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**Need and Demand Analysis For
Waxpool Apartments
21685 Romans Drive
Ashburn, Virginia 20147**

**Prepared For
Green Street Housing
212 East Main Street, Suite 200
Salisbury, Maryland 21801**

and

**Good Works, LP
102 West Washington Street
Middleburg, Virginia 20117**

**Effective Date
August 23, 2021**

**Date of Report
October 27, 2021**

Waxpool Apartments
21685 Romans Drive
Ashburn, Virginia 20147



October 27, 2021

Mr. Chase Powell
Green Street Housing
212 East Main Street, Suite 200
Salisbury, Maryland 21801

and

Good Works, LP
102 West Washington Street
Middleburg, Virginia 20117

Dear Mr. Powell:

Following is a market study which was completed for Green Street Housing, under the guidelines set forth by the Virginia Housing. The subject site is located at 21685 Romans Drive in Ashburn, Virginia. The developer is proposing to build a LIHTC multifamily development designed for families which will consist of one four-story elevator building containing 52 units, a meeting room, exercise room, computer room, office and maintenance area.

The purpose of the following market study is to determine if the community has a need for the subject units. To do so, the analyst, Samuel T. Gill, utilized data from the U.S. Census Bureau, Claritas and Ribbon Demographics and various other demographic resources. Community information and opinion was also utilized. This information was collected during a field survey conducted by Samuel T. Gill while visiting the site on August 23, 2021. An attempt was made to survey 100 percent of all housing in the area.

I certify that there is not now, nor will there be, an identity of interest between or among the applicant, contractor, architect, engineer, attorney, interim lender, subcontractors, material suppliers, equipment lessors or any of their members, directors, officers, stockholders, partners or beneficiaries without prior written identification to Virginia Housing and written consent to such identity of interest by Virginia Housing. All recommendations and conclusions are based solely on the professional opinion and best efforts of the analyst. This statement is given for the purpose of inducing the United States of America to make a loan as requested in the loan pre-application or application of which this statement is a part.

A handwritten signature in black ink that reads "Samuel T. Gill". The signature is written in a cursive, flowing style.

Samuel T. Gill
Market Analyst



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CERTIFICATION

This is to certify that a field visit was made by the market analyst or one of his associates and information was obtained from publications of federal, state and local agencies. Interviews were held with apartment owners or managers, local officials and others as appropriate who may be knowledgeable of the housing market in Ashburn.

In accordance with Virginia Housing, I hereby certify that the information provided in this Market Study was written according to Virginia Housing's market study requirements and is truthful and accurate to the best of my knowledge and belief. The estimates of demand for family housing made by this report are based on the assumption of a free market situation, unencumbered by local mores, affirmative fair housing marketing or prejudice toward the site location.

This is to affirm that I will receive no fees which are contingent upon approval of the project by Virginia Housing, before or after the fact, and that I will have no interest in the housing project.

A handwritten signature in cursive script that reads "Samuel T. Gill".

Samuel T. Gill
Market Analyst
Tax ID Number: 43-1352932

October 27, 2021



IDENTITY OF INTEREST

I understand and agree that Virginia Housing will consider an identity of interest to exist between the loan applicant as the party of the first part and general contractors, architects, engineers, attorneys, interim lenders, subcontractors, material suppliers or equipment lessors as parties of the second part under any of the following conditions:

1. When there is any financial interest of the party of the first part in the party of the second part;
2. When one or more of the officers, directors, stockholders or partners of the party of the first part is also an officer, director, stockholder or partner of the party of the second part;
3. When any officer, director, stockholder or partner of the party of the first part has any financial interest whatsoever in the party of the second part;
4. When the party of the second part advances any funds to the party of the first part other than an interim lender advancing funds to enable the applicant to pay for construction and other authorized and legally eligible expenses during the construction period;
5. When the party of the second part provides and pays on behalf of the party of the first part the cost of any legal services, architectural services or interim financing other than those of the survey, general superintendent or engineer employed by a general contractor in connection with obligations under the construction contract;
6. When the party of the second part takes stock or any interest in the party of the first part as part of the consideration to be paid them; and
7. When there exists or comes into being any side deals, agreements, contracts or undertakings entered into thereby altering, amending or canceling any of the required closing documents or approval conditions as approved by Virginia Housing.

I certify that there is not now, nor will there be, an identity of interest between or among the applicant, contractor, architect, interim lender, subcontractors, material suppliers, equipment lessors or any of their members, directors, officers, stockholders, partners or beneficiaries without prior written identification to Virginia Housing and written consent to such identity of interest by Virginia Housing. This statement is given for the purpose of inducing the United States of America to make a loan as requested in the loan pre-application or application of which this statement is a part.

There is no identity of interest between the loan applicant and the Market Analyst or Gill Group.

Samuel T. Gill
Market Analyst

October 27, 2021



NCHMA MEMBER CERTIFICATION



Formerly known as
National Council of Affordable
Housing Market Analysts

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

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

Samuel T. Gill
Gill Group

October 27, 2021

EXECUTIVE SUMMARY



Executive Summary

It is the opinion of the analyst that a market exists for the proposed construction of a 52-unit development designed for families and that there is no need for alterations of any kind. This recommendation is made based on the information included in this report and assuming that the project is completed as detailed in this report. Any changes to the subject could alter the findings in this report.

Project Description

The subject, Waxpool Apartments, is a proposed Low Income Housing Tax Credit multifamily development that will contain 52 rental units. The property is applying for an allocation of Low-Income Housing Tax Credits which will set the income eligibility to individuals earning 30 and 60 percent of the area median income, or between \$24,857 and \$34,830 and between \$48,309 and \$69,660, annually.

Waxpool Apartments will be comprised of one four-story elevator building containing 52 units, a meeting room, exercise room, computer room, office and maintenance area. The buildings will be of frame construction with brick/stone water table and cementitious lap siding with flat roofs.

The following chart lists the subject's proposed unit distribution by unit type, size and rent structure.

MAXIMUM LIHTC RENTS AND UTILITY ALLOWANCES							
Unit Type	# of Units	Avg. Square Feet	% of Median Income	Maximum LIHTC Rent	Gross Rent	Utility Allowance	Net Rent
1/1	4	715	30%	\$725	\$1,702	\$59	\$1,643
1/1	22	715	60%	\$1,451	\$1,409	\$59	\$1,350
2/2	4	985	30%	\$870	\$1,829	\$75	\$1,754
2/2	22	985	60%	\$1,741	\$1,691	\$75	\$1,616

The subject contains three sizes of one-bedroom units and three sizes of two-bedroom units. The sizes noted in the preceding chart represents the weighted average for each unit type. The rents for the units at 30 percent of the area median income are higher than the maximum allowable rent under the LIHTC program guidelines. However, the property will receive project-based vouchers for the units at 30 percent of the area median income. Therefore, the tenant will only pay 30 percent of his annual income toward rent. At no time will the tenant's portion of the rent exceed the maximum allowable rent under the LIHTC program guidelines.

Income Averaging

The developer is not electing to utilize the income averaging option.

Housing Profile

The rental housing stock in the market area is comprised of single-family homes and market-rate and subsidized/income-restricted apartment complexes. The current vacancy rate in surveyed subsidized/income-restricted apartment complexes is 3.5 percent. The current vacancy rate in surveyed market-rate apartment complexes is 3.1 percent.

The proposed development will not have an adverse impact on the market area. There were six income-restricted family developments confirmed in the market area. All of the properties have units with similar percent AMI. In addition, the majority of the comparables contain a waiting list. Therefore, the market area is not saturated.



Market Feasibility

CAPTURE RATE BY INCOME LIMITS - WITH SUBSIDY

	All Units @ 30% (\$0 - \$34,830)	All Units @ 60% (\$48,309 - \$69,660)	Project Total (\$0 - \$34,830 & \$48,309 - \$69,660)
Income Restrictions:			
All Units at Subject	0.7%	3.5%	2.2%

Overall, the market shows a net demand of 2,356 units for proposed units. The subject is a proposed development that will contain 52 units. The overall capture rate for all units is 2.2 percent. After researching the vacancy rates of the existing units in the area, it is firmly believed that the proposed development will satisfy a portion of the demand for the units within the market.

CAPTURE RATE BY INCOME LIMITS - WITHOUT SUBSIDY

	All Units @ 30% (\$24,857 - \$34,830)	All Units @ 60% (\$48,309 - \$69,660)	Project Total (\$24,857 - \$34,830 & \$48,309 - \$69,660)
Income Restrictions:			
All Units at Subject	2.4%	3.5%	3.2%

Overall, the market shows a net demand of 1,600 units for proposed units. The subject is a proposed development that will contain 52 units. The overall capture rate for all units is 3.2 percent. After researching the vacancy rates of the existing units in the area, it is firmly believed that the proposed development will satisfy a portion of the demand for the units within the market.

Absorption Estimate

The subject is a proposed family property that will contain a total of 52 units at 30 and 60 percent of the area median income. It is believed that the property will meet the demand for affordable housing in the market area. The absorption level is typically based on the most recent multifamily developments. There were three developments recently placed in service that provided lease-up data.

- BLVD Grammercy East is a 260-unit market-rate property that was placed in service June 2020. The property leased up at a rate of approximately 25 to 26 units per month.
- BLVD Flats is a 58-unit market-rate property that was placed in service October 2020. The property leased up at a rate of approximately 14 to 15 units per month.
- Ashburn Chase Apartments is a 98-unit LIHTC property that was placed in service December 2020 and leased up at a rate of approximately 21 to 22 units per month.

In addition, the analyst considered the opinions of apartment managers and local real estate agents, and the waiting list of the comparable affordable developments surveyed in the market area. It is estimated that the development could absorb 15 to 20 units per month, resulting in a 95 percent occupancy level within two to four months after the date it is placed in service.

Evaluation of Project

The subject site is located at 21685 Romans Drive. Therefore, the subject will have average visibility and easy access. The subject's site plan and project design will be similar to competing apartment developments. The subject's unit mix of one- and two-bedroom units will be suitable in the market. The subject's unit and project amenities will be competitive with the surveyed comparables, and the subject's rents will provide a good value to prospective tenants.



Positive/Negative Attributes

Strengths: The subject's location will be comparable to other developments in the market area. Its in-unit and common area amenities will be competitive with the other developments in the market area. When these factors are taken into consideration, the subject's proposed units will provide a good value to prospective tenants.

Weaknesses: There are no apparent weaknesses.

Conclusion

The subject can retain its required share of the market area for the following reasons:

- The subject's design and amenities will be competitive with other existing projects. Therefore, no modifications to the subject are necessary.
- Waxpool Apartments is a proposed 52-unit Low Income Housing Tax Credit complex. After researching the vacancy rates of the existing units in the area, it is firmly believed that the subject property satisfies a portion of the continued demand for the units within the market. Based on information concerning the vacancy rates and amount of time it takes to fill vacancies, it is estimated that a 95 percent occupancy level can be achieved in two to four months. Therefore, it is believed that the proposed development will absorb 15 to 20 units per month; reaching a stable occupancy level within two to four months.
- According to the past, present and future demographic and economic trends within the primary market area, it is the opinion of the analyst that the proposed development is suitable for the market area. Given the current acceptable vacancy rates for affordable properties, the development will not have an adverse effect on the existing rental comparables and the anticipated pipeline additions to the rental base.

INTRODUCTION AND SCOPE OF WORK



Introduction and Scope of Work

The Scope of Work Rule requires us to gather and analyze information about those assignment elements that are necessary to properly identify the problem to be solved. According to the Standards Rule 1-2, identification of the problem to be solved requires us to identify the following assignment elements.

- Client and any other intended users: The client for this market study assignment is Green Street Housing. The developers for this project are Green Street Housing and Good Works, LP. The intended users of the report are Green Street Housing; Good Works, LP; Loudoun County Office of the County Administrator, Housing; Virginia Housing DHCD Affordable Special Needs Housing Program (ASNH); and Virginia Housing. No other users are intended.
- Intended use of the analyst's opinions and conclusions: The intended use of this market study is to apply for Low Income Housing Tax Credits through Virginia Housing.
- Effective date of the analyst's opinions and conclusions: The effective date of the rental estimate is August 23, 2021.
- Subject of the assignment and its relevant characteristics: The subject property is a proposed 52-unit apartment complex to be known as Waxpool Apartments. It is located on the south side of Romans Drive, west of Ashburn Village Road and north of Waxpool Road. Its physical address is 21685 Romans Drive.
- Assignment conditions: Assignment conditions include assumptions, extraordinary assumptions, hypothetical conditions, supplemental standards, jurisdictional exceptions, and other conditions that affect the scope of work. The following assumptions are used in this market study assignment:
 - An environmental audit was not provided. I am not qualified to complete an environmental audit. The stated opinion of rental rates is predicated on the assumption that no hazardous substances or conditions materially affect the subject property.
 - The Americans with Disabilities Act (ADA) became effective January 26, 1992. No specific compliance survey or analysis of the identified property has been made to determine whether it is in conformity with the various detailed requirements of the ADA. It is possible that a compliance survey of the property together with a detailed analysis of the requirements of the ADA could reveal that the property will not comply with one or more of the requirements of the Act. If so, this fact could have an adverse impact upon the value of the property. Since there is no direct evidence relating to this issue, it is assumed that no substantial immediate outlays will be mandated by governing authorities to meet ADA requirements.
- The building improvements meet all governing codes, unless otherwise noted in this report.



An **extraordinary assumption**¹ is defined as:

An assignment-specific assumption as of the effective date regarding uncertain information used in an analysis, which, if found to be false, could alter the appraiser's opinions or conclusions. Uncertain information might include physical, legal or economic characteristics of the subject property; or conditions external to the property, such as market conditions or trends; or the integrity of data used in an analysis.

An extraordinary assumption may be used in an assignment only if:

- It is required to properly develop credible opinions and conclusions;
- The analyst has a reasonable basis for the extraordinary assumption;
- Use of the extraordinary assumption results in a credible analysis; and
- The analyst complies with the disclosure requirements set forth in USPAP for extraordinary assumptions.²

The following extraordinary assumptions are used in this market study consultation assignment: *The market study was written under the extraordinary assumption that the property will be constructed as indicated in the Scope of Work. This market study was written under the extraordinary assumption that there are no long term impacts from the COVID-19 pandemic.*

A **hypothetical condition**³ is defined as:

A condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results but is used for the purpose of analysis. Hypothetical conditions are contrary to known facts about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market condition or trends; or about the integrity of data used in an analysis.

A hypothetical condition may be used in an assignment only if:

- Use of the hypothetical condition is clearly required for legal purposes, for purposes of reasonable analysis, or for purposes of comparison;
- Use of the hypothetical condition results in a credible analysis; and
- The analyst complies with the disclosure requirements set forth in USPAP for hypothetical conditions.⁴

The following hypothetical condition are used in this market study consultation assignment: *The market rents in the need and demand analysis were determined under the hypothetical condition that the subject will be unrestricted or conventional and not subject to any rent restrictions.*

¹ Uniform Standards of Professional Appraisal Practice, 2020-2021 Edition (The Appraisal Foundation, 2020), pg. 4

² Uniform Standards of Professional Appraisal Practice, 2020-2021 Edition (The Appraisal Foundation, 2020), pg. 14

³ Uniform Standards of Professional Appraisal Practice, 2020-2021 Edition (The Appraisal Foundation, 2020), pg. 4

⁴ Uniform Standards of Professional Appraisal Practice, 2020-2021 Edition (The Appraisal Foundation, 2020), pg. 14



This market study was completed in accordance with the requirements set forth in Virginia Housing's 2021 Market Study Guidelines.

Samuel T. Gill, a State Certified General Real Estate Appraiser, oversaw and supervised all data collection and analysis and performed the research. The following actions were taken to complete this appraisal.

- On August 23, 2021, Samuel T. Gill conducted an inspection of the subject property.
- The purpose of this market study is to determine if the community has a need for the subject units. To do so, the analysts utilize data from the U.S. Census Bureau, Claritas and Ribbon Demographics and various other demographic resources. Community information and opinion was also utilized. The research retrieved data from several of the following: internet sites, local newspapers and rental publications, city records, owners and managers of local apartment properties, local real estate brokers, fellow analysts and the analyst's office files.
- During the week of August 23, 2021, Samuel T. Gill inspected the exterior of each comparable property used in the analysis. When available, Samuel T. Gill inspected the interiors of the comparable properties. Unit sizes were measured when an interior inspection was available, or from floor plans (excluding balconies/patios and mechanical areas) if available.
- During the verification process, Samuel T. Gill, or one of his associates, talked with the managers or leasing agents of the comparable properties, to confirm all data and to collect additional information about each comparable, including size, age, amenities, occupancy rates and general market information. Whenever possible, floor plans and brochures were obtained, which describe the comparable properties unit size, feature and amenities.

PROPERTY DESCRIPTION



Property Description

Project Name: Waxpool Apartments
 Location: 21685 Romans Drive
 Ashburn, Virginia
 Project Type: Family
 Construction Type: New Construction
 Developers: Green Street Housing and Good Works, LP
 Area Median Family Income: \$63,400

The subject, Waxpool Apartments, is a proposed Low Income Housing Tax Credit multifamily development that will contain 52 rental units. The property is applying for an allocation of Low-Income Housing Tax Credits which will set the income eligibility to individuals earning 30 and 60 percent of the area median income, or between \$24,857 and \$34,830 and between \$48,309 and \$69,660, annually. The developer is not electing to use the income-average minimum set-aside option.

Project Design

Waxpool Apartments will be comprised of one four-story elevator building containing 52 units, a meeting room, exercise room, computer room, office and maintenance area. The buildings will be of frame construction with brick/stone water table and cementitious lap siding with flat roofs. The property will not be a scattered site development.

Unit Features

Each unit will contain the following amenities: refrigerator, range/oven, dishwasher, microwave, washer, dryer, vinyl, ceramic tile and blinds.

Common Amenities and Services

The property will provide the following project amenities: meeting room, exercise room, computer room, office and maintenance area. In addition, the property will have an easement in place with the master developer to access the site amenities of the mater development including two parks, a multi-purpose tennis/basketball court and playground. The property will have free internet access in the computer room.

Parking

The property will contain access to 43 surface parking spaces and 48 podium spaces, for a ratio of 1.75 parking spaces per unit. There will be no charge to the tenants. Therefore, the parking will be adequate for the proposed development.

Utilities

The following table describes the project's utility combination.

UTILITY SCHEDULE		
Utility	Type	Who Pays
Heat	Central Electric	Tenant
Air Conditioning	Central Electric	Tenant
Hot Water	Electric	Tenant
Cooking	Electric	Tenant
Other Electric	Electric	Tenant
Cold Water/Sewer	N/A	Landlord
Trash Collection	N/A	Landlord



Unit Mix, Size and Rent Structure

The following chart lists the subject's proposed unit mix.

Unit Type	# of Units	Square Feet	Total Square Footage
1/1	11	684	7,524
1/1	8	695	5,560
1/1	7	788	5,516
2/2	7	934	6,538
2/2	3	954	2,862
2/2	16	1,013	16,208
	52		44,208

The following chart lists the subject's proposed unit distribution by unit type, size and rent structure.

MAXIMUM LIHTC RENTS AND UTILITY ALLOWANCES							
Unit Type	# of Units	Avg. Square Feet	% of Median Income	Maximum LIHTC Rent	Gross Rent	Utility Allowance	Net Rent
1/1	4	715	30%	\$725	\$1,702	\$59	\$1,643
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2/2	4	985	30%	\$870	\$1,829	\$75	\$1,754
2/2	22	985	60%	\$1,741	\$1,691	\$75	\$1,616

The subject contains three sizes of one-bedroom units and three sizes of two-bedroom units. The sizes noted in the preceding chart represents the weighted average for each unit type. The rents for the units at 30 percent of the area median income are higher than the maximum allowable rent under the LIHTC program guidelines. However, the property will receive project-based vouchers for the units at 30 percent of the area median income. Therefore, the tenant will only pay 30 percent of his annual income toward rent. At no time will the tenant's portion of the rent exceed the maximum allowable rent under the LIHTC program guidelines.

The subject property will attract residents with incomes below \$24,857 and \$34,830 and between \$48,309 and \$69,660, annually.

LIHTC INCOME LIMITS		
Person in Households	30%	60%
1	\$27,090	\$54,180
2	\$30,960	\$61,920
3	\$34,830	\$69,660
4	\$38,700	\$77,400
5	\$41,820	\$83,640
6	\$44,910	\$89,820

Source: HUD

Tenant Services

The developer will be partnering with Northern Virginia Family Services to provide tenant services to the residents.

Scope of Work

The developer anticipates a total construction cost of \$11,600,000 for the proposed 52-unit property. The construction is anticipated to begin in June 2022 and end in July 2023.



Location/Site Characteristics

The property site contains approximately 359,370 square feet, or 8.25 acres, and is currently zoned R-24, Multifamily Residential. The subject will be a legal, conforming use. The subject site consists of one parcel. Therefore, it is not a scattered site development. The subject is located in Census Tract #6110.19.

The neighborhood is comprised of a mixture of commercial properties, multifamily properties, single-family residences and vacant land. Commercial properties and multifamily properties are located north of the site. Commercial properties are located east of the subject. Vacant land, commercial properties and multifamily properties are located south of the subject. Sports fields, vacant land and single-family residences are located west of the subject. The neighborhood is 90 percent built up. Approximately 50 percent of the land use is made up of commercial properties. Another 20 percent is single-family properties. Approximately 20 percent is multifamily properties. The remaining 10 percent is vacant land. The area is mostly suburban. The subject site is located along Romans Drive, north of Waxpool Road. Therefore, the subject will have average visibility and easy access.

SITE EVALUATION



Project Location

The proposed development will contain 52 family units in Ashburn, Virginia. Ashburn is located in the northern portion of the State of Virginia. Nearby cities include the following: Broadlands, University Center, Lansdowne, Moorefield Station, Countryside, Sterling, Dulles Town Center and Loudoun Valley Estates.

The primary market area consists of the following census tracts: 6110.04, 6110.05, 6110.06, 6110.12, 6110.13, 6110.14, 6110.15, 6110.16, 6110.17, 6110.18, 6110.19, 6110.20, 6110.22, 6110.23 and 6110.24. The market area has the following boundaries: North – Sycolin Creek; East – Harry Byrd Highway and Sully Road; South – Old Ox Road, Dulles Greenway, Ryan Road, State Highway 772, Croson Lane, State Highway 659, Alford Road, Beaverdam Reservoir, Beaverdam Creek, State Highway 722, State Highway 621, Lenah Run and U.S. Highway 50; and West – U.S. Highway 15. This is the area from which the subject would normally draw its applicants.

Major highways in Loudoun County include U.S. Highways 15 and 50; State Highways 7, 28 and 267; and County Highways 9, 287 and 611. The subject is located in the western portion of the CDP. The subject is located at the intersection of Waxpool Road and Ashburn Village Boulevard.

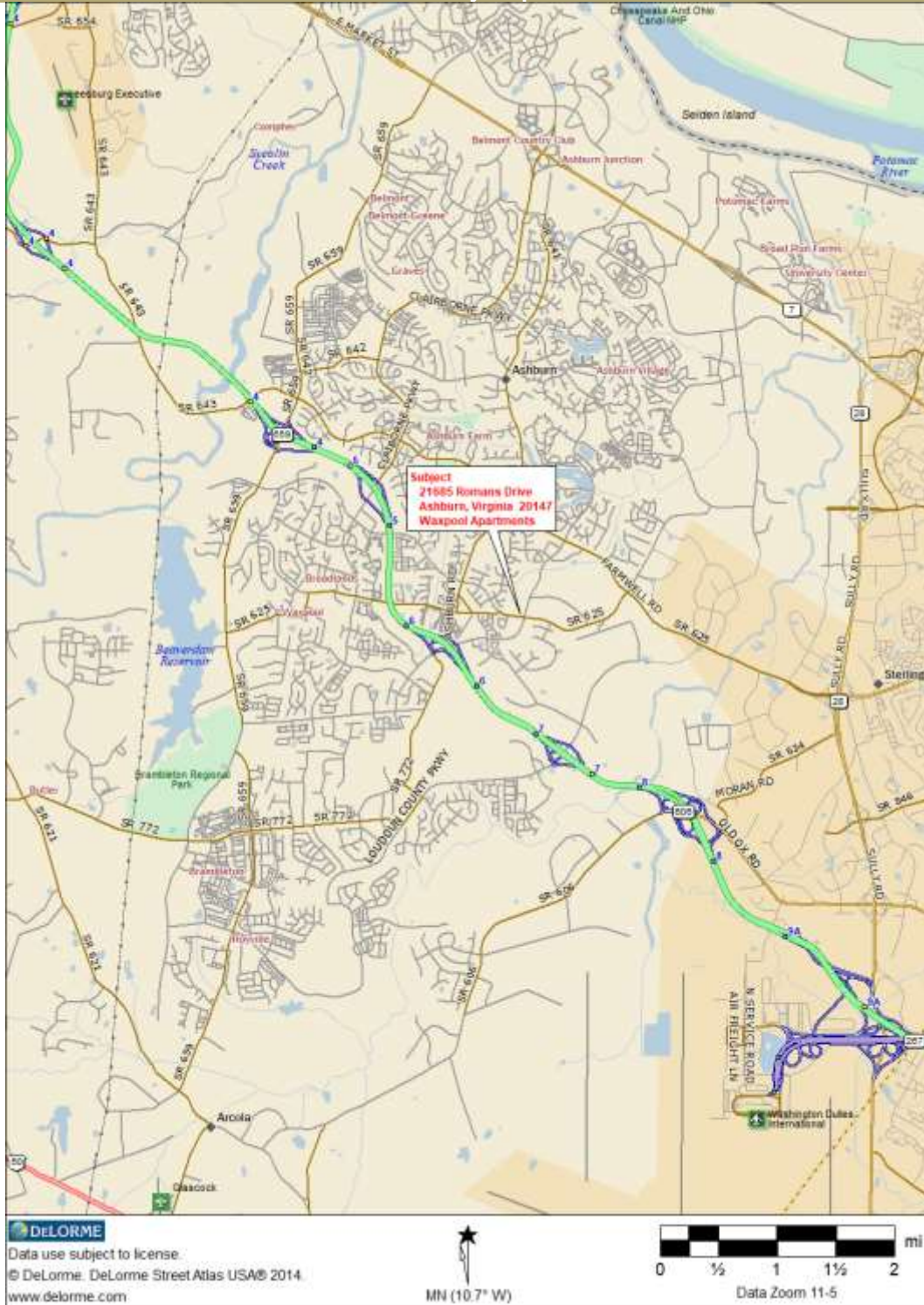


Location Map





Vicinity Map





Community and Site Information

Site Characteristics

The subject site is located in a commercial and residential neighborhood in the southern portion of Ashburn. The subject is located along Romans Drive.

The property is easily accessed via Romans Drive. Romans Drive connects to Ashburn Village Boulevard, which connects to Waxpool Road. Ashburn Village Boulevard and Waxpool Road are major thoroughfares throughout the subject's neighborhood.

The property site contains approximately 359,370 square feet, or 8.25 acres, and is currently zoned R-24, Multifamily Residential. The subject will be a legal, conforming use. The subject site consists of one parcel. Therefore, it is not a scattered site development. The subject is located in Census Tract #6110.19.

Surrounding Land Uses

The neighborhood is comprised of a mixture of commercial properties, multifamily properties, single-family residences and vacant land. Commercial properties and multifamily properties are located north of the site. Commercial properties are located east of the subject. Vacant land, commercial properties and multifamily properties are located south of the subject. Sports fields, vacant land and single-family residences are located west of the subject. The neighborhood is 90 percent built up. Approximately 50 percent of the land use is made up of commercial properties. Another 20 percent is single-family properties. Approximately 20 percent is multifamily properties. The remaining 10 percent is vacant land. The area is mostly suburban.





Subject Photos



View of Site



View of Site



View of Site



View of Street



Nearby Employment Opportunities

Most market area tenants have white collar occupations. According to the Claritas and Ribbon Demographics, approximately 81.5 percent of the market area works in white collar industries, while 7.7 percent work in blue collar occupations, and the remaining 10.8 work in the service and farming sectors.

Regional and Area Data

Parks and Recreational Opportunities

The Loudoun County Parks, Recreation and Community Services Department offers numerous recreational opportunities including, but not limited to, the following:

- **Parks & Trails** - Ashburn Park, Banshee Reeks Nature Preserve, Beth Miller Park, Bles Park, Brambleton Community Park, Byrne's Ridge, Chick Ford & Ryan Bickel Fields, Claude Moore Park, Corner Hall Park, Countryside Park, Dawson Corner Neighborhood Park, East Gate Park, Edgar Tillett Memorial Park, Evergreens Mills Equestrian & Hiking Trail, Evermore Park, Goshen Corner Park, Kephart Bridge Landing, Potomac Heritage National Scenic Trail, Potomac Lakes Sportsplex, Trailside Park, Vestals Gap Overlook Park and Wood Grove Park.
- **Loudoun County Adult Centers** - Eastern Loudoun Adult Day Center, Leesburg Adult Day Center and Mac Brownell Adult Day Center.
- **Community Centers** - Bluemont Community Center, Douglass Community Center, Loudoun Valley Community Center, Lovettsville Community Center, Lockett's Community Center, Philmont Community Center and Sterling Community Center.
- **Historical and Cultural Sites** - Arcola Slave Quarters, Carver Center, E.E. Lake General, Store, Franklin Park Performing & Visual Arts Center, Loudoun Heritage Farm Museum and the Settle Dean Cabin.
- **Swimming and Aquatic Facilities** - Franklin Park Pool, Round Hill Indoor Aquatic Center, Lovettsville Community Center Outdoor Pool, Dulles South Recreation & Community Center Aquatic Center and Claude Moore Recreation and Community Center indoor swimming pool.

Furthermore, the department offers several different programs, classes, after-school programs, childcare programs, summer camps, teen events and programs. festivals, special events, sports programs and senior recreation throughout the year.

Government/Public Safety

Loudoun County government has many advisory boards, commissions and committees which provides direct involvement opportunities for residents.

Utilities

Loudoun Water provides water and sewer services to the residents of the CDP of Ashburn. Electricity is provided by Ashburn Electric, LLC. Natural gas is provided by Columbia Gas. Basic telephone services are provided by Comcast and CenturyLink.

Health Services

Inova Loudoun Hospital is located in the City of Leesburg, and services all residents in the county. Additional healthcare facilities in the area include Ashburn Walk-In Clinic & Primary Care; ExpressCare Urgent Care Center; Medics USA; AllCare Family Medicine & Urgent Care; Potomac Psychological Center, LLC; Loudoun Walk-In Medical Center; HiGi Medical Clinic; Capitol Family Medicine, PLC; Eye & Vision Care of Ashburn; Broadlands Family Practice – Ashburn; Comprehensive Primary Care; Vital Health and Aesthetics; and Leesburg Medical Clinic.

Transportation

Major highways in Loudoun County include U.S. Highways 15 and 50; State Highways 7, 28 and 267; and County Highways 9, 287 and 611. Interstate and intrastate bus services are provided by Greyhound, with a bus stop at Bedford Springs Terrace in the CDP of Ashburn. The nearest major airport is the



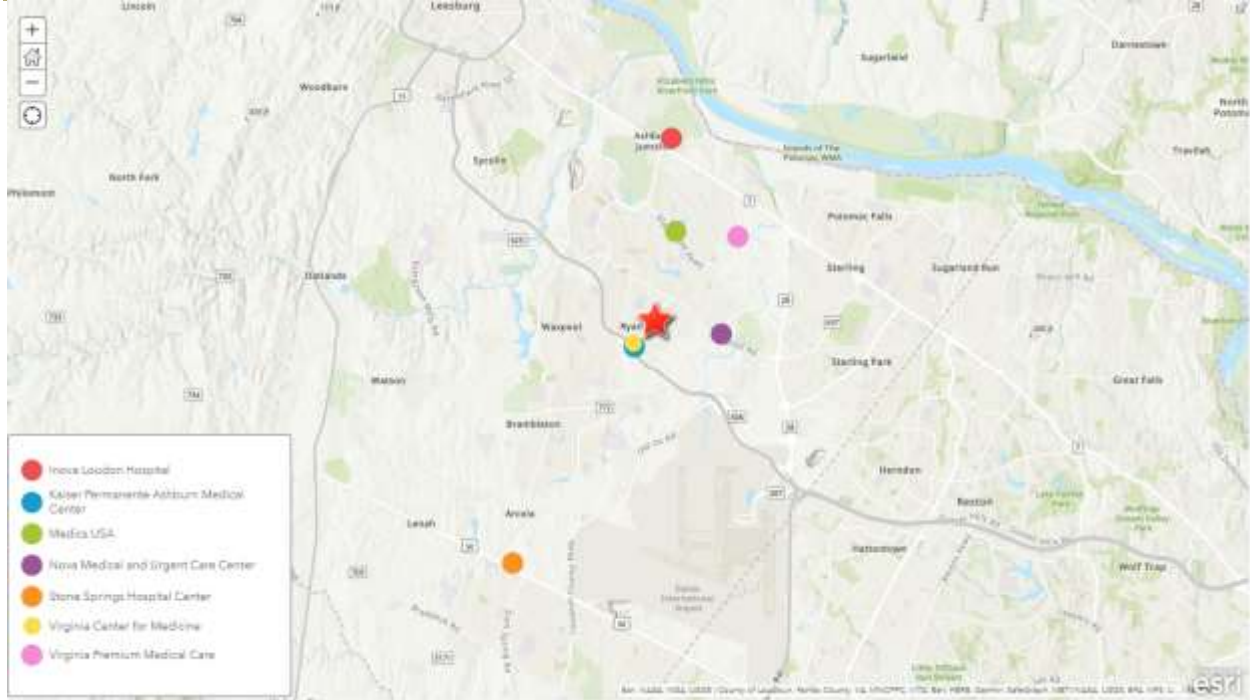
Washington Dulles International Airport in Dulles, Virginia, five miles southeast of Ashburn. Loudoun County Transportation System provides transit and commuter services throughout Loudoun County.

