

Market Analysis
Poland Hill Senior Apartments
Loudoun County, Virginia

Prepared for:

Mr. Charlie Irick
Flatiron Partners

July, 2021

S. Patz and Associates, Inc.
46175 Westlake Drive, Suite 400
Potomac Falls, Virginia 20165



▪ S. PATZ & ASSOCIATES, INC ▪
▪ REAL ESTATE CONSULTANTS ▪

August 4, 2021

Mr. Charlie Irick
Principal
Flatiron Partners
1511 Shopton Road
Suite H
Charlotte, North Carolina 28217

Charlie:

This will submit our full narrative market study, within the Virginia Housing market study guidelines, for the proposed 78-unit, Poland Hill Senior Apartments, planned for development during 2022 for 2023 delivery for this affordable age-restricted apartment proposal.

The site is attractively located within the greater South Riding community of Loudoun County, and more specifically, within a new upscale subdivision being built for age-restricted for-sale housing, named The Retreat at Poland Hill.

The "market" for new senior apartments within the market area defined for the subject proposal, is strong, with a projected net growth of 400 targeted age-restricted and income-qualified households over the next four years. The competitive market for affordable age-restricted apartments contains 1,160+ apartment units. The occupancy rate for the nine competitive properties is 99 percent and a wait list of 500± people exists.

Full market support is shown for the Poland Hill proposal with a low capture rate of 21.7 percent, and with a large wait list at existing properties.

The detailed market data that support these findings and conclusions are presented in the attached report. Please call if additional data or clarification are required.

Sincerely,

Stuart M. Patz
President

SMP/mes

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Section I Introduction

This will submit our full narrative market study, within Virginia Housing's (VHDA) market study guidelines, for the proposed, new construction, 78-unit affordable senior apartment building, Poland Hill Senior Apartments. The complex is planned for development during early-2022 with occupancy expected by mid- to late-2023. The study site is a 5.3-acre parcel located in the greater South Riding community of south Loudoun County, Virginia and part of a new subdivision named The Retreat at Poland Hill.

Poland Hill Senior Apartments will be part of a larger mixed-use development that is under construction and will include new age-restricted single-family and townhomes for sale, plus new home sales for families as part of the remaining larger 53-acre site. The proposal will be submitted to officials of Virginia Housing for tax exempt financing, with 4% Low-Income Housing Tax Credits (LIHTC). The proposal is for affordable housing for active seniors. It will have age, income and rent restrictions.

The report to follow will be submitted to officials of Virginia Housing for tax-exempt bond financing with 4% Low Income Housing Tax Credits (LIHTC). All market and economic data required to conform to Virginia Housing's market study requirements are included in the report. **The site visit and field research were undertaken on July 7, 2021.**

To follow the VHDA report requirements, the following market study has been prepared, based on three sections. The first, the Introduction, provides a detailed analysis of the Poland Hill Senior Apartments site and its setting along the U.S. Route 50 corridor in south Loudoun County. Included in this section of the report is a detailed description of the apartment proposal, its setting within the greater South Riding community, and the community and commercial facilities available to support the new residents expected at the senior apartment building.

Section I has a second part, an Economic Overview Analysis of Loudoun County and the U.S. Route 50 corridor, which runs through the Chantilly/Centreville communities of Northern Virginia and into and through Loudoun County. Data are presented on job and employment growth, as these are the two key economic factors related to the market area's economic stability and growth.

At-place jobs and employment growth are the economic generators for population and household growth, and the resulting housing unit demand. While job growth is not a direct factor in the support of age-restricted housing, it is a key factor for market area demographic growth and economic stability and a key issue related to seniors remaining in the market area or moving to the market area for attractive affordable housing.

Section II of the report is the supply/demand analysis for new age-restricted affordable housing. The primary target market for Poland Hill Senior Apartments will be active adults in the 62 to 79 age category, with annual incomes of \$45,260 to \$61,920, when incomes are reported in constant 2021 dollars. Most age-restricted apartment properties allow residents in the 55 and above age category. However, most of these communities do not attract many residents below the age of 62. Residents under 62 years of age who are attracted to age-restricted housing are typically disabled.

Thus, the demand analysis to follow studies the active adult apartment market (aged 62 to 79) and within the income range defined as required to support the proposed rents, based on HUD guidelines. In the Conclusion section, we will adjust market support demographic data to account for persons under 62 years of age, some 80+ year old residents and the expected percentage of residents with Section 8 housing vouchers.

The demographic analysis solves for the 62 to 79 age population, with sufficient incomes to support the proposed rents. The forecast date is 2024. Poland Hill Senior Apartments is expected to be started by early-2022 and will require 18± months to construct, which will allow for project completion by mid-2023 and lease-up in 2023 and

possibly into early-2024. However, with preleasing, a high percentage of apartment units are expected to be committed prior to project completion and thus, full lease-up is likely shortly after project opening.

The second part of Section II is the “supply” analysis, for affordable apartment units. We identified nine age-restricted LIHTC properties in a rather large market area that would be competitive with Poland Hill Senior Apartments, once built. These “comps” exclude two market area age-restricted apartment properties with all “Section 8” residents – William Water House in Sterling and Coppermine Place in Herndon.

As described below, the market area includes (1) the Route 50 corridor in south Loudoun County, (2) eastern Loudoun County west to include Ashburn, (3) the Herndon, Chantilly, Centreville areas of Fairfax County and (4) the Manassas area of Prince William County. The large market area was necessitated by the scattered locations of LIHTC apartments for seniors in western Northern Virginia.

The subsection of Section II that studies the market area’s competitive apartments include data on date the apartment building was built, project size, net and gross rents by AMI category, occupancy, project and unit features, and the level of wait lists at these properties. These data are compared with the Poland Hill Senior Apartments proposal to determine the “competitive position” of the subject proposal.

Section III provides the market study conclusions, presented within the Virginia Housing format that requires the completion of a Demand Table and the Capture Rate Chart. The analysis of the proposed rents, unit sizes and unit mix are also part of the market study conclusions.

Market Area Definition

Map A shows the boundary lines of the defined market area for the Poland Hill Senior Apartments proposal. As will be fully described in the competitive apartment

market, the area's affordable, age-restricted apartments are scattered. There are two complexes in the Herndon area of Fairfax County, three in northeastern Loudoun County along the Route 7 Corridor, three in the Manassas area, and one in western Fairfax County near Centreville. None of these are in close proximity to the study site in South Riding.

Thus, the market area includes:

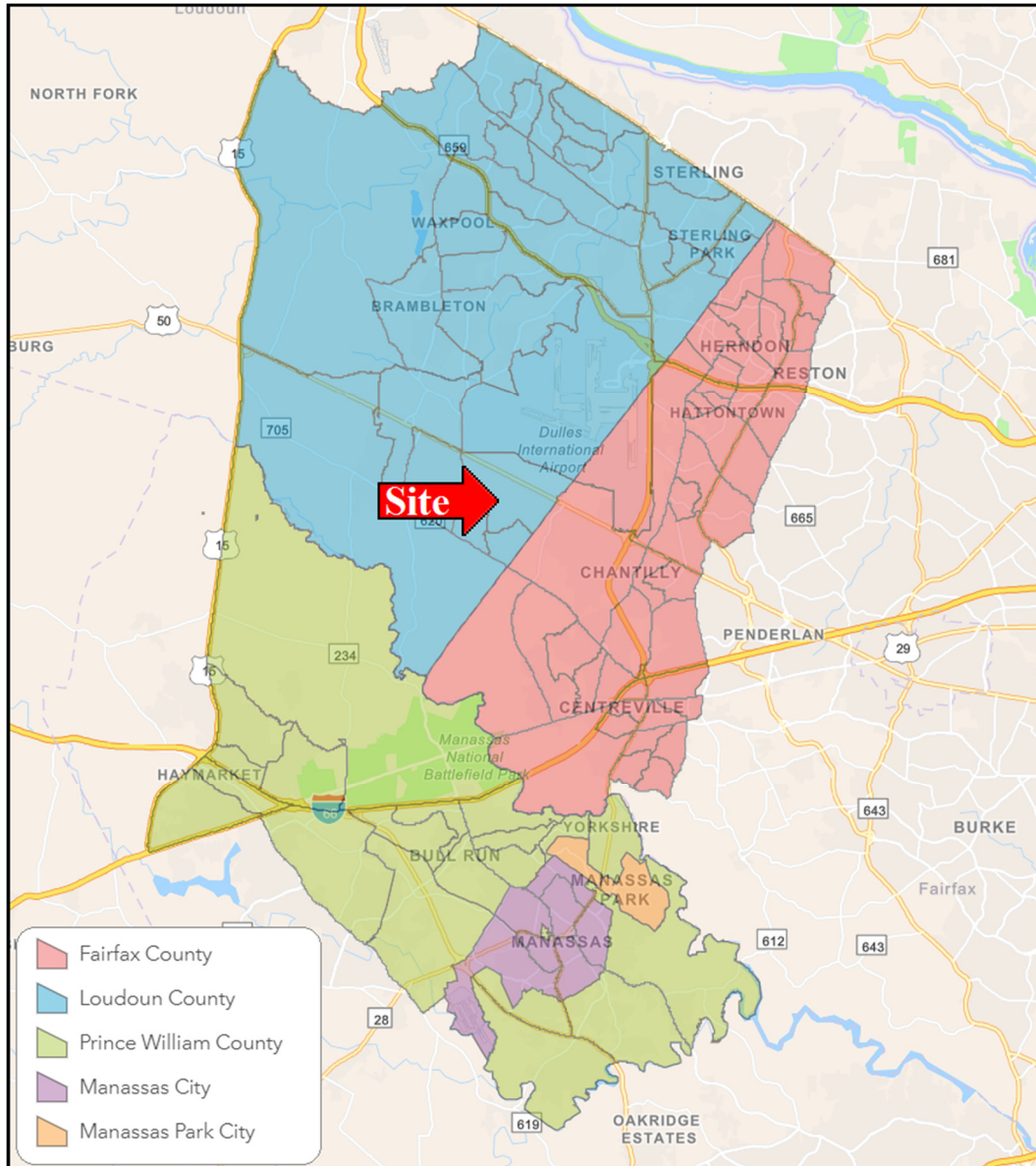
- The eastern part of Loudoun County, from Route 7 on the north to the Loudoun County line on the south;
- Western Fairfax County from the Town of Herndon on the north to the Prince William County line on the south, with Fairfax County Parkway marking the eastern boundary; and
- The greater Manassas area in western Prince William County, but excluding Gainesville.

All of the defined "comps" are located within this geographic area. The market area is connected by several major arterials. The Route 50 corridor is connected to the Route 7 corridor by Loudoun County Parkway, Route 28 and Centreville Road. Route 50 intersects Route 28, which runs south to Manassas. Route 50 also interchanges with Fairfax County Parkway in Chantilly and Centreville.

The determination is that the South Riding setting is "convenient enough" to be fully competitive with the four nearby communities in the western suburbs of Northern Virginia. Thus, the defined market area for affordable age-restricted housing is large, due in part to the near 100 percent occupancy rate of the current "competition" and the need for residents to look throughout the area for quality affordable homes.

The market area extends west to Route 15 to conform with area Census tracts, which is the basis for the calculation of demographic trends and projections. The unincorporated communities of Brambleton and Ashburn are areas with affordable housing, but the area farther west, prior to the Town of Leesburg, has no affordable

senior housing. The Town of Leesburg was excluded from the market area, as most senior housing there provides deep rent subsidies.



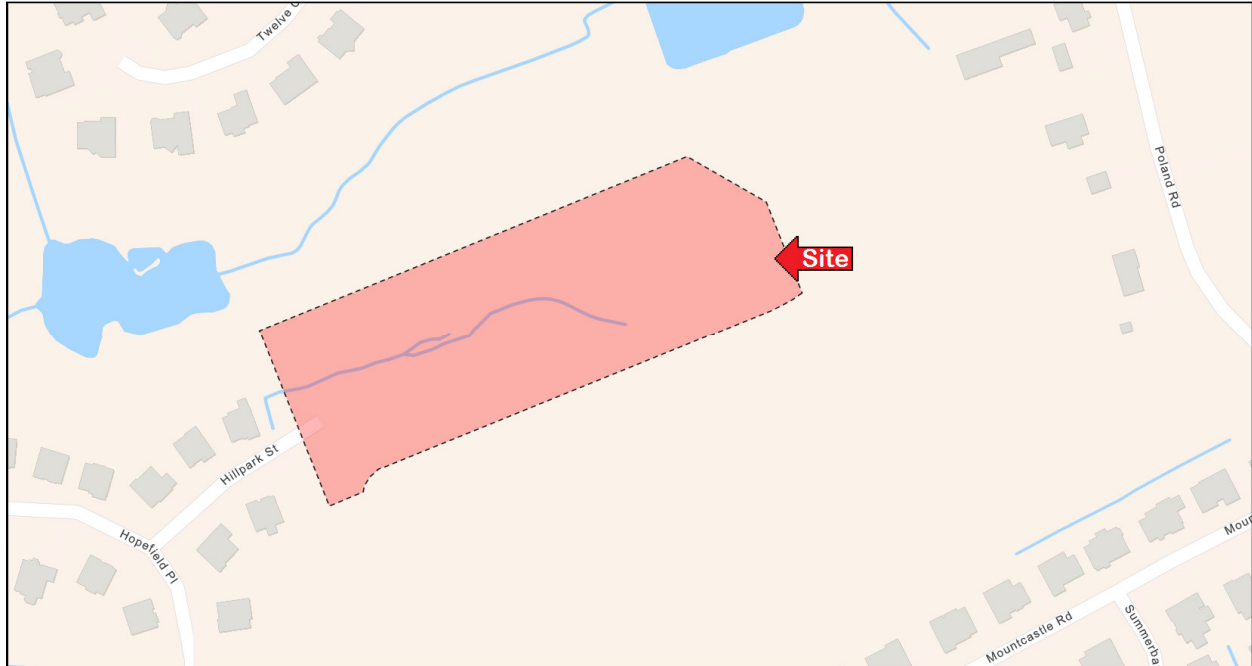
Map A - Market Area Definition

Poland Hill Senior Apartments

Site Description

The Poland Hill Senior Apartments site is a vacant, rectangular-shaped property of 5.29-acres in size. It was prior farmland located along the new Inas Pond Drive off the

western side of Poland Road, on the southeast side of U.S. Route 50 in the South Riding section of south Loudoun County. The property is zoned R-16 and will be developed as part of a mixed-use development, called The Retreat at Poland Hill. The site location within The Retreat at Poland Hill is shown in Map B below.



