



**BOWEN
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Market Feasibility Analysis

Cool Lane Apartments
1900 Cool Lane
Richmond, Henrico County, Virginia 23223

Prepared For

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PO Box 8585
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Authorized User

Virginia Housing
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Effective Date

February 2, 2021

Job Reference Number

21-140 CR

Market Study Certification

NCHMA Certification

This certifies that Sidney McCrary, an employee of Bowen National Research, personally made an inspection of the area including competing properties and the proposed site in Richmond, Virginia. Further, the information contained in this report is true and accurate as of February 2, 2021.

Bowen National Research is a disinterested third party without any current or future financial interest in the project under consideration. We have received a fee for the preparation of the market study. However, no contingency fees exist between our firm and the client.

Virginia Housing Certification

I affirm the following:

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

Certified:



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I. Introduction

A. PURPOSE

The purpose of this report is to evaluate the market feasibility of a proposed Low-Income Housing Tax Credit (LIHTC) project to be developed in Richmond, Virginia. This study was initiated by Ms. Julie Anderson of Virginia Supportive Housing and complies with the guidelines of Virginia Housing. This study conforms to the standards adopted by the National Council of Housing Market Analysts (NCHMA). These standards include the accepted definitions of key terms used in market studies for affordable housing projects and model content standards for the content of market studies for affordable housing projects. 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 end users.

B. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

- The Primary Market Area (PMA) generated for the subject site is identified. The Site PMA is generally described as the smallest geographic area expected to generate most of the support for the subject project. Site PMAs are not defined by radius. The use of a radius is an ineffective approach because it does not consider mobility patterns, changes in socioeconomic or demographic character of neighborhoods or physical landmarks that might impede development.

PMAs are established using a variety of factors that include, but are not limited to:

- A detailed demographic and socioeconomic evaluation.
 - Interviews with area planners, realtors and other individuals who are familiar with area growth patterns.
 - A drive-time analysis to the site.
 - Personal observations of the field analyst.
 - An evaluation of existing housing supply characteristics and trends.
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- A field survey of modern apartment developments is conducted. The intent of the field survey is twofold. First, the field survey is used to measure the overall strength of the apartment market. This is accomplished by an evaluation of unit mix, vacancies, rent levels and overall quality of product. The second purpose of the field survey is to establish those projects that are most likely directly comparable to the subject property. The information in this survey was collected through a variety of methods, including phone surveys, in-person visits, email and fax. The contact person for each property is listed in *Section XII: Field Survey of Conventional Rentals*.

- Two types of directly comparable properties are identified through the field survey. They include other Section 42 LIHTC developments and market-rate developments that offer unit and project amenities similar to the subject development. An in-depth evaluation of those two property types provides an indication of the potential of the subject development.
- Economic and demographic characteristics of the area are evaluated. An economic evaluation includes an assessment of area employment composition, income growth (particularly among the target market), building statistics and area growth perceptions. The demographic evaluation uses the most recently issued Census information, as well as projections that determine what the characteristics of the market will be when the subject property renovations are complete and after it achieves a stabilized occupancy.
- Area building statistics and interviews with officials familiar with area development provide identification of those properties that might be planned or proposed for the area that will have an impact on the marketability of the subject development. Planned and proposed projects are always in different stages of development. As a result, it is important to establish the likelihood of construction, the timing of the project and its impact on the market and the subject development.
- We conduct an analysis following Virginia Housing and NCHMA market study guidelines of the subject project's required capture of the number of income-appropriate households within the Site PMA. This analysis is conducted on a renter household level and a market capture rate is determined for the subject development. This capture rate is compared with acceptable capture rates for similar types of projects to determine whether the subject development's capture rate is achievable. In addition, Bowen National Research also compares all existing and planned LIHTC housing within the market to the number of income-appropriate households. The resulting penetration rate is evaluated in conjunction with the project's capture rate.
- Achievable market rent for the subject development is determined. Using a Rent Comparability Grid, the features of the subject development are compared item-by-item with the most comparable properties in the market. Adjustments are made for each feature that differs from that of the subject development. These adjustments are then included with the collected rent resulting in an achievable market rent for a unit comparable to the proposed unit.

C. SOURCES

Bowen National Research uses various sources to gather and confirm data used in each analysis. These sources include the following:

- The 2000 and 2010 Census on Housing
- American Community Survey
- ESRI
- Urban Decision Group (UDG)
- Applied Geographic Solutions
- U.S. Department of Labor
- Management for each property included in the survey
- Local planning and building officials
- Local housing authority representatives
- U.S. Department of Housing and Urban Development (HUD)

D. REPORT LIMITATIONS

The intent of this report is to collect and analyze significant levels of data to forecast the market success of the subject property within an agreed to time period. Bowen National Research relies on a variety of data sources to generate this report. These data sources are not always verifiable; Bowen National Research, however, makes a significant effort to assure accuracy. While this is not always possible, we believe our effort provides an acceptable standard margin of error. Bowen National Research is not responsible for errors or omissions in the data provided by other sources.

The reported analyses, opinions and conclusions are limited only by the reported assumptions and limiting conditions, and are our personal, unbiased professional analyses, opinions and conclusions. We have no present or prospective interest in the property that is the subject of this report and we have no personal interest or bias with respect to the parties involved. Our compensation is not contingent on an action or event (such as the approval of a loan) resulting from the analyses, opinions, conclusions in or the use of this study.

Any reproduction or duplication of this report without the express approval of Virginia Supportive Housing or Bowen National Research is strictly prohibited.

II. Executive Summary

This report evaluates the market feasibility of the proposed 86-unit Cool Lane Apartments rental community to operate as a Low-Income Housing Tax Credit (LIHTC) project in Richmond, Henrico County, Virginia. Based on the findings contained in this report, it is our opinion that a market exists for the proposed subject development, assuming it is constructed and operated as outlined in this report.

The following is a summary of key findings from our report:

Project Concept

The subject project involves the adaptive-reuse of an existing building built in 1977 and located at 1900 Cool Lane in Richmond, Henrico County, Virginia into an 86-unit rental housing project to be known as Cool Lane Apartments. The project will be developed using Low-Income Housing Tax Credits (LIHTC) and will target lower-income adults and formerly homeless persons earning up to 50% of Area Median Household Income (AMHI). Additionally, all units are anticipated to operate under the HUD Section 8 program, allowing tenants to pay up to 30% of their adjusted gross household income towards shelter costs (rent and utilities). The proposed project is expected to be complete by August 2022. Additional details regarding the project are included in *Section III* of this report.

Site Evaluation

The site is a 5.34-acre parcel located at 1900 Cool Lane in Henrico County, Virginia. The site consists of a two-story vacant building and adjacent parking lots and is located within a neighborhood with commercial and residential land uses. Adjacent land uses include single family homes, a grocery store, convenience stores, a gas station, and a church. The site has excellent visibility along Cool Lane, as the site building maintains frontage along this street. Access is aided by existing roadways at the southeast and southwest corners of the site. The subject site is also within very close proximity of Interstate 64 and various public bus stops which further enhance access to the subject site. Most community services are within 2.0 miles and are easily accessible via Mechanicsville Turnpike (U.S. Highway 360) and Interstate 64. Overall, it is our opinion that the site is conducive to affordable rental product such as that proposed for the subject site. A detailed site evaluation is included in *Section IV*.

Primary Market Area

The Primary Market Area (PMA) is the geographical area from which most of the support for the proposed development is expected to originate. The Site PMA includes the southern portion of Henrico County and portions of northern and eastern Richmond. The boundaries of the Site PMA include East Laburnum Avenue to the north, North Laburnum Avenue, and South Laburnum Avenue to the east; U.S. Highway 60 and railroad tracks north of Charles City Road to the south; and the James River, Interstate 95, Interstate 64, and U.S. Highway 301 to the west. Adjacent

areas of Henrico County and the City of Richmond could provide additional support to the proposed project; however, most support is expected to come from residents living in the northern Richmond area. A map of the Site PMA is included in *Section IV* on *page 11*.

Demographic Overview

Demographic growth is projected for the Site PMA between 2021 and 2026 in terms of both total population and household growth, a trend which has been ongoing since 2000. The Site PMA is largely comprised of renter households as such households represent approximately 60.0% of the total household base. The number of renter households is projected to increase by 1,490, or nearly 8.0%, between 2021 and 2026 and smaller one- and two-person households are expected to experience the most rapid growth among renter households during this time period. These smaller renter household sizes also represent nearly three-quarters (74.8%) of all renter households in the market. Further, nearly half (49.8%) of all one- and two-person renter households are projected to earn less than \$30,000 in 2026. It is also important to note that more than 400 homeless households were identified within the local Continuum of Care (CoC) jurisdiction, which includes the City of Richmond and Henrico County. Based on the preceding factors, a large and expanding base of potential size- and income-appropriate renter support, as well as potential support from homeless individuals, exists within and near the Site PMA for rental product such as that proposed for the subject site. Additional demographic information regarding the Site PMA is included in *Section IV* of this report, beginning on *page 12*.

Economic Summary

Prior to the impact of COVID-19, the Henrico County economy experienced notable employment growth and a steadily declining annual unemployment rate. Specifically, the employment base added nearly 23,000 jobs between 2010 and 2019 while the unemployment rate declined by more than four full percentage points during this same time period. However, like much of the country, the local Henrico County economy experienced a significant downturn in 2020 due to the impact of COVID-19. Since the end of 2019, the Henrico County employment base declined by more than 8,500 jobs, or nearly 5.0%, while the annual unemployment rate spiked to a rate of 6.2% in 2020. The monthly unemployment rate within the county reached a high of 10.9% during the initial impact of the pandemic. It is of note, however, that the monthly unemployment rate has declined by more than five full percentage points since reaching a high of 10.9% in April of 2020. This is a good indication that many workers which may have been laid off/terminated due to COVID-19 have gone back to work or found new employment opportunities. Further, there are several economic development projects currently in the pipeline for the Richmond area which are expected to contribute to economic recovery efforts in the area for the foreseeable future. Additional economic information is included in *Section IV* of this report, beginning on *page 19*.

Housing Supply Analysis

We identified and personally surveyed 31 conventional rental housing projects containing a total of 4,125 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 97.6%, a strong rate for rental housing. Each rental housing segment surveyed is summarized in the following table.

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-Rate	18	2,674	96	96.4%
Market-Rate/Tax Credit	2	274	2	99.3%
Tax Credit	6	597	1	99.8%
Tax Credit/Government-Subsidized	4	452	0	100.0%
Market-Rate/Tax Credit/Government-Subsidized	1	128	0	100.0%
Total	31	4,125	99	97.6%

A variety of rental product is offered within the Site PMA, all of which is performing well with overall occupancy rates of 96.4% or higher reported for all segments surveyed. This is a good indication that rental product is in high demand across many different affordability levels within this market. This is particularly true of affordable (Tax Credit and/or government-subsidized) product as only one (1) such vacant unit is reported among the 1,220 such units surveyed. Thus, affordable rental product surveyed is 99.9% occupied.

Comparable/Competitive Tax Credit Analysis

The proposed subject project will offer studio and one-bedroom garden-style units targeting homeless/formerly homeless households earning up to 50% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. None of the LIHTC properties identified *within the Site PMA* specifically target homeless/formerly homeless households such as the units proposed for the subject property. We have, however, surveyed six existing general-occupancy LIHTC properties which offer one-bedroom units at similar income levels as compared to those proposed for the subject property. These properties will provide a good base of comparison for the subject's one-bedroom units. Thus, these six LIHTC properties have been included in our comparable/competitive Tax Credit analysis.

The six comparable LIHTC properties and the proposed subject development are summarized as follows. Information regarding property address, phone number, contact name and utility responsibility is included in the *Field Survey of Conventional Rentals*.

Map I.D.	Project Name	Year Built/Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Cool Lane Apartments	1977 / 2022	86	-	-	-	Homeless; 50% AMHI & Section 8
6	Church Hill North 1A	2020	60	100.0%	1.6 Miles	Yes	Families; 40%, 50%, 60%, & 80% AMHI & Public Housing
13	Highland Grove	2013	118*	100.0%	4.3 Miles	37 HH	Families; 50% AMHI & Public Housing
14	Jefferson Mews	1994 / 2014	56	100.0%	2.7 Miles	Yes	Families; 50% & 60% AMHI
16	Market Slip	1860 / 1994	30	100.0%	5.8 Miles	2 HH	Families; 50% & 60% AMHI
18	Old Stone Row at Shockoe Valley Heights	2010	22*	100.0%	3.2 Miles	None	Families; 50% AMHI
30	Tobacco Landing	1994	62	98.4%	3.3 Miles	Yes	Families; 50% & 60% AMHI

OCC. – Occupancy
HH - Households
*Tax Credit units only

The six LIHTC projects have a combined occupancy rate of 99.7%, which is reflective of just one (1) vacant two-bedroom unit at the Tobacco Landing property. Thus, all comparable one-bedroom units offered among these properties are currently occupied (0.0% vacancy rate), demonstrating strong demand for product similar to that proposed for the majority of the subject property. None of the comparable LIHTC units offer studio units. It is also important to reiterate that none of the comparable LIHTC properties specifically target homeless/ formerly homeless individuals/households such as the subject project. This is expected to create a competitive advantage for the property and the subject project will help fill a void in the Site PMA rental market.

The gross rents for the comparable projects and the proposed rents at the subject site, as well as their unit mixes and vacancies by bedroom are listed in the following table:

		Gross Rent/Percent of AMHI (Number of Units/Vacancies)				
Map I.D.	Project Name	Studio	One-Br.	Two-Br.	Three-Br.	Rent Special
Site	Cool Lane Apartments	\$782/50% (6)*	\$838/50% (80)*	-	-	-
6	Church Hill North 1A	-	\$860/50% (3/0) \$1,494/80% (5/0)	\$202/40% (3/0)* \$1,013/50% (15/0) \$202/50% (3/0)* \$1,231/60% (7/0) \$1,812/80% (5/0)	\$265/40% (2/0)* \$1,168/50% (3/0) \$265/50% (7/0)* \$1,401/60% (7/0)	None
13	Highland Grove	-	\$505/50% (14/0)* \$891/50% (20/0)	\$1,080/50% (20/0) \$551/50% (12/0)* \$1,080/50% (10/0)	\$1,269/50% (20/0) \$613/50% (12/0)* \$1,269/50% (10/0)	None
14	Jefferson Mews	-	\$751/50% (4/0) \$976/60% (4/0)	\$920/50% (9/0) \$1,005/60% (8/0)	\$1,026/50% (22/0) \$1,336/60% (9/0)	None
16	Market Slip	-	\$780/50% (10/0) \$900/60% (10/0)	\$1,020/60% (10/0)	-	None
18	Old Stone Row at Shockoe Valley Heights	-	\$826/50% (22/0)	-	-	None
30	Tobacco Landing	-	\$780/50% (16/0) \$900/60% (37/0)	\$1,021/60% (9/1)	-	None

*Subsidized (residents pay 30% of their income, as this is a government-subsidized property, which also operates under the Tax Credit program)

As the preceding illustrates, the subject's gross Tax Credit rents are competitive with those reported for similar unit types at the comparable properties. Thus, the subject project is considered very competitive in terms of price point. This is especially true when considering the newness and anticipated quality of the subject project, as well as the fact that the subject units will come furnished with basic living and bedroom furnishings.

Regardless, it is also important to reiterate that the subject project will effectively operate with a project-based Section 8 subsidy. This will allow tenants of the property to pay up to only 30% of their income towards rent, rather than the non-subsidized rents evaluated throughout this report. This will ensure the subject project represents a significant value to the targeted low-income and special needs populations.

Comparable/Competitive Tax Credit Summary

The six most comparable LIHTC properties surveyed in the Site PMA report an overall occupancy rate of 99.7%, though all one-bedroom units offered among these projects are occupied. Thus, the proposed unit types for the majority of the subject development are clearly in strong demand within the Site PMA. The subject's proposed non-subsidized Tax Credit rents are very competitive with those reported among similar unit types at the comparable properties and are considered affordable to low-income individuals within the market. Regardless, all units at the subject property will effectively operate with a project-based subsidy allowing tenants to pay up to only 30% of their income towards rent. This will ensure the property represents a value within the subject market. The property will also compete well in terms of overall design (square feet and number of bathrooms) and amenities offered. In fact, the subject property will include all basic living and bedroom furnishings within each unit, a feature not offered among the comparable properties. This is expected to create a competitive advantage for the property and is considered beneficial to the targeted homeless/formerly homeless population.

Comparable Special Needs Supply Analysis

As detailed throughout this report, the subject project will offer units which will target homeless/formerly homeless individuals/households. Since none of the comparable Tax Credit properties evaluated in this report specifically target this special-needs population, we have included a separate analysis of additional homeless-oriented properties surveyed within the Site PMA and surrounding areas of Richmond. These six additional properties are summarized along with the subject project in the following table:

Map I.D.	Project Name	Year Built/ Renovated	Units	Occ. Rate	Distance to Site	Target Market
Site	Cool Lane Apartments	1977 / 2022	86	-	-	Homeless, 50% AMHI & Section 8
9	FIND II	1920 / 2002	4	100.0%	4.1 Miles	Homeless; Affordable Market-Rate
10	FIND IV	1920 / 2004	4	100.0%	4.0 Miles	Homeless; Affordable Market-Rate
902	Daily Planet Safe Haven	2002	21	100.0%	8.8 Miles	Homeless Individuals; Private Subsidy
904	FIND III	1919 / 2002	4	100.0%	8.2 Miles	Homeless; Affordable Market-Rate
906	Studios I	2011	21	100.0%	17.1 Miles	Homeless Individuals; 50% AMHI & Section 8
907	Studios II	1972 / 1997	39	100.0%	17.1 Miles	Homeless Individuals; 50% AMHI & Section 8

Occ. – Occupancy

900 Series Map IDs are located outside of the Site PMA

As the preceding illustrates, the six homeless-oriented rental properties surveyed in the market and region are all 100.0% occupied. This is a clear indication of strong and pent-up demand for such product within the Richmond area. The subject project is expected to help alleviate a portion of this pent-up demand.

The subject project will provide a project-based Section 8 subsidy to all units proposed for the subject site. Further, three of the four traditional homeless-oriented properties surveyed outside the Site PMA also provide some type of subsidy to their tenants. As such, we have not provided a rent analysis of the subject and comparable special-needs properties, as the majority of the residents of these properties will effectively pay little to no rent due to the available subsidies. The subsidy proposed for the subject project will ensure the subject units are marketable within the Site PMA and is considered appropriate for and beneficial to the targeted population segment.

An in-depth analysis of the Richmond rental housing market within the Site PMA is included in *Section V* of this report.

Achievable Market Rent

Based on the Rent Comparability Grids included in *Section VI* of this report, it was determined that the present-day achievable market rents for units similar to those proposed for the subject project are as follows:

Bedroom Type	% AMHI	Proposed Collected Rent*	Achievable Market Rent	Market Rent Advantage
Studio	50%	\$782	\$1,100	28.9%
One-Br.	50%	\$838	\$1,210	30.7%

*Non-subsidized units only

Typically, Tax Credit rents set at 60% of AMHI are set 10% or more below achievable market rents to ensure that the project will represent a value and have a sufficient flow of tenants. Thus, units such as those proposed at the lower 50% AMHI level generally should represent an even greater market rent advantage, typically of at least 20% in an urban market such as the subject Site PMA. As such, the subject rents are expected to be perceived as a significant value within the market as they represent a market rent advantages ranging from 28.9% to 30.7%.

Regardless, the subject property will operate with a project-based subsidy that will allow tenants to pay up to 30% of their income towards rent, rather than the non-subsidized LIHTC rents reflected in the preceding table and evaluated throughout this report. Thus, the subject project will represent an even greater value than that reflected by the market rent advantages included in the preceding table.

Capture Rate Estimates

The following is a summary of our demand calculations. *Note that since the subject project is comprised entirely of studio and one-bedroom units, our demand estimates have been limited to only include one- and two-person households.*

Demand Component	Percent of Median Household Income	
	Scenario One: LIHTC w/Subsidy Limited to 50% AMHI (\$0-\$35,800)	Scenario Two: LIHTC Only Limited to 50% AMHI (\$26,811-\$35,800)
Proposed Units / Net Demand	86 / 5,837	86 / 1,081
Capture Rate	= 1.5%	= 8.0%

Utilizing this methodology, capture rates below 30.0% are considered achievable, though capture rates below 20.0% are considered ideal. As such, the subject’s capture rate of 1.5% under the subsidized scenario is considered low and achievable within the Site PMA. This is particularly true when considering the high occupancy rates and waiting lists maintained among existing comparable LIHTC properties surveyed in the market.

In the unlikely event the project-based subsidy was not secured, and the property had to operate *exclusively* under the LIHTC program, a sufficient base of size- and income-appropriate renter households would still exist for the subject project. This is evident by the low 8.0% capture rate for the subject project under this scenario.

Supplemental Homeless Demand Estimates

As discussed in *Section IV*, according the 2019 Point-In-Time survey conducted by the VA-500 Richmond/Henrico, Chesterfield, Hanover Counties Continuum of Care (CoC), there are a total of 418 homeless households within the CoC’s jurisdiction. It is important to note that this is a conservative count, as not all homeless individuals/households within the Continuum of Care’s jurisdiction are identified within the 24-hour survey period. Regardless, this provides a good representation of the depth of support for special needs units such as the units to be offered at the subject project.

Based on the preceding analysis, we have provided a homeless renter household capture rate, as summarized in the following table:

	Homeless Capture Rate
Number of Subject Units	86
Eligible Renters – 2019	/ 418
Capture Rate	= 20.6%

Considering the nature of homelessness, capture rates up to and above 100% are considered achievable. Therefore, the subject’s capture rate of 20.5% is considered good and demonstrates a deep base of potential support for the homeless units at the subject project.

Penetration Rate Calculations

The 239 existing directly comparable (by bedroom type and AMHI level) non-subsidized Tax Credit units identified and/or surveyed in the market must also be considered when evaluating the achievable penetration rate for the subject development. Based on the same calculation process used for the subject site, the income-eligible range for the existing and planned Tax Credit units is \$25,749 to \$35,800. The following table summarizes the market penetration rate for the subject project based on data contained in the Demographic Characteristics and Trends section of this report.

	Market Penetration
Number of LIHTC Units (Proposed and Existing)	325
Size- and Income-Eligible Renter Households – 2022	/ 1,763
Overall Market Penetration Rate	= 18.4%

It is our opinion that the 18.4% penetration rate for the LIHTC units, both existing and proposed, is achievable. This is especially true when considering the 100.0% occupancy rate of the directly comparable LIHTC units surveyed in the market.

A detailed analysis of our demand estimates is included in *Section VII*.

Absorption Estimates

For the purposes of this analysis, we have provided absorption projections for two separate scenarios as summarized in the following table. Each scenario assumes a stabilized occupancy rate of at least 95.0%.

Absorption Projections		
Scenario	UPM	Absorption Period
LIHTC w/Subsidy	20 to 21	4 Months
LIHTC-Only	13 to 14	6 Months

UPM – Units Per Month

III. Project Description

Project Name:	Cool Lane Apartments
Location:	1900 Cool Lane, Richmond, Virginia 23223 (Henrico County)
Census Tract:	2010.03
Target Market:	Low-Income and Homeless Individuals
Construction Type:	Adaptive Reuse
Funding Source:	LIHTC

The subject project involves the adaptive-reuse of an existing building built in 1977 and located at 1900 Cool Lane in Richmond, Henrico County, Virginia into an 86-unit rental housing project to be known as Cool Lane Apartments. The project will be developed using Low-Income Housing Tax Credits (LIHTC) and will target lower-income adults and formerly homeless persons earning up to 50% of Area Median Household Income (AMHI). Additionally, all units are anticipated to operate under the HUD Section 8 program, allowing tenants to pay up to 30% of their adjusted gross household income towards shelter costs (rent and utilities). The proposed project is expected to be complete by August 2022. Additional details of the subject project are as follows:

Proposed Unit Configuration									
Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Program Rents			
						Collected Rent	Utility Allowance	Gross Rent	Max. Allowable LIHTC Gross Rent
6	Studio	1.0	Garden	505	50%/S8	\$993	\$0	\$993	\$782
80	One-Br.	1.0	Garden	597	50%/S8	\$1,020	\$0	\$1,020	\$838
86	Total								

Source: Virginia Supportive Housing
 AMHI – Area Median Household Income (Richmond, VA MSA; 2020)
 S8 – Section 8

Note that tenants residing within the subject units will effectively pay up to 30% of their adjusted gross household income towards gross rent due to the presence of the HUD Section 8 subsidy. The proposed rents illustrated in the preceding table are reflective of the contract rents under the Section 8 program. In the event this subsidy was lost, and these units were to operate exclusively under the LIHTC program, rents would need to be lowered to, or below, the maximum allowable LIHTC gross rents reflected for the proposed units in the preceding table. For the purpose of this report, we assume these units would operate at maximum allowable LIHTC rent levels in the unlikely event the subsidy was lost, and the property was to operate exclusively under the LIHTC program.

Building/Site Information	
Residential Buildings:	One (1) two-story building
Building Style:	Elevator-served
Community Space:	Integrated throughout
Acres:	5.7

Construction Timeline	
Original Year Built:	1977 (Adaptive Reuse)
Construction Start:	July 2021
Begin Preleasing:	July 2022
Construction End:	August 2022

Unit Amenities		
• Electric Range	• Central Air Conditioning	• Composite Flooring
• Refrigerator w/Icemaker	• Controlled Access/Intercom	• Window Blinds
• Dishwasher	• Furnishings*	• In-Unit Wi-Fi

*All units will be furnished with bed, dresser, table and two chairs, nightstand, love seat, and coffee table

Community Amenities		
• Bike Racks/Storage	• Computer Center	• Elevator
• Laundry Room	• On-Site Management	• Common Patio
• Conference Room	• Community Room with Kitchen	• TV Lounge
• Community Wide Wi-Fi	• Fitness Center	• Picnic Area
• CCTV/Cameras	• Parties/Picnics	• Social Service Coordinator
• Package Receiving	• Surface Parking Lot (180 Spaces)	

Utility Responsibility							
	Heat	Hot Water	Cooking	General Electric	Cold Water	Sewer	Trash
Paid By	Landlord	Landlord	Landlord	Landlord	Landlord	Landlord	Landlord
Source	Electric	Electric	Electric				



FLOOR AND SITE PLAN REVIEW:

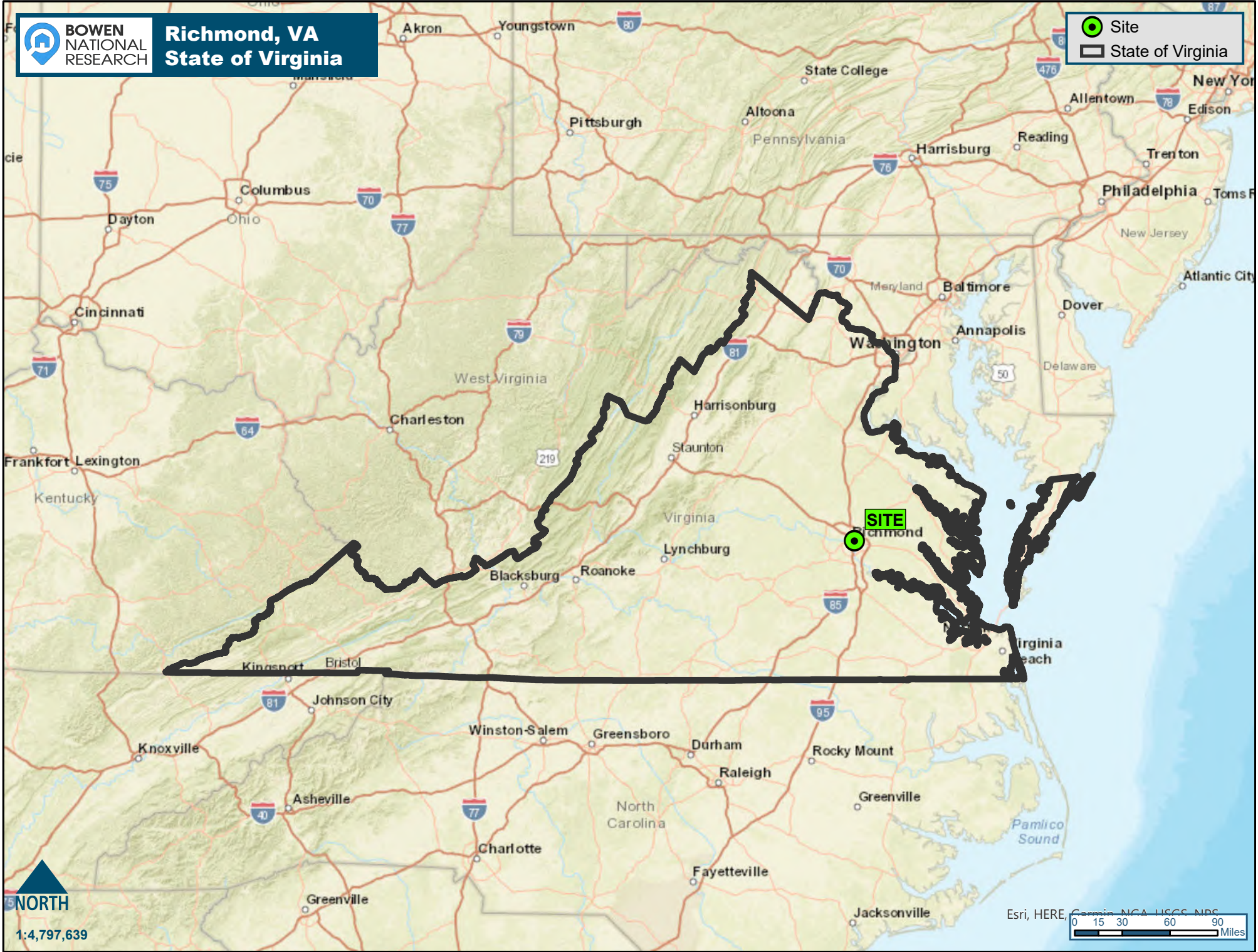
Floor and site plans for the subject project were not available for review at the time this report was prepared. Additional information provided by the developer, however, indicates that the property will be comprised of studio and one-bedroom garden-style units located within a two-story elevator-equipped building. All units will come furnished with a bed, dresser, table and two chairs, nightstand, love seat, and coffee table. A range, refrigerator, and dishwasher will also be provided as kitchen appliances. The property will feature common/community areas such a fitness center, laundry facility, and a community room, as well as an on-site management office. Overall, the subject project appears to be conducive to affordable rental product, particularly for the targeted homeless population. It is important, however, that the developer is aware of and considers any potential design constraints that may exist due to the property being developed within the footprint of an existing structure. Such constraints could include, but may not be limited to, support columns, lack of exterior windows allowing for proper natural light, irregularly shaped units, and/or undesirable unit locations within the building/property.


A state map, an area map and a site neighborhood map are on the following pages.