Crime

According to AreaVibes, approximately 90 per 100,000 residents are victims of a violent crime annually, and approximately 710 per 100,000 residents are victims of a property crime each year. The crime rate for the city is 68.0 percent lower than for the nation. The total number of crimes in the city has decreased 1.0 percent within the past year, according to AreaVibes. In the city, there is a 1 in 1,113 chance of being the victim of a violent crime and a 1 in 141 chance of being the victim of a property crime. The life cycle is generally in the stability stage. There are no major adverse influences or hazards observed or known by the appraiser in the immediate surrounding area.

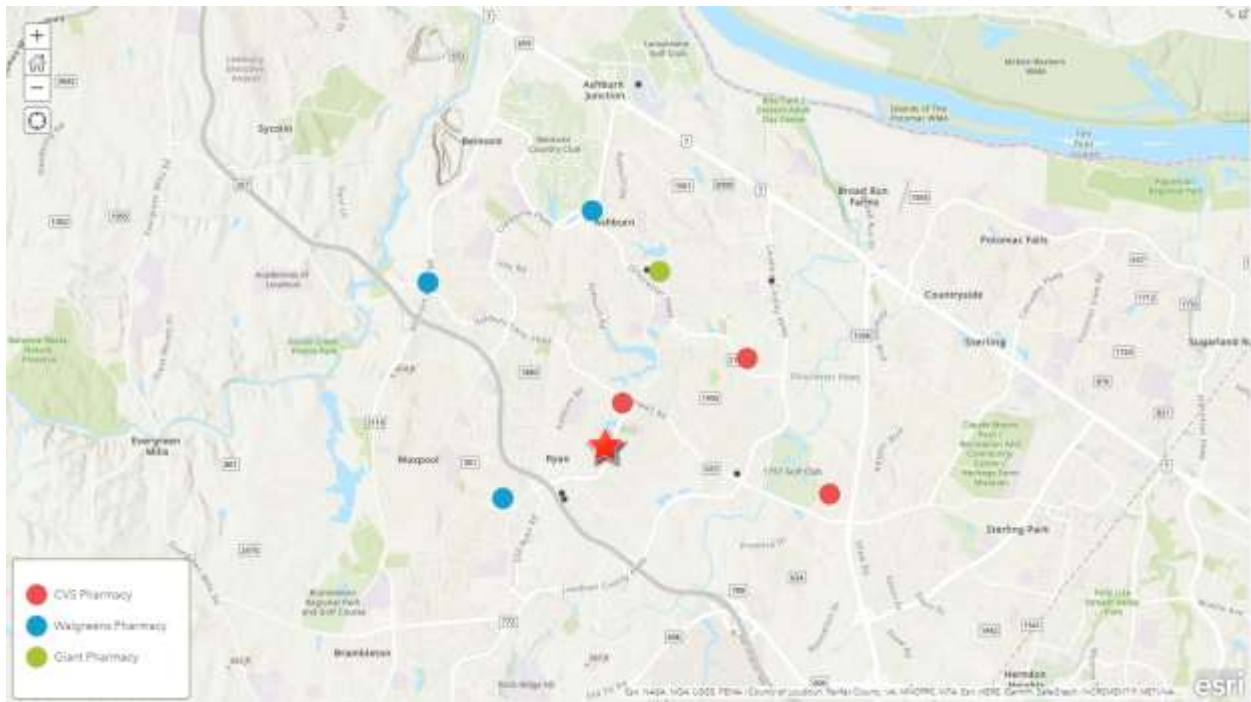


Community Services Maps and Legends

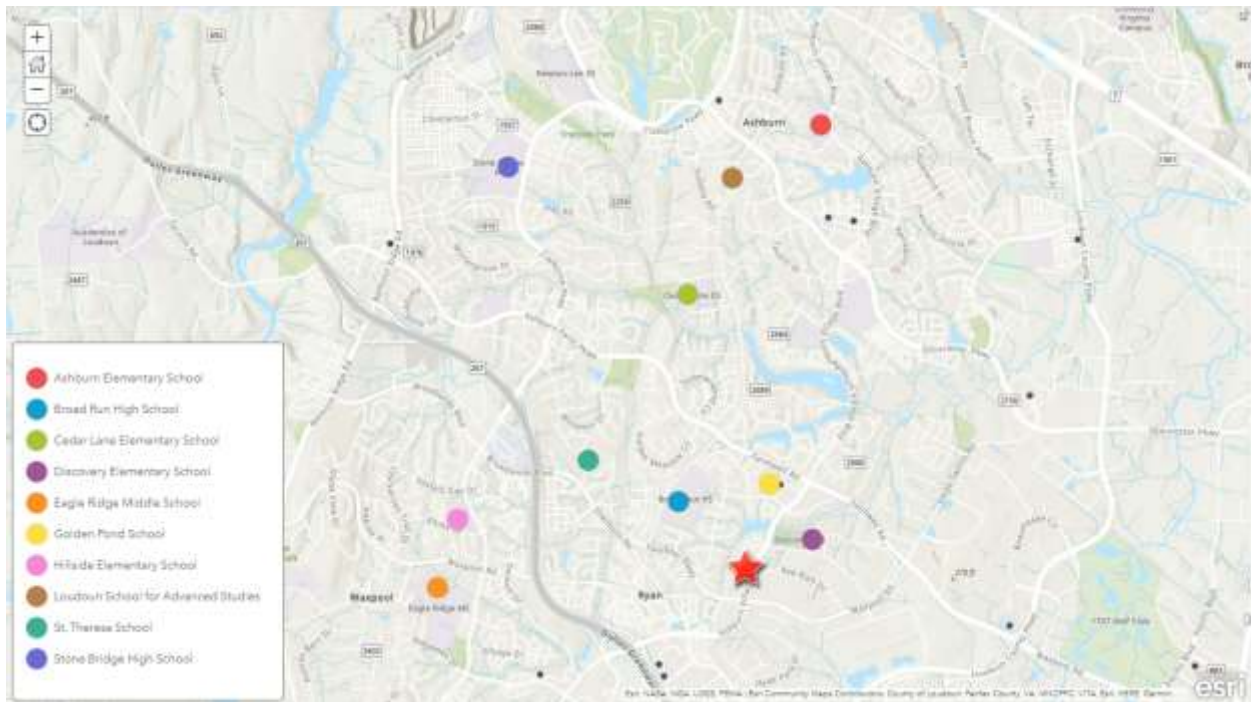


MEDICAL FACILITIES

Service	Distance From Site (in Miles)
Kaiser Permanente Ashburn Medical Center	0.9
Virginia Center for Medicine	1.0
Nova Medical and Urgent Care Center	2.6
Medics USA	2.6
Virginia Premium Medical Care	4.3
Inova Loudon Hospital	5.7
Stone Springs Hospital Center	8.0

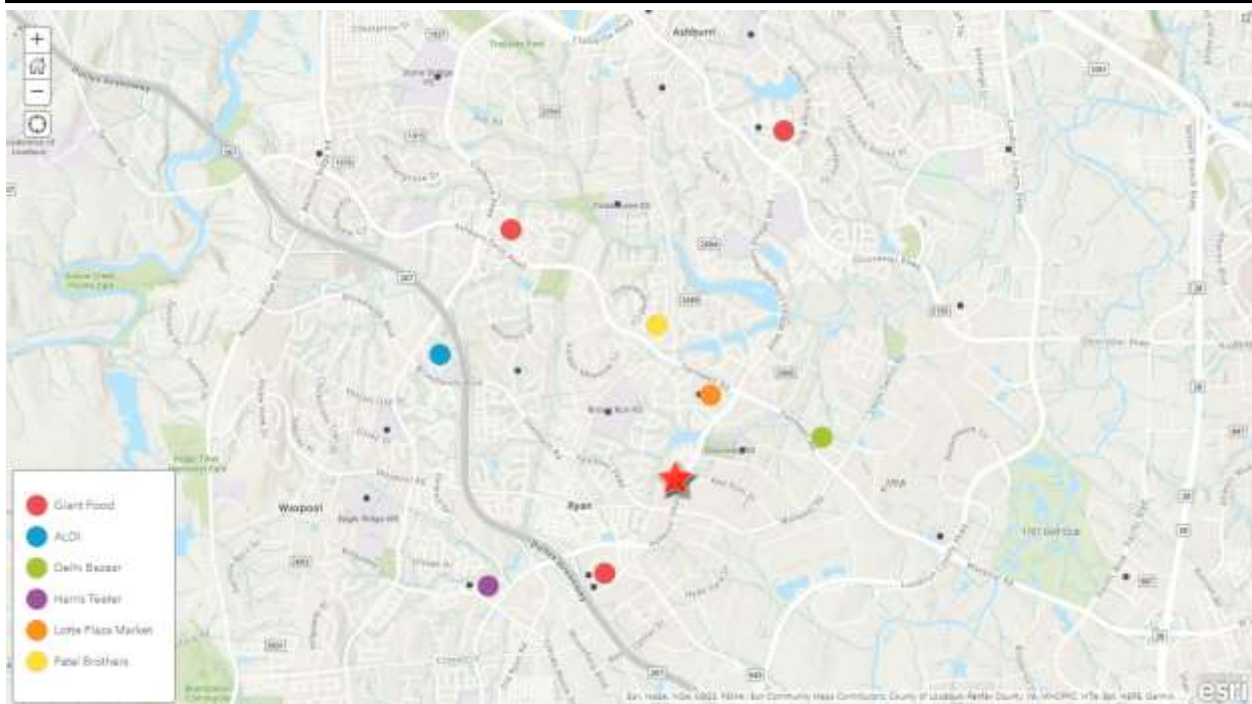


PHARMACIES	
Service	Distance From Site (in Miles)
CVS Pharmacy	0.9
Walgreens Pharmacy	1.5
CVS Pharmacy	2.5
Giant Pharmacy	2.6
CVS Pharmacy	3.1
Walgreens Pharmacy	3.7
Walgreens Pharmacy	3.8



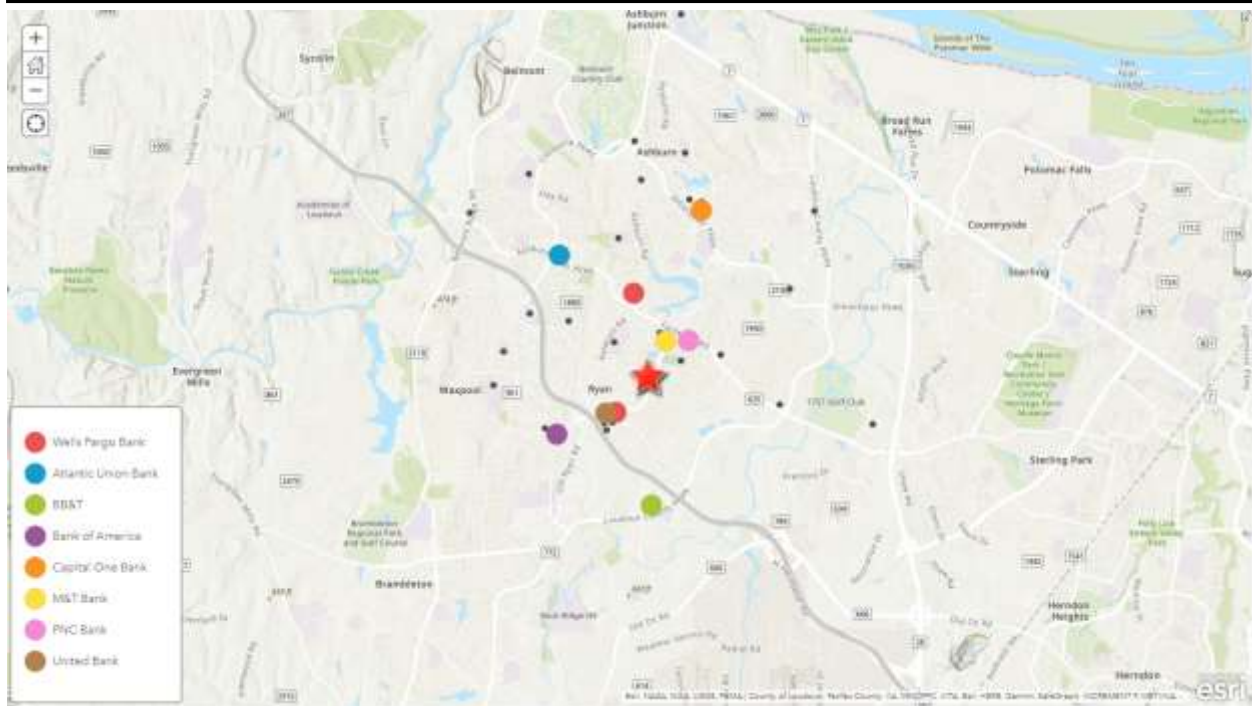
SCHOOLS

Service	Distance From Site (in Miles)
Discovery Elementary School	0.7
Golden Pond School	0.9
Broad Run High School	1.3
St. Theresa School	1.5
Hillside Elementary School	2.0
Eagle Ridge Middle School	2.2
Cedar Lane Elementary School	2.7
Loudoun School for Advanced Studies	3.3
Ashburn Elementary School	3.3
Stone Bridge High School	3.7



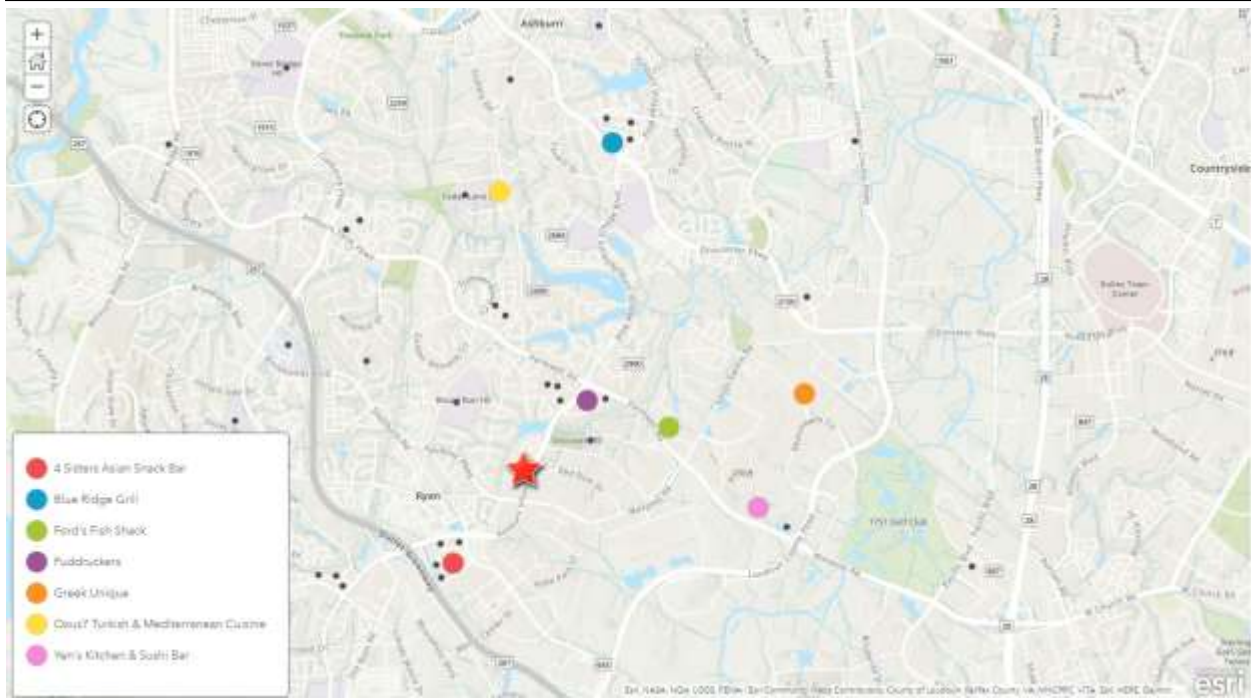
GROCERY STORES/SUPERMARKETS

Service	Distance From Site (in Miles)
Giant Food	0.8
Lotte Plaza Market	0.8
Delhi Bazaar	1.5
Harris Teeter	1.6
Patel Brothers	1.7
ALDI	1.8
Giant Food	2.6
Giant Food	2.6



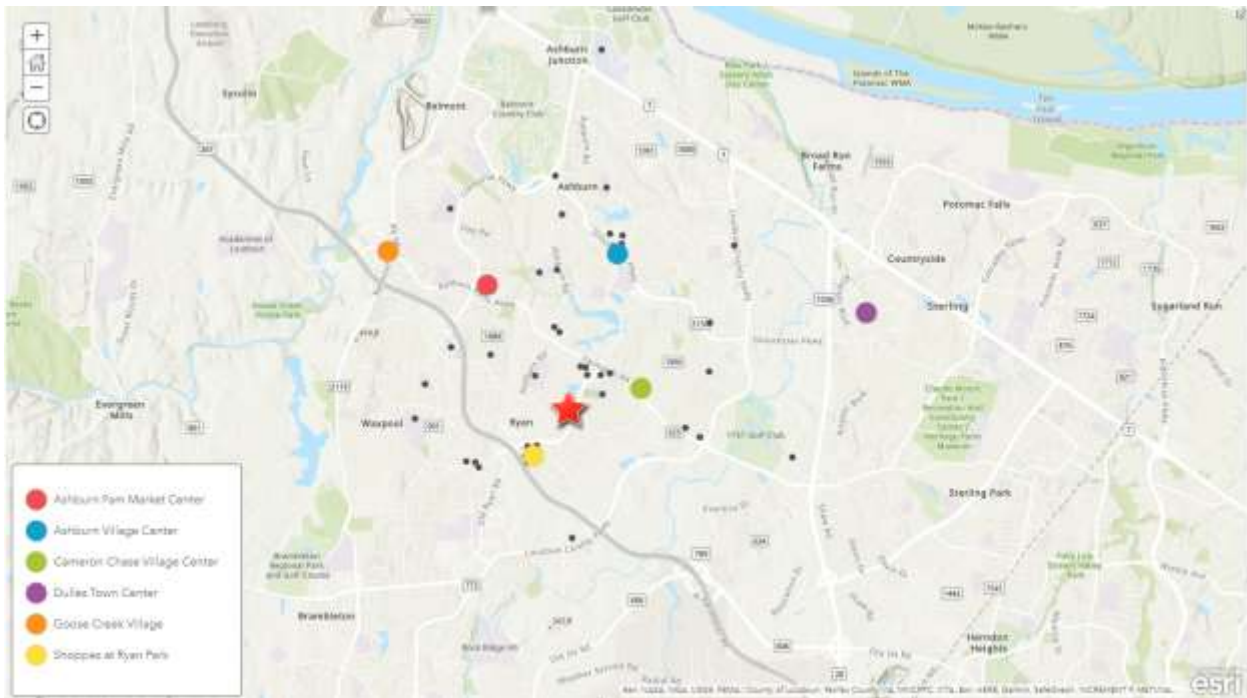
BANKS/LENDING INSTITUTIONS

Service	Distance From Site (in Miles)
Wells Fargo Bank	0.8
M&T Bank	0.8
United Bank	0.8
PNC Bank	0.9
Bank of America	1.4
Wells Fargo Bank	1.8
BB&T	2.4
Capital One Bank	2.5
Atlantic Union Bank	2.7



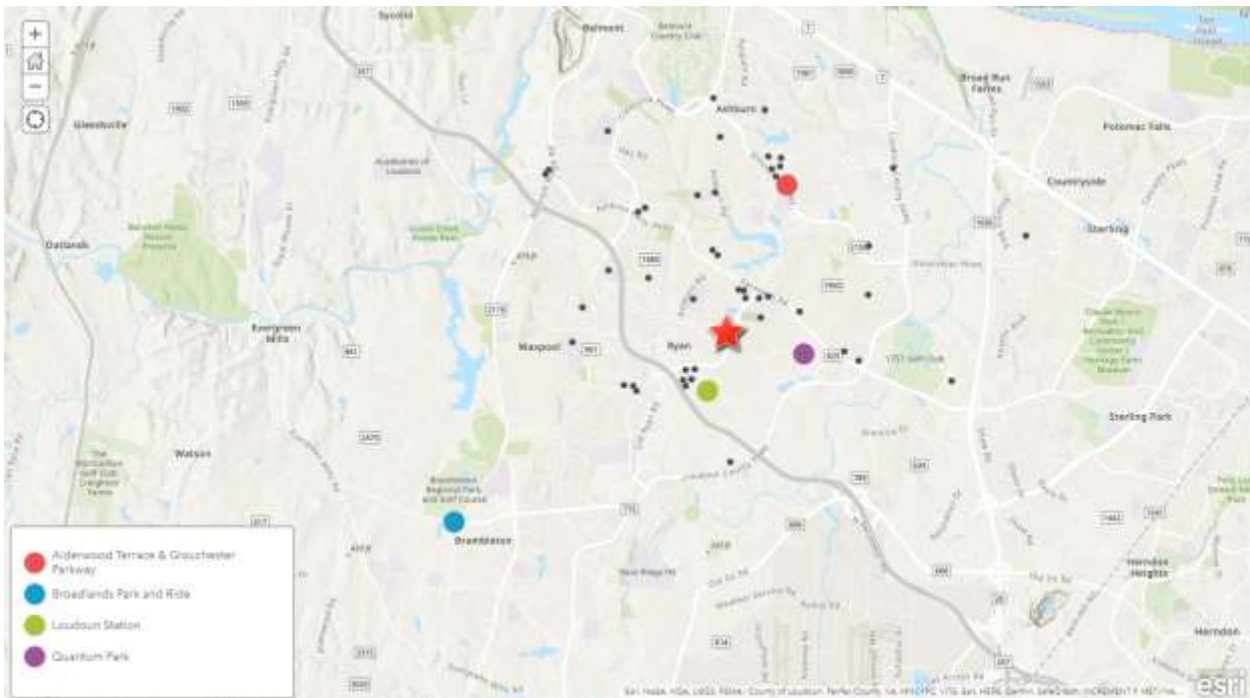
RESTAURANTS

Service	Distance From Site (in Miles)
4 Sisters Asian Snack Bar	0.7
Fuddruckers	0.9
Ford's Fish Shack	1.5
Yen's Kitchen & Sushi Bar	1.8
Greek Unique	2.2
Oxus7 Turkish & Mediterranean Cuisine	2.4
Blue Ridge Grill	2.5



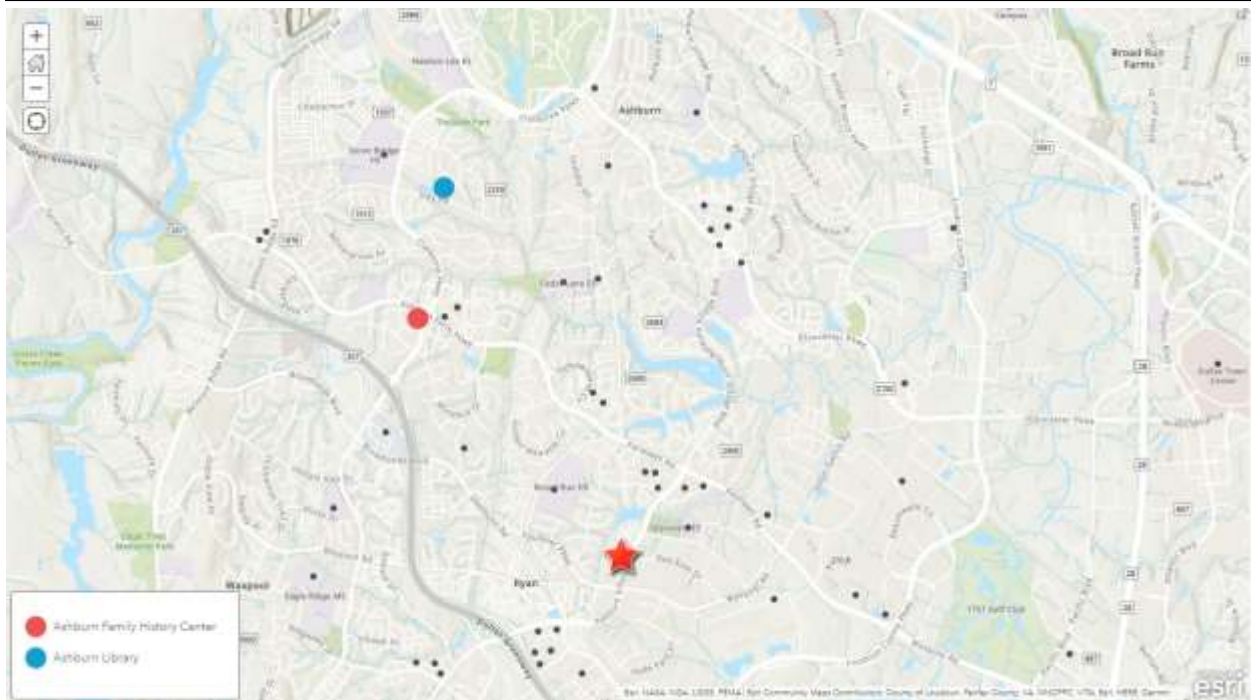
SHOPPING

Service	Distance From Site (in Miles)
Shoppes at Ryan Park	0.7
Cameron Chase Village Center	1.5
Ashburn Village Center	2.6
Ashburn Fam Market Center	2.8
Goose Creek Village	3.7
Dulles Town Center	4.3

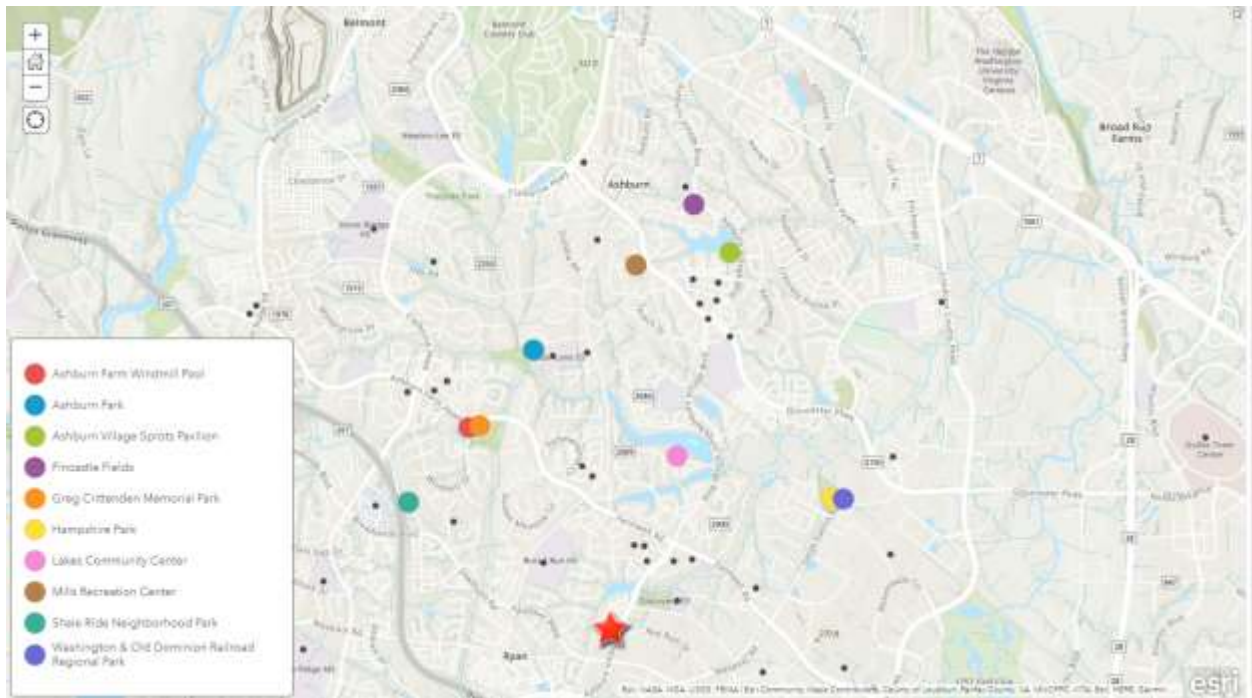


TRANSPORTATION

Service	Distance From Site (in Miles)
Broadlands Park and Ride	1.1
Loudoun Station	1.1
Alderwood Terrace & Gloucester Parkway	2.4
Quantum Park	2.8

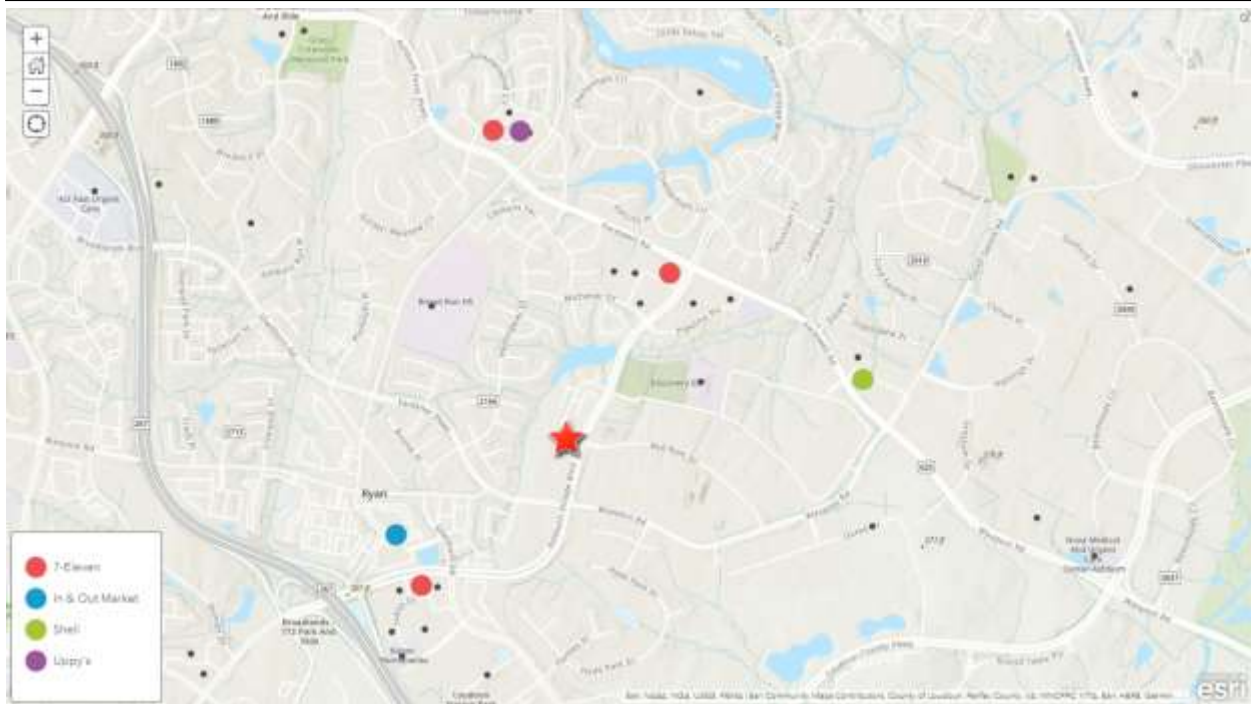


LIBRARIES	
Service	Distance From Site (in Miles)
Ashburn Family History Center	2.8
Ashburn Library	3.6



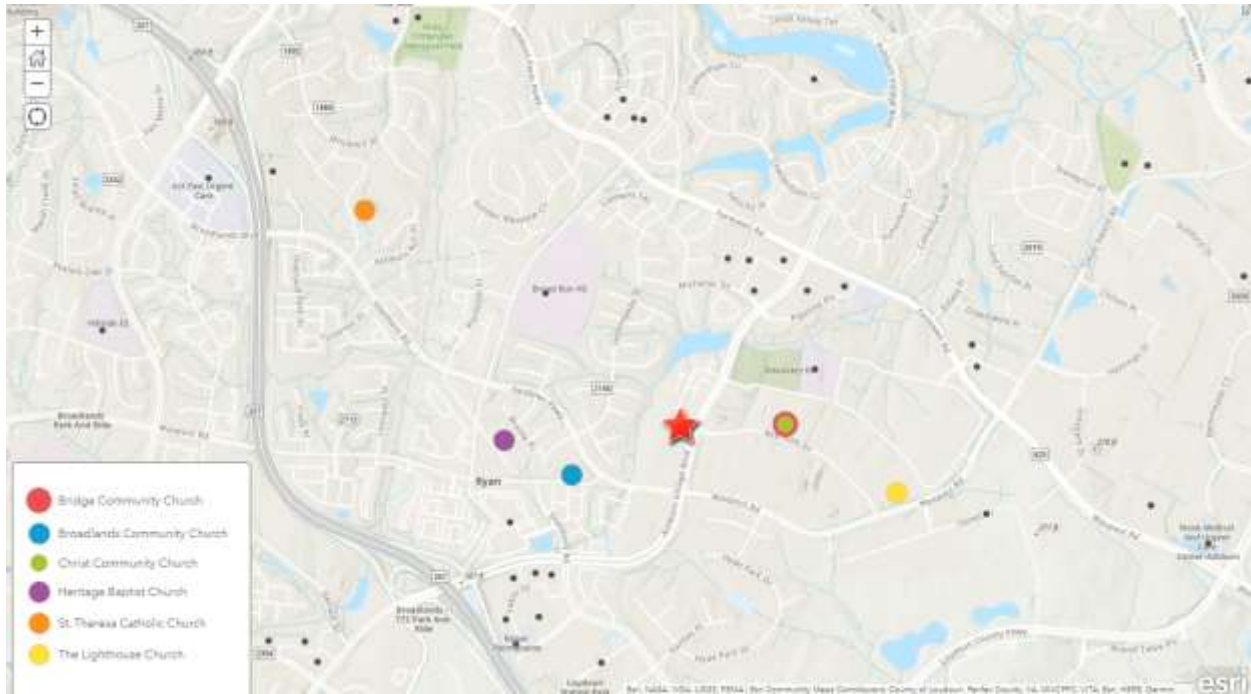
PARKS/RECREATION

Service	Distance From Site (in Miles)
Shale Ride Neighborhood Park	1.5
Lakes Community Center	1.6
Hampshire Park	1.9
Washington & Old Dominion Railroad Regional Park	1.9
Ashburn Farm Windmill Pool	2.4
Greg Crittenden Memorial Park	2.5
Ashburn Park	2.7
Mills Recreation Center	2.8
Ashburn Village Sports Pavilion	2.8
Fincastle Fields	3.2



