
Existing Qualifying Tenants Likely to Remain after Renovation								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot								

The next step in our analysis is to tally up total demand for the subject property. Our estimates are found below.

Total Demand								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot					148			

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

Vacant Competing & Pipeline Units								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot					13			

The next step in our analysis is to subtract the number of vacant competing & pipeline units from total demand to arrive at a net demand estimate for the subject property. Our estimates are found below.

Net Demand (Total Demand - Vacant Competing & Pipeline Units)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot					135			

The next step in our analysis is to compute the capture rate for the project. For purposes of this computation, we define capture rate as the total number of subject property units divided by net demand. Underwriters often utilize capture rate limits of 10 to 20 percent using this methodology. Our estimates are presented below:

Capture Rates (Subject Property Units / Net Demand)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot					16.3%			

Our findings are summarized below.

Project-Wide Capture Rate - LIHTC Units	16.3%
Project-Wide Capture Rate - Market Units	
Project-Wide Capture Rate - All Units	16.3%
Project-Wide Absorption Period (Months)	3 months

Please note: Project-wide capture rate estimates do not account for income band overlap at the project level.

RENT COMPARABLES, MARKET RATE

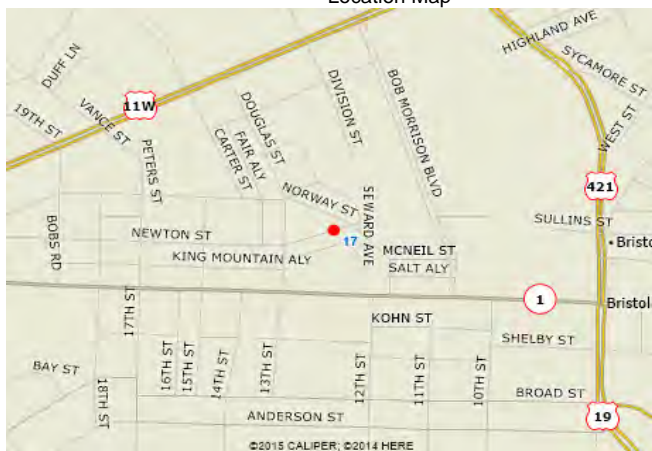
Project Information

Property Name	Downtown Plaza Apartments
Street Number	1010
Street Name	Newton
Street Type	Street
City	Bristol
State	Virginia
Zip	24201
Phone Number	(276) 466-3241
Year Built	1968
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	\$25
Waiting List	na
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.5968
Longitude	-82.1957
Nearest Crossroads	na
AAC Code	20-013 017

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Haley, Manager
Phone Number	(276) 466-3241
Interview Date	18-Feb-20
Interviewed By	PL

In 2011, contact advised approximate building date and said no major renovations have been done on the property to date. Painted exterior 2019. Replacing flooring to laminate as tenants move out.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	700	Garden/Flat	Mar	Mar	No	No	32		\$350		\$350	\$130	\$480
2	1.5	1050	Townhome	Mar	Mar	No	No	36	5	\$500		\$500	\$172	\$672
3	1.5	1250	Townhome	Mar	Mar	No	No	8	1	\$600		\$600	\$238	\$838
Total / Average		924						140	6	\$447		\$447	\$161	\$609

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	yes
Sewer	yes	yes
Trash	yes	no
Comp vs. Subject	Inferior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.50	2.50
Comp vs. Subject	Similar	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	2.50
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.00	3.80
Comp vs. Subject	Inferior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	4.50	3.30
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	2.50	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	1995	2020
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	no	no
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	no	no
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Similar	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	yes
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	no	no
Dishwasher	no	yes
Microwave	no	no
Comp vs. Subject	Inferior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	no
W/D Units	no	yes
W/D Hookups	some	no
Comp vs. Subject	Inferior	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Downtown Plaza Apartments is an existing multifamily development located at 1010 Newton Street in Bristol, Virginia. The property, which consists of 76 apartment units, was originally constructed in 1968 with conventional financing. All units are set aside as market rate units. The property currently stands at 92 percent occupancy.

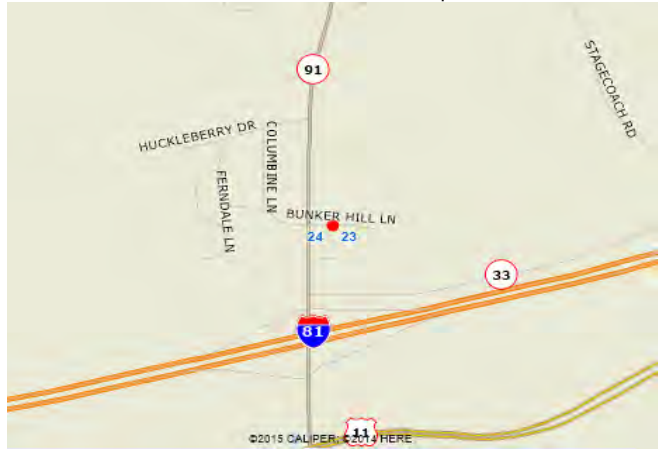
Project Information

Property Name	Glade Terrace Apartments 1
Street Number	33436
Street Name	Bunker Hill
Street Type	Lane
City	Glade Spring
State	Virginia
Zip	24340
Phone Number	(276) 492-1870
Year Built	2012
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	
Waiting List	no
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.7745
Longitude	-81.7803
Nearest Crossroads	na
AAC Code	20-013 023

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Brandy, Manager
Phone Number	(276) 492-1870
Interview Date	21-Feb-20
Interviewed By	PL

Property was destroyed in 2012 by a tornado and rebuilt these 12 units. (4 units built in 2013 on separate survey). Property used to be called Glade Terrace, Phase 1 & 2, but since construction, it has combined both phases.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
2	1.5	650	Garden/Flat	Mar	Mar	No	No	12	1	\$600		\$600	\$160	\$760
Total / Average		650						12	1	\$600		\$600	\$160	\$760

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	yes
Sewer	yes	yes
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.50	2.50
Comp vs. Subject	Similar	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	4.00	2.50
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.90	3.80
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.00	3.30
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2010	2020
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	no	no
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	no	no
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Similar	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Hardwood	yes	yes
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	yes
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	yes	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	no
W/D Units	no	yes
W/D Hookups	yes	no
Comp vs. Subject	Inferior	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Glade Terrace Apartments 1 is an existing multifamily development located at 33436 Bunker Hill Lane in Glade Spring, Virginia. The property, which consists of 12 apartment units, was originally constructed in 2012 with conventional financing. All units are set aside as market rate units. The property currently stands at 92 percent occupancy.

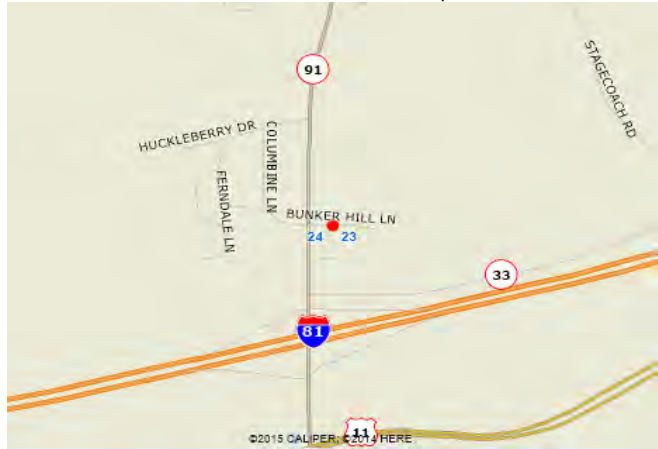
Project Information

Property Name	Glade Terrace Apartments 2
Street Number	33436
Street Name	Bunker Hill
Street Type	Lane
City	Glade Spring
State	Virginia
Zip	24340
Phone Number	(276) 492-1870
Year Built	2013
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	
Waiting List	yes
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.7745
Longitude	-81.7803
Nearest Crossroads	na
AAC Code	20-013 024

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Brandy, Manager
Phone Number	(276) 492-1870
Interview Date	21-Feb-20
Interviewed By	PL

Property was destroyed in 2012 by a tornado and rebuilt these 4 units in 2013. (please see other survey sheet for additional 12 units rebuilt in 2012). Property used to be called Glade Terrace, Phase 1 & 2 but since construction, it has now combined both phases as one property.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
2	1.5	650	Garden/Flat	Mar	Mar	No	No	4		\$600		\$600	\$160	\$760
Total / Average		650				144		4		\$600		\$600	\$160	\$760

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	yes
Sewer	yes	yes
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.50	2.50
Comp vs. Subject	Similar	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	4.00	2.50
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.90	3.80
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.00	3.30
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2010	2020
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	no	no
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	no	no
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Similar	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Hardwood	yes	yes
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	yes
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	yes	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	no
W/D Units	no	yes
W/D Hookups	yes	no
Comp vs. Subject	Inferior	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Glade Terrace Apartments 2 is an existing multifamily development located at 33436 Bunker Hill Lane in Glade Spring, Virginia. The property, which consists of 4 apartment units, was originally constructed in 2013 with conventional financing. All units are set aside as market rate units. The property currently stands at 100 percent occupancy.

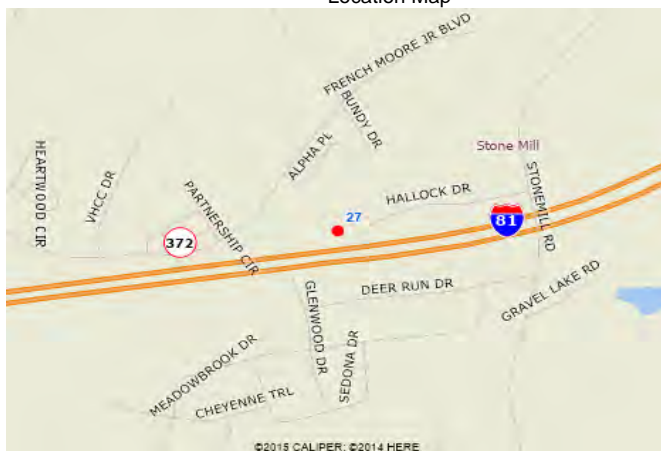
Project Information

Property Name	Hallock Drive Townhomes
Street Number	275
Street Name	Hallock
Street Type	Drive
City	Abingdon
State	Virginia
Zip	24210
Phone Number	(276) 628-8140
Year Built	2003
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	
Waiting List	na
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	3
Latitude	36.6962
Longitude	-81.9959
Nearest Crossroads	Main Street, off Stone Mill Road
AAC Code	20-013 027

Photo



Location Map



Interview Notes

Person Interviewed	Mr. Nick, Management
Phone Number	(276) 676-3366
Interview Date	04-Mar-20
Interviewed By	DFR

Contact advised rental rate is \$550. if W/D are provided in the unit. This office also serves Aston Ridge, Gray Drive, and Mill Way Apartments.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
2	1.5	950	Townhome	Mar	Mar	No	No	38		\$650		\$650	\$178	\$828
Total / Average		950					146	38		\$650		\$650	\$178	\$828

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	yes
Sewer	yes	yes
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.00	2.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.00	2.50
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.60	3.80
Comp vs. Subject	Inferior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.90	3.30
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2000	2020
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	no	no
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Mov/edia Ctr	no	no
Picnic Area	no	no
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Similar	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	yes
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	no
W/D Units	no	yes
W/D Hookups	yes	no
Comp vs. Subject	Inferior	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Hallock Drive Townhomes is an existing multifamily development located at 275 Hallock Drive in Abingdon, Virginia. The property, which consists of 38 apartment units, was originally constructed in 2003 with conventional financing. All units are set aside as market rate units. The property currently stands at 100 percent occupancy.