Richmond, VA State of Virginia

 Site
 State of Virginia

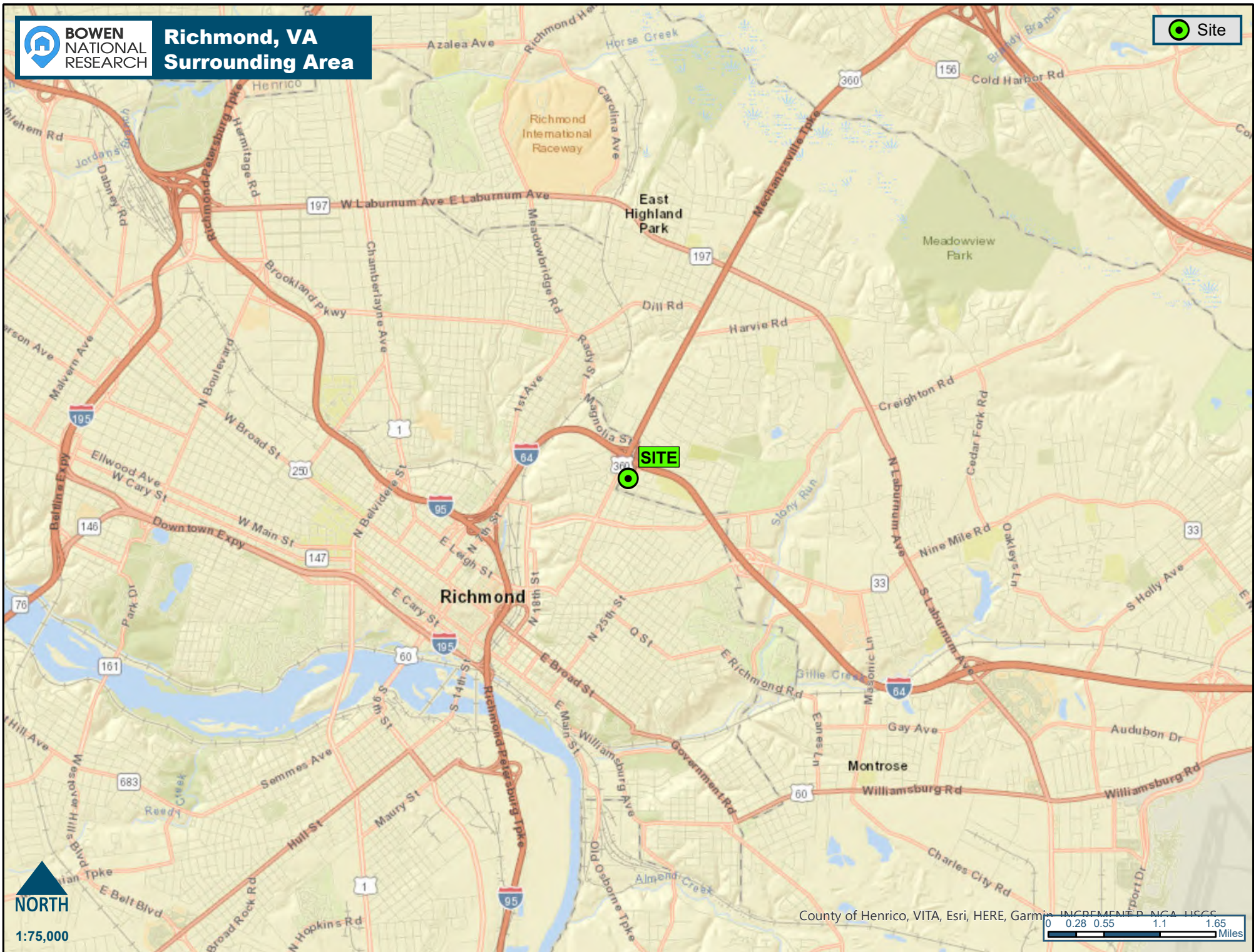



NORTH
1:4,797,639

Esri, HERE, DeLorme, NGA, USGS, NPS
0 15 30 60 90
Miles



Richmond, VA Surrounding Area



1:75,000

County of Henrico, VITA, Esri, HERE, Garmin, INCREMENT P, NGA, USGS
0 0.28 0.55 1.1 1.65 Miles

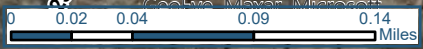


Richmond, VA
Site Neighborhood

Legend
 Site Area



NORTH
 1:4,510



IV. Area Analysis

A. SITE DESCRIPTION AND EVALUATION

1. LOCATION

The site is a 5.34-acre parcel located at 1900 Cool Lane in the southern portion of Henrico County, Virginia. The site parcel consists of an existing two-story building formerly used as an assisted-living facility. The existing two-story building was vacant on the date of our visit. The site is located approximately 2.5 miles northeast of the Richmond Central Business District. The subject site visit and corresponding fieldwork were completed during the week of February 1, 2021.

2. SURROUNDING LAND USES

Surrounding land uses include single-family homes, a church, convenience stores, gas stations, a grocery store, and a highway interchange. Adjacent land uses are detailed as follows:

North -	The Interstate 64/U.S. Highway 360 interchange borders the site to the north. A row of mature trees is located along the northern border of the site, which mostly blocks view of this highway interchange from the site building. A single-family residential neighborhood is located on the north side of Interstate 64. Commercial and retail buildings are located farther north of the site along U.S. Highway 360 (Mechanicsville Turnpike).
East -	A single-family residential neighborhood borders the site to the east. A chain-link fence separates the site from the adjacent single-family neighborhood. Homes within this neighborhood are generally in satisfactory condition. The Armstrong High School campus is located immediately east of the single-family neighborhood on the north side of Cool Lane.
South -	Cool Lane, a two-lane street, borders the site to the south. Cool Lane generally experiences light to moderate vehicular traffic, with notable traffic increases during opening and dismissal times at nearby Armstrong High School. Community Supermarket, a vacant convenience store, and Faith Community Baptist Church are each located on the south side of Cool Lane. Community Supermarket and the vacant convenience store are in satisfactory condition, while Faith Community Baptist Church is in good condition. A single-family neighborhood is located farther south of the site along Mechanicsville Turnpike.

West -

A Valero gas station/convenience store borders the site to the west. This property is in satisfactory condition. Mechanicsville Turnpike (U.S. Highway 360) is located immediately west of Valero. Mechanicsville Turnpike is a four-lane street with moderate to heavy vehicular traffic. Commercial businesses are located on the west side of Mechanicsville Turnpike, including a Shell gas station, 360 Express Mart and Deli, Ruby Red Beauty Supply, and Davinci Pizza. A single-family residential neighborhood and the Whitcomb Court Apartments extend farther west of the site along Whitcomb Street.

The site is adjacent to a variety of residential and commercial land uses. The site location near Mechanicsville Turnpike (U.S. Highway 360) and Interstate 64 is viewed as a positive marketing attribute, as it allows for convenient access to community services throughout the Richmond area. Note that the site is adjacent to the Interstate 64/U.S. Highway 360 interchange. A row of mature trees is located between the site and the highway. This row of mature trees helps to reduce visibility and traffic noise from the adjacent highway and interchange. Therefore, we do not believe that the proximity of this highway interchange will adversely affect the marketability of the site.

Overall, the subject property fits well with the surrounding land uses and they should contribute to the marketability of the site. The proposed renovations to the subject building will help preserve an existing building and contribute to revitalization efforts in the subject neighborhood. Photographs of the site can be found in Section X of this report.

3. VISIBILITY AND ACCESS

The site is located on the north side of Cool Lane, 0.1 mile east of Mechanicsville Turnpike. Visibility of the site building is excellent from Cool Lane, as the existing building maintains significant frontage along Cool Lane. A portion of the site building is also visible to northbound motorists traveling on Mechanicsville Turnpike. Due to the mature tree line in place along the northern boundary of the site, the site building is not clearly visible from Interstate 64.

Access to the site is aided by existing roadways used when the site building was formerly an assisted-living facility. These roadways encircle the building and connect to surface parking lots at the northeast and northwest corners of the site. Access to the site is considered excellent due to the existence of these roadways and parking lots. Traffic along Cool Lane is generally light to moderate, and access to the site is not expected to be difficult. A traffic signal at the intersection of Cool Lane and Mechanicsville Turnpike further regulates traffic along Cool Lane. The subject's proximity to Interstate 64 further enhances accessibility.

4. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

The site is served by the community services detailed in the following table:

Community Services	Name	Driving Distance From Site (miles)
Major Highways	U.S. Highway 360 (Mechanicsville Turnpike)	0.1 North
	Interstate 64	0.2 North
Public Bus Stop	Greater Richmond Transit Authority (Bus Route 5)	0.2 Southwest
	Greater Richmond Transit Authority (Bus Route 12)	0.3 East
Major Employers/ Employment Centers	Bon Secours Richmond	1.4 South
	VCU Health System	3.0 Southwest
	Wells Fargo	3.8 Southwest
	Dominion Energy	3.9 Southwest
Convenience Store	Valero	0.1 West
	Shell	0.2 West
	360 Express Mart and Deli	0.2 West
Grocery	Community Supermarket	0.1 South
	Market at 25 th (Under Construction)	1.3 South
	Food Lion	1.5 Northeast
Discount Department Store	Roses	1.1 North
	Family Dollar	1.2 South
	Walmart Supercenter	3.3 Southeast
Shopping Center/Mall	Oak Hill Plaza	1.5 Northeast
	Glen Lea Shopping Center	2.0 Northeast
	East Gate Shopping Center	3.2 East
Schools: Elementary Middle/Junior High High	Ratcliffe Elementary	2.3 Northeast
	Fairfield Middle	4.0 East
	Highland Springs High	7.0 West
Hospital	Bon Secours Richmond Community Hospital	1.4 South
	VCU Medical Center	3.0 Southwest
Police	Henrico County Police (South Station)	6.3 Southeast
Fire	Henrico County Fire Department (Firehouse 7)	2.2 Northeast
Post Office	U.S. Post Office	1.9 Southwest
Bank	SunTrust Bank (East Main Street)	2.6 Southwest
	Wells Fargo Bank	2.7 Southeast
	SunTrust Bank (East Broad Street)	2.8 South
Recreational Facilities	Hidden Creek Recreation Center	1.5 East
	Glenwood Golf Club	1.5 East
Gas Station	Valero	0.1 West
	Shell	0.2 West
	Exxon	0.5 North
Pharmacy	Walgreens	2.0 Northeast
	McGuire Park Pharmacy	2.4 Southwest
	CVS Pharmacy	2.6 Northeast
Restaurant	Davinci Pizza	0.2 Southwest
	McDonald's	0.5 North
	Stuart's Fresh Catch	0.5 North
	Pizza Hut	1.4 North
	Subway	1.4 North
Day Care	Robert L. Taylor Childcare Center	1.5 South
	Bethlehem Baptist Day Care	0.9 Southwest
	Love and Learn Child Care	3.6 East

(Continued)

Community Services	Name	Driving Distance From Site (miles)
Community Center	Hidden Creek Recreation Center	1.5 East
Library	Henrico County Public Library	2.8 East
Park	Hidden Creek Park Jefferson Park Chimborazo Park	1.5 East 1.6 Southeast 2.6 South
Church	Faith Community Baptist Church Wesley Memorial United Methodist Church Mosby Memorial Baptist Church	0.1 South 0.3 Southwest 1.0 North

The site is near several community services in the southern portion of Henrico County and the northern portion of the City of Richmond. The site is adjacent to or near a grocery store, three convenience stores, two gas stations, and a church. Mechanicsville Turnpike, located 0.1 mile west of the site, is a major commercial corridor in the southern portion of Henrico County. Mechanicsville Turnpike provides access to restaurants, grocery stores, and the nearest pharmacy to the site. Access to Interstate 64 is 0.3 miles north of the site, leading to additional employment and shopping opportunities throughout the Greater Richmond area.

Greater Richmond Transit Authority (GRTA) provides public transportation services within the site area. The site is within 0.3 miles of two bus stops. The nearest bus stop, located at Mechanicsville Turnpike and Phaup Street, provides service along Bus Route 5. A bus stop is also located on the north side of Cool Lane, adjacent to Armstrong High School. This bus stop provides service along Bus Route 12. Bus Route 5 and Bus Route 12 each provide access to community services in the southern portion of Henrico County and the northern portion of Richmond.

5. OVERALL SITE EVALUATION

The site is a 5.34-acre parcel located at 1900 Cool Lane in Henrico County, Virginia. The site consists of a two-story vacant building and adjacent parking lots and is located within a neighborhood with commercial and residential land uses. Adjacent land uses include single family homes, a grocery store, convenience stores, a gas station, and a church. The site has excellent visibility along Cool Lane, as the site building maintains frontage along this street. Access is aided by existing roadways at the southeast and southwest corners of the site. The subject site is also within very close proximity of Interstate 64 and various public bus stops which further enhance access to the subject site. Most community services are within 2.0 miles and are easily accessible via Mechanicsville Turnpike (U.S. Highway 360) and Interstate 64. Overall, it is our opinion that the site is conducive to affordable rental product such as that proposed for the subject site.

6. CRIME ISSUES

The primary source for Crime Risk data is the FBI Uniform Crime Report (UCR). The FBI collects data from each of roughly 16,000 separate law enforcement jurisdictions across the country and compiles this data into the UCR. The most recent update showed an overall coverage rate of 95% of all jurisdictions nationwide with a coverage rate of 97% of all jurisdictions in metropolitan areas.

Applied Geographic Solutions uses the UCR at the jurisdictional level to model each of the seven crime types at other levels of geography. Risk indexes are standardized based on the national average. A Risk Index value of 100 for a particular risk indicates that, for the area, the relative probability of the risk is consistent with the average probability of that risk across the United States.

It should be noted that aggregate indexes for total crime, personal crime and property crime are not weighted, and a murder is no more significant statistically in these indexes than petty theft. Thus, caution should be exercised when using them.

Total crime risk for the Site ZIP Code is 136, with an overall personal crime index of 162 and a property crime index of 132. Total crime risk for Henrico County is 71, with indexes for personal and property crime of 54 and 73, respectively.

	Crime Risk Index	
	Site Zip Code	Henrico County
Total Crime	136	71
Personal Crime	162	54
Murder	516	111
Rape	83	59
Robbery	227	62
Assault	141	48
Property Crime	132	73
Burglary	139	59
Larceny	127	81
Motor Vehicle Theft	155	46

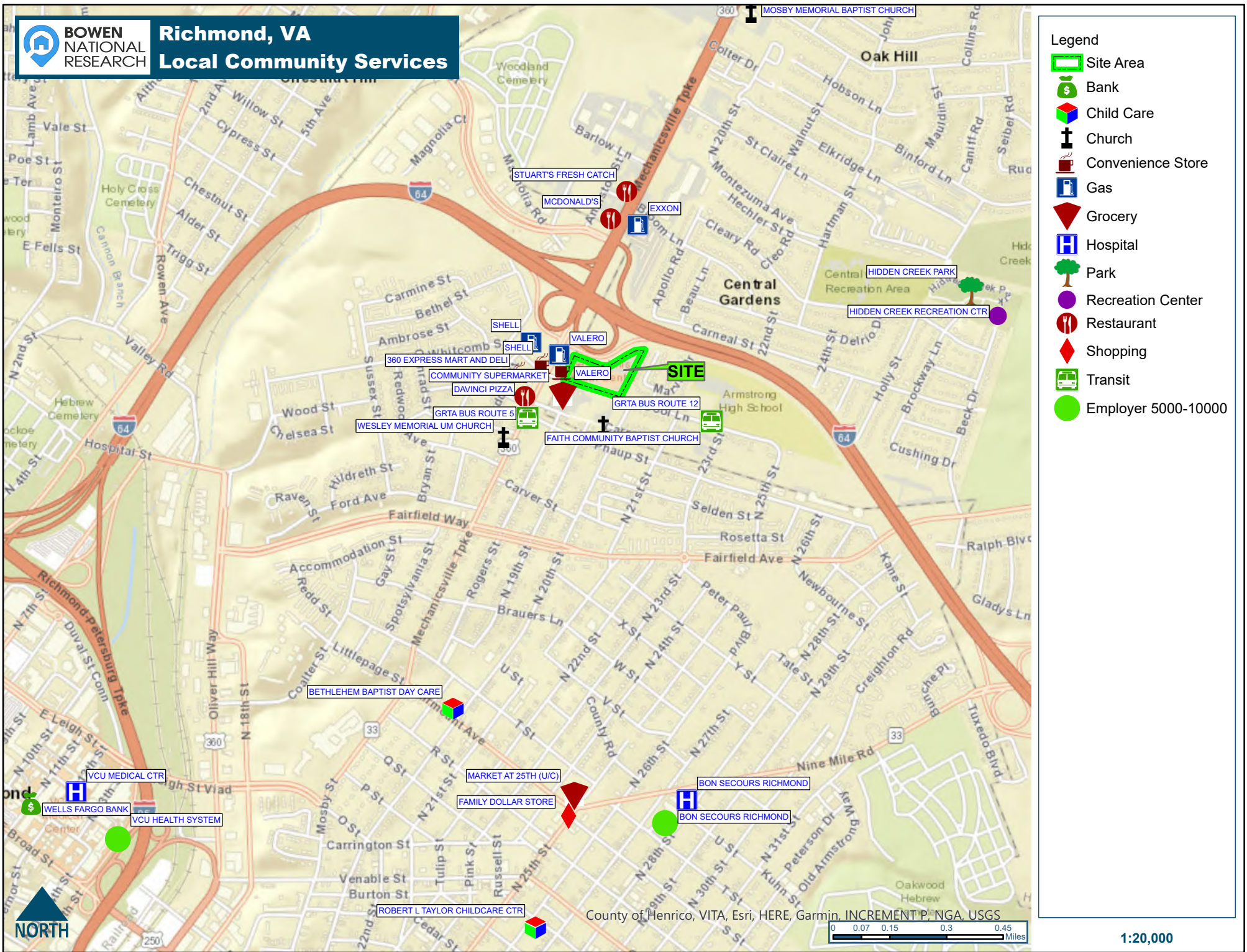
Source: Applied Geographic Solutions

Although the crime risk index for the Site Zip Code (136) is higher than that reported for Henrico County (71) as a whole, it is not considered high for a densely populated urban area such as the site area. This crime index is also similar to the national average of 100. As such, crime is not expected to have any adverse impact on marketability of the subject project.

Maps illustrating the location of community services and crime risk are on the following pages.



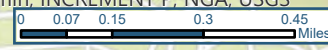
Richmond, VA Local Community Services



- Legend**
- Site Area
 - Bank
 - Child Care
 - Church
 - Convenience Store
 - Gas
 - Grocery
 - Hospital
 - Park
 - Recreation Center
 - Restaurant
 - Shopping
 - Transit
 - Employer 5000-10000



County of Henrico, VITA, Esri, HERE, Garmin, INCREMENT P, NGA, USGS

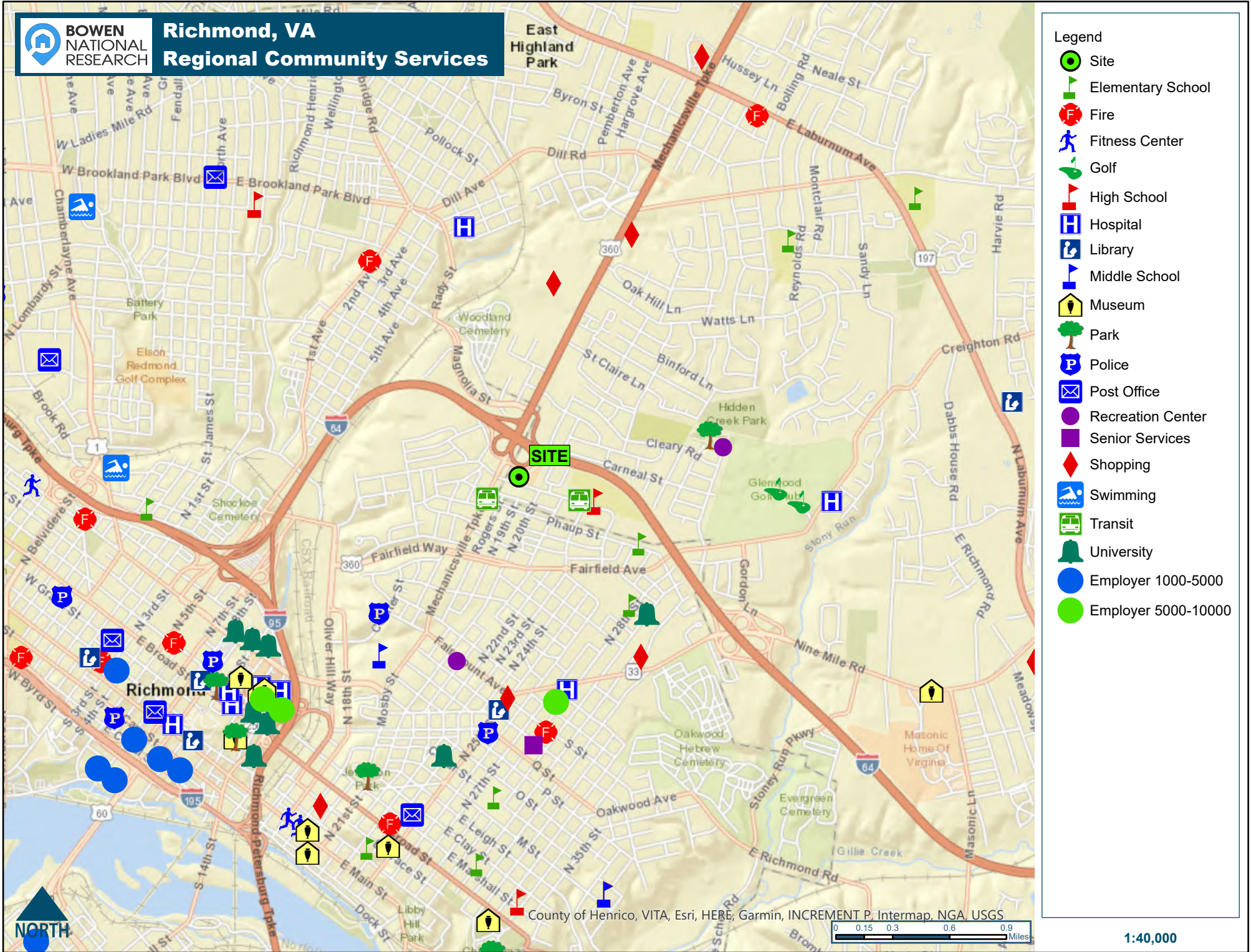


1:20,000



**BOWEN
NATIONAL
RESEARCH**

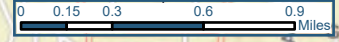
Richmond, VA Regional Community Services



- Legend**
- Site
 - Elementary School
 - Fire
 - Fitness Center
 - Golf
 - High School
 - Hospital
 - Library
 - Middle School
 - Museum
 - Park
 - Police
 - Post Office
 - Recreation Center
 - Senior Services
 - Shopping
 - Swimming
 - Transit
 - University
 - Employer 1000-5000
 - Employer 5000-10000



County of Henrico, VITA, Esri, HERE, Garmin, INCREMENT P, Intermap, NGA, USGS



1:40,000



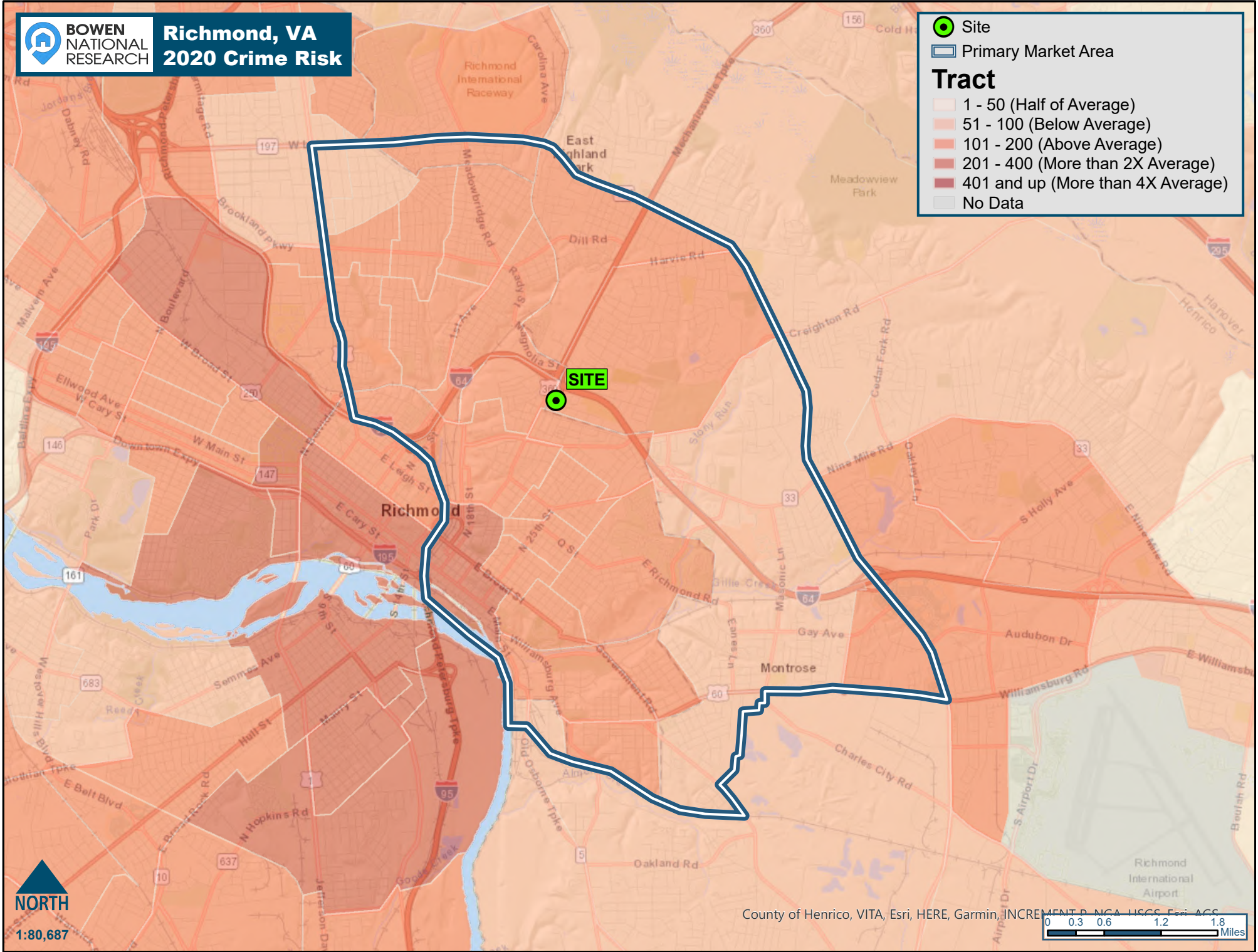
Richmond, VA 2020 Crime Risk

Site

Primary Market Area

Tract

- 1 - 50 (Half of Average)
- 51 - 100 (Below Average)
- 101 - 200 (Above Average)
- 201 - 400 (More than 2X Average)
- 401 and up (More than 4X Average)
- No Data



NORTH
1:80,687

B. PRIMARY MARKET AREA DELINEATION

The Primary Market Area (PMA) is the geographical area from which most of the support for the proposed development is expected to originate. The Site PMA was determined through interviews with area leasing and real estate agents, and the personal observations of our analysts. The personal observations of our analysts include physical and/or socioeconomic differences in the market and a demographic analysis of the area households and population.

- Julie Anderson, Director of Real Estate Development for Virginia Supportive Housing, represents several properties scattered throughout the Richmond area, notably, the FINE II, III, and IV apartments. Ms. Anderson confirmed the boundaries of the Site PMA by stating that a large percentage of their tenants are from Henrico County and beyond. Ms. Anderson further stated that many of their applicants are from the inner-city limits of Richmond and 95% of their support comes from website traffic and referrals. Notably, Virginia Supportive Housing will develop/manage the subject property.
- Marchez Goode, Property Manager for Studios I & II, a Tax Credit/Section-8 property confirmed the boundaries of the Site PMA, stating that support comes from the surrounding Richmond area. Ms. Goode also stated that all of their tenants are referrals from the Richmond Redevelopment and Housing Authority.

The Site PMA includes the southern portion of Henrico County and portions of northern and eastern Richmond. The boundaries of the Site PMA include East Laburnum Avenue to the north, North Laburnum Avenue, and South Laburnum Avenue to the east; U.S. Highway 60 and railroad tracks north of Charles City Road to the south; and the James River, Interstate 95, Interstate 64, and U.S. Highway 301 to the west. Adjacent areas of Henrico County and the City of Richmond could provide additional support to the proposed project; however, most support is expected to come from residents living in the northern Richmond area.

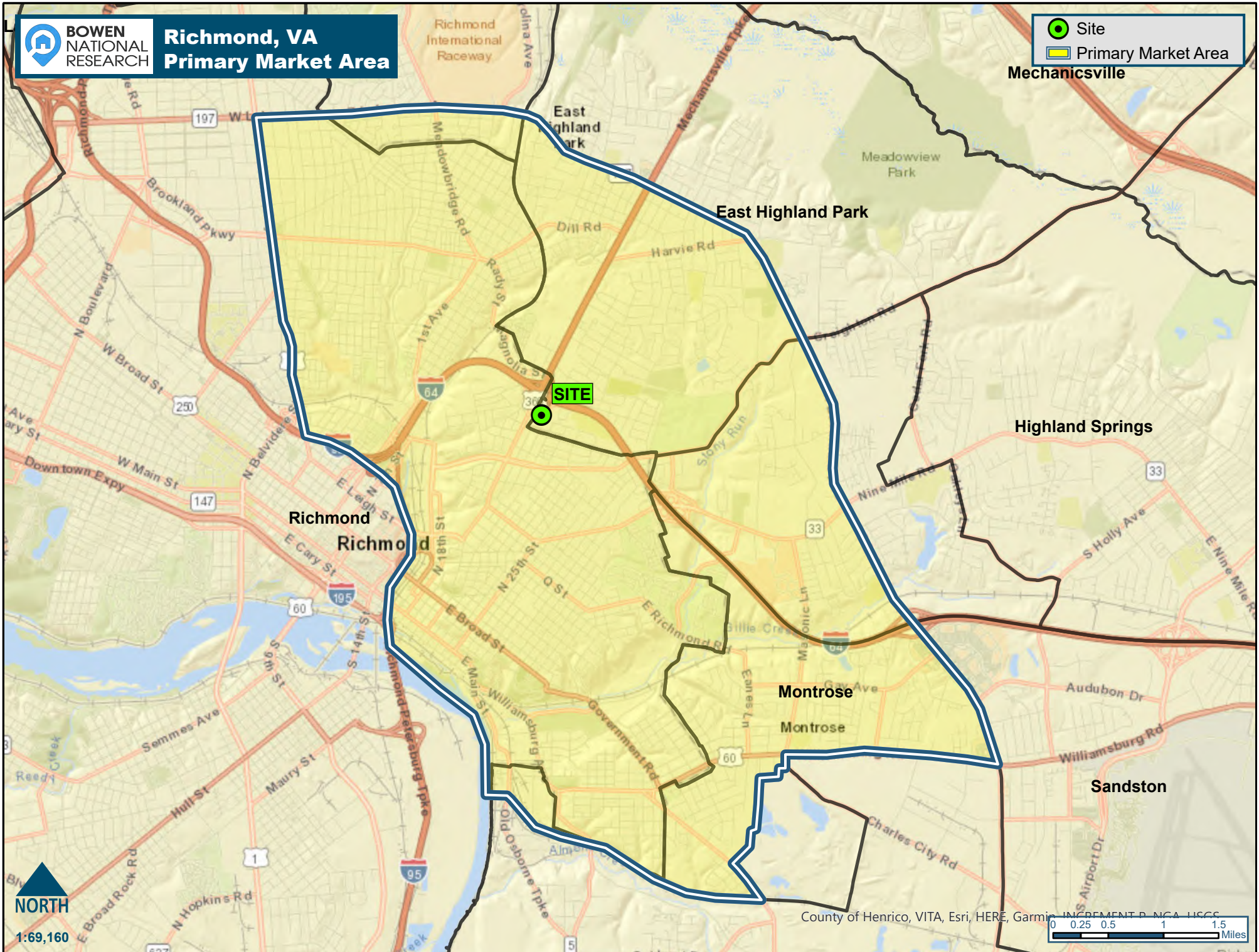
Areas north and west of the Site PMA are generally comprised of higher-income households as compared to areas comprised within the Site PMA. In addition, Interstate 64/95 serves as a boundary separating areas of east and west Richmond. Similarly, the James River serves as a natural boundary to the southwest, limiting access between the northern and southern portions of Richmond. Areas east and south of the Site PMA generally become less developed as you travel away from the city center of Richmond and are also comprised of lower shares of renter households as compared to the more densely populated areas comprised within the Site PMA. Due to the preceding factors and considering the densely populated nature of the areas comprised

within the Site PMA, areas outside the Site PMA have been excluded and a secondary market area was not considered or included in this report. A map delineating the boundaries of the Site PMA is included on the following page.



Richmond, VA Primary Market Area

- Site
- Primary Market Area



NORTH

1:69,160

County of Henrico, VITA, Esri, HERE, Garmin, INCORPORATED, NCA, USGS
 0 0.25 0.5 1 1.5 Miles

C. DEMOGRAPHIC CHARACTERISTICS AND TRENDS

1. POPULATION TRENDS

The Site PMA population bases for 2000, 2010, 2021 (estimated) and 2026 (projected) are summarized as follows:

	Year			
	2000 (Census)	2010 (Census)	2021 (Estimated)	2026 (Projected)
Population	68,796	69,174	77,660	82,407
Population Change	-	378	8,486	4,747
Percent Change	-	0.5%	12.3%	6.1%

Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National Research

The Richmond Site PMA population base increased by 378 between 2000 and 2010. This represents a 0.5% increase over the 2000 population, or an annual rate of 0.1%. Between 2010 and 2021, the population increased by 8,486, or 12.3%. It is projected that the population will increase by 4,747, or 6.1%, between 2021 and 2026.