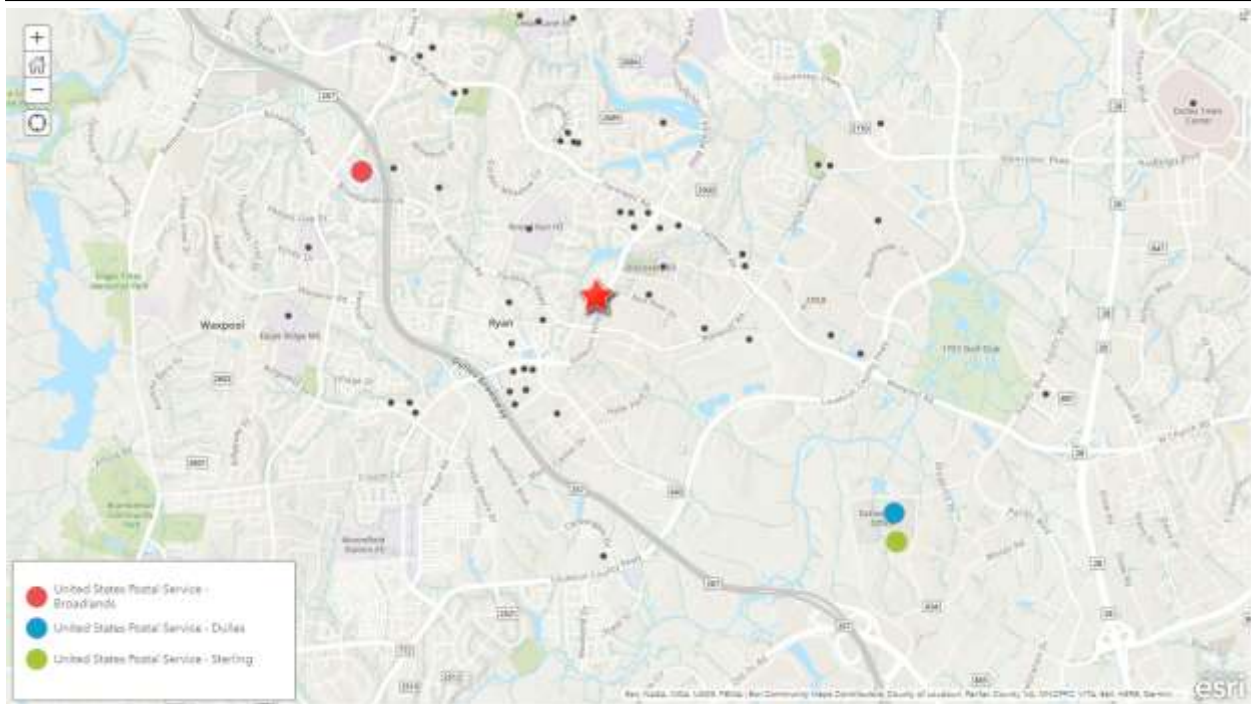
CONVENIENCE STORES

Service	Distance From Site (in Miles)
In & Out Market	0.6
7-Eleven	0.8
7-Eleven	1.0
Shell	1.4
7-Eleven	1.7
Uppy's	1.7



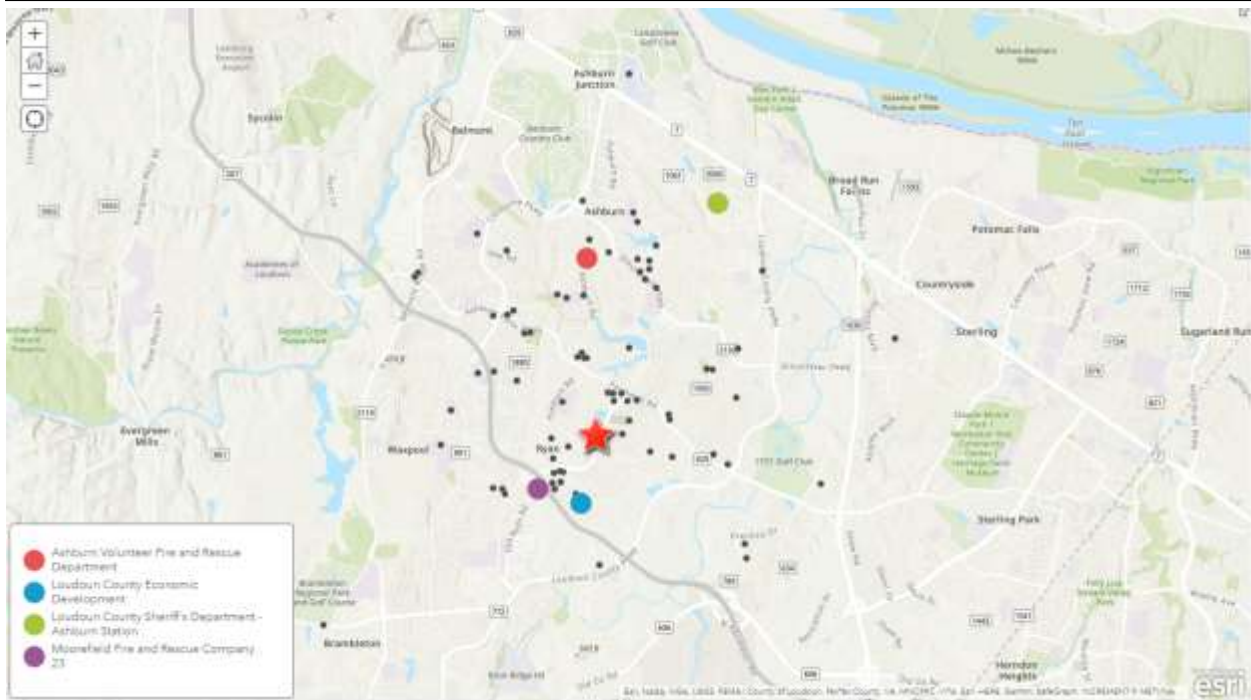
HOUSES OF WORSHIP

Service	Distance From Site (in Miles)
Broadlands Community Church	0.6
Bridge Community Church	0.6
The Lighthouse Church	0.8
Heritage Baptist Church	0.9
Christ Community Church	1.0
St. Theresa Catholic Church	1.4



POST OFFICES

Service	Distance From Site (in Miles)
United States Postal Service - Broadlands	2.4
United States Postal Service - Dulles	3.2
United States Postal Service - Sterling	3.5

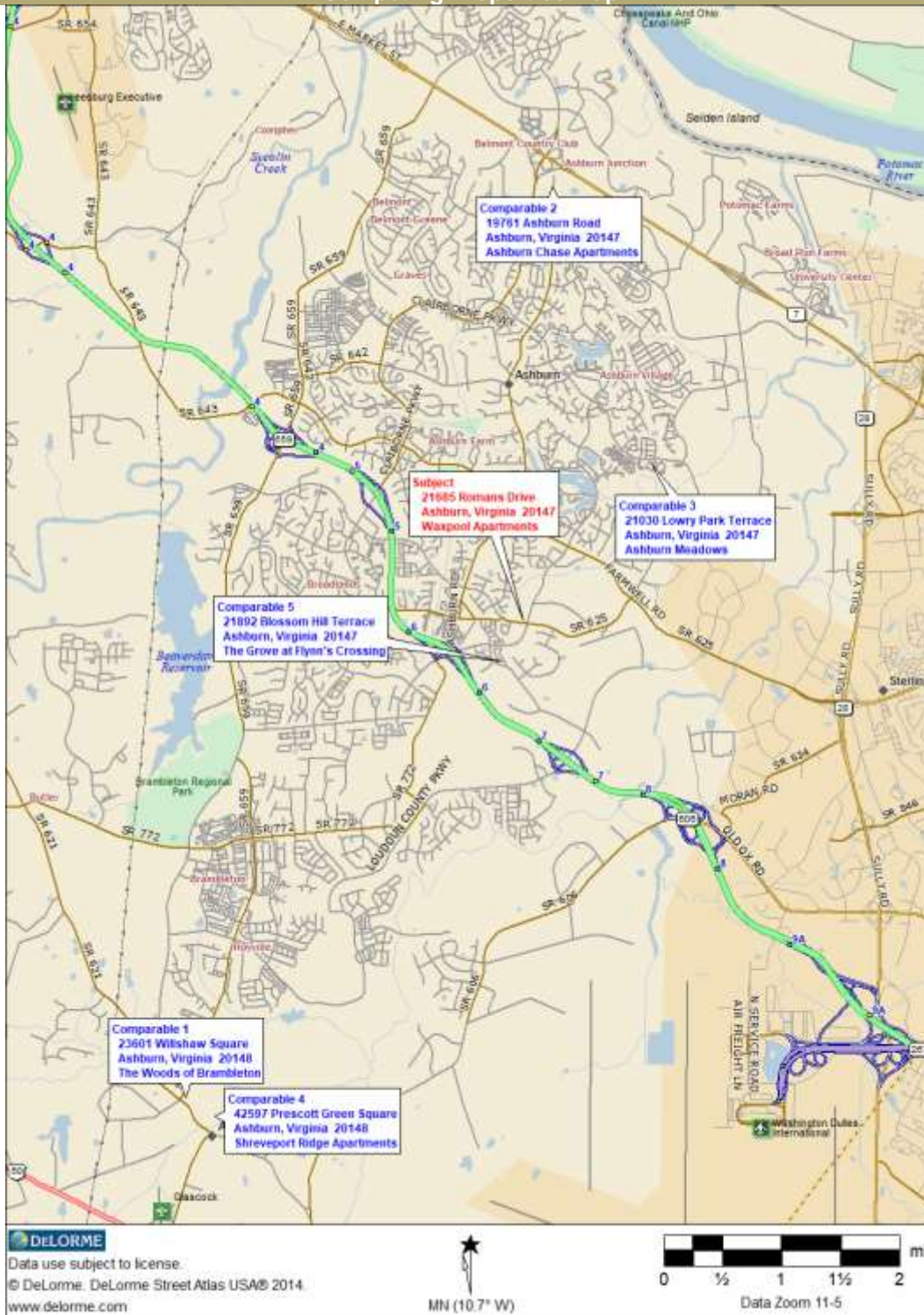


PUBLIC SAFETY/GOVERNMENT

Service	Distance From Site (in Miles)
Moorefield Fire and Rescue Company 23	1.2
Loudoun County Economic Development	1.3
Ashburn Volunteer Fire and Rescue Department	2.8
Loudoun County Sheriff's Department - Ashburn Station	5.0



Competing Properties Map



The subject will have units at 30 and 60 percent AMI. Therefore, the restricted units at 60 percent of the area median income will directly compete with the subject's units.



Summary of Site Strengths and Weaknesses

Strengths – The site has average visibility and access. The site is close to employment centers, health care services, government and public services.

Weaknesses – The site has no apparent weaknesses.

PRIMARY MARKET AREA



Delineation of Market Area

Following is a list of considerations used when determining the market area:

- **Population and Households Counts:** The number of households in a market area is directly proportionate to its geographic size within an individual market. Total householders residing in a market area can greatly influence demand calculations.
- **General Demographics:** The socio-economic composition of a market area including income, household size and tenure can be largely influenced by the erroneous inclusion or exclusions of non-comparable areas.
- **Demand:** Too large of a market may result in overstating demand for a proposed development. Conversely, too conservative of a market area may discount the demand for new product, especially if a lack of quality housing currently exists.
- **Supply Analysis:** While a larger market area generally includes higher household totals, it likewise may include a higher number of directly comparable units. If using demand methodologies that net out recently constructed and comparable rental units from the demand estimate, the increase in the number of comparable units can outweigh the increase in demand.
- **Competitive Stock:** The existing rental stock surveyed for a market study is dependent on the number of rental properties in a given market and therefore the boundaries of a primary market area. If existing developments are going to be used as “comparables”, they should be located in the primary market area, if possible.
- **Attainable Rents:** If the market area includes non-comparable areas, the analysis may use comparables projects that suggest that a project can achieve rents that area significantly higher or lower than the rents its micro location will support.
- **Location of Competitive Properties:** A primary consideration in defining a market area is identifying those locations that offer alternative opportunities to a potential renter for a subject site. The managers of existing comparable properties near the site are excellent sources in determining those competitive locations.
- **Accessibility:** Available transportation linkages including both traffic arteries and mass transit options can influence the size of the market. Mass transit can have a significant impact on projects addressing very low income households for which transportation options may be limited.
- **Natural Boundaries:** Natural boundaries including rivers and mountains can restrict the movement within a market due to a lack of accessibility.
- **Housing Project Characteristics:** The availability of a unique structure type such as a high rise may alter the typical draw of a potential project.
- **Market Perceptions:** Whether grounded in reality or not, market perceptions can be a significant determinant of market area boundaries. Social stigmas often exist within sub-markets, with residents from one side of a submarket may not move to a close by neighborhood, regardless of housing opportunities. The construction of a new, attractive rental community may not necessarily relieve this perception.
- **Commuting Patterns:** The time spent commuting and employment destination could often reveal distinct patterns. High percentages of workers with long commutes or working in neighboring counties are often indicators of a lack of affordable housing options near employment centers.
- **Target Market:** Proposed developments targeting a special needs population such as seniors generally draw from a larger geographic region. Given the smaller pool of qualified householders, the location and quantity of comparable stock is of additional importance. An acceptable market area for a family oriented rental community will often be too conservative for a rental community targeting senior rental householders.
- **Jurisdictional Boundaries:** Differences in the quality and services provided by school districts, municipalities, or counties often influence consumer location choices.
- **Local Agency Service Boundaries:** The geographic areas covered by local agencies, such as housing authorities, senior citizen centers, community-based organizations, or churches can be a strong indicator of market area boundaries, especially when the project has a community-based sponsor or co-sponsor.

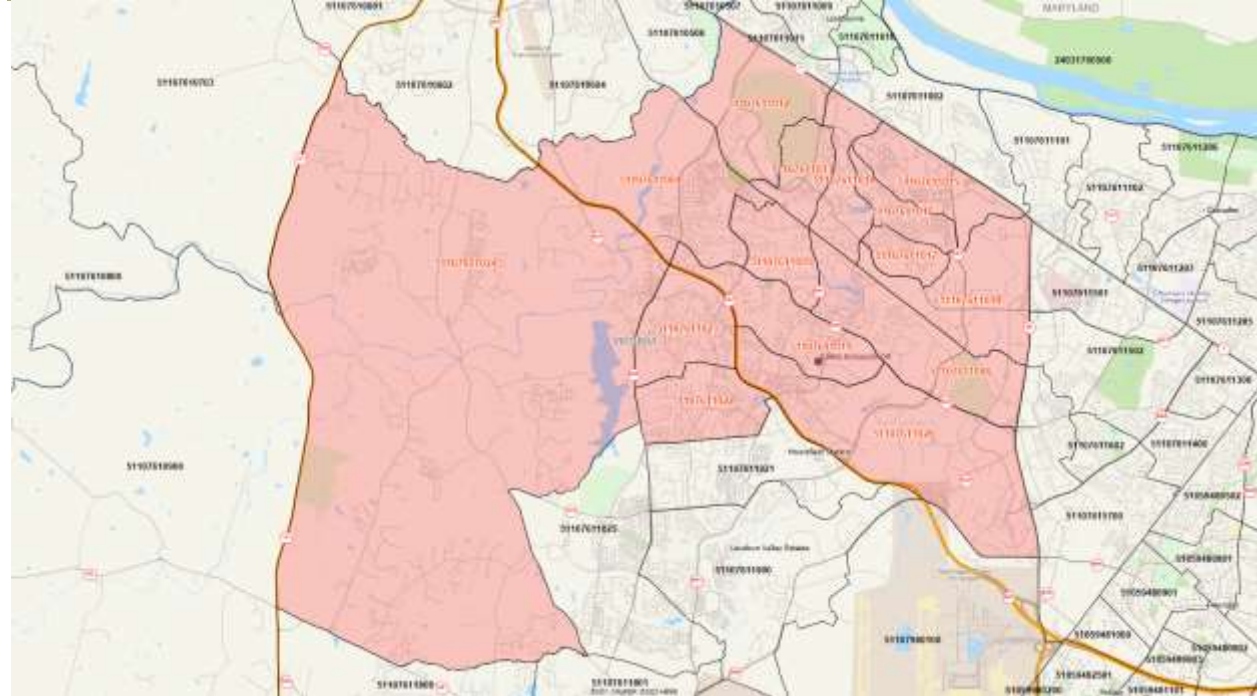


-
- Non-Geographic Factors: Employees who might be expected to reside in a development as a result of planned or existing job opportunities and special needs households who are served by a multi-jurisdictional agency that covers communities that are clearly distinct market areas.

The determination of the market area is based on the boundaries between governmental units. In such a method, county, division or town boundaries become the boundaries of the market area. The primary market area consists of the following census tracts: 6110.04, 6110.05, 6110.06, 6110.12, 6110.13, 6110.14, 6110.15, 6110.16, 6110.17, 6110.18, 6110.19, 6110.20, 6110.22, 6110.23 and 6110.24. The market area has the following boundaries: North – Sycolin Creek; East – Harry Byrd Highway and Sully Road; South – Old Ox Road, Dulles Greenway, Ryan Road, State Highway 772, Croson Lane, State Highway 659, Alford Road, Beaverdam Reservoir, Beaverdam Creek, State Highway 722, State Highway 621, Lenah Run and U.S. Highway 50; and West – U.S. Highway 15. This is the area from which the subject would normally draw its applicants.



Primary Market Area Map



MARKET AREA EMPLOYMENT TRENDS



Employment and Economy

The economy of Ashburn is based on professional and related services; educational, health and social services; and entertainment and recreation services sectors. Each of these categories has experienced reasonable growth within the past few years.

Unemployment in the county reached a high of 5.3 percent in 2020 and was at its lowest in 2019 with 2.2 percent. The rate for Loudoun County in June 2021 was 3.6 percent. The number employed has increased 2.5 percent per year since 2010.

LABOR FORCE AND EMPLOYMENT TRENDS FOR LOUDOUN COUNTY					
ANNUALS	CIVILIAN LABOR FORCE*	EMPLOYMENT		UNEMPLOYMENT	
		TOTAL	%	TOTAL	%
2010	175,593	166,403	94.8%	9,190	5.2%
2011	181,241	172,808	95.3%	8,433	4.7%
2012	185,858	177,761	95.6%	8,097	4.4%
2013	191,165	182,994	95.7%	8,171	4.3%
2014	196,697	188,499	95.8%	8,198	4.2%
2015	200,891	193,830	96.5%	7,061	3.5%
2016	207,602	201,078	96.9%	6,524	3.1%
2017	215,207	208,739	97.0%	6,468	3.0%
2018	220,649	215,251	97.6%	5,398	2.4%
2019	228,192	223,136	97.8%	5,056	2.2%
2020	223,194	211,258	94.7%	11,936	5.3%
2021**	220,237	212,289	96.4%	7,948	3.6%

* Data based on place of residence.

**Preliminary - based on monthly data through June 2021

Source: U.S. Bureau of Labor Statistics

The State of Virginia reached a high of 7.3 percent in 2020 and was at its lowest point in 2019 with 2.7 percent. The rate for the State of Virginia in June 2021 was 4.1 percent. The number employed has increased 0.5 percent per year since 2010.

LABOR FORCE AND EMPLOYMENT TRENDS FOR VIRGINIA					
ANNUALS	CIVILIAN LABOR FORCE*	EMPLOYMENT		UNEMPLOYMENT	
		TOTAL	%	TOTAL	%
2010	4,163,293	3,858,466	92.7%	304,827	7.3%
2011	4,205,184	3,929,008	93.4%	276,176	6.6%
2012	4,217,529	3,967,151	94.1%	250,378	5.9%
2013	4,238,377	4,002,057	94.4%	236,320	5.6%
2014	4,258,856	4,040,908	94.9%	217,948	5.1%
2015	4,233,981	4,048,081	95.6%	185,900	4.4%
2016	4,254,348	4,084,822	96.0%	169,526	4.0%
2017	4,333,556	4,174,453	96.3%	159,103	3.7%
2018	4,361,378	4,232,972	97.1%	128,406	2.9%
2019	4,427,338	4,308,622	97.3%	118,716	2.7%
2020	4,346,644	4,075,237	93.8%	271,407	6.2%
2021**	4,315,758	4,140,764	95.9%	174,994	4.1%

* Data based on place of residence.

**Preliminary - based on monthly data through June 2021

Source: U.S. Bureau of Labor Statistics



According to the U.S. Bureau of Labor Statistics, unemployment trends for Loudoun County are slightly lower than the unemployment trends for the State of Virginia.

CHANGE IN TOTAL EMPLOYMENT FOR LOUDOUN COUNTY				
PERIOD	NUMBER		PERCENT	
	TOTAL	ANNUAL	TOTAL	ANNUAL
2010-2015	27,427	5,485	16.5%	3.3%
2015-2020	17,428	3,486	9.0%	1.8%

Source: U.S. Bureau of Labor Statistics

The changes in employment since 2005 by time period are listed in the preceding table. The data shows that the number of persons employed in Loudoun County increased an average of 2.5 percent per year between 2010 and 2020.

RECENT CHANGES IN EMPLOYMENT FOR LOUDOUN COUNTY			
YEAR	NUMBER EMPLOYED	ANNUAL CHANGE	% OF LABOR FORCE UNEMPLOYED
2015	193,830	5,331	3.5%
2016	201,078	7,248	3.1%
2017	208,739	7,661	3.0%
2018	215,251	6,512	2.4%
2019	223,136	7,885	2.2%
2020	211,258	(11,878)	5.3%

Source: U.S. Bureau of Labor Statistics

The previous tables show the changes in employment and percent unemployed for the past six years. The unemployment rate for Loudoun County has fluctuated from 2.2 percent to 5.3 percent. The fluctuations for Loudoun County are slightly lower than for the State of Virginia.



Major Employers

Major employers for the county are shown in the following table:

MAJOR EMPLOYERS		
Name	Product/Service	Total Employees
The Home Depot	Retail Trade	250 to 499
Troon Golf	Arts, Entertainment, and Recreation	250 to 499
3DiF	Information	250 to 499
Neustar	Information	250 to 499
Southland Industries	Construction	250 to 499
TJX Companies	Retail Trade	250 to 499
ATPCO	Information	250 to 499
Topgolf	Arts, Entertainment, and Recreation	250 to 499
Salamander Resort Employer	Accommodation and Food Services	250 to 499
Mesa Airlines	Transportation and Warehousing	250 to 499
Reston Limousine	Transportation and Warehousing	250 to 499
G2 Secure Staff	Transportation and Warehousing	250 to 499
REI Systems	Professional, Scientific, and Technical Services	250 to 499
Inovant	Finance and Insurance	250 to 499
Howmedica Osteonics	Manufacturing	250 to 499
U.S. Department of the Interior	Public Administration	250 to 499
TTM Technologies, Inc.	Manufacturing	250 to 499
NALC Health Benefit Plan	Finance and Insurance	250 to 499
Huntleigh USA	Transportation and Warehousing	250 to 499
Christos Building Services	Administrative and Support and Waste Management and Remediation Services	250 to 499
Loudoun Water	Utilities	250 to 499
Falcons Landing	Health Care and Social Assistance	250 to 499
Lowe's	Retail Trade	250 to 499
Starbucks Coffee	Accommodation and Food Services	250 to 499
Discovery Communications	Information	250 to 499
FedEx	Transportation and Warehousing	250 to 499
CACI	Professional, Scientific, and Technical Services	250 to 499
Panera Bread	Accommodation and Food Services	250 to 499
Circuit Cts	Public Administration	250 to 499
Best Western	Accommodation and Food Services	250 to 499
Lowers Risk Group	Administrative and Support and Waste Management and Remediation Services	250 to 499
Asurion Insurance Services	Finance and Insurance	250 to 499
Northern Virginia Community College	Health Care and Social Assistance	250 to 499
JE Richards	Construction	250 to 499
Visa	Finance and Insurance	250 to 499
National Rural Utilities Cooperative Finance Corporation	Finance and Insurance	250 to 499
PAE	Administrative and Support and Waste Management and Remediation Services	250 to 499
Patrick Henry College	Educational Services	250 to 499
Enterprise Leasing	Real Estate and Rental and Leasing	250 to 499
CarMax	Retail Trade	250 to 499
CommutAir	Transportation and Warehousing	250 to 499
Domino's	Accommodation and Food Services	100 to 249
5Nine Software	Retail Trade	100 to 249
Asurion Services	Finance and Insurance	100 to 249
Blue Ridge Grill	Accommodation and Food Services	100 to 249
Telos	Professional, Scientific, and Technical Services	100 to 249
Armature Solutions	Manufacturing	100 to 249
Blue Water Pool Service	Administrative and Support and Waste Management and Remediation Services	100 to 249
Hardesty Concrete Construction	Construction	100 to 249
The National Conference Center	Accommodation and Food Services	100 to 249
Bechtel Infrastructure	Professional, Scientific, and Technical Services	100 to 249
Sky Chefs	Accommodation and Food Services	100 to 249
Washington Football Team	Arts, Entertainment, and Recreation	100 to 249
Leidos	Professional, Scientific, and Technical Services	100 to 249
Kathy Worek Group	Arts, Entertainment, and Recreation	100 to 249
Jetblue Airways	Transportation and Warehousing	100 to 249
Stone Springs Hospital	Health Care and Social Assistance	100 to 249
Flying Food Group	Professional, Scientific, and Technical Services	100 to 249
7 Eleven	Retail Trade	100 to 249
Chipotle Mexican Grill	Accommodation and Food Services	100 to 249
Collins Aerospace	Professional, Scientific, and Technical Services	100 to 249
R B Hinkle Construction	Construction	100 to 249
Forfeiture Support Associates	Administrative and Support and Waste Management and Remediation Services	100 to 249
Baker DC	Construction	100 to 249
Chapel Valley Landscape	Administrative and Support and Waste Management and Remediation Services	100 to 249
Safeway	Retail Trade	100 to 249
Ashburn Medical Center	Health Care and Social Assistance	100 to 249
Discovery Communications	Information	100 to 249
BakeCo	Manufacturing	100 to 249
Catholic Diocese Arlington	Other Services (except Public Administration)	100 to 249
Ryan Family Marketing Group	Health Care and Social Assistance	100 to 249
EverWatch Corporation	Professional, Scientific, and Technical Services	100 to 249
Best Buy	Retail Trade	100 to 249
Heritage Hall	Health Care and Social Assistance	100 to 249
SpringHill Suites - Marriott	Accommodation and Food Services	100 to 249
BMW of Sterling	Retail Trade	100 to 249



Chesterbrook Academy	Health Care and Social Assistance	100 to 249
Food Lion	Retail Trade	100 to 249
Macy's	Retail Trade	100 to 249
OHM Concession Group	Accommodation and Food Services	100 to 249
Southland Corporation	Retail Trade	100 to 249
Ex Zel Janitorial Service	Administrative and Support and Waste Management and Remediation Services	100 to 249
Aligned Energy Data Centers	Professional, Scientific, and Technical Services	100 to 249
Bubbles	Other Services (except Public Administration)	100 to 249
Dulles Motor Cars	Retail Trade	100 to 249
SA Halac Iron Works	Construction	100 to 249
Duty Free Americas	Retail Trade	100 to 249
Trump National Golf Club	Arts, Entertainment, and Recreation	100 to 249
Benchmark Utility Services	Construction	100 to 249
Brite Clean Inc	Accommodation and Food Services	100 to 249
Wells Fargo Bank N A	Finance and Insurance	100 to 249
FTS International	Professional, Scientific, and Technical Services	100 to 249
OneVoice Communications Inc.	Other Services (except Public Administration)	100 to 249
Whole Foods Market Group	Retail Trade	100 to 249
Global Security Consulting	Administrative and Support and Waste Management and Remediation Services	100 to 249
PSE Technologies Inc.	Administrative and Support and Waste Management and Remediation Services	100 to 249
REED Incorporated	Professional, Scientific, and Technical Services	100 to 249
Unison	Professional, Scientific, and Technical Services	100 to 249
Patriot Development Corp.	Construction	100 to 249
KinderCare Learning Centers	Health Care and Social Assistance	100 to 249
Comcast	Information	100 to 249
Hertz Corp	Real Estate and Rental and Leasing	100 to 249
SIRI Consulting Services Inc.	Transportation and Warehousing	100 to 249
Anderson Mechanical Service	Construction	100 to 249
Walgreens	Retail Trade	100 to 249
Global Wireless Solutions	Professional, Scientific, and Technical Services	100 to 249
Clyde's	Accommodation and Food Services	100 to 249
Longhorn Steakhouse	Accommodation and Food Services	100 to 249
Alamo Drafthouse Cinemas	Information	100 to 249
Wendy's	Accommodation and Food Services	100 to 249
American Green	Administrative and Support and Waste Management and Remediation Services	100 to 249
Minnieland Private Day School	Health Care and Social Assistance	100 to 249
CVS	Retail Trade	100 to 249
Dick's Sporting Goods	Retail Trade	100 to 249
ADESA Washington D.C	Wholesale Trade	100 to 249
Belfort Furniture	Retail Trade	100 to 249
Heritage Landscape Service	Administrative and Support and Waste Management and Remediation Services	100 to 249
Airway Sheet Metal Company	Construction	100 to 249
Gatr Technologies	Professional, Scientific, and Technical Services	100 to 249
Leesburg Honda	Retail Trade	100 to 249
Sabey Data Centers	Management of Companies and Enterprises	100 to 249
Easterns Automotive Group of Sterling	Retail Trade	100 to 249
IHOP	Accommodation and Food Services	100 to 249
MDI Imaging & Mail	Professional, Scientific, and Technical Services	100 to 249
Onelife Fitness	Arts, Entertainment, and Recreation	100 to 249
BAE Systems	Professional, Scientific, and Technical Services	100 to 249
BrightStar Care	Health Care and Social Assistance	100 to 249
Coopers Hawk Winery & Restaurant	Accommodation and Food Services	100 to 249
Sweetwater Tavern	Accommodation and Food Services	100 to 249
Equinix	Information	100 to 249
Jenkins Restorations	Construction	100 to 249
Polar Bear Air Conditioning & Heating Inc.	Administrative and Support and Waste Management and Remediation Services	100 to 249
Stone Tower Winery	Manufacturing	100 to 249
Unanet Technologies	Professional, Scientific, and Technical Services	100 to 249
Air China	Administrative and Support and Waste Management and Remediation Services	100 to 249
Kohl's	Retail Trade	100 to 249
Subway	Accommodation and Food Services	100 to 249
US Airways Express	Transportation and Warehousing	100 to 249
Marriott Hotels	Accommodation and Food Services	100 to 249
Performance Contracting Inc	Construction	100 to 249
Tyco SimplexGrinnell	Wholesale Trade	100 to 249
Blue Ridge Veterinary Associates	Professional, Scientific, and Technical Services	100 to 249
Altar'd State	Retail Trade	100 to 249
Richards Corporation	Manufacturing	100 to 249
U.S. Department of Justice	Public Administration	100 to 249
Gettier Commercial	Administrative and Support and Waste Management and Remediation Services	100 to 249
Papa Johns	Accommodation and Food Services	100 to 249
Primrose School	Health Care and Social Assistance	100 to 249
Beckstrom Electric	Construction	100 to 249
Inspiration Plumbing LLC	Construction	100 to 249
Trugreen Inc.	Administrative and Support and Waste Management and Remediation Services	100 to 249
USA-Air BP	Transportation and Warehousing	100 to 249
Gold's Gym	Arts, Entertainment, and Recreation	100 to 249
EIT	Manufacturing	100 to 249
Inova Health System	Health Care and Social Assistance	100 to 249
River Creek Country Club	Arts, Entertainment, and Recreation	100 to 249
Morningside House of Cardinal Village	Health Care and Social Assistance	100 to 249
J.S. Grant, P.C.	Administrative and Support and Waste Management and Remediation Services	100 to 249
Cheesecake Factory	Accommodation and Food Services	100 to 249
Independent Project Analysis	Professional, Scientific, and Technical Services	100 to 249
Kids First Swim Schools	Educational Services	100 to 249
Am Liner East	Construction	100 to 249

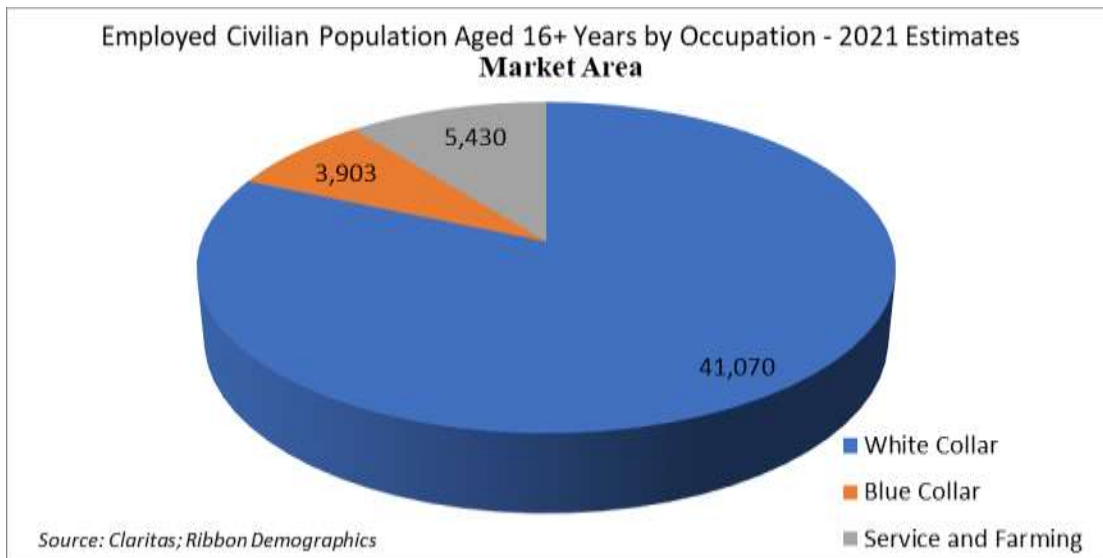


Home School Foundation	Other Services (except Public Administration)	100 to 249
Petsmart	Retail Trade	100 to 249
CIS Secure Computing	Professional, Scientific, and Technical Services	100 to 249
Matchbox Food Group	Accommodation and Food Services	100 to 249
Garfield Family Dentistry	Other Services (except Public Administration)	100 to 249
Koons Sterling Ford	Retail Trade	100 to 249
L3Harris Technologies	Professional, Scientific, and Technical Services	100 to 249
Microsoft	Wholesale Trade	100 to 249
Community Landscape Services	Administrative and Support and Waste Management and Remediation Services	100 to 249
NOVA Parks	Arts, Entertainment, and Recreation	100 to 249
Waltonwood at Ashburn	Real Estate and Rental and Leasing	100 to 249
Atlantic Union Bank	Finance and Insurance	100 to 249
Golds Gym	Arts, Entertainment, and Recreation	100 to 249
Guernsey Inc.	Wholesale Trade	100 to 249
Iridium Satellite	Information	100 to 249
Virginia Tire & Auto	Other Services (except Public Administration)	100 to 249
Cafesano	Accommodation and Food Services	100 to 249
Lindsay Volkswagen	Retail Trade	100 to 249
Satair USA	Wholesale Trade	100 to 249
Institute for Building Technology & Safety	Professional, Scientific, and Technical Services	100 to 249
Ross	Retail Trade	100 to 249
Atlantic Contracting	Construction	100 to 249
Southern Walks Apartments	Management of Companies and Enterprises	100 to 249
Synopsys Inc.	Professional, Scientific, and Technical Services	100 to 249
U.S. Patent And Trademark Office	Public Administration	100 to 249
Allegiance Home Care	Administrative and Support and Waste Management and Remediation Services	100 to 249
Capital Caring	Health Care and Social Assistance	100 to 249
Falcon Heating & AC	Construction	100 to 249
Foxcroft School	Educational Services	100 to 249
Swissport Cargo Services	Transportation and Warehousing	100 to 249
Uncle Julio's Rio Grande Cafe	Accommodation and Food Services	100 to 249
Alpha Construction & Engineering	Professional, Scientific, and Technical Services	100 to 249
Bonefish Grill	Accommodation and Food Services	100 to 249
Jersey Mike's Subs	Accommodation and Food Services	100 to 249

Source: Loudoun Virginia Economic Development

Place of Work Employment

The majority of the civilian population within the county are employed in white collar jobs though a significant portion are also employed in service and farming and blue collar positions. The following pie chart shows the breakdown within the county.