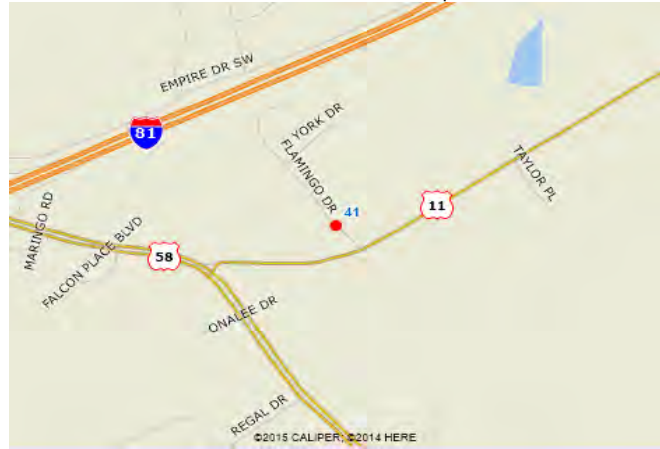
Project Information

Property Name	Mountain Empire Apartments
Street Number	16158
Street Name	Flamingo
Street Type	Drive
City	Abingdon
State	Virginia
Zip	24211
Phone Number	(276) 698-7752
Year Built	1990
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	\$45
Waiting List	na
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.7133
Longitude	-81.9240
Nearest Crossroads	off Lee Highway
AAC Code	20-013 041

Photo



Location Map



Interview Notes

Person Interviewed	Unknown name, Management
Phone Number	(276) 698-7752
Interview Date	25-Feb-20
Interviewed By	PL

The studio apartments have utilities included in the rent. In 2020, contact advised new counters, laminate flooring, and new appliances as tenants move out. Property has Duplexes with garages @ \$900.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
0	1.0	700	Garden/Flat	Mar	Mar	No	No	2		\$400		\$400	\$39	\$439
1	1.0	700	Garden/Flat	Mar	Mar	No	No	7		\$475		\$475	\$45	\$520
1	1.0	700	Garden/Flat	Mar	Mar	No	No	7		\$500		\$500	\$45	\$545
2	1.0	1200	Garden/Flat	Mar	Mar	No	No	10		\$650		\$650	\$59	\$709
2	1.5	1200	Townhome	Mar	Mar	No	No	10		\$675		\$675	\$59	\$734
3	2.0	1200	Garden/Flat	Mar	Mar	No	No	10		\$625		\$625	\$74	\$699
3	2.0	1200	Townhome	Mar	Mar	No	No	2		\$675		\$675	\$74	\$749
Total / Average		1,033						48		\$593		\$593	\$58	\$651

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	yes
Sewer	no	yes
Trash	no	no
Comp vs. Subject	Superior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.00	2.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	2.50
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	4.50	3.80
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.20	3.30
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.75	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	1995	2020
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	no	no
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	no	no
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Similar	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	yes
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	no	no
Dishwasher	some	yes
Microwave	no	no
Comp vs. Subject	Inferior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	no
W/D Units	no	yes
W/D Hookups	yes	no
Comp vs. Subject	Inferior	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Mountain Empire Apartments is an existing multifamily development located at 16158 Flamingo Drive in Abingdon, Virginia. The property, which consists of 48 apartment units, was originally constructed in 1990 with conventional financing. All units are set aside as market rate units. The property currently stands at 100 percent occupancy.

Project Information

Property Name	Pinehedge Condominiums
Street Number	138
Street Name	Valley View
Street Type	Drive
City	Abingdon
State	Virginia
Zip	24210
Phone Number	(276) 628-2751
Year Built	1985
Year Renovated	2009
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	\$30
Waiting List	na
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.7218
Longitude	-81.9788
Nearest Crossroads	Court Street
AAC Code	20-013 045

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Deborah Moore, Owner
Phone Number	(276) 628-2751
Interview Date	20-Feb-20
Interviewed By	PL

Property consists of rental condominiums. The 2009 renovations included new siding, roofs, and retaining walls. There are no new businesses in the area. Contact advised that businesses in the area are not closing or laying off employees. Contact advised they own another property, Brentwood Towns Apartments in Bristol.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
2	1.5	1000	Townhome	Mar	Mar	No	No	18		\$595		\$595	\$59	\$654
3	1.5	1200	Townhome	Mar	Mar	No	No	12		\$650		\$650	\$74	\$724
Total / Average		1,080						150	30	\$617		\$617	\$65	\$682

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	yes
Sewer	no	yes
Trash	no	no
Comp vs. Subject	Superior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.00	2.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.50	2.50
Comp vs. Subject	Similar	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.50	3.80
Comp vs. Subject	Inferior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.60	3.30
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2005	2020
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	no	no
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	no	no
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Similar	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	yes	yes
Comp vs. Subject	Similar	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	no
W/D Units	no	yes
W/D Hookups	yes	no
Comp vs. Subject	Inferior	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Pinehedge Condominiums is an existing multifamily development located at 138 Valley View Drive in Abingdon, Virginia. The property, which consists of 30 apartment units, was originally constructed in 1985 with conventional financing. All units are set aside as market rate units. The property currently stands at 100 percent occupancy.

Project Information

Property Name	Promise Landing Apartments
Street Number	16240
Street Name	Samantha
Street Type	Drive
City	Abingdon
State	Virginia
Zip	24211
Phone Number	(276) 623-4254
Year Built	1990
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	\$40
Waiting List	no
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.7217
Longitude	-81.9090
Nearest Crossroads	na
AAC Code	20-013 046

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Donna, Management
Phone Number	(276) 623-4254
Interview Date	18-Feb-20
Interviewed By	PL

There are no new apartments or businesses nearby.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	700	Garden/Flat	Mar	Mar	No	No	20		\$545		\$545	\$118	\$663
2	1.5	1000	Townhome	Mar	Mar	No	No	60	1	\$645		\$645	\$160	\$805
3	2.0	1250	Townhome	Mar	Mar	No	No	6		\$750		\$750	\$226	\$976
Total / Average		948						152	86	1	\$629	\$629	\$155	\$784

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	yes
Sewer	yes	yes
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.00	2.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.00	2.50
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	4.50	3.80
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.00	3.30
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2000	2020
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	yes	no
Elevator	no	no
Fitness Ctr	yes	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movbr/Media Ctr	no	no
Picnic Area	no	no
Playground	yes	no
Pool	yes	no
Sauna	no	no
Sports Court	yes	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	no	yes
Ceiling Fans	no	no
Hardwood	some	yes
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	yes
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	no
W/D Units	no	yes
W/D Hookups	yes	no
Comp vs. Subject	Similar	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Promise Landing Apartments is an existing multifamily development located at 16240 Samantha Drive in Abingdon, Virginia. The property, which consists of 86 apartment units, was originally constructed in 1990 with conventional financing. All units are set aside as market rate units. The property currently stands at 99 percent occupancy.

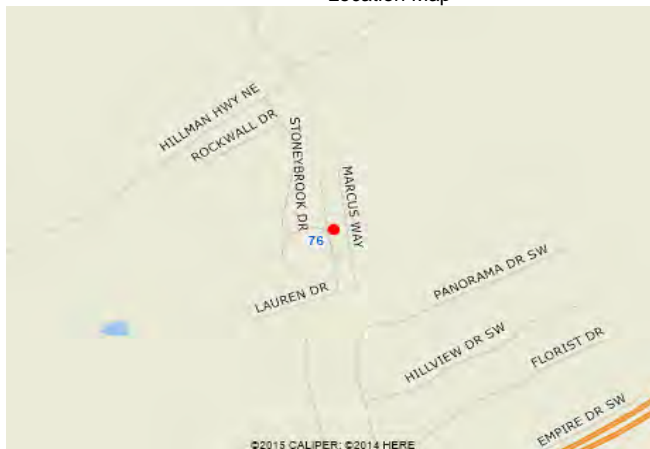
Project Information

Property Name	Willow Run Apartments
Street Number	1175
Street Name	Willow Run
Street Type	Drive
City	Abingdon
State	Virginia
Zip	24210
Phone Number	(276) 628-4084
Year Built	2009
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	na
Waiting List	na
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.7232
Longitude	-81.9279
Nearest Crossroads	na
AAC Code	20-013 076

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Francis, Management
Phone Number	(276) 628-4084
Interview Date	24-Feb-20
Interviewed By	PL

In 2020, Ms. Francis advised us to go to the website for information and would not give any info over the phone. Website shows rates for some of the different floor plans available at this property. Total property unit count reported is correct. 1328 square foot 3 bedroom 2.5 bath Garden units with garages at \$795 per month.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	512	Garden/Flat	Mar	Mar	No	No	58	2	\$525		\$525	\$118	\$643
2	1.0	784	Garden/Flat	Mar	Mar	No	No	54	2	\$645		\$645	\$160	\$805
2	1.5	900	Garden/Flat	Mar	Mar	No	No	32	2	\$675		\$675	\$160	\$835
2	2.5	960	Garden/Flat	Mar	Mar	No	No	32	1	\$690		\$690	\$160	\$850
2	1.5	960	Townhome	Mar	Mar	No	No	16	2	\$725		\$725	\$160	\$885
Total / Average		765						154	9	\$628		\$628	\$147	\$775

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	yes
Sewer	yes	yes
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.00	2.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.50	2.50
Comp vs. Subject	Similar	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.00	3.80
Comp vs. Subject	Inferior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.50	3.30
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2000	2020
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	no	no
Elevator	no	no
Fitness Ctr	yes	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	yes	no
Playground	yes	no
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Hardwood	yes	yes
Fireplace	no	no
Patio/Balcony	no	yes
Storage	no	yes
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	no
W/D Units	yes	yes
W/D Hookups	no	no
Comp vs. Subject	Similar	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	na	no
Concierge	na	no
Hair Salon	na	no
Health Care	na	no
Housekeeping	na	no
Meals	na	no
Transportation	na	no
Comp vs. Subject	Similar	

Willow Run Apartments is an existing multifamily development located at 1175 Willow Run Drive in Abingdon, Virginia. The property, which consists of 192 apartment units, was originally constructed in 2009 with conventional financing. All units are set aside as market rate units. The property currently stands at 95 percent occupancy.

