



**BOWEN
NATIONAL
RESEARCH**

Market Feasibility Analysis

Townhomes at Warwick Place III
5300 Warwick Road
Richmond, Virginia 23224

Prepared For

Mr. Barrett Franklin
New Warwick Townhomes 3
207 Potter Lane
Yorktown, Virginia 23693

Authorized User

Virginia Housing
601 South Belvidere Street
Richmond, Virginia 23220

Effective Date

January 20, 2021

Job Reference Number

20-624 JW

Market Study Certification

NCHMA Certification

This certifies that Christopher Bunch, 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 January 20, 2021.

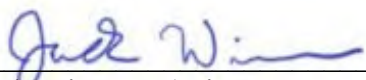
Bowen National Research is a disinterested third party without any current or future financial interest in the project under consideration. We have received a fee for the preparation of the market study. However, no contingency fees exist between our firm and the client.

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:

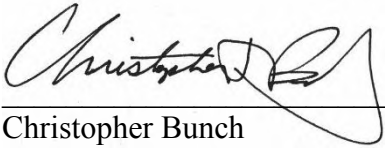


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I. Introduction

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 Mr. Barrett Franklin of New Warwick Townhomes 3 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 proposed site is identified. The Site PMA is generally described as the smallest geographic area expected to generate most of the support for the proposed 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.
-
- 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 proposed development. An in-depth evaluation of those two property types provides an indication of the potential of the proposed 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 proposed project opens 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 proposed 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 proposed subject development is determined. Using a Rent Comparability Grid, the features of the proposed 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 proposed 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 New Warwick Townhomes 3 or Bowen National Research is strictly prohibited.

II. Executive Summary

Based on the findings contained in this report, it is our opinion that a market exists for the development of the proposed Townhomes at Warwick Place III in Richmond, Virginia utilizing financing from the Low-Income Housing Tax Credit (LIHTC) program. The following points support this conclusion:

Project Description

Townhomes at Warwick Place III involves the new construction of 65 apartments at 5300, 5311, 5315 and 5323 Warwick Road in Richmond. The project will target family (general-occupancy) households earning up to 40%, 50% and 60% of Area Median Household Income (AMHI) under the LIHTC program. None of the units within the subject development will receive project-based rental assistance. The proposed project is expected to be complete by June 2023. Note that Townhomes at Warwick Place I was built in 2015 and includes 40 units, which are 97.5% occupied as the result of one vacant unit. Townhomes at Warwick Place II is currently under construction and will include 30 units, expected to be completed by spring 2021. Additional details of the subject project can be found in Section III - *Project Description* of this report.

Site Evaluation

The site consists of three contiguous parcels located west of the Warwick Road/Hull Street Road intersection in the southern portion of Richmond. The proposed entrance for the site is located at 5315 Warwick Road, approximately 0.2 miles northwest of Hull Street Road. The site is part of a primarily established mixed-use neighborhood containing residential and commercial land uses. Surrounding land uses include apartment buildings, single-family houses, a church, restaurants, laundromats, and a pharmacy. Note that the developed portion of the site will not be clearly visible from either Warwick Road or Hull Street Road, as the proposed site buildings will not front these roadways. A permanent sign at the proposed Warwick Road entrance, as well as marketing signage along both Warwick Road and Hull Street Road is recommended due to this lack of visibility. Proposed access along Warwick Road should be sufficient, as it is a four-lane residential street with moderate traffic. Community services are primarily based in the southern portion of Richmond within 5.0 miles of the site. Access to downtown Richmond is approximately 5.0 miles northeast of the site, leading to additional employment and educational opportunities. Overall, the proposed site project is expected to fit well with the surrounding residential and commercial land uses in its immediate neighborhood. Additional information regarding the subject site, surrounding land uses and the proximity of community services is included in Section IV - *Area Analysis*.

Primary Market Area (PMA)

The Richmond Site PMA consists of southern portions of Richmond. Specifically, the boundaries of the Site PMA include State Route 76 and the James River to the north; the James River to the east; the Richmond city limits to the south; and State Route 150 to the west. A justification of this market area and a map illustrating the boundaries of the Site PMA can be found in Section IV, beginning on page IV-10.

Demographic Trends

Overall, population and household growth within the Richmond Site PMA has been positive since 2000. These trends are projected to remain positive through 2026, increasing by 3,446 (4.2%) and 1,329 (4.0%), respectively, from 2021. Additionally, renter households in the market are projected to increase by 1,045 (5.1%), with larger renter household sizes (three-person or more) projected to increase by 169 (3.3%) during the same time period. The preceding trends will likely have a positive impact on the marketability of the proposed three-bedroom units at the subject project. Detailed demographic trends are included in Section IV, beginning on page IV-12.

Economic Trends

Based on data provided by the State of Virginia Department of Labor and the U.S. Department of Labor, the area was negatively impacted by the COVID-19 pandemic, which caused many local businesses to shut down in an attempt to mitigate the spread of the coronavirus. Between 2019 and November 2020, the Richmond employment base declined by 5,500 jobs, or 4.8%, and its unemployment rate increased by over five percentage points. Specifically, between March and April 2020, the unemployment rate within the city spiked by over ten percentage points; however, the city's unemployment rate has generally been trending downward since. Nonetheless, several of the businesses impacted include those within the Retail Trade and Accommodation & Food Services sectors, which account for over 13% of the market's labor force and provide lower wage paying positions. The subject site will provide a good quality affordable housing option in an economy where lower-wage employees are most vulnerable. Detailed economic trends are included in Section IV, beginning on page IV-17.

Overall Rental Housing Market Conditions

We identified and personally surveyed 45 conventional housing projects containing a total of 7,527 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 97.9%, a strong rate for rental housing. The surveyed rental developments broken out by project type are summarized in the table on the following page.

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-rate	15	4,286	134	96.9%
Market-rate/Tax Credit	2	565	17	97.0%
Tax Credit	18	1,827	5	99.7%
Tax Credit/Government-Subsidized	7	762	0	100.0%
Government-Subsidized	3	87	0	100.0%
Total	45	7,527	156	97.9%

As the preceding table illustrates, all rental housing segments surveyed within the market are performing well, as none have a combined occupancy rate lower than 96.9%. As such, it does not appear that there are any significant deficiencies within the Richmond rental housing market.

Competitive/Comparable Tax Credit Analysis

We identified and surveyed 20 family (general-occupancy) projects that offer non-subsidized LIHTC units within the Richmond Site PMA. Of these 20 properties, eight were selected as the most comparable to the proposed subject development based on age, building design, unit design and/or bedroom types offered. These properties target households with incomes up to 40%, 50% and/or 60% of AMHI; therefore, they are considered comparable properties. These eight LIHTC properties and the proposed subject development are summarized in the following table. 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	Townhomes at Warwick Place III	2023	65	-	-	-	Families; 40%, 50% & 60%
1	Townhomes at Warwick Place I	2015	40	97.5%	1.1 Miles	None	Families; 40%, 50%, & 60% AMHI
6	Alexander at 1090	2020	77*	100.0%	3.1 Miles	2 HH	Families; 40%, 50%, & 60% AMHI
10	Belle Summit	2014	50	100.0%	3.6 Miles	None	Families; 40% & 50% AMHI
13	City View Place	2012	32	100.0%	3.5 Miles	18 HH	Families; 40% & 50% AMHI
20	Hatcher Tobacco Flats	2015	152	100.0%	3.7 Miles	9 HH	Families; 40% & 50% AMHI
28	Morningside Apartment Homes	1964 / 1999	251*	100.0%	3.0 Miles	None	Families; 60% AMHI
35	South Gate	1965 / 2005	111	100.0%	2.0 Miles	12 HH	Families; 60% AMHI
45	Village South Townhomes	1947 / 2003	112	100.0%	2.2 Miles	12 HH	Families; 50% & 60% AMHI

OCC. – Occupancy

HH - Households

*Non-subsidized Tax Credit units only

The eight LIHTC projects have a combined occupancy rate of 99.9% (a result of only one vacant unit), a very strong rate for rental housing. In fact, seven of these developments are fully occupied, five of which maintain a waiting list, illustrating that pent-up demand exists for additional affordable rental housing within the market. The subject project will be able to accommodate a portion of this unmet demand.

Notably, the newest comparable LIHTC project surveyed in the market, Alexander at 1090 (Map ID 6), leased up at a rate of approximately 45 units per month, further demonstrating the high demand that exists for newer affordable rental housing within the market.