The following chart shows the number of people employed in different sectors of the market area economy in 2021.

Employed Civilian Population Aged 16+ Years by Industry Current Year Estimates - 2021		
Market Area		
Industry	Number Employed	Percent Employed
Accommodation/Food Services	2,248	4.5%
Administrative/Support/Waste Management	1,400	2.8%
Agriculture/Forestry/Fishing/Hunting/Mining	208	0.4%
Arts/Entertainment/Recreation	1,198	2.4%
Construction	1,947	3.9%
Educational Services	4,932	9.8%
Finance/Insurance/Real Estate/Rent/Lease	3,591	7.1%
Health Care/Social Assistance	4,002	7.9%
Information	2,055	4.1%
Management of Companies and Enterprises	229	0.5%
Manufacturing	1,844	3.7%
Other Services Except Public Administration	1,920	3.8%
Professional/Scientific/Technical Services	13,923	27.6%
Public Administration	4,223	8.4%
Retail Trade	4,135	8.2%
Transportation/Warehousing/Utilities	2,077	4.1%
Wholesale Trade	471	0.9%
Total:	50,403	100.0%

Source: Claritas; Ribbon Demographics

The above chart shows the number of people employed in different sectors of the market area economy in 2021. According to interviews conducted by the analyst, employers in the area indicate that the area economy should remain stable in the next two to five years.

Future Employment Trends

An ongoing worldwide pandemic called COVID-19 has substantially affected the economy of much of the United States for the past several months. The first case of COVID-19 was diagnosed in the United States on January 21, 2020, in the State of Washington. Since that date, COVID-19 spread rapidly throughout the U.S. The CDC warned that widespread transmission of the disease could force a large number of people to seek hospitalization, overloading the healthcare system. Therefore, on March 19, 2020, the government advised against gatherings of more than 10 people. Additionally, most state and local authorities made the decision to prohibit large-scale gatherings.

Also, many cities and most states imposed lockdown measures of different scope and severity in the early months of the pandemic in an attempt to contain the number of people infected. These lockdown measures placed limits on where people could travel, work and shop away from their homes. These measures had a significant impact on the economic conditions in cities and counties throughout the country. The Federal Government along with many cities and counties offered various forms of financial relief in order to ease the economic impact of the coronavirus pandemic. While the federal and state governments have attempted to mitigate the economic impact by lowering interest rates, providing financial relief and paid sick leave for workers quarantined, providing small business loans to businesses affected by the pandemic, deferring tax payments without penalty and temporarily suspending all



government foreclosures and evictions, the economic impact has been substantial throughout the United States, particularly in areas dependent on hospitality or tourism.

The long-term impact of the pandemic is not yet known. However, the temporary impact is already visible for many areas, with mass layoffs of non-essential workers. W.A.R.N. notices require employers with 100 or more employees to provide at least 60 calendar days advance written notice of plant closings and mass layoffs affecting 50 or more employees at a single site of employment. Exceptions to giving notice may be allowed in an economic crisis which is considered to be an unforeseen business circumstance. According to the Virginia Employment Commission, the following Worker Adjustment and Retraining Notifications (W.A.R.N.) notices have been issued for Loudoun County since January 2018.

W.A.R.N. NOTICES			
Company	City	Employees Lost	Layoff Date
Avis Budget Car Rental (COVID-19)	Ashburn, Arlington, Dulles & Springfield	27	8/31/2020
Bloomin' Brands (Bonefish Grill) (COVID-19)	Ashburn, Arlington, Dulles & Springfield	291	4/27/2020
Total:		318	

Source: Virginia Employment Commission

According to Alex Gonski, Manager of Strategic Initiatives for the Loudoun County Department of Economic Development, the area has a considerably amount of growth over the last two years. Mr. Gonski stated that Loudoun County has recently added 26,025 jobs in diverse industries. He noted this is a jump from 149,858 jobs to 175,883, or an increase of 17.4 percent over the last five years (2014-2019). He reported that one of the larger expansions was from Cuisine Solutions, which announced this year that the company will be adding 500 permanent new jobs. The largest new business opening was the U.S. Customs and Border Protection Office of Information Technology, which opened in Ashburn and created 3,700 permanent new jobs. Also, Mr. Gonski reported that the county is home to 29 of the fastest-growing companies and led in business growth every year from 2016 to 2018 in the state of Virginia. He also noted that Loudoun County's number of businesses rose 13.9 percent in the last two years.

He stated that there has not been any permanent closures due to the COVID-19 pandemic, that he is aware of. However, there was a significant number of layoffs by companies operating at Dulles Airport. He further stated the company with the most layoffs was United Airlines, with an estimated 2,000 employees being laid off. Mr. Gonski stated that, from a macro perspective, Ashburn and Loudoun County overall have fared extraordinary well, as the area is very well positioned to withstand the economic impact of the pandemic. He noted the area has a considerable amount of information, technology and professional services jobs, which generally did not suffer from the financial impact due to the pandemic. On-going and planned projects are still expected to continue without any substantial delays.

Based on the data shown above, the region appears to be stable with some growth based on the unemployment rates and lack of major employers laying off employees and/or closing due to circumstances other than COVID-19. Therefore, it is believed that the market area will continue to grow and remain stabilized.



Wages

The average annual wage of employees in Loudoun County was \$78,414 in 2020. Wages have been increasing 7.4 percent per year. Wages in the mining; transportation and warehousing; education and health services; and other services sectors are within the proposed income limits for the subject's units.

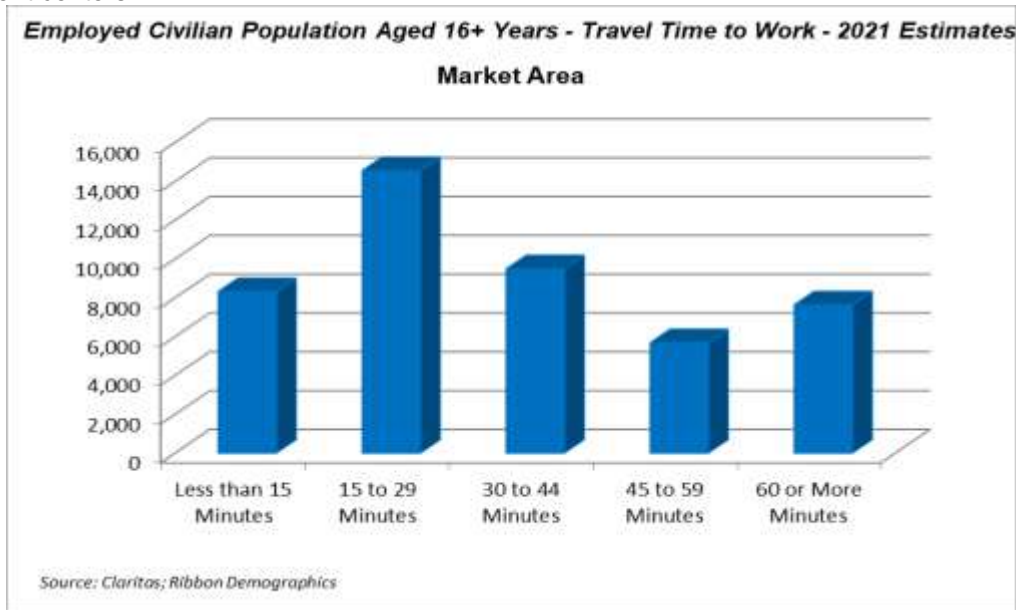
AVERAGE ANNUAL WAGE BY SECTOR			
INDUSTRY	2019	2020	% INCREASE
Agriculture, Forestry, and Fisheries	N/A*	N/A*	N/A*
Mining	\$64,539	\$57,170	-11.4%
Construction	\$73,946	\$77,318	4.6%
Manufacturing	\$101,158	\$111,742	10.5%
Transportation and Warehousing	\$46,984	\$49,486	5.3%
Utilities	\$80,050	\$81,552	1.9%
Wholesale Trade	\$82,156	\$93,504	13.8%
Retail Trade	\$31,821	\$35,123	10.4%
Leisure and Hospitality	\$36,125	\$41,042	13.6%
Education and Health Services	\$50,301	\$55,034	9.4%
Professional and Business Services	\$90,472	\$96,175	6.3%
Financial Activities	\$98,173	\$109,114	11.1%
Information	\$152,108	\$156,363	2.8%
Other Services	\$45,621	\$50,368	10.4%
Public Administration (Local Government)	\$68,848	\$83,801	21.7%

Source: U.S. Bureau of Labor Statistics

*Data was not available.

Employment Outside the County

For residents employed in the primary market area in 2021, the travel time to work from the site is less than 30 minutes. For the majority of those employed in other parts of the county, the travel time would be within 45 minutes. According to the chart below, 18.2 percent have a travel time of less than 15 minutes; 31.9 percent have a travel time of 15 to 29 minutes; and 49.9 percent have a travel time of over 30 minutes. This relatively low travel time indicates that the subject site is in an area in close proximity to employment centers.





Summary of Employment Trends in Market Area

Households who have between one and three persons and annual incomes between \$24,857 and \$34,830 and between \$48,309 and \$69,660 are potential tenants for the units at the subject property. Major employers shown on Pages 53 to 55 are included in the majority of industry sectors. The available employment is well-suited to the targeted population of the proposed development.

MARKET AREA DEMOGRAPHIC DATA



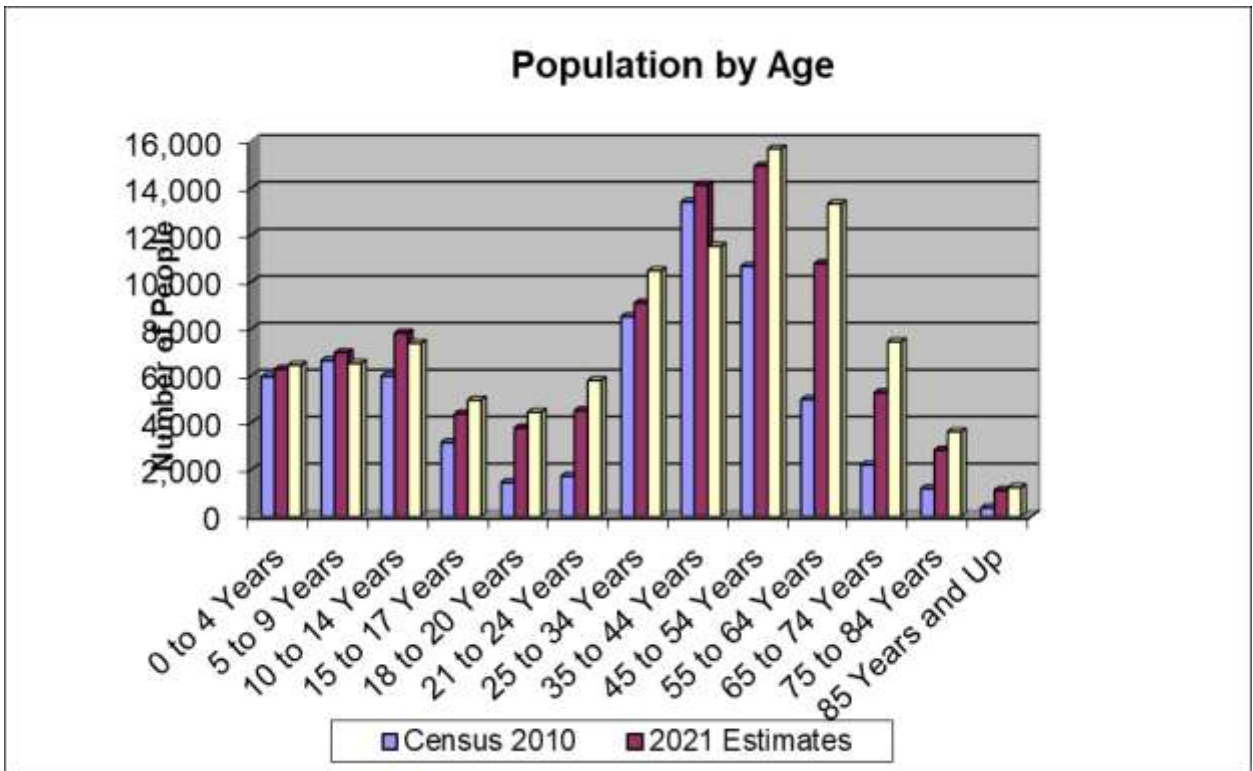
Population and Households Trends and Analysis

The housing market area for the proposed apartments is an area in which people could locate their residences and have fairly equal access to the same job market, community services and amenities and be in the socio-economic community they choose.

The primary market area consists of the following census tracts: 6110.04, 6110.05, 6110.06, 6110.12, 6110.13, 6110.14, 6110.15, 6110.16, 6110.17, 6110.18, 6110.19, 6110.20, 6110.22, 6110.23 and 6110.24. The market area has the following boundaries: North – Sycolin Creek; East – Harry Byrd Highway and Sully Road; South – Old Ox Road, Dulles Greenway, Ryan Road, State Highway 772, Croson Lane, State Highway 659, Alford Road, Beaverdam Reservoir, Beaverdam Creek, State Highway 722, State Highway 621, Lenah Run and U.S. Highway 50; and West – U.S. Highway 15. This is the area from which the subject would normally draw its applicants.

Population by Age & Sex Market Area												
Census 2010				Current Year Estimates - 2021				Five Year Projections - 2026				
Age	Male	Female	Total	Age	Male	Female	Total	Age	Male	Female	Total	
0 to 4 Years	3,062	2,893	5,955	0 to 4 Years	3,227	3,055	6,282	0 to 4 Years	3,299	3,153	6,452	
5 to 9 Years	3,334	3,315	6,649	5 to 9 Years	3,574	3,406	6,980	5 to 9 Years	3,338	3,189	6,527	
10 to 14 Years	2,977	3,016	5,993	10 to 14 Years	3,993	3,827	7,820	10 to 14 Years	3,787	3,597	7,384	
15 to 17 Years	1,565	1,590	3,155	15 to 17 Years	2,189	2,193	4,382	15 to 17 Years	2,526	2,438	4,964	
18 to 20 Years	795	655	1,450	18 to 20 Years	1,906	1,872	3,778	18 to 20 Years	2,281	2,169	4,450	
21 to 24 Years	851	871	1,722	21 to 24 Years	2,230	2,289	4,519	21 to 24 Years	2,897	2,899	5,796	
25 to 34 Years	3,804	4,716	8,520	25 to 34 Years	4,381	4,720	9,101	25 to 34 Years	5,163	5,313	10,476	
35 to 44 Years	6,549	6,858	13,407	35 to 44 Years	6,664	7,472	14,136	35 to 44 Years	5,289	6,227	11,516	
45 to 54 Years	5,357	5,310	10,667	45 to 54 Years	7,443	7,496	14,939	45 to 54 Years	7,691	7,978	15,669	
55 to 64 Years	2,397	2,594	4,991	55 to 64 Years	5,346	5,435	10,781	55 to 64 Years	6,514	6,810	13,324	
65 to 74 Years	958	1,253	2,211	65 to 74 Years	2,424	2,858	5,282	65 to 74 Years	3,602	3,851	7,453	
75 to 84 Years	484	714	1,198	75 to 84 Years	1,137	1,697	2,834	75 to 84 Years	1,463	2,155	3,618	
85 Years and Up	<u>133</u>	<u>243</u>	<u>376</u>	85 Years and Up	<u>434</u>	<u>685</u>	<u>1,119</u>	85 Years and Up	<u>457</u>	<u>782</u>	<u>1,239</u>	
Total	32,266	34,028	66,294	Total	44,948	47,005	91,953	Total	48,307	50,561	98,868	
62+ Years	n/a	n/a	5,025	62+ Years	n/a	n/a	11,904	62+ Years	n/a	n/a	15,846	
Median Age:			34.7	Median Age:			37.2	Median Age:			37.9	

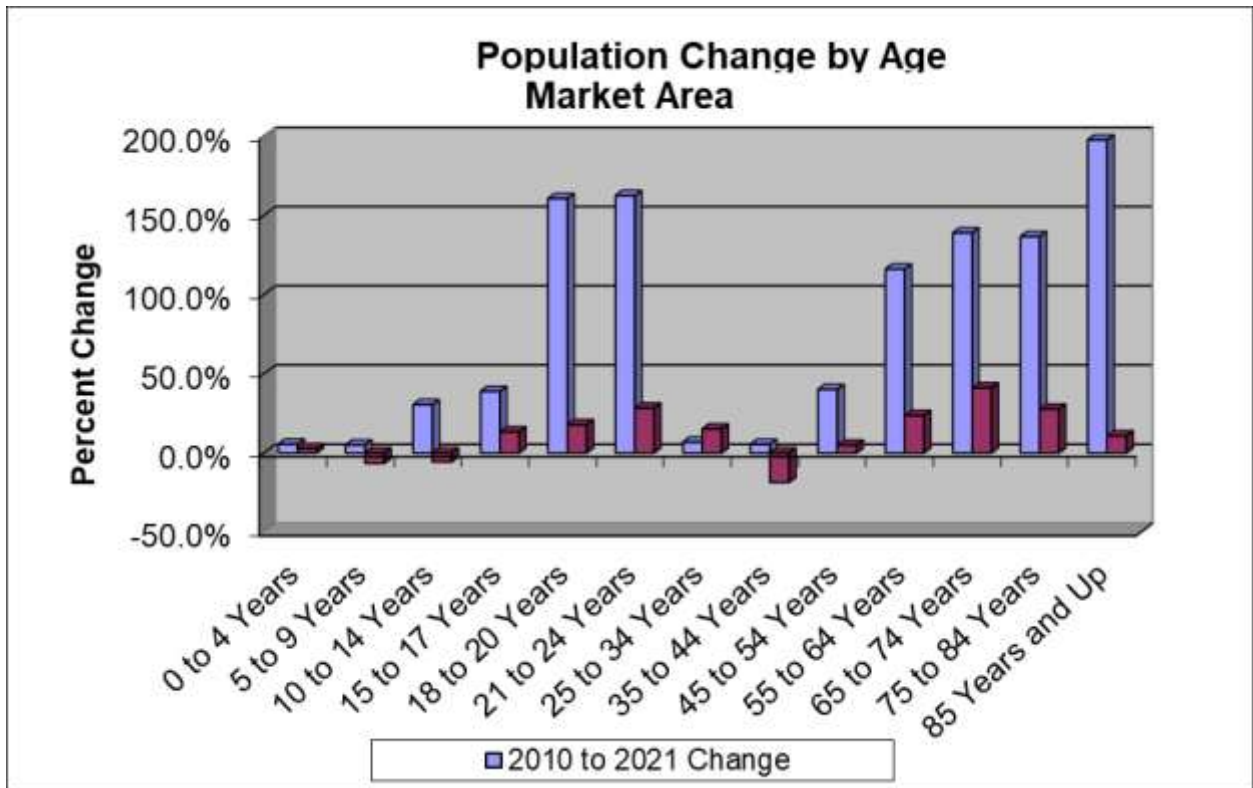
Source: Claritas; Ribbon Demographics



In 2010 this geographic primary market area contained an estimated population of 66,294. In 2021, the population in this market area increased by 38.7 percent to 91,953. It is projected that between 2021 and 2026, population in the market area will increase 7.5 percent to 98,868. The data was produced during the COVID-19 pandemic. At this time, there is no estimated changes due to the virus. However, the long-term economic impact on any region is unknown at this time. The short-term economic impact has been relatively minor. However, it is possible the population growth could be impacted by the COVID-19 if there are long-term economic impacts in the area.

Changes in Population by Age & Sex Market Area									
Estimated Change - 2010 to 2021					Projected Change - 2021 to 2026				
Age	Male	Female	Total Change	Percent Change	Age	Male	Female	Total Change	Percent Change
0 to 4 Years	165	162	327	5.5%	0 to 4 Years	72	98	170	2.7%
5 to 9 Years	240	91	331	5.0%	5 to 9 Years	-236	-217	-453	-6.5%
10 to 14 Years	1,016	811	1,827	30.5%	10 to 14 Years	-206	-230	-436	-5.6%
15 to 17 Years	624	603	1,227	38.9%	15 to 17 Years	337	245	582	13.3%
18 to 20 Years	1,111	1,217	2,328	160.6%	18 to 20 Years	375	297	672	17.8%
21 to 24 Years	1,379	1,418	2,797	162.4%	21 to 24 Years	667	610	1,277	28.3%
25 to 34 Years	577	4	581	6.8%	25 to 34 Years	782	593	1,375	15.1%
35 to 44 Years	115	614	729	5.4%	35 to 44 Years	-1,375	-1,245	-2,620	-18.5%
45 to 54 Years	2,086	2,186	4,272	40.0%	45 to 54 Years	248	482	730	4.9%
55 to 64 Years	2,949	2,841	5,790	116.0%	55 to 64 Years	1,168	1,375	2,543	23.6%
65 to 74 Years	1,466	1,605	3,071	138.9%	65 to 74 Years	1,178	993	2,171	41.1%
75 to 84 Years	653	983	1,636	136.6%	75 to 84 Years	326	458	784	27.7%
85 Years and Up	301	442	743	197.6%	85 Years and Up	23	97	120	10.7%
Total	12,682	12,977	25,659	38.7%	Total	3,359	3,556	6,915	7.5%
62+ Years	n/a	n/a	6,879	136.9%	62+ Years	n/a	n/a	3,942	33.1%

Source: Claritas; Ribbon Demographics



The total population in the market area is increasing at a slower rate than the populations for the City of Ashburn and Loudoun County. The following tables show the population for the city and county.

Population by Age & Sex												
Ashburn												
Census 2010				Current Year Estimates - 2021				Five Year Projections - 2026				
Age	Male	Female	Total	Age	Male	Female	Total	Age	Male	Female	Total	
0 to 4 Years	1,883	1,745	3,628	0 to 4 Years	1,732	1,629	3,361	0 to 4 Years	1,779	1,698	3,477	
5 to 9 Years	1,958	1,971	3,929	5 to 9 Years	1,892	1,810	3,702	5 to 9 Years	1,814	1,695	3,509	
10 to 14 Years	1,837	1,889	3,726	10 to 14 Years	2,276	2,172	4,448	10 to 14 Years	2,015	1,933	3,948	
15 to 17 Years	1,049	1,056	2,105	15 to 17 Years	1,260	1,279	2,539	15 to 17 Years	1,471	1,426	2,897	
18 to 20 Years	590	467	1,057	18 to 20 Years	1,100	1,088	2,188	18 to 20 Years	1,328	1,273	2,601	
21 to 24 Years	634	640	1,274	21 to 24 Years	1,293	1,323	2,616	21 to 24 Years	1,674	1,698	3,372	
25 to 34 Years	2,761	3,323	6,084	25 to 34 Years	2,940	3,096	6,036	25 to 34 Years	3,182	3,262	6,444	
35 to 44 Years	3,947	4,206	8,153	35 to 44 Years	3,967	4,508	8,475	35 to 44 Years	3,461	3,987	7,448	
45 to 54 Years	3,505	3,558	7,063	45 to 54 Years	4,389	4,444	8,833	45 to 54 Years	4,495	4,727	9,222	
55 to 64 Years	1,686	1,897	3,583	55 to 64 Years	3,223	3,411	6,634	55 to 64 Years	3,846	4,149	7,995	
65 to 74 Years	662	950	1,612	65 to 74 Years	1,630	2,035	3,665	65 to 74 Years	2,346	2,645	4,991	
75 to 84 Years	373	590	963	75 to 84 Years	852	1,359	2,211	75 to 84 Years	1,100	1,699	2,799	
85 Years and Up	<u>117</u>	<u>217</u>	334	85 Years and Up	<u>361</u>	<u>594</u>	955	85 Years and Up	<u>378</u>	<u>673</u>	1,051	
Total	21,002	22,509	43,511	Total	26,915	28,748	55,663	Total	28,889	30,865	59,754	
62+ Years	n/a	n/a	3,838	62+ Years	n/a	n/a	8,530	62+ Years	n/a	n/a	11,006	
Median Age:			34.9	Median Age:			38.5	Median Age:			39.9	

Source: Claritas; Ribbon Demographics



Population by Age & Sex Loudoun County												
Census 2010				Current Year Estimates - 2021				Five Year Projections - 2026				
Age	Male	Female	Total	Age	Male	Female	Total	Age	Male	Female	Total	
0 to 4 Years	13,986	13,552	27,538	0 to 4 Years	15,032	14,552	29,584	0 to 4 Years	15,507	14,839	30,346	
5 to 9 Years	14,712	14,286	28,998	5 to 9 Years	16,215	15,495	31,710	5 to 9 Years	15,508	15,029	30,537	
10 to 14 Years	12,730	12,543	25,273	10 to 14 Years	17,664	17,028	34,692	10 to 14 Years	16,802	16,051	32,853	
15 to 17 Years	6,913	6,712	13,625	15 to 17 Years	10,066	9,893	19,959	15 to 17 Years	11,350	11,053	22,403	
18 to 20 Years	4,215	3,568	7,783	18 to 20 Years	8,837	8,515	17,352	18 to 20 Years	10,396	9,909	20,305	
21 to 24 Years	5,345	5,200	10,545	21 to 24 Years	10,241	10,207	20,448	21 to 24 Years	13,384	13,114	26,498	
25 to 34 Years	20,341	23,142	43,483	25 to 34 Years	22,376	23,247	45,623	25 to 34 Years	23,851	23,916	47,767	
35 to 44 Years	29,242	29,711	58,953	35 to 44 Years	33,278	35,337	68,615	35 to 44 Years	28,718	31,452	60,170	
45 to 54 Years	24,491	24,361	48,852	45 to 54 Years	33,814	33,301	67,115	45 to 54 Years	34,891	35,479	70,370	
55 to 64 Years	13,201	13,635	26,836	55 to 64 Years	24,511	24,250	48,761	55 to 64 Years	30,001	29,925	59,926	
65 to 74 Years	5,681	6,560	12,241	65 to 74 Years	12,234	13,910	26,144	65 to 74 Years	16,760	17,933	34,693	
75 to 84 Years	2,454	3,445	5,899	75 to 84 Years	5,380	7,131	12,511	75 to 84 Years	6,764	9,041	15,805	
85 Years and Up	<u>767</u>	<u>1,518</u>	<u>2,285</u>	85 Years and Up	<u>1,675</u>	<u>2,765</u>	<u>4,440</u>	85 Years and Up	<u>1,802</u>	<u>3,109</u>	<u>4,911</u>	
Total	154,078	158,233	312,311	Total	211,323	215,631	426,954	Total	225,734	230,850	456,584	
62+ Years	n/a	n/a	27,038	62+ Years	n/a	n/a	55,356	62+ Years	n/a	n/a	71,100	
Median Age:		34.7		Median Age:		37.1		Median Age:		37.9		

Source: Claritas; Ribbon Demographics

Housing Market

The demand for additional housing in a market area is a function of population growth, household formations and, also, a replacement of units lost through demolition and extreme obsolescence. Also, within the overall demand are segments of the market asking for more or less expense (related to income) and for ownership or rental.

Some of the demand has been, or will be, satisfied by units which have been built, or will be built, by the time the project is renting. The difference between demand and supply, the residual, is the total market of which the project's market will be a share.

The "tenure" of existing housing will be examined first as a guide to the future proportion of ownership and rentals; then characteristics of the housing stock will be noted.

The most important analysis is that of demand, supply and residual demand which follows. Its product is the number of type rental units which will be demanded.

Tenure

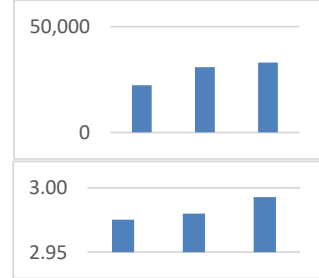
The percentage of renters in Loudoun County in 2021 was 21.4 percent and expected to remain the same 2026. For the City of Ashburn, the percentage for 2021 was 28.7 percent and expected increase slightly to 28.9 percent in 2026. The percentage of renters in the market area in 2021 was 22.8 percent and expected to increase slightly to 22.9 percent in 2026. This percentage is utilized to segment the number of existing households in the demand section of this report. Household estimates and projections are based on the most recent data from Claritas and Ribbon Demographics. The data was produced during the COVID-19 pandemic. At this time, there are no estimated changes due to the virus. However, the long-term economic impact on any region is unknown at this time. The short-term economic impact has been relatively minor. However, it is possible the household growth could be impacted by the COVID-19 if there are long-term economic impacts in the area.



Market Area

Total Households

Census 2010	22,282	
Current Year Estimates - 2021	30,857	
Five Year Projections - 2026	33,036	
<i>Estimated Change - 2010 to 2021</i>	8,575	38.5%
<i>Projected Change - 2021 to 2026</i>	2,179	7.1%
Average Household Size 2010	2.98	
Average Household Size 2021	2.98	
Average Household Size 2026	2.99	



Households by Tenure

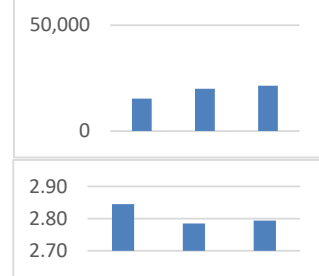
2010 Owner	17,499	78.5%
2010 Renter	4,783	21.5%
2021 Owner	23,820	77.2%
2021 Renter	7,037	22.8%
2026 Owner	25,480	77.1%
2026 Renter	7,556	22.9%

Source: Claritas; Ribbon Demographics

Ashburn

Total Households

Census 2010	15,293	
Current Year Estimates - 2021	19,988	
Five Year Projections - 2026	21,388	
<i>Estimated Change - 2010 to 2021</i>	4,695	30.7%
<i>Projected Change - 2021 to 2026</i>	1,400	7.0%
Average Household Size 2010	2.85	
Average Household Size 2021	2.78	
Average Household Size 2026	2.79	



Households by Tenure

2010 Owner	11,487	75.1%
2010 Renter	3,806	24.9%
2021 Owner	14,246	71.3%
2021 Renter	5,742	28.7%
2026 Owner	15,210	71.1%
2026 Renter	6,178	28.9%

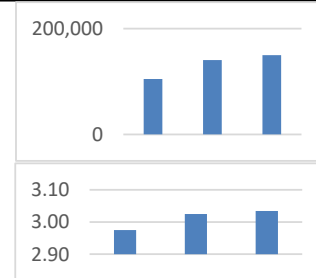
Source: Claritas; Ribbon Demographics



Loudoun County

Total Households

Census 2010	104,583	
Current Year Estimates - 2021	140,576	
Five Year Projections - 2026	149,903	
<i>Estimated Change - 2010 to 2021</i>	35,993	34.4%
<i>Projected Change - 2021 to 2026</i>	9,327	6.6%
Average Household Size 2010	2.98	
Average Household Size 2021	3.03	
Average Household Size 2026	3.03	



Households by Tenure

2010 Owner	81,384	77.8%
2010 Renter	23,199	22.2%
2021 Owner	110,492	78.6%
2021 Renter	30,084	21.4%
2026 Owner	117,858	78.6%
2026 Renter	32,045	21.4%

Source: Claritas; Ribbon Demographics

TENURE BY AGE				
SUBJECT	AGE	OWNER	RENTER	TOTAL
MARKET AREA	25-34	2,345	1,260	3,605
	35-44	5,728	1,641	7,369
	45-54	6,984	1,317	8,301
	55-64	5,072	791	5,863
	65-74	2,202	415	2,617
	75+	1,277	1,149	2,426

Source: Claritas; Ribbon Demographics, 2021 Data

Housing Units

The following tables show significant characteristics of the market area's housing stock in 2021. According to Claritas and Ribbon Demographics, there are 31,671 total housing units in the market area, 30,857 of which are occupied. There are 23,820 owner-occupied households and 7,037 renter-occupied households for 2021. In addition, there are 814 total vacant housing units in the market area.