Project Information

Property Name	Wyndale Court Condominiums
Street Number	640
Street Name	Wyndale
Street Type	Road
City	Abingdon
State	Virginia
Zip	24210
Phone Number	(276) 619-1187
Year Built	2003
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	
Waiting List	10 people
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.7099
Longitude	-82.0086
Nearest Crossroads	na
AAC Code	20-013 080

Photo



Location Map



Interview Notes

Person Interviewed	Mr. Andrew Neese, Owner
Phone Number	(276) 619-1187
Interview Date	20-Feb-20
Interviewed By	PL

Property has off-site management and maintenance.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
2	1.5	960	Garden/Flat	Mar	Mar	No	No	16		\$750		\$750	\$217	\$967
Total / Average		960				156		16		\$750		\$750	\$217	\$967

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	yes
Sewer	yes	yes
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.00	2.50
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.50	2.50
Comp vs. Subject	Similar	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.80	3.80
Comp vs. Subject	Similar	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	4.20	3.30
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.00	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	1995	2020
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	no	no
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	yes	no
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	yes
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	no
W/D Units	no	yes
W/D Hookups	yes	no
Comp vs. Subject	Inferior	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Wyndale Court Condominiums is an existing multifamily development located at 640 Wyndale Road in Abingdon, Virginia. The property, which consists of 16 apartment units, was originally constructed in 2003 with conventional financing. All units are set aside as market rate units. The property currently stands at 100 percent occupancy.

RENT COMPARABLES, RESTRICTED RENT

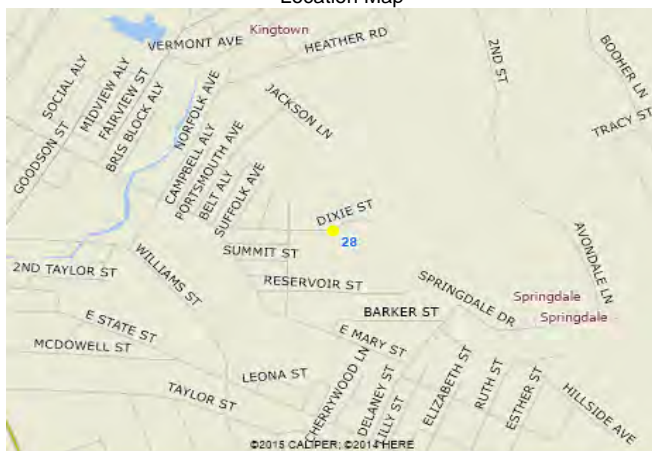
Project Information

Property Name	Harbor Landing Apartments	
Street Number	800	
Street Name	Dixie	
Street Type	Street	
City	Bristol	
State	Virginia	
Zip	24201	
Phone Number	276-642-0500	
Year Built	2004	
Year Renovated	na	
Minimum Lease	12	
Min. Security Dep.	1 month	
Other Fees	\$25	
Waiting List	2 people	
Project Rent	Restricted	
Project Type	Family	
Project Status	Stabilized	
Financing	2001	Tax Credit
Vouchers	12	
Latitude	36.5969	
Longitude	-82.1657	
Nearest Crossroads	na	
AAC Code	20-013	028

Photo



Location Map



Interview Notes

Person Interviewed	Ms. T.J. Barrett, Manager	
Phone Number	(276) 591-4660	
Interview Date	26-Feb-20	
Interviewed By	PL	

2001 TC's awarded for construction of this property without project based rental assistance. They also manage Thomas Jefferson Senior Apartments. We were unable to reach this property during our January, 2020 study, therefore the information in this report reflects our September, 2015 survey of this property.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
2	2.0	1072	Garden/Flat	50%	50%	No	No	16		\$449		\$449	\$171	\$620
3	2.0	1304	Garden/Flat	50%	50%	No	No	16	1	\$511		\$511	\$205	\$716
Total / Average		1,188						159	32	1	\$480	\$480	\$188	\$668

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	yes
Sewer	yes	yes
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.50	2.50
Comp vs. Subject	Similar	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.50	2.50
Comp vs. Subject	Similar	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.70	3.80
Comp vs. Subject	Inferior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.40	3.30
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2010	2020
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	yes	no
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	yes	no
Playground	yes	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	yes
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	no	no
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Similar	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	no
W/D Units	no	yes
W/D Hookups	yes	no
Comp vs. Subject	Similar	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Harbor Landing Apartments is an existing multifamily development located at 800 Dixie Street in Bristol, Virginia. The property, which consists of 32 apartment units, was originally constructed in 2004. This property is currently operated as a rent restricted property. The property currently stands at 97 percent occupancy.

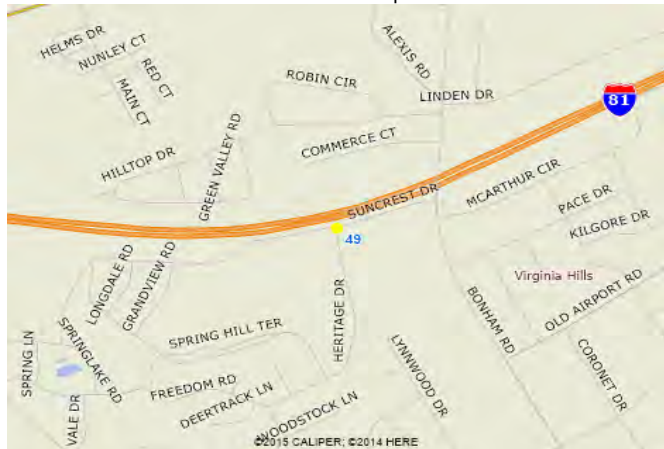
Project Information

Property Name	Ridgecrest Town Apartments	
Street Number	2	
Street Name	Heritage	
Street Type	Drive	
City	Bristol	
State	Virginia	
Zip	24201	
Phone Number	(276) 466-2465	
Year Built	2008	
Year Renovated	na	
Minimum Lease	12	
Min. Security Dep.	1 month	
Other Fees	\$21	
Waiting List	no	
Project Rent	Restricted	
Project Type	Family	
Project Status	Stabilized	
Financing	2006	Tax Credit
Vouchers	30	
Latitude	36.6251	
Longitude	-82.1344	
Nearest Crossroads	na	
AAC Code	20-013	049

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Pat, Manager
Phone Number	(276) 466-2465
Interview Date	25-Feb-20
Interviewed By	PL

2006 TC's awarded for construction of this property without project based rental assistance. There are 4 HC units in the 2BR and 4 HC units in the 3BR gardens.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
2	1.5	972	Garden/Flat	60%	40%	No	No	4		\$539		\$539	\$81	\$620
2	1.5	1021	Townhome	60%	50%	No	No	20		\$615		\$615	\$81	\$696
2	1.5	1021	Townhome	60%	60%	No	No	16	3	\$649		\$649	\$81	\$730
3	2.0	1123	Garden/Flat	60%	40%	No	No	4	3	\$615		\$615	\$101	\$716
3	2.0	1173	Townhome	60%	50%	No	No	15	4	\$649		\$649	\$101	\$750
3	2.0	1173	Townhome	60%	60%	No	No	13	5	\$706		\$706	\$101	\$807
Total / Average		1,083						72	15	\$642		\$642	\$90	\$732

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	yes
Sewer	no	yes
Trash	no	no
Comp vs. Subject	Superior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.75	2.50
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	2.50
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.60	3.80
Comp vs. Subject	Inferior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.60	3.30
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.50	4.50
Comp vs. Subject	Similar	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2005	2020
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	yes	no
Car Care Ctr	no	no
Comm Center	yes	no
Elevator	no	no
Fitness Ctr	yes	no
Gazebo/Patio	yes	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	no	no
Playground	yes	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	yes	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	yes
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	no
W/D Units	no	yes
W/D Hookups	no	no
Comp vs. Subject	Inferior	

Security		
Amenity	Comp	Subj
Call Buttons	yes	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Superior	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Ridgecrest Town Apartments is an existing multifamily development located at 2 Heritage Drive in Bristol, Virginia. The property, which consists of 72 apartment units, was originally constructed in 2008. This property is currently operated as a rent restricted property. The property currently stands at 79 percent occupancy.

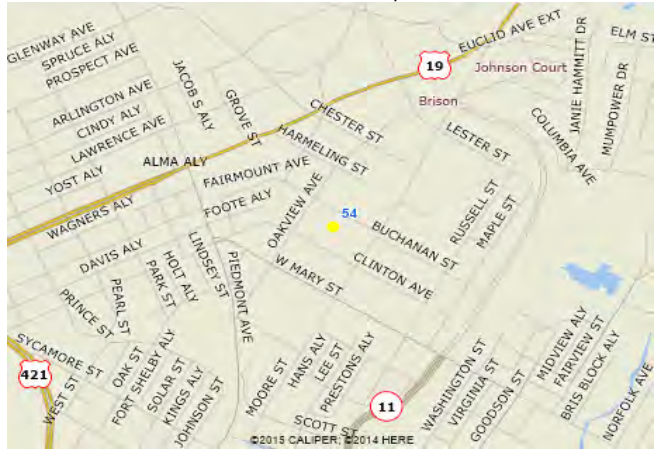
Project Information

Property Name	Sapling Grove Apartments
Street Number	802
Street Name	Oakview
Street Type	Avenue
City	Bristol
State	Virginia
Zip	24201
Phone Number	(276) 642-2001
Year Built	2008
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	
Waiting List	2 years
Project Rent	Restricted
Project Type	Family
Project Status	Stabilized
Financing	2006 Tax Credit
Vouchers	11
Latitude	36.6038
Longitude	-82.1799
Nearest Crossroads	ew between Buckner & Clinton
AAC Code	20-013 054

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Christy Napier,
Phone Number	(276) 642-2001
Interview Date	25-Feb-20
Interviewed By	PL

2006 TC's awarded for construction of this property with 10 units of public housing rental assistance available to tenants.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	776	Duplex	60%	60%	No	Yes	3		\$375		\$375	\$143	\$518
1	1.0	776	Duplex	60%	60%	No	No	3		\$375		\$375	\$143	\$518
2	1.0	985	Duplex	60%	60%	No	Yes	7		\$444		\$444	\$177	\$621
2	1.0	985	Duplex	60%	60%	No	No	13		\$444		\$444	\$177	\$621
Total / Average		937						163		\$428		\$428	\$169	\$597

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	yes
Sewer	no	yes
Trash	no	no
Comp vs. Subject	Superior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.50	2.50
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.50	2.50
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.50	3.80
Comp vs. Subject	Inferior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	4.30	3.30
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.25	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2020	2020
Comp vs. Subject	Similar	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	yes	no
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	no	no
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	no	yes
Storage	no	yes
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	no
W/D Units	yes	yes
W/D Hookups	no	no
Comp vs. Subject	Similar	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Sapling Grove Apartments is an existing multifamily development located at 802 Oakview Avenue in Bristol, Virginia. The property, which consists of 26 apartment units, was originally constructed in 2008. This property is currently operated as a rent restricted property. The property currently stands at 100 percent occupancy.