The gross rents for the most comparable LIHTC 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)		
		One-Br.	Two-Br.	Three-Br.
Site	Townhomes at Warwick Place III	-	-	\$879/40% (7) \$1,028/50% (26) \$1,178/60% (32)
1	Townhomes at Warwick Place I	-	-	\$867/40% (4/1) \$1,060/50% (20/0) \$1,244/60% (16/0)
6	Alexander at 1090	-	\$881/40% (2/0) \$1,073/50% (30/0) \$1,232/60% (13/0)	\$1,272/50% (16/0) \$1,420/60% (16/0)
10	Belle Summit	\$727/40% (1/0) \$867/50% (9/0)	\$874/40% (3/0) \$1,042/50% (27/0)	\$1,031/40% (1/0) \$1,213/50% (9/0)
13	City View Place	-	\$874/40% (3/0) \$1,106/50% (11/0)	\$918/40% (2/0) \$1,147/50% (16/0)
20	Hatcher Tobacco Flats	\$682/40% (15/0) \$849/50% (16/0)	\$1,038/50% (93/0)	\$1,226/50% (28/0)
28	Morningside Apartment Homes	-	\$967-\$1,072/60% (76/0) \$1,072-\$1,097/60% (132/0)	\$1,284/60% (43/0)
35	South Gate	\$811/60% (16/0)	\$896/60% (79/0)	\$1,192/60% (16/0)
45	Village South Townhomes	\$811/60% (36/0)	\$896/50% (52/0) \$956/60% (10/0)	\$1,192/60% (14/0)

The proposed subject gross rents, ranging from \$879 to \$1,178, will be some of the lowest LIHTC rents targeting similar income levels within the market. This will position the subject project at a competitive advantage.

Comparable Tax Credit Summary

Based on our analysis of the proposed rents, unit sizes (square footage), amenities, location, quality and occupancy rates of the existing LIHTC properties within the market, it is our opinion that the proposed subject development will be very marketable. In fact, the subject project will be the newest LIHTC rental community within the Richmond Site PMA, offering some of the lowest LIHTC rents targeting similar income levels and some of the largest unit sizes. Combined with the strong occupancy levels maintained at the most comparable LIHTC projects surveyed within the market, nearly all of which are fully occupied, the subject project will provide an affordable rental housing alternative that is in high demand. This has been considered in our absorption projections.

Perception of Value

Based on a HUD Rent Comparability Grid in Section VI, it was determined that the present-day achievable market rent for units similar to the proposed subject development is \$1,375 for a three-bedroom unit, which is illustrated as follows:

Bedroom Type	Proposed Collected Rent	% AMHI	Achievable Market Rent	Market Rent Advantage
Three-Br.	\$676	40%	\$1,375	50.8%
	\$825	50%		40.0%
	\$975	60%		29.1%

Typically, Tax Credit units should represent approximately a 10.0% market rent advantage. As such, the proposed subject Tax Credit rents will likely be perceived as substantial values within the market, as they represent market rent advantages ranging from 29.1% to 50.8%, depending upon targeted income level.

Capture Rate Estimates

The following is a summary of our demand calculations:

Demand Component	Percent of Median Household Income			
	40% AMHI (\$30,137-\$38,640)	50% AMHI (\$35,246-\$48,300)	60% AMHI (\$40,389-\$57,960)	Overall (\$30,137-\$57,960)
Net Demand	353	248	214	596
Proposed Units	7	26	37	65
Proposed Units / Net Demand	7 / 353	35 / 248	37 / 214	65 / 596
Capture Rate	= 2.0%	= 10.5%	= 17.3%	= 10.9%

Overall, the capture rates by income level are considered low, as they range from 2.0% to 17.3%. The overall capture rate of 10.9% is low and certainly achievable in the Richmond Site PMA, especially considering the high occupancy levels maintained at the competitive LIHTC projects and the fact that the subject project will offer some of the lowest LIHTC three-bedroom rents targeting similar income levels within the market.

Penetration Rate

The 2,855 existing and planned non-subsidized Tax Credit units 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 \$18,034 to \$57,960. Based on the Demographic Characteristics and Trends of household incomes for the Site PMA, there will be a projected 10,035 renter households with eligible incomes in 2023. The 2,855 existing and planned non-subsidized Tax Credit units, along with the 65 proposed subject units, represent a penetration rate of 29.1% of the 10,035 income-eligible renter households, which is summarized in the table on the following page.

	Market Penetration
Number of LIHTC Units (Planned and Existing)	2,920
Income-Eligible Renter Households – 2022	/ 10,035
Overall Market Penetration Rate	= 29.1%

It is our opinion that the 29.1% penetration rate for the LIHTC units, both existing and planned, is achievable. Based on the fact that the overall non-subsidized LIHTC market surveyed is operating at a 99.8% occupancy rate as a result of only five vacant units, of which many of these properties are 100.0% occupied and maintain a waiting list, we believe the 29.1% penetration rate is achievable.

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 proposed 65 LIHTC units at the subject site will reach a stabilized occupancy of 95% within approximately four months of opening. This absorption period is based on a conservative average monthly absorption rate of approximately 15 units per month.

These absorption projections assume a July 2023 opening date. An earlier/later opening date may have a slowing impact on the initial absorption of the subject project. Further, these absorption projections assume that the project will be built as outlined in this report. Changes to the project's rents, amenities, floor plans, location or other features may invalidate our findings. Finally, we assume the developer and/or management will aggressively market the project throughout the Site PMA a few months in advance of its opening and continue to monitor market conditions during the project's initial lease-up period. Note that Voucher support has also been considered in determining these absorption projections and that these absorption projections may vary depending upon the amount of Voucher support the subject development receives.

III. Project Description

Project Name:	Townhomes at Warwick Place III
Location:	5300, 5311, 5315 & 5323 Warwick Road, Richmond, Virginia 23224
Census Tract:	707.00
Target Market:	Family
Construction Type:	New Construction
Funding Source:	LIHTC

The subject project involves the new construction of the 65-unit Townhomes at Warwick Place III rental community at 5300, 5311, 5315 and 5323 Warwick Road in Richmond, Virginia. The project will target family (general-occupancy) households earning up to 40%, 50% and 60% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. None of the units within the subject development will receive project-based rental assistance. The proposed project is expected to be complete by June 2023. Note that Townhomes at Warwick Place I was built in 2015 and includes 40 units, which are 97.5% occupied as the result of one vacant unit. Townhomes at Warwick Place II is currently under construction and will include 30 units, expected to be completed by spring 2021. Additional details of the subject development are summarized as follows:

Proposed Unit Configuration									
Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Proposed Rents			Max. Allowable LIHTC Gross Rent
						Collected Rent	Utility Allowance	Gross Rent	
7	Three-Br.	2.0	Townhomes	1,400	40%	\$676	\$203	\$879	\$930
26	Three-Br.	2.0	Townhomes	1,320	50%	\$825	\$203	\$1,028	\$1,162
32	Three-Br.	2.0	Townhomes	1,333-1,400	60%	\$975	\$203	\$1,178	\$1,395
65	Total								

Source: New Warwick Townhomes 3
 AMHI – Area Median Household Income (Richmond, VA MSA; 2020)

Building/Site Information	
Residential Buildings:	14 two-story buildings
Building Style:	Townhomes
Community Space:	Stand-alone building
Acres:	5.8

Construction Timeline	
Original Year Built:	Not Applicable
Construction Start:	Early 2022
Begin Preleasing:	Unavailable
Construction End:	June 2023

Unit Amenities		
• Electric Range	• Microwave	• Carpet/Composite/Vinyl/Laminate
• Refrigerator w/Icemaker	• Washer/Dryer Hookups	• Window Blinds
• Garbage Disposal	• Central Air Conditioning	• Patio with Storage Closet
• Dishwasher	• Walk-In Closet	

Community Amenities		
• Computer Center	• Laundry Room	• On-Site Management
• Community Room	• Community Wide Wi-Fi	• Surface Parking Lot (135 Spaces)

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


FLOOR AND SITE PLAN REVIEW:

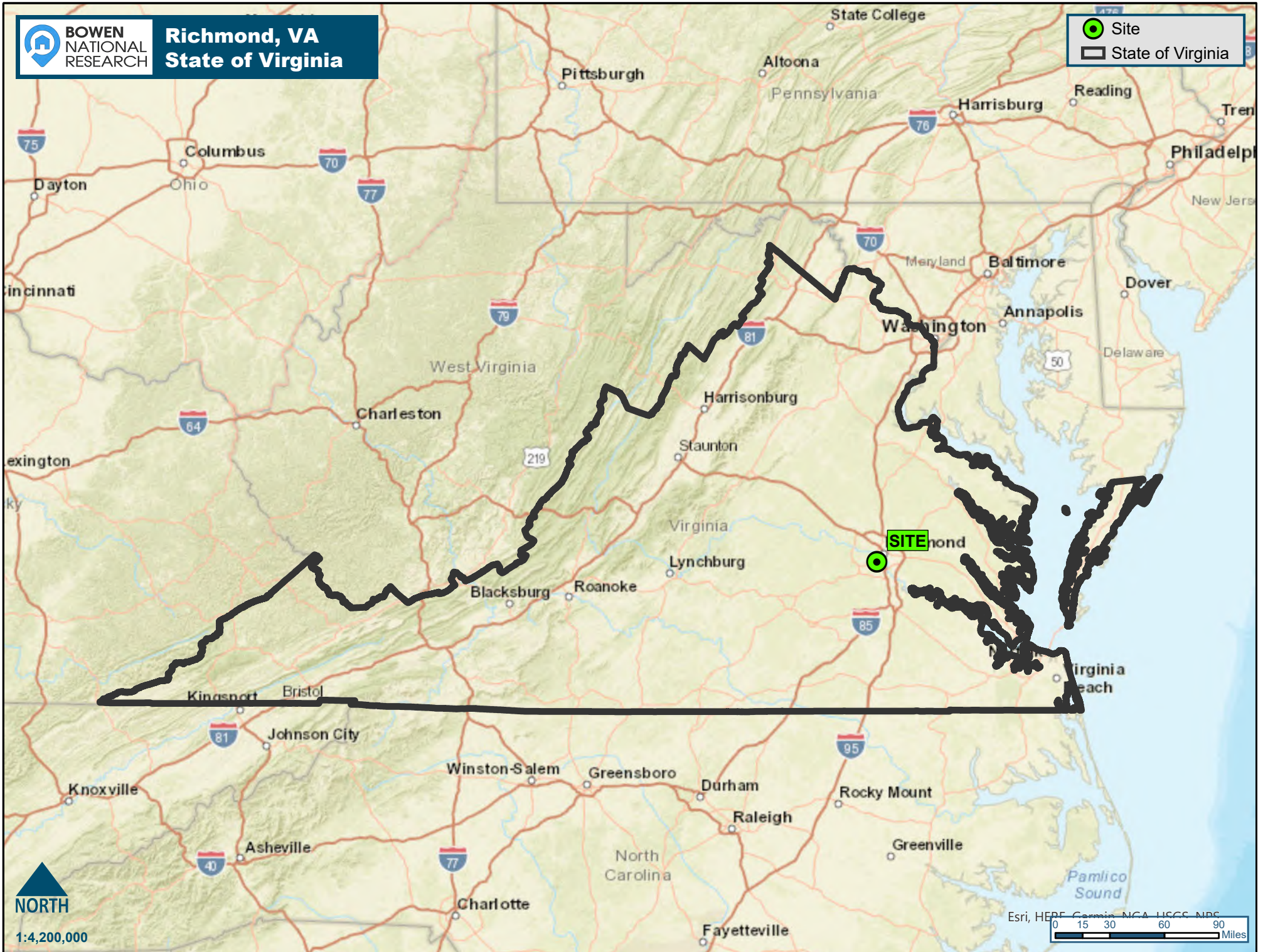
Floor and site plans for the proposed project were available for review. Based on our evaluation of information provided to our firm the proposed unit sizes are generous and will be among the largest sizes relative to the comparable LIHTC units within the market, based on square feet and number of bathrooms offered. Each unit will offer an open layout, with ample natural lighting provided in the living areas and bedrooms. The inclusion of a patio with each unit will be appealing, as it creates additional outdoor living space. The in-unit washer/dryer hookups, dishwasher and microwaves will appeal to the targeted population. The proposed amenities package will be generally similar to that offered at the comparable LIHTC projects within the market. The proposed development will not lack any amenities that would have an adverse impact on its marketability. Overall, we believe the subject project will be appropriately positioned within the market.

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

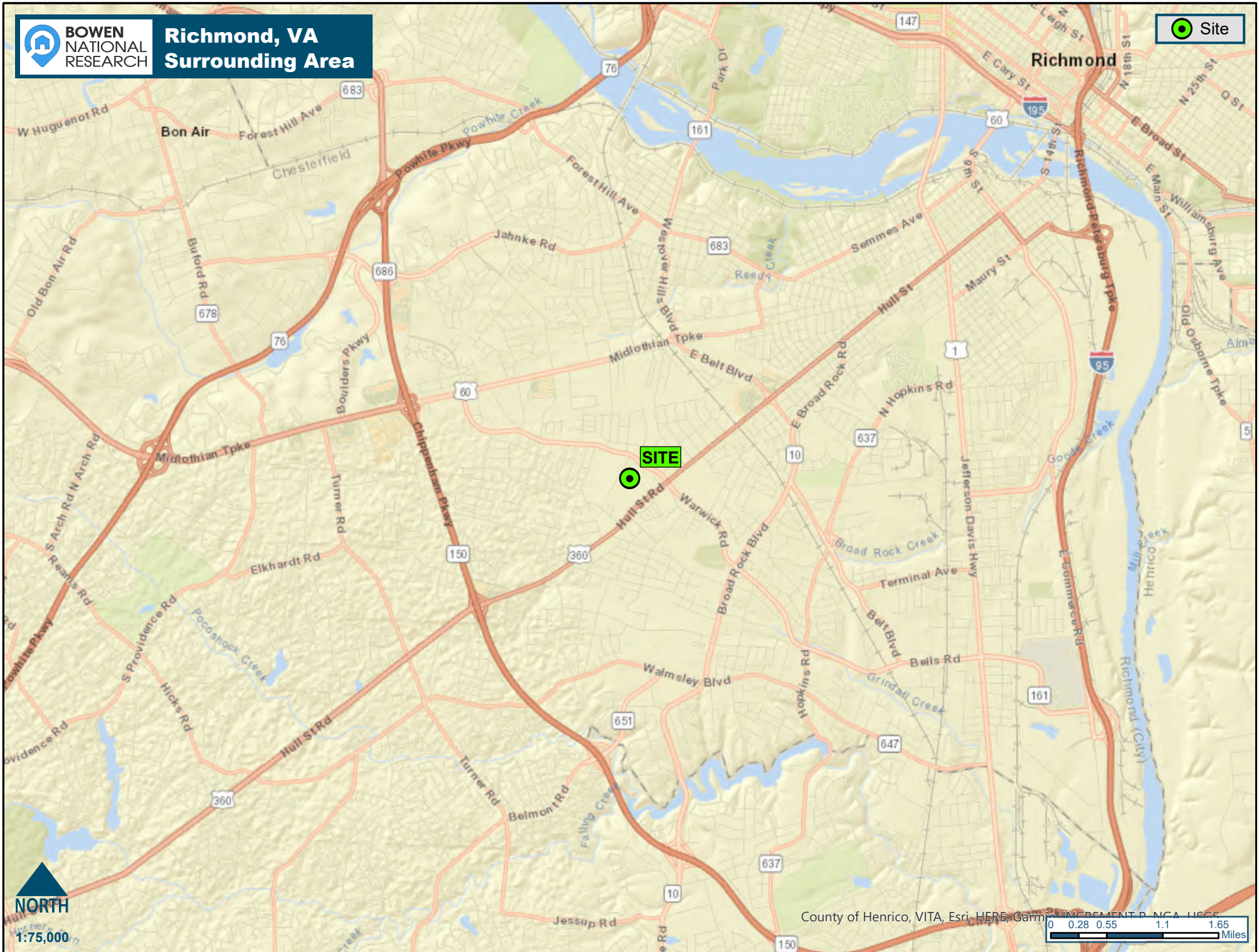


1:4,200,000

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



Richmond, VA Surrounding Area



NORTH
1:75,000

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



Richmond, VA Site Neighborhood

Legend

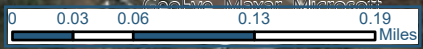
Site Area



Warwick Dr
Warwick Rd
Barlen Dr
Kingsway Rd
Cross Rd
Lorievile Ln
Jasonwood Ct
Ulswater Ave
Silverwood Dr
Swanson Rd
Chesterfield Dr
Linwood Ave
Worsham Way
Ruth Way
Janet Way
Virginia Way
Paul Way
Ashby Way
Christopher Way
Vivian Ct
Panworth Ln
Powell Rd
Old Warwick Rd
Felton Rd
Felton St
Felton Rd
Felton St
Ridgediff Dr
Circlewood Dr
Newirk Dr
Alberene Rd
Weatherford Rd
Woodstock Rd
Jarvis Rd
Rosemont Rd
Yorkshire Dr
Cree

NORTH

1:6,439



GeoEye, Maxar, Microsoft

IV. Area Analysis

A. SITE DESCRIPTION AND EVALUATION

1. LOCATION

The site consists of three contiguous parcels located west of the Warwick Road/Hull Street Road intersection in the southern portion of Richmond, Virginia. The proposed entrance for the site is located at 5315 Warwick Road. The site is located approximately 5.0 miles southwest of Richmond's Central Business District (CBD). The subject site visit and corresponding fieldwork were completed during the week of January 18, 2021.