Map B - Site Location

The site is shown in the northern aerial to follow. It was formerly a rolling meadowland parcel that is part of a larger 53-acre site. The larger site is being developed by Stanley Martin Homes with 104 houses, with a mix of 29 single-family homes and 75 townhomes as part of the Retreat at Poland Hill. Construction on this age-restricted subdivision is ongoing. All homes will have two levels with three bedrooms and 2.5 bathrooms. The sales price of the townhomes will start in the mid-\$500,000's and the sales price for the single-family homes will start in the upper-\$600,000's. Amenities will include a pool, clubhouse, playground and walking trails.

On the east side of Poland Road (marked by the red star) is the proposed Poland Hill subdivision. It will contain 65 single-family homes with no age restrictions. These will be two-level single-family homes, each with three bedrooms and 2.5 bathrooms at

prices starting in the upper-\$700,000's. Residents will share amenities with The Retreat at Poland Hill. Renderings of these future homes are shown below.



Northern Aerial

Following are photos of the study site. The site is flat and devoid of trees. It has road frontage on interior streets that are being developed with age-restricted homes for sale. Public utilities have been extended to the site.



View of Study Site

Next shown are new homes being built adjacent to the Poland Hill Senior Apartments site.



Homes Under Construction Near Site

Shown next are sample renderings of future homes to be built adjacent to the site.



Retreat at Poland Hill (Townhomes)



Retreat at Poland Hill (Single-Family)



Poland Hill (Single-Family)



A new access road, called Inas Pond Drive, was recently completed and serves the new homes along with the Poland Hill Senior Apartments site. The new road runs from Poland Road south and west into the Retreat at Poland Hill subdivision.

The aerial above shows the site to be surrounded by large single-family homes, priced in the \$700,000 to \$800,000 range. Much of the area is built out with homes of this type, as shown in the photos that follow. The key exception is the large 53-acre site located along both sides of Poland Road, where the Poland Hill Senior Apartments and Stanley Martin Homes' new subdivisions are being built.

The photos below provide examples of new homes located near the study site. These are large brick homes with attractive landscaping and a "crystal" clean setting. They represent attractive neighbors for Poland Hill Senior Apartments. The new homes being built by Stanley Martin Homes, and adjacent to the subject apartment building, are expected to be in the same design and price range of existing area homes.



Photos of Home Adjacent to Poland Hill Senior Apartments Site

The next photo shows a view into the Poland Hill Senior apartment site from Inas Pond Drive. The photo shows mostly level cleared land that likely was part of a farm prior to the suburbanization of South Riding.



View of Site

The next two photos provide a view of Inas Pond Drive, accessible from Poland Road in the east and running west through the Retreat at Poland Hill subdivision. This roadway will provide direct access to the Poland Hill Senior Apartments property. The photos show that construction is ongoing on the adjacent subdivision.



Inas Pond Drive

Following is a site plan for the large Retreat at Poland Hill/ Poland Hill mixed-use development. As previously noted, Poland Hill is being built on the east side of Poland Road with 65 single-family homes. Retreat at Poland Hill, which includes the study site, is being built on the west side of Poland Road and will house 104 age-restricted townhome and single-family homes for sale. Poland Hill Senior Apartments,

within a single multi-level building, will be on the northwestern edge of the Retreat at Poland Hill.

One stormwater management pond is planned for the western parcel and two stormwater management ponds are to be built on the eastern side of the property. The subdivisions will share a clubhouse with a fitness center and outdoor swimming pool just north of the townhomes. There will also be sidewalks and nature trails throughout both subdivisions. Also proposed is a 100-bed assisted living facility on the northeastern part of the property fronting Poland Road.



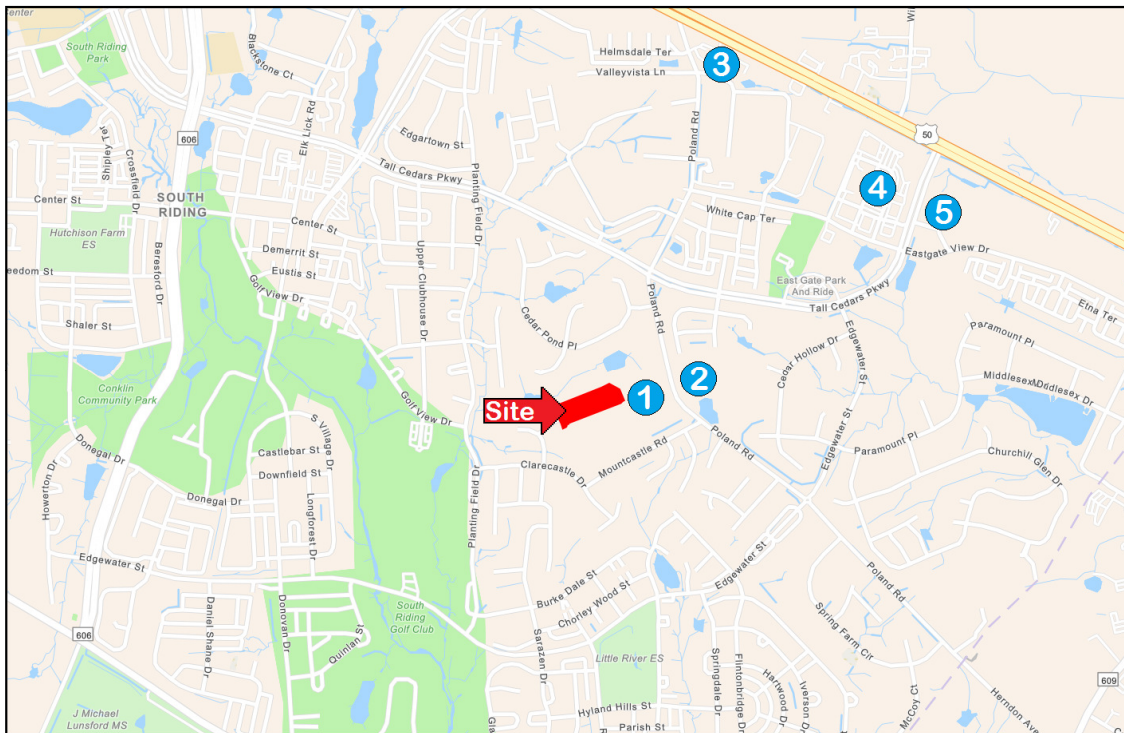
Retreat at Poland Hill & Poland Hill Subdivisions

Site Setting

Map C shows the site setting of the Poland Hill Senior Apartments site off Poland Road. Poland Road intersects with U.S. Route 50 on the north, just east of the

South Riding community. Poland Road runs south to the planned Retreat at Poland Hill and Poland Hill subdivisions, (Notes 1 and 2, respectively). The attractive Twin Cedars single-family community is just north of the study site. Around the Poland Hill developments are single-family neighborhoods with homes priced in the upper-\$700,000, as noted in the above photos.

There is limited commercial development in the immediate area, though nearby retailers are located along Route 50 north of the site. In addition to a Sheetz gas station with a convenience store (Note 3), at the intersection of Poland Road and Route 50, nearby retail space includes the 200,000± square foot Harris Teeter-anchored East Gate Marketplace (Note 4). This shopping center also contains a Walgreens pharmacy. Adjacent to this shopping center is a smaller shopping center called Shoppes at East Gate with tenants including Royal Farms, Dunkin' and Zaxby's.



Map C - Site Setting

Map D provides a larger map of the South Riding community, with the distance of the site from the Loudoun County-Fairfax County line. Poland Road is less than one

mile west of the Fairfax County line. It is just east of the entrance to South Riding and less than one mile east of the intersection of Route 50 and Loudoun County Parkway (CR 613).

The area along U.S. Route 50, east of the intersection of Poland Road, is sparsely developed. On the north side of U.S. Route 50 are industrial users and mature highway uses. This area is adjacent to the expansive Dulles International Airport property.

The area along the south side of U.S. Route 50, between Poland Road and the Fairfax County line has a mix of primarily mature, highway retail businesses, mixed with mature industrial uses. The more established area along U.S. Route 50 is at South Riding Boulevard and west, as will be described in following paragraphs.

Map D shows an abundance of shopping centers along U.S. Route 50 that serve the South Riding Community. These are detailed in the table below.

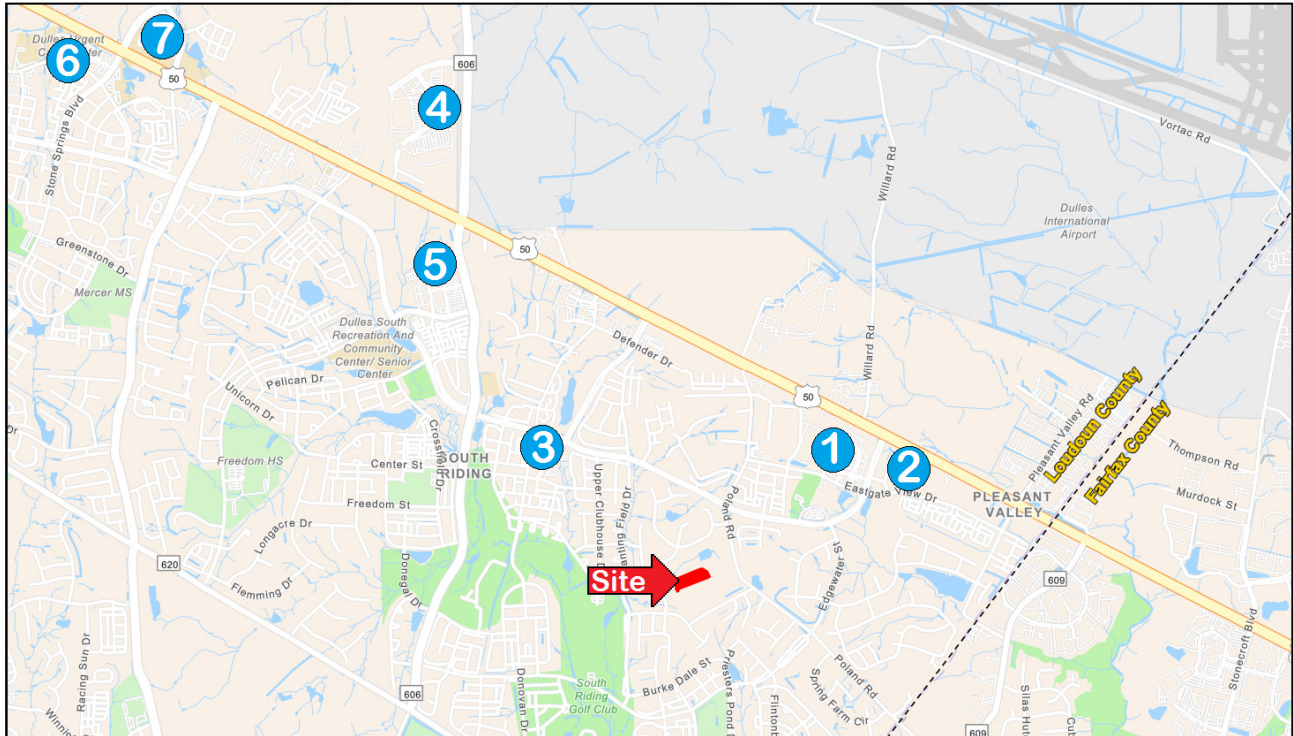
<u>Shopping Centers Serving South Riding, December, 2020</u>		
<u>Shopping Center</u>	<u>Map D Key</u>	<u>Anchors</u>
East Gate Marketplace	1	Harris Teeter, Walgreens
Shoppes at East Gate	2	Royal Farms
South Riding Town Center	3	Food Lion
Dulles Landing	4	Walmart, PetSmart, Home Goods, TJ Maxx, Dick's, Michael's
South Riding Market Square	5	Giant, Home Depot
Stone Ridge	6	Harris Teeter, Walgreens

Also shown in Map D is the site's proximity to the Stone Springs Hospital Center (Note 7), located at 24440 Stone Springs Boulevard and approximately four miles northwest of the site just north of Route U.S. 50. The 234,000± square foot, 124-bed facility opened in November, 2015. This is a full-service care medical and surgical hospital that is part of the HCA Virginia Health System. It includes an emergency room.