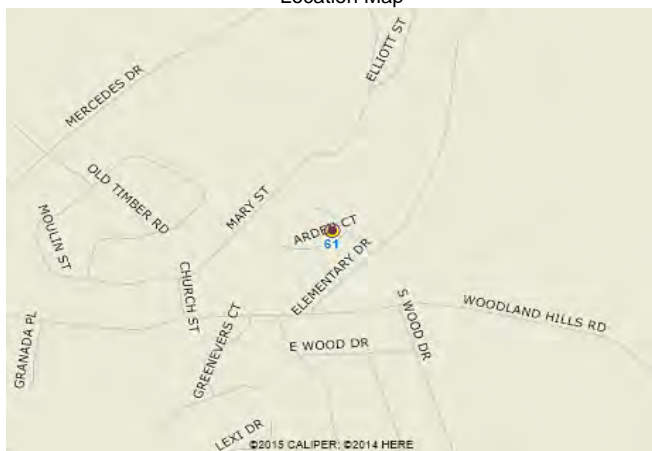
Project Information

Property Name	Sweetbriar 1
Street Number	19274
Street Name	Elementary
Street Type	Drive
City	Abingdon
State	Virginia
Zip	24210
Phone Number	(276) 623-9000
Year Built	2009
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	
Waiting List	800 people
Project Rent	Restricted
Project Type	Family
Project Status	Stabilized
Financing	2007 Tax Credit
Vouchers	12
Latitude	36.7142
Longitude	-82.0200
Nearest Crossroads	na
AAC Code	20-013 061

Photo



Location Map



Interview Notes

Person Interviewed	Mr. Bo Handley, Asst Prop Mgr
Phone Number	(276) 619-2220
Interview Date	14-Feb-20
Interviewed By	DFR

2007 TC's awarded for construction of this property without project based rental assistance. All units are 2-story townhome-style duplexes with an attached, private garage.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
3	2.5	1385	Duplex	50%	50%	No	No	10		\$455		\$455	\$238	\$693
3	2.5	1385	Duplex	60%	60%	No	No	10	1	\$485		\$485	\$238	\$723
Total / Average		1,385						165	20	\$470		\$470	\$238	\$708

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	yes
Sewer	yes	yes
Trash	yes	no
Comp vs. Subject	Inferior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.00	2.50
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	2.50
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.80	3.80
Comp vs. Subject	Similar	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.30	3.30
Comp vs. Subject	Similar	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.50	4.50
Comp vs. Subject	Similar	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2010	2020
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	no	no
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	no	no
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Similar	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Hardwood	yes	yes
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	yes
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	yes	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Superior	

Laundry		
Amenity	Comp	Subj
Central	no	no
W/D Units	yes	yes
W/D Hookups	no	no
Comp vs. Subject	Similar	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Sweetbriar 1 is an existing multifamily development located at 19274 Elementary Drive in Abingdon, Virginia. The property, which consists of 20 apartment units, was originally constructed in 2009 . This property is currently operated as a rent restricted property. The property currently stands at 95 percent occupancy.

Project Information

Property Name	Whites Mill Point Apartments
Street Number	15365
Street Name	Whites Mill
Street Type	Road
City	Abingdon
State	Virginia
Zip	24210
Phone Number	(276) 623-9000
Year Built	2006
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	
Waiting List	1000 people
Project Rent	Restricted
Project Type	Family
Project Status	Stabilized
Financing	2004 Tax Credit
Vouchers	22
Latitude	36.7257
Longitude	-81.9727
Nearest Crossroads	na
AAC Code	20-013 074

Photo



Location Map



Interview Notes

Person Interviewed	r. Bo Handley, Asst. Prop. Mgr.
Phone Number	(276) 619-2220
Interview Date	14-Feb-20
Interviewed By	DFR

2004 TC's awarded for construction of this property with 5 units of HUD project based rental assistance available to tenants. Property has off-site management and maintenance.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
2	1.5	1010	Garden/Flat	50%	50%	No	Yes	5		\$445		\$445	\$160	\$605
2	1.5	1010	Garden/Flat	50%	50%	No	No	9		\$445		\$445	\$160	\$605
2	1.5	1010	Garden/Flat	60%	60%	No	No	18	1	\$445		\$445	\$160	\$605
Total / Average		1,010						167	32	1	\$445	\$445	\$160	\$605

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	yes
Sewer	yes	yes
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.00	2.50
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	2.50
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.70	3.80
Comp vs. Subject	Inferior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.20	3.30
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2005	2020
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	no	no
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	no
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	no	no
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Similar	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	yes
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	no
W/D Units	yes	yes
W/D Hookups	no	no
Comp vs. Subject	Similar	

Security		
Amenity	Comp	Subj
Call Buttons	no	some
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	yes	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Superior	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Whites Mill Point Apartments is an existing multifamily development located at 15365 Whites Mill Road in Abingdon, Virginia. The property, which consists of 32 apartment units, was originally constructed in 2006. This property is currently operated as a rent restricted property. The property currently stands at 97 percent occupancy.

STATEMENT OF ASSUMPTIONS & LIMITING CONDITIONS

- The title to the subject property is merchantable, and the property is free and clear of all liens and encumbrances, except as noted.
- No liability is assumed for matters legal in nature.
- Ownership and management are assumed to be in competent and responsible hands.
- No survey has been made by the appraiser. Dimensions are as supplied by others and are assumed to be correct.
- The report was prepared for the purpose so stated and should not be used for any other reason.
- All direct and indirect information supplied by the owner and their representatives concerning the subject property is assumed to be true and accurate.
- No responsibility is assumed for information supplied by others and such information is believed to be reliable and correct. This includes zoning and tax information provided by Municipal officials.
- The signatories shall not be required to give testimony or attend court or be at any governmental hearing with respect to the subject property unless prior arrangements have been made with the client.
- Disclosure of the contents of this report is governed by the By-Laws and Regulations of the Appraisal Institute.
- The legal description is assumed to be accurate.
- This report specifically assumes that there are no site, subsoil, or building contaminants present resulting from residual substances or construction materials, such as asbestos, radon gas, PCB, etc. Should any of these factors exist, the appraiser reserves the right to review these findings, review the value estimates, and change the estimates, if deemed necessary.
- The Americans with Disabilities Act (ADA) became effective January 26, 1992. We have not made a specific compliance survey and analysis of this property to determine whether or not it is in conformity with
- This analysis specifically assumes that the subject property is operated as described in this report.
- This analysis specifically assumes that the subject property is constructed/rehabilitated as described in this report.
- This analysis specifically assumes that the subject property is financed as described in this report.
- This analysis specifically assumes the timing set forth in this report.

CERTIFICATION

I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- I have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of the appraisal.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Uniform Standards of Professional Appraisal Practice.
- I made a personal inspection of the property that is the subject of this report.
- No one provided significant real property appraisal assistance to the person signing this certification. Debbie Rucker (Allen & Associates Consulting) assisted in compiling the data used in this report.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- As of the date of this report, I have completed the Standards and Ethics Education Requirements for Members of the Appraisal Institute.
- I am presently licensed in good standing as a Certified General Real Estate Appraiser in the states of Delaware, Georgia, Maryland, North Carolina, South Carolina, Virginia, and West Virginia, allowing me to appraise all types of real estate.

Respectfully submitted:

ALLEN & ASSOCIATES CONSULTING, INC.



Jeff Carroll

VHDA CERTIFICATION

I affirm the following:

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



Jeff Carroll

March 9, 2020

Date

NCHMA MARKET STUDY INDEX

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

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

NCHMA MARKET STUDY INDEX

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

Affordability, Demand, and Penetration Rate Analysis		
31	Estimate of demand	Section 11
32	Affordability analysis with capture rate	Section 11
33	Penetration rate analysis with capture rate	Section 11
Analysis/Conclusions		
34	Absorption rate and estimated stabilized occupancy for subject	Section 11
35	Evaluation of proposed rent levels including estimate of market/achievable rents.	Section 10
36	Precise statement of key conclusions	Executive Summary
37	Market strengths and weaknesses impacting project	Executive Summary
38	Product recommendations and/or suggested modifications to subject	Executive Summary
39	Discussion of subject property's impact on existing housing	Executive Summary
40	Discussion of risks or other mitigating circumstances impacting subject	Executive Summary
41	Interviews with area housing stakeholders	Appendix
Other Requirements		
42	Certifications	Appendix
43	Statement of qualifications	Appendix
44	Sources of data not otherwise identified	NA

MISCELLANEOUS



QUALIFICATIONS

Allen & Associates Consulting is a real estate advisory firm specializing in affordable housing. Practice areas include low-income housing tax credits, tax-exempt bond transactions, HUD assisted and financed multifamily, USDA-RD assisted and financed properties, public housing, historic tax credits, conventional multifamily, and manufactured housing. Services include development consulting, rent comparability studies, market analysis, feasibility studies, appraisals, capital needs assessments, and utility studies.

Allen & Associates Consulting and its sister organization Allen & Associates Appraisal maintain offices in Charlotte, North Carolina and Detroit, Michigan, respectively. Allen & Associates is approved to provide its services throughout the United States.