The Site PMA population bases by age are summarized as follows:

Population by Age	2010 (Census)		2021 (Estimated)		2026 (Projected)		Change 2021-2026	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	18,958	27.4%	19,149	24.7%	19,884	24.1%	735	3.8%
20 to 24	5,539	8.0%	5,633	7.3%	5,909	7.2%	276	4.9%
25 to 34	10,544	15.2%	12,717	16.4%	12,844	15.6%	127	1.0%
35 to 44	8,355	12.1%	9,437	12.2%	10,669	12.9%	1,232	13.1%
45 to 54	9,970	14.4%	8,846	11.4%	9,010	10.9%	164	1.9%
55 to 64	7,703	11.1%	9,913	12.8%	9,679	11.7%	-234	-2.4%
65 to 74	4,308	6.2%	7,064	9.1%	8,500	10.3%	1,436	20.3%
75 & Over	3,797	5.5%	4,900	6.3%	5,911	7.2%	1,011	20.6%
Total	69,174	100.0%	77,660	100.0%	82,407	100.0%	4,747	6.1%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

As the preceding table illustrates, nearly 53% of the population is expected to be between 25 and 64 years old in 2021. This age group is the primary group of potential renters for the subject site and will likely represent a significant number of the tenants.

2. HOUSEHOLD TRENDS

Household trends within the Richmond Site PMA are summarized as follows:

	Year			
	2000 (Census)	2010 (Census)	2021 (Estimated)	2026 (Projected)
Households	26,478	27,826	31,562	33,604
Household Change	-	1,348	3,736	2,042
Percent Change	-	5.1%	13.4%	6.5%
Household Size	2.60	2.49	2.39	2.38

Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Within the Richmond Site PMA, households increased by 1,348 (5.1%) between 2000 and 2010. Between 2010 and 2021, households increased by 3,736 or 13.4%. By 2026, there will be 33,604 households, an increase of 2,042 households, or 6.5% over 2021 levels. This is an increase of approximately 408 households annually over the next five years, which is considered good household growth and is expected to increase housing demand within the Site PMA.

The Site PMA household bases by age are summarized as follows:

Households by Age	2010 (Census)		2021 (Estimated)		2026 (Projected)		Change 2021-2026	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	2,024	7.3%	1,968	6.2%	2,130	6.3%	162	8.2%
25 to 34	5,498	19.8%	6,428	20.4%	6,454	19.2%	26	0.4%
35 to 44	4,490	16.1%	4,832	15.3%	5,408	16.1%	576	11.9%
45 to 54	5,462	19.6%	4,598	14.6%	4,618	13.7%	20	0.4%
55 to 64	4,767	17.1%	5,801	18.4%	5,591	16.6%	-210	-3.6%
65 to 74	2,962	10.6%	4,632	14.7%	5,482	16.3%	850	18.4%
75 to 84	1,935	7.0%	2,278	7.2%	2,704	8.0%	426	18.7%
85 & Over	688	2.5%	1,024	3.2%	1,216	3.6%	192	18.7%
Total	27,826	100.0%	31,562	100.0%	33,604	100.0%	2,042	6.5%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Aside from the 55 to 64 age cohort, household growth is projected among households of all ages between 2021 and 2026. This is a good indication of ongoing demand for both family (general-occupancy) and senior-oriented housing alternatives within the Site PMA. The studio and one-bedroom garden-style units proposed within an elevator-equipped building at the subject site are expected to appeal to both younger individuals/couples and seniors.

Households by tenure are distributed as follows:

Tenure	2010 (Census)		2021 (Estimated)		2026 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	12,373	44.5%	12,605	39.9%	13,157	39.2%
Renter-Occupied	15,453	55.5%	18,957	60.1%	20,447	60.8%
Total	27,826	100.0%	31,562	100.0%	33,604	100.0%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

In 2021, homeowners occupied 39.9% of all occupied housing units, while the remaining 60.1% were occupied by renters. The share of renters is high and represents a good base of potential renter support in the market for the subject development. Notably, renter households are projected to increase by 1,490, or 7.9%, between 2021 and 2026.

The household sizes by tenure within the Site PMA, based on the 2021 estimates and 2026 projections, were distributed as follows:

Persons Per Renter Household	2021 (Estimated)		2026 (Projected)		Change 2021-2026	
	Households	Percent	Households	Percent	Households	Percent
1 Person	9,227	48.7%	10,144	49.6%	917	9.9%
2 Persons	4,954	26.1%	5,242	25.6%	288	5.8%
3 Persons	2,325	12.3%	2,439	11.9%	114	4.9%
4 Persons	1,347	7.1%	1,423	7.0%	75	5.6%
5 Persons+	1,104	5.8%	1,201	5.9%	97	8.8%
Total	18,957	100.0%	20,448	100.0%	1,491	7.9%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Persons Per Owner Household	2021 (Estimated)		2026 (Projected)		Change 2021-2026	
	Households	Percent	Households	Percent	Households	Percent
1 Person	4,559	36.2%	4,766	36.2%	208	4.6%
2 Persons	4,901	38.9%	5,205	39.6%	303	6.2%
3 Persons	1,600	12.7%	1,609	12.2%	9	0.6%
4 Persons	956	7.6%	952	7.2%	-4	-0.5%
5 Persons+	589	4.7%	625	4.8%	36	6.1%
Total	12,605	100.0%	13,157	100.0%	552	4.4%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

The studio and one-bedroom units proposed for the subject site are expected to accommodate up to two-person households. Notably, one-person households represent the largest share (48.7%) of renter households in the market by household size and one- and two-person households comprise nearly three-quarters (74.8%) of all renter households in the market. These two renter household segments are also projected to experience the most rapid renter household growth in the Site PMA between 2021 and 2026.

3. INCOME TRENDS

The distribution of households by income within the Site PMA is summarized as follows:

Household Income	2010 (Census)		2021 (Estimated)		2026 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	4,787	17.2%	4,379	13.9%	4,293	12.8%
\$10,000 to \$19,999	5,126	18.4%	4,556	14.4%	4,630	13.8%
\$20,000 to \$29,999	3,859	13.9%	3,680	11.7%	3,749	11.2%
\$30,000 to \$39,999	3,234	11.6%	3,183	10.1%	3,141	9.3%
\$40,000 to \$49,999	2,770	10.0%	2,985	9.5%	3,163	9.4%
\$50,000 to \$59,999	2,331	8.4%	2,147	6.8%	2,130	6.3%
\$60,000 to \$74,999	2,165	7.8%	2,654	8.4%	2,959	8.8%
\$75,000 to \$99,999	1,634	5.9%	3,274	10.4%	3,805	11.3%
\$100,000 to \$124,999	734	2.6%	1,952	6.2%	2,291	6.8%
\$125,000 to \$149,999	423	1.5%	1,147	3.6%	1,436	4.3%
\$150,000 to \$199,999	480	1.7%	799	2.5%	998	3.0%
\$200,000 & Over	283	1.0%	809	2.6%	1,013	3.0%
Total	27,826	100.0%	31,563	100.0%	33,606	100.0%
Median Income	\$30,436		\$39,951		\$43,133	

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

In 2010, the median household income was \$30,436. This increased by 31.3% to \$39,951 in 2021. By 2026, it is projected that the median household income will be \$43,133, an increase of 8.0% over 2021.

The following tables illustrate renter household income by household size for 2010, 2021 and 2026 for the Richmond Site PMA:

Renter Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	1,598	1,030	483	280	228	3,619
\$10,000 to \$19,999	1,720	987	463	268	218	3,656
\$20,000 to \$29,999	1,142	688	322	187	152	2,491
\$30,000 to \$39,999	824	540	253	147	119	1,884
\$40,000 to \$49,999	641	445	209	121	98	1,514
\$50,000 to \$59,999	374	282	132	77	62	928
\$60,000 to \$74,999	351	260	122	71	57	861
\$75,000 to \$99,999	138	114	53	31	25	361
\$100,000 to \$124,999	27	25	12	7	5	76
\$125,000 to \$149,999	16	14	7	4	3	43
\$150,000 to \$199,999	5	4	2	1	1	13
\$200,000 & Over	3	2	1	1	1	7
Total	6,839	4,392	2,058	1,193	970	15,453

Source: ESRI; Urban Decision Group

Renter Households	2021 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	1,743	950	446	258	212	3,609
\$10,000 to \$19,999	2,013	792	372	215	176	3,569
\$20,000 to \$29,999	1,342	644	302	175	143	2,607
\$30,000 to \$39,999	1,034	550	258	149	122	2,113
\$40,000 to \$49,999	913	484	227	132	108	1,864
\$50,000 to \$59,999	497	334	157	91	74	1,152
\$60,000 to \$74,999	613	413	194	112	92	1,425
\$75,000 to \$99,999	564	407	191	111	91	1,364
\$100,000 to \$124,999	256	190	89	52	42	630
\$125,000 to \$149,999	151	112	52	30	25	371
\$150,000 to \$199,999	50	38	18	10	9	126
\$200,000 & Over	52	39	18	11	9	128
Total	9,227	4,954	2,325	1,347	1,104	18,957

Source: ESRI; Urban Decision Group

Renter Households	2026 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	1,755	929	432	252	213	3,580
\$10,000 to \$19,999	2,178	760	354	206	174	3,671
\$20,000 to \$29,999	1,401	635	295	172	145	2,649
\$30,000 to \$39,999	1,033	522	243	142	120	2,058
\$40,000 to \$49,999	1,029	498	231	135	114	2,007
\$50,000 to \$59,999	532	341	159	93	78	1,202
\$60,000 to \$74,999	726	479	223	130	110	1,668
\$75,000 to \$99,999	722	515	240	140	118	1,734
\$100,000 to \$124,999	373	273	127	74	63	911
\$125,000 to \$149,999	235	170	79	46	39	569
\$150,000 to \$199,999	80	60	28	16	14	198
\$200,000 & Over	82	61	28	16	14	201
Total	10,144	5,242	2,439	1,423	1,201	20,448

Source: ESRI; Urban Decision Group

Data from the preceding tables is used in our demand estimates.

4. **SUPPLEMENTAL HOMELESS DEMOGRAPHIC DATA**

As noted in *Section III*, the subject project will offer units which will target homeless households. The definition of homelessness varies, but always includes those households that lack a fixed, regular and adequate nighttime residence. In an effort to quantify and address the needs of this population, Point-in-Time surveys are conducted each year across the country in order to document homelessness within a given area. Often, the areas where homeless households congregate are urban in nature and are overseen by a Continuum of Care (CoC) that is established to provide shelter, food, clothing, social and financial assistance. These Continuums of Care are responsible for conducting the homeless Point-in-Time survey and report their data to a national source.

The subject site is located in Henrico County, which falls within the VA-500 Richmond/Henrico, Chesterfield, Hanover Counties Continuum of Care (CoC). In January 2019, the CoC conducted a point-in-time survey to identify the homeless. The findings are illustrated in the following tables:

Homeless Household Type	Sheltered		Unsheltered	Total
	Emergency	Transitional		
Households without Children	161	56	165	382
Households with At Least 1 Adult & 1 Child	28	6	2	36
Households with only Children	0	0	0	0
Total Households:	189	62	167	418

Source: Point-In-Time Summary 2019 – VA-500 Richmond/Henrico, Chesterfield, Hanover Counties CoC

As the preceding table illustrates, there are approximately 418 homeless households within the region at any given time, 382 of which do not have children, comprising more than 91.0% of the total homeless household base. Nearly half (45.2%) of the homeless households are residing in emergency shelters, while 14.8% reside in transitional housing. Approximately 167 households remain without housing or shelter. All homeless households, whether sheltered or unsheltered, within the CoC’s jurisdiction would benefit from and likely respond to permanent supportive housing units such as those to be offered at the subject site.

Homeless subpopulations from the 2019 point-in-time survey for the region are illustrated in the following table:

Homeless Subpopulations	Sheltered	Unsheltered	Total
Chronically Homeless	52	31	83
Severely Mentally Ill	58	66	124
Chronic Substance Abuse	45	42	87
Veterans	17	62	79
Persons with HIV/AIDS	1	8	9
Victims of Domestic Violence	18	18	36
Unaccompanied Youth	8	6	14
Parenting Youth	3	3	6
Children of Parenting Youth	3	3	6

Source: Point-In-Time Summary 2019 – VA-500 Richmond/Henrico, Chesterfield, Hanover Counties CoC

The largest number of homeless individuals is categorized as "severely mentally ill", representing a count of 124 individuals or nearly 28.0% of the overall homeless population. Other notable shares are categorized as “chronic substance abuse”, "chronically homeless” and “veterans” all of which represent around 17.0% to 20.0% of the homeless population. It is important to note that homeless individuals could be classified in multiple subpopulations, thus resulting in double counting. Regardless, there is a variety of personal factors that contribute to the homeless problem and the availability of supportive services to address these factors is critical to stemming the problem.

Demographic Summary

Demographic growth is projected for the Site PMA between 2021 and 2026 in terms of both total population and household growth, a trend which has been ongoing since 2000. The Site PMA is largely comprised of renter households as such households represent approximately 60.0% of the total household base. The number of renter households is projected to increase by 1,490, or nearly 8.0%, between 2021 and 2026 and smaller one- and two-person households are expected to experience the most rapid growth among renter households during this time period. These smaller renter household sizes also represent nearly three-quarters (74.8%) of all renter households in the market. Further, nearly half (49.8%) of all one- and two-person renter households are projected to earn less than \$30,000 in 2026. It is also important to note that more than 400 homeless households were identified within the local Continuum of Care (CoC) jurisdiction, which includes the City of Richmond and Henrico County. Based on the preceding factors, a large and expanding base of potential size- and income-appropriate renter support, as well as potential support from homeless individuals, exists within and near the Site PMA for rental product such as that proposed for the subject site.

D. LOCAL ECONOMIC PROFILE AND ANALYSIS

1. LABOR FORCE PROFILE

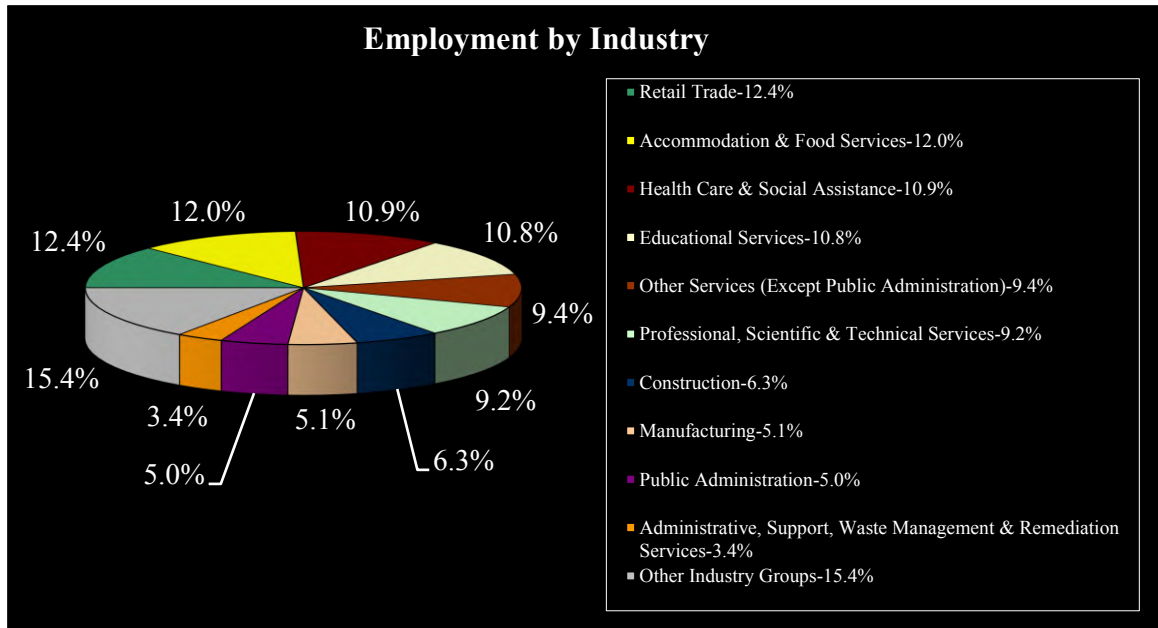
The labor force within the Richmond Site PMA is based primarily in four sectors. Retail Trade (which comprises 12.4%), Accommodation & Food Services, Health Care & Social Assistance and Educational Services comprise over 46% of the Site PMA labor force. Employment in the Richmond Site PMA, as of 2021, was distributed as follows:

NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	1	0.1%	4	0.0%	4.0
Mining	0	0.0%	0	0.0%	0.0
Utilities	0	0.0%	0	0.0%	0.0
Construction	88	5.4%	1,108	6.3%	12.6
Manufacturing	43	2.6%	897	5.1%	20.9
Wholesale Trade	39	2.4%	491	2.8%	12.6
Retail Trade	235	14.4%	2,182	12.4%	9.3
Transportation & Warehousing	32	2.0%	345	2.0%	10.8
Information	33	2.0%	535	3.0%	16.2
Finance & Insurance	49	3.0%	327	1.9%	6.7
Real Estate & Rental & Leasing	111	6.8%	507	2.9%	4.6
Professional, Scientific & Technical Services	130	8.0%	1,625	9.2%	12.5
Management of Companies & Enterprises	3	0.2%	23	0.1%	7.7
Administrative, Support, Waste Management & Remediation Services	44	2.7%	607	3.4%	13.8
Educational Services	36	2.2%	1,904	10.8%	52.9
Health Care & Social Assistance	125	7.7%	1,922	10.9%	15.4
Arts, Entertainment & Recreation	33	2.0%	266	1.5%	8.1
Accommodation & Food Services	151	9.2%	2,115	12.0%	14.0
Other Services (Except Public Administration)	320	19.6%	1,650	9.4%	5.2
Public Administration	39	2.4%	879	5.0%	22.5
Nonclassifiable	121	7.4%	216	1.2%	1.8
Total	1,633	100.0%	17,603	100.0%	10.8

*Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

E.P.E. - Average Employees Per Establishment

Note: Since this survey is conducted of establishments and not of residents, some employees may not live within the Site PMA. These employees, however, are included in our labor force calculations because their places of employment are located within the Site PMA.



Typical wages by job category for the Richmond Metropolitan Statistical Area (MSA) are compared with those of Virginia in the following table:

Typical Wage by Occupation Type		
Occupation Type	Richmond MSA	Virginia
Management Occupations	\$130,290	\$139,610
Business and Financial Occupations	\$77,980	\$86,060
Computer and Mathematical Occupations	\$91,870	\$103,350
Architecture and Engineering Occupations	\$85,350	\$91,730
Community and Social Service Occupations	\$47,780	\$51,320
Art, Design, Entertainment and Sports Medicine Occupations	\$54,550	\$62,380
Healthcare Practitioners and Technical Occupations	\$85,800	\$82,840
Healthcare Support Occupations	\$28,950	\$30,170
Protective Service Occupations	\$44,090	\$48,380
Food Preparation and Serving Related Occupations	\$23,970	\$24,840
Building and Grounds Cleaning and Maintenance Occupations	\$28,040	\$29,210
Personal Care and Service Occupations	\$30,940	\$30,640
Sales and Related Occupations	\$42,310	\$42,290
Office and Administrative Support Occupations	\$40,640	\$41,160
Construction and Extraction Occupations	\$45,280	\$46,800
Installation, Maintenance and Repair Occupations	\$51,410	\$51,510
Production Occupations	\$40,190	\$39,640
Transportation and Moving Occupations	\$34,420	\$37,050

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

Most annual blue-collar salaries range from \$23,970 to \$54,550 within the Richmond MSA. White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$94,258. It is important to note that most occupational types within the Richmond MSA have lower typical wages than the state of Virginia's typical wages. Regardless, the subject project will generally target households earning below \$35,000. As such, the area employment base appears to have several income-appropriate occupations from which potential tenants of the subject project could choose.

The ten largest employers within the Richmond area comprise a total of 59,627 employees and are summarized as follows:

Employer Name	Business Type	Total Employed
Capital One Financial Corporation	Financial Services	13,000
Virginia Commonwealth University Health System	Healthcare	9,313
HCA Virginia Health System	Healthcare	7,628
Bon Secours Richmond	Healthcare	7,136
Dominion Virginia Power	Energy	5,433
Amazon	Online Retail	3,950
SunTrust Banks Incorporated	Financial	3,810
Altria Group Incorporated	Manufacturer	3,800
Wells Fargo	Financial	2,902
Anthem Blue Cross and Blue Shield	Health Insurance	2,655
	Total	59,627

Source: Greater Richmond Partnership (January 2020)

Despite multiple attempts, we were unable to receive a response from area economic development representatives regarding the current status of the local economy. The following, however, are summaries of some recent and notable economic development activity within the Richmond area based on our research at the time of this analysis.

Due to restrictions placed on businesses due to the COVID-19 pandemic, the city of Richmond's 2021 budget will be short tens of millions of dollars. This will impact measures the city had put in the budget for 2021 for schools, affordable housing, and local infrastructure. The city will have to make significant changes to the proposed budget.

The current presidential administration announced a \$354 million, four-year contract with Phlow Corporation, in partnership with Virginia Commonwealth University (VCU), to bring essential medicine manufacturing back to the U.S., including medicines needed to treat COVID-19. Several bioscience companies in the area have shifted gears to help combat COVID-19. McKesson Medical-Surgical is the largest distributor of wholesale medical supplies and equipment to alternate care sites and has experienced a significant increase in demand in 2020. Cupron

shifted their business model to develop a reusable face mask that protects from cross contamination. INDEVCO North America shifted its manufacturing materials to make fabric for protective isolation gowns for first responders and those in the medical profession.

The following summarizes additional recent and notable economic development activity/announcements within the Richmond area.

Project Name	Investment	Job Creation	Scope of Work/Details
GlaxoSmithKline Consumer Healthcare	\$16.7 million	183	Announced in 2019 an expansion of their consumer research and development center. This was prompted by the Pfizer/GlaxoSmithKline merger in December 2018; Hiring began March 2020
DuPont	\$110.5 million	60	Announced expansion and modernization of its Kevlar manufacturing plant in Chesterfield County in 2020
Pharmaceutical Product Development LLC	\$63.7 million	200	Expanding its bioanalytical laboratory and adding 42,500 square feet; Job creation through 2021
Wipro Technologies	\$2 million	200	Completed a 10,000 square-foot technology center in 2019; Job creation over two years
Kinsale Insurance Company	\$50 million	400	New, five-story 150,000 square-foot corporate headquarters building in Henrico County; ECD early 2021
The Results Companies	\$1.5 million	600	Opened their second call center in 2019 in Midlothian
Amazon, Inc.	N/A	150	Opened Specialty fulfillment and last-mile delivery center May 2020
South Falls I & II	\$150 million	N/A	Luxury apartment towers; Phase I to be complete early 2021; Phase II construction is expected to start in fall 2020
Courthouse Landing Development	\$290	N/A	Zoning change was approved summer 2020 for Courthouse Landing; Development planned for 122 acres SE of the Route 288-Iron Bridge Road interchange in Chesterfield County; Dunphy Properties and Shuler Properties plan for 120-room hotel, 265,000 square feet retail space, 100,000 square feet of office and medical office, 115,000 square feet self-storage space, 600 multifamily units, 300 apartments, and 300 townhomes and condos.
Winterfield Crossing	N/A	N/A	In Midlothian, Blackwood Development Company is developing a mixed-use development on 25 acres including 240-unit independent senior living community; 100,000 square feet of retail, office, and restaurant space; Additional multifamily projects are planned
Promenade at Winterfield	N/A	N/A	Thalhimer Realty Partners Inc. proposed in 2020 24,000 square feet of retail or restaurant space, 19 luxury apartments above that retail space and 50 upscale for-sale townhouses
Starview Village	N/A	N/A	In Chesterfield County, RNVP Associates, Belasco Inc. and Pony Farm Associates in 2020 proposed a mixed-use project; The development will be on 110 acres and includes 1,250 residential units above first floor office/retail spaces; Housing would consist of apartments, townhomes, condos, and other multifamily units; Likely would be 2022 before construction begins
VCU Health	\$400 million+	N/A	VCU Health's Children's Pavilion adding a 500,000 square-foot inpatient facility; ECD 2023

N/A – Not Available

ECD – Estimated Completion Date

(Continued)

Project Name	Investment	Job Creation	Scope of Work/Details
VCU Health	\$349.2 million	N/A	603,000 square-foot healthcare facility; ECD summer 2021
Virginia Commonwealth University	\$121 million	N/A	The Franklin Street Gym will be demolished in spring 2020 to make room for the new STEM building
Lumber Liquidators	N/A	200	Moved headquarters to Henrico County in 2019
Facebook	\$1 billion	300	970,000 square-foot data center opened in 2019; 150 jobs created; Announced in 2019 the addition of three buildings bringing the square footage to 2.4 million; Job creation for Phase II is 150
Ascend Richmond	N/A	N/A	Balboa Real Estate Partners and The Opus Group has broken ground in December 2020 on a 428-bed student housing project near Virginia Commonwealth
Virginia Center Commons Redevelopment	N/A	N/A	Several developers have purchased portions of the Virginia Center Commons; Various plans include a \$50 million indoor sports facility ECD 2022
Regency Square	N/A	N/A	The Sears building is being demolished to make room for apartments; Surge Trampoline Park will be located in the former Macy's building and ECD February 2020; An \$18 million aquatics center to start construction in 2020 and be complete third quarter 2021; \$30 million for a new Chipotle, MOD Pizza, Panera, Starbucks and infrastructure
Chesterfield County Schools	N/A	N/A	Ground was broken on a new elementary school on 360 West near Magnolia Green subdivision with ECD fall 2022. The new Matoaca Elementary school can accommodate over 700 students and opened in fall of 2020. Seven new Chesterfield County elementary schools have been built since 2017
Richmond School District	\$150 million	N/A	Three new schools; George Mason Elementary, E.S.H. Greene Elementary School and a new Elkhardt Thompson Middle School, opened between 2020 and 2021
Dominion Energy	N/A	N/A	The new 960,000 square-foot mixed-use office building, known as 600 Canal Place, opened in 2019; A second phase known as 700 Canal Place is awaiting approval
Dominion Energy	\$1 billion	4,300 During Construction	In 2018, its solar fleet was established in Virginia and North Carolina; One of the projects being six new solar power plants to power the new Facebook data center; During construction, in both states, 4,300 jobs were created
Owens & Minor	\$15 million	300	Moved into new location in 2017 at the Riverfront Plaza; Job creation over three years

N/A – Not Available

ECD – Estimated Completion Date

While these announcements likely represent only a portion of the economic expansions expected for the region, they provide clear indications as to the interest in investment and job expansions for the area. Such investment and job expansions will contribute to the strength of the Richmond economy and the local economy's ability to recover from the impact of the COVID-19 pandemic. However, some of these announcements are likely to be put on hold due to the impact of the pandemic.

Infrastructure Projects

- State Route 10, between State Route 1 and Interstate 95 in Chesterfield County, was widened to six lanes in December 2020.
- Interstate 95 and State Route 10 will also have work done to help improve the interchange and will be done in phases. The project began in spring 2020 and will be complete in 2021.
- Lucks Lane underwent a \$12.5 million widening project that began in 2017 and was complete in spring 2020. The project included widening the two-lane road into four lanes from East Evergreen Parkway to State Route 288. Another project on Lucks Lane was also completed in spring 2020. The project widened the roadway from two to four lanes from Spirea Road to East Evergreen Parkway.
- In February 2019, a \$35 million improvement project began at the intersection of Interstate 64 and Airport Drive in Henrico County. The project will include two bridges being replaced and interchange improvements at Airport Drive and Interstate 64. The project is expected to be complete in late 2022.
- Plans for the extension of Nash Road to State Route 10 are still in the preliminary engineering phase and construction is to begin in spring 2021 and be complete in spring 2023. The project is estimated at \$30 million.

WARN (layoff notices):

WARN Notices of large-scale layoffs/closures were reviewed in January and according to the Virginia Employment Commission, there have been 27 WARN notices reported for the city of Richmond and the surrounding area over the past 12 months with job loss of over 20 employees. The table on the following page summarizes these notices.

WARN Notices				
Company	Location	Jobs	Effective Date	Type
VCU Health System	Richmond	635	12/19/2020	Layoff
SMI Hotel Group	Richmond	77	10/6/2020	Layoff (COVID-19)
Marriot Richmond	Richmond	50	08/31/2020	Layoff
Expressjet Airlines LLC	Richmond	36	7/17/2020	Layoff (COVID-19)
PostalMile, Inc.	Richmond	31	8/28/20	Layoff
Delaware North Companies, Inc.	Richmond	80	6/30/2020	Layoff (COVID-19)
Nordstrom	Richmond	189	5/12/2020	Closure
Cenveo Corporation	Richmond	184	5/4/2020	Closure
Bloomin' Brands – Fleming's	Richmond	40	4/27/2020	Layoff (COVID-19)
Bloomin' Brands – Carrabba's Italian Grill	Richmond & Glen Allen	115	4/27/2020	Layoff (COVID-19)
Bloomin' Brands (Bonefish Grill)	Midlothian & Glen Allen		4/27/2020	Layoff (COVID-19)
Hilton Richmond Downtown	Richmond	109	4/24/2020	Layoff (COVID-19)
Enterprise Holdings	Richmond	78	4/24/2020	Layoff
Kaiser Aluminum	Richmond	78	4/8/2020	Layoff (COVID-19)
Bear Down Logistics	Richmond	75	4/6/2020	Closure
Asbury Automotive Group	Richmond	25	4/3/2020	Layoff (COVID-19)
Jim's Formal Wear	Richmond	44	3/31/2020	Layoff (COVID-19)
First Home Care Mental Health Services	Richmond	18	3/30/2020	Closure
IGS	Chesterfield	73	03/26/2020	Layoff (COVID-19)
Collegiate Hotel Group	Richmond	71	3/23/2020	Layoff (COVID-19)
Hooters of America, LLC	Richmond	56	3/23/2020	Layoff
A Head for Profits, LLC	Chesterfield	45	3/20/2020	Layoff (COVID-19)
Hooters of America, LLC	Chester	46	3/16/2020	Layoff (COVID-19)
The Salvation Army	Richmond	38	3/9/2020	Closure
Restaurant Associates	Henrico, Glen Allen, Chester & Chesapeake	282	1/17/2020	Closure
Aramark (at VCU Health Systems)	Richmond	572	1/13/2020	Layoff
Northrop Grumman	Richmond	42	12/5/2019	Layoff

As the preceding illustrates, over half of the recent WARN Notices filed within the Richmond area were a result of the COVID-19 pandemic. While not disclosed, it is possible that some of these COVID-19 related layoffs could be temporary.

2. EMPLOYMENT TRENDS

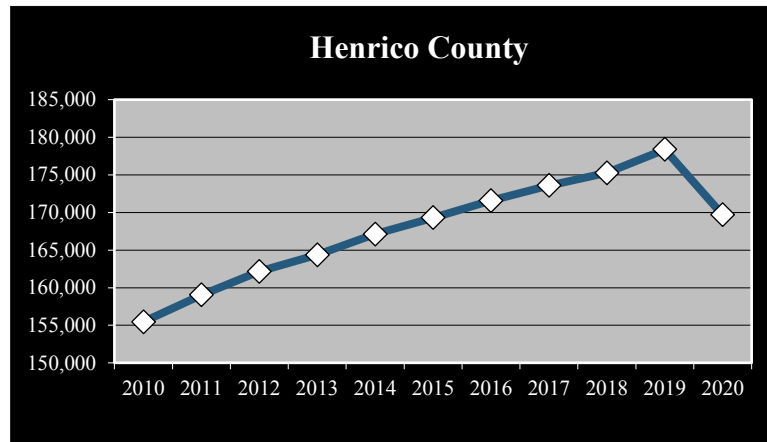
The following tables were generated from the U.S. Department of Labor, Bureau of Labor Statistics and reflect employment trends of the county in which the site is located.

Excluding 2020, the employment base has increased by 5.4% over the past five years in Henrico County, less than the Virginia state increase of 6.5%. Total employment reflects the number of employed persons who live within the county.

The following illustrates the total employment base for Henrico County, the state of Virginia and the United States.