The hospital is planning to add a new 17-bed adult behavioral health unit on the building's fifth floor. The hospital also plans to start work on a new orthopedic and

spine outpatient surgery center with two operating rooms, to be located on the hospital campus. This work follows the hospital's September, 2019 opening of a Level II neonatal intensive care unit, which it runs alongside providers from Children's National Hospital. In 2019, the hospital also established a total joint replacement program and evolved its minimally invasive robotic surgery program, as one of 40 robotic training sites in the U.S. for general surgery.

Adjacent to the hospital is the five-story, 100,000± square foot Medical Office Building at 24430 Stone Springs Boulevard, which offers a variety of medical services including primary and specialty care.



Map D - Poland Hill Site within South Riding Setting

Following are brief descriptions of the public and commercial facilities that will serve the resident population at Poland Hill Senior Apartments.

Community Facilities. The closest post office to the study site is located at 43063 Peacock Market Plaza, approximately 1.1 miles west of the study site. South Riding Fire

and Police Station is the closest fire station to the site. It is located at 25216 Loudoun County Parkway, approximately 1.6 miles west of the site. The closest library is Gum Spring Library. It is located at 24600 Millstream Drive, approximately 3.7 miles west of the site.

The Dulles South Senior Center is the closest senior center to the site. It is located 2.2 miles west of the site at 24950 Riding Center Drive. The 17,000± square foot space includes classrooms, a computer lab, game room, arts and crafts areas, meeting spaces and a commercial kitchen.

Religious Institutions. Several churches are located within close proximity to the study site. These are detailed in the table below.

<u>Location of Nearby Churches</u>	
<u>Name</u>	<u>Address</u>
NewSpring	42350 Tall Cedars Pkwy
Christ Church	25350 Poland Rd
Community Baptist Church	43100 Center St
Pleasant Valley United Methodist Church	43987 John Mosby Hwy
St. Jude Syro-Malabar Catholic Church	4219 Lafayette Center Dr
Source: S. Patz & Associates field survey	

Parks and Recreation. South Riding has many playgrounds and park areas of various size and scope, and almost four miles of bike and pedestrian trails. Nearby parks are briefly detailed in the paragraphs below.

- **Burkedale Park.** This park has an open play field, swings and climbing equipment and is located on Burkedale Street between Priester’s Pond Drive and Pinebluff Drive. The park is open from dawn to dusk.
- **Hyland Hills Park.** This park has an open play field, two play structures, swings, slides and other play equipment and is located at sthe end of Hyland Hills Street on Flintonbridge Drive. The park is open from dawn to dusk.

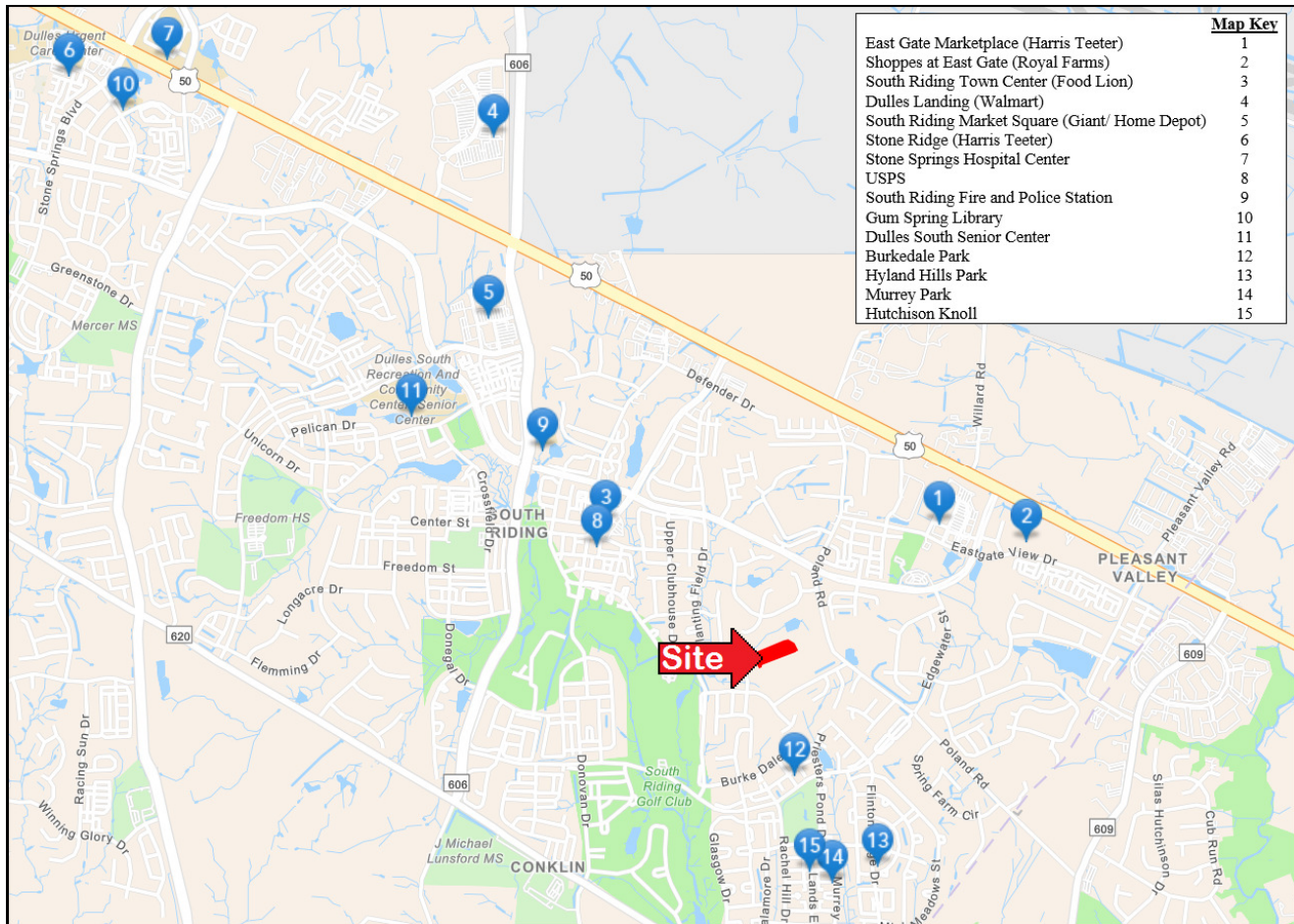
- **Murrey Park.** This park has an open play field and a picnic pavilion and is located on Murrey Drive and Parish Street (behind Hyland Hills Pool across from the Murrey Drive Tennis Courts). The park is open from dawn to dusk.
- **Hutchison Knoll.** This park is a passive recreational park with a picnic area and is located next to the Hyland Hills Pool on Parish Street. The park is open from dawn to dusk.

Shopping. As previously noted, the site is located within close proximity to several shopping centers and grocery stores. Map E shows the close proximity to several shopping centers along the U.S. Route 50 corridor, including the nearby 52,760± square foot Harris Teeter Grocery store at East Gate Marketplace.



Map E - Nearby Shopping Centers

Map F shows the location of the community facilities that will serve residents at Poland Hill Senior Apartments. Most important is that the setting has a full array of basic services for area residents.



Map F - Location of Area Community and Public Facilities

Development Program

Table 1 provides a detailed description of the Poland Hill Senior Apartment proposal, with data on apartment unit sizes, unit mix and proposed rents. All units will be restricted to rents of 60% of the Area Median Income (AMI) and to active seniors over the age of 55.

The table shows a mix of 14 one-bedroom and 64 two-bedroom units. All one-bedroom units will have a full bathroom, while the two--bedroom floor plans will have two full bathrooms. There will be four one-bedroom floor plans, with units ranging in size between 769 and 776 square feet. The ten two-bedroom floor plans will range in size between 1,034 and 1,148 square feet. The proposal is unique: (1) as there is a pent-up

demand for two-bedroom units; (2) all two's have two full bathrooms; and (3) the apartment units are considerably larger than units at the area competitive properties.

Also shown in Table 1 are the proposed net rents, which will exclude all utilities. These rents will also include a full size washer and dryer at no additional cost to the tenant. The one-bedroom units will rent for \$1,320. The two-bedroom units will rent for \$1,577. These represent rents of 60% of AMI for the Washington region.

Table 1: Proposed Unit Characteristics, Poland Hill Senior Apartments 1/, Loudoun County, Virginia, July, 2021						
	<u>Restriction</u>	<u>Units</u>	<u>Size (Sq. Ft.)</u>	<u>Net Rent</u>	<u>Utility Allowance</u>	<u>Gross Rent</u>
<u>1BR/ 1BA</u>						
A1	60% of AMI	1	776	\$1,320	\$131	\$1,451
A1 - Alt 1	60% of AMI	8	769	\$1,320	\$131	\$1,451
A1 - Alt 2	60% of AMI	4	776	\$1,320	\$131	\$1,451
A1 - HC	60% of AMI	<u>1</u>	776	\$1,320	\$131	\$1,451
(Subtotal/ Average)		(14)	(772)	(\$1,320)	(\$131)	(\$1,451)
<u>2BR/ 2BA</u>						
B1	60% of AMI	11	1,140	\$1,577	\$164	\$1,741
B1 - Alt 1	60% of AMI	4	1,018	\$1,577	\$164	\$1,741
B1 - Alt 2	60% of AMI	4	1,034	\$1,577	\$164	\$1,741
B1 - Alt 3	60% of AMI	8	1,133	\$1,577	\$164	\$1,741
B1 - Alt 4	60% of AMI	16	1,140	\$1,577	\$164	\$1,741
B1 - Alt 5	60% of AMI	8	1,148	\$1,577	\$164	\$1,741
B1 - Alt 6	60% of AMI	4	1,140	\$1,577	\$164	\$1,741
B1 - Alt 7	60% of AMI	4	1,034	\$1,577	\$164	\$1,741
B1 - Alt 8	60% of AMI	4	1,087	\$1,577	\$164	\$1,741
B1 - HC	60% of AMI	<u>1</u>	1,124	\$1,577	\$164	\$1,741
(Subtotal/ Average)		(64)	(1,116)	(\$1,577)	(\$164)	(\$1,741)
Total		78				
Notes: 1/ Rents to exclude utilities. All units to include washers and dryers.						
Source: Flatiron Partners						

Rent Comparison

Table 2 shows gross rents for the apartment units with a utility allowance (UA) added to net rents. The UA was calculated for the sponsor based on the unit sizes and energy efficient HVAC system and appliances. They are consistent with Virginia Housing's accepted utility costs. Adding UA to net rent generates a gross rent.

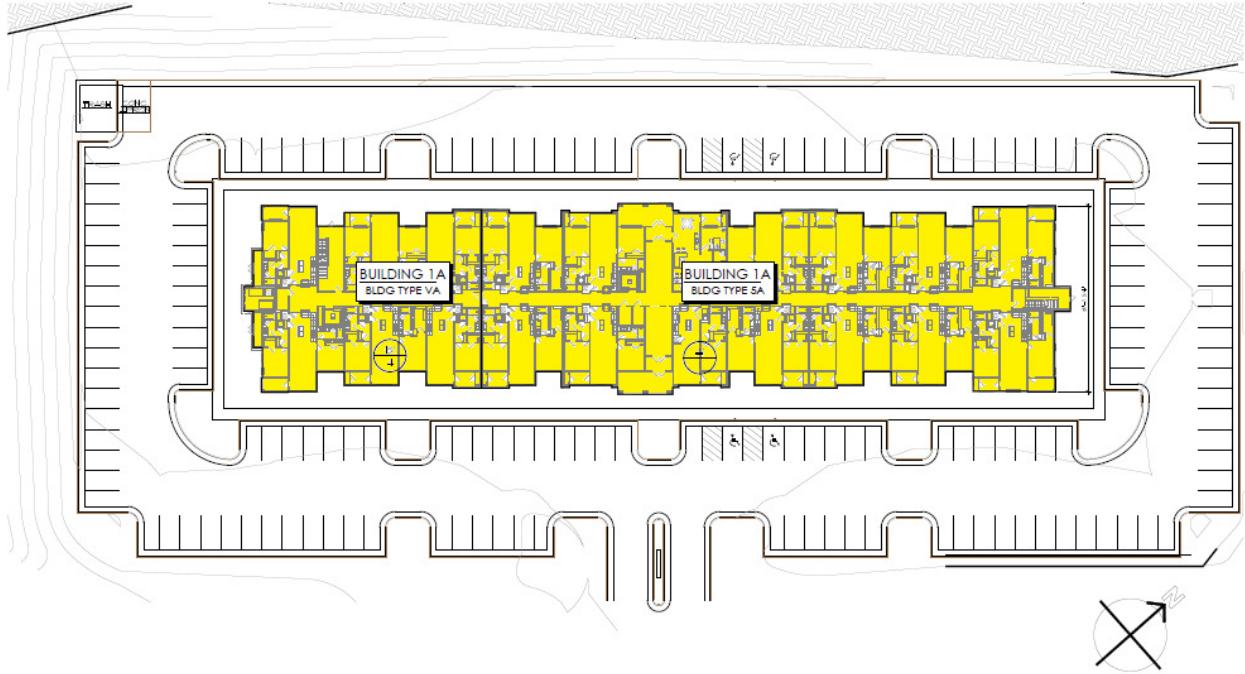
The apartment building will be energy efficient within the Virginia Housing guidelines. The gross rents shown are compared with the HUD maximum allowable gross rents for the Washington-Arlington-Alexandria, DC-VA-MD HUD Metro FMR Area. The comparison shows that the proposed gross rents, based on the calculated UA, are at the maximum allowable rates.