The following is a listing of key personnel for Allen & Associates Consulting:

Jeffrey B. Carroll

Jeffrey B. Carroll is President of Allen & Associates Consulting. Since 2000, Mr. Carroll has completed over 3000 development consulting assignments in 46 states. Major projects include:

- *Market Feasibility* - Completed market studies for 13 proposed tax credit apartment developments on behalf of the Georgia Department of Community Affairs. The portfolio included 5 family and 8 senior communities. Our analysis identified the 4 best deals for the housing finance agency to consider funding.
- *Valuation* - Developed a disposition plan for a 30-property portfolio of apartments on behalf of a private owner. The 921-unit portfolio (located in MD, DE, PA and VA) was valued at \$23 million. Our client relied on our valuations and advice to maximize sales proceeds for the portfolio.
- *Capital Needs Assessments* - Completed capital needs assessments for an 8-property portfolio of RD-financed apartments on behalf of a private developer. The portfolio (located in FL) included 6 family and 2 senior communities. Our client utilized our assessments to develop a scope of work for the proposed acquisition and renovation of the 214-unit portfolio.
- *Utility Allowance Studies* - Completed utility allowance studies for a portfolio of tax credit apartments on behalf of a large national owner/developer. The portfolio (located in CT, DC, IL, IN, MA, NC, OH, PA and VA) included 31 properties. Our client utilized our research to maximize rents and net operating income for the portfolio.
- *Underwriting* - Conducted a financial review on behalf of a local housing authority for the proposed redevelopment of a vacant historic textile mill into loft apartments. Our client had been asked to issue \$4 million in tax-exempt bonds for

the \$15 million project. Our assistance in underwriting the transaction resulted in the green light for the development.

Mr. Carroll is a certified general appraiser, licensed to appraise real estate in the states of Delaware, Georgia, Maryland, North Carolina, South Carolina and Virginia. Mr. Carroll is also a designated member of the Appraisal Institute (MAI).

Mr. Carroll is a peer-reviewed member of the National Council of Housing Market Analysts, where he served on the Executive Committee and chaired the Data and Ethics Committees.

In addition, Mr. Carroll has also served as a market study reviewer for the Georgia and Michigan housing finance agencies.

Mr. Carroll has written articles on affordable housing, development, property management, market feasibility, and financial analysis for Urban Land magazine, The Journal of Property Management, Community Management magazine, Merchandise magazine, HousingThink, and a publication of the Texas A&M Real Estate Research Center known as Terra Grande.

Mr. Carroll has conducted seminars on affordable housing, development, property management, market feasibility, and financial analysis for the American Planning Association, Community Management magazine, the Georgia Department of Community Affairs, the Manufactured Housing Institute, the National Association of State and Local Equity Funds, the Virginia Community Development Corporation, and the National Council of Affordable Housing Market Analysts.

Mr. Carroll is also an experienced developer and property manager. His experience includes the development of tax credit apartment communities, conventional market rate apartments, manufactured home communities, and single-family subdivisions. He has also managed a portfolio of apartment complexes and manufactured home communities.

The following is a summary of Mr. Carroll's relevant educational background:

Clemson University, Bachelor of Science Degree	
Major in Engineering	
Minor Concentration in Economics	1983
Harvard University, Master's Degree in Business Administration	
Major in General Management	
Minor Concentration in Economics and Real Estate	1988
Appraisal Institute	
Qualifying Education for Licensure	2001
Continuing Education for Licensure & MAI Designation	2020
ASTM International	
Property Condition Assessments E2018.01	September 2006

The Institute for Professional and Executive Development Tax Credit Property Disposition	October 2007
National Council of Affordable Housing Market Analysts Semi-Annual Meeting & Continuing Education	2002 - 2014
U.S. Department of Housing and Urban Development Utility Allowance Guidebook	September 2007
MAP Training & Certification	September 2007
USDA Rural Development Capital Needs Assessment Provider Training	September 2007
Accessibility Standards Training	September 2007

Mr. Carroll, who was awarded a scholarship on the Clemson University varsity wrestling team, has served as an assistant coach for a local high school wrestling team. Mr. Carroll resides in Charlotte, North Carolina with his wife Becky and his two children, Luke and Brittany.

Debbie Rucker

Debbie Rucker is an analyst with Allen & Associates Consulting, coordinating market research for the company. Mrs. Rucker has worked on over 2000 assignments and has conducted over 40,000 rent surveys.

Mrs. Rucker was also responsible for compiling the database of detailed information on of every tax credit and tax-exempt bond transaction in Virginia, North Carolina, South Carolina, Georgia, Florida, and Texas since 1999.

The following is a summary of Mrs. Rucker’s relevant educational background:

National Council of Affordable Housing Market Analysts Semi-Annual Meeting & Continuing Education	September 2005
Semi-Annual Meeting & Continuing Education	October 2006
Carolinas Council for Affordable Housing Spectrum C ³ P Certification	October 2008

Mrs. Rucker is active in her church and helps run a local judo club. Mrs. Rucker is the mother of three and resides in Weddington, North Carolina.

Michael W. Lash

Michael W. Lash is President of Lash Engineering, an engineering firm located in Charlotte, North Carolina that works closely with Allen & Associates Consulting on utility allowance studies and other specific engagements. Since 1981, Mr. Lash has completed hundreds of assignments including the design of industrial, commercial, multifamily, and single family developments. Mr. Lash is an expert in the design of utility systems, including wastewater and storm water treatment facilities.

Mr. Lash is a certified professional engineer, licensed in the states of Kansas, Louisiana, North Carolina, South Carolina, and Virginia. Mr. Lash graduated from Louisiana Tech University in Civil Engineering in 1981 and has conducted seminars on advanced wastewater treatment, storm water quality treatment and automated engineering drafting and design with Eagle Point Software.

Mr. Lash is active in his church and volunteers his time teaching karate at a local martial arts academy. Mr. Lash resides in Charlotte, North Carolina with his wife and three children.

US Department of Agriculture, Rural Development Initial Eligibility Determination



Elementary Dr Abingdon VA 24210

This address IS located in an eligible area.

* Keep in mind that this is only an initial determination on the eligibility of your address. There are other eligibility factors for this program which cannot be confirmed through this tool.

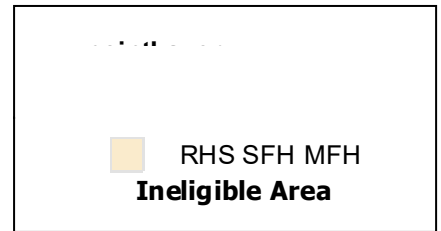
User Entered Point:



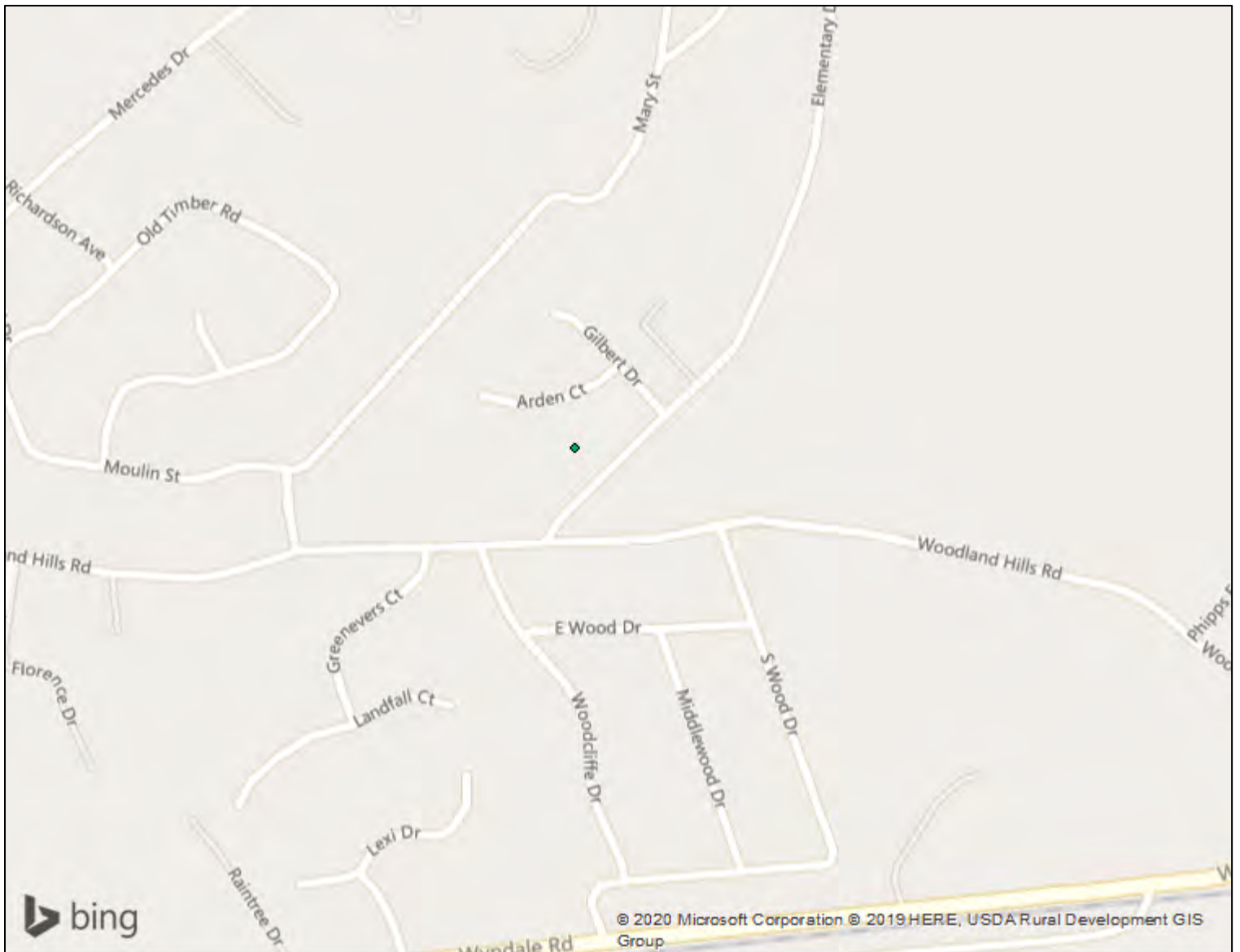
User Located

Latitude
36.71330
Longitude
-82.0201

This address IS located in an eligible area. for properties in the US



RHS SFH MFH
Ineligible Area





FY 2020 FAIR MARKET RENT DOCUMENTATION SYSTEM

The FY 2020 Kingsport-Bristol-Bristol, TN-VA MSA FMRs for All Bedroom Sizes

Final FY 2020 & Final FY 2019 FMRs By Unit Bedrooms

Year	<u>Efficiency</u>	<u>One-Bedroom</u>	<u>Two-Bedroom</u>	<u>Three-Bedroom</u>	<u>Four-Bedroom</u>
FY 2020 FMR	\$533	\$542	\$714	\$933	\$1,029
<u>FY 2019 FMR</u>	\$515	\$529	\$700	\$924	\$1,015

Washington County, VA is part of the Kingsport-Bristol-Bristol, TN-VA MSA, which consists of the following counties: Hawkins County, TN; Sullivan County, TN; Scott County, VA; Washington County, VA; and Bristol city, VA. All information here applies to the entirety of the Kingsport-Bristol-Bristol, TN-VA MSA.