2. SURROUNDING LAND USES

The site is located in a primarily established mixed-use neighborhood containing residential and commercial land uses. Surrounding land uses include apartment buildings, single-family houses, a church, restaurants, laundromats, and a pharmacy. Adjacent land uses are detailed as follows:

North -	Warwick Road, a four-lane divided residential street with moderate traffic, borders the site to the north. Single-family homes in satisfactory condition are located along both sides of Warwick Road. Single-family houses in the Woodhaven neighborhood extend farther north of the site.
East -	The Metropolitan African-American Baptist Church borders the site to the east. This property consists of several buildings and an adjacent surface parking lot that are in satisfactory condition. The Salvage Barn Shopping Center, accessible via Hull Street Road, also borders the site to the east. This plaza is in overall satisfactory condition with several vacant retail spaces. Warwick Road extends farther southeast of the site to the Hull Street Road (U.S. Highway 360) intersection. Several businesses are located at or near this intersection, including Walgreens Pharmacy, Fas Mart convenience store/Valero gas station, Dollar General, and two laundromats. Single-family houses and apartment buildings in good condition extend farther southeast of the site along Warwick Road.
South -	Meadow Creek (Map ID 26) borders the site to the southeast and is in satisfactory condition. Commercial buildings and an undeveloped parcel borders the site to the south. These commercial buildings and the undeveloped parcel each have frontage along Hull Street Road (U.S. Highway 360), a main commercial arterial in the immediate site neighborhood. Commercial businesses and a mobile home park extend south and southwest of the site along Hull Street Road.

West -	Single-family houses in satisfactory to good condition border the site to the west. These houses are located along Hodges Road, a dead-end street extending southwest. Wooded land and single-family houses in the Warwick neighborhood extend farther west of the site to Whitehead Road.
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The established residential land uses adjacent to the site (apartment buildings and single-family houses) are in satisfactory to good condition, which should help contribute to the marketability of the site. The site is also near several community services, including a gas station, convenience store, pharmacy, and laundromats. Overall, the subject property fits well with the surrounding land uses and they should contribute to its marketability. Photographs of the site can be found in Section X of this report.

3. VISIBILITY AND ACCESS

The site is located west of the Warwick Road/Hull Street Road intersection. Proposed access to the site is at 5315 Warwick Road, between two existing single-family houses. Based on a site plan provided by the developer, as well as City of Richmond GIS maps, it appears that the corridor designated as the site entrance may be part of an existing residential driveway for one of the existing single-family houses on Warwick Road. Traffic along Warwick Road, a four-lane divided residential street, is generally moderate. This moderate traffic should allow for convenient ingress/egress along Warwick Road. A traffic signal located at the Warwick Road/Hull Street Road intersection will also help regulate site ingress/egress. The south side of Warwick Road includes a sidewalk that extends southeast to Hull Street Road. The nearest bus stop operated by the Greater Richmond Transit Company (GRTC) is also accessible via this sidewalk.

Note that the developed portion of the site will not be clearly visible from either Warwick Road or Hull Street Road. Due to this lack of site visibility, marketing signage is recommended along both Warwick Street and Hull Street Road so that passing motorists are aware of the site project. In addition, permanent signage is recommended at the proposed Warwick Road entrance, so that prospective tenants will be able to identify the site location.

The site is also adjacent to the rear of commercial buildings along Hull Street Road. A site plan provided by the developer indicates that proposed residential buildings will not be constructed near these existing commercial buildings. Therefore, it does not appear that the site project will be impacted by close proximity to commercial buildings along Hull Street Road. Meadow Creek, located southeast of the site, is in satisfactory condition. The existing entrance to Meadow Creek is along Hull Street Road, so the site project will not be impacted by traffic within this apartment community.

The lack of visibility from both Warwick Road and Hull Street Road should not be a significant factor for lease-up and stabilized occupancy, provided that sufficient marketing and/or permanent signage is placed along both streets.

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 U.S. Highway 60 State Route 150	0.2 Southeast 1.5 Northwest 2.5 Northwest
Public Bus Stop	GRTC	0.1 East
Major Employers/ Employment Centers	McGuire VA Medical Center Virginia State Police UPS Freight VCU Health System Dominion Energy	1.7 East 3.0 West 3.8 Northeast 4.9 Northeast 5.0 Northeast
Convenience Store	Fas Mart Steve’s Food Mart	0.2 East 0.9 Southwest
Grocery	Tortilleria Azteca Mi Pais Mart Food Lion Super Fresh Save-A-Lot	0.4 Southeast 0.5 South 0.9 Southwest 1.3 Northeast 1.4 Northeast
Discount Department Store	Dollar General Family Dollar Roses	0.3 Southeast 0.9 Southwest 1.3 Northeast
Shopping Center/Mall	Southside Plaza Circle Plaza Shopping Center Chippenham Mall Stonebridge Shopping Center	1.3 Northeast 1.4 Northeast 2.0 Southwest 2.6 West
Schools: Elementary Middle/Junior High High	G.H. Reid Elementary River City Middle Huguenot High	1.8 Southwest 1.9 Southwest 7.5 Northwest
Hospital	VCU Health Hayes E. Willis Health Center Southside Health Center Chippenham Hospital VCU Medical Center – Main Hospital	1.3 Northeast 1.9 Northeast 3.0 Northwest 4.9 Northeast
Police	Richmond Police Department – Second Precinct	1.9 Northeast
Fire	Richmond Fire Department – Station #23	1.3 West
Post Office	U.S. Post Office	2.4 Southeast
Bank	Wells Fargo Bank Truist	1.6 Northeast 1.9 Northeast
Recreational Facilities	Southside Community Center Youfit Health Clubs	1.4 West 2.7 Northwest
Gas Station	Valero BP	0.2 East 0.9 Southwest

(Continued)

Community Services	Name	Driving Distance from Site (miles)
Pharmacy	Walgreens Pharmacy	0.2 East
	CVS Pharmacy	2.2 Southeast
	Rite Aid Pharmacy	3.1 Northeast
Restaurant	China Dragon	0.3 East
	Caribe	0.4 South
	Taqueria El Tacorrey	0.5 South
Day Care	Kingdom Village	0.1 East
	New Direction Childcare	2.0 Northeast
	Summer Hill Preschool	4.1 Southeast
Community Center	Southside Community Center	1.4 West
	Southside Community Services Center	1.7 Northeast
Library	Richmond Public Library (Broad Rock Branch)	1.2 Southeast
Park	Broad Rock Sports Complex	1.3 Southeast
	Forest Hill Park	3.1 Northeast
	Powwhite Park	3.3 Northwest
Church	Metropolitan African American Baptist Church	0.1 East
	Apostolic Church of Jesus Christ	0.3 Northwest
	Iglesia Bautista Vida Nueva	0.5 Northwest

The site is located within 5.0 miles of several community services in the southern portion of Richmond. The immediate site neighborhood includes the nearest gas station, convenience store, pharmacy, grocery stores, and restaurants. Access to Hull Street Road (U.S. Highway 360) is approximately 0.2 miles southeast of the site, leading to additional community services throughout the southern portion of Richmond. The two nearest shopping centers (Southside Plaza and Circle Plaza Shopping Center) are located at the intersection of Hull Street Road and East Belt Boulevard. Southside Plaza includes a grocery store, a discount department store, a medical clinic, and a community services center operated by the city of Richmond. Circle Plaza Shopping Center includes a grocery store, restaurants, and assorted retailers. Public safety services, including the nearest police station, fire station, medical clinics, and hospitals, are all within 3.0 miles of the site. Downtown Richmond is approximately 5.0 miles northeast of the site, providing access to major employers, medical care, and post-secondary education.