Table 2: <u>Rent Comparison Chart, Broadlands Apartments and HUD Maximum Allowable Rates, 2021</u>				
	<u>Poland Hill Senior Apartments</u>			<u>HUD Maximum Allowable</u>
	<u>Net Rent</u>	<u>UA</u>	<u>Gross Rent</u>	
1BR/ 1BA	\$1,320	\$131	\$1,451	\$1,451
2BR/ 2BA	\$1,577	\$164	\$1,741	\$1,741
Source: HUD and Flatiron Partners				

Site Plan and Building Design

The site plan shows that the apartment proposal will consist of a single rectangular-shaped building that will front along Inas Pond Drive, which will provide all vehicular access to the site. Apart from sidewalks, the only exterior amenity will be green space on the eastern and western sides of the apartment building.

Surface parking will be located on all sides of the building. There will be a total of 160 parking spaces, which equates to a parking ratio of 2.05 spaces per unit.



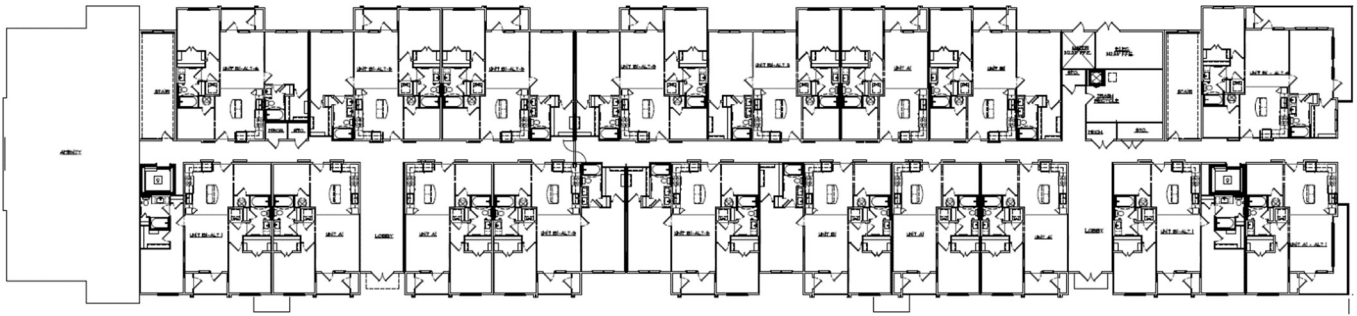
Poland Hill Senior Apartments Site Plan

Shown next is a rendering of Poland Hill Senior Apartments. This will be a four-story elevator-served building. The building will have a single entrance and will be rectangular in design. The building will have an attractive, contemporary design with a flat roof, partially brick exterior and recessed balconies. The design is attractive and will be superior to most of the current affordable senior apartment buildings in the region that typically offer no balconies and few windows.



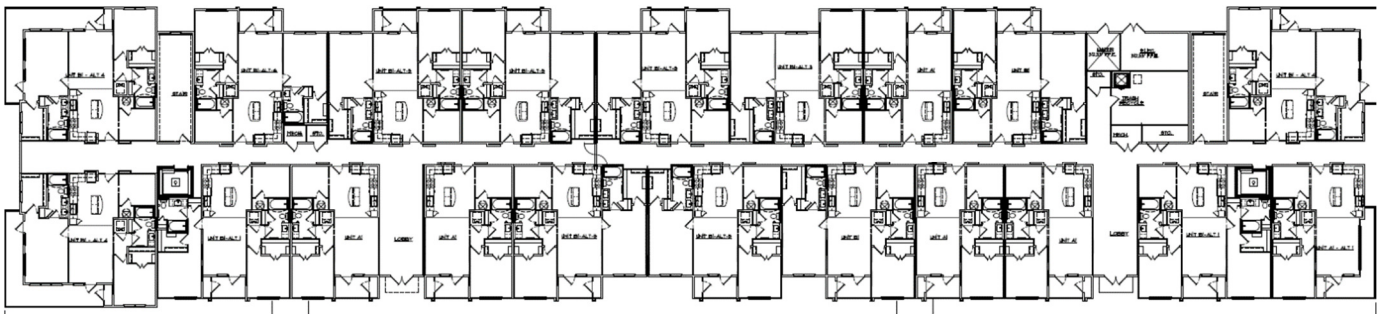
Poland Hill Senior Apartments Rendering

Following are floor plans of each level in the building. First shown is the ground level. A central corridor will access each of the residential units. The western end of the building will contain an elevator as well as the community amenity space to contain community areas, a fitness center, a business center and a management office. This level will contain four one-bedroom and 15 two-bedroom units.



Ground Level

Shown next is the floor plan for the upper three levels, which will share nearly identical designs. These three levels will be fully residential. The second level will contain 18 apartment units, including three one-bedroom and 15 two-bedroom units. The third and fourth levels will each contain 20 apartment units, including three one-bedroom and 17 two-bedroom units.



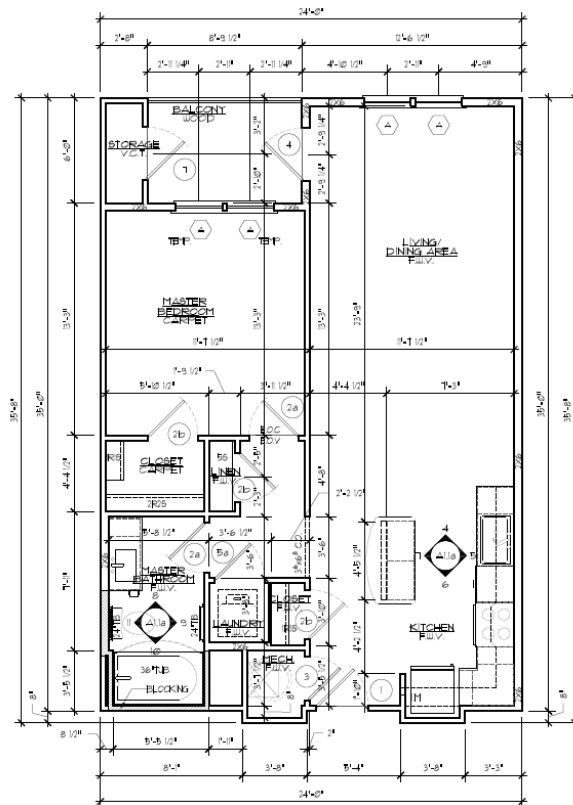
Upper Levels Floor Plan

Unit Floor Plans

Shown next are typical floor plans for the one- and two-bedroom units. The apartment units will be attractive with modern appliances, full size washer/dryers, PLAM countertops and cultured marble vanities. Kitchens will have Virginia Housing

compliant cabinets and vanity bases. The floors will have “luxury” vinyl plank flooring throughout the apartment unit. The building and appliances will be high efficiency, also compliant with Virginia Housing standards.

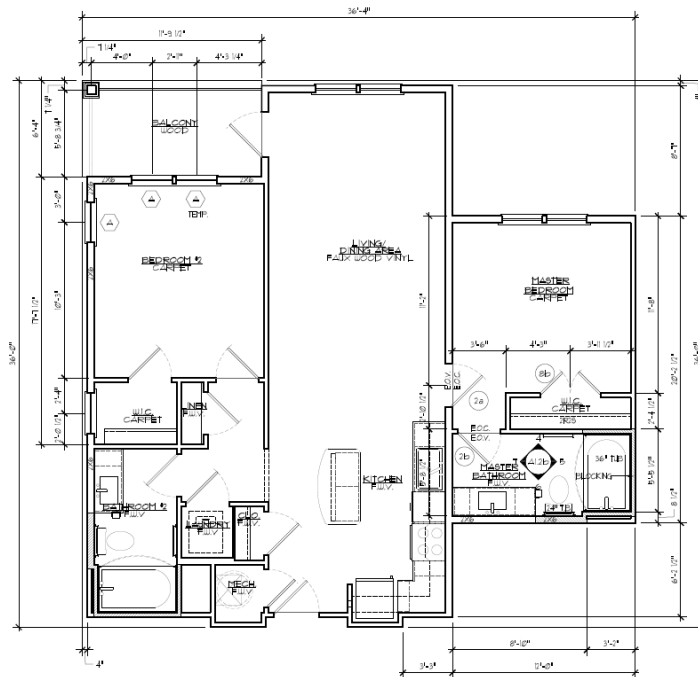
Following is a typical floor plans for the one-bedroom units planned at Poland Hill Senior Apartments. The one-bedroom apartment units will have rectangular designs with an open kitchen, combined dining area and living area, along with a recessed balcony that will be accessed from the living room. The bathroom will be adjacent to the bedroom. The bedroom will have large windows adjacent to the balcony. A storage area will be located on the balcony. The bedroom will offer a large closet while another closet will be located in the kitchen. A laundry room with a stacked washer/dryer will be adjacent to the bathroom.



One-Bedroom (776 Sq. Ft.)

Next shown is a typical two-bedroom floor plan. These will be larger units with two full bathrooms and a larger kitchen containing a center island with seating area.

The master bedrooms will have a large walk-in-closet and the second bedrooms will have a large closet. These units will also have an enclosed laundry room and balcony. The two-bedroom floor plans will have a small linen closet. Overall, these are very attractive floor plans.



Two-Bedroom (1,018 Sq. Ft.)

Development Costs

The proposed building costs, including soft costs and land acquisition, is \$25+ million, or \$325,000 per apartment unit.

Economic Overview Analysis

The Poland Hill Senior Apartments proposal is for active seniors, likely with most residents no longer in the labor force. However, the analysis of the market area economy is a key indicator for evaluating market support for new affordable senior apartments, as it shows the level of economic stability in the market area, as a stable marketplace will attract new seniors, with the knowledge that families will likely remain

in place. Likewise, seniors will remain in the market area, if their family is fully employed and likely to remain so.

The economic overview describes the growth trends for at-place jobs and employment. These are the two economic indicators that support population and household growth, and the resulting demand for new housing units. Data are available from the U.S. Department of Commerce, Bureau of Labor Statistics (BLS) to year-end 2020.

Data are presented for all of Loudoun County, as BLS data are published on a countywide or citywide basis. Loudoun County is the primary jurisdiction to study for new job and employment growth. Nearby sections of Fairfax County and Prince William County are built up with limited land for new company locations or expansions.

At-Place Jobs

At-place employment refers to jobs physically based at employers in the market area, whether the job is based in private sector or government offices, manufacturing facilities, schools, retail stores, restaurants, nursing home, or other facilities. For this analysis, we have focused on Loudoun County, because that is where the study site is located.

As of year-end 2019, Loudoun County had nearly 175,500 at-place jobs. It represents the most recent published data. That total is 42,560± jobs above the pre-recession peak in 2008. The County witnessed significant job losses in 2009, when 3,200± jobs were eliminated. Nevertheless, the total jobs exceeded the pre-recession levels in 2011 and employment growth has continued every year since. 4,540± new jobs were created in 2018 while an additional 6,420 new jobs were added most recently in 2019.

The largest private employment sector in Loudoun County is the Local Government, which accounts for nearly 12.2 percent of total employment. This sector

grew by over 41 percent since 2008, adding 6,260± new jobs during that period. This growth has been driven by overall population growth in the County, particularly on its eastern side. Much of this employment is part of the Loudoun County Public School system, which is the largest employer in the County with 11,580± employees. The public-school system alone has added 1,740± jobs since 2010.

The second largest employment sector in Loudoun County is the Professional and Technical Services sector, which accounts for over 12 percent of total employment and has added over 6,000 new jobs over the past decade. There have been several major job announcements over the past ten years that have driven this high level of employment growth. Major announcements in this sector since 2010 include:

<u>Major Job Announcements, Professional and Technical Services, Loudoun County, VA, 2010-2019</u>			
	<u>Business Description</u>	<u>Year Announced</u>	<u>New Jobs</u>
Submer Inc.	Immersion cooling solutions for data centers	2019	10
Aperionics	Technology that identifies infections	2019	34
Hanley Energy	Manufacturing facility for data center	2019	21
Uavionix	Develops GPS receivers for aviation	2018	8
Cynet Systems Inc.	Staffing services	2018	17
DMY Engineering Consultants	Offers geotechnical services	2018	7
Remington Mulch Company	Supplies mulch, soils, and woodchips	2018	30
Discovery, Inc.	American media company	2018	240
Verite Group	Data protection	2017	75
ePurchasing Network	Develops purchasing intranet platform	2017	17
FCi Federal	Federal contractor	2016	100
Sentry Control Systems	Parking systems technology	2016	10
Lowers Risk Group	IT company providing risk mitigation,	2015	282
Saab Defense and Security USA	Technology solutions for defense	2015	10
Telos Corporation	IT solutions and services	2014	160
VoodooLunchbox, Inc.	Multi-tenant cloud analytic platform	2013	27
Perceptive Software	Data capture	2013	30
ePlus Inc.	Technology solutions integration	2012	45
iGATE	Integrated technology and operations	2012	250
Perceptive Software	Data capture and enterprise search	2012	100
Metron Aviation	Air traffic management	2012	350
Infinitive	Process engineering	2011	61
Technica Corporation	IT solutions	2011	25
Symantec Corporation	Internet infrastructure services	2010	250
NeuStar, Inc.	Directory and network services	2010	280
Consult America, Inc.	IT consulting services provider	2010	30
Total			2,469

Source: Virginia Economic Development Partnership

Apart from the Information job sector, every other employment sector has added employment since 2008. Sectors that have added over 2,000 jobs during that period include: Accommodations/Food Services (5,570± new jobs), Health Care (5,360± new jobs), Manufacturing (3,250± new jobs)/Administrative/Waste Services (2,760± new jobs), Transportation/Warehousing (2,230± new jobs) and Construction (2,060± new jobs).