Year	Total Employment					
	Henrico County		Virginia		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2010	155,452	-	3,860,386	-	140,469,139	-
2011	159,037	2.3%	3,934,326	1.9%	141,791,255	0.9%
2012	162,158	2.0%	3,967,987	0.9%	143,621,634	1.3%
2013	164,368	1.4%	3,995,182	0.7%	145,017,562	1.0%
2014	167,113	1.7%	4,019,470	0.6%	147,313,048	1.6%
2015	169,302	1.3%	4,028,801	0.2%	149,500,941	1.5%
2016	171,571	1.3%	4,069,395	1.0%	151,887,366	1.6%
2017	173,585	1.2%	4,151,746	2.0%	154,160,937	1.5%
2018	175,257	1.0%	4,209,651	1.4%	156,081,212	1.2%
2019	178,372	1.8%	4,289,132	1.9%	158,102,439	1.3%
2020	169,685	-4.9%	4,086,176	-4.7%	147,888,051	-6.5%

Source: Department of Labor; Bureau of Labor Statistics



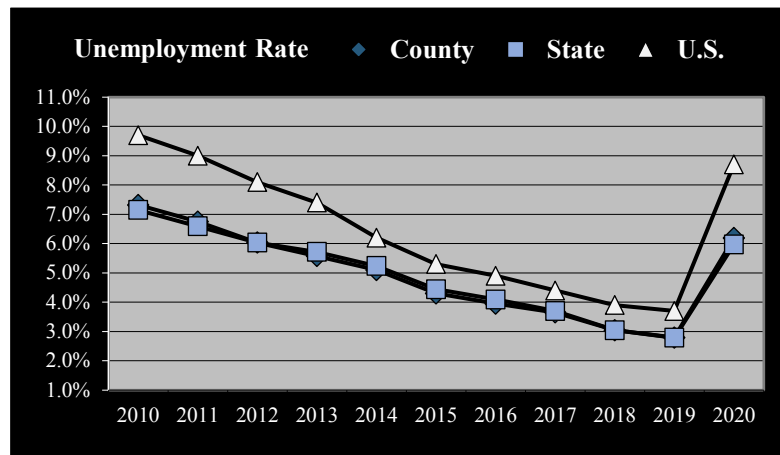
As the preceding illustrates, the Henrico County employment base steadily increased by at least 1.0% each year between 2010 and 2019. This is a good indication that the Henrico County economy was strong and steadily adding jobs prior to the impact of COVID-19. Due to the pandemic, however, the county employment base declined by nearly 5.0% in 2020, similar to that

reported for the state of Virginia (4.7%) during this time period. Both the county and state, however, experienced a rate of employment decline lower than the national rate of decline (6.5%) in 2020.

Unemployment rates for Henrico County, the state of Virginia and the United States are illustrated as follows:

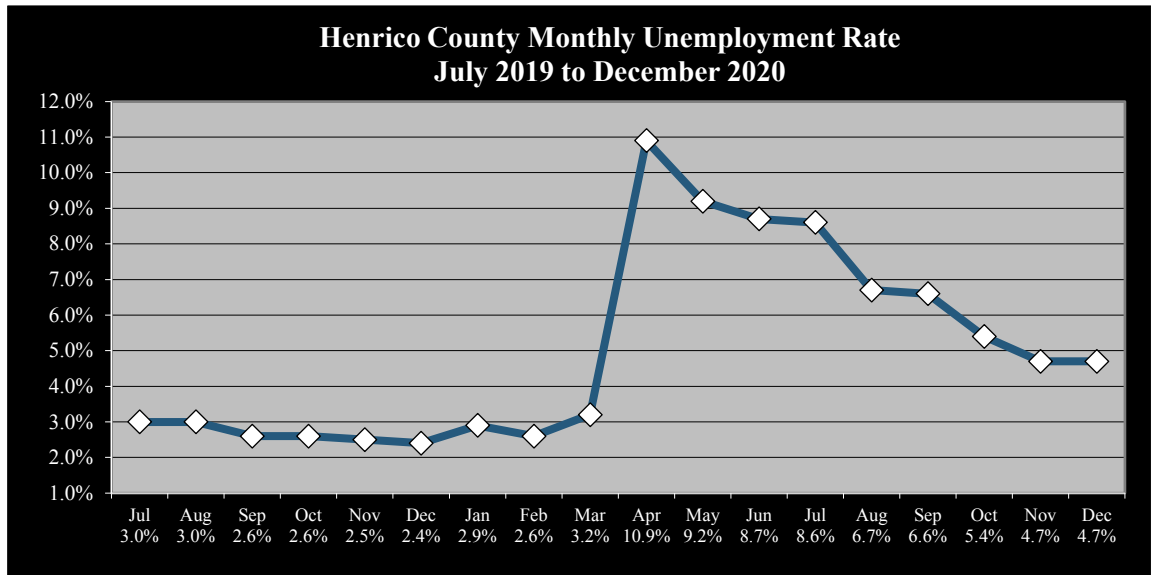
Year	Unemployment Rate		
	Henrico County	Virginia	United States
2010	7.3%	7.2%	9.7%
2011	6.8%	6.6%	9.0%
2012	6.0%	6.0%	8.1%
2013	5.6%	5.7%	7.4%
2014	5.1%	5.2%	6.2%
2015	4.3%	4.4%	5.3%
2016	4.0%	4.1%	4.9%
2017	3.7%	3.7%	4.4%
2018	3.0%	3.0%	3.9%
2019	2.8%	2.8%	3.7%
2020	6.2%	6.0%	8.7%

Source: Department of Labor, Bureau of Labor Statistics



The unemployment rate in Henrico County declined by more than four full percentage points between 2010 and 2019, reaching a low of 2.8% during this time period. Since, however, the annual unemployment rate within the county has increased by more than three full percentage points to a rate of 6.2% through the end of 2020. This is slightly higher than the state average of 6.0% in 2020 but is well below the national average of 8.7%. These increased unemployment rates are reflective of the impact of COVID-19 which resulted in the closure of many non-essential businesses throughout the country, beginning in March/April of 2020.

The following table illustrates the monthly unemployment rate in Henrico County for the most recent 18-month period for which data is currently available.



The monthly unemployment rate reported for the county was steadily around, or below, 3.0% prior to the impact of COVID-19. However, in April of 2020 the monthly unemployment rate spiked to 10.9% during the initial impact of the COVID-19 pandemic. Note, however, that while an unemployment rate of nearly 11.0% is considered high, this is lower than those reported in many markets throughout the country during this time period, as many markets experienced monthly unemployment rates which exceeded 20.0% between March and May of 2020. Further note that the monthly unemployment rate reported for the county has declined by more than five full percentage points since April of 2020, to a rate of 4.7% in November and December of 2020. This is a good indication that many workers which were laid off/terminated due to COVID-19 have gone back to work or found new employment opportunities.

In-place employment reflects the total number of jobs within the county regardless of the employee's county of residence. The following illustrates the total in-place employment base for Henrico County.

In-Place Employment Henrico County			
Year	Employment	Change	Percent Change
2010	170,411	-	-
2011	172,959	2,548	1.5%
2012	178,088	5,129	3.0%
2013	179,427	1,339	0.8%
2014	179,377	-50	0.0%
2015	187,015	7,638	4.3%
2016	189,377	2,362	1.3%
2017	192,970	3,593	1.9%
2018	191,595	-1,375	-0.7%
2019	192,419	824	0.4%
2020*	179,969	-12,450	-6.5%

Source: Department of Labor, Bureau of Labor Statistics

*Through September

Data for 2019, the most recent year that year-end figures are available, indicates in-place employment in Henrico County to be 107.9% of the total Henrico County employment. This means that Henrico County has more employed persons coming to the county from other counties for work (daytime employment) than those who both live and work there.

3. ECONOMIC FORECAST

Prior to the impact of COVID-19, the Henrico County economy experienced notable employment growth and a steadily declining annual unemployment rate. Specifically, the employment base added nearly 23,000 jobs between 2010 and 2019 while the unemployment rate declined by more than four full percentage points during this same time period. However, like much of the country, the local Henrico County economy experienced a significant downturn in 2020 due to the impact of COVID-19. Since the end of 2019, the Henrico County employment base declined by more than 8,500 jobs, or nearly 5.0%, while the annual unemployment rate spiked to a rate of 6.2% in 2020. The monthly unemployment rate within the county reached a high of 10.9% during the initial impact of the pandemic. It is of note, however, that the monthly unemployment rate has declined by more than five full percentage points since reaching a high of 10.9% in April of 2020. This is a good indication that many workers which may have been laid off/terminated due to COVID-19 have gone back to work or found new employment opportunities. Further, there are several economic development projects currently in the pipeline for the Richmond area which are expected to contribute to economic recovery efforts in the area for the foreseeable future.

4. COMMUTING PATTERNS

Based on the American Community Survey (2014-2018), the following is a distribution of commuting patterns for Site PMA workers age 16 and over:

Mode of Transportation	Workers Age 16+	
	Number	Percent
Drove Alone	23,606	71.4%
Carpooled	3,611	10.9%
Public Transit	2,299	6.9%
Walked	1,282	3.9%
Other Means	1,068	3.2%
Worked at Home	1,216	3.7%
Total	33,082	100.0%

Source: American Community Survey (2014-2018); ESRI; Urban Decision Group; Bowen National Research

Over 71% of all workers drove alone, 10.9% carpoled and 6.9% used public transportation. Given the subject site serves very low-income and/or formerly homeless households and is within walking distance of multiple public bus stops, we anticipate a higher-than-normal share of site residents' use of public transportation.

Typical travel times to work for the Site PMA residents are illustrated as follows:

Travel Time	Workers Age 16+	
	Number	Percent
Less Than 15 Minutes	7,018	21.2%
15 to 29 Minutes	16,222	49.0%
30 to 44 Minutes	6,045	18.3%
45 to 59 Minutes	1,160	3.5%
60 or More Minutes	1,421	4.3%
Worked at Home	1,216	3.7%
Total	33,082	100.0%

Source: American Community Survey (2014-2018); ESRI; Urban Decision Group; Bowen National Research

The largest share of area commuters has typical travel times to work ranging from 15 to 29 minutes. The subject site is within a 30-minute drive to most of the area's largest employers, which should contribute to the project's marketability. A drive-time map for the subject site is on the following page.

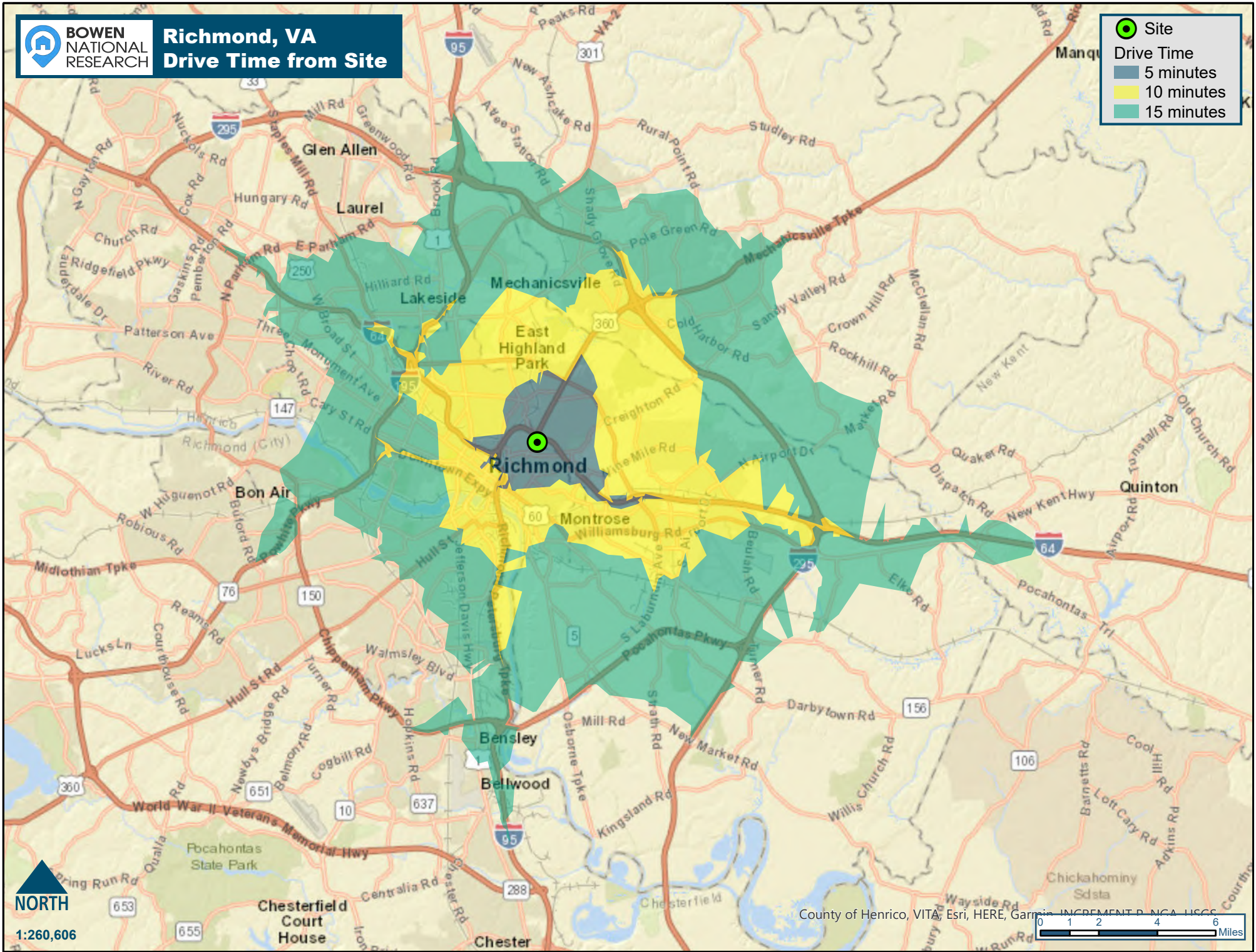


Richmond, VA Drive Time from Site

● Site

Drive Time

- 5 minutes
- 10 minutes
- 15 minutes



NORTH
1:260,606

County of Henrico, VITA, Esri, HERE, Garmin, INCREMENT P, NCA, USGS
0 1 2 4 6 Miles

V. Rental Housing Analysis (Supply)

A. OVERVIEW OF RENTAL HOUSING

The distributions of the area housing stock within the Richmond Site PMA in 2010 and 2021 (estimated) are summarized in the following table:

Housing Status	2010 (Census)		2021 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	27,826	86.6%	31,562	87.8%
Owner-Occupied	12,373	44.5%	12,605	39.9%
Renter-Occupied	15,453	55.5%	18,957	60.1%
Vacant	4,320	13.4%	4,369	12.2%
Total	32,146	100.0%	35,932	100.0%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Based on a 2021 update of the 2010 Census, of the 35,932 total housing units in the market, 12.2% were vacant. In 2021, it was estimated that homeowners occupied 39.9% of all occupied housing units, while the remaining 60.1% were occupied by renters.

Conventional Apartments

We identified and personally surveyed 31 conventional rental housing projects containing a total of 4,125 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 97.6%, a strong rate for rental housing. Each rental housing segment surveyed is summarized in the following table.

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-Rate	18	2,674	96	96.4%
Market-Rate/Tax Credit	2	274	2	99.3%
Tax Credit	6	597	1	99.8%
Tax Credit/Government-Subsidized	4	452	0	100.0%
Market-Rate/Tax Credit/Government-Subsidized	1	128	0	100.0%
Total	31	4,125	99	97.6%

A variety of rental product is offered within the Site PMA, all of which is performing well with overall occupancy rates of 96.4% or higher reported for all segments surveyed. This is a good indication that rental product is in high demand across many different affordability levels within this market. This is particularly true of affordable (Tax Credit and/or government-subsidized) product as only one (1) such vacant unit is reported among the 1,220 such units surveyed. Thus, affordable rental product surveyed is 99.9% occupied.

The following table summarizes the breakdown of market-rate and non-subsidized Tax Credit units surveyed within the Site PMA.

Market-Rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
Studio	1.0	74	2.5%	0	0.0%	\$1,060
One-Bedroom	1.0	1,514	52.1%	59	3.9%	\$1,168
One-Bedroom	1.5	103	3.5%	1	1.0%	\$1,748
Two-Bedroom	1.0	223	7.7%	6	2.7%	\$1,628
Two-Bedroom	1.5	139	4.8%	2	1.4%	\$1,432
Two-Bedroom	2.0	715	24.6%	27	3.8%	\$1,769
Two-Bedroom	2.5	83	2.9%	1	1.2%	\$1,622
Three-Bedroom	1.0	4	0.1%	0	0.0%	\$670
Three-Bedroom	2.0	30	1.0%	2	6.7%	\$1,795
Three-Bedroom	2.5	10	0.3%	0	0.0%	\$1,865
Three-Bedroom	3.0	9	0.3%	0	0.0%	\$1,889
Four-Bedroom	3.5	1	0.0%	0	0.0%	\$4,474
Total Market-Rate		2,905	100.0%	98	3.4%	-
Tax Credit, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
Studio	1.0	9	1.0%	0	0.0%	\$1,055
One-Bedroom	1.0	350	39.7%	0	0.0%	\$992
Two-Bedroom	1.0	132	15.0%	0	0.0%	\$857
Two-Bedroom	1.5	22	2.5%	0	0.0%	\$1,231
Two-Bedroom	2.0	175	19.8%	1	0.6%	\$1,214
Two-Bedroom	2.5	8	0.9%	0	0.0%	\$920
Three-Bedroom	1.0	16	1.8%	0	0.0%	\$1,026
Three-Bedroom	1.5	15	1.7%	0	0.0%	\$1,026
Three-Bedroom	2.0	138	15.6%	0	0.0%	\$1,407
Three-Bedroom	2.5	17	1.9%	0	0.0%	\$1,269
Total Tax Credit		882	100.0%	1	0.1%	-

The market-rate units are 96.6% occupied and the non-subsidized Tax Credit units are 99.9% occupied. A variety of bedroom types are offered among both non-subsidized rental housing segments, none of which report vacancy rates above 6.7%. This is a good indication of strong demand for non-subsidized product among households of all sizes within the Site PMA. It is also important to note that all 359 studio and one-bedroom Tax Credit units surveyed are currently occupied (0.0% vacancy). This is a clear indication of strong demand for product such as that proposed for the subject property. Also note the lower median gross rents reported among most Tax Credit unit types as compared to similar market-rate units surveyed. These lower median gross rents, along with the 99.9% occupancy rate, are good indications that non-subsidized Tax Credit product represents a good value within the market.

Tax Credit Property Disclosure: In addition to the 13 Tax Credit properties surveyed, we also identified 25 additional properties within the Site PMA that operate under the Low-Income Housing Tax Credit (LIHTC) program that we were unable to survey at the time of this report. The known details of these projects based on previous surveys conducted by Bowen National Research in the Richmond area and from our review of the state Tax Credit allocation list are summarized in the following table:

Name	Location	Year Built/ Renovated	Total Units	Target Population
Armstrong Renaissance Senior Phase B	1611 N 31st St	2019	45	Senior; Subsidized & Tax Credit
Bacon Retirement Community	815 N. 35th St.	1913	58	Senior; Tax Credit
Baker School Senior Apts.	100 W Baker St	1939	51	Senior; Subsidized & Tax Credit
Bowler Retirement Community	608 N. 26th St.	1910	62	Senior; Tax Credit
Bradford Manor	2027 Fairfield Ave	1963	56	Family; Tax Credit
Carter Woods I & II	301 Dabbs House Rd	2004	152	Senior; Tax Credit
Church Hill North Phase 2B	3201 S Rabza Blvd	2021	70	Family; Tax Credit
Churchill House	2400 Burton St.	2007	137	Senior; Subsidized & Tax Credit
Darby House	1400 Shirleydale Ave	2006	108	Senior; Tax Credit
Delmont Plaza	3808 Delmont St	1980	41	Family; Subsidized & Tax Credit
Delmont Village Apts.	3716 Delmont St	1960	94	Family; Tax Credit
Fairmont House	1501 N. 21st St.	1985	160	Senior; Subsidized & Tax Credit
Fieldcrest Apts.	3731 Delmont St	2006	29	Family; Tax Credit
Glenwood Farms Apts.	3753 Bolling Rd	1948	256	Family; Tax Credit
Glenwood Ridge	3801 & 3805 Glenwood Ave.	2020	82	Family; Subsidized & Tax Credit
Goodwyn at Union Hill	2230-2238 Venable St	1923 / 2019	52	Family; Subsidized & Tax Credit
Henrico Arms	1664 Henrico Arms Pl	1974 / 2003	232	Family; Subsidized & Tax Credit
Highland Park Senior	1221 E Brookland Park Blvd	1909 / 2016	77	Senior; Subsidized & Tax Credit
Jefferson Townhomes	1951 Venable St	1965	218	Family; Tax Credit
Mallard Greens Townhomes	2852 Fairfield Ave	1965	192	Family; Tax Credit
Oliver Crossing	1329 Coalter St	1956	222	Family; Subsidized & Tax Credit
Reflections	461 Lou's Lore Ln.	2002	104	Senior; Tax Credit
Shockoe Hill I, II & III	210 Hospital St.	1894	189	Senior; Subsidized & Tax Credit
Somanath Senior Apts. at Beckstoffer's	1208 & 1231 N 28th St	2013	39	Senior; Tax Credit
Williamsburg Village	Thalia Crescent	1972	140	Family; Subsidized & Tax Credit

As the preceding illustrates, several of the properties unable to be surveyed target family (general-occupancy) households. However, none target homeless households such as those proposed for the subject project. The properties unable to be surveyed have been excluded from our survey and thus comparable/competitive analysis.

The following is a distribution of units surveyed by year built for the Site PMA:

Year Built	Projects	Units	Vacancy Rate
Before 1970	13	1,560	1.7%
1970 to 1979	0	0	0.0%
1980 to 1989	0	0	0.0%
1990 to 1999	3	513	1.2%
2000 to 2009	1	144	0.0%
2010 to 2014	4	541	7.0%
2015	0	0	0.0%
2016	0	0	0.0%
2017	2	288	4.9%
2018	4	601	2.5%
2019	1	42	0.0%
2020	2	98	0.0%
2021*	0	0	0.0%

*As of January

Vacancy rates do not exceed 7.0% among any of the segments by property age, as detailed in the preceding table. Even older product in this market is performing at a high level, indicating that age of product does not have a direct correlation to occupancy trends in this market. Nonetheless, the subject project will effectively offer new construction units which is expected to create a competitive advantage and contribute to the subject's marketability.

As the preceding table illustrates, three of the properties surveyed were built and opened in the past two years. Notably, the two properties which opened in 2020 both operate under the Tax Credit program. These two properties include Church Hill North 1A and Church Hill North 2A. Absorption trends were unavailable for Church Hill North 1A. However, management was able to provide this data for Church Hill North 2A. Based on this information, this property experienced an average absorption rate of approximately 11 to 12 units during its initial lease-up period between its opening in August of 2020 and February of 2021 when it first reached 100.0% occupancy. This is considered a moderate absorption rate and demonstrates strong demand for general-occupancy Tax Credit product in this market.

We rated each property surveyed on a scale of "A" through "F". All properties were rated based on quality and overall appearance (i.e. aesthetic appeal, building appearance, landscaping and grounds appearance). Following is a distribution by quality rating, units and vacancies.

Quality Rating	Market-Rate		
	Projects	Total Units	Vacancy Rate
A	6	725	7.4%
B+	11	1,712	2.3%
B	1	65	0.0%
B-	1	395	1.3%
C+	1	4	0.0%
C	1	4	0.0%

Non-Subsidized Tax Credit			
Quality Rating	Projects	Total Units	Vacancy Rate
A	2	98	0.0%
B+	5	351	0.0%
B	3	262	0.4%
B-	2	171	0.0%

Tax Credit product surveyed in the market varies in quality as evident by the quality ratings assigned by our analyst and included in the preceding table. Most properties, however, are considered to be of relatively good overall condition. Regardless, vacancy rates do not exceed 0.4%, regardless of quality rating. This is a good indication that quality does not have a direct impact on vacancy rates among these projects.

Government-Subsidized

The unit distribution of the government-subsidized Tax Credit projects surveyed within the Site PMA is summarized as follows.

Subsidized Tax Credit					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
One-Bedroom	1.0	49	14.5%	0	0.0%
Two-Bedroom	1.0	122	36.1%	0	0.0%
Two-Bedroom	1.5	18	5.3%	0	0.0%
Two-Bedroom	2.0	9	2.7%	0	0.0%
Three-Bedroom	1.0	48	14.2%	0	0.0%
Three-Bedroom	1.5	25	7.4%	0	0.0%
Three-Bedroom	2.0	22	6.5%	0	0.0%
Three-Bedroom	2.5	21	6.2%	0	0.0%
Four-Bedroom	1.5	20	5.9%	0	0.0%
Four-Bedroom	2.0	4	1.2%	0	0.0%
Total Subsidized Tax Credit		338	100.0%	0	0.0%

The subsidized Tax Credit units are 100.0% occupied, demonstrating significant and pent-up demand for rental product affordable to very low-income households within the Site PMA. As the subject property will target households earning up to 50% of AMHI and will offer a subsidy on all units, the project will have units affordable to very low-income households which will enhance marketability of the property within the market.

A complete field survey of all conventional apartments we surveyed, as well as an apartment location map, is included in *Section X, Field Survey of Conventional Rentals*.

B. SURVEY OF COMPARABLE/COMPETITIVE PROPERTIES

The proposed subject project will offer studio and one-bedroom garden-style units targeting homeless/formerly homeless households earning up to 50% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. None of the LIHTC properties identified *within the Site PMA* specifically target homeless/formerly homeless households such as the units proposed for the subject property. We have, however, surveyed six existing general-occupancy LIHTC properties which offer one-bedroom units at similar income levels as compared to those proposed for the subject property. These properties will provide a good base of comparison for the subject’s one-bedroom units. Thus, these six LIHTC properties have been included in our comparable/competitive Tax Credit analysis.

The six comparable LIHTC properties and the proposed subject development are summarized as follows. Information regarding property address, phone number, contact name and utility responsibility is included in the *Field Survey of Conventional Rentals*.

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Cool Lane Apartments	1977 / 2022	86	-	-	-	Homeless; 50% AMHI & Section 8
6	Church Hill North 1A	2020	60	100.0%	1.6 Miles	Yes	Families; 40%, 50%, 60%, & 80% AMHI & Public Housing
13	Highland Grove	2013	118*	100.0%	4.3 Miles	37 HH	Families; 50% AMHI & Public Housing
14	Jefferson Mews	1994 / 2014	56	100.0%	2.7 Miles	Yes	Families; 50% & 60% AMHI
16	Market Slip	1860 / 1994	30	100.0%	5.8 Miles	2 HH	Families; 50% & 60% AMHI
18	Old Stone Row at Shockoe Valley Heights	2010	22*	100.0%	3.2 Miles	None	Families; 50% AMHI
30	Tobacco Landing	1994	62	98.4%	3.3 Miles	Yes	Families; 50% & 60% AMHI

OCC. – Occupancy
 HH - Households
 *Tax Credit units only

The six LIHTC projects have a combined occupancy rate of 99.7%, which is reflective of just one (1) vacant two-bedroom unit at the Tobacco Landing property. Thus, all comparable one-bedroom units offered among these properties are currently occupied (0.0% vacancy rate), demonstrating strong demand for product similar to that proposed for the majority of the subject property. None of the comparable LIHTC units offer studio units. It is also important to reiterate that none of the comparable LIHTC properties specifically target homeless/formerly homeless individuals/households such as the subject project. This is expected to create a competitive advantage for the property and the subject project will help fill a void in the Site PMA rental market.

The following table identifies the comparable LIHTC properties that accept Housing Choice Vouchers as well as the approximate number and share of units occupied by residents utilizing Housing Choice Vouchers:

Map I.D.	Project Name	Total Units	Number of Vouchers	Share of Vouchers
6	Church Hill North 1A	60	N/A	
13	Highland Grove	118*	5	4.2%
14	Jefferson Mews	56	24	42.9%
16	Market Slip	30	12	40.0%
18	Old Stone Row at Shockoe Valley Heights	22*	0	0.0%
30	Tobacco Landing	62	18	29.0%
Total		288	59	20.5%

*Tax Credit units only

N/A – Number not available (units not included in total)

There are a total of approximately 59 voucher holders residing at the comparable properties for which this information was available. This comprises 20.5% of the 288 total non-subsidized LIHTC units offered among these properties. This is considered a relatively typical share of voucher support and is a good indication that the gross rents at these properties are achievable within the market and will serve as an accurate benchmark with which to compare the subject property.

The gross rents for the comparable projects and the proposed rents at the subject site, as well as their unit mixes and vacancies by bedroom are listed in the following table:

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)				Rent Special
		Studio	One-Br.	Two-Br.	Three-Br.	
Site	Cool Lane Apartments	\$782/50% (6)*	\$838/50% (80)*	-	-	-
6	Church Hill North 1A	-	\$860/50% (3/0) \$1,494/80% (5/0)	\$202/40% (3/0)* \$1,013/50% (15/0) \$202/50% (3/0)* \$1,231/60% (7/0) \$1,812/80% (5/0)	\$265/40% (2/0)* \$1,168/50% (3/0) \$265/50% (7/0)* \$1,401/60% (7/0)	None
13	Highland Grove	-	\$505/50% (14/0)* \$891/50% (20/0)	\$1,080/50% (20/0) \$551/50% (12/0)* \$1,080/50% (10/0)	\$1,269/50% (20/0) \$613/50% (12/0)* \$1,269/50% (10/0)	None
14	Jefferson Mews	-	\$751/50% (4/0) \$976/60% (4/0)	\$920/50% (9/0) \$1,005/60% (8/0)	\$1,026/50% (22/0) \$1,336/60% (9/0)	None
16	Market Slip	-	\$780/50% (10/0) \$900/60% (10/0)	\$1,020/60% (10/0)	-	None
18	Old Stone Row at Shockoe Valley Heights	-	\$826/50% (22/0)	-	-	None
30	Tobacco Landing	-	\$780/50% (16/0) \$900/60% (37/0)	\$1,021/60% (9/1)	-	None

*Subsidized (residents pay 30% of their income, as this is a government-subsidized property, which also operates under the Tax Credit program)

As the preceding illustrates, the subject’s gross Tax Credit rents are competitive with those reported for similar unit types at the comparable properties. Thus, the subject project is considered very competitive in terms of price point. This is especially true when considering the newness and anticipated quality of the subject project, as well as the fact that the subject units will come furnished with basic living and bedroom furnishings.

Regardless, it is also important to reiterate that the subject project will effectively operate with a project-based Section 8 subsidy. This will allow tenants of the property to pay up to only 30% of their income towards rent, rather than the non-subsidized rents evaluated throughout this report. This will ensure the subject project represents a significant value to the targeted low-income and special needs populations.

The unit sizes (square footage) and number of bathrooms included in each of the different LIHTC unit types offered in the market are compared with the subject development in the following tables:

		Square Footage			
Map I.D.	Project Name	Studio	One-Br.	Two-Br.	Three-Br.
Site	Cool Lane Apartments	505	597	-	-
6	Church Hill North 1A	-	645 - 670	895 - 950	1,270 - 1,365
13	Highland Grove	-	947	1,056 - 1,115	1,371 - 1,513
14	Jefferson Mews	-	700	1,100	1,300
16	Market Slip	-	462 - 638	848	-
18	Old Stone Row at Shockoe Valley Heights	-	533 - 699	-	-
30	Tobacco Landing	-	662	899	-

		Number of Baths			
Map I.D.	Project Name	Studio	One-Br.	Two-Br.	Three-Br.
Site	Cool Lane Apartments	1.0	1.0	-	-
6	Church Hill North 1A	-	1.0	1.0 - 1.5	2.0 - 2.5
13	Highland Grove	-	1.0	1.5 - 2.0	2.0 - 2.5
14	Jefferson Mews	-	1.0	1.0 - 2.5	1.0 - 1.5
16	Market Slip	-	1.0	2.0	-
18	Old Stone Row at Shockoe Valley Heights	-	1.0	-	-
30	Tobacco Landing	-	1.0	2.0	-

The proposed development will be competitive with the existing LIHTC projects in the market based on unit size (square footage) and the number of baths offered.

The following tables compare the appliances and the unit and project amenities of the subject site with existing Tax Credit properties in the market.