Housing Unit Summary		
Current Year Estimates - 2021		
Market Area		
	Number	Percent
Housing Units	31,671	100.0%
Vacant Housing Units	814	2.6%
Renter-Occupied	7,037	22.8%
Owner-Occupied	23,820	77.2%
Total Occupied:	30,857	100.0%

Source: Claritas; Ribbon Demographics



In 2021, there are 237 households constructed prior to 1939. According to Claritas and Ribbon Demographics, 9,750 households were built in 2010 or later.

Housing Units by Year Structure Built		
<i>Current Year Estimates - 2021</i>		
Market Area		
Year	Number	Percent
2014 or Later	6,704	21.2%
2010 - 2013	3,046	9.6%
2000 - 2009	9,716	30.7%
1990 - 1999	9,359	29.6%
1980 - 1989	1,675	5.3%
1970 - 1979	373	1.2%
1960 - 1969	199	0.6%
1950 - 1959	213	0.7%
1940 - 1949	149	0.5%
1939 or Earlier	237	<u>0.7%</u>
Total:	31,671	100.0%

Source: Claritas; Ribbon Demographics



In 2021 there were 25,076 single-family housing units, 6,481 multifamily housing units and 114 mobile homes or other housing in the market area.

Housing Units by Units in Structure Current Year Estimates - 2021		
Market Area		
Unit	Number	Percent
I Unit Detached	15,196	48.0%
I Unit Attached	9,880	31.2%
2 Units	96	0.3%
3 to 4 Units	331	1.0%
5 to 19 Units	3,304	10.4%
20 to 49 Units	840	2.7%
50 or More Units	1,910	6.0%
Mobile Home	41	0.1%
Other	73	0.2%
Total:	31,671	100.0%

Source: Claritas; Ribbon Demographics

Rent Overburdened Households

According to the Comprehensive Housing Affordability Strategy (CHAS) published by the Office of Policy Development and Research, in 2017 (the most recent data available), there were 3,205 renter-occupied households in the county with incomes greater than 30 percent and less than or equal to 50 percent that are considered rent overburdened. The rent overburdened households represent 83.6 percent of the households in the county with incomes greater than 30 percent and less than or equal to 50 percent. The percentage of rent-overburdened households was used in the demand analysis to calculate the number of households within the subject's income range that are rent-overburdened.

Income by Cost Burden (Renters only)	Cost burden > 30%	Cost burden > 50%	Total
Household Income <= 30% HAMFI	3,345	2,765	4,145
Household Income >30% to <=50% HAMFI	3,205	1,535	3,835
Household Income >50% to <=80% HAMFI	2,290	245	3,130
Household Income >80% to <=100% HAMFI	1,540	40	2,935
Household Income >100% HAMFI	935	55	12,815
Total	11,315	4,640	26,860

Source: CHAS 2013-2017 American Community Survey



Substandard Households

According to the Comprehensive Housing Affordability Strategy (CHAS) published by the Office of Policy Development and Research, in 2017 (the most recent data available), there were 12,065 renter-occupied households in the county with at least one of the four following housing problems: incomplete kitchen facilities, incomplete plumbing facilities, more than one person per room and cost burden greater than 30 percent. This data includes rent-overburdened households which have already been addressed. Therefore, it is necessary to remove the rent-overburdened households from the data to determine the remaining substandard households. The previous table indicates there are 3,835 total rent overburdened households with incomes greater than 30 percent and less than or equal to 50 percent. Therefore, the 3,835 households that were rent-overburdened were subtracted from the 12,065 households that are substandard. The result of 8,230 households represents 30.6 percent of the total renter households in the county. The percentage of substandard households was used in the demand analysis to calculate the number of households within the subject’s income range that are considered substandard.

Housing Problems Overview	Owner	Renter	Total
Household has at least 1 of 4 Housing Problems	20,300	12,065	32,365
Household has none of 4 Housing Problems	73,690	14,530	88,220
Cost burden not available, no other problems	445	265	710
Total	94,435	26,860	121,300

Source: CHAS 2013-2017 American Community Survey

DEVELOPMENT-SPECIFIC DEMAND ANALYSIS



Household Income Trends and Analysis

Renter Households						
All Age Groups						
Year 2021 Estimates						
	1-Person	2-Person	3-Person	4-Person	5+-Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	150	24	10	9	39	232
\$10,000-20,000	167	86	33	6	3	295
\$20,000-30,000	99	90	27	20	8	244
\$30,000-40,000	200	86	22	27	5	340
\$40,000-50,000	127	45	87	69	85	413
\$50,000-60,000	233	169	79	36	4	521
\$60,000-75,000	267	171	98	165	88	789
\$75,000-100,000	211	306	138	160	86	901
\$100,000-125,000	210	438	291	54	36	1,029
\$125,000-150,000	120	102	148	197	62	629
\$150,000-200,000	259	140	161	90	96	746
\$200,000+	<u>180</u>	<u>364</u>	<u>106</u>	<u>74</u>	<u>174</u>	<u>898</u>
Total	2,223	2,021	1,200	907	686	7,037

Source: Claritas and Ribbon Demographics

Owner Households						
All Age Groups						
Year 2021 Estimates						
	1-Person	2-Person	3-Person	4-Person	5+-Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	46	27	22	21	17	133
\$10,000-20,000	94	62	28	33	21	238
\$20,000-30,000	115	74	25	24	31	269
\$30,000-40,000	166	89	27	56	15	353
\$40,000-50,000	116	59	28	59	69	331
\$50,000-60,000	192	148	76	64	44	524
\$60,000-75,000	358	198	96	51	27	730
\$75,000-100,000	532	561	253	323	187	1,856
\$100,000-125,000	464	580	250	242	228	1,764
\$125,000-150,000	417	622	579	416	330	2,364
\$150,000-200,000	249	1,103	763	1,137	804	4,056
\$200,000+	<u>553</u>	<u>2,567</u>	<u>2,581</u>	<u>3,191</u>	<u>2,310</u>	<u>11,202</u>
Total	3,302	6,090	4,728	5,617	4,083	23,820

Source: Claritas and Ribbon Demographics



Renter Households						
All Age Groups						
Year 2026 Projections						
	1-Person	2-Person	3-Person	4-Person	5+-Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	143	20	13	13	42	231
\$10,000-20,000	169	86	33	11	4	303
\$20,000-30,000	107	85	31	24	8	255
\$30,000-40,000	211	72	32	35	2	352
\$40,000-50,000	151	45	79	63	83	421
\$50,000-60,000	210	157	75	37	3	482
\$60,000-75,000	275	179	101	171	85	811
\$75,000-100,000	214	293	133	169	104	913
\$100,000-125,000	262	420	303	64	37	1,086
\$125,000-150,000	139	107	157	215	71	689
\$150,000-200,000	289	166	187	92	126	860
\$200,000+	<u>229</u>	<u>483</u>	<u>157</u>	<u>76</u>	<u>208</u>	<u>1,153</u>
Total	2,399	2,113	1,301	970	773	7,556

Source: Claritas and Ribbon Demographics

Owner Households						
All Age Groups						
Year 2026 Projections						
	1-Person	2-Person	3-Person	4-Person	5+-Person	Total
	Household	Household	Household	Household	Household	
\$0-10,000	49	27	22	17	19	134
\$10,000-20,000	87	62	27	31	19	226
\$20,000-30,000	114	66	18	21	29	248
\$30,000-40,000	178	80	24	34	10	326
\$40,000-50,000	105	53	27	51	54	290
\$50,000-60,000	193	122	59	54	40	468
\$60,000-75,000	357	197	87	45	32	718
\$75,000-100,000	553	583	243	275	172	1,826
\$100,000-125,000	459	563	235	207	203	1,667
\$125,000-150,000	410	606	512	373	306	2,207
\$150,000-200,000	276	1,139	753	1,141	837	4,146
\$200,000+	<u>738</u>	<u>3,058</u>	<u>3,032</u>	<u>3,634</u>	<u>2,762</u>	<u>13,224</u>
Total	3,519	6,556	5,039	5,883	4,483	25,480

Source: Claritas and Ribbon Demographics



The subject's units are most suitable for households with one to three persons which accounts for 77.4 percent of the market area renters. Income is a key characteristic in analyzing housing markets. The tables on Page 60 show household incomes for the market area for all households. However, we are primarily concerned with incomes of renters within the target incomes between \$24,857 and \$34,830 and between \$48,309 and \$69,660, or 19.7 percent, of income eligible households. There is a total of 1,272 renters within the target income range. Target incomes for the different unit types are derived by the analyst. For the low end of the range, the maximum allowable LIHTC rent for an income limit (i.e. 60% AMI) for each bedroom type is divided by 35 percent as required by Virginia Housing for family units. The resulting number is then multiplied by 12 to derive an annual income ($\$725 / 35\% = \$2,071.43 \times 12 = \$24,857$). This process is based on the premise that a tenant should not pay more than 35 percent of his annual income on rent. For the high end of the range, the analyst consults the income limits set by the state housing authority. For example, if the largest unit in an income limit (i.e. 60% AMI) is a two-bedroom unit, the analyst multiplies this number by 1.5 (this is due to the LIHTC program being based on the premise that 1.5 persons per bedroom will occupy rental units) to find how many people could reside in that unit. The analyst then consults the state income limits to set the high end of the range (2 bedroom x 1.5 = 3 people/unit; therefore, the 60% 3-person maximum income would be used).

INCOME-ELIGIBLE RENTER HOUSEHOLDS - WITHOUT SUBSIDY					
	Gross Rent	Lower Range	Upper Range	% Income Qualified	Income-Eligible Households
All Unit Types (All)	\$725	\$24,857 - \$34,830	\$48,309 - \$69,660	19.7%	1,389
All Unit Types (30%)	\$725	\$24,857	\$34,830	4.1%	290
All Unit Types (60%)	\$1,409	\$48,309	\$69,660	15.6%	1,099
1 BR (All)	\$725	\$24,857 - \$30,960	\$48,309 - \$61,920	14.4%	612
1 BR (30%)	\$725	\$24,857	\$30,960	2.9%	125
1 BR (60%)	\$1,409	\$48,309	\$61,920	11.5%	487
2 BR (All)	\$870	\$29,829 - \$34,830	\$57,977 - \$69,660	8.6%	278
2 BR (30%)	\$870	\$29,829	\$34,830	1.7%	54
2 BR (60%)	\$1,691	\$57,977	\$69,660	6.9%	223

Source: Claritas; Ribbon Demographics and HUD

INCOME-ELIGIBLE RENTER HOUSEHOLDS - WITH SUBSIDY					
	Gross Rent	Lower Range	Upper Range	% Income Qualified	Income-Eligible Households
All Unit Types (All)	\$1,410	\$0 - \$34,830	\$48,309 - \$69,660	28.9%	2,034
All Unit Types (30%)	\$1,702	\$0	\$34,830	13.3%	935
All Unit Types (60%)	\$1,409	\$48,309	\$69,660	15.6%	1,099
1 BR (All)	\$1,410	\$0 - \$30,960	\$48,309 - \$61,920	26.6%	1,131
1 BR (30%)	\$1,702	\$0	\$30,960	15.2%	643
1 BR (60%)	\$1,409	\$48,309	\$61,920	11.5%	487
2 BR (All)	\$1,692	\$0 - \$34,830	\$57,977 - \$69,660	16.9%	546
2 BR (30%)	\$1,829	\$0	\$34,830	10.0%	322
2 BR (60%)	\$1,691	\$57,977	\$69,660	6.9%	223

Source: Claritas; Ribbon Demographics and HUD

The following table shows the maximum income limits at each income level as determined by the U.S. Department of Housing and Urban Development.

LIHTC INCOME LIMITS		
Person in Households	30%	60%
1	\$27,090	\$54,180
2	\$30,960	\$61,920
3	\$34,830	\$69,660
4	\$38,700	\$77,400
5	\$41,820	\$83,640
6	\$44,910	\$89,820

Source: HUD

Sources of Demand

The potential tenants for the development include households who now live within the market area. It will appeal to potential tenants who have adequate incomes to pay the proposed rents and find the development more attractive in terms of price, unit features and project amenities than other available rental units. It also will attract households that the market area gains between now and when the development is ready for occupancy.



Required Unit Mix

The LIHTC program is based on the premise that 1.5 persons per bedroom will occupy rental units. We expect that 90 percent of one-person households and 25 percent of two-person households will occupy one-bedroom units. We expect that 75 percent of two-person household and 50 percent of three-person households will occupy two-bedroom units.

The following table illustrates the ratio of units required by each household size. These occupancy patterns suggest that one-bedroom units should account for 35.6 percent; and two-bedroom units should account for 35.6 percent of the renter housing demand in the market area.

RENTAL HOUSING DEMAND BY NUMBER OF BEDROOMS						
HOUSEHOLD SIZE	0 BR	1 BR	2 BR	3 BR	4 BR	TOTAL
1 Person	222	2,001	0	0	0	2,223
2 Persons	0	505	1,516	0	0	2,021
3 Persons	0	0	600	600	0	1,200
4 Persons	0	0	0	816	91	907
5 or More Persons	0	0	0	617	69	686
TOTAL	222	2,506	2,116	2,034	159	7,037
PERCENT	3.2%	35.6%	30.1%	28.9%	2.3%	100.0%

Source: Claritas; Ribbon Demographics

Eligible Households

Landlords evaluate a potential tenant's income and credit to decide if applicant can pay the required rents. Commercial underwriters and owners of conventional market rate developments generally require that the monthly contract rent should not exceed one-third of a tenant's income. This is increased to 35 percent for multifamily tenants in the LIHTC program. The following tables use the tax credit income limits to determine the upper range of eligibility for each LIHTC unit.

INCOME-ELIGIBLE RENTER HOUSEHOLDS - WITHOUT SUBSIDY					
	Gross Rent	Lower Range	Upper Range	% Income Qualified	Income-Eligible Households
All Unit Types (All)	\$725	\$24,857 - \$34,830	\$48,309 - \$69,660	19.7%	1,389
All Unit Types (30%)	\$725	\$24,857	\$34,830	4.1%	290
All Unit Types (60%)	\$1,409	\$48,309	\$69,660	15.6%	1,099
1 BR (All)	\$725	\$24,857 - \$30,960	\$48,309 - \$61,920	14.4%	612
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1 BR (60%)	\$1,409	\$48,309	\$61,920	11.5%	487
2 BR (All)	\$870	\$29,829 - \$34,830	\$57,977 - \$69,660	8.6%	278
2 BR (30%)	\$870	\$29,829	\$34,830	1.7%	54
2 BR (60%)	\$1,691	\$57,977	\$69,660	6.9%	223

Source: Claritas; Ribbon Demographics and HUD

INCOME-ELIGIBLE RENTER HOUSEHOLDS - WITH SUBSIDY					
	Gross Rent	Lower Range	Upper Range	% Income Qualified	Income-Eligible Households
All Unit Types (All)	\$1,410	\$0 - \$34,830	\$48,309 - \$69,660	28.9%	2,034
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2 BR (30%)	\$1,829	\$0	\$34,830	10.0%	322
2 BR (60%)	\$1,691	\$57,977	\$69,660	6.9%	223

Source: Claritas; Ribbon Demographics and HUD

Penetration Rate

There are no planned developments or developments under construction that will compete with the subject. Therefore, no units were considered in the pipeline. There were 27 vacant LIHTC units in the market area that will compete with the subject. The subject is a proposed Low Income Housing Tax Credit property that will contain 52 units. Therefore, the total affordable inventory would be 79 units. The chart below indicates a penetration rate of 3.9 percent for the market area.



REQUIRED PENETRATION RATE - WITH SUBSIDY	
Income Eligible Renter Households	2,034
Existing Vacant LIHTC Units	27
LIHTC Units Planned	0
Proposed Units in Subject	52
Total Inventory	79
Penetration Rate	3.9%

There are no planned developments or developments under construction that will compete with the subject. Therefore, no units were considered in the pipeline. There were 27 vacant LIHTC units in the market area that will compete with the subject. The subject is a proposed Low Income Housing Tax Credit property that will contain 52 units. Therefore, the total affordable inventory would be 79 units. The chart below indicates a penetration rate of 5.7 percent for the market area.

REQUIRED PENETRATION RATE - WITHOUT SUBSIDY	
Income Eligible Renter Households	1,389
Existing Vacant LIHTC Units	27
LIHTC Units Planned	0
Proposed Units in Subject	52
Total Inventory	79
Penetration Rate	5.7%



Demand Analysis

The following table will contain the summary demand estimates for the units considering the subject's subsidy.

REQUIRED NET DEMAND - WITH SUBSIDY			
	All Units @ 30% (\$0 - \$34,830)	All Units @ 60% (\$48,309 - \$69,660)	Project Total (\$0 - \$34,830 & \$48,309 - \$69,660)
Income Restrictions:			
Demand from New Household Growth			
New Rental Households	28	32	60
PLUS			
Existing Households - Rent Overburdened	782	918	1,700
PLUS			
Existing Households - Substandard Housing	287	337	623
PLUS			
Existing Qualifying Tenants Likely to Remain After Renovation	0	0	0
EQUALS			
Total Demand	1,096	1,288	2,383
MINUS			
Supply (Includes Directly Comparable Vacant Units Completed or in Pipeline in the PMA)	0	27	27
EQUALS			
NET DEMAND	1,096	1,261	2,356
ABSORPTION PERIOD			
	1 Month	2-3 Months	3-4 Months

*See Page 78 for absorption period explanation.

Demand Analysis Summary

Overall, the market shows a net demand of 2,356 units for the proposed units. The subject is a proposed development that will contain 52 units. The overall capture rate for all units is 2.2 percent.

New Rental Households: The demand from new household growth is calculated by taking the new rental households projected between 2021 and 2026 divided by five years and then multiplying by two years since the subject is a proposed property and expected to be placed in service in 2023. This resulted in a new household growth total of 208. The new household growth number of 208 was then multiplied by the percent of income qualified tenants in the market area (208 x 28.9% = 60). The subject will attract tenants with incomes between \$0 and \$34,830 and between \$48,309 and \$69,660. The percent of income qualified can be seen on Page 75. The demand from new household growth is 60 for all units.

Existing Households – Rent Overburdened: The total number of rent overburdened households is 1,700 for all units.

Existing Households – Substandard Housing: The total number of substandard households in the market area was 623.



Existing Qualifying Tenants Likely to Remain After Renovation: The property is a proposed Low Income Housing Tax Credit property at 30 and 60 percent of the area median income. Therefore, this does not apply to the subject.

Supply: There are 27 vacant units with similar percent AMI in the comparable properties in the primary market area.

Total Net Demand: Overall the market shows a net demand of 2,356 units for all units. The subject is a proposed development that will contain 52 units. The overall capture rate for all units is 2.2 percent. Based on the occupancy rates of apartment complexes in the market area, the existing waiting lists, the projected population and household growth and the economic factors, it is believed that property will be viable within the market area.

Absorption Period: Waxpool Apartments is a proposed 52-unit family complex. It is believed that the property will meet the demand for affordable housing in the market area. The absorption level is typically based on the most recent multifamily developments. There were three developments recently placed in service that provided lease-up data.

- BLVD Grammercy East is a 260-unit market-rate property that was placed in service June 2020. The property leased up at a rate of approximately 25 to 26 units per month.
- BLVD Flats is a 58-unit market-rate property that was placed in service October 2020. The property leased up at a rate of approximately 14 to 15 units per month.
- Ashburn Chase Apartments is a 98-unit LIHTC property that was placed in service December 2020 and leased up at a rate of approximately 21 to 22 units per month.

In addition, the analyst considered the opinions of apartment managers and local real estate agents, and the waiting list of the comparable affordable developments surveyed in the market area. It is estimated that the development could absorb 15 to 20 units per month, resulting in a 95 percent occupancy level within two to four months after the date it is placed in service.

Capture Rate Analysis

The following tables contain the capture rates for the entire property with and without considering subsidies.

CAPTURE RATE BY INCOME LIMITS - WITH SUBSIDY			
	All Units @ 30% (\$0 - \$34,830)	All Units @ 60% (\$48,309 - \$69,660)	Project Total (\$0 - \$34,830 & \$48,309 - \$69,660)
Income Restrictions:			
All Units at Subject	0.7%	3.5%	2.2%

Overall, the market shows a net demand of 2,356 units for proposed units without considering subsidies. The subject is a proposed development that will contain 52 units. The overall capture rate for all units is 2.2 percent.

Project Wide Capture Rate - LIHTC Units	2.2%
Project Wide Capture Rate - Market Units	N/A
Project Wide Capture Rate - All Units	2.2%
Project Wide Absorption Period (Months)	3-4 Months



The following table will contain the summary demand estimates for the units without considering the subject's subsidy.

REQUIRED NET DEMAND - WITHOUT SUBSIDY			
	All Units @ 30% (\$24,857 - \$34,830)	All Units @ 60% (\$48,309 - \$69,660)	Project Total (\$24,857 - \$34,830 & \$48,309 - \$69,660)
Income Restrictions:			
Demand from New Household Growth			
New Rental Households	9	32	41
PLUS			
Existing Households - Rent Overburdened	242	918	1,161
PLUS			
Existing Households - Substandard Housing	89	337	425
PLUS			
Existing Qualifying Tenants Likely to Remain After Renovation	0	0	0
EQUALS			
Total Demand	339	1,288	1,627
MINUS			
Supply (Includes Directly Comparable Vacant Units Completed or in Pipeline in the PMA)	0	27	27
EQUALS			
NET DEMAND	339	1,261	1,600
ABSORPTION PERIOD			
	1 Month	2-3 Months	3-4 Months

*See Page 80 for absorption period explanation.

Demand Analysis Summary

Overall, the market shows a net demand of 1,600 units for the proposed units. The subject is a proposed development that will contain 52 units. The overall capture rate for all units is 3.2 percent.

New Rental Households: The demand from new household growth is calculated by taking the new rental households projected between 2021 and 2026 divided by five years and then multiplying by two years since the subject is a proposed property and expected to be placed in service in 2023. This resulted in a new household growth total of 208. The new household growth number of 208 was then multiplied by the percent of income qualified tenants in the market area (208 x 19.7% = 41). The subject will attract tenants with incomes between \$24,857 and \$34,830 and between \$48,309 and \$69,660. The percent of income qualified can be seen on Page 75. The demand from new household growth is 41 for all units.

Existing Households – Rent Overburdened: The total number of rent overburdened households is 1,161 for all units.

Existing Households – Substandard Housing: The total number of substandard households in the market area was 425.



Existing Qualifying Tenants Likely to Remain After Renovation: The property is a proposed Low Income Housing Tax Credit property at 30 and 60 percent of the area median income. Therefore, this does not apply to the subject.

Supply: There are 27 vacant units with similar percent AMI in the comparable properties in the primary market area.

Total Net Demand: Overall the market shows a net demand of 1,600 units for all units. The subject is a proposed development that will contain 52 units. The overall capture rate for all units is 3.2 percent. Based on the occupancy rates of apartment complexes in the market area, the existing waiting lists, the projected population and household growth and the economic factors, it is believed that property will be viable within the market area.

Absorption Period: Waxpool Apartments is a proposed 52-unit family complex. It is believed that the property will meet the demand for affordable housing in the market area. The absorption level is typically based on the most recent multifamily developments. There were three developments recently placed in service that provided lease-up data.

- BLVD Grammercy East is a 260-unit market-rate property that was placed in service June 2020. The property leased up at a rate of approximately 25 to 26 units per month.
- BLVD Flats is a 58-unit market-rate property that was placed in service October 2020. The property leased up at a rate of approximately 14 to 15 units per month.
- Ashburn Chase Apartments is a 98-unit LIHTC property that was placed in service December 2020 and leased up at a rate of approximately 21 to 22 units per month.

In addition, the analyst considered the opinions of apartment managers and local real estate agents, and the waiting list of the comparable affordable developments surveyed in the market area. It is estimated that the development could absorb 15 to 20 units per month, resulting in a 95 percent occupancy level within two to four months after the date it is placed in service.

Capture Rate Analysis

The following tables contain the capture rates for the entire property with and without considering subsidies.

CAPTURE RATE BY INCOME LIMITS - WITHOUT SUBSIDY			
	All Units @ 30% (\$24,857 - \$34,830)	All Units @ 60% (\$48,309 - \$69,660)	Project Total (\$24,857 - \$34,830 & \$48,309 - \$69,660)
Income Restrictions:			
All Units at Subject	2.4%	3.5%	3.2%

Overall, the market shows a net demand of 1,600 units for proposed units without considering subsidies. The subject is a proposed development that will contain 52 units. The overall capture rate for all units is 3.2 percent.

Project Wide Capture Rate - LIHTC Units	3.2%
Project Wide Capture Rate - Market Units	N/A
Project Wide Capture Rate - All Units	3.2%
Project Wide Absorption Period (Months)	3-4 Months

SUPPLY ANALYSIS



Housing Profile

Market Area Overview

The rental housing stock in the market area is comprised of single-family homes as well as market-rate and restricted apartment complexes.

Housing Inventory

From 2010 through June 2021, permit issuing jurisdictions in Loudoun County issued 38,245 single-family and multifamily dwelling permits. Multifamily units were estimated at 25.2 percent of the planned construction activity.

BUILDING PERMITS ISSUED			
YEAR	SINGLE-FAMILY	MULTIFAMILY	TOTAL
2010	1,840	201	2,041
2011	2,350	720	3,070
2012	2,980	835	3,815
2013	3,545	1,339	4,884
2014	2,823	657	3,480
2015	2,635	979	3,614
2016	2,522	774	3,296
2017	2,588	1,176	3,764
2018	2,511	1,204	3,715
2019	2,136	841	2,977
2020	1,819	674	2,493
2021*	841	255	1,096
TOTAL	28,590	9,655	38,245

*Preliminary Numbers through June 2021

Source: SOCDS

Projects under Construction

According to Loudoun County and the Virginia Housing, there are no units under construction located within the subject's primary market area.

Planned Projects

There are no planned properties in the market area. Therefore, no units were considered in the pipeline.

Unit Condition

The market area's rental housing stock is in varying condition. Overall, the developments are well maintained.



Unit Types

Single-family homes comprise 79.2 percent of the units, while multifamily units comprise 20.5 percent of the units.

Housing Units by Units in Structure <i>Current Year Estimates - 2021</i>		
Market Area		
Unit	Number	Percent
I Unit Detached	15,196	48.0%
I Unit Attached	9,880	31.2%
2 Units	96	0.3%
3 to 4 Units	331	1.0%
5 to 19 Units	3,304	10.4%
20 to 49 Units	840	2.7%
50 or More Units	1,910	6.0%
Mobile Home	41	0.1%
Other	<u>73</u>	<u>0.2%</u>
Total:	31,671	100.0%

Source: Claritas; Ribbon Demographics

Age of Units

Housing construction in the market area increased in the 1990s and then began declining again in the 2010s.

Housing Units by Year Structure Built <i>Current Year Estimates - 2021</i>		
Market Area		
Year	Number	Percent
2014 or Later	6,704	21.2%
2010 - 2013	3,046	9.6%
2000 - 2009	9,716	30.7%
1990 - 1999	9,359	29.6%
1980 - 1989	1,675	5.3%
1970 - 1979	373	1.2%
1960 - 1969	199	0.6%
1950 - 1959	213	0.7%
1940 - 1949	149	0.5%
1939 or Earlier	237	<u>0.7%</u>
Total:	31,671	100.0%

Source: Claritas; Ribbon Demographics



Unit Size

The average size of the units in the surveyed developments is 820 square feet for one-bedroom units and 1,138 for the two-bedroom units. The subject's unit sizes will be slightly smaller than the average unit size. All of the proposed unit sizes are within the comparable range. Therefore, it is believed the subject will be competitive in this market.

AVERAGE APARTMENT SIZE OF COMPARABLE APARTMENTS					
Unit Type	COMPARABLES			Subject (SF)	Subject's Advantage
	Minimum (SF)	Maximum (SF)	Average (SF)		
1 BR	546	1,074	820	715	-12.8%
2 BR	847	1,538	1,138	985	-13.4%

Source: Gill Group Field Survey

The subject contains three sizes of one-bedroom units and three -sizes of two-bedroom units. The sizes noted in the preceding chart represents the weighted average for each unit type.

Rental Vacancy Rates

According to RealtyRates.com Market Survey, the vacancy rate for the South Atlantic Region has generally declined over the past three years. For 2020, the vacancy rate ranged from 5.5 percent to 6.0 percent, with an average of 5.8 percent. The vacancy rate for the region for the third quarter of 2021 was 5.5 percent.

REALTY RATES MARKET SURVEY - REGIONAL VACANCY RATES			
QUARTER	2019	2020	2021
1st Quarter	6.5%	6.0%	5.8%
2nd Quarter	6.4%	5.9%	5.6%
3rd Quarter	6.2%	5.7%	5.5%
4th Quarter	6.1%	5.5%	---

Source: RealtyRates.com Market Survey, South Atlantic Region



Vacancy Analysis

The vacancy rate for affordable housing units in the market area is 3.5 percent. The contact for The Grove at Flynn's Crossing stated that due to COVID-19 restrictions, the development was unable to lease units; therefore, the property has a higher than typical vacancy rate. Without considering this comparable, the overall affordable vacancy rate is 1.9 percent. The following table shows the vacancy rates for the affordable housing verified in the market area:

AFFORDABLE HOUSING VACANCIES			
Name of Property	# of Units	# of Vacant Units	Vacancy Rate
The Woods at Birchwood	83	0	0.0%
Ashburn Chase Apartments	98	0	0.0%
Ashburn Meadows	336	15	4.5%
Shreveport Ridge Apartments	98	0	0.0%
The Grove at Flynn's Crossing	169	17	10.1%
Acclaim at Ashburn	174	0	0.0%
Totals	958	32	3.3%

The current vacancy rate in surveyed market-rate apartment complexes is 3.1 percent. However, BLVD Flats has recently been placed in service and is still in the lease-up process. In addition, BLVD Commons stated the property has been unable to lease units due to COVID-19 restrictions. Therefore, the property has a higher than typical vacancy rate. Without considering these properties, the overall market-rate apartment vacancy rate is 2.4 percent. The following table shows the vacancy rates for each property verified in the area.

MARKET VACANCIES			
Name of Property	# of Units	# of Vacant Units	Vacancy Rate
Camden Ashburn Farms	162	0	0.0%
Atley on the Greenway Apartments	496	10	2.0%
BLVD Gramercy East	260	18	6.9%
Jefferson Arbors at Broadlands	240	3	1.3%
BLVD Flats	58	8	13.8%
The Point at Ashburn	413	14	3.4%
Camden Silo Creek	284	9	3.2%
Broadlands Apartments	292	2	0.7%
Loudoun Heights Apartments	466	10	2.1%
Saddle Ridge Apartments	216	3	1.4%
BLVD Commons	357	25	7.0%
Totals	3,244	102	3.1%

Lease Terms and Concessions

The typical lease is twelve months. At the time of the writing of this report, one property was offering rent concessions that effect the rental rates. BLVD Flats is currently offering one and one-half months' free rent if the tenant signs a 12-month lease for select units.



Turnover Rates

The comparables indicated a range of 25.0 percent to 37.0 percent, with an average of 32.6 percent. Apartment managers in the market area reported that the turnover rates were stable throughout the year. Therefore, the analyst selected the annual turnover rate of 32.6 percent.

TURNOVER RATES	
Property Name	Average Annual Turnover Rate
The Woods at Birchwood	37.0%
Ashburn Meadows	25.0%
The Grove at Flynn's Crossing	35.0%
The Woods of Brambleton	37.0%
Camden Ashburn Farms	31.0%
Jefferson Arbors at Broadlands	37.0%
Saddle Ridge Apartments	30.0%
Loudoun Heights Apartments	32.0%
Broadlands Apartments	29.0%
Average Annual Turnover	32.6%

Likely Impact of Existing Development on Rental Occupancy Rates

The proposed development will not have an adverse impact on the market area. Its one- and two-bedroom units will be suitable in the market. Therefore, it is believed the proposed development will not have an adverse impact on the market area.



Existing Comparables

The following table summarizes the existing affordable housing complexes within the primary market area and the immediate vicinity. The subject will have units at 30 and 60 percent AMI. Therefore, the restricted units at 60 percent of the area median income will directly compete with the subject's units. Additional information for the restricted properties can be found on Page 85.