Employment losses were only recorded the Information sector, which has shed 910± over since 2008. Many of these jobs were related to AOL laying off nearly 1,200 people earlier in the decade. Employment in this sector has risen steadily by 390± jobs since 2017.

Table 3: Trends in Average At-Place Employment, Loudoun County, Virginia, 2008-2019

Industry	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Agriculture	430	409	ND	ND	ND	ND	ND	ND	ND	ND	ND	ND
Mining	190	182	ND	ND	ND	ND	ND	ND	ND	ND	ND	ND
Utilities	ND	ND	90	95	120	126	130	132	137	143	152	146
Construction	15,188	13,114	13,745	13,264	12,756	12,694	13,419	13,879	14,502	15,675	16,246	17,250
Manufacturing	4,637	4,301	4,441	4,675	4,808	6,191	6,047	6,350	6,841	7,084	7,495	7,888
Wholesale Trade	ND	ND	2,899	3,199	3,185	3,406	3,320	3,235	3,174	3,282	3,339	3,386
Retail Trade	16,292	15,822	16,337	16,876	17,103	17,005	17,114	17,754	18,051	17,923	17,956	17,725
Transport./ Wareh.	9,652	9,273	9,311	9,554	9,860	9,763	9,980	9,835	10,364	10,806	10,746	11,877
Information	8,191	7,833	7,231	7,368	7,007	6,940	7,504	7,245	7,018	6,887	7,045	7,277
Finance/Insurance	2,625	2,628	2,584	2,713	2,959	3,208	3,170	3,251	3,400	3,665	3,696	3,741
Real Estate	1,542	1,601	1,712	1,776	1,798	1,844	1,643	1,740	1,892	2,039	2,177	2,273
Prof./Tech.	15,070	15,310	15,676	16,484	17,123	17,550	17,085	18,296	18,775	19,651	20,717	21,149
Mgmt of Co.s	921	1,065	1,158	1,145	1,266	1,331	1,330	1,353	1,360	1,438	1,461	1,412
Admin./Waste	7,332	7,145	7,339	7,825	8,791	9,631	9,961	10,938	10,703	10,045	9,677	10,094
Education	1,807	1,847	1,880	2,156	2,300	2,483	2,613	2,814	2,848	2,922	2,928	3,467
Health Care	8,287	8,701	9,138	9,645	9,907	10,480	10,863	11,255	11,533	12,148	12,807	13,647
Arts/Enter./Rec.	1,765	1,874	2,125	2,244	2,286	2,607	2,590	3,003	3,390	3,508	3,554	3,535
Accom./Food	11,221	10,730	11,018	11,834	12,465	13,340	13,840	14,723	15,696	16,345	16,406	16,791
Other Services	4,044	3,916	4,244	4,473	4,841	4,957	5,008	5,209	5,451	5,535	5,730	5,719
Local Gov.	15,119	15,665	15,625	16,144	16,761	17,106	17,454	17,921	18,512	19,009	20,301	21,381
State Gov.	936	930	948	1,010	1,022	1,077	1,111	1,099	1,060	1,058	1,082	1,064
Federal Gov.	<u>4,336</u>	<u>4,154</u>	<u>4,269</u>	<u>4,391</u>	<u>4,301</u>	<u>4,049</u>	<u>3,814</u>	<u>3,758</u>	<u>4,070</u>	<u>4,189</u>	<u>4,358</u>	<u>4,536</u>
Total	132,938	129,736	132,340	137,434	141,249	146,358	148,593	154,560	159,753	164,537	169,077	175,497

Notes: ND = Data do not meet BLS or State agency disclosure standards.

Source: United States Department of Labor, Bureau of Labor Statistics

Much of this job growth occurred along the Route 7 corridor on the north side of the County and along the Dulles Access Road (SR 267). Considerable net new jobs were realized also along the Route 28 Corridor, the evolving primary commercial corridor in the County. Job growth throughout the County generated considerable population and household growth, as will be presented below.

Table 4 shows the net change in at-place job totals over the past twelve years. As shown, the only sector with job losses since 2008 is the Information sector. Besides the diversified economy, the key figure shown in Table 4 is the 32 percent net growth in new jobs since 2008, for a net increase of 42,560± jobs.

Table 4: <u>Change in Total At-Place Employment,</u> <u>Loudoun County, Virginia, 2008-2019</u>		
	<u>Net Change</u>	<u>Percent Increase</u>
Construction	2,062	13.6%
Manufacturing	3,251	70.1%
Retail Trade	1,433	8.8%
Transport. & Warehousing	2,225	23.1%
Information	-914	-11.2%
Finance/Insurance	1,116	42.5%
Real Estate	731	47.4%
Professional/Tech. Services	6,079	40.3%
Management of Companies	491	53.3%
Admin./Waste Services	2,762	37.7%
Educational Services	1,660	91.9%
Health Care	5,360	64.7%
Arts/Enter./Recreation	1,770	100.3%
Accommodations/Food	5,570	49.6%
Other Services	1,675	41.4%
Local Government	6,262	41.4%
State Government	128	13.7%
Federal Government	<u>200</u>	<u>4.6%</u>
Total	42,559	32.0%
Source: United States Department of Labor, Bureau of Labor Statistics		

Next shown, in Table 5, are the employment changes that occurred in 2020, which is an outlier year given the unusual impact of the COVID-19 pandemic. The data show a significant loss of jobs, with a reduction in employment of over 10,000, or by nearly six percent. These losses occurred across essentially all employment sectors, with the heaviest job losses impacting the Accommodations/ Food Services sector (3,540± jobs lost), Retail Trade sector (1,570± jobs lost) and Transportation and Warehousing sector (1,370± jobs lost). Although these losses are severe, a significant number of these layoffs are expected to be temporary and will likely be recovered once 2021 employment data is released.

	<u>2019</u>	<u>2020</u>	<u>Net Change</u>
Utilities	146	159	13
Construction	17,250	16,468	-782
Manufacturing	7,888	8,041	153
Wholesale Trade	3,386	3,066	-320
Retail Trade	17,725	16,152	-1,573
Transport. & Warehousing	11,877	10,506	-1,371
Information	7,277	6,942	-335
Finance/Insurance	3,741	3,776	35
Real Estate	2,273	2,039	-234
Professional/Tech. Services	21,149	20,968	-181
Management of Companies	1,412	1,333	-79
Admin./Waste Services	10,094	10,078	-16
Educational Services	3,467	2,893	-574
Health Care	13,647	13,116	-531
Arts/Enter./Recreation	3,535	2,700	-835
Accommodations/Food	16,791	13,255	-3,536
Other Services	5,719	5,163	-556
Local Government	21,381	21,391	10
State Government	1,064	1,044	-20
Federal Government	4,536	4,792	256
Total	175,497	165,116	-10,381

Source: U.S. Department of Labor, Bureau of Labor Statistics

Employment and Labor Force

At-place jobs refer to where the job is located, and in this instance, that relates to jobs physically located in Loudoun County. Employment refers to the number of market area residents who are employed, no matter where the job is located. At-place job totals are significantly lower compared with employment, which means that some net out-commuting occurs into neighboring counties and cities, particularly to Fairfax County, Arlington County and Washington, DC.

Table 6 details employment data in Loudoun County. Employment grew by 43,710± over the past thirteen years, which is slightly larger than at-place job growth. That is the reason for the high demand for new housing in the County. That is likely the result of increased residential growth. The same “growth” pattern exists for employment and labor force as for at-place jobs – net increase until 2008 and then a

decline. For market area employment, growth rebounded from the pre-recession employment level in 2011.

Total employment has increased every year between 2010 and 2019, which is a positive sign. Employment grew by 5,350± most recently in 2019. The increase in the labor force since 2009 is also a positive sign, suggesting growing confidence in the economy among the County’s population.

Data for 2020 show heavy employment losses, mirroring the losses in at-place job. This is fully attributable to the impact of the COVID-19 pandemic. Total employment in 2020 declined by 11,890±, pushing the unemployment rate up from a very low 2.2 percent in 2019 to 5.1 percent, the highest unemployment rate since 2010. As with at-place jobs, many of these losses are expected to be temporary.

Table 6: <u>Trends in Employment and Unemployment,</u> <u>Loudoun County, Virginia, 2008-2020</u>				
	<u>Labor Force</u>	<u>Employment</u>	<u>Unemployment</u>	<u>Percent Unemployed</u>
2008	172,780	167,549	5,231	3.0%
2009	174,974	166,583	8,391	4.8%
2010	175,593	166,403	9,190	5.2%
2011	181,241	172,808	8,433	4.7%
2012	185,858	177,761	8,097	4.4%
2013	191,165	182,994	8,171	4.3%
2014	196,697	188,499	8,198	4.2%
2015	200,891	193,830	7,061	3.5%
2016	207,602	201,078	6,524	3.1%
2017	215,207	208,739	6,468	3.0%
2018	220,649	215,251	5,398	2.4%
2019	228,192	223,136	5,056	2.2%
2020	223,194	211,258	11,936	5.3%
Net Change	50,414	43,709	6,705	2.3%

Source: United States Department of Labor, Bureau of Labor Statistics

COVID-19 and Employment

Table 7 shows monthly employment data until May, 2021 in Loudoun County to illustrate the local employment impact of the COVID-19 pandemic. This is the date for which the most recent data is available. Trend data show that since January, 2020,

employment has fallen by over 13,000, with the number of unemployed growing by over 2,000. The labor force has also contracted by 11,300± people, meaning that many of those who have lost their jobs have retired or quit searching for employment altogether.

The data show some employment improvements since the pandemic began, with nearly 9,300 jobs recovered since April, 2020. Of note is that these job losses have not impacted occupancy rates at the competitive apartments under study.

Table 7: Trends in Employment and Unemployment, Loudoun County, Virginia, 2020-2021				
	Labor Force	Employment	Unemployment	Percent Unemployed
January, 2020	229,710	224,641	5,069	2.2%
February, 2020	230,822	226,317	4,505	2.0%
March, 2020	229,850	224,780	5,070	2.2%
April, 2020	224,143	202,031	22,112	9.9%
May, 2020	219,065	202,188	16,877	7.7%
June, 2020	223,852	206,030	17,822	8.0%
July, 2020	222,956	207,496	15,460	6.9%
August, 2020	225,265	211,774	13,491	6.0%
September, 2020	219,658	207,774	11,884	5.4%
October, 2020	218,649	208,167	10,482	4.8%
November, 2020	217,712	207,619	10,093	4.6%
December, 2020	216,648	206,280	10,368	4.8%
January, 2021	215,898	205,964	9,934	4.6%
February, 2021	216,341	207,039	9,302	4.3%
March, 2021	217,806	208,823	8,983	4.1%
April, 2021	216,720	210,054	6,666	3.1%
May, 2021 1/	218,410	211,280	7,130	3.3%
Net Change	-11,300	-13,361	2,061	1.1%
Notes: 1/ Preliminary. Subject to change.				
Source: U.S. Department of Labor, Bureau of Labor Statistics				

Net Job Growth

Following in Table 8 is a list of new job announcements tracked by the Virginia Economic Development Partnership and the Loudoun Economic Development. Compared with net job growth listed from BLS since 2020, this list appears to be very limited. Economic development staff report that these are the only data that they have, as they do not track job growth at medical, office or retail businesses.

There is no doubt that job growth in Loudoun County is significantly larger than what is listed in Table 8. Of note is the relatively large number of data centers announcements, many of which are not attributed to specific companies due to privacy and security concerns. These jobs are classified under Professional and Technical Services in Table 3 above.

<u>Company Name</u>	<u>Business Description</u>	<u>Date Announced</u>	<u>New Jobs</u>
Hanley Energy	Data center manufacturing	Mar-21	170
Not Publicly Announced	Data center	Mar-21	50
Not Publicly Announced	Data center	Mar-21	50
Zasti Federal Services	Artificial Intelligence	Mar-21	60
Not Publicly Announced	Data center	Mar-21	50
Not Publicly Announced	Data center	Feb-21	20
Not Publicly Announced	Data center	Nov-20	80
Copango, Inc.	Software	Nov-20	20
Data Storage Science	IT service provider	Sep-20	24
IACET	Continuing education and training	Aug-20	20
Not Publicly Announced	Data center	Aug-20	30
Not Publicly Announced	Data center	Aug-20	111
Not Publicly Announced	Data center	Aug-20	23
Not Publicly Announced	Data center	Aug-20	80
Not Publicly Announced	R&D	Aug-20	200
Not Publicly Announced	Data center	Aug-20	200
Not Publicly Announced	Data center	Jul-20	20
The Building People	Technology and building integration services	Jul-20	50
Not Publicly Announced	Data center	May-20	40
Not Publicly Announced	Data center	Mar-20	45
Qore Performance	Manufactures wearable technology for military	Mar-20	10
Airbus Group	Warehouse for aircraft parts	Feb-20	25
Not Publicly Announced	Data center	Feb-20	45
Not Publicly Announced	Data center	Feb-20	60
Not Publicly Announced	Data center	Feb-20	10
Not Publicly Announced	Data center	Feb-20	45
Datatility Inc.	Cloud and data center services	Feb-20	13
Not Publicly Announced	Data center	Feb-20	20
Not Publicly Announced	Data center	Feb-20	25
Not Publicly Announced	Data center	Feb-20	20
Not Publicly Announced	Data center	Feb-20	20
Not Publicly Announced	Data center	Jan-20	120
Not Publicly Announced	Data center	Jan-20	<u>35</u>
Total			1,791

Notes: 1/ Only announcements with ten or more new employees shown.