Fair Market Rent Calculation Methodology

-
[Show/Hide Methodology Narrative](#)
-

Fair Market Rents for metropolitan areas and non-metropolitan FMR areas are developed as follows:

1. 2013-2017 5-year American Community Survey (ACS) estimates of 2-bedroom adjusted standard quality gross rents calculated for each FMR area are used as the new basis for FY2020 provided the estimate is statistically reliable. For FY2020, the test for reliability is whether the margin of error for the estimate is less than 50% of the estimate itself and whether the ACS estimate is based on at least 100 survey cases. HUD does not receive the exact number of survey cases, but rather a categorical variable known as the count indicator indicating a range of cases. An estimate based on at least 100 cases corresponds to a count indicator of 4 or higher.

If an area does not have a reliable 2013-2017 5-year, HUD checks whether the area has had at least minimally reliable estimate in any of the past 3 years, or estimates that meet the 50% margin of error test described above. If so, the FY2020 base rent is the average of the inflated ACS estimates.

If an area has not had a minimally reliable estimate in the past 3 years, the estimate State for the area's corresponding metropolitan area (if applicable) or State non-metropolitan area is used as the basis for FY2020.

2. HUD calculates a recent mover adjustment factor by comparing a 2017 1-year 40th percentile recent mover 2-bedroom rent to the 2013-2017 5-year 40th percentile adjusted standard quality gross rent. If either the recent mover and non-recent mover rent estimates are not reliable, HUD uses the recent mover adjustment for a larger geography. For metropolitan areas, the order of geographies examined is: FMR Area, Entire Metropolitan Area (for Metropolitan Sub-Areas), State Metropolitan Portion, Entire State, and Entire US; for non-metropolitan areas, the order of geographies examined is: FMR Area, State Non-Metropolitan Portion, Entire State, and Entire US. The recent mover adjustment factor is floored at one.
3. HUD calculates the appropriate recent mover adjustment factor between the 5-year data and the 1-year data and applies this to the 5-year base rent estimate.
4. Rents are calculated as of 2018 using the relevant (regional or local) change in gross rent Consumer Price Index (CPI) from annual 2017 to annual 2018.
5. All estimates are then inflated from 2018 to FY2020 using a trend factor based on the forecast of gross rent changes through FY2020.
6. FY2020 FMRs are then compared to a State minimum rent, and any area whose preliminary FMR falls below this value is raised to the level of the State minimum.
7. FY2020 FMRs may not be less than 90% of FY2019 FMRs.

The results of the Fair Market Rent Step-by-Step Process

1. The following are the 2017 American Community Survey 5-year 2-Bedroom Adjusted Standard Quality Gross Rent estimate and margin of error for Kingsport-Bristol-Bristol, TN-VA MSA.

Area	ACS₂₀₁₇ 5-Year 2-Bedroom Adjusted Standard Quality	ACS₂₀₁₇ 5-Year 2-Bedroom Adjusted Standard Quality	Ratio	Sample Size Category	Result
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	Gross Rent	Gross Rent Margin of Error			
					0.02 < .5 6 ≥ 4 Use ACS ₂₀₁₇ 5-Year
Kingsport-Bristol-Bristol, TN-VA MSA	<u>\$606</u>	\$12	\$12 / \$606=0.02	6	Kingsport-Bristol-Bristol, TN-VA MSA 2-Bedroom Adjusted Standard Quality Gross Rent

Since the ACS₂₀₁₇ Margin of Error Ratio is less than .5, the ACS₂₀₁₇ Kingsport-Bristol-Bristol, TN-VA MSA value is used for the estimate of 2-Bedroom Adjusted Standard Quality Gross Rent:

Area	FY2020 Base Rent
Kingsport-Bristol-Bristol, TN-VA MSA	\$606

- A recent mover adjustment factor is applied based on the smallest area of geography which contains Kingsport-Bristol-Bristol, TN-VA MSA and has an ACS₂₀₁₇ 1-year Adjusted Standard Quality Recent-Mover estimate with a Margin of Error Ratio that is less than .5.

Area	ACS₂₀₁₇ 1-Year Adjusted Standard Quality Recent-Mover Gross Rent	ACS₂₀₁₇ 1-Year Adjusted Standard Quality Recent-Mover Gross Rent Margin of Error	Ratio	Sample Size Category	Result
Kingsport-Bristol-Bristol, TN-VA MSA – 2 Bedroom	<u>\$630</u>	\$39	0.062	2	2 < 4 Do Not Use ACS ₂₀₁₇ 1-Year Kingsport-Bristol-Bristol, TN-VA MSA 2-Bedroom Adjusted

Area	ACS ₂₀₁₇ 1-Year Adjusted Standard Quality Recent- Mover Gross Rent	ACS ₂₀₁₇ 1-Year Adjusted Standard Quality Recent- Mover Gross Rent Margin of Error	Ratio	Sample Size Category	Result
					Standard Quality Recent-Mover Gross Rent
Kingsport- Bristol- Bristol, TN- VA MSA – All Bedroom	\$645	\$33	0.051	4	0.051 < .5 4 ≥ 4 Use ACS ₂₀₁₇ 1-Year Kingsport- Bristol-Bristol, TN-VA MSA All Bedroom Adjusted Standard Quality Recent-Mover Gross Rent

The smallest area of geography which contains Kingsport-Bristol-Bristol, TN-VA MSA and has an ACS₂₀₁₇ 1-year Adjusted Standard Quality Recent-Mover estimate with a Margin of Error Ratio that is less than .5 and with a sufficient number of sample cases is Kingsport-Bristol-Bristol, TN-VA MSA.

3. The calculation of the relevant Recent-Mover Adjustment Factor for Kingsport-Bristol-Bristol, TN-VA MSA is as follows:

ACS₂₀₁₇ 5-Year Area	ACS₂₀₁₇ 5-Year 40th Percentile Adjusted Standard Quality Gross Rent	ACS₂₀₁₇ 1-Year 40th Percentile Adjusted Standard Quality Recent-Mover Gross Rent
Kingsport-Bristol-Bristol, TN-VA MSA - All Bedroom	\$609	\$645

Area	Ratio	Recent-Mover Adjustment Factor
Kingsport-Bristol-Bristol, TN-VA MSA	\$645 / \$609 =1.059	1.0591 ≥ 1.0 Use calculated Recent-Mover Adjustment Factor of 1.0591

4. The calculation of the relevant CPI Update Factors for Kingsport-Bristol-Bristol, TN-VA MSA is as follows: HUD updates the 2017 intermediate rent with the ratio of the annual 2018 local or regional CPI to the annual 2017 local or regional CPI to establish rents as of 2018.

	Update Factor	Type
CPI Update Factor	1.0299	Region CPI

5. The calculation of the Trend Factor is as follows: HUD forecasts the change in national gross rents from 2018 to 2020 for each CPI area and Census Region. This makes Fair Market Rents "as of" FY2020.

Trend Factor	Trend Factor Type
1.0513	Region

6. The FY 2020 2-Bedroom Fair Market Rent for Kingsport-Bristol-Bristol, TN-VA MSA is calculated as follows:

Area	ACS₂₀₁₇ 5-Year Estimate	Recent-Mover Adjustment Factor	Annual 2017 to 2018 CPI Adjustment	Trending 1.0513 to FY2020	FY 2020 2-Bedroom FMR
Kingsport-Bristol-Bristol, TN-VA MSA	\$606	1.0591	1.0299	1.0513	\$606 * 1.059 * 1.0299 * 1.0513=\$695

- In keeping with HUD policy, the preliminary FY 2020 FMR is checked to ensure that it does not fall below the state minimum.

Since Kingsport-Bristol-Bristol, TN-VA MSA is a multistate area, the highest state minimum of the states comprising Kingsport-Bristol-Bristol, TN-VA MSA is used:

State	FY 2020 State Minimum
Tennessee	\$649
Virginia	\$714

The relevant state minimum is that of Virginia at \$714.

Area	Preliminary FY2020 2-Bedroom FMR	FY 2020 Virginia State Minimum	Final FY2020 2-Bedroom FMR
Kingsport-Bristol-Bristol, TN-VA MSA	\$695	\$714	\$695 ≤ \$714 Use Virginia minimum of \$714

- Bedroom ratios are applied to calculate FMRs for unit sizes other than two bedrooms.

Click on the links in the table to see how the bedroom ratios are calculated.

FY 2020 FMRs By Unit Bedrooms					
	Efficiency	One-Bedroom	Two-Bedroom	Three-Bedroom	Four-Bedroom
FY 2020 FMR	\$533	\$542	\$714	\$933	\$1,029

- The FY2020 FMR must not be below 90% of the FY2019 FMR.

	Efficiency	One-Bedroom	Two-Bedroom	Three-Bedroom	Four-Bedroom
FY2019 FMR	\$515	\$529	\$700	\$924	\$1,015
FY2019 floor	\$464	\$476	\$630	\$832	\$914
FY 2020 FMR	\$533	\$542	\$714	\$933	\$1,029

Use FY2019 floor for FY2020?	No	No	No	No	No
------------------------------	----	----	----	----	----

Final FY2020 Rents for All Bedroom Sizes for Kingsport-Bristol-Bristol, TN-VA MSA

The following table shows the Final FY 2020 FMRs by bedroom sizes.

Final FY 2020 FMRs By Unit Bedrooms					
	Efficiency	One-Bedroom	Two-Bedroom	Three-Bedroom	Four-Bedroom
Final FY 2020 FMR	\$533	\$542	\$714	\$933	\$1,029

The FMRs for unit sizes larger than four bedrooms are calculated by adding 15 percent to the four bedroom FMR, for each extra bedroom. For example, the FMR for a five bedroom unit is 1.15 times the four bedroom FMR, and the FMR for a six bedroom unit is 1.30 times the four bedroom FMR. FMRs for single-room occupancy units are 0.75 times the zero bedroom (efficiency) FMR.