		Tax Credit Unit Amenities by Map ID						
		Site*	6	13	14	16	18	30
Appliances	Dishwasher		X	X	X	X	X	X
	Disposal		X	X		X	X	X
	Icemaker	X		X			X	
	Microwave		X	X	X		X	
	Range	X	X	X	X	X	X	X
	Refrigerator	X	X	X	X	X	X	X
	No Appliances							
Unit Amenities	AC-Central	X	X	X	X	X	X	
	AC-Other							X
	Balcony		X				X	
	Deck / Patio		X		S		X	
	Basement							
	Ceiling Fan		X	X	S		X	
	Controlled Access	X				X	X	X
	E-Call System							
	Fireplace							
	Furnished	X						
	Security System							
	Sunroom							
	W/D Hookup		X	X				
	W/D			O	X	X	X	
	Walk-In Closet				X			
	Window Treatments	X	X	X	X	X	X	X
Flooring	Carpet		X	X	X	X		X
	Ceramic Tile						X	
	Composite (VCT)(LVT)	X				X		
	Hardwood						X	
	Finished Concrete							
	Vinyl					X		X
Upgraded	Wood Laminate / Plank		X		X			
	Premium Appliances						X	
	Premium Countertops						X	
	Premium Cabinetry						X	
	Premium Fixtures						X	
	High Ceilings						X	
	Vaulted Ceilings							
	Crown Molding							
Oversized Windows							X	
Parking	Attached Garage							
	Detached Garage							
	Street Parking		X	X	X	X		X
	Surface Lot	X	X	X	X		X	
	Carport							
	Property Parking Garage					X	O	X
	Podium Parking							
No Provided Parking								

◆ - Senior Property

* Proposed Site(s): Cool Lane

X = All Units, S = Some Units, O = Optional with Fee

** Details in Comparable Property Profile Report

Continued on Next Page

Tax Credit Property Amenities by Map ID

	Site*	6	13	14	16	18	30
	Bike Racks / Storage	X					X
	Business Center **	X	X				
	Car Care **						
	Common Patio	X					
	Community Garden						
Community Space	Activity / Craft Room						
	Chapel						
	Clubhouse		X				
	Conference Room	X					
	Community Kitchen	X					
	Community Room	X	X				X
	Dining Room - Private						
	Dining Room - Public						
	Rooftop Lounge						
	Study Lounge						
	TV Lounge	X					
	Concierge Service **	X					X
	Convenience Amenities **			X			X
Courtyard							
Covered Outdoor Area **		X					
Elevator	X					X	X
Laundry Room	X						X
Meals							
On-Site Management	X	X	X	X	X	X	X
Pet Care **						X	
Recreation	Basketball						
	Bocce Ball						
	Firepit					X	
	Fitness Center	X	X	X		X	
	Grill					X	
	Game Room - Billiards						
	Hiking - Walking Trail						
	Hot Tub						
	Library						
	Media Room / Theater						
	Picnic Table / Area	X				X	
	Playground		X				
	Putting Green						
	Racquetball						
	Shuffleboard						
	Sports Court						
	Swimming Pool - Indoor						
	Swimming Pool - Outdoor						X
	Tennis						
Volleyball							
Security	CCTV	X					
	Courtesy Officer						
	Gated Community						
	Gated Parking						
	Police Substation						
	Social Services **	X	X				
	Storage - Extra						
	Water Feature						
	WiFi	X		X			

◆ - Senior Property

* Proposed Site(s): Cool Lane

X = All Units, S = Some Units, O = Optional with Fee

** Details in Comparable Property Profile Report

The subject project will offer a basic kitchen appliance package and relatively limited unit amenity package as compared to most of the comparable LIHTC properties. It is important to point out, however, that the subject units will come fully furnished with basic living and bedroom furnishings. This is expected to create a competitive advantage for the property, particularly when considering the homeless population to be targeted by the subject project. The project amenity package proposed will feature key amenities such as on-site management, a laundry facility, community space, fitness center, and social services package/coordinator. This project amenity package is competitive with those offered among the comparable properties. Overall, the subject project appears to offer an amenity package which is considered appropriate for the targeted tenant population and will allow the property to compete well within the Site PMA.

Comparable/Competitive Tax Credit Summary

The six most comparable LIHTC properties surveyed in the Site PMA report an overall occupancy rate of 99.7%, though all one-bedroom units offered among these projects are occupied. Thus, the proposed unit types for the majority of the subject development are clearly in strong demand within the Site PMA. The subject's proposed non-subsidized Tax Credit rents are very competitive with those reported among similar unit types at the comparable properties and are considered affordable to low-income individuals within the market. Regardless, all units at the subject property will effectively operate with a project-based subsidy allowing tenants to pay up to only 30% of their income towards rent. This will ensure the property represents a value within the subject market. The property will also compete well in terms of overall design (square feet and number of bathrooms) and amenities offered. In fact, the subject property will include all basic living and bedroom furnishings within each unit, a feature not offered among the comparable properties. This is expected to create a competitive advantage for the property and is considered beneficial to the targeted homeless/formerly homeless population.

A map depicting the location of the comparable LIHTC properties surveyed in relation to the subject project is included on the following page.

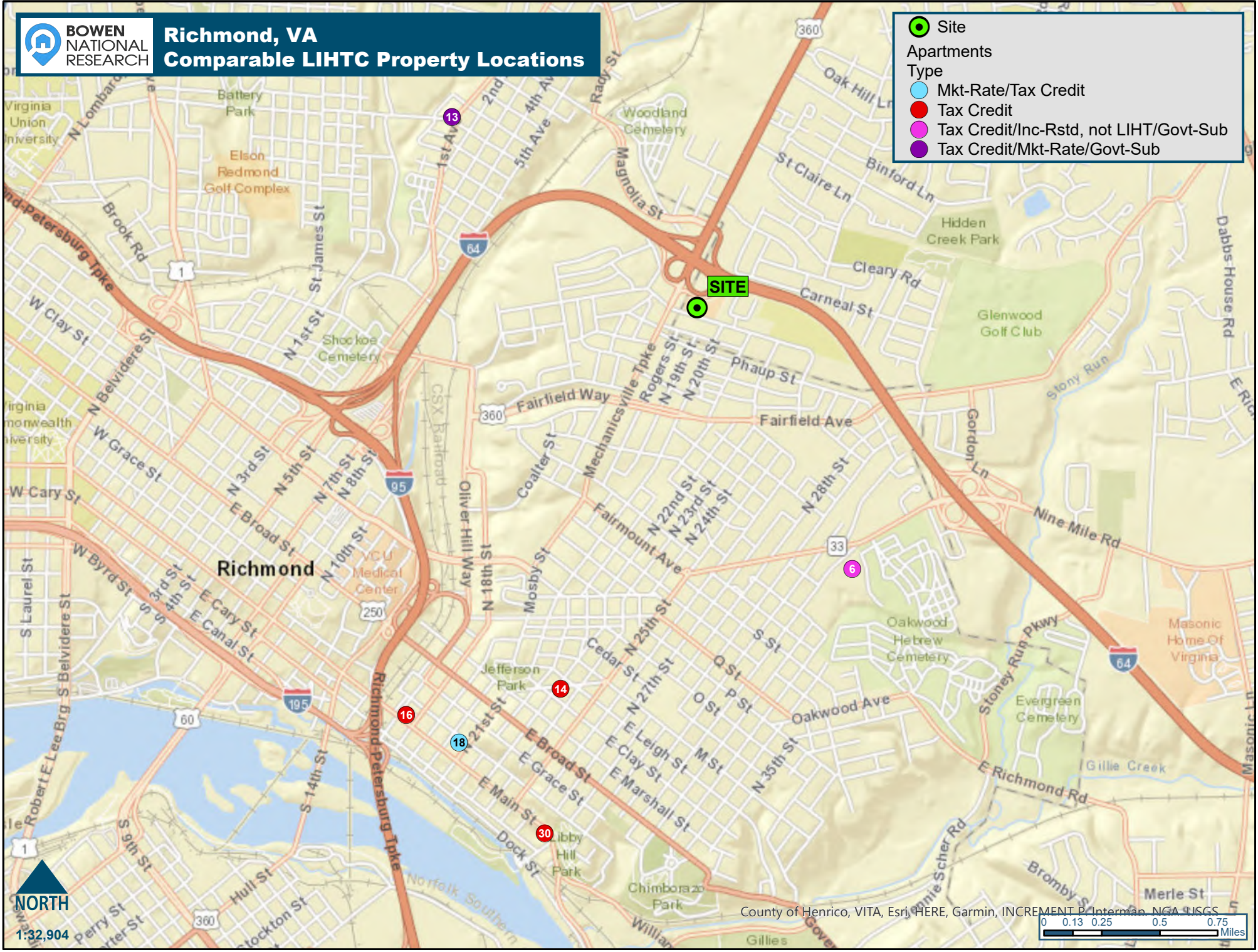


Richmond, VA Comparable LIHTC Property Locations

Site
 ● Site

Apartments Type

- Mkt-Rate/Tax Credit
- Tax Credit
- Tax Credit/Inc-Rstd, not LIHT/Govt-Sub
- Tax Credit/Mkt-Rate/Govt-Sub



NORTH
1:32,904

County of Henrico, VITA, Esri, HERE, Garmin, INCREMENT P, Intermap, NGA, USGS
 0 0.13 0.25 0.5 0.75 Miles

C. COMPARABLE SPECIAL NEEDS SUPPLY ANALYSIS

As detailed throughout this report, the subject project will offer units which will target homeless/formerly homeless individuals/households. Since none of the comparable Tax Credit properties evaluated earlier in this section specifically target this special-needs population, we have included a separate analysis of additional homeless-oriented properties surveyed within the Site PMA and surrounding areas of Richmond. These six additional properties are summarized along with the subject project in the following table:

Map I.D.	Project Name	Year Built/Renovated	Units	Occ. Rate	Distance to Site	Target Market
Site	Cool Lane Apartments	1977 / 2022	86	-	-	Homeless, 50% AMHI & Section 8
9	FIND II	1920 / 2002	4	100.0%	4.1 Miles	Homeless; Affordable Market-Rate
10	FIND IV	1920 / 2004	4	100.0%	4.0 Miles	Homeless; Affordable Market-Rate
902	Daily Planet Safe Haven	2002	21	100.0%	8.8 Miles	Homeless Individuals; Private Subsidy
904	FIND III	1919 / 2002	4	100.0%	8.2 Miles	Homeless; Affordable Market-Rate
906	Studios I	2011	21	100.0%	17.1 Miles	Homeless Individuals; 50% AMHI & Section 8
907	Studios II	1972 / 1997	39	100.0%	17.1 Miles	Homeless Individuals; 50% AMHI & Section 8

Occ. – Occupancy

900 Series Map IDs are located outside of the Site PMA

As the preceding illustrates, the six homeless-oriented rental properties surveyed in the market and region are all 100.0% occupied. This is a clear indication of strong and pent-up demand for such product within the Richmond area. The subject project is expected to help alleviate a portion of this pent-up demand.

The subject project will provide a project-based Section 8 subsidy to all units proposed for the subject site. Further, three of the four traditional homeless-oriented properties surveyed outside the Site PMA also provide some type of subsidy to their tenants. As such, we have not provided a rent analysis of the subject and comparable special-needs properties, as the majority of the residents of these properties will effectively pay little to no rent due to the available subsidies. The subsidy proposed for the subject project will ensure the subject units are marketable within the Site PMA and is considered appropriate for and beneficial to the targeted population segment.

The unit sizes (square footage) and number of bathrooms included in each of the different special-needs unit types surveyed in the market and region are compared with the subject development in the following tables:

Map I.D.	Project Name	Square Footage			
		Studio	One-Br.	Two-Br.	Three-Br.
Site	Cool Lane Apartments	505	597	-	-
9	FIND II	-	-	850	950
10	FIND IV	-	-	850	950
902	Daily Planet Safe Haven	-	150	-	-
904	FIND III	-	-	-	1,091 - 1,103
906	Studios I	360	-	-	-
907	Studios II	360	-	-	-

900 Series Map IDs are located outside the Site PMA

Map I.D.	Project Name	Number of Baths			
		Studio	One-Br.	Two-Br.	Three-Br.
Site	Cool Lane Apartments	1.0	1.0	-	-
9	FIND II	-	-	1.0	1.0
10	FIND IV	-	-	1.0	1.0
902	Daily Planet Safe Haven	-	1.0	-	-
904	FIND III	-	-	-	1.0
906	Studios I	1.0	-	-	-
907	Studios II	1.0	-	-	-

900 Series Map IDs are located outside the Site PMA

The proposed development will be competitive with the existing special-needs projects in the market and region based on unit size (square footage) and the number of baths offered.

The following tables compare the appliances and the unit and project amenities of the subject site with existing special-needs properties in the market and region.

All Unit Amenities by Map ID							
	Site*	9	10	902	904	906	907
Appliances	Dishwasher	X			X		
	Disposal		X				
	Icemaker	X					
	Microwave						
	Range	X	X	X		X	X
	Refrigerator	X	X	X		X	X
	No Appliances						
Unit Amenities	AC-Central	X	X	X	X	X	
	AC-Other					X	X
	Balcony						
	Deck / Patio						
	Basement						
	Ceiling Fan						
	Controlled Access	X			X	X	X
	E-Call System						
	Fireplace						
	Furnished	X				X	X
	Security System						
	Sunroom						
	W/D Hookup		X	X			
	W/D		X	X		X	
Walk-In Closet							
Window Treatments	X	X	X	S	X	X	X
Flooring	Carpet						
	Ceramic Tile						
	Composite (VCT)(LVT)	X					
	Hardwood		X	X		X	
	Finished Concrete						
	Vinyl					X	X
	Wood Laminate / Plank						
Upgraded	Premium Appliances						
	Premium Countertops						
	Premium Cabinetry						
	Premium Fixtures						
	High Ceilings						
	Vaulted Ceilings						
	Crown Molding						
	Oversized Windows						
Parking	Attached Garage						
	Detached Garage						
	Street Parking		X	X		X	
	Surface Lot	X	X	X	X	X	X
	Carport						
	Property Parking Garage						
	Podium Parking						
	No Provided Parking						

◆ - Senior Property

* Proposed Site(s): Cool Lane

X = All Units, S = Some Units, O = Optional with Fee

** Details in Comparable Property Profile Report

Continued on Next Page

All Property Amenities by Map ID								
	Site*	9	10	902	904	906	907	
Bike Racks / Storage	X							
Business Center **	X					X	X	
Car Care **								
Common Patio	X							
Community Garden								
Community Space	Activity / Craft Room							
	Chapel							
	Clubhouse							
	Conference Room	X						
	Community Kitchen	X			X			
	Community Room	X			X		X	
	Dining Room - Private							
	Dining Room - Public							
	Rooftop Lounge							
	Study Lounge							
	TV Lounge	X					X	X
	Concierge Service **	X						
	Convenience Amenities **							
Courtyard								
Covered Outdoor Area **								
Elevator	X					X	X	
Laundry Room	X			X		X	X	
Meals								
On-Site Management	X			X		X	X	
Pet Care **								
Recreation	Basketball							
	Bocce Ball							
	Firepit							
	Fitness Center	X						
	Grill							
	Game Room - Billiards							
	Hiking - Walking Trail							
	Hot Tub							
	Library							
	Media Room / Theater							
	Picnic Table / Area	X					X	X
	Playground							
	Putting Green							
	Racquetball							
	Shuffleboard							
	Sports Court							
	Swimming Pool - Indoor							
	Swimming Pool - Outdoor							
	Tennis							
Volleyball								
Security	CCTV	X				X	X	
	Courtesy Officer							
	Gated Community							
	Gated Parking							
	Police Substation							
	Social Services **	X				X	X	
	Storage - Extra							
	Water Feature							
WiFi	X							

◆ - Senior Property

* Proposed Site(s): Cool Lane

X = All Units, S = Some Units, O = Optional with Fee

** Details in Comparable Property Profile Report

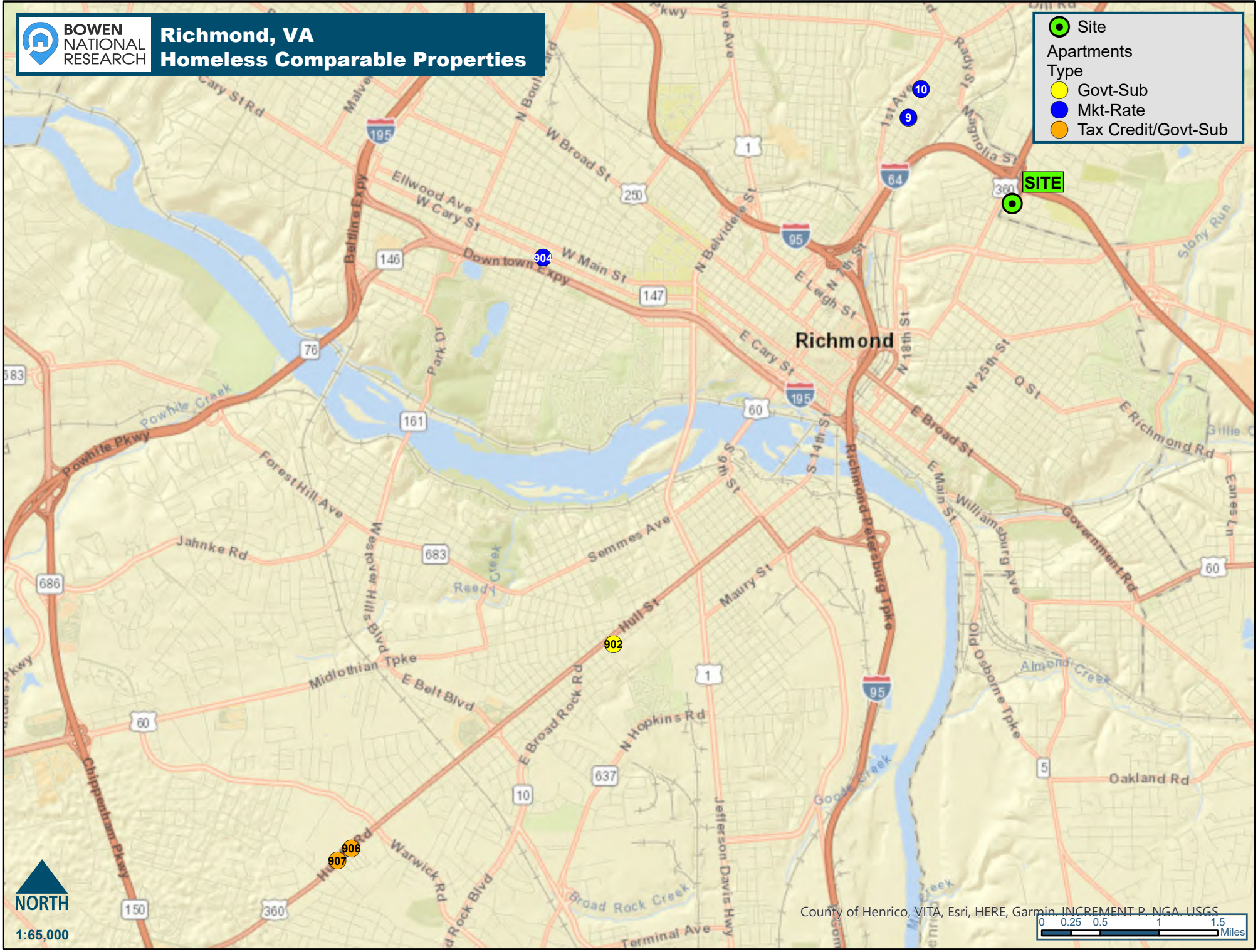
As the preceding illustrates, the subject project will offer a competitive overall amenity package which will feature standard kitchen appliances, fully furnished living and bedroom areas, an on-site manager, community room, fitness center, and social services package/coordinator. These features are considered beneficial to the targeted tenant population and are expected to contribute to the subject's overall marketability.

A map depicting the location of the comparable homeless/special-needs properties surveyed in relation to the subject project is included on the following page.



Richmond, VA Homeless Comparable Properties

● Site
Apartment Type
● Govt-Sub
● Mkt-Rate
● Tax Credit/Govt-Sub



NORTH
1:65,000

County of Henrico, VITA, Esri, HERE, Garmin, INCREMENT P, NGA, USGS
0 0.25 0.5 1 1.5 Miles

D. PLANNED MULTIFAMILY DEVELOPMENT

Despite numerous attempts, we were unable to receive a response from all of the local planning and building representatives within the Richmond area. However, through information obtained from planning representatives that did respond, and from extensive online research and the observations of our analyst while in the field, it was determined that there are several rental housing projects within the development pipeline in the Site PMA. The known details of these projects are summarized in the following table.

Project Name & Address	Type	Units	Developer	Status/Details
Baker School Senior Apartments 100 W. Baker Street	Tax Credit & Section 8	51	Community Housing Partners	Under Construction: Allocated 2017 and 2018. Part of the Frederick A. Fay Towers relocation and RAD development project for seniors 62+; 100% Tax Credit and Section 8 based; ECD summer 2021.
Armstrong Renaissance 2B (FKA Church Hill North I & II) 1611 N 31st Street	Tax Credit & Subsidized	45	Community Builders	Planned: 45 senior units for ages 62+; was to close on financing by December 2020 and construction is to start early 2021; Senior units are for those earning up to 40%, 50%, and 60% of AMHI and all 45 senior units will operate under the HUD Section 8 program
Kingsridge II SW Corner of Kingsridge Pkwy & N. Laburnum Avenue	Tax Credit	71	Community Housing Partners	Under Construction: 36 two-bedroom and 35 three-bedroom units targeting those earning 40%, 50%, and 60% of AMHI; Rents will range from \$651 to \$895 for a two-bedroom and \$737 to \$1,025 for a three-bedroom; eight (8) two-bedroom units are anticipated to operate with project-based Section 8 vouchers; First building planned to open spring 2021
Kingsridge III SW Corner of Kingsridge Pkwy & N. Laburnum Avenue	Tax Credit	24	Community Housing Partners	Planned: Allocated LIHTC funding 2020; Project will target family households earning up to 50% and 60% AMHI; ECD spring 2022
Chamberlayne Senior 1705 Chamberlayne Avenue	Affordable Senior	152	Richmond Redevelopment Housing Authority	Under Construction: Senior apartments; ECD August 2021
Creighton Court Phase 1A	Tax Credit, Subsidized & Market-Rate	504	Richmond Redevelopment and Housing Authority	Proposed: Replacement housing for public housing development slated for demolition; the 504-unit complex is now one-third vacant and awaiting demolition in spring 2021 if approved; entire project could include 700 units built in multiple phases, with new parks and other community amenities
James Apartments 901 St. James St.	Market-Rate	120	River City Ventures	Proposed: Starting with a 24-unit building, the first of five buildings with 120 units in total; Four stories and six units per floor, four (4) two-bedrooms and two (2) one-bedrooms
Highland Grove II 1132 Dove St	Tax Credit & Subsidized & Market-Rate	139	Richmond Redevelopment Housing Authority	Proposed: Second phase would add at least 139 more units, including single-family attached and detached dwellings

(Continued)

Project Name & Address	Type	Units	Developer	Status/Details
Block 8 4501 E. Main St.	Market Rate	199	PRG Real Estate	Proposed: Six-story building; most units will be one-bedroom at 618 square feet; proposed rent about \$1,300 per month; 248 parking spaces and 6,800 square feet of office space; Plans announced January 2021
TBD 715 Mosby St.	Market Rate	15	Streetcar Properties	Proposed: Three-story apartment building; 12 one-bedrooms and three (3) two-bedrooms ranging from 680 to 1,000 square feet; ECD early 2022
The Line at Fulton Yard 201 Orleans Street	Market Rate	Phase I 216	Zimmer Development	Planned: Planned mixed-use project to be built in phases totaling 535 apartments and 106,000 square feet of commercial space; Phase I calls for two (2) five-story mixed-use buildings with retail and 108 apartments in each; the second phase is a five-story building with 60 apartments and amenities; the third phase on 14 acres includes 259 apartments, and 80,000 square feet of commercial space
Shiplock Views 2801 East Main Street	Market Rate	180	CMB Development	Under Construction: Units will range from 670 to 950 square feet, with monthly rents ranging from \$1,300 to \$2,300; Plans call for 135 one-bedroom & 45 two-bedroom units; Amenities include rooftop deck, clubhouse two patios with gas grills and seating areas, pool, and a fitness center; The existing 51-unit Lofts at Shiplock Watch near the site is to be absorbed into the new development; ECD spring 2021

TBD – To Be Determined
 ECD - Estimated Completion Date
 N/A – Not Available

Two of the rental projects currently under construction in the Site PMA are expected to target general-occupancy households. These properties, however, are not expected to offer any studio or one-bedroom units similar to those proposed for the subject project. It is also of note that none of the projects currently in the development pipeline are expected to specifically target homeless households such as the subject project. Based on the preceding factors, we have not considered any of the project in the development pipeline in our demand estimates included in *Section VII*.

E. ANTICIPATED IMPACT ON EXISTING TAX CREDIT PROPERTIES

The anticipated occupancy rates of the existing and surveyed comparable/competitive Tax Credit developments during the first year of occupancy at the subject property are as follows:

Map I.D.	Project	Current Occupancy Rate	Anticipated Occupancy Rate Through 2022
6	Church Hill North 1A	100.0%	95.0% +
13	Highland Grove	100.0%	95.0% +
14	Jefferson Mews	100.0%	95.0% +
16	Market Slip	100.0%	95.0% +
18	Old Stone Row at Shockoe Valley Heights	100.0%	95.0% +
30	Tobacco Landing	98.4%	95.0% +

The comparable LIHTC properties currently report occupancy rates of 98.4% or higher. Further, as detailed earlier in this section, the one-bedroom units offered among the comparable properties are fully occupied. These are clear indications of strong and pent-up demand for LIHTC product similar to that proposed for the subject site.

It is also important to reiterate that while the aforementioned projects are considered comparable in terms of unit types offered, none specifically target homeless/formerly homeless persons/households. As the subject units will target this special needs population, the subject’s competitive overlap with the existing LIHTC properties will be minimal. In addition, our demand estimates included in *Section VII* demonstrate sufficient demographic support for both the proposed subject project and the existing comparable LIHTC product in the Site PMA. Based on the preceding factors, we do not anticipate the subject project having any adverse impact on future occupancy rates among existing comparable LIHTC product in the market.

F. BUY VERSUS RENT ANALYSIS

According to ESRI, the median home value within the Site PMA was \$150,425. At an estimated interest rate of 4.5% and a 30-year term (and 95% LTV), the monthly mortgage for a \$150,425 home is \$905, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price - ESRI	\$150,425
Mortgaged Value = 95% of Median Home Price	\$142,904
Interest Rate - Bankrate.com	4.5%
Term	30
Monthly Principal & Interest	\$724
Estimated Taxes and Insurance*	\$181
Estimated Monthly Mortgage Payment	\$905

*Estimated at 25% of principal and interest

In comparison, the collected Tax Credit rents ranging from \$782 to \$838 for the subject's studio and one-bedroom units are at least \$67 less than the cost of a monthly mortgage for a typical home in the area. It is also important to reiterate that the subject project will include all utility expenses and basic furnishings in the monthly rent, as well as offering a full project amenity package. These features are not typically offered among for-sale homes in most markets and must also be considered when evaluating the value of the subject project as compared to the for-sale market. Based on the preceding factors and considering that the subject project will target very low-income and/or homeless households, we do not anticipate any competitive impact on or from the homebuyer market.

VI. Achievable Market Rent Analysis

A. INTRODUCTION

We identified five market-rate properties within the Site PMA that we consider comparable in terms of unit and project amenities to the proposed subject development. These selected properties are used to derive market rent for a project with characteristics similar to the proposed subject development and the subject property's market advantage. It is important to note that, for the purpose of this analysis, we only select market-rate properties. Market-rate properties are used to determine rents that can be achieved in the open market for the proposed subject units without maximum income and rent restrictions.

The basis for the selection of these projects includes, but is not limited to, the following factors:

- Surrounding neighborhood characteristics
- Target market (seniors, families, disabled, etc.)
- Unit types offered (garden or townhouse, bedroom types, etc.)
- Building type (single-story, midrise, high-rise, etc.)
- Unit and project amenities offered
- Age and appearance of property

Since it is unlikely that any two properties are identical, we adjust the collected rent (the actual rent paid by tenants) of the selected properties according to whether or not they compare favorably with the subject development. Rents of projects that have additional or better features than the subject site are adjusted negatively, while projects with inferior or fewer features are adjusted positively. For example, if the proposed subject project does not have a washer or dryer and a selected property does, then we lower the collected rent of the selected property by the estimated value of a washer and dryer to derive an *achievable market rent* for a project similar to the proposed project.

The rent adjustments used in this analysis are based on various sources, including known charges for additional features within the Site PMA, estimates made by area property managers and realtors, quoted rental rates from furniture rental companies and Bowen National Research's prior experience in markets nationwide.

It is important to note that one or more of the selected properties may be more similar to the subject property than others. These properties are given more weight in terms of reaching the final achievable market rent determination. While monetary adjustments are made for various unit and project features, the final market rent determination is based upon the judgments of our market analysts.

The proposed subject development and the five selected properties include the following:

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)				
					Studio	One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Cool Lane Apartments	1977 / 2022	86	-	6 (-)	80 (-)	-	-	-
11	Flats at 25th	2019	42	100.0%	-	32 (100.0%)	10 (100.0%)	-	-
15	Lakefield Mews	1992	395	98.7%	-	83 (98.8%)	296 (98.6%)	16 (100.0%)	-
21	Pohlig Box Factory	1953 / 2004	65	100.0%	3 (100.0%)	41 (100.0%)	20 (100.0%)	-	1 (100.0%)
29	Shockoe Valley View II	2017	87	90.8%	-	26 (84.6%)	52 (92.3%)	9 (100.0%)	-
31	Vida East	2018	147*	98.6%	17 (100.0%)	85 (97.6%)	45 (100.0%)	-	-

Occ. - Occupancy
*Market-rate units only

The five selected market-rate projects have a combined total of 736 units with an overall occupancy rate of 98.0%. None of the comparable properties has an occupancy rate below 90.8%. These occupancy rates are good indications that the selected properties are well-received and will serve as accurate benchmarks with which to compare the subject project.

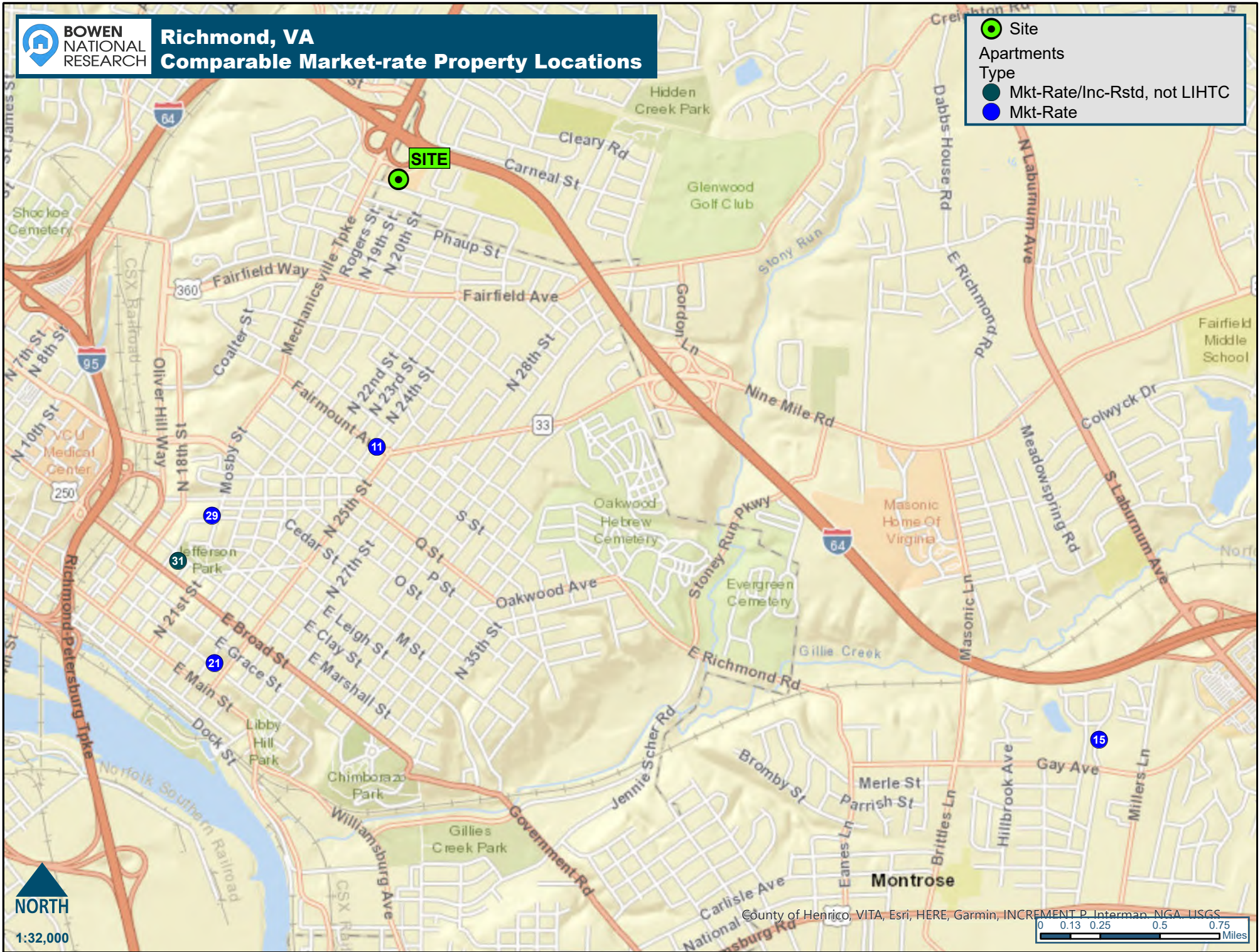
The Rent Comparability Grids on the following pages show the collected rents for each of the selected properties and illustrate the adjustments made (as needed) for various features and location or neighborhood characteristics, as well as quality differences that exist among the selected properties and the proposed subject development. Preceding the Rent Comparability Grids is a map of the location of the comparable market-rate developments in relation to the location of the subject site.