Source: Virginia Economic Development Partnership, Loudoun Economic Development

In addition to the above is a major announcement by the U.S. Customs and Border Protection to occupy 445,000± square feet of space formerly occupied by MCI/WorldCom. The agency will employ 3,700 people at the facility. This is a relocation and consolidation and not net growth.

Largest Employers

Table 9 lists the largest employers in Loudoun County. The list is long and quite diverse. It includes numerous large government agencies, several high-tech firms, and primary firms with salaried jobs. Many of these employers are associated with Dulles International Airport.

Table 9: Largest Employers, Loudoun County, Virginia, 2020

<u>Employer</u>	<u>Sector</u>	<u>Employees</u>
Loudoun County Schools	Educational Services	1,000+ employees
County of Loudoun	Justice, Public Order, and Safety Activities	1,000+ employees
United Airlines Inc	Air Transportation	1,000+ employees
U.S. Department of Homeland Defense	Administration of Economic Programs	1,000+ employees
M.C. Dean, Inc.	Specialty Trade Contractors	1,000+ employees
Orbital Sciences Corporation	Computer and Electronic Product Manufacturing	1,000+ employees
Raytheon Company	Computer and Electronic Product Manufacturing	1,000+ employees
Loudoun Hospital Center	Hospitals	1,000+ employees
Swissport U.S.A., Inc.	Support Activities for Transportation	1,000+ employees
God Bless America Inc	Support Activities for Transportation	1,000+ employees
Amazon Fulfillment Services Inc.	Administrative and Support Services	1,000+ employees
Postal Service	Postal Service	1,000+ employees
Wal Mart	General Merchandise Stores	1,000+ employees
Dynalectric Company	Specialty Trade Contractors	1,000+ employees
Worldcom	Telecommunications	1,000+ employees
Harris Teeter Supermarket	Food and Beverage Stores	500 to 999 employees
Gate Gourmet	Food Services and Drinking Places	500 to 999 employees
Loudoun Medical Group	Ambulatory Health Care Services	500 to 999 employees
Wegmans Store #07	Food and Beverage Stores	500 to 999 employees
U.S. Department of Transportation	Support Activities for Transportation	500 to 999 employees
George Washington University	Educational Services	500 to 999 employees
Metro Washington Airports	Administration of Economic Programs	500 to 999 employees
Bowers	Specialty Trade Contractors	500 to 999 employees
Giant Food	Food and Beverage Stores	500 to 999 employees

Source: Virginia Employment Commission

Section II Affordable Senior Apartment Analysis

This section of the market report presents the supply/demand analysis for the proposed 78 planned affordable senior apartment units at Poland Hill Senior Apartments. The first subsection is the demographic analysis that “solves” for the number and growth of active senior households, with the household head 62 to 79 years of age, and with annual incomes of \$45,260 to \$61,920, when incomes are reported in constant 2021 dollars. This income category is required to support the proposed rents at Poland Hill Senior Apartments, as presented above, and is within the HUD maximum allowable incomes for LIHTC apartment units in the Washington Metropolitan Area. It “allows” for seniors to pay up to 40 percent of income on gross rent.

The forecast date for the analysis is 2024, as the proposed apartment building is expected to be started by early-2022, and will likely require 18± months to construct, allowing for project opening and leasing to begin by mid-2023, with lease-up expected during 2023.

The second part of this section is the competitive apartment analysis for affordable age-restricted apartment properties. We identified nine apartments that would/could be competitive with Poland Hill Senior Apartments and these have a combined total of 1,200± units. This represents a sufficient competitive total. Thus, we did not study the market rate independent living senior market, as monthly fees for those properties are well above the rates proposed for Poland Hill Senior Apartments.

We did identify several general occupancy affordable (LIHTC) apartment properties near the study site. These were studied to identify the number of senior residents at these properties, that along with the high occupancy levels at competitive age-restricted apartment properties, show a significant pent-up demand for the type and price range of housing under study.

The nine competitive apartment properties are studied for location, number of units, rents, unit mix, unit characteristics, project features and curb appeal.

Demographic Analysis

The market area's population, as of 2020, was 601,500±. The population increased by 88,160± since the 2010 census count due to considerable housing unit development during the post-2010 period. The 2020 population estimate is based on data from Weldon Cooper Center for Public Service, while the 1990, 2000 and 2010 population figures are census counts. The market area population is expected to increase by nearly 35,260± by 2024 to reach 636,760±.

Table 10: Trends and Projections of Population and Households by Tenure and Income, Poland Hill Market Area, 1990-2024					
(Constant 2021 Dollars)					
	1990	2000	2010	2020	2024
Market Area Population	238,080	356,620	513,340	601,500	636,760
Loudoun County Portion 1/	27,460	66,270	152,970	205,080	--
Fairfax County Portion 2/	131,640	181,750	203,800	215,950	--
Prince William County Portion 3/	44,290	63,180	104,480	121,760	--
Manassas City	27,960	35,140	37,820	41,960	--
Manassas Park City	6,730	10,290	14,270	16,750	--
Group Quarters Population	1,460	1,600	1,790	2,000	2,200
Household Population	236,620	355,020	511,550	599,500	634,560
Persons Per Household	2.94	2.94	2.99	2.99	2.99
Households	80,610	120,810	170,940	200,500	212,230
Senior Market (62-79)					
Population	8,630	16,380	35,000	47,520	52,850
Percent of Total Population	3.6%	4.6%	6.8%	7.9%	8.3%
Households	5,290	10,410	19,550	26,550	29,530
Percent of Total Households	6.6%	8.6%	11.4%	13.2%	13.9%
Target Senior Market					
Total Households (\$45,260-\$61,920)	590	1,040	1,900	2,400	2,800
Percent of Total Households	0.7%	0.9%	1.1%	1.2%	1.3%
Percent of Senior Households	11.2%	10.0%	9.7%	9.0%	9.5%
Notes: 1/ Includes the following 2010 U.S. Census Tracts in Loudoun County: 6110.04, 6110.05, 6110.06, 6110.12, 6110.13, 6110.14, 6110.15, 6110.16, 6110.17, 6110.18, 6110.09, 6110.20, 6110.21, 6110.22, 6110.23, 6110.24, 6110.25, 6113, 6114, 6115.01, 6115.02, 6116.01, 6116.02, 6117, 6118.01, 6118.02, 6118.03, 6118.04, 6118.05, 6118.06 and 6669.					
2/ Includes the following 2010 U.S. Census Tracts in Fairfax County: 4805.01, 4805.02, 4805.03, 4805.04, 4805.05, 4808.01, 4808.02, 4809.01, 4809.02, 4809.03, 4810, 4811.01, 4811.02, 4811.03, 4811.04, 4811.05, 4811.06, 4812.01, 4812.02, 4822.03, 4825.01, 4825.02, 4825.03, 4825.04, 4826.01, 4901.01, 4905.01, 4910, 4911.01, 4911.02, 4911.03, 48312.01, 4913.01, 4913.02, 4913.03, 4914.01, 4914.02, 4914.03, 4914.04, 4914.05, 4915.01, 4915.02, 4916.01 and 4916.02.					
3/ Includes the following 2010 U.S. Census Tracts in Prince William County: 9012.31, 9012.32, 9013.03, 9013.04, 9014.03, 9014.07, 9014.08, 9014.09, 9014.10, 9015.03, 9015.04, 9015.05, 9015.06, 9015.07, 9015.08, 9016.01, 9016.02, 9017.01, 9017.02, 9019 and 9101.					
Source: 1990, 2000 and 2010 U.S. Department of Commerce, Bureau of the Census; Weldon Cooper Center for Public Service; S. Patz and Associates, Inc.					

The market area has a very small Group Quarters population, well below one percent of total population. The vast majority of the Group Quarters population consists of seniors in assisted living and nursing facilities. Thus, household population is nearly equal to total population.

The market area has a high average household size, of nearly 3.0 persons per household. This reflects the large number of single-family homes and townhomes in this part of Loudoun County. The market area household total, as of 2020, is 26,550±. An additional 11,730± households are expected in the market area by 2024.

Active Senior Population. As of 2020, the market area has an estimated 47,520± persons in the 62 to 79 age category, which equals approximately 7.9 percent of total population. The active senior population increased from 8,600 in 1990 at about 3.6 percent of total population, to nearly 16,400 in 2000 to 4.6 percent of the total population. The 2010 census count showed 35,000± active seniors. with an increase to 6.8 percent of total population. By 2024, the active senior population is expected to continue to increase to 52,850±, which would be 8.3 percent of total population.

These growth trends are also evident for households with the household head in the age categories under study. As of 2019, 13.1 percent of all household heads in the market area were in this age category. The average size of “target” households is 1.79.

Target Senior Population. The 2020 total of target-defined households in the market area is 2,400±. That total is compared with over 1,300 age-restricted LIHTC apartment units that have been built, which includes some 55 to 61 aged residents, residents over 80, and residents with housing vouchers. The number of age and income eligible households increased by 500 households since 2010, after a growth of 860± target households between 2000 and 2010. By 2024, the target market is projected to increase by 400±, given the new senior housing proposals and overall population growth.

Competitive Apartment Analysis

This subsection analyzes the nine affordable, age-restricted apartment properties identified in the market area that would be competitive with Poland Hill Senior Apartments, once built. This list excludes William Waters House in Sterling and Coppermine Place in Herndon, which are fully-occupied by Section 8 voucher holders and do not provide direct competition to the study proposal. Also excluded is Arbor Terrace at Herndon, which has five apartments with LIHTC rents out of 80 higher rent, non-competitive market rent apartment units.

The competitive analysis focuses on age-restricted communities. At the end of this subsection, data are presented on the estimate of the number of seniors at general occupancy LIHTC apartment properties in the market area. The purpose of these data is to show the full depth of the market for affordable housing.

Data shown on each competitive apartment building include date built, current occupancy, apartment unit characteristics, unit mix and project amenities. Also noted are the number of voucher holders who live in the competitive apartments. These data are compared with the Poland Hill Senior Apartments proposal to establish the competitive position and market support for the proposed 78 apartment units, which are the basis for establishing competitive rents and market support.

Characteristics of Affordable Senior Apartments

We identified nine apartment properties that are defined as competitive with Poland Hill Senior Apartments. These are listed in Table 11 and are number-keyed to Map G. None of these senior properties are located near the Poland Hill Senior Apartments site, with Forest Glen in Centreville, the most proximate to the Route 50 corridor in south Loudoun County, the location of the Poland Hill site.

There are 1,162 apartment units in these nine properties. These are compared with 2,400± market area target households, as described above, a capture/penetration rate of about 50 percent, when voucher holders are not included in the analysis.

In addition to these nine properties, management at Forest Glen just opened a new 119-unit senior apartment building to replace a building at that location that burned down several years ago. This building has recently opened. To date, approximately 24 units have been leased to date since Spring, 2021. Full lease-up of this new building is expected by year-end 2021, which would expand the market area total units to 1,281. Additional pipeline proposals are actively being built and/or planned, as described in Section III of the report.

The new building at Forest Glen has 104 one-bedroom units and 15 two's. As will be discussed below, the rents at the new building are above the rents at the existing building.

Of note is that current vacancy at the nine competitive apartments is one percent. The current 12 vacant units at apartments with stabilized occupancy are compared with 28 vacant units noted in our first draft in December, 2020. That decrease of 16 vacant units, plus the 24± units occupied at the new Forest Glen apartment building, totals a 44-unit increase in occupied apartment units over the past six months, or approximately 5 per month on average. The pandemic was likely the cause of a modest increase in occupancy.

At present, on-site property managers at these nine properties report 12 vacant apartment units, for a vacancy rate of one percent. Of note is that Kendrick Court, with 6 vacant units, had several recent move-outs that accounts for half of all market area vacancies.

Wait lists at these complexes total approximately 500 people. However, several of these properties report some vacancy in spite of having a wait list. The issue here is that the wait list may be for a two-bedroom unit and only one-bedroom units are available, or vice versa. In one case, management reports that no one responded to letters of interest when apartment units became available.

The level of wait listed households is a clear indication of a pent-up demand for new units. The most lease-up over the past six months reflects: (1) impacts of the pandemic, and (2) more importantly, the fact that available units are at more mature properties, and at the rents being achieved, potential residents appear to be more selective.

The newest senior affordable apartment property is Woods at Birchwood (formerly Birchwood at Brambleton), located in Brambleton near Ashburn in Loudoun

County. Woods at Birchwood opened in mid-2019 and was fully leased up within a short period of time. This senior apartment has a rather high percentage of residents under the age of 62 who are still in the labor force. This is atypical for the market area. This complex maintains an extensive wait list of approximately 120 people.