Greater Richmond Transit Company (GRTC) provides public transportation service in the Richmond area. The nearest bus stop is 0.1 mile east of the site along the south side of Warwick Road. This bus stop serves Bus Route 1B, which provides access to several community service locations in the southern portion of Richmond. Bus Route 1B also provides direct access to the GRTC Transfer Plaza in downtown Richmond, which allows for connections to additional bus routes serving the Richmond area.

The site is located within the Richmond Public School District. All three schools assigned to the site area are within 7.5 miles. Note that the elementary school and middle school assigned to the site area are each within 2.0 miles in the southern portion of Richmond. Summer Hill Preschool, operated by the Richmond Public School District, is also assigned to the site area. This preschool is an all-day program for three- and four-year old children that is operated at no cost to parents. Summer Hill Preschool is located 4.1 miles southeast of the site. Richmond Public Schools offers bus transportation for all eligible students in the district. Note that as of January 2021, Richmond Public Schools has suspended in-person learning due to the COVID-19 pandemic. Classes are currently held online via virtual learning.

5. OVERALL SITE EVALUATION

The site consists of three contiguous parcels located west of the Warwick Road/Hull Street Road intersection in the southern portion of Richmond. The proposed entrance for the site is located at 5315 Warwick Road, approximately 0.2 miles northwest of Hull Street Road. The site is part of a primarily established mixed-use neighborhood containing residential and commercial land uses. Surrounding land uses include apartment buildings, single-family houses, a church, restaurants, laundromats, and a pharmacy. Note that the developed portion of the site will not be clearly visible from either Warwick Road or Hull Street Road, as the proposed site buildings will not front these roadways. A permanent sign at the proposed Warwick Road entrance, as well as marketing signage along both Warwick Road and Hull Street Road is recommended due to this lack of visibility. Proposed access along Warwick Road should be sufficient, as it is a four-lane residential street with moderate traffic. Community services are primarily based in the southern portion of Richmond within 5.0 miles of the site. Access to downtown Richmond is approximately 5.0 miles northeast of the site, leading to additional employment and educational opportunities. Overall, the proposed site project is expected to fit well with the surrounding residential and commercial land uses in its immediate neighborhood.

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’s ZIP Code is 165, with an overall personal crime index of 187 and a property crime index of 162. Total crime risk for Richmond City is 154, with indexes for personal and property crime of 141 and 156, respectively.

	Crime Risk Index	
	Site ZIP Code	Richmond City
Total Crime	165	154
Personal Crime	187	141
Murder	582	394
Rape	88	64
Robbery	261	229
Assault	165	111
Property Crime	162	156
Burglary	180	143
Larceny	152	155
Motor Vehicle Theft	203	184

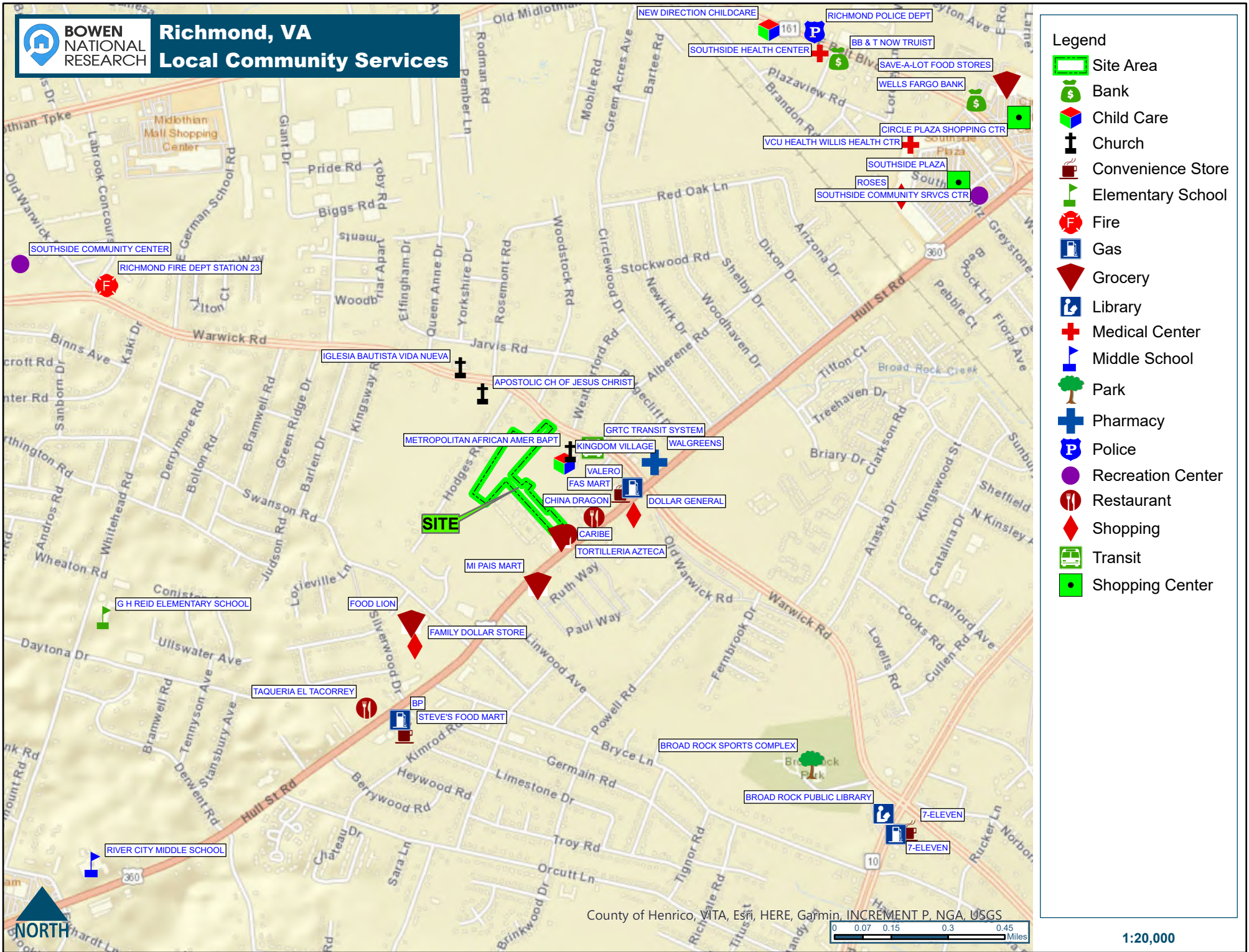
Source: Applied Geographic Solutions

The crime risk index within the site’s ZIP Code (165) is above both those of Richmond City (154) and the nation (100). However, the perception of crime within the immediate area has not had an adverse impact on the surrounding multifamily properties, as evidenced by their generally strong occupancy levels, including the first phase of the site. In addition, the subject site will incorporate amenities such as on-site management, which will likely enhance the perception of safety at the property. Overall, it is not anticipated that the elevated crime rate within the neighborhood will have a significant adverse impact on the site’s marketability.