Richmond, VA

Comparable Market-rate Property Locations

● Site
● Apartments
● Type
● Mkt-Rate/Inc-Rstd, not LIHTC
● Mkt-Rate



1:32,000

County of Henrico, VITA, Esri, HERE, Garmin, INCREMENT P, Intermap, NGA, USGS



Rent Comparability Grid

Unit Type →

STUDIO

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Cool Lane Apartments		Flats at 25th		Lakefield Mews		Pohlig Box Factory		Shockoe Valley View II		Vida East	
1900 Cool Lane		2400 Fairmont Ave		4431 Lakefield Mews Dr		2419 E. Franklin St.		1904 Cedar St		1903 E Marshall St	
Richmond, VA		Richmond, VA		Richmond, VA		Richmond, VA		Richmond, VA		Richmond, VA	
Data		Data		Data		Data		Data		Data	
on		Subject		Subject		Subject		Subject		Subject	
A. Rents Charged		Data		Data		Data		Data		Data	
1	\$ Last Rent / Restricted?	\$895		\$990		\$1,050		\$1,144		\$989	
2	Date Surveyed	Feb-21		Feb-21		Feb-21		Feb-21		Feb-21	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		99%		100%		85%		100%	
5	Effective Rent & Rent/ sq. ft	\$895	1.41	\$990	1.54	\$1,050	1.73	\$1,144	2.10	\$989	2.13
B. Design, Location, Condition		Data		Data		Data		Data		Data	
6	Structure / Stories	EE/2	EE/4	WU/2		EE/3, 4		EE/3,4		EE/4,5	
7	Yr. Built/Yr. Renovated	2022	2019 \$3	1992 \$30		1953/2004 \$43		2017 \$5		2018 \$4	
8	Condition/Street Appeal	G	E (\$15)	G		G		E (\$15)		G	
9	Neighborhood	G	G	G		G		G		G	
10	Same Market?		Yes	Yes		Yes		Yes		Yes	
C. Unit Equipment/ Amenities		Data		Data		Data		Data		Data	
11	# Bedrooms	STUDIO	1 (\$50)	1 (\$50)		STUDIO		1 (\$50)		STUDIO	
12	# Baths	1	1	1		1		1		1	
13	Unit Interior Sq. Ft.	505	634 (\$56)	644 (\$61)		608 (\$45)		544 (\$17)		465 \$18	
14	Patio/Balcony	N	N	Y (\$5)		N		Y (\$5)		N	
15	AC: Central/Wall	C	C	C		C		C		C	
16	Range/Refrigerator	R/F	R/F	R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	N/Y	Y/Y (\$5)	Y/Y (\$5)		Y/Y (\$5)		Y/Y (\$5)		Y/Y (\$5)	
18	Washer/Dryer	L	W/D (\$35)	HU/L (\$10)		W/D (\$35)		W/D (\$35)		W/D (\$35)	
19	Floor Coverings	V	L	C/V/L		C/W/L		W/C		C/L	
20	Window Treatments	Y	N \$5	Y		Y		Y		Y	
21	Cable/Internet Svcs Included	N/N	N/N	N/N		N/Y (\$45)		Y/Y (\$90)		Y/Y (\$90)	
22	Disposal/Ceiling Fan/Storage	N/N/N	Y/Y/N (\$10)	Y/Y/N (\$10)		Y/Y/N (\$10)		Y/Y/N (\$10)		Y/N/N (\$5)	
23	Furnished	Y	N \$65	N \$65		N \$65		N \$65		N \$65	
D. Site Equipment/ Amenities		Data		Data		Data		Data		Data	
24	Parking (\$ Fee)	LOT/\$0	NONE \$10	LOT/\$0		NONE \$10		NONE \$10		NONE \$10	
25	On-Site Management	Y	Y	Y		Y		Y		Y	
26	Security Features	Y	N \$5	N \$5		N \$5		N \$5		Y	
27	Community Space	Y	N \$5	Y		N \$5		Y		Y	
28	Pool/Recreation Areas	F	F	P/S/L (\$11)		F		F		P/F/MT (\$13)	
29	Computer/Business Center	Y	N \$3	N \$3		N \$3		Y		N \$3	
30	Picnic Area/Grill	Y	N \$3	Y		N \$3		Y		Y	
31	Playground	N	N	Y (\$3)		N		N		N	
32	Social Services	Y	N \$10	N \$10		N \$10		N \$10		N \$10	
E. Utilities		Data		Data		Data		Data		Data	
33	Heat (in rent?/ type)	Y/E	N/E \$14	N/E \$14		N/E \$14		N/E \$14		N/G \$34	
34	Cooling (in rent?/ type)	Y/E	N/E	N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	Y/E	N/E \$5	N/E \$5		N/E \$5		N/E \$5		N/E \$5	
36	Hot Water (in rent?/ type)	Y/E	N/E \$11	N/E \$11		N/E \$11		N/E \$11		N/G \$7	
37	Other Electric	Y	N \$31	N \$31		N \$31		N \$31		N \$31	
38	Cold Water/Sewer	Y/Y	N/N \$59	N/N \$59		N/N \$59		N/N \$59		N/N \$59	
39	Trash/Recycling	Y/N	Y/N	Y/N		Y/N		Y/N		Y/N	
F. Adjustments Recap		Pos		Neg		Pos		Neg		Pos	
40	# Adjustments B to D		9 6	5 8		8 5		5 8		6 5	
41	Sum Adjustments B to D		\$109 (\$171)	\$113 (\$155)		\$144 (\$140)		\$95 (\$227)		\$110 (\$148)	
42	Sum Utility Adjustments		\$120	\$120		\$120		\$120		\$136	
			Net Gross	Net Gross		Net Gross		Net Gross		Net Gross	
43	Net/ Gross Adjmts B to E		\$58 \$400	\$78 \$388		\$124 \$404		(\$12) \$442		\$98 \$394	
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)		\$953	\$1,068		\$1,174		\$1,132		\$1,087	
45	Adj Rent/Last rent		106%	108%		112%		99%		110%	
46	Estimated Market Rent	\$1,100	\$2.18 ←	Estimated Market Rent/ Sq. Ft							

Rent Comparability Grid

Unit Type → **ONE-BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Cool Lane Apartments		Flats at 25th		Lakefield Mews		Pohlig Box Factory		Shockoe Valley View II		Vida East	
1900 Cool Lane		2400 Fairmont Ave		4431 Lakefield Mews Dr		2419 E. Franklin St.		1904 Cedar St		1903 E Marshall St	
Richmond, VA		Richmond, VA		Richmond, VA		Richmond, VA		Richmond, VA		Richmond, VA	
Data		Data		Data		Data		Data		Data	
on		Subject		Subject		Subject		Subject		Subject	
A. Rents Charged		Data		Data		Data		Data		Data	
1	\$ Last Rent / Restricted?	\$895		\$990		\$1,140		\$1,144		\$1,300	
2	Date Surveyed	Feb-21		Feb-21		Feb-21		Feb-21		Feb-21	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		99%		100%		85%		98%	
5	Effective Rent & Rent/ sq. ft	\$895	1.41	\$990	1.54	\$1,140	1.89	\$1,144	1.90	\$1,300	2.07
B. Design, Location, Condition		Data		Data		Data		Data		Data	
6	Structure / Stories	EE/2	EE/4	WU/2		EE/3, 4		EE/3,4		EE/4,5	
7	Yr. Built/Yr. Renovated	2022	2019 \$3	1992 \$30		1953/2004 \$43		2017 \$5		2018 \$4	
8	Condition/Street Appeal	G	E (\$15)	G		G		E (\$15)		G	
9	Neighborhood	G	G	G		G		G		G	
10	Same Market?		Yes	Yes		Yes		Yes		Yes	
C. Unit Equipment/ Amenities		Data		Data		Data		Data		Data	
11	# Bedrooms	1	1	1		1		1		1	
12	# Baths	1	1	1		1		1		1	
13	Unit Interior Sq. Ft.	597	634 (\$16)	644 (\$21)		604 (\$3)		603 (\$3)		629 (\$14)	
14	Patio/Balcony	N	N	Y (\$5)		N		Y (\$5)		N	
15	AC: Central/Wall	C	C	C		C		C		C	
16	Range/Refrigerator	R/F	R/F	R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	N/Y	Y/Y (\$5)	Y/Y (\$5)		Y/Y (\$5)		Y/Y (\$5)		Y/Y (\$5)	
18	Washer/Dryer	L	W/D (\$35)	HU/L (\$10)		W/D (\$35)		W/D (\$35)		W/D (\$35)	
19	Floor Coverings	V	L	C/V/L		C/W/L		W/C		C/L	
20	Window Treatments	Y	N \$5	Y		Y		Y		Y	
21	Cable/Internet Svcs Included	N/N	N/N	N/N		N/Y (\$45)		Y/Y (\$90)		Y/Y (\$90)	
22	Disposal/Ceiling Fan/Storage	N/N/N	Y/Y/N (\$10)	Y/Y/N (\$10)		Y/Y/N (\$10)		Y/Y/N (\$10)		Y/N/N (\$5)	
23	Furnished	Y	N \$65	N \$65		N \$65		N \$65		N \$65	
D. Site Equipment/ Amenities		Data		Data		Data		Data		Data	
24	Parking (\$ Fee)	LOT/\$0	NONE \$10	LOT/\$0		NONE \$10		NONE \$10		NONE \$10	
25	On-Site Management	Y	Y	Y		Y		Y		Y	
26	Security Features	Y	N \$5	N \$5		N \$5		N \$5		Y	
27	Community Space	Y	N \$5	Y		N \$5		Y		Y	
28	Pool/Recreation Areas	F	F	P/S/L (\$11)		F		F		P/F/MT (\$13)	
29	Computer/Business Center	Y	N \$3	N \$3		N \$3		Y		N \$3	
30	Picnic Area/Grill	Y	N \$3	Y		N \$3		Y		Y	
31	Playground	N	N	Y (\$3)		N		N		N	
32	Social Services	Y	N \$10	N \$10		N \$10		N \$10		N \$10	
E. Utilities		Data		Data		Data		Data		Data	
33	Heat (in rent?/ type)	Y/E	N/E \$16	N/E \$16		N/E \$16		N/E \$16		N/G \$37	
34	Cooling (in rent?/ type)	Y/E	N/E	N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	Y/E	N/E \$5	N/E \$5		N/E \$5		N/E \$5		N/E \$5	
36	Hot Water (in rent?/ type)	Y/E	N/E \$13	N/E \$13		N/E \$13		N/E \$13		N/G \$8	
37	Other Electric	Y	N \$36	N \$36		N \$36		N \$36		N \$36	
38	Cold Water/Sewer	Y/Y	N/N \$62	N/N \$62		N/N \$62		N/N \$62		N/N \$62	
39	Trash/Recycling	Y/N	Y/N	Y/N		Y/N		Y/N		Y/N	
F. Adjustments Recap		Pos		Neg		Pos		Neg		Pos	
40	# Adjustments B to D		9 5	5 7		8 5		5 7		5 6	
41	Sum Adjustments B to D		\$109 (\$81)	\$113 (\$65)		\$144 (\$98)		\$95 (\$163)		\$92 (\$162)	
42	Sum Utility Adjustments		\$132	\$132		\$132		\$132		\$148	
			Net Gross	Net Gross		Net Gross		Net Gross		Net Gross	
43	Net/ Gross Adjmts B to E		\$160 \$322	\$180 \$310		\$178 \$374		\$64 \$390		\$78 \$402	
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)		\$1,055	\$1,170		\$1,318		\$1,208		\$1,378	
45	Adj Rent/Last rent		118%	118%		116%		106%		106%	
46	Estimated Market Rent	\$1,210	\$2.03 ←	← Estimated Market Rent/ Sq. Ft							

Once all adjustments to collected rents were made, the adjusted rents for each comparable were used to derive an achievable market rent for each bedroom type. Each property was considered and weighed based upon its proximity to the subject site and its amenities and unit layout compared to the subject site.

Based on the preceding Rent Comparability Grids, it was determined that the present-day achievable market rents for units similar to those proposed for the subject project are as follows:

Bedroom Type	% AMHI	Proposed Collected Rent*	Achievable Market Rent	Market Rent Advantage
Studio	50%	\$782	\$1,100	28.9%
One-Br.	50%	\$838	\$1,210	30.7%

*Non-subsidized units only

Typically, Tax Credit rents set at 60% of AMHI are set 10% or more below achievable market rents to ensure that the project will represent a value and have a sufficient flow of tenants. Thus, units such as those proposed at the lower 50% AMHI level generally should represent an even greater market rent advantage, typically of at least 20% in an urban market such as the subject Site PMA. As such, the subject rents are expected to be perceived as a significant value within the market as they represent a market rent advantages ranging from 28.9% to 30.7%.

Regardless, the subject property will operate with a project-based subsidy that will allow tenants to pay up to 30% of their income towards rent, rather than the non-subsidized LIHTC rents reflected in the preceding table and evaluated throughout this report. Thus, the subject project will represent an even greater value than that reflected by the market rent advantages included in the preceding table.

B. RENT ADJUSTMENT EXPLANATIONS (RENT COMPARABILITY GRID)

None of the selected properties offer the same amenities as the subject property. As a result, we have made adjustments to the collected rents to reflect the differences between the subject property and the selected properties. The following are explanations (preceded by the line reference number on the comparability grid table) for each rent adjustment made to each selected property.

1. Rents for each property are reported as collected rents. These are the actual rents paid by tenants and do not consider utilities paid by tenants. The rents reported are typical and do not consider rent concessions or special promotions. When multiple rent levels were offered, we included an average rent.

7. The subject project will be complete in 2022. Comparatively, the selected properties were built between 1953 and 2019, with the oldest property being converted to rentals in 2004. We have adjusted the rents at the selected properties by \$1 per year of effective age difference to reflect the age of these properties.
8. It is anticipated that the proposed subject project will have a very good quality finish/street appeal once construction is complete. We have, however, made adjustments for some properties that we consider to be of superior quality compared to the subject development.
11. Only two of the selected properties offer studio units. Thus, we have utilized the next most comparable floor plan (one-bedroom) at the selected properties which do not offer studio units as comparables for the proposed studio units for the subject project. Notably, the one-bedroom units offered among the selected properties are generally within 140 square feet of the studio units proposed. Nonetheless, negative adjustments of \$50 have been applied to each of the selected properties to reflect their inclusion of a defined bedroom as compared to the studio units proposed.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar-for-dollar basis, we have used 25% of the average for this adjustment.
- 14.-23. The proposed subject project will offer a unit amenity package which is slightly inferior to those offered among the selected properties. However, the subject project will include basic living and bedroom furnishings which are not offered among the comparable properties. This resulted in a positive \$65 adjustment to each of the selected properties. We have also made adjustments for features lacking at the subject project, and in some cases, we have made adjustments for features the selected properties do not offer.

Also note that three of the five selected properties include the cost of cable and/or internet services in the monthly rent, unlike the subject property. To account for the inclusion of these services, we have applied negative adjustments of \$90 (\$45 per service) to each property as needed. The value of this adjustment is based on quotes for basic cable/internet services as provided by cable/internet providers in the Richmond area and is included in Line 21.

- 24.-32. The proposed project offers a relatively competitive community amenities package as compared to those offered among the comparable market-rate properties. We have made, however, monetary adjustments to reflect the difference between the proposed project's and the selected properties' community amenities.
- 33.-39. We have made adjustments to reflect the differences in utility responsibility at each selected property as needed. The utility adjustments were based on the local housing authority's utility cost estimates.

VII. Capture Rate Analysis

A. DETERMINATION OF INCOME ELIGIBILITY

The number of income-eligible households necessary to support the project from the Site PMA is an important consideration in evaluating the proposed subject project's potential.

Under the Low-Income Housing Tax Credit (LIHTC) program, household eligibility is based on household income not exceeding the targeted percentage of Area Median Household Income (AMHI), depending upon household size.

The subject site is within the Richmond, Virginia Metropolitan Statistical Area (MSA), which has a median four-person household income of \$89,400 for 2020. The subject property will be restricted to households with incomes of up to 50% of AMHI. The following table summarizes the maximum allowable income by household size and targeted AMHI level.

Household Size	Targeted AMHI
	Maximum Allowable Income
One-Person	50%
Two-Person	\$31,300
	\$35,800

1. Maximum Income Limits

The largest proposed units (one-bedroom) at the subject site are expected to house up to two-person households. As such, the maximum allowable income at the subject site is **\$35,800**.

2. Minimum Income Requirements

Leasing industry standards typically require households to have rent-to-income ratios of 27% to 40%. Pursuant to Virginia Housing market study guidelines, the maximum rent-to-income ratio permitted for family projects is 35%, while elderly projects have a 40% rent-to-income ratio.

Since the subject project will operate with a project-based HUD Section 8 subsidy available to all units, the property will effectively be able to serve households with incomes as low as \$0. This has been considered in our demand estimates.

In the unlikely event the property lost its subsidy and had to operate exclusively under the LIHTC program, it would have a lowest gross rent of \$782. This assumes the subject units operate at maximum allowable LIHTC rent levels as the proposed contract rents under the subsidized program exceed these limits. Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the

subject site is \$9,384. Applying a 35% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement of **\$26,811**, for the subject project in this unlikely scenario.

3. Income-Appropriate Range

Based on the preceding analyses, the income-appropriate range required to live at the proposed project with units built to serve households at 50% of AMHI, with and without the subsidy, is as follows:

Unit Type	Income Range	
	Minimum	Maximum
Tax Credit w/Subsidy (Limited to 50% of AMHI)	\$0	\$35,800
Tax Credit Only (Limited to 50% of AMHI)	\$26,811	\$35,800

B. CAPTURE RATE CALCULATIONS

Per Virginia Housing market study requirements, analysts are required to use net demand in calculating capture rates and the absorption period. Net demand is determined by subtracting the supply of vacant comparable units in the PMA, completed or pipeline, from Total Demand. Total Demand includes New Renter Household Growth and Demand from Existing Households (defined below).

The following are the demand components as outlined by Virginia Housing:

1. **Demand from New Renter Households.** *Determine demand for new units in the Primary Market Area based on projected rental household growth. This is to be determined using 2021 as the base year and projecting forward to 2022, per Virginia Housing guidelines. The projected population must be limited to the target group, age- and income-appropriate. Demand for each target group must be shown separately, as reflected in the market study requirements. Demand estimates for proposals for elderly developments must be derived from household population age 65 and older. In instances where a significant number of proposed units (more than 20%) are comprised on three- and four-bedroom units, the analyst must refine the analysis by factoring in the number of large households, typically four or more persons. Failure to account for this may result in overstated demand.*

2. **Demand from Existing Households:** *The sum of demand from rental household growth and demand from all components of existing households will constitute **Total Demand**. The demand components from existing households are detailed below:*

- a) **Rent overburdened households, if any, within the age group, income groups and renters targeted for the proposed development.** “Overburdened” is defined by Virginia Housing as households paying more than 35% of gross income (40% if elderly) for gross rent. Analysts are encouraged to be conservative in this regard.

Based on the American Community Survey (ACS) 5-Year Estimates (Table B25074), 65.6% to 66.2% of households, depending upon income level, within the Site PMA, are considered to be rent overburdened.

- b) **Households in substandard housing (i.e. overcrowded and/or lack of plumbing: Must be age and income group appropriate.** Analysts must use their knowledge of the market area and the proposed development to determine if demand from this source is realistic. Analysts are encouraged to be conservative in this regard.

Based on the American Community Survey (ACS) 5-Year Estimates (Table B25016), approximately 3.5% of all households within the Site PMA are living in substandard housing. Considering the targeted low-income tenant base, this estimate is considered appropriate for the area.

- c) **Elderly Homeowners likely to convert to rental housing:** This component may not comprise more than 20% of total demand. The analyst must provide a narrative describing how these numbers were derived. Analysts are encouraged to be conservative in this regard.

Not applicable; subject site is not age-restricted.

- d) **Existing qualifying tenants likely to remain after renovations:** This component of demand applies only to existing developments undergoing rehabilitations.

The sum of demand from rental household growth and demand from all components of existing households will constitute total demand.

C. DEMAND/CAPTURE RATE CALUCLATIONS

As stated and discussed in the *Section V*, we identified and surveyed a total of eight comparable LIHTC properties within the Site PMA. Among these properties, only one (1) vacant unit was reported at the Tobacco Landing property. It is of note, however, that this vacant unit is a two-bedroom unit targeting households earning up to 60% of AMHI. As such, we have not considered this vacant unit in our demand estimates as it is not directly competitive with the studio and one-bedroom units proposed at the 50% AMHI level for the subject site.

In addition to the existing LIHTC properties identified and surveyed in the Site PMA, we are also aware of two additional general-occupancy LIHTC properties currently planned for the market. These properties, however, will be comprised entirely of two- and three-bedroom units and therefore will not be directly competitive with the subject project. Thus, we have not considered these properties in our demand estimates.

The following is a summary of our demand calculations. *Note that since the subject project is comprised entirely of studio and one-bedroom units, our demand estimates have been limited to only include one- and two-person households.*

Demand Component	Percent of Median Household Income	
	Scenario One: LIHTC w/Subsidy Limited to 50% AMHI (\$0-\$35,800)	Scenario Two: LIHTC Only Limited to 50% AMHI (\$26,811-\$35,800)
Demand from New Rental Households (Size- and Income-Appropriate)	8,433 – 8,402 = 31	1,552 – 1,552 = 0
+		
Demand from Existing Households (Rent Overburdened)	8,402 x 65.6% = 5,512	1,552 x 66.2% = 1,027
+		
Demand from Existing Households (Renters in Substandard Housing)	8,402 x 3.5% = 294	1,552 x 3.5% = 54
+		
Demand from Existing Households (Elderly Homeowner Conversion)	N/A	
+		
Demand from Existing Households (Existing Qualifying Tenants Likely to Remain After Renovations)	N/A	
=		
Total Demand	5,837	1,081
-		
Supply (Directly Comparable Vacant Units Completed or in the Pipeline)	0	0
=		
Net Demand	5,837	1,081
Proposed Units	86	86
Proposed Units / Net Demand	86 / 5,837	86 / 1,081
Capture Rate	= 1.5%	= 8.0%
Total Absorption Period	4 Months	6 Months

N/A-Not Available

Utilizing this methodology, capture rates below 30.0% are considered achievable, though capture rates below 20.0% are considered ideal. As such, the subject's capture rate of 1.5% under the subsidized scenario is considered low and achievable within the Site PMA. This is particularly true when considering the high occupancy rates and waiting lists maintained among existing comparable LIHTC properties surveyed in the market.

In the unlikely event the project-based subsidy was not secured, and the property had to operate *exclusively* under the LIHTC program, a sufficient base of size- and income-appropriate renter households would still exist for the subject project. This is evident by the low 8.0% capture rate for the subject project under this scenario.

D. PENETRATION RATE CALCULATIONS

The 239 existing directly comparable (by bedroom type and AMHI level) non-subsidized Tax Credit units identified and/or surveyed in the market must also be considered when evaluating the achievable penetration rate for the subject development. Based on the same calculation process used for the subject site, the income-eligible range for the existing and planned Tax Credit units is \$25,749 to \$35,800. The following table summarizes the market penetration rate for the subject project based on data contained in the Demographic Characteristics and Trends section of this report.

	Market Penetration
Number of LIHTC Units (Proposed and Existing)	325
Size- and Income-Eligible Renter Households – 2022	/ 1,763
Overall Market Penetration Rate	= 18.4%

It is our opinion that the 18.4% penetration rate for the LIHTC units, both existing and proposed, is achievable. This is especially true when considering the 100.0% occupancy rate of the directly comparable LIHTC units surveyed in the market.

E. SUPPLEMENTAL HOMELESS DEMAND ESTIMATES

As discussed in *Section IV*, according to the 2019 Point-In-Time survey conducted by the VA-500 Richmond/Henrico, Chesterfield, Hanover Counties Continuum of Care (CoC), there are a total of 418 homeless households within the CoC’s jurisdiction. It is important to note that this is a conservative count, as not all homeless individuals/households within the Continuum of Care’s jurisdiction are identified within the 24-hour survey period. Regardless, this provides a good representation of the depth of support for special needs units such as the units to be offered at the subject project.

Based on the preceding analysis, we have provided a homeless renter household capture rate, as summarized in the following table:

	Homeless Capture Rate
Number of Subject Units	86
Eligible Renters – 2019	/ 418
Capture Rate	= 20.6%

Considering the nature of homelessness, capture rates up to and above 100% are considered achievable. Therefore, the subject’s capture rate of 20.5% is considered good and demonstrates a deep base of potential support for the homeless units at the subject project.

F. SUPPORT FROM HOUSING CHOICE VOUCHER HOLDERS

According to a representative with the Richmond Redevelopment and Housing Authority there are approximately 3,750 Housing Choice Voucher holders within the housing authority’s jurisdiction, and 5,140 people currently on the waiting list for additional Vouchers. The waiting list is closed, and it is unknown when the waiting list will reopen. Annual turnover within the voucher program is estimated at 176 households. This reflects the continuing need for affordable housing alternatives and/or Housing Choice Voucher assistance.

If the rents do not exceed the payment standards established by the local housing authority, households with Housing Choice Vouchers may be willing to reside at a LIHTC project. Established by the Richmond Redevelopment and Housing Authority, the local payment standards, as well as the proposed subject gross rents, are summarized in the following table:

Bedroom Type	Payment Standards	Proposed Tax Credit Gross Rents (AMHI)
Studio	\$993	\$782 (50%)*
One-Bedroom	\$1,020	\$838 (50%)*

*Reflective of maximum allowable LIHTC rent limit as proposed contract rent under Section 8 program exceeds this limit.

As the preceding table illustrates, the proposed LIHTC gross rents are below the local payment standards. As such, the subject project would likely receive some support from voucher holders in the unlikely event the property was to operate exclusively under the LIHTC guidelines. In reality, a project-based Section 8 subsidy will be provided to all units at the property upon completion. Thus, the subject property will be unable to accept tenant-based vouchers.

G. ABSORPTION PROJECTIONS

Considering the facts contained in the market study, as well as the preceding factors, and comparing them with other projects with similar characteristics in other markets, we are able to establish absorption projections for the proposed subject development. It is our opinion that the 86 LIHTC units proposed for the subject site will reach a stabilized occupancy of 95% within four months of opening. This absorption rate is based on an average monthly absorption rate of approximately 20 to 21 units per month. This assumes that management/ownership of the subject project forms strong relationships and works closely with area referral agencies to help identify and attract homeless individuals within the Greater Richmond area.

These absorption projections assume an August 2022 opening date. A different opening may impact the absorption potential (positively or negatively) for the subject project. Further, these absorption projections assume the project will be built as outlined in this report and will operate with a project-based subsidy available to all 86 units. Changes to the project's rents, amenities, floor plans, location, subsidy availability or other features may invalidate our findings. Finally, we assume the developer and/or management will aggressively market the project a few months in advance of its opening and continue to monitor market conditions during the project's initial lease-up period.

Should the project-based Section 8 subsidy not be secured, the subject property would likely experience an extended absorption period due to the more limited demographic base for the subject project under this unlikely scenario. In this instance, we would expect the subject project would reach a stabilized occupancy rate of 95% within six months of opening. This is reflective of an average monthly absorption rate of approximately 13 to 14 units per month. This scenario assumes that the subject project would no longer be homeless-restricted and would be open to all income-qualified households.

VIII. Local Perspective (Interviews)

We conducted numerous interviews with local sources familiar with the Richmond area and the housing, economic and/or demographic characteristics that impact the need for affordable housing. These include, but are not limited to, interviews with local planning and building department representatives, local chamber of commerce and/or economic development officials, housing authority representatives, local real estate professionals and/or apartment managers.

Summaries of key interviews regarding the need for affordable rental housing within the area follow:

- Marshez Goode is the Property Manager at Studios Apartments I & II, a special needs (homeless) subsidized Tax Credit property in the Richmond area, stated that affordable housing is desperately needed in Richmond. Many residents struggle to afford basic needs and high paying jobs are limited. Ms. Goode also stated that many residents are losing jobs due to the pandemic and homelessness is increasing at higher rates. According to Ms. Goode, her property maintains 100% occupancy and she receives daily inquiries regarding availability at her property.
- Julie Anderson, Director of Real Estate Development for Virginia Supportive Housing believes Richmond and surrounding areas need more affordable housing. Ms. Anderson stated that the demand for affordable housing is out pacing the properties that are available. Ms. Anderson also stated that her department receives many calls inquiring about housing, and they receive hundreds of applications daily. Notably, Virginia Supportive Housing will develop and manage the subject development.
- Kenyatta Green, the Director Housing Choice Voucher Program and Tenant Selection Office for the Richmond Redevelopment and Housing Authority stated that there is a huge need for more affordable housing for families and seniors in Richmond. Voucher holders have difficulty finding affordable housing that will accept the vouchers, and those without vouchers have a very difficult time finding housing that they can afford. The public housing waiting list contains over 13,000 people, and there are many more applicants than the housing authority has public housing units.

IX. Analysis & Conclusions

Based on the findings of this report, it is our opinion that a market exists for the subject project and that the property is marketable as proposed.

The subject site is located within a mixed-use and generally good quality neighborhood. As the subject project will involve the adaptive re-use of an existing structure, the property is expected to be consistent and fit well with other existing surrounding structures in the immediate area. The property will be clearly visible and easily accessible given its frontage along Cool Lane and proximity to Interstate 64.

The subject project will offer units set aside for the homeless/formerly homeless population. None of the LIHTC or government-subsidized properties surveyed within the Site PMA offer units specifically targeting this population segment. Thus, the subject project is expected to help fill a void in the local rental market. Three government-subsidized homeless-oriented rental properties were surveyed outside the Site PMA but within the Richmond area. All three are currently 100.0% occupied. It is also of note that the one-bedroom units offered among the comparable general-occupancy LIHTC properties surveyed in the Site PMA are also 100.0% occupied. As such, the subject project will provide a rental product that is clearly in high demand and has virtually no availability within the Site PMA. The subject project is expected to compete well both in terms of price point (gross rent) and overall design (i.e. unit square footage, number of bathrooms, and amenities offered) and the availability of a project-based subsidy will ensure the property is a value to low-income renters.

The demographic base within the Site PMA is primarily comprised of renter households, as more than 60.0% of all households in the market are estimated to be renters in 2021. The number of renter households is also projected to increase by nearly 1,500, or 8.0%, between 2021 and 2026. Further, nearly three-quarters (74.8%) of all renter households are comprised of smaller one- and two-person households, demonstrating a good base of potential size-appropriate renter support for the smaller studio and one-bedroom units proposed for the subject project. Our demand estimates further demonstrate a deep base of potential support for the property, as the subject's capture rate is just 1.5%, which is considered low and easily achievable. In addition, more than 400 homeless households were identified within the Richmond area by a Point-In-Time count conducted by the local Continuum of Care (CoC) in January of 2019. This further demonstrates a good base of potential support for the subject project.

Overall, the subject project is considered feasible as proposed and is not expected to have any adverse impact on future occupancy rates among existing comparable LIHTC properties in this market. This is due to the deep base of demographic support and strong occupancy rates reported among existing comparable properties in the market and region. We have no recommendations or modifications to the subject project at this time.

X.

SITE PHOTOGRAPHS

Cool Lane Apartments



View of site from the east



View of site from the southeast



View of site from the south



View of site from the southwest



Northeast view from site



East view from site

Cool Lane Apartments



Southeast view from site



South view from site



Southwest view from site



West view from site



Streetscape: West view of Cool Lane



Streetscape: East view of Cool Lane

XI.