Waxpool Apartments	Type	Existing/ Planned	Population Served	Number of Units of Each Type	Unit Size/Rent/ Number Vacant	Amenities
The Woods of Brambleton 23601 Willshaw Square Ashburn, Virginia 703-722-2424	LIHTC (60%)	Existing	Family	Eff/1 - 61 1/1 - 60 2/1.5 - 41 3/2.5 - 40	510 SF - \$1,030 - 0 840 SF - \$1,075 - 0 1,123 SF - \$1,120 - 0 1,380 SF - \$1,120 - 0	Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Microwave, Washer, Dryer, Carpet, Vinyl, Blinds, Ceiling Fans, Balcony, Patio, Safety Bars, Meeting Room, Exercise Room, Picnic Area, Playground, On-Site Management, On-Site Maintenance, Video Surveillance
Ashburn Chase Apartments 19761 Ashburn Road Ashburn, Virginia 703-713-5678	LIHTC (60%)	Existing	Family	2/1 - Unk 3/2 - Unk	847 SF - \$1,555 - 0 933 SF - \$1,745 - 0	Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Washer, Dryer, Carpet, Vinyl, Blinds, Ceiling Fans, Walk-In Closet, Clubhouse, Exercise Room, Computer Room, Package Receiving, On-Site Management, On-Site Maintenance, Common Area Wi-Fi, Granite Countertops
Ashburn Meadows 881 21030 Lowry Park Terrace Ashburn, Virginia 703-723-3390	LIHTC (60%)	Existing	Family	2/1 - 62 2/2 - 212 3/2 - 62	877 SF - \$1,636 - 7 1,124 SF - \$1,636 - 8 1,178 SF - \$1,895 - 0	Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Washer/Dryer Hook-Ups, Carpet, Vinyl, Blinds, Ceiling Fans, Vaulted Ceilings (Select), Fireplace, Walk-In Closet, Swimming Pool, Exercise Room, Picnic Area, Playground, On-Site Management, On-Site Maintenance, Sundeck, Common Area Wi-Fi, Walking Trail
Shreveport Ridge Apartments 42597 Prescott Green Square Ashburn, Virginia 703-542-8115	LIHTC (40%, 60%)	Existing	Family	1/1 - 8 2/2 - 60 2/2 3/2 - 14 4/2 - 16	675 SF - \$831 - 0 1,075 SF - \$1,055 - 0 1,400 SF - \$1,055 - 0 1,095 SF - \$1,080 - 0 1,550 SF - \$1,094 - 0	Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Washer, Dryer, Carpet, Vinyl, Blinds, Ceiling Fans, Safety Bars, Meeting Room, Playground, On-Site Management, On-Site Maintenance, Video Surveillance
The Grove at Flynn's Crossing 21892 Blossom Hill Terrace Ashburn, Virginia 703-724-7889	LIHTC (60%)	Existing	Family	1/1 - 25 2/1 - 48 2/2 - 78 3/2 - 18	807 SF - \$1,176 - Unk 971 SF - \$1,365 - Unk 1,119 SF - \$1,410 - Unk 1,1267 SF - \$1,632 - Unk	Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Carpet, Vinyl, Blinds, Ceiling Fans, Balcony, Patio, Clubhouse, Swimming Pool, Exercise Room, Picnic Area, Playground, On-Site Management, On-Site Maintenance
Acclaim at Ashburn 43848 Dodge Terrace Ashburn, Virginia 703-858-5222	LIHTC (50%)	Existing	Family	2/1.5 - 84 2/2 - 54 3/2 - 36	872 SF - \$1,295 - 0 895 SF - \$1,295 - 0 1,101 SF - \$1,498 - 0	Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Washer, Dryer, Carpet, Vinyl, Blinds, Ceiling Fans, Walk-In Closet, Clubhouse, Swimming Pool, Exercise Room, Picnic Area, Playground, Laundry Facility, On-Site Management, On-Site Maintenance



Comparable Profile Pages
COMPARABLE APARTMENT RENTAL NO. 1



Property Type: LIHTC/ Walk-Up
 Property Name: The Woods of Brambleton
 Address: 23601 Willshaw Square
 Ashburn, VA 20148
 Verification: Claudia, 703-722-2424
 August 23, 2021, By Telephone
 Distance From Subject: 5.9 Miles

Year Opening/Significant Renovation Amenities

2015
 Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Microwave, Washer, Dryer, Carpet, Vinyl, Blinds, Ceiling Fans, Balcony, Patio, Safety Bars, Meeting Room, Exercise Room, Picnic Area, Playground, On-Site Management, On-Site Maintenance, Video Surveillance

Utilities (Type/Responsibility)

Heat - Gas- Tenant
 Air Conditioning - Electric - Tenant
 Cooking - Gas- Tenant
 Hot Water - Gas - Tenant
 Cold Water - Landlord
 Sewer - Landlord
 Trash - Landlord

Unit Type	No. of Units	No. Vacant	Unit Mix		Utility Allowance	Gross Rent
			Size SF	Collected Rent/Mo.		
Efficiency/1	61	0	510	\$1,030	Unknown	Unknown
1/1	60	0	840	\$1,075	Unknown	Unknown
2/1.5	41	0	1,123	\$1,120	Unknown	Unknown
3/2.5	40	0	1,380	\$1,120	Unknown	Unknown

Occupancy 100%
Total Units 202
No. of Buildings 5
Construction Type Brick/Siding
HVAC Central Gas/Central Elec
Stories 4
Waiting List 3 Years
Turnover Rate 37%
Absorption Rate N/A

Remarks

The property is designated for families at 60 percent of the area median income. The complex maintains a three-year waiting list which is currently closed. The contact was unsure of when the waiting list may reopen. The annual turnover rate is 37 percent.



COMPARABLE APARTMENT RENTAL NO. 2



Property Type: LIHTC/Walk-Up
 Property Name: Ashburn Chase Apartments
 Address: 19761 Ashburn Road Ashburn, VA 20147
 Verification: Nidea, 703-713-5678
 Distance From Subject: August 23, 2021, By Telephone 4.4 Miles

Year Opening/Significant Renovation Amenities

2019
 Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Washer, Dryer, Carpet, Vinyl, Blinds, Ceiling Fans, Walk-In Closet, Clubhouse, Exercise Room, Computer Room, Package Receiving, On-Site Management, On-Site Maintenance, Common Area Wi-Fi, Granite Countertops

Utilities (Type/Responsibility)

Heat - Electric - Tenant
 Air Conditioning - Electric - Tenant
 Cooking - Electric - Tenant
 Hot Water - Electric - Tenant
 Cold Water - Tenant
 Sewer - Tenant
 Trash - Tenant

Unit Mix

<u>Unit Type</u>	<u>No. of Units</u>	<u>No. Vacant</u>	<u>Size SF</u>	<u>Collected Rent/Mo.</u>	<u>Utility Allowance</u>	<u>Gross Rent</u>
2/1	Unknown	0	847	\$1,555	Unknown	Unknown
3/2	Unknown	0	933	\$1,745	Unknown	Unknown

Occupancy 100%
Total Units 98
No. of Buildings 2
Construction Type Concrete/Brick
HVAC Central Elec/Central Elec
Stories 4
Waiting List N/A
Turnover Rate N/A
Absorption Rate 55-56 Units Per Month

Remarks

The property is designated for families at 60 percent of the area median income. The was placed in service December 2020 and is 57 percent occupied. Therefore, the property absorbed 55 to 56 units in one month. The complex does not currently maintain a waiting list or was able to release an annual turnover rate as it was recently placed in service.



COMPARABLE APARTMENT RENTAL NO. 3



Property Type: LIHTC/Walk-Up
 Property Name: Ashburn Meadows
 Address: 21030 Lowry Park Terrace
 Ashburn, VA 20147
 Verification: Jamen, 703-723-3390
 August 23, 2021, By Telephone
 Distance From Subject: 3.0 Miles

**Year Opening/Significant Renovation
 Amenities**

2000
 Refrigerator, Range/Oven, Garbage Disposal, Dishwasher,
 Washer/Dryer Hook-Ups, Carpet, Vinyl, Blinds, Ceiling Fans, Vaulted
 Ceilings (Select), Fireplace, Walk-In Closet, Swimming Pool, Exercise
 Room, Picnic Area, Playground, On-Site Management, On-Site
 Maintenance, Sundeck, Common Area Wi-Fi, Walking Trail

Utilities (Type/Responsibility)

Heat - Electric - Tenant
 Air Conditioning - Electric - Tenant
 Cooking - Gas - Tenant
 Hot Water - Electric - Tenant
 Cold Water - Tenant
 Sewer - Tenant
 Trash - Tenant

Unit Mix

<u>Unit Type</u>	<u>No. of Units</u>	<u>No. Vacant</u>	<u>Size SF</u>	<u>Collected Rent/Mo.</u>	<u>Utility Allowance</u>	<u>Gross Rent</u>
2/1	62	7	877	\$1,636	Unknown	Unknown
2/2	212	8	1,010	\$1,636	Unknown	Unknown
3/2	62	0	1,178	\$1,895	Unknown	Unknown

Occupancy 96%
Total Units 336
No. of Buildings 14
Construction Type Siding
HVAC Central Elec/Central Elec
Stories 4
Waiting List 40 Applicants
Turnover Rate 25%
Absorption Rate N/A

Remarks

The property is designated for families at 50 and 60 percent of the area median income. The complex maintains waiting list with 40 applicants. The contact stated the property is currently filling from the waiting list; however, the property has been unable to lease units due to the COVID-19 pandemic. The annual turnover rate is 25 percent.



COMPARABLE APARTMENT RENTAL NO. 4



Property Type: LIHTC/Walk-Up
 Property Name: Shreveport Ridge Apartments
 Address: 42597 Prescott Green Square
 Ashburn, VA 20148
 Verification: Mary, 703-542-8115 August 23,
 2021, By Telephone
 Distance From Subject: 6.3 Miles

**Year Opening/Significant Renovation
 Amenities**

2014
 Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Washer,
 Dryer, Carpet, Vinyl, Blinds, Ceiling Fans, Safety Bars, Meeting Room,
 Playground, On-Site Management, On-Site Maintenance, Video
 Surveillance

Utilities (Type/Responsibility)

Heat - Electric - Tenant
 Air Conditioning - Electric - Tenant
 Cooking - Electric - Tenant
 Hot Water - Electric - Tenant
 Cold Water - Landlord
 Sewer - Landlord
 Trash - Landlord

Unit Mix

<u>Unit Type</u>	<u>No. of Units</u>	<u>No. Vacant</u>	<u>Size SF</u>	<u>Collected Rent/Mo.</u>	<u>Utility Allowance</u>	<u>Gross Rent</u>
1/1	83	0	675	\$831	Unknown	Unknown
2/2	60	0	1,075	\$1,055	Unknown	Unknown
2/2		0	1,400	\$1,055	Unknown	Unknown
3/2	14	0	1,095	\$1,080	Unknown	Unknown
4/2	16	0	1,550	\$1,094	Unknown	Unknown

Occupancy 100%
Total Units 98
No. of Buildings 8
Construction Type Brick
HVAC Central Elec/Central Elec
Stories 3
Waiting List 60 Applicants
Turnover Rate N/A
Absorption Rate N/A

Remarks

The property is designated for families at 40 and 60 percent of the area median income. The complex maintains a waiting list with 60 applicants. The annual turnover rate was not disclosed.



COMPARABLE APARTMENT RENTAL NO. 5



Property Type: LIHTC/Walk-Up
 Property Name: The Grove at Flynn's Crossing
 Address: 21892 Blossom Hill Terrace
 Ashburn, VA 20147
 Verification: Bulce, 703-724-7889
 August 23, 2021, By Telephone
 Distance From Subject: 0.7 Miles

Year Opening/Significant Renovation Amenities

1999
 Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Carpet, Vinyl, Blinds, Ceiling Fans, Balcony, Patio, Clubhouse, Swimming Pool, Exercise Room, Picnic Area, Playground, On-Site Management, On-Site Maintenance

Utilities (Type/Responsibility)

Heat - Gas - Tenant
 Air Conditioning - Electric - Tenant
 Cooking - Gas - Tenant
 Hot Water - Gas - Tenant
 Cold Water - Landlord
 Sewer - Landlord
 Trash - Landlord

Unit Mix

<u>Unit Type</u>	<u>No. of Units</u>	<u>No. Vacant</u>	<u>Size SF</u>	<u>Collected Rent/Mo.</u>	<u>Utility Allowance</u>	<u>Gross Rent</u>
1/1	25	4	807	\$1,176	Unknown	Unknown
2/1	48	6	971	\$1,365	Unknown	Unknown
2/2	78	3	1,119	\$1,410	Unknown	Unknown
3/2	18	4	1,267	\$1,632	Unknown	Unknown

Occupancy 90%
Total Units 169
No. of Buildings 14
Construction Type Siding
HVAC Central Gas/Central Elec
Stories 3
Waiting List 50 Applicants
Turnover Rate 35%
Absorption Rate N/A

Remarks

The property is designated for families at 60 percent of the area median income. The complex maintains waiting list with approximately 50 applicants. The contact stated the property will be filling from the waiting list; however, the property has been unable to lease units due to the COVID-19 pandemic. The annual turnover rate is 35 percent.



COMPARABLE APARTMENT RENTAL NO. 6



Property Type: LIHTC/Walk-Up
 Property Name: Acclaim at Ashburn
 Address: 43848 Dodge Terrace
 Ashburn, VA 20147
 Verification: Sheila, 703-858-5222
 August 23, 2021, By Telephone
 Distance From Subject: 1.2 Miles

Year Opening/Significant Renovation Amenities

1999
 Refrigerator, Range/Oven, Garbage Disposal, Dishwasher, Washer, Dryer, Carpet, Vinyl, Blinds, Ceiling Fans, Walk-In Closet, Clubhouse, Swimming Pool, Exercise Room, Picnic Area, Playground, Laundry Facility, On-Site Management, On-Site Maintenance

Utilities (Type/Responsibility)

Heat - Gas - Tenant
 Air Conditioning - Electric - Tenant
 Cooking - Gas - Tenant
 Hot Water - Gas - Tenant
 Cold Water - Landlord
 Sewer - Landlord
 Trash - Landlord

Unit Mix

<u>Unit Type</u>	<u>No. of Units</u>	<u>No. Vacant</u>	<u>Size SF</u>	<u>Collected Rent/Mo.</u>	<u>Utility Allowance</u>	<u>Gross Rent</u>
2/1.5	84	0	872	\$1,295	Unknown	Unknown
2/2	54	0	895	\$1,295	Unknown	Unknown
3/2	36	0	1,101	\$1,498	Unknown	Unknown

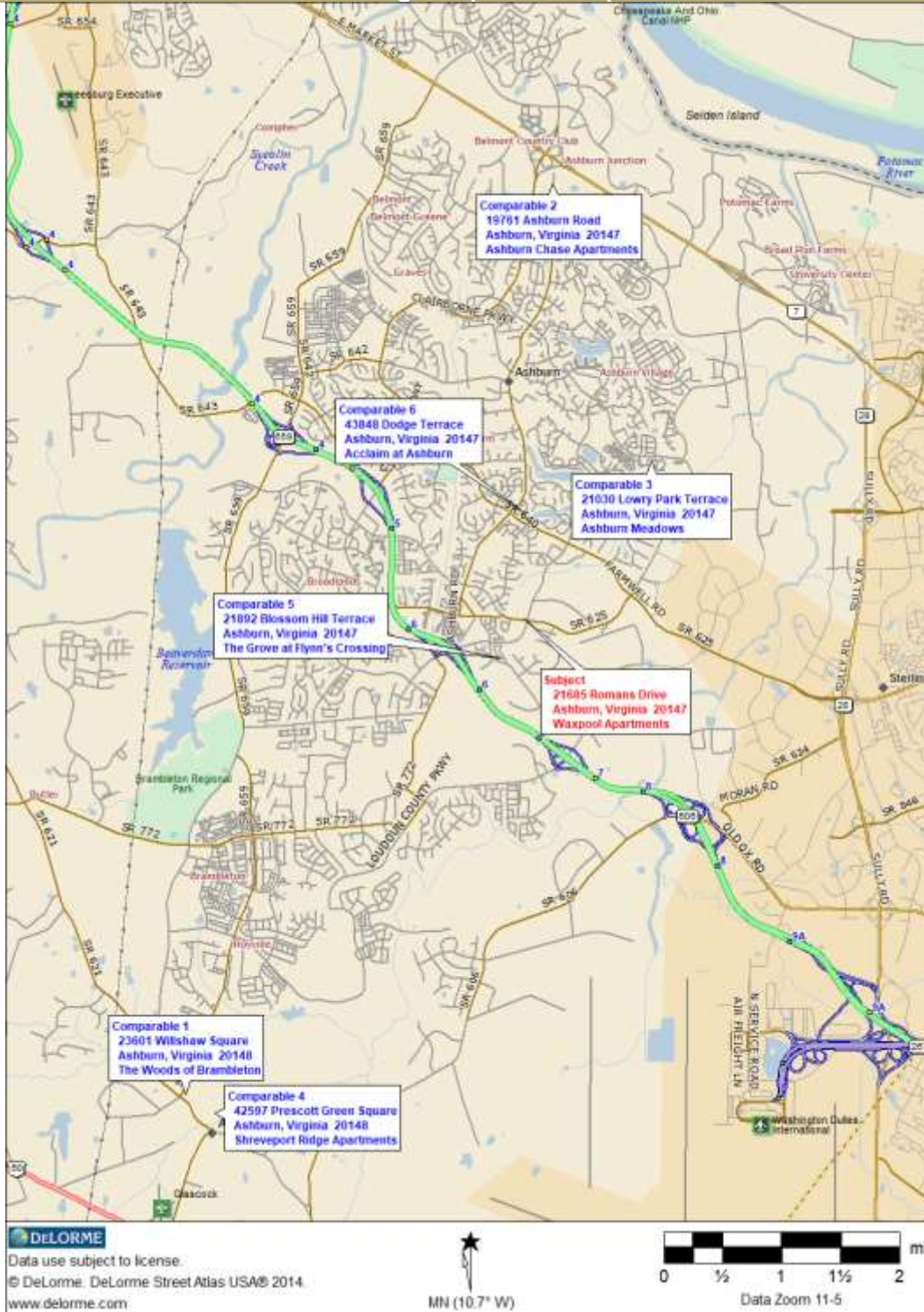
Occupancy 100%
Total Units 174
No. of Buildings 8
Construction Type Siding
HVAC Central Gas/Central Elec
Stories 3
Waiting List Yes; Unknown # of Applicants
Turnover Rate N/A
Absorption Rate N/A

Remarks

The property is designated for families at 50 percent of the area median income. The complex maintains waiting list; however, the contact was unable to disclose the number of applicants. The annual turnover rate was not disclosed.

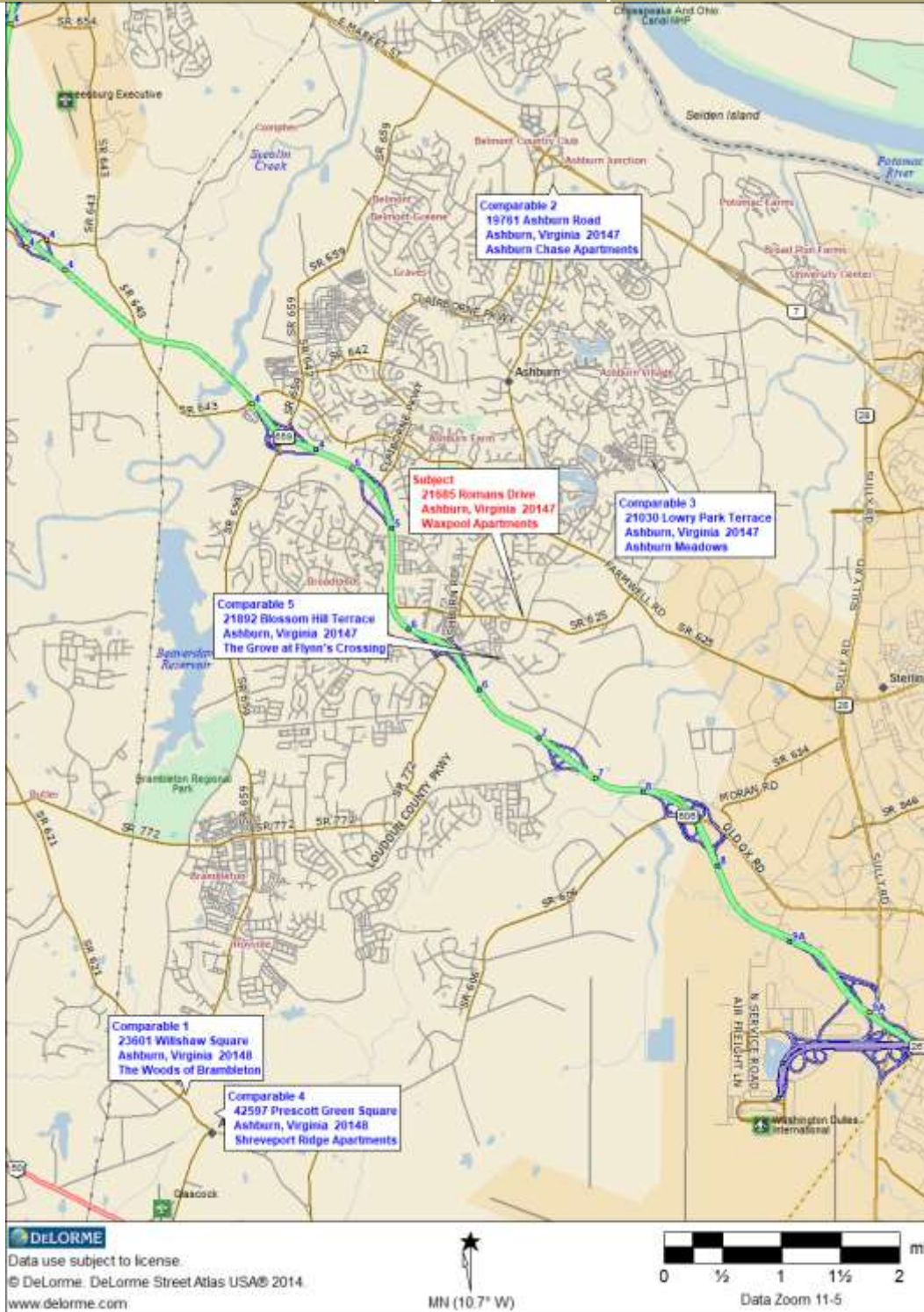


Existing Comparables Map





Competing Properties Map



The subject will have units at 30 and 60 percent AMI. Therefore, all of the restricted units at 60 percent AMI will directly compete with the subject's units.



Additional Developments

The market area also includes additional developments that were excluded from the analysis due to non-competitiveness or inability to verify information. The developments located in the market area that were excluded from the survey are noted as follows:

The Woods at Birchwood - Ashburn, VA – Elderly
Wingler House – Ashburn, VA – Elderly
Birchwood at Brambleton I & II – Ashburn, VA – Elderly
Wingler House I & II – Ashburn, VA – Elderly
Stone Springs – Dulles, VA - Unconfirmed
Ashborough Apartments – Ashburn, VA – Unconfirmed
Brambleton Town Center South – Ashburn, VA – Unconfirmed
Bell Ashburn Farms – Ashburn, VA – Unconfirmed
Acadia Apartments – Ashburn, VA - Unconfirmed
Vyne at One Loudoun – Ashburn, VA - Unconfirmed
The Heights at Goose Creek Village - Ashburn, VA - Unconfirmed

Market-Rate Properties (Not Comparable in Restrictions or Tenant Base)

Camden Ashburn Farms – Ashburn, VA
Atley on the Greenway Apartments- Ashburn, VA
BLVD Gramercy East – Ashburn, VA
Jefferson Arbors at Broadlands – Ashburn, VA
BLVD Flats – Ashburn, VA
Camden Silo Creek – Ashburn, VA
Broadlands Apartments – Ashburn, VA
Loudoun Heights Apartments – Ashburn, VA
Saddle Ridge Apartments – Ashburn, VA
BLVD Commons – Ashburn, VA
Waltonwood Ashburn - Ashburn, VA (Elderly Market)
The Point at Ashburn – Ashburn, VA

Market-Rate Properties (Under Construction)

Neon Lofts - Expected PIS 2023
Neon Lofts at Grammercy District – Expected PIS 2022
19700 Helix Drive – Expected PIS 2022
Gramercy District – Expected PIS 2023
Ashburn Station – Expected PIS 2022



Market Rent Analysis

The market analyst researched rental housing in the market area and identified several apartment communities in and around the market area of the subject. The analyst identified the market-rate communities in the area that would directly compete with the subject. These comparables were then compared to the subject and adjusted for differences in amenities. These differences include, but are not limited to, location, structure, condition, unit size, number of bedrooms, number of baths, unit amenities (range/oven, refrigerator, microwave, dishwasher, etc.), project amenities (parking, storage, clubhouse, meeting room, pool, recreation area, etc.) and utilities provided. The adjustments made were based on the experience of the analyst, interviews with local officials, apartment managers and residents and information received from third-party sources (rent-to-own facilities, utility providers and housing authorities.) Additional adjustments were also determined using paired rental analysis. The paired rental analysis ranges are determined by comparing comparables with different numbers of bedrooms and factoring out any other differences (amenities, utilities provided, etc.) The resulting difference is assumed to be attributable to the differing number of bedrooms. The results are grouped together in a range. The adjustment is selected based on where the majority of the results fall within the range. If there is no majority, a conservative adjustment at the low end of the range is selected.



HUD Forms 92273 and Explanations – As Complete

**Estimates of Market Rent
by Comparison - As Complete**

U.S. Department of Housing and Urban Development
Office of Housing
Federal Housing Commissioner

OMB Approval No. 2502-0029
(exp. 09/30/2016)

Public reporting burden for this collection of information is estimated to average 1 hour per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. This information is required by the Housing Appropriation Act of 9/28/1994. The information is needed to analyze the reasonableness of the Annual Adjustment Factor formula, and will be used where rent levels for a specific unit type, in a Substantial Rehabilitation or New Construction Contract, exceed the existing FMR rent. The information is considered non-sensitive and does not require special protection. This agency may not collect this information, and you are not required to complete this form, unless it displays a currently valid OMB control number.

1. Unit Type	2. Subject Property (Address)	A. Comparable Property No. 1 (address)	B. Comparable Property No. 2 (address)	C. Comparable Property No. 3 (address)	D. Comparable Property No. 4 (address)	E. Comparable Property No. 5 (address)			
One-Bedroom	Waxpool Apartments 21685 Romans Drive Ashburn, Loudoun, VA	Camden Ashburn Farms 20886 Isherwood Terrace Ashburn, Loudoun, VA	Atley on the Greenway Apartments 21827 High Rock Terrace Ashburn, Loudoun, VA	BLVD Gramercy East 43805 Central Station Drive Ashburn, Loudoun, VA	Jefferson Arbors at Broadlands 43170 Thistledown Terrace Ashburn, Loudoun, VA	BLVD Flats 43805 Central Station Drive Ashburn, Loudoun, VA			
Characteristics	Data	Data	Adjustments	Data	Adjustments	Data	Adjustments	Data	Adjustments
3. Effective Date of Rental	08/2021	08/2021		08/2021		08/2021		08/2021	
4. Type of Project/Stories	E/4	WU/3		WU/3		E/10		WU/4	
5. Floor of Unit in Building	Varies	Varies		Varies		Varies		Varies	
6. Project Occupancy %	Proposed	100%		98%		93%		99%	
7. Concessions	N	N		N		N		N	
8. Year Built	Proposed	2000/2018	\$13	2014	\$9	2020		2000/2006	\$20
9. Sq. Ft. Area	715	742	(\$15)	715		634	\$50	869	(\$95)
10. Number of Bedrooms	1	1		1		1		1	
11. Number of Baths	1.0	1.0		1.0		1.0		1.0	
12. Number of Rooms	3	3		3		3		3	
13. Balc./Terrace/Patio	N	Y	(\$5)	Y	(\$5)	N		Y	(\$5)
14. Garage or Carport	L/0, G/0	L/0	\$100	L/0, G/125	\$100	G/50	\$100	L/0, G/115-125	\$100
15. Equipment a. A/C	C	C		C		C		C	
b. Range/Refrigerator	RF	RF		RF		RF		RF	
c. Disposal	N	Y		Y		Y		Y	
d. Microwave/Dishwasher	MD	MD		MD		MD		D	\$5
e. Washer/Dryer	WD	WD		WD		WD		WD	
f. Carpet	V	C		V		C		C	
g. Drapes	B	B		B		B		B	
h. Pool/Rec. Area	E	PER	(\$10)	ER	(\$5)	PER	(\$20)	PER	(\$30)
16. Services a. Heat/Type	N/E	N/E		N/G		N/E		N/E	
b. Cooling	N/E	N/E		N/E		N/E		N/E	
c. Cook/Type	N/E	N/E		N/G		N/E		N/E	
d. Electricity	N	N		N		N		N	
e. Hot Water	N/E	N/E		N/G		N/E		N/G	
f. Cold Water/Sewer	Y	Y		Y		Y		N	\$47
g. Trash	Y	Y		Y		Y		N	\$23
17. Storage	N	Y/0	(\$5)	Y/0	(\$5)	N		Y/0	(\$5)
18. Project Location	Average	Similar		Similar		Similar		Similar	
19. Security	N	Y	(\$10)	Y	(\$10)	Y	(\$10)	N	
20. Clubhouse/Meeting Room	MR	N	\$5	C		C		C	
21. Special Features	CT, C, I	SS, QC, I	(\$50)	SS, GC, CT, I	(\$50)	SS, GC, I	(\$50)	SS, GC, F	(\$50)
22. Business Center / Nbhnd Netwk	CR	N	\$5	BC		BC		N	\$5
23. Unit Rent Per Month		\$1,809		\$1,575		\$1,725		\$1,730	
24. Total Adjustment			\$28		\$34		\$70		\$15
25. Indicated Rent		\$1,837		\$1,609		\$1,795		\$1,745	
26. Correlated Subject Rent	\$1,800								
	high rent	\$1,975	low rent	\$1,609	60% range	\$1,682	to	\$1,902	

Note: In the adjustments column, enter dollar amounts by which subject property varies from comparable properties. If subject is better, enter a "Plus" amount and if subject is inferior to the comparable, enter a "Minus" amount. Use back of page to explain adjustments as needed.

Appraiser's Signature: *Samuel J. Hill* Date (mm/dd/yy): 08/23/21

Reviewer's Signature: _____ Date (mm/dd/yyyy): _____

Previous editions are obsolete

form HUD-92273 (07/2003)



**Estimates of Market Rent
by Comparison - As Complete**

U.S. Department of Housing and Urban Development
Office of Housing
Federal Housing Commissioner

OMB Approval No. 2502-0029
(exp. 09/30/2016)

Public reporting burden for this collection of information is estimated to average 1 hour per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. This information is required by the Housing Appropriation Act of 9/28/1994. The information is needed to analyze the reasonableness of the Annual Adjustment Factor formula, and will be used where rent levels for a specific unit type, in a Substantial Rehabilitation or New Construction Contract, exceed the existing FMR rent. The information is considered nonsensitive and does not require special protection. This agency may not collect this information, and you are not required to complete this form, unless it displays a currently valid OMB control number.

1. Unit Type	2. Subject Property (Address)	A. Comparable Property No. 1 (address)		B. Comparable Property No. 2 (address)		C. Comparable Property No. 3 (address)		D. Comparable Property No. 4 (address)		E. Comparable Property No. 5 (address)	
Two-Bedroom	Waxpool Apartments 21685 Romans Drive Ashburn, Loudoun, VA	Camden Ashburn Farms 20886 Isherwood Terrace Ashburn, Loudoun, VA		Atley on the Greenway Apartments 21827 High Rock Terrace Ashburn, Loudoun, VA		BLVD Gramercy East 43805 Central Station Drive Ashburn, Loudoun, VA		Jefferson Arbors at Broadlands 43170 Thisteddown Terrace Ashburn, Loudoun, VA		BLVD Flats 43805 Central Station Drive Ashburn, Loudoun, VA	
Characteristics	Data	Data	Adjustments	Data	Adjustments	Data	Adjustments	Data	Adjustments	Data	Adjustments
3. Effective Date of Rental	08/2021	08/2021		08/2021		08/2021		08/2021		08/2021	
4. Type of Project/Stories	E/4	WU/3		WU/3		E/10		WU/4		E/8	
5. Floor of Unit in Building	Varies	Varies		Varies		Varies		Varies		Varies	
6. Project Occupancy %	Proposed	100%		98%		93%		99%		86%	
7. Concessions	N	N		N		N		N		N	
8. Year Built	Proposed	2000/2018	\$13	2014	\$9	2020		2000/2006	\$20	2020	
9. Sq. Ft. Area	985	934	\$25	1,141	(\$85)	1,051	(\$35)	1,188	(\$110)	1,131	(\$80)
10. Number of Bedrooms	2	2		2		2		2		2	
11. Number of Baths	2.0	1.0	\$20	2.0		2.0		2.0		2.0	
12. Number of Rooms	4	4		4		4		4		4	
13. Balc./Terrace/Patio	N	Y	(\$5)	Y	(\$5)	N		Y	(\$5)	Y	(\$5)
14. Garage or Carport	L/0, G/0	L/0	\$100	L/0, G/125	\$100	G/50	\$100	L/0, G/115-125	\$100	G/50	\$100
15. Equipment	a. A/C	C		C		C		C		C	
	b. Range/Refrigerator	RF		RF		RF		RF		RF	
	c. Disposal	N		Y		Y		Y		Y	
	d. Microwave/Dishwasher	MD		MD		MD		D	\$5	MD	
	e. Washer/Dryer	WD		WD		WD		WD		WD	
	f. Carpet	V		C		C		C		C	
	g. Drapes	B		B		B		B		B	
	h. Pool/Rec. Area	E	PER (\$10)	ER	(\$5)	PER	(\$20)	PER	(\$30)	PER	(\$15)
16. Services	a. Heat/Type	N/E		N/E		N/E		N/E		N/E	
	b. Cooling	N/E		N/E		N/E		N/E		N/E	
	c. Cook/Type	N/E		N/E		N/E		N/E		N/E	
	d. Electricity	N		N		N		N		N	
	e. Hot Water	N/E		N/E		N/E		N/G		N/E	
	f. Cold Water/Sewer	Y		Y		Y		N	\$61	Y	
	g. Trash	Y		Y		Y		N	\$24	Y	
17. Storage	N	Y/0	(\$5)	Y/0	(\$5)	N		Y/0	(\$5)	N	
18. Project Location	Average	Similar		Similar		Similar		Similar		Similar	
19. Security	N	Y	(\$10)	Y	(\$10)	Y	(\$10)	N		Y	(\$10)
20. Clubhouse/Meeting Room	MR	N	\$5	C		C		C		C	
21. Special Features	CT, C, I	SS, QC, I	(\$50)	SS, GC, CT, I	(\$50)	SS, GC, I	(\$50)	SS, GC, F	(\$50)	SS, GC	(\$40)
22. Business Center / Nbrd Netwk	CR	N	\$5	BC		BC		N	\$5	BC	
23. Unit Rent Per Month		\$2,199		\$2,640		\$2,248		\$2,232		\$2,360	
24. Total Adjustment			\$88		(\$51)		(\$15)		\$15		(\$50)
25. Indicated Rent		\$2,287		\$2,589		\$2,233		\$2,247		\$2,310	
26. Correlated Subject Rent	\$2,250	<input type="checkbox"/> If there are any Remarks, check here and add the remarks to the back of page.									
	high rent	\$2,589	low rent	\$2,233	60% range	\$2,304	to	\$2,518			

Note: In the adjustments column, enter dollar amounts by which subject property varies from comparable properties. If subject is better, enter a "Plus" amount and if subject is inferior to the comparable, enter a "Minus" amount. Use back of page to explain adjustments as needed.