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
 - Elementary School
 - Fire
 - Gas
 - Grocery
 - Library
 - Medical Center
 - Middle School
 - Park
 - Pharmacy
 - Police
 - Recreation Center
 - Restaurant
 - Shopping
 - Transit
 - Shopping Center

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

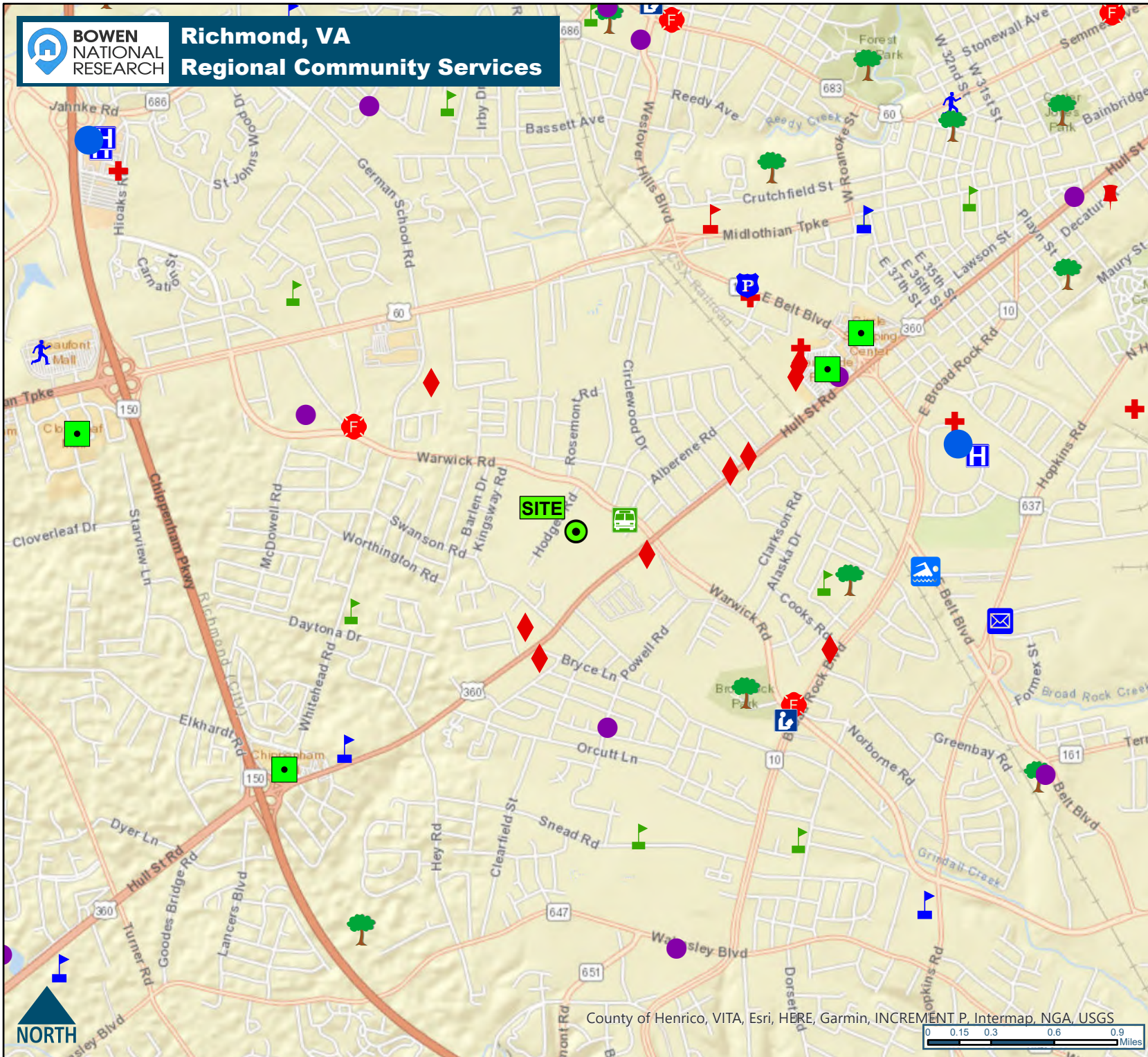


1:20,000

NORTH



Richmond, VA Regional Community Services



- Legend**
- Site
 - Entertainment
 - Elementary School
 - Fire
 - Fitness Center
 - High School
 - Hospital
 - Library
 - Medical Center
 - Middle School
 - Park
 - Police
 - Post Office
 - Recreation Center
 - Shopping
 - Swimming
 - Transit
 - Employer 1000-5000
 - Shopping Center



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

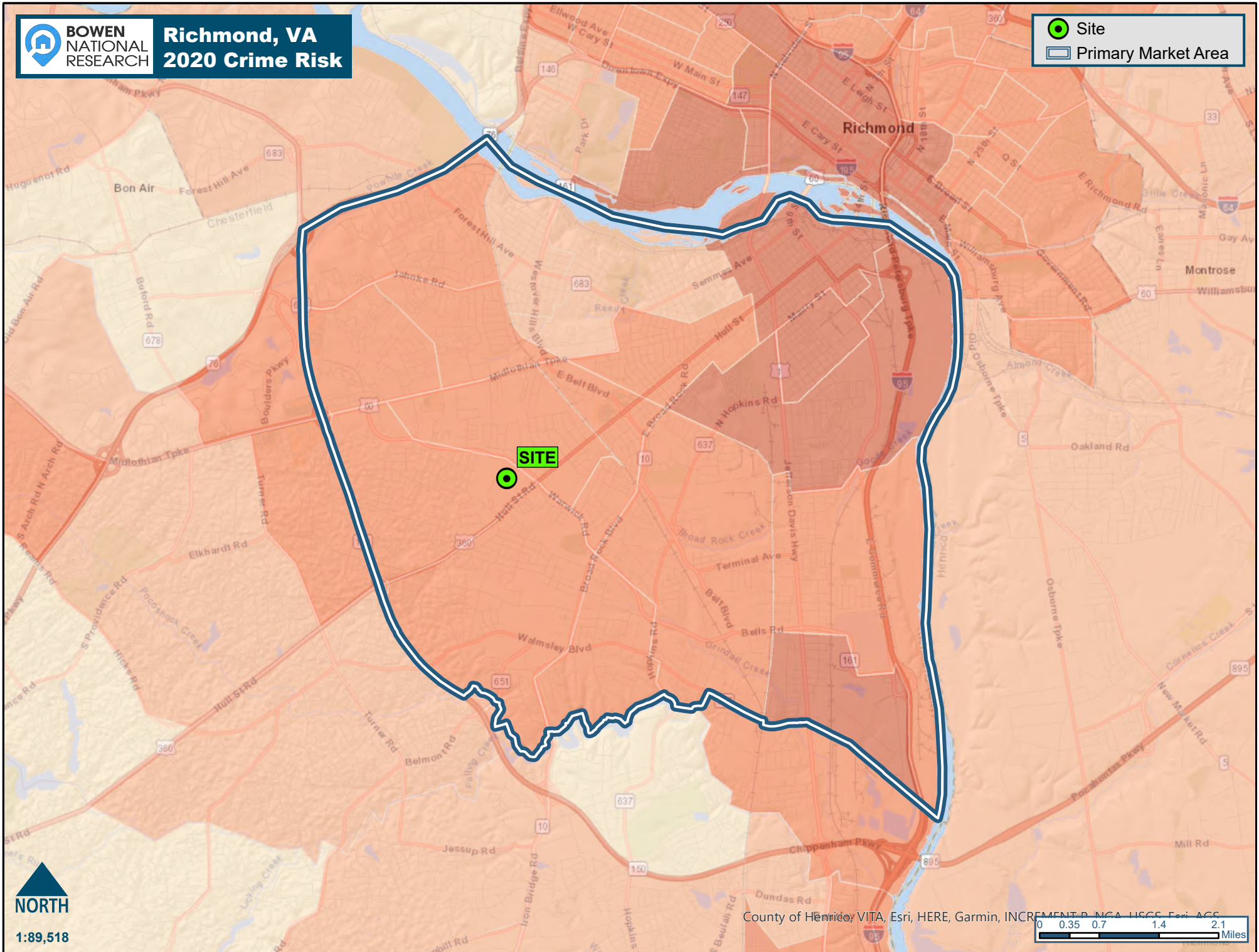


1:40,000



Richmond, VA 2020 Crime Risk

- Site
- Primary Market Area



1:89,518

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 Richmond Site PMA was determined through interviews with area leasing 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.

The Richmond Site PMA consists of southern portions of Richmond. Specifically, the boundaries of the Site PMA include State Route 76 and the James River to the north; the James River to the east; the Richmond city limits to the south; and State Route 150 to the west.

Stephanie Washington, Leasing Agent at Tuscany Townhomes (Map ID 42), a Tax Credit community within the Site PMA, stated that tenants at this property primarily come from the south side of Richmond. Ms. Washington further noted that tenants already living on the south side of Richmond look to stay in this area when looking for apartments, thus confirming the market area.

Karen Mayer, Leasing Agent at Village South Townhomes (Map ID 45), a Tax Credit community within the Site PMA, explained that her property draws tenants from a wide geographic area. However, most tenants at the property originate from the city of Richmond.

The Richmond Central Business District (CBD) and the northern portion of Richmond were not included in the Site PMA, as the James River is widely regarded as a main natural boundary in the local rental market. Unincorporated areas of Chesterfield County border the Site PMA to the south and west. Unincorporated areas of Henrico County border the Site PMA to the east. Median incomes are typically higher in these areas compared to the Site PMA. Therefore, households living in these areas generally would not respond to the Tax Credit units proposed at the site.