COMPARABLE
PROPERTY PROFILES

6 Church Hill North 1A 1.6 miles to site



Address: 1665 N 31st St, Richmond, VA 23223
 Phone: (757) 955-8142 Contact: Tara
 Property Type: Tax Credit, Income Restricted, Government Subsidized
 Target Population: Family
 Total Units: 60 Year Built: 2020 Ratings
 Vacant Units: 0 *AR Year: Quality: A
 Occupancy: 100.0% Yr Renovated: Neighborhood: C
 Turnover: Stories: 1,2,3 Access/Visibility: B/B
 Waitlist: Yes
 Rent Special: None



Notes: Tax Credit (35 units); Income-restricted, not LIHTC (10 units); Public Housing & Tax Credit (15 units); Preleasing 8/2019, opened 1st units 1/2020, remaining units opened 3/2020

Features And Utilities

Utility Schedule Provided by: Richmond Redevelopment and Housing Authority

Utility Type & Responsibility: No landlord paid utilities;

Unit Amenities: Dishwasher; Disposal; Microwave; Range; Refrigerator; Central AC; Balcony; Deck / Patio; Ceiling Fan; W/D Hookup; Window Treatments; Flooring (Carpet, Wood Laminate / Plank)

Property Amenities: Business Center (Computer, Copy); Community Room; Gazebo; On-Site Management; Recreation Areas (Fitness Center, Playground); Social Services (Social Services Coordinator)

Parking Type: Street Parking; Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	3	0	645 - 670	\$1.10 - \$1.06	\$708	50%
1	1	G	5	0	645 - 670	\$2.08 - \$2.00	\$1,342	80%
2	1.5	T	3	0	915 - 950	Subsidized	Subsidized	Subsidized
2	1	T	15	0	895	\$0.91	\$811	50%
2	1.5	T	3	0	915	Subsidized	Subsidized	Subsidized
2	1.5	T	7	0	950	\$1.08	\$1,029	60%
2	1.5	T	5	0	915	\$1.76	\$1,610	80%
3	2.5	T	2	0	1,270	Subsidized	Subsidized	Subsidized
3	2	T	3	0	1,365	\$0.66	\$903	50%
3	2.5	T	7	0	1,270	Subsidized	Subsidized	Subsidized
3	2.5	T	7	0	1,270	\$0.89	\$1,136	60%

*Adaptive Reuse

*DTS is based on drive time

9 FIND II 4.1 miles to site



Address: 2203 3rd Ave, Richmond, VA 23222
 Phone: (804) 836-1062 Contact: Julie
 Property Type: Market Rate
 Target Population: Homeless
 Total Units: 4 Year Built: 1920
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated: 2002
 Turnover: Stories: 2
 Waitlist: None
 Rent Special: None

Ratings
 Quality: C+
 Neighborhood: C
 Access/Visibility: B/B-

Notes: HOME Funds (4 units); Designated at risk for homelessness or formerly homeless families



Features And Utilities

Utility Schedule Provided by: Richmond Redevelopment and Housing Authority
 Utility Type & Responsibility: Landlord pays Hot Water (Natural Gas), Water, Sewer, Trash
 Unit Amenities: Dishwasher; Range; Refrigerator; Central AC; W/D Hookup; W/D; Window Treatments; Flooring (Hardwood)
 Property Amenities:
 Parking Type: Street Parking; Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	1	G	2	0	850	\$0.67	\$570	Market
3	1	G	2	0	950	\$0.66	\$623	Market

*Adaptive Reuse

*DTS is based on drive time

10 FIND IV 4.0 miles to site



Address: 2504 3rd Ave, Richmond, VA 23222
 Phone: (804) 836-1062 Contact: Julie
 Property Type: Market Rate
 Target Population: Homeless
 Total Units: 4 Year Built: 1920 Ratings
 Vacant Units: 0 *AR Year: Quality: C
 Occupancy: 100.0% Yr Renovated: 2004 Neighborhood: C
 Turnover: Stories: 2 Access/Visibility: B/B
 Waitlist: None
 Rent Special: None

Notes: Designated at risk for homelessness or formerly homeless families



Features And Utilities

Utility Schedule Provided by: Richmond Redevelopment and Housing Authority
 Utility Type & Responsibility: Landlord pays Electric, Heat (Electric), Hot Water (Electric), Cooking (Electric), Water, Sewer, Trash
 Unit Amenities: Disposal; Range; Refrigerator; Central AC; W/D Hookup; W/D; Window Treatments; Flooring (Hardwood)

Property Amenities:

Parking Type: Street Parking; Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	1	G	2	0	850	\$0.70	\$596	Market
3	1	G	2	0	950	\$0.66	\$623	Market

*Adaptive Reuse

*DTS is based on drive time

11 Flats at 25th 2.2 miles to site



Address: 2400 Fairmont Ave, Richmond, VA 23223
 Phone: (804) 533-8885 Contact: Larissa
 Property Type: Market Rate
 Target Population: Family
 Total Units: 42 Year Built: 2019
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 4 (w/Elev)
 Waitlist: None
 Rent Special: None

Ratings
 Quality: A
 Neighborhood: B
 Access/Visibility: B/A

Notes: Preleasing 3/2019, opened 5/2019, stabilized occupancy 7/2019



Features And Utilities

Utility Schedule Provided by: Richmond Redevelopment and Housing Authority
 Utility Type & Responsibility: Landlord pays Trash

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Ceiling Fan; Controlled Access; W/D; Walk-In Closet; Flooring (Wood Laminate / Plank); Premium Appliances; Premium Countertops; Premium Cabinetry; Premium Fixtures

Property Amenities: Rooftop Lounge, TV Lounge; Cafe / Coffee Bar; Elevator; On-Site Management; Recreation Areas (Fitness Center)

Parking Type: No Provided Options

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	32	0	634 - 779	\$1.41 - \$1.28	\$895 - \$995	Market
2	2	G	10	0	940 - 1,110	\$1.27 - \$1.17	\$1,195 - \$1,300	Market

*Adaptive Reuse

*DTS is based on drive time

13 Highland Grove 4.3 miles to site



Address: 1132 Dove St, Richmond, VA 23222
 Phone: (804) 477-7504 Contact: Monique
 Property Type: Tax Credit, Market Rate, Government Subsidized
 Target Population: Family
 Total Units: 128 Year Built: 2013 Ratings
 Vacant Units: 0 *AR Year: Quality: B+
 Occupancy: 100.0% Yr Renovated: Neighborhood: B
 Turnover: Stories: 2,3 Access/Visibility: B/B
 Waitlist: 37 HH
 Rent Special: None

Notes: Tax Credit (80 units); Market-rate (10 units); Public Housing & Tax Credit (38 units)

Features And Utilities

Utility Schedule Provided by: Richmond Redevelopment and Housing Authority
 Utility Type & Responsibility: Landlord pays Trash

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Ceiling Fan; W/D Hookup; W/D; Window Treatments; Flooring (Carpet)

Property Amenities: Business Center (Computer, Copy); Clubhouse; Cafe / Coffee Bar; On-Site Management; Recreation Areas (Fitness Center); WiFi

Parking Type: Street Parking; Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	14	0	947	Subsidized	Subsidized	Subsidized
1	1	G	20	0	947	\$0.78	\$743	50%
2	2	G	20	0	1,115	\$0.79	\$886	50%
2	1.5	T	12	0	1,056	Subsidized	Subsidized	Subsidized
2	1.5	T	10	0	1,056	\$0.84	\$886	50%
2	1.5	T	5	0	1,056	\$0.90	\$950	Market
3	2	G	20	0	1,371	\$0.74	\$1,013	50%
3	2.5	T	12	0	1,513	Subsidized	Subsidized	Subsidized
3	2.5	T	10	0	1,513	\$0.67	\$1,013	50%
3	2.5	T	5	0	1,513	\$0.71	\$1,080	Market

*Adaptive Reuse *DTS is based on drive time

14 Jefferson Mews 2.7 miles to site



Address: 2301 Jefferson Ave, Richmond, VA 23223
 Phone: (804) 643-1956 Contact: Evelyn
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 56 Year Built: 1994
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated: 2014
 Turnover: Stories: 2
 Waitlist: Yes
 Rent Special: None

Ratings
 Quality: B
 Neighborhood: B
 Access/Visibility: B/B

Notes: Tax Credit

Features And Utilities

Utility Schedule Provided by: Richmond Redevelopment and Housing Authority
 Utility Type & Responsibility: Landlord pays Water, Sewer, Trash

Unit Amenities: Dishwasher; Microwave; Range; Refrigerator; Central AC; Deck / Patio; Ceiling Fan; W/D; Walk-In Closet; Window Treatments; Flooring (Carpet, Wood Laminate / Plank)

Property Amenities: On-Site Management

Parking Type: Street Parking; Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	4	0	700	\$0.95	\$665	50%
1	1	G	4	0	700	\$1.27	\$890	60%
2	1 - 2.5	T	9	0	1,100	\$0.74	\$815	50%
2	1 - 2.5	T	8	0	1,100	\$0.82	\$900	60%
3	1 - 1.5	T	22	0	1,300	\$0.69	\$900	50%
3	1 - 1.5	T	9	0	1,300	\$0.93	\$1,210	60%

*Adaptive Reuse

*DTS is based on drive time

15 Lakefield Mews 4.3 miles to site



Address: 4431 Lakefield Mews Dr, Richmond, VA 23231
 Phone: (804) 222-7777 Contact: Debbie
 Property Type: Market Rate
 Target Population: Family
 Total Units: 395 Year Built: 1992
 Vacant Units: 5 *AR Year:
 Occupancy: 98.7% Yr Renovated:
 Turnover: Stories: 2
 Waitlist: None
 Rent Special: None

Ratings
 Quality: B-
 Neighborhood: B
 Access/Visibility: B/B-

Notes:



Features And Utilities

Utility Schedule Provided by: Richmond Redevelopment and Housing Authority
 Utility Type & Responsibility: Landlord pays Trash

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Balcony; Deck / Patio; Ceiling Fan; W/D Hookup; Walk-In Closet;
 Window Treatments; Flooring (Carpet, Vinyl, Wood Laminate / Plank); Premium Appliances

Property Amenities: Car Care (Car Wash); Clubhouse; Laundry Room; On-Site Management; Dog Park, Pet Stations; Recreation Areas (Grill, Picnic Table / Area, Playground, Outdoor Swimming Pool, Volleyball); Water Feature

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	75	1	644	\$1.54	\$990	Market
1	1	G	8	0	790	\$1.26	\$995	Market
2	1	G	84	1	852	\$1.37	\$1,170	Market
2	1.5	T	134	2	1,154	\$1.08	\$1,250	Market
2	2.5	T	39	1	1,154	\$1.24	\$1,435	Market
2	2.5	T	39	0	1,181	\$1.22	\$1,440	Market
3	2	G	16	0	1,334	\$1.16	\$1,550	Market

*Adaptive Reuse

*DTS is based on drive time

16 Market Slip 5.8 miles to site



Address: 2 S. 17th St., Richmond, VA 23219
 Phone: (804) 649-9900 Contact: Terri
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 30 Year Built: 1860
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated: 1994
 Turnover: Stories: 2,3
 Waitlist: 2 HH
 Rent Special: None

Ratings
 Quality: B-
 Neighborhood: B
 Access/Visibility: B/A

Notes: Tax Credit



Features And Utilities

Utility Schedule Provided by: Richmond Redevelopment and Housing Authority

Utility Type & Responsibility: Landlord pays Electric, Heat (Electric), Hot Water (Electric), Cooking (Electric), Water, Sewer, Trash

Unit Amenities: Dishwasher; Disposal; Range; Refrigerator; Central AC; Controlled Access; W/D; Window Treatments; Flooring (Carpet, Composite, Vinyl)

Property Amenities: On-Site Management

Parking Type: Street Parking; Parking Garage

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	10	0	462 - 638	\$1.69 - \$1.22	\$780	50%
1	1	G	10	0	462 - 638	\$1.95 - \$1.41	\$900	60%
2	2	G	10	0	848	\$1.20	\$1,020	60%

*Adaptive Reuse

*DTS is based on drive time

18 Old Stone Row at Shockoe Valley Heights 3.2 miles to site



Address: 2005 E Franklin St, Richmond, VA 23223
 Phone: (804) 343-7368 Contact: Bob
 Property Type: Market Rate, Tax Credit
 Target Population: Family
 Total Units: 96 Year Built: 2010
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 5 (w/Elev)
 Waitlist: None
 Rent Special: None

Ratings
 Quality: B+
 Neighborhood: B
 Access/Visibility: B/B+

Notes: Market-rate (74 units); Income restricted not LIHTC (22 units)

Features And Utilities

Utility Schedule Provided by: Richmond Redevelopment and Housing Authority
 Utility Type & Responsibility: Landlord pays Electric, Heat (Electric), Hot Water (Electric), Cooking (Electric), Water, Sewer, Trash, Cable, Internet
 Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Balcony; Deck / Patio; Ceiling Fan; Controlled Access; W/D; Window Treatments; Flooring (Ceramic Tile, Hardwood); Premium Appliances; Premium Countertops; Premium Cabinetry; Premium Fixtures; High Ceilings
 Property Amenities: Concierge Services (Package Receiving); Cafe / Coffee Bar; Elevator; On-Site Management; Pet Stations; Recreation Areas (Firepit, Fitness Center, Grill, Picnic Table / Area, Outdoor Swimming Pool)
 Parking Type: Surface Lot; Parking Garage

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	22	0	533 - 699	\$1.62 - \$1.24	\$866	50%
1	1	G	54	0	551 - 695	\$2.25 - \$1.78	\$1,239	Market
2	2	G	20	0	831 - 964	\$1.83 - \$1.58	\$1,523	Market

*Adaptive Reuse

*DTS is based on drive time

21 Pohlig Box Factory 3.1 miles to site



Address: 2419 E. Franklin St., Richmond, VA 23223
 Phone: (804) 377-9194 Contact: Matt
 Property Type: Market Rate
 Target Population: Family
 Total Units: 65 Year Built: 1953
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated: 2004
 Turnover: Stories: 3, 4 (w/Elev)
 Waitlist: None
 Rent Special: None

Ratings
 Quality: B
 Neighborhood: B
 Access/Visibility: B/B+

Notes: Rent range based on view, floorplan & floor level

Features And Utilities

Utility Schedule Provided by: Richmond Redevelopment and Housing Authority
 Utility Type & Responsibility: Landlord pays Trash, Internet

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Balcony; Deck / Patio; Ceiling Fan; Controlled Access; W/D; Walk-In Closet; Window Treatments; Flooring (Carpet, Hardwood, Finished Concrete, Wood Laminate / Plank); Premium Appliances; Premium Countertops; Premium Cabinetry; Premium Fixtures; High Ceilings; Oversized Windows

Property Amenities: Concierge Services (Package Receiving); Cafe / Coffee Bar; Courtyard; Elevator; On-Site Management; Recreation Areas (Fitness Center); Extra Storage

Parking Type: Street Parking; Surface Lot; Parking Garage

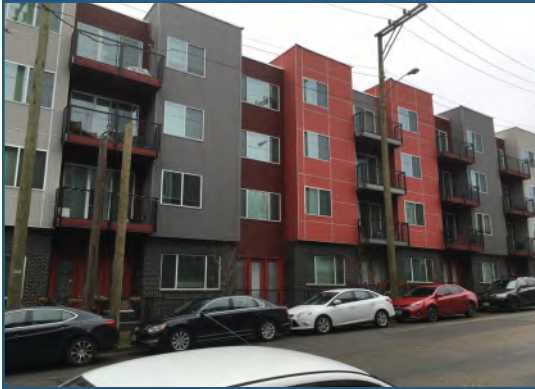
Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
0	1	G	3	0	608 - 618	\$1.73 - \$1.74	\$1,050 - \$1,075	Market
1	1	G	41	0	604 - 1,040	\$1.89 - \$1.41	\$1,140 - \$1,465	Market
2	1 - 2	G	15	0	812 - 1,850	\$1.89 - \$0.95	\$1,535 - \$1,760	Market
2	2.5	P	5	0	2,340 - 4,043	\$1.21 - \$0.70	\$2,820	Market
4	3.5	P	1	0	4,043	\$1.01 - \$1.04	\$4,100 - \$4,190	Market

*Adaptive Reuse

*DTS is based on drive time

29 Shockoe Valley View II 3.1 miles to site



Address: 1904 Cedar St, Richmond, VA 23223
 Phone: (804) 977-0787 Contact: Camerom
 Property Type: Market Rate
 Target Population: Family
 Total Units: 87 Year Built: 2017
 Vacant Units: 8 *AR Year:
 Occupancy: 90.8% Yr Renovated:
 Turnover: Stories: 3,4 (w/Elev)
 Waitlist: Yes
 Rent Special: None

Ratings
 Quality: A
 Neighborhood: B
 Access/Visibility: B/A

Notes: Rent range based on floor level & view



Features And Utilities

Utility Schedule Provided by: Richmond Redevelopment and Housing Authority
 Utility Type & Responsibility: Landlord pays Trash, Cable, Internet

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Balcony; Deck / Patio; Ceiling Fan; Controlled Access; W/D; Walk-In Closet; Window Treatments; Flooring (Hardwood, Finished Concrete); Premium Appliances; Premium Countertops; Premium Cabinetry; High Ceilings; Oversized Windows

Property Amenities: Business Center (Computer); Clubhouse, Study Lounge; Cafe / Coffee Bar; Elevator; On-Site Management; Dog Park, Pet Stations; Recreation Areas (Fitness Center, Grill, Picnic Table / Area)

Parking Type: Street Parking; Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	26	4	544 - 603	\$1.92 - \$2.06	\$1,044 - \$1,244	Market
2	2	G	52	4	849 - 892	\$1.61 - \$1.56	\$1,364 - \$1,394	Market
3	3	G	9	0	1,110	\$1.52	\$1,684	Market

*Adaptive Reuse

*DTS is based on drive time

30 Tobacco Landing 3.3 miles to site



Address: 2701 E Main St, Richmond, VA 23223

Phone: (804) 649-9900 Contact: Terri

Property Type: Tax Credit

Target Population: Family

Total Units: 62

Year Built: 1994

Ratings

Vacant Units: 1

*AR Year:

Quality: B

Occupancy: 98.4%

Yr Renovated:

Neighborhood: B

Turnover:

Stories: 5 (w/Elev)

Access/Visibility: A/A

Waitlist: Yes

Rent Special: None

Notes: Tax Credit



Features And Utilities

Utility Schedule Provided by: Richmond Redevelopment and Housing Authority

Utility Type & Responsibility: Landlord pays Electric, Heat (Electric), Hot Water (Electric), Cooking (Electric), Water, Sewer, Trash

Unit Amenities: Dishwasher; Disposal; Range; Refrigerator; AC Other; Controlled Access; Window Treatments; Flooring (Carpet, Vinyl); Oversized Windows

Property Amenities: Bike Racks / Storage; Community Room; Elevator; Laundry Room; On-Site Management

Parking Type: Street Parking; Parking Garage

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	16	0	662	\$1.18	\$780	50%
1	1	G	37	0	662	\$1.36	\$900	60%
2	2	G	9	1	899	\$1.14	\$1,021	60%

*Adaptive Reuse

*DTS is based on drive time

31 Vida East

3.0 miles to site



Address: 1903 E Marshall St, Richmond, VA 23223
 Phone: (804) 669-3278 Contact: Riley/Genta
 Property Type: Market Rate, Income Restricted
 Target Population: Family
 Total Units: 178 Year Built: 2018
 Vacant Units: 2 *AR Year:
 Occupancy: 98.9% Yr Renovated:
 Turnover: Stories: 4,5 (w/Elev)
 Waitlist: None
 Rent Special: None

Ratings
 Quality: B+
 Neighborhood: B
 Access/Visibility: B/A

Notes: Market-rate (147 units); Income-restricted, not LIHTC (31 units); Opened 10/2018; Rents change daily

Features And Utilities

Utility Schedule Provided by: Richmond Redevelopment and Housing Authority
 Utility Type & Responsibility: Landlord pays Trash, Cable, Internet

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Controlled Access; W/D; Walk-In Closet; Window Treatments; Flooring (Carpet, Wood Laminate / Plank); Premium Countertops; Premium Cabinetry

Property Amenities: Community Room, Rooftop Lounge, Study Lounge, TV Lounge; Concierge Services (Package Receiving); Cafe / Coffee Bar; Elevator; On-Site Management; Dog Wash, Pet Stations; Recreation Areas (Fitness Center, Media Room / Theater, Picnic Table / Area, Outdoor Swimming Pool); Gated Community

Parking Type: Street Parking; Parking Garage

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
0	1	G	9	0	351 - 465	\$2.56 - \$2.06	\$899 - \$959	80%
0	1	G	17	0	351 - 465	\$2.41 - \$2.13	\$845 - \$989	Market
1	1	G	20	0	474 - 625	\$2.40 - \$2.01	\$1,139 - \$1,259	80%
1	1	G	85	2	481 - 629	\$2.20 - \$2.07	\$1,060 - \$1,300	Market
2	2	G	2	0	750 - 830	\$1.77 - \$1.70	\$1,325 - \$1,410	80%
2	2	G	45	0	750 - 830	\$1.67 - \$1.78	\$1,250 - \$1,480	Market

*Adaptive Reuse

*DTS is based on drive time

902 Daily Planet Safe Haven 8.8 miles to site



Address: 2864 Hull St., Richmond, VA 23220
 Phone: (804) 231-7137 Contact: Carolyn
 Property Type: Government Subsidized
 Target Population: Special Needs, Homeless
 Total Units: 21 Year Built: 2002
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 1
 Waitlist: None
 Rent Special: None

Ratings
 Quality: B+
 Neighborhood: C
 Access/Visibility: B+/B+

Notes: Designated to chronic homelessness & severe mental illness; Transitional housing up to one year; Must go through required programs; Funded through COC Grants & VA; Shared kitchen

Features And Utilities

Utility Schedule Provided by: Richmond Redevelopment and Housing Authority

Utility Type & Responsibility: Landlord pays Electric, Heat (Electric), Hot Water (Electric), Cooking (Electric), Water, Sewer, Trash, Cable, Internet

Unit Amenities: Central AC; Controlled Access; Window Treatments

Property Amenities: Community Kitchen, Community Room; Laundry Room; On-Site Management

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	21	0	150	Subsidized	Subsidized	Subsidized

*Adaptive Reuse

*DTS is based on drive time

904 FIND III 8.2 miles to site



Address: 2023 W Cary St, Richmond, VA 23220
 Phone: (804) 836-1062 Contact: Julie
 Property Type: Market Rate
 Target Population: Homeless
 Total Units: 4 Year Built: 1919 Ratings
 Vacant Units: 0 *AR Year: Quality: C
 Occupancy: 100.0% Yr Renovated: 2002 Neighborhood: C
 Turnover: Stories: 2 Access/Visibility: C/B
 Waitlist: None
 Rent Special: None

Notes: Designated at risk for homelessness or formerly homeless families

Features And Utilities

Utility Schedule Provided by: Richmond Redevelopment and Housing Authority
 Utility Type & Responsibility: Landlord pays Electric, Heat (Electric), Hot Water (Electric), Cooking (Electric), Water, Sewer, Trash

Unit Amenities: Dishwasher; Range; Refrigerator; Central AC; W/D; Window Treatments; Flooring (Hardwood)

Property Amenities:

Parking Type: Street Parking

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
3	1	G	4	0	1,091 - 1,103	\$0.89 - \$0.88	\$975	Market

*Adaptive Reuse

*DTS is based on drive time

906 Studios I 17.1 miles to site



Address: 5409 Hull Street Rd., Richmond, VA 23224
 Phone: (804) 291-1315 Contact: Marshez
 Property Type: Tax Credit, Government Subsidized
 Target Population: Homeless
 Total Units: 21 Year Built: 2011
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2 (w/Elev)
 Waitlist: None
 Rent Special: None

Ratings
 Quality: B
 Neighborhood: C
 Access/Visibility: B/B

Notes: Tax Credit; HUD Section 8; Designated at risk for homelessness or formerly homeless families



Features And Utilities

Utility Schedule Provided by: Richmond Redevelopment and Housing Authority

Utility Type & Responsibility: Landlord pays Electric, Heat (Electric), Hot Water (Electric), Cooking (Electric), Water, Sewer, Trash

Unit Amenities: Range; Refrigerator; AC Other; Controlled Access; Furnished; Window Treatments; Flooring (Vinyl)

Property Amenities: Business Center (Computer); Community Room, TV Lounge; Elevator; Laundry Room; On-Site Management; Recreation Areas (Picnic Table / Area); CCTV; Social Services (Social Services Coordinator)

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
0	1	G	21	0	360	Subsidized	Subsidized	Subsidized

*Adaptive Reuse

*DTS is based on drive time

907 Studios II 17.1 miles to site



Address: 5409 Hull Street Rd., Richmond, VA 23224
 Phone: (804) 291-1315 Contact: Marshez
 Property Type: Tax Credit, Government Subsidized
 Target Population: Homeless
 Total Units: 39 Year Built: 1972
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated: 1997
 Turnover: Stories: 2 (w/Elev)
 Waitlist: None
 Rent Special: None

Ratings
 Quality: B
 Neighborhood: C
 Access/Visibility: B/B

Notes: Tax Credit; HUD Section 8; Designated at risk for homelessness or formerly homeless families



Features And Utilities

Utility Schedule Provided by: Richmond Redevelopment and Housing Authority

Utility Type & Responsibility: Landlord pays Electric, Heat (Natural Gas), Hot Water (Natural Gas), Cooking (Electric), Water, Sewer, Trash

Unit Amenities: Range; Refrigerator; AC Other; Controlled Access; Furnished; Window Treatments; Flooring (Vinyl)

Property Amenities: Business Center (Computer); Community Room, TV Lounge; Elevator; Laundry Room; On-Site Management; Recreation Areas (Picnic Table / Area); CCTV; Social Services (Social Services Coordinator)

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
0	1	G	39	0	360	Subsidized	Subsidized	Subsidized

*Adaptive Reuse

*DTS is based on drive time

XII.

FIELD SURVEY OF CONVENTIONAL RENTALS

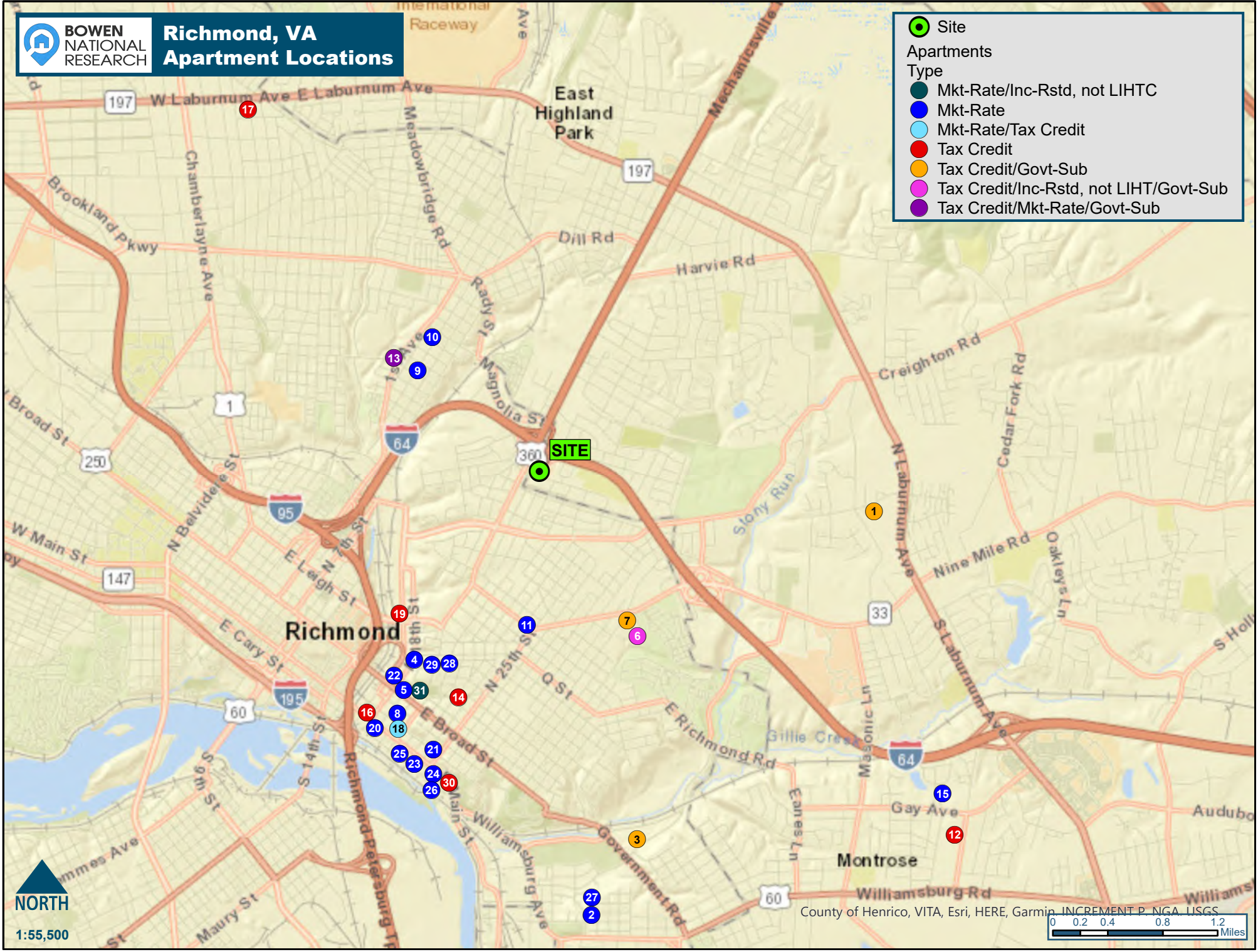


Richmond, VA Apartment Locations

● Site

Apartments Type

- Mkt-Rate/Inc-Rstd, not LIHTC
- Mkt-Rate
- Mkt-Rate/Tax Credit
- Tax Credit
- Tax Credit/Govt-Sub
- Tax Credit/Inc-Rstd, not LIHT/Govt-Sub
- Tax Credit/Mkt-Rate/Govt-Sub





1:55,500


Map ID	Property	Prop Type	Quality Rating	Year Built	Total Units	Vacant	Occ. Rate	Distance To Site*
1	Apartments at Kingsridge	TGS	B+	2018	72	0	100.0%	3.5
2	Artisan Hill	MRR	A	2018	213	8	96.2%	4.9
3	Ashley Oaks	TGS	B	1976	250	0	100.0%	3.7
4	Atrium Lofts at Cold Storage	MRR	B+	1917	328	10	97.0%	3.3
5	Cedar Broad	MRR	A	2010	204	12	94.1%	3.2
✓ 6	Church Hill North 1A	TIG	A	2020	60	0	100.0%	1.6
7	Church Hill North 2A	TGS	A	2020	70	0	100.0%	1.6
8	Edge at American Tobacco Center	MRR	B+	2018	156	5	96.8%	3.2
✓ 9	FIND II	MRR	C+	1920	4	0	100.0%	4.1
✓ 10	FIND IV	MRR	C	1920	4	0	100.0%	4.0
✓ 11	Flats at 25th	MRR	A	2019	42	0	100.0%	2.2
12	Glenns at Millers Lane	TAX	B	2000	144	0	100.0%	4.3
✓ 13	Highland Grove	TMG	B+	2013	128	0	100.0%	4.3
✓ 14	Jefferson Mews	TAX	B	1994	56	0	100.0%	2.7
✓ 15	Lakefield Mews	MRR	B-	1992	395	5	98.7%	4.3
✓ 16	Market Slip	TAX	B-	1860	30	0	100.0%	5.8
17	North Oak	TAX	B-	1963	141	0	100.0%	7.7
✓ 18	Old Stone Row at Shockoe Valley Heights	MRT	B+	2010	96	0	100.0%	3.2
19	Oliver	TAX	B+	1886	164	0	100.0%	3.2
20	Overview - City Side & Riverside	MRR	B+	2017	201	6	97.0%	3.4
✓ 21	Pohlig Box Factory	MRR	B	1953	65	0	100.0%	3.1
22	Raven Place	MRR	B+	1910	66	2	97.0%	3.2
23	River Lofts American Cigar	MRR	B+	1901	174	3	98.3%	3.2
24	River Lofts Cameron Kinney	MRR	B+	1886	259	10	96.1%	3.2
25	River Lofts Consolidated-Carolina	MRR	B+	1897	166	0	100.0%	3.2
26	River Lofts Lucky Strike	MRR	B+	1910	131	1	99.2%	3.4
27	Schoolhouse at Artisan Hill	MRR	A	1917	28	0	100.0%	5.0
28	Shockoe Valley View I	MRR	A	2014	151	26	82.8%	3.1
✓ 29	Shockoe Valley View II	MRR	A	2017	87	8	90.8%	3.1
✓ 30	Tobacco Landing	TAX	B	1994	62	1	98.4%	3.3
✓ 31	Vida East	MIN	B+	2018	178	2	98.9%	3.0
✓ 902	Daily Planet Safe Haven	GSS	B+	2002	21	0	100.0%	8.8
✓ 904	FIND III	MRR	C	1919	4	0	100.0%	8.2
✓ 906	Studios I	TGS	B	2011	21	0	100.0%	17.1
✓ 907	Studios II	TGS	B	1972	39	0	100.0%	17.1