Woods at Birchwood was the first market area affordable senior property to be built since the early-2000's. One reason for this is the difficulty in finding readily developable and affordable land for new affordable apartment unit development in the market area. The market area did realize significant additions of market rent senior properties for seniors who can afford \$3,000± per month in monthly fees.

Four competitive apartments opened in the early-2000's. Cascades Village opened in 2001 with 150 units, while The Oaks of Wellington, Park Place and Quarry Station opened in 2002 and 2003 with a combined 287 units. These four apartments have a combined vacancy rate of 0.4 percent and over 100 people on wait lists.

Three of the competitive senior apartment properties were also built during the 1990's. Photos of the Poland Hill proposal, compared with photos of the current senior tax credit market, show a much improved design and "product."

Key salient points in Table 11 are as follows:

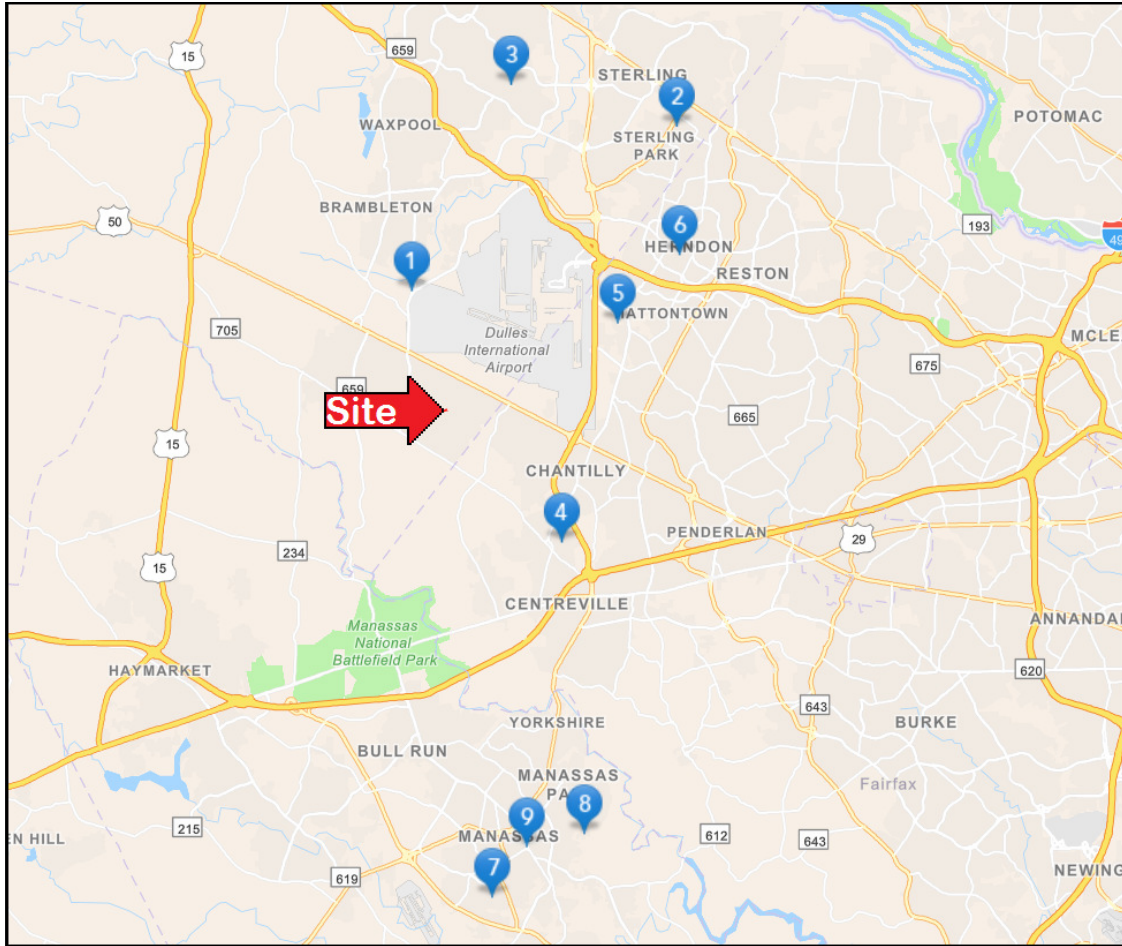
- The market area has a very low vacancy rate of one percent. A low vacancy rate has been the norm for several years.
- Half of all vacancies are in one property, Kendrick Court. This is among the oldest properties and management notes that this level of vacancy is atypical. Management here has rent specials.
- The COVID-19 pandemic did not appear to have a major impact on occupancy rates at these senior, rent-restricted properties, but likely affected new lease-up.
- Excluding Kendrick Court, all of the apartment properties under study are at or near full occupancy. All but Kendrick Court and Forest Glen I maintain a

wait list. Three properties have extensive wait lists of 100 or more households. In total, there are nearly 500 households on wait lists.

- Only one apartment complex, Woods at Birchwood, has been built since 2003. Its opening did not harm occupancy at the existing affordable senior complexes.
- Data presented below will show an abundance of one-bedroom apartment units within the competitive market. The large wait lists likely reflect some increased demand for two-bedroom apartment units.

Table 11: <u>Characteristics of Affordable Age-Restricted Apartment Properties, Poland Hill Senior Apartments Market Area, July, 2021</u>					
	<u>Map G Key</u>	<u>Date Built</u>	<u>Total Units</u>	<u>Vacant Units</u>	<u>Wait List</u>
<u>Loudoun County</u>					
Woods at Birchwood	1	Jul-19	83	0	120
Cascades Village	2	2001	150	2	5
Wingler House	3	1993/03	<u>264</u>	<u>0</u>	<u>170</u>
(Subtotal)			(497)	(2)	(295)
<u>Fairfax County</u>					
Forest Glen I I/	4	1995	119	4	0
Kendrick Court	5	1999	139	6	0
Herndon Harbor House	6	1998/01	<u>120</u>	<u>0</u>	<u>100+</u>
(Subtotal)			(378)	(10)	(100)
<u>Manassas Area</u>					
The Oaks of Wellington	7	2003	60 2/	0	40
Park Place	8	2003	148	0	38
Quarry Station	9	2002	<u>79</u>	<u>0</u>	<u>20</u>
(Subtotal)			(287)	(0)	(98)
Total			1,162	12	498
Vacancy Rate				1.0%	
Notes: 1/ A new 119-unit apartment building just opened to replace a building that burned down. To date, 30 apartment units have been leased.					
2/ Excludes 71 market rate units.					
Source: S. Patz & Associates, Inc.					

Map G shows the location of these nine properties under study. Three of the apartments are in the Manassas area and three are eastern Fairfax County, generally in and around the Town of Herndon. Forest Glen is located in Centreville, and in relatively close proximity to the Poland Hill site. The remaining apartments are located in eastern Loudoun County, generally in the Ashburn and Sterling areas.



Map G - Locations of Competitive Apartments

The photos of the apartments to follow show the quality of the design of the Poland Hill Senior Apartments proposal compared with the competition, which are predominantly older properties. Woods at Birchwood is attractive, but none have the distinctive design of the study proposal. All are elevator buildings.



Woods at Birchwood



Cascades Village



Wingler House



Forest Glen



Kendrick Court



Herndon Harbor House



The Oaks of Wellington



Park Place



Quarry Station

Net Rent Analysis

Table 12 presents the net rents at each of the nine apartment properties under study. **Rents were adjusted to exclude all utilities to be consistent with the proposed rental structure at Poland Hill Senior Apartments.** Three of the properties offer in-unit washers and dryers at no additional costs. These include The Oaks at Wellington, where only two-bedroom units have washers/dryers, as well as all units at Woods at Birchwood and Park Place.

All of the apartments have rents restricted to either 50% of 60% of AMI, and some have a mix of both. The lower rents at Woods at Birchwood and Herndon Harbor

House are 50% rents, while the higher rents at these two properties are 60% rents. Quarry Station has all 50% rents. The one-bedroom units at Cascades Village are at 60% rents, while the two-bedroom units at this complex are at 50% rents. All other rents are restricted to 60% of AMI.

Table 12 shows that the market area average for one-bedroom units is \$1,250, which is below the proposed one-bedroom rents at Poland Hill Senior Apartments. Cascades Village, Oaks at Wellington and Forest Glen have similar one-bedroom rents.

The two-bedroom rents in the market area average \$1,416, which is below the proposed two-bedroom rents of \$1,577. Rents at Forest Glen, Kendrick Court and Oaks of Wellington all exceed \$1,450. The other two-bedroom rents are lower, generally under \$1,300.

The rents at the new building at Forest Glen are:

- One-bedroom - \$1,361
- Two-bedroom - \$1,625

These rents are approximately \$50 above the rents at older buildings at Forest Glen. They are at or near the top of the market, which may be one reason for the modest rate of lease-up.

Table 12: Rental Rates at Affordable Age-Restricted Apartment Properties, Poland Hill Senior Apartments Market Area, July, 2021 1/

	<u>One-Bedroom</u>	<u>Two-Bedroom</u>
<u>Loudoun County</u>		
Woods at Birchwood 2/	\$756-\$1,030 (50%/60%)	\$1,133-\$1,262 (50%/60%)
Cascades Village	\$1,295 (60%)	\$1,345 (60%)
Wingler House	\$990-\$1,050 (60%) (\$1,065)	\$1,250 (60%) (\$1,198)
<u>Fairfax County</u>		
Forest Glen I	\$1,377 (60%)	\$1,500 (60%)
Kendrick Court 6/	\$1,328 (60%)	\$1,525 (60%)
Herndon Harbor House	\$1,010-\$1,116 (50%)	--
<u>Manassas Area</u>		
The Oaks of Wellington 3/ 5/	\$1,400 (60%)	\$1,650 (60%)
Park Place 2/ 7/	\$1,010 (50%)	\$1,280-\$1,370 (60%)
Quarry Station 7/	\$1,010 (50%)	\$1,245 (50%)
Average (60%)	(\$1,250)	(\$1,416)
Proposed Rents 2/	\$1,320	\$1,577

Notes: 1/ Rents adjusted to exclude utilities.
 2/ Includes washers and dryers.
 3/ Washers/ dryers in two-bedroom units only.
 4/ Estimated two-bedroom rents.
 5/ Two-bedroom units have one bathroom.
 6/ Smaller two-bedroom units have one bathroom.
 7/ Two-bedroom units have 1.5 bathrooms.

Source: S. Patz & Associates, Inc.

The following chart shows the net rent increases at the competitive apartment properties over the past six months. In spite of the pandemic, rents at competitive apartment properties increased considerably. This has not affected occupancy, as noted above.

<u>Average Net Increase</u> <u>12/2020-7/2021</u>		
	<u>One-Bedroom</u>	<u>Two-Bedroom</u>
Prior	\$1,194	\$1,295
Current	<u>\$1,250</u>	<u>\$1,416</u>
Net Change	\$56	\$121

The proposed rents at Poland Hill Senior Apartments, reported in constant 2021 dollars, are above the average market area rents. However, several existing apartment properties have rents above the proposed Poland Hill rates. Market data show a large pent-up demand for attractive affordable senior housing and the increase in rents reflect

that conclusion. Poland Hill will have primarily two-bedroom units, which is an advantage. The proposed rents, shown in Table 12, are likely below market.

Rent Per Square Foot

Because of the difference in ages of the senior apartment buildings and the wide geographic area served, we did not analyze rent per square foot, as this is not a critical factor for affordable housing. Most importantly, most “comps” are mature.

Apartment Unit Sizes

Table 13 lists the apartment unit sizes at the nine “comps”. Most of these apartment properties have smaller apartment sizes compared with Poland Hill Senior Apartments. The apartments at Woods at Birchwood are at the “top of the market,” with one- and two-bedroom units slightly larger than the Poland Hill proposal.

These smaller unit sizes are being readily accepted, as evidenced by the high occupancy rates and extensive wait lists. The units at Poland Hill Senior Apartments, in terms of design, and sizes, will be a step above the existing affordable apartments for active seniors. Overall, the one-bedroom units will measure 117 square feet larger than the market area average while the two-bedroom units will be 161 square feet larger than the market area average.

Table 13: Unit Sizes at Affordable Age-Restricted Apartment Properties, Poland Hill Senior Apartments Market Area, July, 2021

	<u>One-Bedroom</u>	<u>Two-Bedroom</u>
<u>Loudoun County</u>		
Woods at Birchwood	763-857	1,189-1,203
Cascades Village	702-768	886
Wingler House	554-598	878
<i>(Average)</i>	<i>(707)</i>	<i>(987)</i>
<u>Fairfax County</u>		
Forest Glen I 1/	564-566	806
Kendrick Court	558	836-894
Herndon Harbor House	485-572	--
<i>(Average)</i>	<i>(551)</i>	<i>(834)</i>
<u>Manassas Area</u>		
The Oaks of Wellington	609	842
Park Place	705	872-925
Quarry Station	633	913
<i>(Average)</i>	<i>(649)</i>	<i>(885)</i>
Average	636	911
Proposed Unit Sizes	744-761	1,040-1,103
Note: 1/ The units at Forest Glen II are comparable in size.		
Source: S. Patz & Associates, Inc.		

Apartment Unit Mix

The apartment unit mix is presented next in Table 14. The current market has a higher percentage of one-bedroom units, at 62.4 percent, as these are older properties designed for a more moderate-income market. This percentage increases with the addition of the new building at Forest Glen.