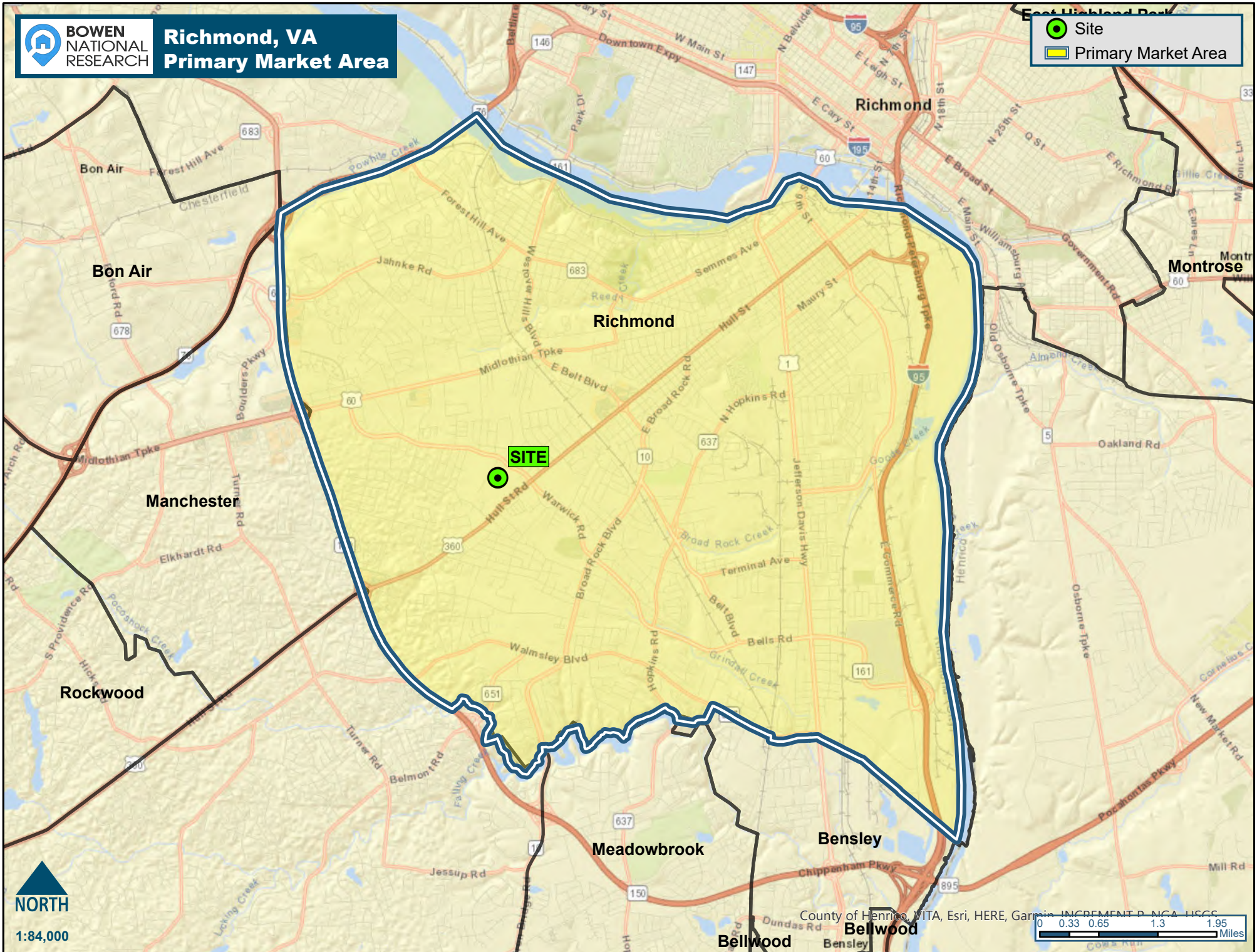
A small portion of support may originate from some of the outlying areas of the Site PMA; we have not, however, considered any secondary market area in this report.

A map delineating the boundaries of the Site PMA is included on the following page.



Richmond, VA Primary Market Area

● Site
■ Primary Market Area



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	69,447	71,834	81,412	84,858
Population Change	-	2,387	9,578	3,446
Percent Change	-	3.4%	13.3%	4.2%

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

The Richmond Site PMA population base increased by 2,387 between 2000 and 2010. This represents a 3.4% increase from the 2000 population base, or an annual rate of 0.3%. Between 2010 and 2021, the population increased by 9,578, or 13.3%. It is projected that the population will increase by 3,446, or 4.2%, 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	19,026	26.5%	21,384	26.3%	22,618	26.7%	1,234	5.8%
20 to 24	6,326	8.8%	5,882	7.2%	6,059	7.1%	177	3.0%
25 to 34	12,266	17.1%	13,013	16.0%	12,642	14.9%	-371	-2.9%
35 to 44	9,335	13.0%	11,194	13.7%	11,782	13.9%	588	5.3%
45 to 54	9,902	13.8%	9,462	11.6%	9,935	11.7%	473	5.0%
55 to 64	7,853	10.9%	9,421	11.6%	9,050	10.7%	-371	-3.9%
65 to 74	3,714	5.2%	6,771	8.3%	7,557	8.9%	786	11.6%
75 & Over	3,412	4.7%	4,286	5.3%	5,216	6.1%	930	21.7%
Total	71,834	100.0%	81,412	100.0%	84,858	100.0%	3,446	4.2%

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 support 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	29,313	29,524	32,969	34,298
Household Change	-	211	3,445	1,329
Percent Change	-	0.7%	11.7%	4.0%
Household Size	2.37	2.43	2.44	2.45

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

Within the Richmond Site PMA, households increased by 211 (0.7%) between 2000 and 2010. Between 2010 and 2021, households increased by 3,445, or 11.7%. By 2026, there will be 34,298 households, an increase of 1,329 households, or 4.0%, from 2021. This is an increase of approximately 266 households annually over the next five years.

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	2,394	8.1%	2,259	6.9%	2,472	7.2%	213	9.4%
25 to 34	6,126	20.7%	6,331	19.2%	6,198	18.1%	-133	-2.1%
35 to 44	5,158	17.5%	5,984	18.2%	6,250	18.2%	266	4.4%
45 to 54	5,924	20.1%	5,418	16.4%	5,638	16.4%	220	4.1%
55 to 64	5,103	17.3%	5,842	17.7%	5,572	16.2%	-270	-4.6%
65 to 74	2,560	8.7%	4,409	13.4%	4,871	14.2%	462	10.5%
75 to 84	1,565	5.3%	1,773	5.4%	2,144	6.3%	371	20.9%
85 & Over	694	2.4%	952	2.9%	1,152	3.4%	200	21.0%
Total	29,524	100.0%	32,969	100.0%	34,298	100.0%	1,329	4.0%

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

Between 2021 and 2026, the greatest growth among household age groups is projected to be among those between 65 and 84. Notable household growth is also projected to occur among those between the ages of 35 and 54. These trends illustrate that there will likely be an increasing need for housing for both seniors and families within the market.

Households by tenure are distributed as follows:

Tenure	2010 (Census)		2021 (Estimated)		2026 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	12,406	42.0%	12,573	38.1%	12,861	37.5%
Renter-Occupied	17,118	58.0%	20,397	61.9%	21,442	62.5%
Total	29,524	100.0%	32,970	100.0%	34,303	100.0%

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

As illustrated within the preceding table, renter households within the market are projected to increase by 1,045, or 5.1%, between 2021 and 2026. This projected growth further illustrates that there will be an increasing need for rental housing within the Richmond Site PMA.

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	9,927	48.7%	10,638	49.6%	711	7.2%
2 Persons	5,330	26.1%	5,496	25.6%	165	3.1%
3 Persons	2,502	12.3%	2,557	11.9%	55	2.2%
4 Persons	1,450	7.1%	1,492	7.0%	42	2.9%
5 Persons+	1,187	5.8%	1,259	5.9%	72	6.0%
Total	20,397	100.0%	21,442	100.0%	1,045	5.1%

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	4,547	36.2%	4,659	36.2%	112	2.5%
2 Persons	4,888	38.9%	5,088	39.6%	199	4.1%
3 Persons	1,596	12.7%	1,573	12.2%	-23	-1.5%
4 Persons	954	7.6%	930	7.2%	-24	-2.5%
5 Persons+	588	4.7%	611	4.8%	23	4.0%
Total	12,573	100.0%	12,861	100.0%	288	2.3%

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

The proposed three-bedroom units will generally target renter households with three or more persons. Between 2021 and 2026, it is projected that renter households with three or more persons will increase by 169, or 3.3%. This indicates that there will be a need for additional larger rental units within the market through 2026.