*Drive distance in miles


✓ Comparable Property	(MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized	(TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized
◆ Senior Restricted	(TAX) Tax Credit	(INR) Income-Restricted (not LIHTC)
(MRR) Market-Rate	(TGS) Tax Credit & Government-Subsidized	(ING) Income-Restricted (not LIHTC) & Government-Subsidized
(MRT) Market-Rate & Tax Credit	(TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)	(GSS) Government-Subsidized
(MRG) Market-Rate & Government-Subsidized	(TIN) Tax Credit & Income-Restricted (not LIHTC)	(ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
(MIN) Market-Rate & Income-Restricted (not LIHTC)	(TMG) Tax Credit, Market-Rate & Government-Subsidized	


















1	Apartments at Kingsridge 390 Kingsridge Rd, Richmond, VA 23223	Contact: Ann Phone: (804) 362-0425
		<p>Total Units: 72 UC: 0 Occupancy: 100.0% Stories: 3 Year Built: 2018 BR: 2, 3 Vacant Units: 0 Waitlist: 82 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit (54 units); PBV & Tax Credit (18 units); Preleasing 6/2018, opened 10/2018, 100% occupied 12/2018</p>

2	Artisan Hill 1021 Carlisle Ave, Richmond, VA 23231	Contact: Upesh Phone: (804) 226-9555
		<p>Total Units: 213 UC: 0 Occupancy: 96.2% Stories: 5,6 w/Elevator Year Built: 2018 BR: 1, 2 Vacant Units: 8 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Preleasing 7/2018, 1st units opened 11/2018</p>


3	Ashley Oaks 1402 Jennie Scher Rd, Richmond, VA 23231	Contact: Allison Phone: (804) 222-8776
		<p>Total Units: 250 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1976 BR: 1, 2, 3, 4 Vacant Units: 0 Waitlist: 24 mos AR Year: Target Population: Family Yr Renovated: 2009 Rent Special: None Notes: Tax Credit & HUD Section 8</p>

4	Atrium Lofts at Cold Storage 500 N. 18th St., Richmond, VA 23219	Contact: Kelly Phone: (804) 977-3883
		<p>Total Units: 328 UC: 0 Occupancy: 97.0% Stories: 1,4,5 w/Elevator Year Built: 1917 BR: 0, 1, 2 Vacant Units: 10 Waitlist: None AR Year: Target Population: Family Yr Renovated: 2011 Rent Special: None Notes: Rent range based on floorplan & view; Rents change daily</p>

5	Cedar Broad 1820 E Broad St, Richmond, VA 23223	Contact: Carmen Phone: (804) 977-4870
		<p>Total Units: 204 UC: 0 Occupancy: 94.1% Stories: 4,5 w/Elevator Year Built: 2010 BR: 1, 2, 3 Vacant Units: 12 Waitlist: Yes AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Rents change daily</p>


<ul style="list-style-type: none">  Comparable Property  Senior Restricted  (MRR) Market-Rate  (MRT) Market-Rate & Tax Credit  (MRG) Market-Rate & Government-Subsidized  (MIN) Market-Rate & Income-Restricted (not LIHTC) 	<ul style="list-style-type: none">  (MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized  (TAX) Tax Credit  (TGS) Tax Credit & Government-Subsidized  (TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)  (TIN) Tax Credit & Income-Restricted (not LIHTC)  (TMG) Tax Credit, Market-Rate & Government-Subsidized 	<ul style="list-style-type: none">  (TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized  (INR) Income-Restricted (not LIHTC)  (ING) Income-Restricted (not LIHTC) & Government-Subsidized  (GSS) Government-Subsidized  (ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
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6 Church Hill North 1A Contact: Tara
 1665 N 31st St, Richmond, VA 23223 Phone: (757) 955-8142




Total Units: 60 UC: 0 Occupancy: 100.0% Stories: 1,2,3 Year Built: 2020
 BR: 1, 2, 3 Vacant Units: 0 Waitlist: Yes AR Year:
 Target Population: Family Yr Renovated:
 Rent Special: None
 Notes: Tax Credit (35 units); Income-restricted, not LIHTC (10 units); Public Housing & Tax Credit (15 units); Preleasing 8/2019, opened 1st units 1/2020, remaining units opened 3/2020

7 Church Hill North 2A Contact: Tara
 1611 N 31st St, Richmond, VA 23223 Phone: (757) 955-8142




Total Units: 70 UC: 0 Occupancy: 100.0% Stories: 1,2,3 Year Built: 2020
 BR: 1, 2, 3, 4 Vacant Units: 0 Waitlist: Yes AR Year:
 Target Population: Family Yr Renovated:
 Rent Special: None
 Notes: Tax Credit (53 units); HUD Section 8 & Tax Credit (17 units); Preleasing 6/2020, opened 8/2020, stabilized occupancy 2/2021

8 Edge at American Tobacco Center Contact: Adam
 1914 E Franklin St, Richmond, VA 23223 Phone: (804) 335-0801




Total Units: 156 UC: 0 Occupancy: 96.8% Stories: 5 w/Elevator Year Built: 2018
 BR: 1, 2 Vacant Units: 5 Waitlist: None AR Year:
 Target Population: Family Yr Renovated:
 Rent Special: 2-br one month rent free
 Notes: Opened 4/2018, stabilized occupancy 7/2019; Rent range based on floorplan, level & patio/balcony

9 FIND II Contact: Julie
 2203 3rd Ave, Richmond, VA 23222 Phone: (804) 836-1062




















Total Units: 4 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1920
 BR: 2, 3 Vacant Units: 0 Waitlist: None AR Year:
 Target Population: Homeless Yr Renovated: 2002
 Rent Special: None
 Notes: HOME Funds (4 units); Designated at risk for homelessness or formerly homeless families


10 FIND IV Contact: Julie
 2504 3rd Ave, Richmond, VA 23222 Phone: (804) 836-1062




Total Units: 4 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1920
 BR: 2, 3 Vacant Units: 0 Waitlist: None AR Year:
 Target Population: Homeless Yr Renovated: 2004
 Rent Special: None
 Notes: Designated at risk for homelessness or formerly homeless families

 Comparable Property	 (MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized	 (TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized
 Senior Restricted	 (TAX) Tax Credit	 (INR) Income-Restricted (not LIHTC)
 (MRR) Market-Rate	 (TGS) Tax Credit & Government-Subsidized	 (ING) Income-Restricted (not LIHTC) & Government-Subsidized
 (MRT) Market-Rate & Tax Credit	 (TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)	 (GSS) Government-Subsidized
 (MRG) Market-Rate & Government-Subsidized	 (TIN) Tax Credit & Income-Restricted (not LIHTC)	 (ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
 (MIN) Market-Rate & Income-Restricted (not LIHTC)	 (TMG) Tax Credit, Market-Rate & Government-Subsidized	




11	Flats at 25th 2400 Fairmont Ave, Richmond, VA 23223	Contact: Larissa Phone: (804) 533-8885
	Total Units: 42 UC: 0 Occupancy: 100.0% Stories: 4 w/Elevator Year Built: 2019 BR: 1, 2 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Preleasing 3/2019, opened 5/2019, stabilized occupancy 7/2019	





12	Glenns at Millers Lane 4700 Millers Ln, Richmond, VA 23231	Contact: Rhonda Phone: (804) 652-4602
	Total Units: 144 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 2000 BR: 2, 3 Vacant Units: 0 Waitlist: 15 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit	



13	Highland Grove 1132 Dove St, Richmond, VA 23222	Contact: Monique Phone: (804) 477-7504
	Total Units: 128 UC: 0 Occupancy: 100.0% Stories: 2,3 Year Built: 2013 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 37 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit (80 units); Market-rate (10 units); Public Housing & Tax Credit (38 units)	





14	Jefferson Mews 2301 Jefferson Ave, Richmond, VA 23223	Contact: Evelyn Phone: (804) 643-1956
	Total Units: 56 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1994 BR: 1, 2, 3 Vacant Units: 0 Waitlist: Yes AR Year: Target Population: Family Yr Renovated: 2014 Rent Special: None Notes: Tax Credit	

15	Lakefield Mews 4431 Lakefield Mews Dr, Richmond, VA 23231	Contact: Debbie Phone: (804) 222-7777
	Total Units: 395 UC: 0 Occupancy: 98.7% Stories: 2 Year Built: 1992 BR: 1, 2, 3 Vacant Units: 5 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:	


✔	Comparable Property	■	(MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized	■	(TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized
◆	Senior Restricted	■	(TAX) Tax Credit	■	(INR) Income-Restricted (not LIHTC)
■	(MRR) Market-Rate	■	(TGS) Tax Credit & Government-Subsidized	■	(ING) Income-Restricted (not LIHTC) & Government-Subsidized
■	(MRT) Market-Rate & Tax Credit	■	(TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)	■	(GSS) Government-Subsidized
■	(MRG) Market-Rate & Government-Subsidized	■	(TIN) Tax Credit & Income-Restricted (not LIHTC)	■	(ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
■	(MIN) Market-Rate & Income-Restricted (not LIHTC)	■	(TMG) Tax Credit, Market-Rate & Government-Subsidized		





16	Market Slip 2 S. 17th St., Richmond, VA 23219	Contact: Terri Phone: (804) 649-9900
	 <p>Total Units: 30 UC: 0 Occupancy: 100.0% Stories: 2,3 Year Built: 1860 BR: 1, 2 Vacant Units: 0 Waitlist: 2 HH AR Year: Target Population: Family Yr Renovated: 1994 Rent Special: None Notes: Tax Credit</p>	

17	North Oak 617 W Laburnum Ave, Richmond, VA 23222	Contact: Tiifany Phone: (804) 321-1155
	 <p>Total Units: 141 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1963 BR: 1, 2 Vacant Units: 0 Waitlist: 5 HH AR Year: Target Population: Family Yr Renovated: 2012 Rent Special: None Notes: Tax Credit</p>	




18	Old Stone Row at Shockoe Valley Heights 2005 E Franklin St, Richmond, VA 23223	Contact: Bob Phone: (804) 343-7368
	 <p>Total Units: 96 UC: 0 Occupancy: 100.0% Stories: 5 w/Elevator Year Built: 2010 BR: 1, 2 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Market-rate (74 units); Income restricted not LIHTC (22 units)</p>	


19	Oliver 908 Oliver Hill Way, Richmond, VA 23219	Contact: Anthony Phone: (804) 265-4007
	 <p>Total Units: 164 UC: 0 Occupancy: 100.0% Stories: 3,4 w/Elevator Year Built: 1886 BR: 1, 2 Vacant Units: 0 Waitlist: None AR Year: 2020 Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit; Preleasing 11/2019, 1st units opened 1/2020</p>	


20	Overview - City Side & Riverside 12 S 19th St, Richmond, VA 23223	Contact: Summer Phone: (804) 836-1836
	 <p>Total Units: 201 UC: 0 Occupancy: 97.0% Stories: 6,8 w/Elevator Year Built: 2017 BR: 1, 2 Vacant Units: 6 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Preleasing 6/2017, opened & 100% occupied 10/2017</p>	


<ul style="list-style-type: none"> Comparable Property Senior Restricted (MRR) Market-Rate (MRT) Market-Rate & Tax Credit (MRG) Market-Rate & Government-Subsidized (MIN) Market-Rate & Income-Restricted (not LIHTC) 	<ul style="list-style-type: none"> (MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized (TAX) Tax Credit (TGS) Tax Credit & Government-Subsidized (TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC) (TIN) Tax Credit & Income-Restricted (not LIHTC) (TMG) Tax Credit, Market-Rate & Government-Subsidized 	<ul style="list-style-type: none"> (TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized (INR) Income-Restricted (not LIHTC) (ING) Income-Restricted (not LIHTC) & Government-Subsidized (GSS) Government-Subsidized (ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
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21	Pohlig Box Factory 2419 E. Franklin St., Richmond, VA 23223	Contact: Matt				
		Phone: (804) 377-9194				
	Total Units: 65	UC: 0	Occupancy: 100.0%	Stories: 3, 4	w/Elevator	Year Built: 1953
	BR: 0, 1, 2, 4		Vacant Units: 0	Waitlist: None		AR Year:
	Target Population: Family					Yr Renovated: 2004
	Rent Special: None					
	Notes: Rent range based on view, floorplan & floor level					


22	Raven Place 1710 E. Broad St., Richmond, VA 23223	Contact: Christina				
		Phone: (804) 648-3690				
	Total Units: 66	UC: 0	Occupancy: 97.0%	Stories: 4	w/Elevator	Year Built: 1910
	BR: 1, 2		Vacant Units: 2	Waitlist: None		AR Year: 2008
	Target Population: Family					Yr Renovated:
	Rent Special: None					
	Notes: Rent range based on floorplan, floor level & unit location					


23	River Lofts American Cigar 2300 E. Cary St., Richmond, VA 23223	Contact: Jackie				
		Phone: (804) 649-1850				
	Total Units: 174	UC: 0	Occupancy: 98.3%	Stories: 5,6	w/Elevator	Year Built: 1901
	BR: 1, 2, 3		Vacant Units: 3	Waitlist: None		AR Year:
	Target Population: Family					Yr Renovated: 2005
	Rent Special: None					
	Notes: Rent range based on amenities, floor level & unit location					


24	River Lofts Cameron Kinney 2400 & 2500 E. Cary St., Richmond, VA 23223	Contact: Jackie				
		Phone: (804) 649-1850				
	Total Units: 259	UC: 0	Occupancy: 96.1%	Stories: 4,5,6	w/Elevator	Year Built: 1886
	BR: 1, 2, 3		Vacant Units: 10	Waitlist: None		AR Year:
	Target Population: Family					Yr Renovated: 1991
	Rent Special: None					
	Notes: Rent range based on amenities, floor level & unit location					

25	River Lofts Consolidated-Carolina 2200 & 2222 E. Cary St., Richmond, VA 23223	Contact: Jackie				
		Phone: (804) 649-1850				
	Total Units: 166	UC: 0	Occupancy: 100.0%	Stories: 3,6	w/Elevator	Year Built: 1897
	BR: 1, 2		Vacant Units: 0	Waitlist: None		AR Year:
	Target Population: Family					Yr Renovated: 2006
	Rent Special: None					
	Notes: Rent range based on amenities, floor level & unit location					


Comparable Property	(MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized	(TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized
Senior Restricted	(TAX) Tax Credit	(INR) Income-Restricted (not LIHTC)
(MRR) Market-Rate	(TGS) Tax Credit & Government-Subsidized	(ING) Income-Restricted (not LIHTC) & Government-Subsidized
(MRT) Market-Rate & Tax Credit	(TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)	(GSS) Government-Subsidized
(MRG) Market-Rate & Government-Subsidized	(TIN) Tax Credit & Income-Restricted (not LIHTC)	(ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
(MIN) Market-Rate & Income-Restricted (not LIHTC)	(TMG) Tax Credit, Market-Rate & Government-Subsidized	

26	River Lofts Lucky Strike 2600 E. Cary St., Richmond, VA 23223	Contact: Jackie Phone: (804) 649-1850
	 <p>Total Units: 131 UC: 0 Occupancy: 99.2% Stories: 2,6 w/Elevator Year Built: 1910 BR: 1, 2 Vacant Units: 1 Waitlist: None AR Year: Target Population: Family Yr Renovated: 2009 Rent Special: None Notes: Rent range based on amenities, floor level & unit location</p>	


27	Schoolhouse at Artisan Hill 1000 Carlisle Ave, Richmond, VA 23231	Contact: Upesh Phone: (804) 226-9555
	 <p>Total Units: 28 UC: 2 Occupancy: 100.0% Stories: 2.5 Year Built: 1917 BR: 0, 1, 2, 3 Vacant Units: 0 Waitlist: 0-br; 3 HH AR Year: 2020 Target Population: Family Yr Renovated: Rent Special: None Notes: Two additional units UC as of January 2021, ECD 2021</p>	

28	Shockoe Valley View I 1904 Cedar St, Richmond, VA 23223	Contact: Cameron Phone: (804) 977-0787
	 <p>Total Units: 151 UC: 0 Occupancy: 82.8% Stories: 4 w/Elevator Year Built: 2014 BR: 1, 2 Vacant Units: 26 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Rent range based on floor level & view</p>	




29	Shockoe Valley View II 1904 Cedar St, Richmond, VA 23223	Contact: Camerom Phone: (804) 977-0787
	 <p>Total Units: 87 UC: 0 Occupancy: 90.8% Stories: 3,4 w/Elevator Year Built: 2017 BR: 1, 2, 3 Vacant Units: 8 Waitlist: Yes AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Rent range based on floor level & view</p>	




30	Tobacco Landing 2701 E Main St, Richmond, VA 23223	Contact: Terri Phone: (804) 649-9900
	 <p>Total Units: 62 UC: 0 Occupancy: 98.4% Stories: 5 w/Elevator Year Built: 1994 BR: 1, 2 Vacant Units: 1 Waitlist: Yes AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit</p>	

Comparable Property	(MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized	(TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized
Senior Restricted	(TAX) Tax Credit	(INR) Income-Restricted (not LIHTC)
(MRR) Market-Rate	(TGS) Tax Credit & Government-Subsidized	(ING) Income-Restricted (not LIHTC) & Government-Subsidized
(MRT) Market-Rate & Tax Credit	(TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)	(GSS) Government-Subsidized
(MRG) Market-Rate & Government-Subsidized	(TIN) Tax Credit & Income-Restricted (not LIHTC)	(ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
(MIN) Market-Rate & Income-Restricted (not LIHTC)	(TMG) Tax Credit, Market-Rate & Government-Subsidized	




31	Vida East 1903 E Marshall St, Richmond, VA 23223	Contact: Riley/Genta Phone: (804) 669-3278
	Total Units: 178 UC: 0 Occupancy: 98.9% Stories: 4,5 w/Elevator Year Built: 2018 BR: 0, 1, 2 Vacant Units: 2 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Market-rate (147 units); Income-restricted, not LIHTC (31 units); Opened 10/2018; Rents change daily	




902	Daily Planet Safe Haven 2864 Hull St., Richmond, VA 23220	Contact: Carolyn Phone: (804) 231-7137
	Total Units: 21 UC: 0 Occupancy: 100.0% Stories: 1 Year Built: 2002 BR: 1 Vacant Units: 0 Waitlist: None AR Year: Target Population: Special Needs, Homeless Yr Renovated: Rent Special: None Notes: Designated to chronic homelessness & severe mental illness; Transitional housing up to one year; Must go through required programs; Funded through COC Grants & VA; Shared kitchen	




904	FIND III 2023 W Cary St, Richmond, VA 23220	Contact: Julie Phone: (804) 836-1062
	Total Units: 4 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1919 BR: 3 Vacant Units: 0 Waitlist: None AR Year: Target Population: Homeless Yr Renovated: 2002 Rent Special: None Notes: Designated at risk for homelessness or formerly homeless families	



906	Studios I 5409 Hull Street Rd., Richmond, VA 23224	Contact: Marshez Phone: (804) 291-1315
	Total Units: 21 UC: 0 Occupancy: 100.0% Stories: 2 w/Elevator Year Built: 2011 BR: 0 Vacant Units: 0 Waitlist: None AR Year: Target Population: Homeless Yr Renovated: Rent Special: None Notes: Tax Credit; HUD Section 8; Designated at risk for homelessness or formerly homeless families	



907	Studios II 5409 Hull Street Rd., Richmond, VA 23224	Contact: Marshez Phone: (804) 291-1315
	Total Units: 39 UC: 0 Occupancy: 100.0% Stories: 2 w/Elevator Year Built: 1972 BR: 0 Vacant Units: 0 Waitlist: None AR Year: Target Population: Homeless Yr Renovated: 1997 Rent Special: None Notes: Tax Credit; HUD Section 8; Designated at risk for homelessness or formerly homeless families	

Comparable Property	(MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized	(TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized
Senior Restricted	(TAX) Tax Credit	(INR) Income-Restricted (not LIHTC)
(MRR) Market-Rate	(TGS) Tax Credit & Government-Subsidized	(ING) Income-Restricted (not LIHTC) & Government-Subsidized
(MRT) Market-Rate & Tax Credit	(TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)	(GSS) Government-Subsidized
(MRG) Market-Rate & Government-Subsidized	(TIN) Tax Credit & Income-Restricted (not LIHTC)	(ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
(MIN) Market-Rate & Income-Restricted (not LIHTC)	(TMG) Tax Credit, Market-Rate & Government-Subsidized	

Source: Richmond Redevelopment and Housing Authority
Effective: 08/2020

Monthly Dollar Allowances

		Garden						Townhome					
		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR	0 BR	1 BR	2 BR	3 BR	4 BR	5 BR
Heating	Natural Gas	18	21	23	26	29	32	18	21	23	26	29	32
	+Base Charge	16	16	16	16	16	16	16	16	16	16	16	16
	Bottled Gas	52	61	70	79	87	96	52	61	70	79	87	96
	Electric	14	16	21	25	28	31	14	16	21	25	28	31
	Heat Pump	12	14	17	18	19	20	12	14	17	18	19	20
	Oil	43	51	58	65	73	80	43	51	58	65	73	80
Cooking	Natural Gas	3	3	5	6	8	10	3	3	5	6	8	10
	Bottled Gas	8	9	14	18	22	26	8	9	14	18	22	26
	Electric	5	5	8	10	13	15	5	5	8	10	13	15
Other Electric	17	21	29	37	45	53	17	21	29	37	45	53	
+Base Charge	7	7	7	7	7	7	7	7	7	7	7	7	
Air Conditioning	7	8	11	15	18	22	7	8	11	15	18	22	
Water Heating	Natural Gas	7	8	11	15	18	21	7	8	11	15	18	21
	Bottled Gas	18	21	31	41	50	60	18	21	31	41	50	60
	Electric	11	13	17	21	24	27	11	13	17	21	24	27
	Oil	15	18	26	34	42	50	15	18	26	34	42	50
Water	25	26	38	57	75	94	25	26	38	57	75	94	
Sewer	34	36	51	73	94	116	34	36	51	73	94	116	
Trash Collection	20	20	20	20	20	20	20	20	20	20	20	20	
Internet*	20	20	20	20	20	20	20	20	20	20	20	20	
Cable*	20	20	20	20	20	20	20	20	20	20	20	20	
Alarm Monitoring*	0	0	0	0	0	0	0	0	0	0	0	0	

* Estimated- not from source

XIII. Qualifications

The Company

Bowen National Research employs an expert staff to ensure that each market study is of the utmost quality. Each staff member has hands-on experience evaluating sites and comparable properties, analyzing market characteristics and trends, and providing realistic recommendations and conclusions. The Bowen National Research staff has the expertise to provide the answers for your development.

Company Leadership

Patrick Bowen is the President of Bowen National Research. He has prepared and supervised thousands of market feasibility studies for all types of real estate products, including affordable family and senior housing, multifamily market-rate housing and student housing, since 1996. He has also prepared various studies for submittal as part of HUD 221(d)(3) & (4), HUD 202 developments and applications for housing for Native Americans. He has also conducted studies and provided advice to city, county and state development entities as it relates to residential development, including affordable and market rate housing, for both rental and for-sale housing. Mr. Bowen has worked closely with many state and federal housing agencies to assist them with their market study guidelines. Mr. Bowen has his bachelor's degree in legal administration (with emphasis on business and law) from the University of West Florida.

Desireé Johnson is the Director of Operations for Bowen National Research. Ms. Johnson is responsible for all client relations, the procurement of work contracts, and the overall supervision and day-to-day operations of the company. She has been involved in the real estate market research industry since 2006. Ms. Johnson has an Associate of Applied Science in Office Administration from Columbus State Community College.

Market Analysts

Craig Rupert, Market Analyst, has conducted more than 1,000 market feasibility studies throughout the United States since 2010, within both urban and rural markets as well as on various tribal reservations. Mr. Rupert has prepared market studies for numerous types of housing including market-rate, Tax Credit, and various government-subsidized rental product, for-sale product, senior living (assisted living, nursing care, etc.), as well as market studies for retail/commercial space. Market studies prepared by Mr. Rupert have been used for submittal as part of state finance agency Tax Credit and HUD 221 (d)(4) applications, as well as various other financing applications submitted to local, regional, and national-level lenders/financial institutions. Mr. Rupert has a bachelor's degree in Hospitality Management from Youngstown State University.

Jack Wiseman, Market Analyst, has conducted extensive market research in over 200 markets throughout the United States since 2007. He provides thorough evaluation of site attributes, area competitors, market trends, economic characteristics and a wide range of issues impacting the viability of real estate development. He has evaluated market conditions for a variety of real estate alternatives, including affordable and market-rate apartments, retail and office establishments, student housing, and a variety of senior residential alternatives. Mr. Wiseman has a Bachelor of Arts degree in Economics from Miami University.

Jeff Peters, Market Analyst, has conducted on-site inspection and analysis for rental properties throughout the country since 2014. He is familiar with multiple types of rental housing programs, the day-to-day interaction with property managers and leasing agents and the collection of pertinent property details. Mr. Peters graduated from The Ohio State University with a Bachelor of Arts in Economics.

Christopher T. Bunch, Market Analyst has over ten years of professional experience in real estate, including five years of experience in the real estate market research field. Mr. Bunch is responsible for preparing market feasibility studies for a variety of clients. Mr. Bunch earned a bachelor's degree in Geography with a concentration in Urban and Regional Planning from Ohio University in Athens, Ohio.

Lisa Goff, Market Analyst, has conducted site-specific analyses in both rural and urban markets throughout the country. She is also experienced in the day-to-day operation and financing of Low-Income Housing Tax Credit and subsidized properties, which gives her a unique understanding of the impact of housing development on current market conditions.

Ambrose Lester, Market Analyst, has conducted detailed research and analysis on a variety of residential alternatives, including rental and for-sale housing. She has conducted on-site research of buildable sites, surveyed existing rental and for-sale housing and conducted numerous stakeholder interviews. She has also conducted research on unique housing issues such as accessory dwelling units, government policy and programs and numerous special needs populations. Ms. Lester has a degree in Economics from Franciscan University of Steubenville.

Sidney McCrary, Market Analyst, is experienced in the on-site analysis of residential and commercial properties. He has the ability to analyze a site's location in relation to community services, competitive properties and the ease of access and visibility. Mr. McCrary has a Bachelor of Science in Business Administration from Ohio Dominican University.

Gregory Piduch, Market Analyst, has conducted site-specific analyses in both metro and rural areas throughout the country. He is familiar with multiple types of rental housing programs, the day-to-day interaction with property managers and leasing agents and the collection of pertinent property details. Mr. Piduch holds a Bachelor of Arts in Communication and Rhetoric from the University of Albany, State University of New York and a Master of Professional Studies in Sports Industry Management from Georgetown University.

Ron Pompey, Market Analyst, has surveyed both urban and rural markets throughout the country. He is trained to understand the nuances of various rental housing programs and their construction and is experienced in the collection of rental housing data from leasing agents, property managers, and other housing experts within the market. Mr. Pompey has a Bachelor of Science in Electrical Engineering from the University of Florida.

Nathan Stelts, Market Analyst, is experienced in the assessment of housing operating under various programs throughout the country, as well as other development alternatives. He is also experienced in evaluating projects in the development pipeline and economic trends. Mr. Stelts has a Bachelor of Science in Business Administration from Bowling Green State University.

Jonathan Kabat, Market Analyst, has surveyed both urban and rural markets throughout the country. He is trained to understand the nuances of various rental housing programs and their construction and is experienced in the collection of rental housing data from leasing agents, property managers, and other housing experts within the market. Mr. Kabat graduated from The Ohio State University with a Bachelor of Art in History and a minor in Geography.

Research Staff

Bowen National Research employs a staff of in-house researchers who are experienced in the surveying and evaluation of all rental and for-sale housing types, as well as in conducting interviews and surveys with city officials, economic development offices, chambers of commerce, housing authorities and residents.

June Davis, Office Manager of Bowen National Research, has been in the market feasibility research industry since 1988. Ms. Davis has overseen production on over 20,000 market studies for projects throughout the United States.

Stephanie Viren is the Research and Travel Coordinator at Bowen National Research. Ms. Viren focuses on collecting detailed data concerning housing conditions in various markets throughout the United States. Ms. Viren has extensive interviewing skills and experience and also possesses the expertise necessary to conduct surveys of diverse pools of respondents regarding population and housing trends, housing marketability, economic development and other socioeconomic issues relative to the housing industry. Ms. Viren's professional specialty is condominium and senior housing research. Ms. Viren earned a Bachelor of Arts in Business Administration from Heidelberg University.

Kelly Wiseman, Research Specialist Director, has significant experience in the evaluation and surveying of housing projects operating under a variety of programs. In addition, she has conducted numerous interviews with experts throughout the country, including economic development, planning, housing authorities and other stakeholders.

Addendum A – Member Certification & Checklist

This market study has been prepared by Bowen National Research, 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 for Housing Projects*, and *Model Content Standards for the Content of Market Studies for Housing Projects*. 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.

Bowen National Research is duly qualified and experienced in providing market analysis for 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. Bowen National Research is an independent market analyst. No principal or employee of Bowen National Research has any financial interest whatsoever in the development for which this analysis has been undertaken.



Patrick M. Bowen

President

patrickb@bowennational.com

Date: February 2, 2021



Craig Rupert

Market Analyst

craigr@bowennational.com

Date: February 2, 2021

Note: Information on the National Council of Housing Market Analysts may be obtained by calling 202-939-1750, or by visiting <http://www.housingonline.com>.

ADDENDUM-MARKET STUDY INDEX

A. INTRODUCTION

Members of the National Council of Housing Market Analysts provide a checklist referencing all components of their market study. This checklist is intended to assist readers on the location content of issues relevant to the evaluation and analysis of market studies.

B. DESCRIPTION AND PROCEDURE FOR COMPLETING

The following components have been addressed in this market study. The section number of each component is noted below. Each component is fully discussed in that section. In cases where the item is not relevant, the author has indicated 'N/A' or not applicable. Where a conflict with or variation from client standards or client requirements exists, the author has indicated a 'VAR' (variation) with a comment explaining the conflict.

C. CHECKLIST

		Section (s)
Executive Summary		
1.	Executive Summary	II
Project Description		
2.	Proposed number of bedrooms and baths proposed, income limitations, proposed rents and utility allowances	III
3.	Utilities (and utility sources) included in rent	III
4.	Project design description	III
5.	Unit and project amenities; parking	III
6.	Public programs included	III
7.	Target population description	III
8.	Date of construction/preliminary completion	III
9.	If rehabilitation, existing unit breakdown and rents	III
10.	Reference to review/status of project plans	III
Location and Market Area		
11.	Market area/secondary market area description	IV
12.	Concise description of the site and adjacent parcels	IV
13.	Description of site characteristics	IV
14.	Site photos/maps	X
15.	Map of community services	IV
16.	Visibility and accessibility evaluation	IV
17.	Crime Information	IV

CHECKLIST (Continued)

		Section (s)
Employment and Economy		
18.	Employment by industry	IV
19.	Historical unemployment rate	IV
20.	Area major employers	IV
21.	Five-year employment growth	IV
22.	Typical wages by occupation	IV
23.	Discussion of commuting patterns of area workers	IV
Demographic Characteristics		
24.	Population and household estimates and projections	IV
25.	Area building permits	V
26.	Distribution of income	IV
27.	Households by tenure	IV
Competitive Environment		
28.	Comparable property profiles	XI
29.	Map of comparable properties	X
30.	Comparable property photographs	XI
31.	Existing rental housing evaluation	V
32.	Comparable property discussion	V
33.	Area vacancy rates, including rates for Tax Credit and government-subsidized	V
34.	Comparison of subject property to comparable properties	V
35.	Availability of Housing Choice Vouchers	V
36.	Identification of waiting lists	V & XII
37.	Description of overall rental market including share of market-rate and affordable properties	V
38.	List of existing LIHTC properties	V
39.	Discussion of future changes in housing stock	V
40.	Discussion of availability and cost of other affordable housing options including homeownership	V
41.	Tax Credit and other planned or under construction rental communities in market area	V
Analysis/Conclusions		
42.	Calculation and analysis of Capture Rate	VII
43.	Calculation and analysis of Penetration Rate	VII
44.	Evaluation of proposed rent levels	V & VI
45.	Derivation of Achievable Market Rent and Market Advantage	VI
46.	Derivation of Achievable Restricted Rent	N/A
47.	Precise statement of key conclusions	II
48.	Market strengths and weaknesses impacting project	II
49.	Recommendations and/or modification to project discussion	II
50.	Discussion of subject property's impact on existing housing	V
51.	Absorption projection with issues impacting performance	II
52.	Discussion of risks or other mitigating circumstances impacting project projection	II
53.	Interviews with area housing stakeholders	V

CHECKLIST (Continued)

Other Requirements		Section (s)
54.	Preparation date of report	Title Page
55.	Date of Field Work	Certification
56.	Certifications	Certification
57.	Statement of qualifications	XIII
58.	Sources of data not otherwise identified	I
59.	Utility allowance schedule	XII