Permanent link to this page: http://www.huduser.gov/portal/data_sets/fmr/fmrs/FY2020_code/2020summary.odn?&year=2020&fmrtype=Final&selection_type=county&fips=5119199999

Select a different area

Press below to select a different county within the same state (same primary state for metropolitan areas):

Press below to select a different state:

Select a Final FY 2020 Metropolitan FMR Area:

[HUD Home Page](#) | [HUD User Home](#) | [Data Sets](#) | [Fair Market Rents](#) | [Section 8 Income Limits](#)
[FMR/IL Summary System](#) | [Multifamily Tax Subsidy Project \(MTSP\) Income Limits](#) | [HUD](#)
[LIHTC Database](#) |

Prepared by the [Program Parameters and Research Division](#), HUD. Technical problems or questions?
[Contact Us](#).



If you would like to engage Novogradac & Company LLP to calculate the rent & income limits for your property, please contact Thomas Stagg at thomas.stagg@novoco.com.

Click on the icons below to view historical charts.

Program and Location Information

Affordable Housing Program	IRS Section 42 Low-Income Housing Tax Credit (LIHTC)
Year (1)(2)	2019 (effective 04/24/19)
State	VA
County	Washington County
MSA	Kingsport-Bristol-Bristol, TN-VA MSA
Persons / Bedroom	1.5 Person / Bedroom
4-person AMI 	\$55,100
National Non-Metropolitan Median Income (3)(4)	\$60,600
Hold Harmless (6)	You have indicated that your project qualifies as a rural area under the 2008 Housing Act (using USDA's determination of rural) and is therefore eligible for the national non-metropolitan income and rent floor.
Placed in Service Date (7)	You have indicated that your project was placed in service on or after 04/24/2019 and is therefore eligible to have its income and rent limit held harmless beginning with the 2019 limits.
Rent Floor Election (8)(9)	On or after 04/24/2019.
	Effective on or after 04/24/2019.

HUD Published Income Limits for 2019 (with no adjustments)

Display Income Limits

Hide Income Limits

		Section 8			
	Charts	MTSP 50%	Extremely Low	Very Low	Low
1 Person		\$19,300	\$12,490	\$19,300	\$30,900
2 Person		\$22,050	\$16,910	\$22,050	\$35,300
3 Person		\$24,800	\$21,330	\$24,800	\$39,700
4 Person		\$27,550	\$25,750	\$27,550	\$44,100
5 Person		\$29,800	\$29,800	\$29,800	\$47,650
6 Person		\$32,000	\$32,000	\$32,000	\$51,200
7 Person		\$34,200	\$34,200	\$34,200	\$54,700
8 Person		\$36,400	\$36,400	\$36,400	\$58,250
9 Person		\$38,550	N/A ⁽¹⁰⁾	\$38,550	\$61,750
10 Person		\$40,750	N/A ⁽¹⁰⁾	\$40,750	\$65,250
11 Person		\$43,000	N/A ⁽¹⁰⁾	\$43,000	\$68,800
12 Person		\$45,200	N/A ⁽¹⁰⁾	\$45,200	\$72,300

LIHTC Income Limits for 2019
 (Based on 2019 National Non-Metropolitan Median Income)

	Charts	60.00%	20.00%	30.00%	40.00%	50.00%	70.00%	80.00%	140.00%
1 Person		25,440	8,480	12,720	16,960	21,200	29,680	33,920	35,616
2 Person		29,100	9,700	14,550	19,400	24,250	33,950	38,800	40,740
3 Person		32,700	10,900	16,350	21,800	27,250	38,150	43,600	45,780
4 Person		36,360	12,120	18,180	24,240	30,300	42,420	48,480	50,904
5 Person		39,240	13,080	19,620	26,160	32,700	45,780	52,320	54,936
6 Person		42,180	14,060	21,090	28,120	35,150	49,210	56,240	59,052
7 Person		45,060	15,020	22,530	30,040	37,550	52,570	60,080	63,084
8 Person		48,000	16,000	24,000	32,000	40,000	56,000	64,000	67,200
9 Person		50,880	16,960	25,440	33,920	42,400	59,360	67,840	71,232
10 Person		53,820	17,940	26,910	35,880	44,850	62,790	71,760	75,348
11 Person		56,700	18,900	28,350	37,800	47,250	66,150	75,600	79,380
12 Person		59,640	19,880	29,820	39,760	49,700	69,580	79,520	83,496

LIHTC Rent Limits for 2019
 (Based on 2019 National Non-Metropolitan Median Income)

Bedrooms (People)	Charts	60.00%	20.00%	30.00%	40.00%	50.00%	70.00%	80.00%	FMR	HOME Low Rent	HOME High Rent
Efficiency (1.0)		636	212	318	424	530	742	848	515	482	515
1 Bedroom (1.5)		681	227	340	454	568	795	909	529	516	529
2 Bedrooms (3.0)		817	272	408	545	681	953	1,090	700	620	700
3 Bedrooms (4.5)		945	315	472	630	787	1,102	1,260	924	716	897
4 Bedrooms (6.0)		1,054	351	527	703	878	1,230	1,406	1,015	800	981
5 Bedrooms (7.5)		1,163	387	581	775	969	1,357	1,551		882	1,064

Before using the numbers from the Rent & Income Limit Calculator[®], we strongly recommend that you check with the applicable state housing agency to verify that the state agrees with the numbers. The numbers round down to the nearest \$1.

This Rent & Income Limit Calculator[®] does not calculate low-income housing tax credit (LIHTC) limits greater than 50% LIHTC or 60% LIHTC limits, depending on the minimum set-aside elected with the IRS on Form 8609 in accordance with Internal Revenue Code Section 42(i)(3)(A). In other words, if the 20/50 minimum set-aside was elected then 50% LIHTC is the maximum rent calculated and allowed to qualify as a tax credit unit; or if the 40/60 minimum set-aside was elected then 60% LIHTC is the maximum allowed to qualify as a tax credit unit.

[Revenue Ruling 89-24](#) require that the LIHTC rent & income levels start their calculations with the HUD published very low-income (VLI) amounts because the HUD published VLI amounts include certain HUD adjustments, such as high housing cost for high FMR areas to increase income, and state non-metropolitan median income to provide a floor for income limits. The result is that many counties have VLI amounts that are different than 50% of the AMI published by HUD (the 4-person AMGI we have shown above). The Novogradac Rent & Income Calculator[®] starts by default with the HUD published VLI amounts in accordance with [Revenue Ruling 89-24](#).

(1) The rent and income limits for each year are effective beginning with the effective date shown above. There is a grace period for 45 days to implement the new rent and income limits, which means that the old limits can be relied upon for 45 days after the effective date of the new limits. For example income limits effective 12/04/2012, can be relied on until 1/17/2013. For more information, see [Revenue Ruling 94-57](#).

[IRS LIHC Newsletter #48](#) and [IRS LIHC Newsletter #50](#) clarify that for projects placed in service during the 45-day grace period, the owner may choose the new or the old income limits. For example, if a project was placed in service on 1/8/2013 and the 2012 income limits are higher than the 2013 income limits, an owner may use the higher income limits from 2012 to income qualify tenants and set rents accordingly because the project was placed in service with the 45-day grace period.

Please note, the Rent & Income Limit Calculator[®] does not apply a 45-day grace period automatically. The user needs to indicate that the placed in service date and/or gross rent floor date occurred 45 days earlier (in the prior HUD Fiscal Year) if they want to apply the 45-day rule under [Revenue Ruling 94-57](#) that allows owners to rely on the prior year. Therefore, projects that were placed in service during the 45-day grace period, and want to use the prior year, should select that they were placed in service as of the prior year. For example, if a project placed in service on 1/8/2013, and the project wanted to use the 45-day grace period, the user should select that their project was in service prior to 12/4/2012. Similarly, projects that have a gross rent floor effective as of the carryover allocation date (or reservation letter date for bond projects) during the 45-day grace period, and want to use the prior year, should select that the gross rent floor was effective as of the prior year. For example, if a project received a carryover allocation letter on 1/8/2013, and the owner did not elect placed in service date as the gross rent floor, and the project wanted to use the 45-day grace period, the user should select that their gross rent floor was effective prior to 12/4/2012.

(2) For HUD FY 2013 HUD originally issued income limits on December 4, 2012 then issued revised income limits on December 11, 2012. In [IRS LIHC Newsletter #50](#), the IRS has stated that the effective date for the revised FY 2013 income limits is December 4, 2012. Based on this guidance, the Rent & Income Limit Calculator[®] uses December 4, 2013 for the effective date for the revised FY 2013 limits. Please see [IRS LIHC Newsletter #50](#) for more detail.

(3) An area may lose its rural area status. There is no clear guidance that a project is held harmless at the national non-metropolitan income limits when an area loses its rural status. The Rent & Income Limit Calculator[®] assumes that a project that is not indicated as rural in the current year was also not rural in the prior year, and therefore, does not receive hold harmless treatment based on the prior year national non-metro amount.

Please consult your state agency and tax advisor for further clarification.

(4) USDA may change their determination of what projects qualify as rural during the course of a year. Please periodically check with USDA to determine the continued rural eligibility of your project.

The national non-metropolitan median income has been adjusted for household size based on the family size adjustments outlined in the HUD Briefing Materials and as shown in each year's [HUD FAQ](#). The IRS did not specify whether or not to round to the nearest \$50, however, the Rent & Income Limit Calculator[®] will round to the nearest \$50 in accordance with the methodology referenced in HUD Briefing Materials.

(5) A project uses HERA Special if income was determined prior to 1/1/2009 and the project is in a HERA Special county. A project's income limits are held harmless at the prior year income limits if income was determined in the prior year or earlier and the income limits have decreased. Please note that the IRS has informally indicated that the definition of "determined" for purposes of the HERA Special and MTSP Hold Harmless income limits means that a project was placed in service. Please see [IRS LIHC Newsletter #35](#) for more information about "determined" and

projects with buildings that were placed in service before and after HUD income limit effective dates. Therefore, projects placed in service prior to 1/1/2009 are generally eligible for HERA Special. Please see footnote 7 for information about acquisition/rehabilitation projects.