Appraiser's Signature

Samuel J. Seil

Date (mm/dd/yyyy)

08/23/21

Reviewer's Signature

Date (mm/dd/yyyy)

Previous editions are obsolete

form HUD-92273 (07/2003)



**Explanation of Adjustments and Market Rent Conclusions – As Complete
 Waxpool Apartments
 Primary Unit Types – One-Bedroom Units (715 SF) and Two-Bedroom Units (985 SF)**

Please note: Minor adjustments in the \$5 to \$10 range are based on the appraiser’s evaluation of the overall market as well as typical responses indicated by existing tenants. In addition, this is standard industry practice when there is insufficient market data present to support adjustments. It is also considered an acceptable practice by HUD as indicated in the Section 8 Renewal Guide Chapter 9-12 (C) (3) which states: “For minor adjustments (generally in the \$5 to \$10 range), the appraiser may state his/her subjective evaluation of why the observed differences would affect rent.”

Rent comparability grids were prepared for the primary unit types with 715 and 985 square feet. Comparable apartments used include the following: Camden Ashburn Farms (Comparable 1), Atley on the Greenway Apartments (Comparable 2), BLVD Gramercy East (Comparable 3), Jefferson Arbors at Broadlands (Comparable 4) and BLVD Flats (Comparable 5).

Structure/Stories – The subject will be located in one four-story elevator building. Comparables 1, 2 and 4 are located in three- or four-story walk-up buildings. Comparable 3 is located in a 10-story elevator building, and Comparable 5 is located in an eight-story elevator building. The market did not indicate a need for adjustment due to structure. Therefore, no adjustments were made.

Project Occupancy – The subject is proposed. The occupancy rates of the comparables range from 86 to 99 percent. BLVD Flats was recently placed in service and still in the process of leasing up; therefore, the property has a higher vacancy rate than is typical for the market. Therefore, no adjustment was needed.

Concessions – The subject will not offer any concessions. None of the comparables are currently offering concessions. No adjustment was needed.

Year Built/Year Renovated – The subject is proposed new construction development that is expected to be completed in 2023. Once construction is complete, the property will be in good condition. Comparable 1 was constructed in 2000 and had a minor renovation 2018. The property appears well maintained. Comparable 2 was constructed in 2014. The property appears well maintained and shows typical signs of “wear and tear”. Comparable 4 was constructed in 2000 and had a minor renovation in 2006. There are no signs of deferred maintenance, and the development appears well maintained. Comparable 3 and 5 were both constructed in 2020. To account for differences between date of construction/renovation for the subject and the comparables, an effective year built for all properties was determined. The effective year built considers the date of construction as well as any renovation made to the property and the significance of the renovation. The following table shows the effective year built and adjustment amounts determined for the subject and the comparables:

Property	Year Built	Effective Year Built	Adjustment
Subject	2023	2023	-
1	2000/2018	2010	\$13
2	2014	2014	\$9
3	2020	2020	\$0
4	2000/2006	2003	\$20
5	2020	2020	\$0

Adjustments for age differences are relatively subjective given that many properties will complete general upgrades to a property even if they do not complete an actual specific rehabilitation or renovation. In general, newer construction properties and recently renovated properties can command a higher rent than older or non-renovated properties. The appraiser elected to adjust \$1 per effective year built of



difference between the subject and the comparables. No adjustments were made for comparables that have effective year built within five years of the effective year built determined for the subject.

SF Area – The subject and the comparables vary in square footage. Typically, all other variables being equal, a larger unit is more desirable than a smaller unit. However, the value of the additional square footage is mitigated to some degree by the similarity in perceived unit function. There is a diminishing return of value for additional square footage as each additional square foot does not necessarily equal additional functionality. Additionally, the units at the subject are measured as part of the scope of this assignment. However, the contacts at the comparables are often unwilling to allow interior inspections of the units. Therefore, it is necessary to rely on published unit sizes or verbal confirmation of unit sizes from the property contacts. As such, it is impossible to verify the accuracy of this data. In addition, the subject unit sizes are paint-to-paint measurements, while the contacts often report the “marketing” unit size which is sometimes the gross exterior square footage. Therefore, the unit sizes at the comparables are not always a direct comparison to the unit sizes at the subject. For the purpose of this report, a range of comparable rents per square foot was derived. To determine this adjustment, each comparables’ dollar per square foot rental rate was determined for each bedroom type. From these results, a median dollar per square foot rental rate is determined. The median dollar per square foot was then multiplied by 25 percent for each comparable to derive an adjusted dollar per square foot rental rate. The 25 percent was used to account for the diminished return of the larger unit sizes and the potential differences in reported unit sizes of the comparables versus the subject. Next, the difference in square footage between the subject and each comparable is determined. The difference is multiplied by the determined adjusted dollar per square foot rate to arrive at the adjustment for each comparable. The selected dollar per square foot for the one-bedroom comparison is \$0.61; and for the two-bedroom comparison is \$0.53. The result was rounded to the nearest \$5.

of Bedrooms – The subject will contain one- and two-bedroom units. All comparables are similar. No adjustments were needed.

of Baths – The subject will contain one bath in the one-bedroom units, and two baths in the two- and three-bedroom unit types. The majority of the difference in number of baths is accounted for in the unit square footage adjustment. However, an adjustment is made here to consider the added convenience of additional baths. The extra room(s) will enhance marketability of a unit even if the square footage remains the same. There was insufficient market data available for a paired analysis as the majority of properties in this market contain a similar number of baths. Therefore, a \$10 half-bath per month adjustment was selected.

Balcony/Patio – The subject will not contain either amenity. Comparable 3 is similar. All remaining comparables contain these features and were adjusted downward \$5 per month. Although there is little market data available concerning units with these features versus those without these features, the added amenity is an enhancement to the unit. Therefore, the nominal adjustment was deemed reasonable.

Parking – The subject will offer both open parking and garage parking at no additional cost to residents. Comparable 1 offers open lot parking at no cost to residents. Comparable 2 offers open lot parking at no cost to residents and garage parking for an additional fee of \$125 per month. Comparables 3 and 5 offer garage parking for an additional fee of \$50 per month. Comparable 4 offers open lot parking at no cost to residents and garage parking for an additional fee of \$165 to \$200 per month. The comparables indicated a range of \$50 to \$200 per month for garage parking. Therefore, a \$100 adjustment for garage parking was determined reasonable. Therefore, all comparables were each adjusted upward \$100 per month.

AC: Central/Wall – The subject will contain central air conditioning. All comparables are similar to the subject. No adjustments were needed.

Range/Refrigerator – The subject will contain both amenities. All of the comparables contain both amenities. No adjustments were needed.



Garbage Disposal – The subject will not contain a garbage disposal in the units. All of the comparables contain garbage disposals. The market did not indicate a need for adjustment for this feature. Therefore, no adjustment was made.

Microwave/Dishwasher – The subject will contain both a dishwasher and a microwave in each unit. Comparables 1, 2, 3 and 5 are similar. Comparable 4 contains only a dishwasher in the units and was adjusted upward \$10 per month. Dishwashers are an expensive feature and are likely to factor into a tenant’s decision on which unit to lease. Although there is little market data available concerning units with this feature versus those without this feature, the added amenity is an enhancement to the unit. Therefore, an adjustment of \$10 was considered appropriate for dishwashers.

Washer/Dryer – The subject will contain a washer and dryer in each unit. All comparables are similar. No adjustment was needed.

Carpet – The subject will contain vinyl flooring in the units. All comparables are similar. No adjustment was needed.

Drapes – The subject will contain window coverings. All comparables are similar. No adjustment was needed.

Pool/Exercise Room/Recreation Areas – Although there is little market data available concerning units with these features, the added amenities are an enhancement. Swimming pools are typically considered a more desirable feature than other recreation features. Therefore, a \$10 adjustment was determined for swimming pool, and a \$5 adjustment per feature was determined for each additional recreation area. The following table shows the amenities and adjustments for the subject and each comparable. The adjustments for the comparables are determined by calculating the difference in total adjustments between the subject and the comparables.

Amenity	Subject	Comp 1	Comp 2	Comp 3	Comp 4	Comp 5
Swimming Pool	---	\$10	---	\$10	\$10	\$10
Exercise Room	\$5	\$5	\$5	\$5	\$5	\$5
Picnic Area	---	\$5	\$5	\$5	\$5	\$5
Play Area	\$5	\$5	\$5	---	\$5	---
Parks	\$5					---
Sports Court	\$5	---	---	\$5	---	---
Yoga Studio	---	---	---	---	\$5	---
Pet Park	---	---	---	\$5	\$5	\$5
Library	---	---	---	---	\$5	---
Gazebo	---	---	\$5	---	---	---
Theatre	---	---	---	\$5	---	\$5
Sundeck	---	---	---	---	\$5	---
Walking Trail	---	\$5	---	---	\$5	---
Lounge	---	---	\$5	---	---	---
Pet Spa	---	---	---	\$5	---	\$5
Total	\$20	\$30	\$25	\$40	\$50	\$35
Indicated Adjustment		-\$10	-\$5	-\$20	-\$30	-\$15

Heat – The subject will not have this utility provided. All comparables are similar to the subject. No adjustment was needed.

Cooling – The subject will not have this utility provided. All comparables are similar to the subject. No adjustment was needed.

Cooking – The subject will not have this utility provided. All comparables are similar to the subject. No adjustment was needed.



Electricity – The subject will not have this utility provided. All comparables are similar to the subject. No adjustment was needed.

Hot Water – The subject will not have this utility provided. All comparables are similar to the subject. No adjustment was needed.

Cold Water/Sewer – The subject will provide cold water and sewer. All comparable are similar except Comparable 4. Comparable 4 does not provide these utilities and was adjusted upward \$47 per month for one-bedroom units and \$61 per month for two-bedroom units. The adjustments were based on the Allowances for Tenant-Furnished Utilities and Other Services for Loudoun County, provided by Virginia Housing.

Trash – The subject will provide this utility. All comparable are similar except Comparable 4. Comparable 4 does not provide this utility and was adjusted upward \$23 per month for one-bedroom units and \$24 per month for three-bedroom units. The adjustments were based on the Allowances for Tenant-Furnished Utilities and Other Services for Loudoun County, provided by Virginia Housing.

Extra Storage – The subject will not contain extra storage. Comparables 3 and 5 are similar. Comparables 1, 2 and 4 offer this amenity for no additional fee. Although there is little market data available concerning units with these features versus those without these features, the added amenity is an enhancement to the unit. Therefore, the nominal adjustment was deemed reasonable.

Location – The subject's neighborhood is rated average, with easy access to all services available within the city limits. All comparables are similar. No adjustments were needed.

Security – The subject will contain video surveillance. Comparables 1, 2, 3 and 5 contain intercom entry. Comparable 4 does not contain any type of security. No complex in the market area shows a rent differential based on security features. However, security features are an enhancement to an apartment complex, particularly security that limits access to the building or grounds such as intercom entry. Intercom/electronic entry are considered superior to properties with video surveillance which do not limit access. Therefore, intercom entry was valued at \$10 per month, and video surveillance was valued at \$5 per month. Consequently, Comparable 4 was adjusted upward \$5 per month, and Comparables 1, 2, 3 and 5 were adjusted downward \$5 per month.

Clubhouse/Meeting Room/Dining Room – The subject will contain a meeting room. Comparables 2, 3, 4 and 5 contain clubhouses. Comparable 1 does not contain any of these features and was adjusted upward \$5 per month. No complex in the market area shows a rent differential based on these particular items; however, the added amenities are an enhancement. Apartments with these features can command a higher rent in the market area.

Special Features – Special features include the following items: stainless steel appliances, solid surface countertops, fireplace and common area wi-fi. The market did not indicate a rent differential based on ceramic tile. Therefore, no adjustments were needed. Special features such as granite, quartz or solid-surface countertops and stainless steel appliances will typically command a higher rent in the market. Tenants are typically willing to pay a higher premium for these features. Typically, when these features are included in the units, they are considered luxury items, and units are assessed an up charge from the rent that would be charged if unit did not contain these features. After considering all factors, a \$25 adjustment was applied for the solid-surface countertops and a \$25 adjustment was applied for stainless steel appliances. In addition, fireplaces are enhancements to the units, and tenants would expect to pay a premium fee if this amenity were included in the units. No complex in the market area shows a rent differential based on this particular item; however, an adjustment was considered appropriate. Therefore, a \$10 adjustment was selected for a fireplace. Common area wi-fi is a convenience to the property. This feature is valuable to residents as it allows access to the Internet without having to deplete data from personal accounts which are typically accompanied by data caps and limits. There is no data for these



features that could be extracted from the market area. However, an adjustment was needed for the convenience of the on-site amenity. Therefore, an adjustment of \$10 was selected. The adjustments for the comparables are determined by calculating the difference in total adjustments between the subject and the comparables.

Amenity	Subject	Comp 1	Comp 2	Comp 3	Comp 4	Comp 5
Stainless Steel Appliances	---	\$25	\$25	\$25	\$25	\$25
Solid-Surface Countertops	---	\$25	\$25	\$25	\$25	\$25
Fireplace	---	---	---	---	\$10	---
Common Area Wi-Fi	\$10	\$10	\$10	\$10	---	---
Total	\$10	\$60	\$60	\$60	\$60	\$50
Indicated Adjustment		-\$50	-\$50	-\$50	-\$50	-\$40

Business Center/Neighborhood Network – The subject will contain a computer room. Comparables 2, 3 and 5 contain a business center. Comparables 1 and 4 do not contain any of these features and were adjusted upward \$5 per month. Although there is little market data available concerning units with these features versus those without these features, the added amenity is an enhancement to the unit. Therefore, the nominal adjustment was deemed reasonable.

Conclusion of Market Rents – As Complete

The adjusted rents range from \$1,609 to \$1,975 for the one-bedroom comparison; and from \$2,233 to \$2,589 for the two-bedroom comparison. Comparables 3 and 5 were given greater consideration as these properties are the most similar in condition to the subject as complete. The remaining comparables were secondary given consideration. The appraiser concluded the market rent for the units at the subject as follows:

- **715 SF One-Bedroom Units** - **\$1,800**
- **985 SF Two-Bedroom Units** - **\$2,250**

The following table shows the development’s proposed rents. The LIHTC rents are achievable.

MAXIMUM LIHTC RENTS AND UTILITY ALLOWANCES							
Unit Type	# of Units	Avg. Square Feet	% of Median Income	Maximum LIHTC Rent	Gross Rent	Utility Allowance	Net Rent
1/1	4	715	30%	\$725	\$1,702	\$59	\$1,643
1/1	22	715	60%	\$1,451	\$1,409	\$59	\$1,350
2/2	4	985	30%	\$870	\$1,829	\$75	\$1,754
2/2	22	985	60%	\$1,741	\$1,691	\$75	\$1,616

The subject contains three sizes of one-bedroom units and three sizes of two-bedroom units. The sizes noted in the preceding chart represents the weighted average for each unit type. The rents for the units at 30 percent of the area median income are higher than the maximum allowable rent under the LIHTC program guidelines. However, the property will receive project-based vouchers for the units at 30 percent of the area median income. Therefore, the tenant will only pay 30 percent of his annual income toward rent. At no time will the tenant’s portion of the rent exceed the maximum allowable rent under the LIHTC program guidelines.



Evaluation of the Development

Project Design

Waxpool Apartments will be comprised of one four-story elevator building containing 52 units, a meeting room, exercise room, computer room, office and maintenance area. The buildings have brick/stone water table and cementitious lap siding with flat roofs.

Project Amenities

The property will provide the following project amenities: meeting room, exercise room, computer room, office and maintenance area. In addition, the property will have an easement in place with the master developer to access the site amenities of the mater development including two parks, a multi-purpose tennis/basketball court and playground. The property will have free internet access in the computer room. The subject's project amenities are competitive with the comparables in the market area.

Parking

The property will contain access to 43 surface parking spaces and 48 podium spaces, for a ratio of 1.75 parking spaces per unit. There will be no charge to the tenants. Therefore, the parking will be adequate for the proposed development.

Unit Mix

The subject's unit mix of one- and two-bedroom units will be suitable in the market area.

Utilities

The subject will contain central electric heating and cooling. Cooking and hot water will also be electric. Cold water, sewer and trash collection will be provided by the landlord. All remaining utilities are paid by the tenant. This arrangement will be similar to the comparables in the market area.

Unit Amenities

Each unit will contain the following amenities: refrigerator, range/oven, dishwasher, microwave, washer, dryer, vinyl, ceramic tile and blinds. The unit amenities are competitive with the comparables in the market area.

Tenant Services

The developer will be partnering with Northern Virginia Family Services to provide tenant services to the residents. The surveyed comparables did not offer these services. Therefore, the subject will be superior to the comparables in the market area.

Impact of Existing/Planned Rental Housing

The market area exhibits sufficient demand for the proposed property. Based on the occupancy level of the apartment complexes in the market area, the waiting lists, the projected population and household growth and the economic factors, it is believed that when the construction is completed, the property will have no adverse impact on the existing and/or planned market-rate rental housing properties in the market area.



Summary of Developments Strength and Weaknesses

Strengths

- The subject's site plan and design will be competitive with the surveyed comparables.
- The development will be superior to most of the comparable developments in condition upon completion.
- The subject's unit and project amenities will be competitive with the comparables in the market area.
- The subject's proposed LIHTC rent will provide a good value to prospective tenants.

Weaknesses

- There are no apparent weaknesses.

LOCAL PERSPECTIVE AND INTERVIEWS



Local Interviews

Loudoun County Department of Economic Development

According to Alex Gonski, Manager of Strategic Initiatives for the Loudoun County Department of Economic Development, the area has a considerably amount of growth over the last two years. Mr. Gonski stated that Loudoun County has recently added 26,025 jobs in diverse industries. He noted this is a jump from 149,858 jobs to 175,883, or an increase of 17.4 percent over the last five years (2014-2019). He reported that one of the larger expansions was from Cuisine Solutions, which announced this year that the company will be adding 500 permanent new jobs. The largest new business opening was the U.S. Customs and Border Protection Office of Information Technology, which opened in Ashburn and created 3,700 permanent new jobs. Also, Mr. Gonski reported that the county is home to 29 of the fastest-growing companies and led in business growth every year from 2016 to 2018 in the state of Virginia. He also noted that Loudoun County's number of businesses rose 13.9 percent in the last two years.

He stated that there have not been any permanent closures due to the COVID-19 pandemic, that he is aware of. However, there was a significant number of layoffs by companies operating at Dulles Airport. He further stated the company with the most layoffs was United Airlines, with an estimated 2,000 employees being laid off. Mr. Gonski stated that, from a macro perspective, Ashburn and Loudoun County overall have fared extraordinary well, as the area is very well positioned to withstand the economic impact of the pandemic. He noted the area has a considerable amount of information, technology and professional services jobs, which generally did not suffer from the financial impact due to the pandemic. On-going and planned projects are still expected to continue without any substantial delays.

He noted that there is a large need for additional housing in the area. He noted that the area has a large increase in population and the amount of construction has not been able to pace with the growth. Mr. Gonski reported that the most desirable area to live in would be the part of Ashburn that is near the Ashburn Metro Station and the other employment centers as there is very little housing near this area. He stated the majority of people work in the employment centers but are forced to live outside the city due to the lack of housing. Mr. Gonski stated that in his opinion, the unit types needed the most in the area would be two-bedroom or larger units as most renters calling for rental housing lists have children. The phone number for the Loudoun County Department of Economic Development is 703-200-4940.

Loudoun County Planning and Zoning Department

According to Skylar, with the Loudoun County Planning and Zoning Department, the property site contains is zoned R-24, Multifamily Residential. Therefore, the proposed subject will be a legal, conforming use. The phone number for the Loudoun County Planning and Zoning Department is 703-777-0246.

Loudoun County Office of Housing

Ms. Sarah Coyle Etro, AICP, Housing Coordinator with the Office of the County Administrator for the Loudoun County Office Housing, was contacted to determine the availability of housing vouchers. The Loudoun County Office of Housing acts as the Housing Authority in Loudon County and administers the Housing Choice Voucher program. The coverage area includes all of Loudoun County including the seven incorporated towns of Hamilton, Hillsboro, Leesburg, Lovettsville, Middleburg, Purcellville and Round Hill. There are 778 vouchers received for the county. Approximately 291 of the vouchers have not been allocated. There are 218 applicants on the waiting list. The waiting list is currently closed. Approximately 28 households leave the voucher program annually. Ms. Coyle Etro indicated that the current housing stock is not sufficient to meet existing affordable housing needs in Loudoun County.

RECOMMENDATIONS AND CONCLUSIONS



Recommendations and Conclusions

Project Description

The subject, Waxpool Apartments, is a proposed construction of a Low Income Housing Tax Credit development that will contain 52 rental units. The property is applying for an allocation of Low-Income Housing Tax Credits which will set the income eligibility to individuals earning 30 and 60 percent of the area median income, between \$24,857 and \$34,830 and between \$48,309 and \$69,660, annually.

Waxpool Apartments is comprised of one four-story elevator building containing 52 units, a meeting room, exercise room, computer room, office and maintenance area. The buildings will have brick/stone water table and cementitious lap siding with flat roofs.

The following chart lists the subject's proposed unit mix.

Unit Type	# of Units	Square Feet	Total Square Footage
1/1	11	684	7,524
1/1	8	695	5,560
1/1	7	788	5,516
2/2	7	934	6,538
2/2	3	954	2,862
2/2	16	1,013	16,208
	52		44,208

The following chart lists the subject's proposed unit distribution by unit type, size and rent structure.

MAXIMUM LIHTC RENTS AND UTILITY ALLOWANCES							
Unit Type	# of Units	Avg. Square Feet	% of Median Income	Maximum LIHTC Rent	Gross Rent	Utility Allowance	Net Rent
1/1	4	715	30%	\$725	\$1,702	\$59	\$1,643
1/1	22	715	60%	\$1,451	\$1,409	\$59	\$1,350
2/2	4	985	30%	\$870	\$1,829	\$75	\$1,754
2/2	22	985	60%	\$1,741	\$1,691	\$75	\$1,616

The subject contains three sizes of one-bedroom units and three sizes of two-bedroom units. The sizes noted in the preceding chart represents the weighted average for each unit type. The rents for the units at 30 percent of the area median income are higher than the maximum allowable rent under the LIHTC program guidelines. However, the property will receive project-based vouchers for the units at 30 percent of the area median income. Therefore, the tenant will only pay 30 percent of his annual income toward rent. At no time will the tenant's portion of the rent exceed the maximum allowable rent under the LIHTC program guidelines.

Income Averaging

The developer is not electing to utilize the income averaging option.

Housing Profile

The rental housing stock in the market area is comprised of single-family homes and market-rate and subsidized/income-restricted apartment complexes. The current vacancy rate in surveyed subsidized/income-restricted apartment complexes is 3.5 percent. The current vacancy rate in surveyed market-rate apartment complexes is 3.1 percent.

The proposed development will not have an adverse impact on the market area. There were six income-restricted family developments confirmed in the market area. All of the properties have units with similar



percent AMI. In addition, the majority of the comparables contain a waiting list. Therefore, the market area is not saturated.

Market Feasibility

CAPTURE RATE BY INCOME LIMITS - WITH SUBSIDY			
	All Units @ 30% (\$0 - \$34,830)	All Units @ 60% (\$48,309 - \$69,660)	Project Total (\$0 - \$34,830 & \$48,309 - \$69,660)
Income Restrictions:			
All Units at Subject	0.7%	3.5%	2.2%

Overall, the market shows a net demand of 2,356 units for proposed units without considering subsidies. The subject is a proposed development that will contain 52 units. The overall capture rate for all units is 2.2 percent.

CAPTURE RATE BY INCOME LIMITS - WITHOUT SUBSIDY			
	All Units @ 30% (\$24,857 - \$34,830)	All Units @ 60% (\$48,309 - \$69,660)	Project Total (\$24,857 - \$34,830 & \$48,309 - \$69,660)
Income Restrictions:			
All Units at Subject	2.4%	3.5%	3.2%

Overall, the market shows a net demand of 1,600 units for proposed units. The subject is a proposed development that will contain 52 units. The overall capture rate for all units is 3.2 percent.

Evaluation of Project

The subject is located at 21685 Romans Drive. Therefore, the subject has average visibility and easy access. The subject's site plan and project design will be similar to competing apartment developments. The subject's unit mix of one- and two-bedroom units will be suitable in the market. The subject's unit and project amenities will be competitive with the surveyed comparables. The subject's rents will provide a good value to prospective tenants.

Positive/Negative Attributes

Strengths: The subject's location is comparable to other developments in the market area. Its in-unit and common area amenities will be competitive with the other developments in the market area. When these factors are taken into consideration, the subject's proposed units provide a good value to prospective tenants.

Weaknesses: There are no apparent weaknesses.



Conclusion

The subject can retain its required share of the market area for the following reasons:

- The subject's design and amenities will be competitive with other existing projects. Therefore, no modifications to the subject are necessary.
- Waxpool Apartments is a proposed 52-unit Low Income Housing Tax Credit family complex. Based on the occupancy level of existing affordable apartment complexes that were surveyed and the projected economic factors, it is believed that when the construction is completed, the subject property will meet the demand for affordable housing in the market area.
- According to the past, present and future demographic and economic trends within the primary market area, it is the opinion of the analyst that the proposed development is suitable for the market area. Given the current acceptable vacancy rates for affordable properties, the development will not have an adverse effect on the existing rental comparables and the anticipated pipeline additions to the rental base.

MARKET STUDY ANALYST STATEMENT OF EXPERIENCE



Qualifications of the Analyst

Gill Group is a nationwide marketing and real estate consulting firm specializing in market studies and real estate appraisals for low-income housing developments. For more than 30 years, Gill Group has been performing market research and appraisals on all types of properties. Primary data from field inspectors, analysts and appraisers is used. Our inspectors, analysts and appraisers personally inspect and examine every property included in the reports. Additional data is obtained from the U.S. Census Bureau, local public officials and reliable market data research companies such as ESRI Business Information Solutions. Gill Group's market studies have been used by clients in the Low Income Housing Tax Credit program and in obtaining and renewing state and federal subsidies for low-income housing developments, senior housing and multifamily rental housing. Samuel T. Gill has been active in the U.S. Department of Housing and Urban Development's Multifamily Accelerated Processing (M.A.P.) and Mark-to-Market programs.



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573-624-2942 (fax)
to dd.gill@gillgroup.com

OVERVIEW

Extensive multifamily experience over the past 25 years specializing in work for the Department of Housing and Urban Development (HUD), United States Department of Agriculture/Rural Development (USDA/RD) as well as lenders and developers through the Low-Income Housing Tax Credit (LIHTC) program including but not limited to, Section 8, Section 202, Section 236, Section 515 and Section 538 Programs. Additionally, extensive experience since inception of the Multifamily Accelerated Processing (MAP) Program of Sections 202/223(f), 232/223(f), 221(d)3, 221(d)4 and 223(f). Also, more than 20 years of experience with nursing homes, hotels and complicated commercial appraisal assignments.

ACCREDITATIONS

State Certified General Real Estate Appraiser

Alabama State License Number: G00548
Arizona State License Number: 31453
Colorado State License Number: CG40024048
Connecticut State License Number: RCG.0001276
District of Columbia License Number: GA11630
Georgia State License Number: 258907
Hawaii State License Number: CGA1096
Idaho State License Number: CGA-3101
Illinois State License Number: 153.0001384
Indiana State License Number: CG40200270
Iowa State License Number: CG02426
Kansas State License Number: G-1783
Louisiana State License Number: G1126
Maine State License Number: CG3635
Maryland State License Number: 32017
Michigan State License Number: 1201068069
Minnesota State License Number: 40186198
Mississippi State License Number: GA-624
Missouri State License Number: RA002563
Montana State License Number: REA-RAG-LIC-8530
Nebraska State License Number: CG2000046R
New York State License Number: 46000039864
North Carolina State License Number: A5519
North Dakota State License Number: CG-2601
Ohio State License Number: 448306
Oklahoma State License Number: 12524CGA
Oregon State License Number: C000793
Pennsylvania State License Number: GA001813R
South Carolina State License Number: 3976
Tennessee State License Number: 00003478
Texas State License Number: 1329698-G
Utah State License Number: 5510040-CG00
Virginia State License Number: 4001 015446
Washington State License Number: 1101018
West Virginia State License Number: CG358
Wisconsin State License Number: 1078-10
Wyoming State License Number: 479

Also received temporary licenses in the following states: Arkansas, California, Delaware, Florida, Kentucky, Massachusetts, Nevada, New Hampshire, New Jersey, New Mexico, Puerto Rico, Rhode Island, South Dakota, the U.S. Virgin Islands and Vermont.



**EXPERIENCE
(1991 TO PRESENT)**

Primary provider of HUD Mark-to-Market Full Appraisals for mortgage restructuring and Mark-to-Market Lites for rent restructuring and has worked with HUD in this capacity since inception. Completed approximately 350 appraisals assignments under this program.

Provider of HUD MAP and TAP appraisals and market studies for multiple lenders since its inception. Completed approximately 350 appraisal assignments under this program.

Contract MAP quality control reviewer and field inspector for CohnReznick and HUD. Have completed approximately 350 reviews under this program. Have completed approximately 100 field inspections under this program.

Currently approved state reviewer for HUD Rent Comparability Studies for Section 8 Renewals in Alabama, California, Connecticut, Florida, Hawaii, Illinois, Indiana, Iowa, Kansas, Louisiana, Minnesota, Nebraska, New Mexico, North Carolina, Oregon, Utah, Virgin Islands, Virginia, Washington, West Virginia and Wisconsin. Completed approximately 500 reviews under this program.

Provider of HUD Rent Comparability Studies for contract renewal purposes nationwide. Completed approximately 400 rent comparability studies.

Provider of tax credit financing analysis and value of financing analysis. Completed approximately 300 appraisal assignments and market studies under this program.

Provider of multifamily appraisals under the RD 515 and 538 programs. Completed approximately 200 appraisal assignments under these programs.

Partial list of clients include: Colorado Housing Finance Agency, CreditVest, Inc., Foley & Judell, LLP, Kentucky Housing Corporation, Kitsap County Consolidated Housing Authority, Louisiana Housing Finance Agency, Missouri Housing Development Agency, New Mexico Mortgage Finance Authority, Ontra, Inc., Quadel Consulting Corporation, CohnReznick, L.L.P., Group, Siegel Group, Signet Partners and Wachovia Securities.

**DEVELOPMENT/OWNERSHIP/
MANAGEMENT EXPERIENCE
(2006 TO PRESENT)**

For the past 10 years, he has owned three separate companies that develop, own and manage commercial, multifamily, residential, agricultural and vacant land properties.

In his portfolio are over 100,000 square feet of commercial space, over 1,000 units of multifamily, 200 acres of farmland, and 10 parcels of developable commercial and multifamily lots, all in the Midwest.

EDUCATION

Bachelor of Arts Degree

Southwest Missouri State University

Associate of Arts Degree

Three Rivers Community College



HUD/FHA Appraiser Training

Arkansas State Office

Multifamily Accelerated Processing Valuation (MAP)

U. S. Department of Housing and Urban Development

2nd Annual Multifamily Accelerated Processing Basic and Advanced Valuation (MAP)

U. S. Department of Housing and Urban Development

FHA Appraising Today

McKissock, Inc.

Texas USDA Rural Development Multifamily Housing Appraiser Training

Texas Rural Development

Kentucky USDA Rural Development Multifamily Housing Appraiser Training

Kentucky Rural Development

Financial Analysis of Income Properties

National Association of Independent Fee Appraisers

Income Capitalization

McKissock, Inc.

Introduction to Income Property Appraising

National Association of Independent Fee Appraisers

Concepts, Terminology & Techniques

National Association of Independent Fee Appraisers

Uniform Standards of Professional Appraisal Practice

Central Missouri State University

Appraisal of Scenic, Recreational and Forest Properties

University of Missouri-Columbia

Appraiser Liability

McKissock, Inc.

Appraisal Trends

McKissock, Inc.

Sales Comparison Approach

Hondros College

Even Odder: More Oddball Appraisals

McKissock, Inc.

Mortgage Fraud: A Dangerous Business

Hondros College

Private Appraisal Assignments

McKissock, Inc.

Construction Details & Trends

McKissock, Inc.

Condemnation Appraising Principles & Applications

Appraisal Institute

Michigan Law

McKissock, Inc.

Pennsylvania State Mandated Law

McKissock, Inc.



Valuing Real Estate in a Changing Market

National Association of Independent Fee Appraisers

Principles of Residential Real Estate Appraising

National Association of Independent Fee Appraisers

Real Estate Appraisal Methods

Southeast Missouri State University

Lead Inspector Training

The University of Kansas

Lead Inspector Refresher

Safety Support Services, Incorporated

Home Inspections: Common Defects in Homes

National Association of Independent Fee Appraisers

Heating and Air Conditioning Review

National Association of Independent Fee Appraisers

Professional Standards of Practice

National Association of Independent Fee Appraisers

Developing & Growing an Appraisal Practice - Virtual Classroom

McKissock, Inc.

The Appraiser as Expert Witness

McKissock, Inc.

Current Issues in Appraising

McKissock, Inc.

2011 ValExpo: Keynote-Valuation Visionaries

Van Education Center/Real Estate

Residential Report Writing

McKissock, Inc.

The Dirty Dozen

McKissock, Inc.

Risky Business: Ways to Minimize Your Liability

McKissock, Inc.

Introduction to Legal Descriptions

McKissock, Inc.

Introduction to the Uniform Appraisal Dataset

McKissock, Inc.

Mold Pollution and the Appraiser

McKissock, Inc.

Appraising Apartments: The Basics

McKissock, Inc.

Foundations in Sustainability: Greening the Real Estate and Appraisal Industries

McKissock, Inc.

Mortgage Fraud

McKissock, Inc.

The Nuts and Bolts of Green Building for Appraisers

McKissock, Inc.

The Cost Approach

McKissock, Inc.



Pennsylvania State Mandated Law for Appraisers

McKissock, Inc.

Michigan Appraisal Law

McKissock, Inc.

Modern Green Building Concepts

McKissock, Inc.