Approximately 53 percent of units at Woods at Birchwood are one-bedroom units. Kendrick Court and Park Place are the only two properties with a higher percentage of two-bedroom units. Herndon Harbor House is the only property with only one-bedroom units. The market supports both unit sizes, but on-site management at several properties report a larger wait list for two-bedroom units.

Poland Hill will be in an advantageous position in terms of unit mix.

Table 14: <u>Unit Mix at Affordable Age-Restricted Apartment Properties, Poland Hill Senior Apartments Market Area, July, 2021</u>			
	<u>One-Bedroom</u>	<u>Two-Bedroom</u>	<u>Total</u>
<u>Loudoun County</u>			
Woods at Birchwood	44	39	83
Cascades Village	123	27	150
Wingler House	<u>161</u>	<u>103</u>	<u>264</u>
<i>(Average)</i>	<i>(328)</i>	<i>(169)</i>	<i>(497)</i>
<u>Fairfax County</u>			
Forest Glen I	101	18	119
Kendrick Court	66	73	139
Herndon Harbor House	<u>120</u>	<u>0</u>	<u>120</u>
<i>(Average)</i>	<i>(287)</i>	<i>(91)</i>	<i>(378)</i>
<u>Manassas Area</u>			
The Oaks of Wellington	34	26	60
Park Place	36	112	148
Quarry Station	<u>40</u>	<u>39</u>	<u>79</u>
<i>(Average)</i>	<i>(110)</i>	<i>(177)</i>	<i>(287)</i>
Average	725	437	1,162
Percent of Total	62.4%	37.6%	100.0%
Proposed Unit Mix	14	64	78
Source: S. Patz & Associates, Inc.			

Project Amenities

Table 15 lists the project amenities at each of the apartments under study. All have either a clubhouse, or clubroom, with an on-site management office. Several have game rooms and most have fitness centers. Properties without in-unit washers and dryers all have laundry facilities. The Oaks of Wellington is the one comp with a swimming pool.

Poland Hill Senior apartments will have a fitness center, computer room, general community room, and onsite office for management. Washers and dryers are in each apartment unit within the stated rent.

Table 15: Project Amenities at Affordable Age-Restricted Apartment Properties, Poland Hill Senior Apartments Market Area, July, 2021

	<u>Clubroom</u>	<u>Salon</u>	<u>Game Room</u>	<u>Pool</u>	<u>Fitness</u>	<u>Laundry</u>
<u>Loudoun County</u>						
Woods at Birchwood	●	○	○	○	●	○
Cascades Village	●	○	●	○	●	●
Wingler House	●	●	●	○	●	●
<u>Fairfax County</u>						
Forest Glen I	●	○	●	○	●	●
Kendrick Court	●	○	●	○	●	●
Herndon Harbor House	●	○	○	○	○	●
<u>Manassas Area</u>						
The Oaks of Wellington	●	○	●	●	●	●
Park Place	●	●	●	○	●	○
Quarry Station	●	●	●	○	○	●
Proposed Amenities	●	○	○	○	●	○

Source: S. Patz & Associates, Inc.

Other Resident Data

The competitive apartment market has a wide range of rents and features, based on date built and location. A number of properties were built for a more moderate-income residents, such as Forest Glen and Herndon Harbor House. These properties have a higher percentage of one-bedroom units. Management at several of the properties under study report greater demand for two-bedroom units.

Combined, approximately 20 percent of all residents at these age-restricted properties are under the age of 62. Only five to 10 percent of residents are over the age of 80. The percentage of residents with Section 8 vouchers is likely 15 percent of total residents.

Thus, approximately 40 percent of the total number of residents at the properties under study are outside of the 62 to 79 age category and \$45,000± to \$62,000± income range.

General Occupancy LIHTC Apartment Properties

Eleven general occupancy, LIHTC apartments are located in the market area and within Loudoun County. These communities total approximately 1,450 apartment units. Based on our research, approximately ten percent (150±) of the residents at these properties are seniors.

Section III Conclusions

The above analysis described an extremely attractive proposal at the Poland Hill site for new age-restricted affordable housing, within an appealing setting in the South Riding community of south Loudoun County. This section of Loudoun County has realized considerable population growth over the past decade and is an established upscale neighborhood within Northern Virginia. All required public and commercial facilities needed to support the resident population exists. Medical services are convenient and the local highway system is excellent.

The analysis showed continued expected population and household growth in the defined market area and continued demand for new housing, particularly age-restricted housing. The defined market area has nine competitive affordable apartment properties for active seniors that are at a combined very low one percent vacancy rate.

Most of the defined competitive apartment properties are mature, with an outdated and inferior design compared with the Poland Hill Senior Apartments proposal. There are an abundance of one-bedroom units at these properties and a limited supply of two-bedroom units. The proposed rents at Poland Hill Senior Apartments are very competitive and likely below market. The following paragraphs will analyze the demand for new affordable, age-restricted housing and evaluate the Poland Hill proposal.

Analysis of Demand

Projection of New Pipeline Apartment Units

A new 119-unit building opened at Forest Glen and is in lease-up, as noted above. Twenty-four units have leased to date.

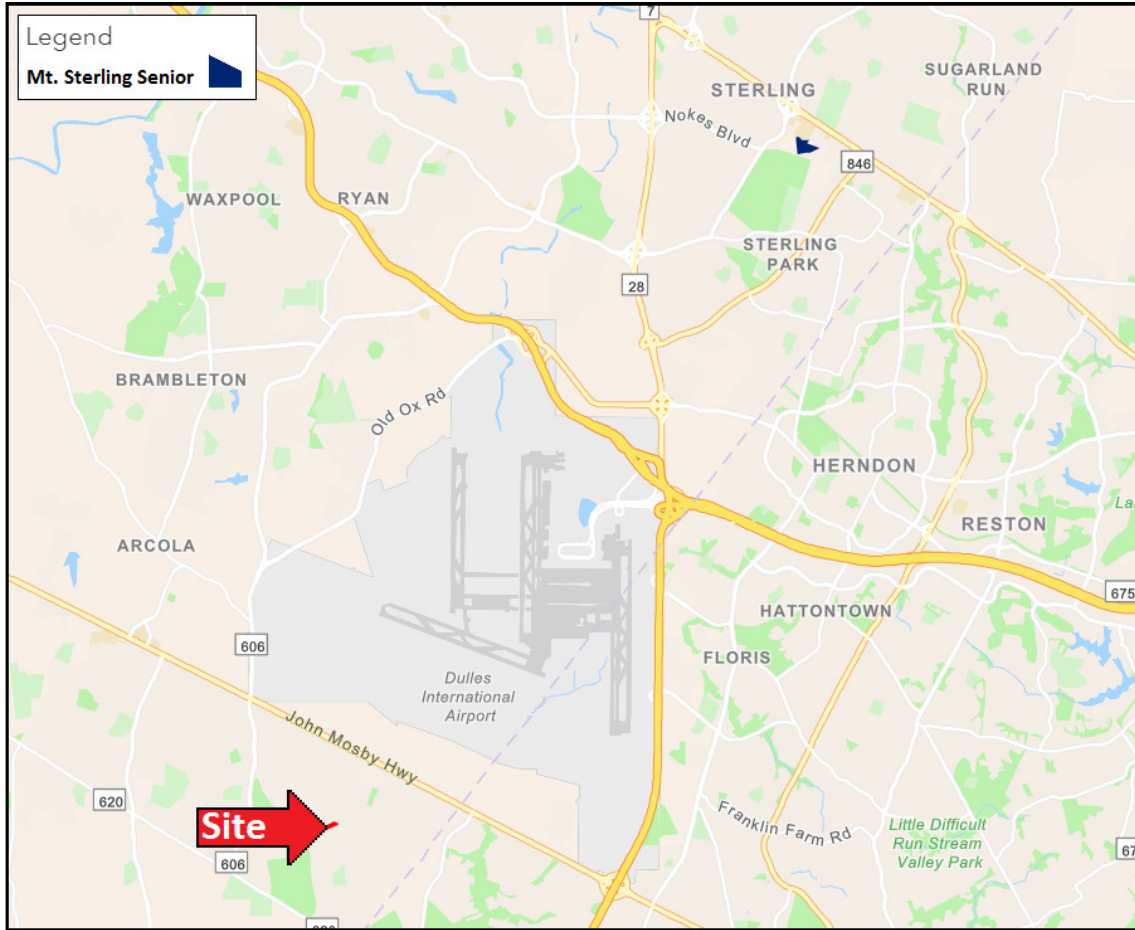
There is currently only one other affordable apartment complex in planning or under construction in the market area: **Mt. Sterling Senior**. Construction began in early-2021 on this 98-unit age- and income restricted apartment complex, which is located between Potomac View Road and Bartholomew Fair Drive (east of Cascades Parkway) in Sterling.

The table below details the unit characteristics at Mt. Sterling Senior Apartments. The complex will contain a mix of 79 one-bedroom and 19 two-bedroom units. All two-bedroom units will contain 1.5 bathrooms. Ten of the units will be restricted to 30% of AMI, while 24 units will be restricted to 50% of AMI and 64 apartments will be restricted to 60% of AMI. All two-bedroom units will be restricted to 60% of AMI.

<u>Unit Characteristics, Mt. Sterling Senior</u>				
	<u>30% of AMI</u>	<u>50% of AMI</u>	<u>60% of AMI</u>	<u>Total</u>
1BR/ 1BA	10	24	45	79
2BR/ 1.5BA	<u>0</u>	<u>0</u>	<u>19</u>	<u>19</u>
Total	10	24	64	98
Source: Arlington Partnership for Affordable Housing (APAH)				

The complex will feature onsite leasing and a property management suite, multipurpose spaces, and free Wi-Fi for all residents in units and shared community spaces. Unit amenities include in-unit washer/dryers. Management will provide onsite services and programs for senior residents.

Map H shows the locations of Mt. Sterling Senior Apartments, which is being built just south of Route 7 in Sterling, in eastern Loudoun County.



Map H - Locations of Pipeline Apartments

Shown next is a rendering and photo of the proposed and existing conditions of Mt. Sterling Senior. Construction is shown to be well underway. The rendering shows an elevator-served building with a contemporary design. Project opening is likely by mid-2022.



(Rendering)



(Existing Conditions)

Mt. Sterling Senior

In total, this pipeline proposal will add 64 age-restricted units with rents restricted to 60% of AMI to the market area.

In addition to the above are two proposed general occupancy LIHTC apartments, the 55-unit Brambleton Town Center South and 134-unit Tuscarora Crossing. Neither will have age restrictions and thus neither will be directly competitive with the Poland Hill Apartments proposal.

Demand Table

The Demand Table to follow shows an expected net growth of 400 age and income market area targeted households by 2024. Added to this total is an increase in demand of 30 percent of net growth of the target population to account for persons below and above the targeted age group, and for persons with lower incomes, but with housing vouchers. This add-on is a potential increase of demand of 120 households including 15 percent of residents with vouchers and a minimum of five percent of persons under 62 and over 79 years of age.

We excluded persons in substandard housing as part of the demand totals, as these households are accounted for by expected voucher holders and Northern Virginia has a limited number of substandard housing units, especially in the market area. The

elderly population who convert to rental housing are included in our demographic analysis. This is a new construction proposal.

In total, the market area has a projected gross growth of demand of 520 seniors who represent the potential demand for new affordable age-restricted housing, of the type under study for Poland Hill Senior Apartments, including the target market and the “add-on” market that is typical for age-restricted housing.

The current market is at near full capacity except for the 95 available units at the new building at Forest Glen. Mt. Sterling Senior will have 64 apartment units at 60% rents. Thus, the current supply (rounded) is 160 apartments. Thus, the net demand is 360 units.

<u>Demand Table (2020-2024)</u>	
	<u>Up to 60% of AMI</u>
New Rental Households	400
PLUS	
Existing Households - Over-Burdened (Rounded)	120
PLUS	
Existing Households-Substandard Housing	0
PLUS	
Elderly Households-Likely to Convert to Rental Housing	0
PLUS	
Existing Qualifying Tenants – to Remain After Renovation	0
Total Demand	520
MINUS	
Supply (includes directly comparable vacant units completed or in pipeline in PMA)	160 1/
EQUALS	
Net Demand	360
Proposed Units	78
Capture Rate	21.7%
Absorption Period (in months)	6
Notes: 1/ Units restricted to 60% of AMI only.	

The capture rate for the 78 proposed apartment units at Poland Hill Senior Apartments, within a market area with a potential growth demand of 360, is 21.7 percent. The capture rate for all targeted households is less than 3.0 percent.

Given the low vacancy rate in the market area, the lease-up success of Woods at Birchwood, the extensive wait lists at competitive properties and the quality of the subject proposal, a six-month lease-up period is projected, after active preleasing.

	<u>Number</u>
Project Wide Capture Rate – LIHTC Units	21.7%
Project Wide Capture Rate – Market Rate Units	N/A
Project Wide Capture Rate – All Units	21.7%
Project Wide Absorption Period	6 Months

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 Virginia Housing.
4. Neither I nor anyone at my firm has any interest in the proposed development or relationship with the ownership entity.
5. Neither I nor anyone at my firm nor anyone acting on behalf of my firm in connection with the preparation of this report has communicated to others that my firm is representing Virginia Housing or in any way acting for, at the request of, or on behalf of Virginia Housing.
6. Compensation for my services is not contingent upon this development receiving a LIHTC reservation or allocation.



Market Analyst

July 12, 2021

Date