(6) Internal Revenue Code Section 142(d)(2)(i) indicates that hold harmless applies on a calendar year. The Rent & Income Limit Calculator© assumes that "calendar year" in the hold harmless rule means the HUD Fiscal Year. For example, the 2009 calendar year means the HUD Fiscal Year from 3/19/2009 through 5/13/2010. In other words, the Rent & Income Limit Calculator© assumes that "calendar year" in the hold harmless rule means the highest income level achieved during any HUD Fiscal Year.

The Rent & Income Limit Calculator© assumes that a rural project will receive hold harmless treatment at the national non-metro amount based on the prior year national non-metro amount if the national non-metro median income were to fall from year to year. If a rural project qualifies for HERA Special and the HERA Special is higher than the national non-metro, then the HERA Special amount will be used. Please note that the IRS has not issued guidance that specifically allows hold harmless treatment at the national non-metro amount for rural projects, however, Internal Revenue Code 42(g)(4) by reference to Internal Revenue Code 142(d)(2)(E) implies that hold harmless treatment would apply at the national non-metro amount for rural projects. Please consult your tax advisor for further clarification.

(7) Please note that for acquisition/rehabilitation projects, the IRS guidance indicates that income and rent limits are determined at the later of the acquisition date or when management begins income-qualifying households in the project. For example, if a project was acquired in 2011, the rehabilitation was placed-in-service in 2012, and management began income-qualifying households in 2011 then the project would be considered placed in service in 2011 for income and rent purposes. If a project was acquired in 2011, the rehabilitation was placed-in-service in 2012, and management began income-qualifying households when the rehabilitation placed-in-service in 2012, then the project would be considered placed in service in 2012 for income and rent purposes. Please see [IRS LIHC Newsletter #35](#) for more detail. Please consult your tax advisor for further clarification.

(8) [Revenue Procedure 94-57](#) gives guidance on the gross rent floor election.

Tax credit projects without bond financing:

"The Internal Revenue Service will treat the gross rent floor in section 42(g)(2)(A) as taking effect on the date an Agency initially allocates a housing credit dollar amount to the building [generally referred to as the 42M letter] under section 42(h)(1). However, the Service will treat the gross rent floor as taking effect on a building's placed in service date if the building owner designates that date as the date on which the gross rent floor will take effect for the building. An owner must make this designation to use the placed in service date and inform the Agency that made the allocation to the building no later than the date on which the building is placed in service."

Tax credit projects with bond financing:

"The Service will treat the gross rent floor as taking effect on a building's placed in service date if the building owner designates that date as the date on which the gross rent floor will take effect for the building. An owner must make this designation to use the placed in service date and inform the Agency that issued the determination letter to the building no later than the date on which the building is placed in service."

(9) The Rent & Income Limit Calculator© assumes all buildings in a project have a rent floor effective date under [Revenue Procedure 94-57](#) in the same HUD Fiscal Year. However, if your buildings have rent floor effective dates under [Revenue Procedure 94-57](#) in different HUD Fiscal Years, then you should run the calculator separately for each group of buildings in a particular HUD Fiscal Year.

The Rent & Income Limit Calculator© assumes that different AMGI limits (40%, 35%, 30%, etc.) chosen by the user will also have a rent floor election under [Revenue Procedure 94-57](#) from the same HUD Fiscal Year that applies to the federal level of 50% or 60%.

(10) The Consolidated Appropriations Act of 2014 changed how the 30% income limit is calculated. The 30% limit, which is now called the extremely low income limit, is determined by taking the greater of the 30% income limit as calculated by HUD or the poverty level as determined by the Department of Health and Human Services, which is then capped at the 50% Very Low Income Limit ('VLI') published by HUD. HUD has only published the data up to 8 people. For household sizes above 8 people please visit the following website:
<https://www.huduser.gov/portal/datasets/mtsp.html>

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United States Department of Agriculture

Select a state to see the income limits for the counties in that state.

Rural Development Single Family Housing Guaranteed Loan Program

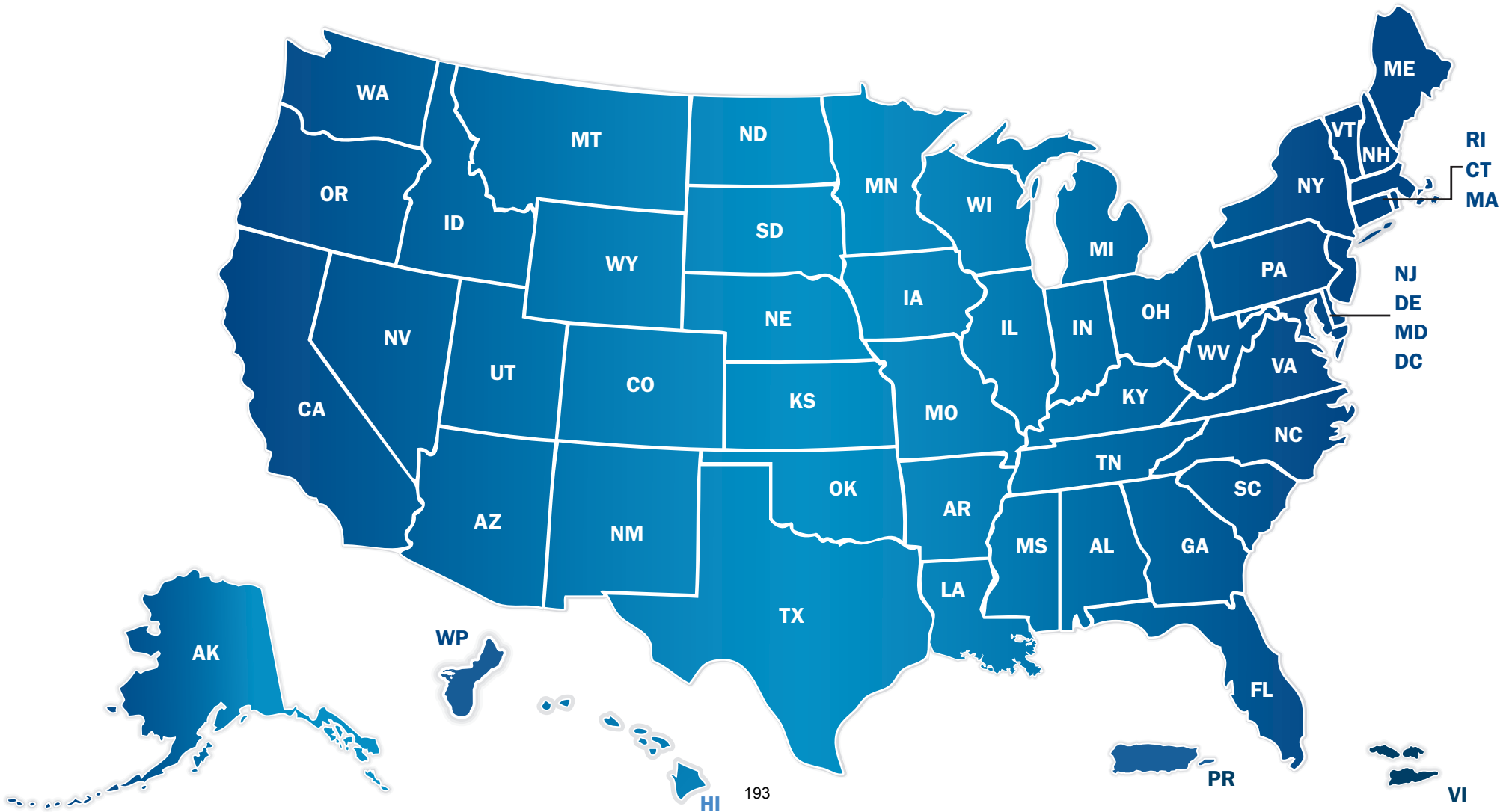
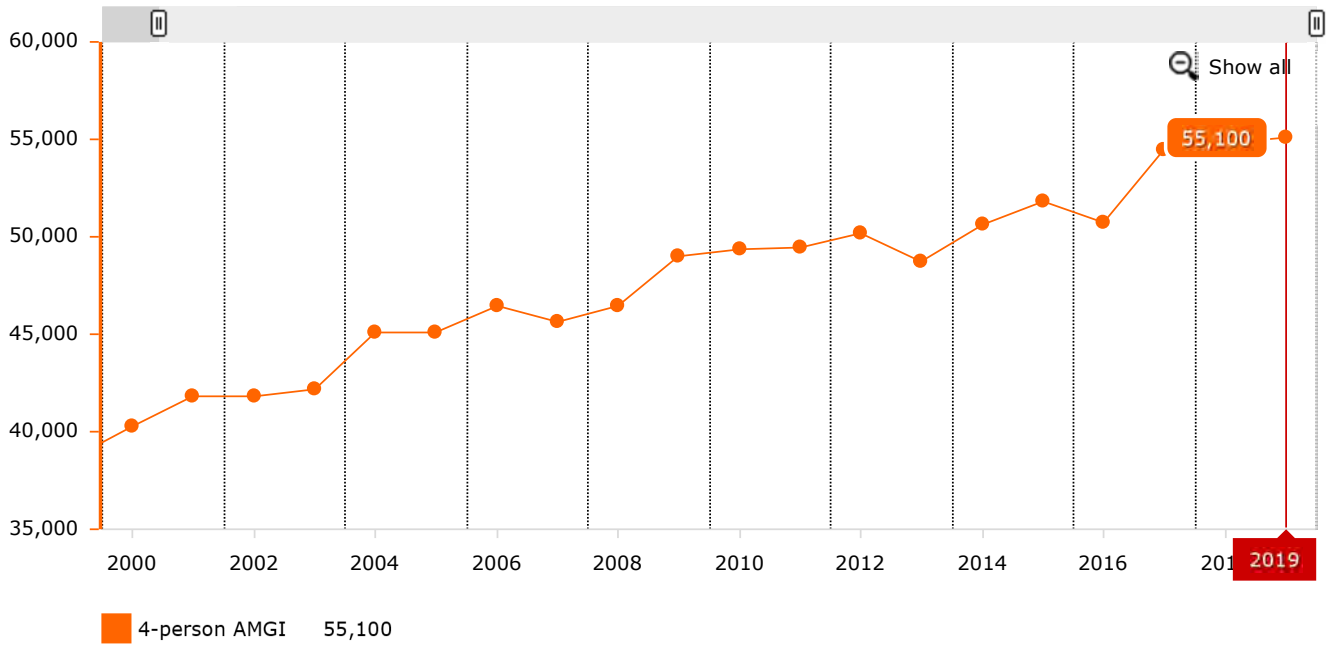


chart by amcharts.com



Display: 4-person AMGI

Average Increase (AMGI): 1.8%/year

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