Residential Appraisal Review

McKissock, Inc.

Residential Report Writing: More Than Forms

McKissock, Inc.

2-4 Family Finesse

McKissock, Inc.

Appraisal Applications of Regression Analysis

McKissock, Inc.

Appraisal of Self-Storage Facilities

McKissock, Inc.

Supervisor-Trainee Course for Missouri

McKissock, Inc.

The Thermal Shell

McKissock, Inc.

Even Odder – More Oddball Appraisals

McKissock, Inc.

Online Data Verification Methods

Appraisal Institute

Online Comparative Analysis

Appraisal Institute

Advanced Hotel Appraising – Full Service Hotels

McKissock, Inc.

Appraisal of Fast Food Facilities

McKissock, Inc.

Appraisal Review for Commercial Appraisers

McKissock, Inc.

Exploring Appraiser Liability

McKissock, Inc.



Certificate of Professional Designation

This certificate verifies that

Samuel Todd Gill
Gill Group, Inc.

*Has completed NCHMA's Professional Designation Requirements
and is hence an approved member in good standing of:*




Formerly known as
NCAHMA

National Council of Housing Market Analysts
1400 16th St. NW
Suite 420
Washington, DC 20036
202-939-1750

Membership Term
1/1/2021 to 12/31/2021




Thomas Amdur
President, NCHMA



I affirm that I have made a physical inspection of the site and market area. I also affirm that the appropriate information has been used in the comprehensive evaluation of the need and demand for the proposed rental units. To the best of my knowledge the market can support the demand shown in this study. I understand that any misrepresentations 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. I also affirm that neither I nor anyone at my firm has any interest in the proposed development or relationship with the ownership entity. In addition, I affirm that neither I nor anyone at my firm nor anyone acting on behalf of my firm in connection with the preparation of this report has communication to others that my firm is representing VHDA or in any way acting for, at the request of, or on behalf of VHDA. Finally, I affirm that compensation for my services is not contingent upon this development receiving a reservation or allocation of tax credits.

Samuel J. Hill

October 27, 2021

Market Analyst

Date

ADDENDUM A – DATA SOURCES

2000 U.S. Census
2010 U.S. Census
American Community Survey
American Housing Survey
Claritas (A nationally recognized demographics forecaster)
Ribbon Demographics (A nationally recognized demographics forecaster)
U.S. Bureau of Labor Statistics
Income Expense Analysis: Conventional Apartments and Income/Expense Analysis: Federally Assisted Apartments published by Institute of Real Estate Management

Information used in the market study was obtained from various sources including the U.S. Census Bureau, Claritas, Ribbon Demographics, U.S. Bureau of Labor Statistics, interviews with local area and government officials and interview with local property owners or managers.

ADDENDUM B – MARKET STUDY TERMINOLOGY

Absorption Period

The period of time necessary for a newly constructed or renovated property to achieve the Stabilized Level of Occupancy. The Absorption Period begins when the first temporary or permanent certificate of occupancy is issued and ends when the last unit to reach the Stabilized Level of Occupancy has a signed lease. Assumes a typical pre-marketing period, prior to the issuance of the certificate of occupancy, of about three to six months. The month that leasing is expected to begin should accompany all absorption estimates.

Absorption Rate

The average number of units rented each month during the Absorption Period.

Acceptable Rent Burden

The rent-to-income ratio used to qualify tenants for both income restricted and non-income restricted units. The Acceptable Rent Burden varies depending on the requirements of funding sources, government funding sources, target markets, and local conditions.

Affordable Housing

Housing where the tenant household pays no more than 30 percent of its annual income on Gross Rent.

Amenity

Tangible or intangible benefits offered to a tenant at no fee (with the exception of day care), typically on-site recreational facilities or planned programs, services and activities.

Annual Demand

The total estimated demand present in the market in any one year for the type of units proposed. Annual demand estimates factor in tenure, tenant age, income restrictions, family size and turnover.

Area Median Income (AMI)

One-hundred percent of the gross median household income for a specific metropolitan statistical area, county or non-metropolitan area established annually by HUD.

Assisted Housing

Housing where the monthly costs to the tenants are subsidized by federal, state or other programs.

Attached Housing

Two or more dwelling units connected with party walls (e.g., townhouses or flats).

Basic Rent

The minimum monthly rent that tenants who do not have rental assistance pay to lease units developed through the USDA-RD Section 515 Program, the HUD Section 236 Program and HUD Section 223 (d)(3) Below Market Interest Rate Program. The Basic Rent is calculated on the rent required to operate the property, maintain debt service on a subsidized mortgage with a below-market interest rate, and provide a return on equity to the developer in accordance with the regulatory documents governing the property.

Below Market Interest Rate Program (BMIR)

Program targeted to renters with income not exceeding 80 percent of area median income by limiting rents based on HUD's BMIR Program requirements and through the provision of an interest reduction contract to subsidize the market interest rate to a below-market rate. Interest rates are typically subsidized to effective rates of one percent or three percent.

Capture Rate

The percentage of age, size, and income qualified renter households in the Primary Market Area that the property must capture to achieve the Stabilized Level of Occupancy. Funding agencies may require restrictions to the qualified households used in the calculation including age, income, living in substandard housing, mover-ship and other comparable factors. The Capture Rate is calculated by dividing the total number of units at the property by the total number of age, size and income qualified renter households in the Primary Market Area. See Penetration Rate for rate for entire market area.

Census Tract

A small, relatively permanent statistical subdivision delineated by a local committee of census data users for the purpose of presenting data. Census tract boundaries normally follow visible features but may follow governmental unit boundaries and other non-visible features; they always nest within counties. They are designed to be relatively homogeneous units with respect to population characteristics, economic status, and living conditions at the time of establishment. Census tracts average about 4,000 inhabitants.

Central Business District (CBD)

The center of commercial activity within a town or city; usually the largest and oldest concentration of such activity.

Community Development Corporation (CDC)

Entrepreneurial institution combining public and private resources to aid in the development of socio-economically disadvantaged areas.

Comparable Property

A market-rate or Affordable Housing property that is representative of the rental housing choices of the subject's Primary Market Area and that is similar in construction, size, amenities, or age. These Comparables and Competitives are generally used to derive market rent.

Competitive Property

A property that is comparable to the subject and that competes at nearly the same rent levels and tenant profile, such as age, family or income.

Concession

Discount given to a prospective tenant to induce the tenant to sign a lease. Concessions typically are in the form of reduced rent or free rent for a specified lease term or for free amenities which are normally charged separately (i.e., washer/dryer, parking).

Condominium

A form of joint ownership and control of property in which specified volumes of space (for example, apartments) are owned individually while the common elements of the property (for example, outside walls) are owned jointly.

Contract Rent

1. The actual monthly rent payable by the tenant, including any rent subsidy paid on behalf of the tenants, to the owner, inclusive of all terms of the lease (HUD & RD).
2. The monthly rent agreed to between a tenant and a landlord (Census).

Demand

An estimate of the total number of market households that have both the desire and the ability to obtain the product and/or services offered. These households must be of the appropriate age, income, tenure and size for a specific proposed development. Components of demand vary and can include household growth; turnover, those living in substandard conditions, rent over-burdened households, and demolished housing units. Demand is project specific.

Difficult Development Area (DDA)

An area designated by HUD as an area that has high construction, land, and utility costs relative to the Area Median Gross Income. A project located in a DDA and utilizing the Low Income Housing Tax Credit may qualify for up to 130 percent of eligible basis for the purpose of calculating the Tax Credit allocation.

Detached Housing

A freestanding dwelling unit, typically single-family, situated on its own lot.

Effective Rents

Market Rents less concessions.

Elderly or Senior Housing

Housing where (1) all the units in the property are restricted for occupancy by persons 62 years of age or older or (2) at least 80 percent of the units in each building are restricted for occupancy by households where at least one household member is 55 years of age or older and the housing is designed with amenities and facilities designed to meet the needs of senior citizens.

Extremely Low Income

Person or household with income below 30 percent of Area Median Income adjusted for household size.

Fair Market Rent (FMR)

The estimates established by HUD of the Gross Rents (Contract Rent plus Tenant Paid Utilities) needed to obtain modest rental units in acceptable condition in a specific county or metropolitan statistical area. HUD generally sets FMR so that 40 percent of the rental units have rents below the FMR. In rental markets with a shortage of lower-priced rental units, HUD may approve the use of Fair Market Rents that are as high as the 50th percentile of rents.

Family

A family consists of a householder (i.e., one who occupies or owns a house/head of a household) and one or more other persons living in the same household who are related to the householder by birth, marriage or adoption. Not all households contain families since a household may comprise a group of unrelated persons or one person living alone. (Source: U.S. Census)

Garden Apartments

Apartments in low-rise buildings (typically two to four stories) that feature low density, ample open-space around the buildings, and on-site parking.

Gross Rent

The monthly housing cost to a tenant which equals the Contract Rent provided for in the lease plus the estimated cost of all Tenant Paid Utilities.

High-rise

A residential building having more than ten stories.

Household

All the persons who occupy a housing unit as their usual place of residence. The occupants may be a single family, one person living alone, two or more families living together, or any other group of related or unrelated persons who share living arrangements. (Source: U.S. Census)

Household Trends

Changes in the number of households for a particular area over a specific period of time, which is a function of new household formations (e.g., at marriage or separation) and decreasing average household size.

Housing Unit

House, apartment, mobile home, or group of rooms used as a separate living quarters by a single household.

Housing Choice Voucher (Section 8 Program)

Federal rent subsidy program under Section 8 of the U.S. Housing Act which issues rent vouchers to eligible households to use in the housing of their choice. The voucher payment subsidizes the difference between the Gross Rent and the tenant's contribution of 30 percent of adjusted income (or 10 percent of gross income, whichever is greater). In cases where 30 percent of the tenants' income is less than the utility allowance, the tenant will receive an assistance payment. In other cases, the tenant is responsible for paying his share of the rent each month.

Housing Finance Agency (HFA)

State or local agencies responsible for financing housing and administering Assisted Housing programs.

HUD Section 8 Program

Federal program that provides project based rental assistance. Under the program HUD contracts directly with the owner for the payment of the difference between the Contract Rent and a specified percentage of tenant's adjusted income.

HUD Section 202 Program

Federal program which provides direct capital assistance (i.e., grant) and operating or rental assistance to finance housing designed for occupancy by elderly households who have income not exceeding 50 percent of Area Median Income. The program is limited to housing owned by 501(c)(3) nonprofit organizations or by limited partnerships where the sole general partner is a 501(c)(3) nonprofit organization. Units receive HUD project based rental assistance that enables tenants to occupy units at rents based on 30 percent of tenant income.

HUD Section 811 Program

Federal program which provides direct capital assistance and operating or rental assistance to finance housing designed for occupancy by persons with disabilities who have income not exceeding 50 percent of Area Median Income. The program is limited to housing owned by 501(c)(3) nonprofit organizations or by limited partnerships where the sole general partner is a 501(c)(3) nonprofit organization.

HUD Section 236 Program

Federal program which provides interest reduction payments for loans which finance housing targeted to households with income not exceeding 80 percent of area median income who pay rent equal to the greater of Basic Rent of 30 percent of their adjusted income. All rents are capped at a HUD approved market rent.

Income Band

The range of incomes of households that can pay a specific rent but do not have more income than is allowed by the Income Limits of a particular housing program. The minimum household income typically is based on a defined Acceptable Rent Burden percentage and the maximum typically is pre-defined by specific programmatic requirements or by general market parameters.

Income Limits

Maximum household income by county or Metropolitan Statistical Area, adjusted for household size and expressed as a percentage of the Area Median Income for the purpose of establishing an upper limit for eligibility for a specific housing program. Income Limits for federal, state and local rental housing programs typically are established at 30, 50, 60 or 80 percent of AMI. HUD publishes Income Limits each year for 30 percent median, Very Low Income (50%), and Low-Income (80%), for households with one through eight people.

Infrastructure

Services and facilities including roads, highways, water, sewerage, emergency services, parks and recreation, etc. Infrastructure includes both public and private facilities.

Low Income

Person or household with gross household income below 80 percent of Area Median Income adjusted for household size.

Low Income Housing Tax Credit

A program to generate equity for investment in affordable rental housing authorized pursuant to Section 42 of the Internal Revenue Code, as amended. The program requires that a certain percentage of units built be restricted for occupancy to households earning 60 percent or less of Area Median Income, and that the rents on these units be restricted accordingly.

Low Rise Building

A building with one to three stories.

Market Advantage

The difference, expressed as a percentage, between the estimated market rent for an apartment property without income restrictions and the lesser of (a) the owner's proposed rents or (b) the maximum rents permitted by the financing program for the same apartment property.

Market Analysis

A study of real estate market conditions for a specific type of property.

Market Area

A geographic area from which a property is expected to draw the majority of its residents.

Market Area, Primary (PMA)

The most likely geographic area from which a property would draw its support.

Market Area, Secondary (SMA)

The portion of a market area that supplies additional support to an apartment property beyond that provided by the primary market area.

Market Demand

The number of units required in a defined market area to accommodate demand (i.e., households that desire to improve the quality of their housing without significantly increasing their economic burden). Market demand is not project specific and refers to the universe of tenure appropriate households, independent of income. The components of market demand are similar to those used in determining demand.

Market Feasibility Analysis

An analysis that determines whether a proposed development can attain its target rents, taking into account the development's characteristics (location, size, unit mix, design and amenities), the depth of its target market, and the strength of its appeal in comparison to other existing and planned options available to potential consumers.

Market Rent

The rent that an apartment, without rent or income restrictions or rent subsidies, would command in the open market considering its location, features, amenities. Market rent should be adjusted for concessions and owner paid utilities included in the rent.

Market Study

A comprehensive review of the housing market in a defined market area. A market study can be used to determine the demand for specific proposed development or to examine the overall condition of an area's housing market. Project specific market studies are often used by developers, syndicators, and government entities to determine the appropriateness of a proposed development, whereas market specific market studies are used to determine what housing needs, if any, exist within a specific geography. At a minimum, market studies include a review of location, economic conditions, demographics, and existing and proposed housing stock.

Marketability

The manner in which the subject fits into the market; the relative desirability of a property (for sale or lease) in comparison with similar or competing properties in the area.

Market Vacancy Rate – Physical

Average number of apartment units in any market which are unoccupied divided by the total number of apartment units in the same Market Area, excluding units in properties which are in the lease-up stage.

Market Vacancy Rate – Economic

Percentage of rent loss due to concessions and vacancies.

Metropolitan Statistical Area (MSA)

A geographic entity defined by the federal Office of Management and Budget, for use by federal statistical agencies, based on the concept of a core area with a large population nucleus, plus adjacent communities having a high degree of economic and social integration with that core. Qualification of an MSA requires the presence of a city with 50,000 or more inhabitants, or the presence of an Urbanized Area (UA) and a total population of at least 100,000 (75,000 in New England). The county or counties containing the largest city and surrounding densely settled territory are central counties of the MSA. Additional outlying counties qualify to be included in the MSA by meeting certain other criteria of metropolitan character, such as a specified minimum population density or percentage of the population that is urban.

Mid-rise

A building with four to ten stories.

Mixed Income Property

An apartment property containing (1) both income restricted and unrestricted units or (2) units restricted at two or more Income Limits (i.e., Low Income Tax Credit property with income limits of 30, 50 and 60 percent).

Mobility

The ease with which people move from one location to another.

Moderate Income

Person or household with gross household income between 80 and 120 percent of Area Median Income adjusted for household size.

Move-Up Demand

An estimate of how many consumers are able and willing to relocate to more expensive or desirable units, such as tenants who move up from Class C properties to Class B; and Class B tenants that move up to Class A properties; and tenants that move from Class C and B properties to a new superior Low Income Tax Credit property. For purposes of demonstrating move-up demand both changes in Class Construction Type and changes in Quality Classification of five or more may be considered (Reference the Virginia State Board of Equalization Assessor's Handbook Section 531, January 2003, pages 4-5 for definitions of Class and Quality Classifications.)

Multifamily

Structures that contain two or more housing units.

Neighborhood

An area of a city or town with common demographic and economic features that distinguish it from adjoining areas.

Net Rent (also referred to as Contract or Lease Rent)

Gross Rent less Tenant Paid Utilities.

Penetration Rate

The percentage of age and income qualified renter households in the Primary Market Area that live in all existing and proposed properties, to be completed within six months of the subject, and which are competitively priced to the subject that must be captured to achieve the Stabilized Level of Occupancy. Funding agencies may require restrictions to the qualified households used in the calculation including age, income, living in substandard housing, mover-ship and other comparable factors. See Capture Rate for property specific rate.

Pent-up Demand

A market in which there is a scarcity of supply and vacancy rates are very low.

Population Trends

Changes in population levels for a particular area over a specific period of time – which is a function of the levels of births, deaths, and net migration.

Primary Market Area

See Market Area

Programmatic Rents

The proposed rents for a Tax Credit or other income restricted property relative to comparable market rate properties and rents being achieved at another Low Income Housing Tax Credit or other income restricted properties in the market. Can be no greater than maximum rents permitted by the Low Income Housing Tax Credit or other program regulations.

Project Based Rent Assistance

Rental assistance from a federal, state or local program that is allocated to the property or a specific number of units in the property and is available to each income eligible tenant of the property or an assisted unit.

Public Housing or Low Income Conventional Public Housing

HUD program administered by local (or regional) Housing Authorities which serves Low- and Very-Low Income Households with rent based on the same formula used for HUD Section 8 assistance.

Qualified Census Tract (QCT)

Any census tract (or equivalent geographic area defined by the Bureau of the Census) in which at least 50 percent of households have an income less than 60 percent of Area Median Income or where the poverty rate is at least 25 percent. A project located in a QCT and receiving Low Income Housing Tax Credits may qualify for up to 130 percent of eligible basis for the purpose of calculating the Tax Credit allocation.

Redevelopment

The redesign or rehabilitation of existing properties.

Rent Burden

Contract Rent plus Tenant Paid Utilities divided by the gross monthly household income.

Rent Burdened Households

Households with rent burden above the level determined by the lender, investor or public program to be an acceptable rent-to-income ratio.

Restricted Rent

The maximum allowable rent under the restrictions of a specific housing program or subsidy.

Rural Development (RD) Market Rent

A monthly rent that can be charged for an apartment under a specific USDA-RD housing program, that reflects the agency's estimate of the rent required to operate the property, maintain debt service on an un-subsidized mortgage and provide an adequate return to the property owner. This rent is the maximum rent that a tenant can pay at an RD property.

Rural Development (RD) Program

Federal program which provides low interest loans to finance housing which serves low- and moderate-income persons in rural areas who pay 30 percent of their adjusted income on rent or the basic rent, whichever is the higher (but not exceeding the market rent). The Program may include property based rental assistance and interest reduction contracts to write down the interest on the loan to as low as one percent.

Saturation

The point at which there is no longer demand to support additional units.

Secondary Market Area

The portion of a market area that supplies additional support to an apartment property beyond that provided by the Primary Market Area.

Single-Family Housing

A dwelling unit, either attached or detached, designed for use by one household and with direct access to a street. It does not share heating facilities or other essential building facilities with any other dwelling.

Special Needs Population

Specific market niche that is typically not catered to in a conventional apartment property. This population should exhibit certain criteria, which can be well defined, in order, for example, to assess the need and demand from this source. Examples of special needs populations include substance abusers, visually impaired person or persons with mobility limitations.

Stabilized Level of Occupancy

The underwritten or actual number of occupied units that a property is expected to maintain after the initial rent-up period, expressed as a percentage of the total units. For TCAC projects these percentages are equal to a physical occupancy rate that will generate 90 percent of aggregate restricted rents for SRO and Special Needs units and generate 95 percent of aggregate restricted rents for all other types of units.

State Data Center (SDC)

A state agency or university facility identified by the governor of each state to participate in the U.S. Census Bureau's cooperative network for the dissemination of the census data.

Subsidy

Monthly income received by a tenant or by an owner on behalf of a tenant to pay the difference between the apartment's Contract Rent and the amount paid by the tenant toward rent.

Substandard Conditions

Housing conditions that are conventionally considered unacceptable which may be defined in terms of lacking plumbing facilities, one or more major systems not functioning properly, or overcrowded conditions.

Target Income Band

The estimated Income Band from which the subject will likely draw tenants.

Target Population

Market niche a development will appeal or cater to. State agencies often use Target Population to refer to various income set asides, elderly v. family, etc.

Tenant

One who rents real property from another.

Tenant Paid Utilities

The cost of utilities necessary for the habitation of a dwelling unit, which are paid by the tenant. Tenant Paid Utilities do not include costs for telephone or cable service.

Tenure

The distinction between owner-occupied and renter-occupied housing units.

Townhouse (or Row House)

Single-family attached residence separated from another by party walls, usually on a narrow lot offering small front and back-yards; also called a row house.

Turnover

An estimate of the number of housing units in a Market Area as a percentage of total housing units in the Market Area that will likely change occupants in any one year. Only turnover in the primary market area rental market (i.e., number of rental housing units as a percentage of total rental housing units that will likely change occupants) shall be considered for purposes of constructing demand estimates. See Vacancy Period.

Unmet Housing Need

New units required in the Market Area to accommodate household growth, homeless households, and housing in substandard conditions.

Unrestricted Rents

The recommended rents for the market rate units at a Mixed-Income Property.

Vacancy Period

The amount of time that an apartment remains vacant and available for rent.

Vacancy Rate – Economic

Maximum potential revenue less actual rent revenue divided by maximum potential rent revenue. The economic vacancy rate should be used exclusively for project rent proformas, and not for reporting the vacancy rate of rent comparables.

Vacancy Rate – Physical

The number of total habitable units that are vacant divided by the total number of units in the property. The physical vacancy rate shall be used when reporting comparable vacancy rates.

Very Low Income

Person or household whose gross household income does not exceed 50 percent of Area Median Income adjusted for household size.

Zoning

Classification and regulation of land by local governments according to use categories (zones); often also includes density designations.

ADDENDUM C – NCHMA INDEX

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.

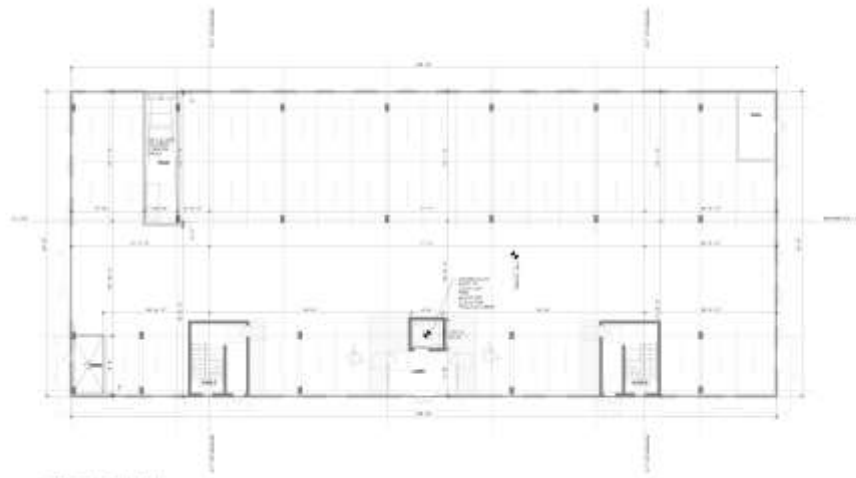
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NCHMA Market Study Index

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ADDENDUM D – SUBJECT DATA



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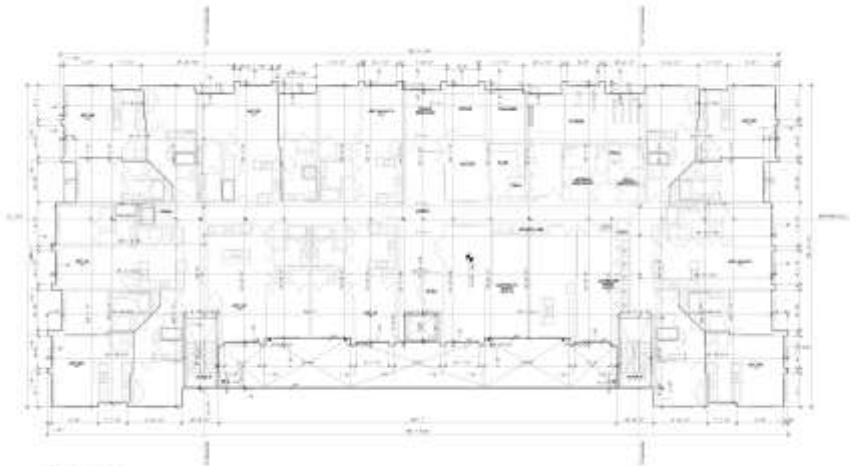
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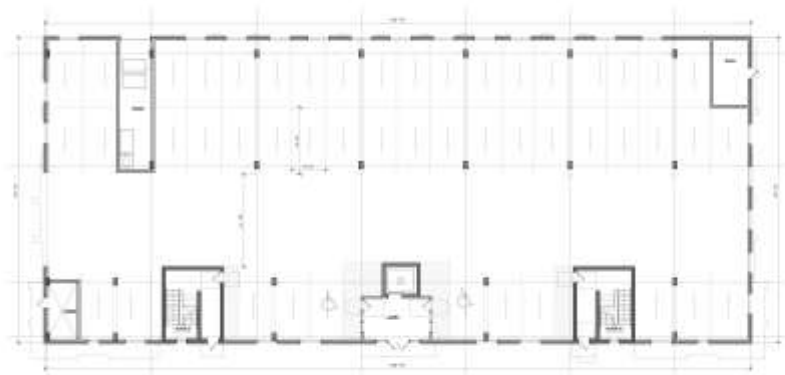


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Project Manager	100000000
Project Engineer	100000000
Project Architect	100000000
Project Designer	100000000
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Project Architect: _____

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Project Engineer: _____

Project Consultant: _____

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For Project No. 2021-001
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Project Name
 Project Location
 Project Description

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 Client Address
 Client Phone

Architect Name
 Architect Address
 Architect Phone

Scale
 Date

Sheet No.
 Total Sheets

Waxpool Crossing Apartments
 an Affordable Community by
 Capital Cities
 in Johnson City, TN

A2.6

Good Works



① Amenities Plan
 3/32" = 1'-0"

Waxpool Crossing

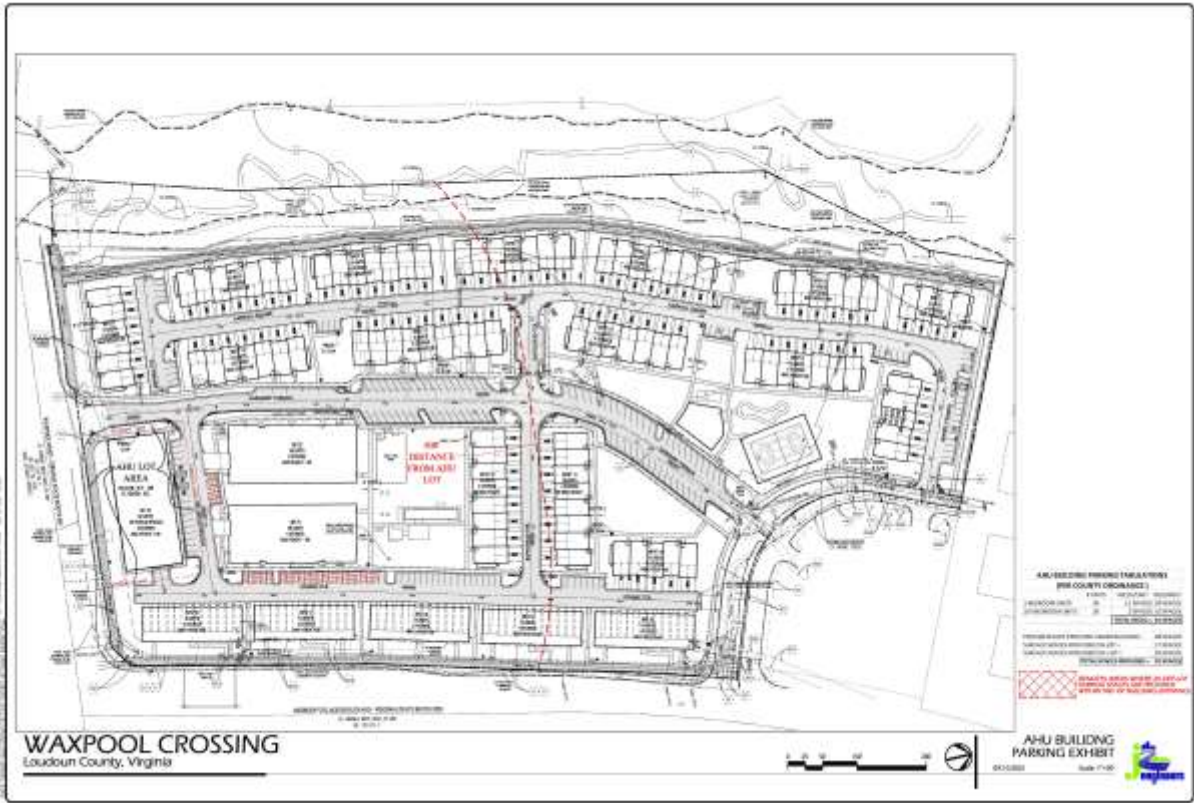
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September 08, 2021

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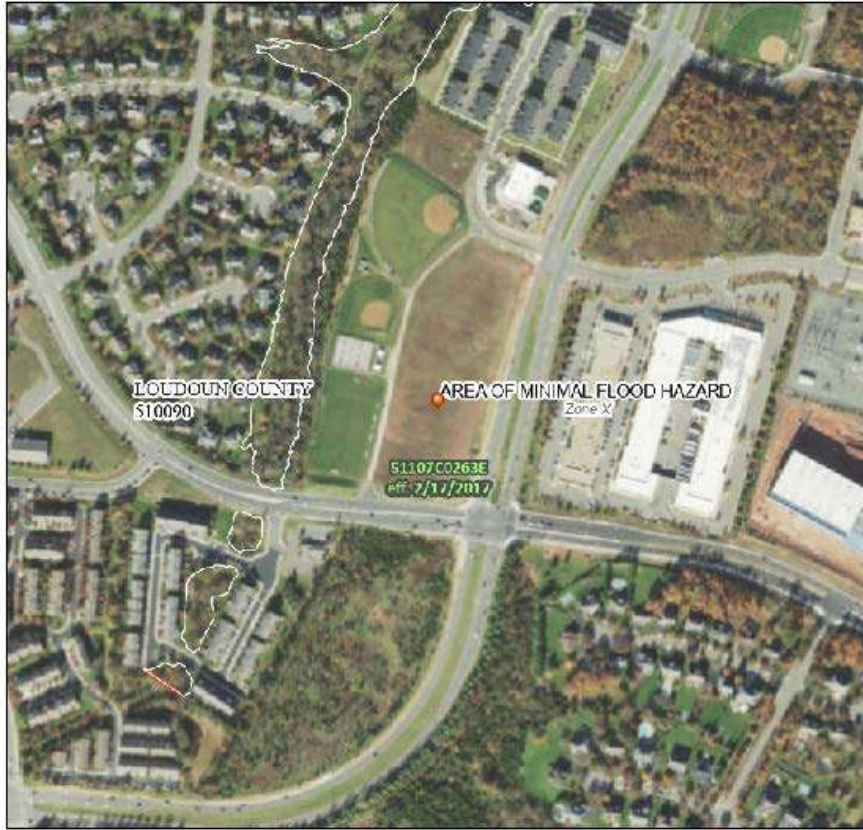


ADDENDUM E – FLOOD DATA

National Flood Hazard Layer FIRMette



77°28'47" W, 39°11'10" N



0 250 500 1,000 1,500 2,000 Feet 1:6,000
 Basemap: USGS National Map Orthoimagery. Data refreshed October, 2020

Legend

SEE FIS REPORT FOR DETAILED LEGEND AND/OR MAP FOR FIRM PANEL MOUNT

SPECIAL FLOOD HAZARD AREAS	<ul style="list-style-type: none"> Minimum Base Flood Elevation (BFE) Zone A, V, XZ With BFE Elevation Zone A, V, XZ, A, V, XZ Regulatory Floodway
OTHER AREAS OF FLOOD HAZARD	<ul style="list-style-type: none"> 0.2% Annual Chance Flood Hazard, Areas of 1% annual chance flood with average depth less than one foot or with average areas of less than one square mile. Zone C Accumulated 1% Annual Chance Flood Hazard Zone D Area with Reduced Flood Risk due to Levee. See Note, Zone E Area with Flood Risk due to Levee Zone D
OTHER AREAS	<ul style="list-style-type: none"> NO SCREEN Area of Minimal Flood Hazard Zone F Effective ID MRs Area of Unincorporated Flood Hazard Zone G
GENERAL STRUCTURES	<ul style="list-style-type: none"> Channel, Culvert, or Storm Sewer Levee, Dam, or Retention Wall
OTHER FEATURES	<ul style="list-style-type: none"> 200 Area Sections with 1% Annual Chance Minor Surface Elevation 124 Area Sections with 1% Annual Chance Coastal Trenches Base Flood Elevation Date (BFE) Limit of Study Jurisdiction Boundary Coastal Trenches, Baseline Profile Baseline Hydrographic Features
MAP PANELS	<ul style="list-style-type: none"> Digital Data Available No Digital Data Available Unmapped <p>The pin displayed on the map is an approximate point selected by the user and does not represent an authoritative property location.</p>

This map complies with FEMA's standards for the use of digital flood maps. It is the user's responsibility to verify the accuracy of the data. The basemap shown complies with FEMA's basemap accuracy standards.

The flood hazard information is derived directly from the authoritative NFHL web services provided by FEMA. This map was updated on 8/5/2023 at 2:29 P.M. and does not reflect changes or amendments subsequent to this date and time. The NFHL and effective information may change or become superseded by revisions over time.

This map is not to be used if the user or viewer of the following map elements do not appear: basemap imagery, flood zone labels, legend, scale bar, map coordinate data, coordinate identifiers, FIRM panel number, and FIRM effective date. Map images for unmapped and unmaintained areas cannot be used for regulatory purposes.