3. INCOME TRENDS

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

Household Income	2010 (Census)		2021 (Estimated)		2026 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	4,002	13.6%	3,212	9.7%	3,063	8.9%
\$10,000 to \$19,999	4,843	16.4%	3,717	11.3%	3,612	10.5%
\$20,000 to \$29,999	4,293	14.5%	4,279	13.0%	4,157	12.1%
\$30,000 to \$39,999	3,632	12.3%	4,084	12.4%	3,888	11.3%
\$40,000 to \$49,999	3,206	10.9%	3,638	11.0%	3,680	10.7%
\$50,000 to \$59,999	2,756	9.3%	2,504	7.6%	2,526	7.4%
\$60,000 to \$74,999	2,565	8.7%	3,095	9.4%	3,551	10.4%
\$75,000 to \$99,999	1,947	6.6%	3,878	11.8%	4,460	13.0%
\$100,000 to \$124,999	871	3.0%	1,919	5.8%	2,157	6.3%
\$125,000 to \$149,999	508	1.7%	1,132	3.4%	1,354	3.9%
\$150,000 to \$199,999	450	1.5%	787	2.4%	945	2.8%
\$200,000 & Over	451	1.5%	724	2.2%	909	2.6%
Total	29,524	100.0%	32,970	100.0%	34,303	100.0%
Median Income	\$34,471		\$43,279		\$46,607	

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

In 2010, the median household income was \$34,471. This increased by 25.6% to \$43,279 in 2021. By 2026, it is projected that the median household income will be \$46,607, an increase of 7.7% from 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	1,423	893	419	243	197	3,174
\$10,000 to \$19,999	1,704	988	463	268	218	3,642
\$20,000 to \$29,999	1,331	825	387	224	182	2,949
\$30,000 to \$39,999	1,002	662	310	180	146	2,301
\$40,000 to \$49,999	808	552	259	150	122	1,892
\$50,000 to \$59,999	509	366	171	99	81	1,227
\$60,000 to \$74,999	479	337	158	92	74	1,140
\$75,000 to \$99,999	215	160	75	43	35	528
\$100,000 to \$124,999	53	41	19	11	9	133
\$125,000 to \$149,999	31	24	11	6	5	78
\$150,000 to \$199,999	11	9	4	2	2	28
\$200,000 & Over	10	9	4	2	2	27
Total	7,576	4,865	2,280	1,322	1,075	17,118

Source: ESRI; Urban Decision Group

Renter Households	2021 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	1,337	705	331	192	157	2,723
\$10,000 to \$19,999	1,675	676	317	184	150	3,003
\$20,000 to \$29,999	1,591	795	373	216	177	3,152
\$30,000 to \$39,999	1,374	747	351	203	166	2,842
\$40,000 to \$49,999	1,145	629	295	171	140	2,380
\$50,000 to \$59,999	649	395	185	107	88	1,423
\$60,000 to \$74,999	799	489	229	133	109	1,760
\$75,000 to \$99,999	767	497	233	135	111	1,744
\$100,000 to \$124,999	292	198	93	54	44	681
\$125,000 to \$149,999	173	117	55	32	26	403
\$150,000 to \$199,999	64	43	20	12	10	149
\$200,000 & Over	62	39	18	11	9	138
Total	9,927	5,330	2,502	1,450	1,187	20,397

Source: ESRI; Urban Decision Group

Renter Households	2026 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	1,306	661	308	179	152	2,606
\$10,000 to \$19,999	1,729	616	287	167	141	2,940
\$20,000 to \$29,999	1,588	744	346	202	170	3,050
\$30,000 to \$39,999	1,326	679	316	184	156	2,661
\$40,000 to \$49,999	1,222	625	291	170	143	2,451
\$50,000 to \$59,999	703	411	191	112	94	1,511
\$60,000 to \$74,999	968	586	273	159	134	2,121
\$75,000 to \$99,999	969	619	288	168	142	2,186
\$100,000 to \$124,999	400	269	125	73	62	930
\$125,000 to \$149,999	252	168	78	46	38	583
\$150,000 to \$199,999	88	61	28	16	14	206
\$200,000 & Over	88	56	26	15	13	198
Total	10,638	5,496	2,557	1,492	1,259	21,442

Source: ESRI; Urban Decision Group

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

Demographic Summary

Overall, population and household growth within the Richmond Site PMA has been positive since 2000. These trends are projected to remain positive through 2026, increasing by 3,446 (4.2%) and 1,329 (4.0%), respectively, from 2021. Additionally, renter households in the market are projected to increase by 1,045 (5.1%), with larger renter household sizes (three-person or more) projected to increase by 169 (3.3%) during the same time period. The preceding trends will likely have a positive impact on the marketability of the proposed three-bedroom units at the subject project.

D. LOCAL ECONOMIC PROFILE AND ANALYSIS

1. LABOR FORCE PROFILE

The labor force within the Richmond Site PMA is based primarily in two sectors. Health Care & Social Assistance (which comprises 26.7%) and Transportation & Warehousing comprise nearly 38% of the Site PMA labor force. Employment in the Richmond Site PMA, as of 2020, was distributed as follows:

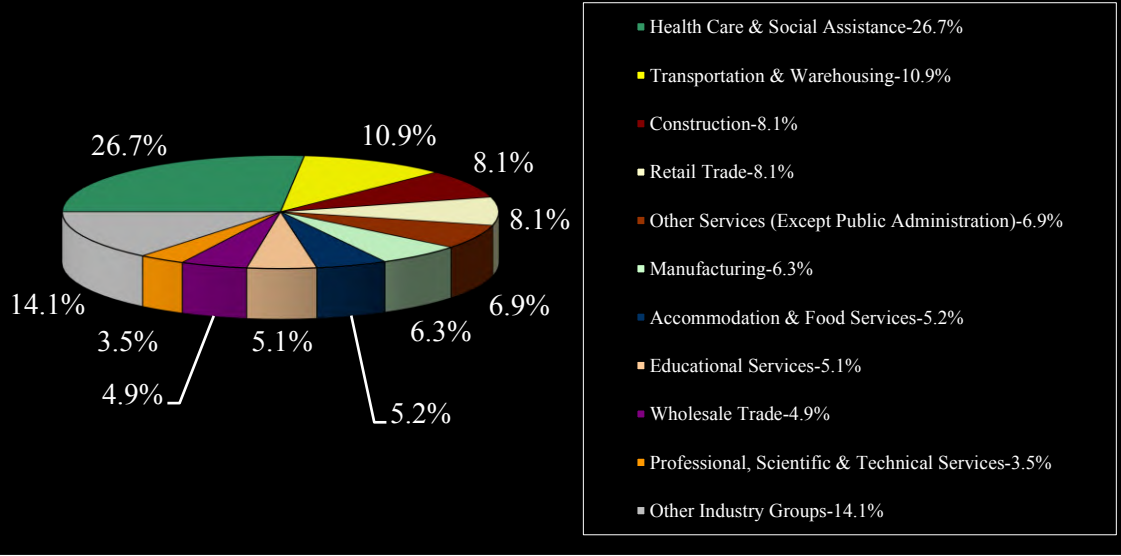
NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	1	0.0%	3	0.0%	3.0
Mining	1	0.0%	6	0.0%	6.0
Utilities	4	0.2%	149	0.5%	37.3
Construction	168	8.0%	2,382	8.1%	14.2
Manufacturing	79	3.8%	1,849	6.3%	23.4
Wholesale Trade	94	4.5%	1,442	4.9%	15.3
Retail Trade	345	16.5%	2,361	8.1%	6.8
Transportation & Warehousing	75	3.6%	3,192	10.9%	42.6
Information	44	2.1%	595	2.0%	13.5
Finance & Insurance	59	2.8%	535	1.8%	9.1
Real Estate & Rental & Leasing	143	6.8%	740	2.5%	5.2
Professional, Scientific & Technical Services	121	5.8%	1,010	3.5%	8.3
Management of Companies & Enterprises	6	0.3%	45	0.2%	7.5
Administrative, Support, Waste Management & Remediation Services	64	3.1%	728	2.5%	11.4
Educational Services	37	1.8%	1,504	5.1%	40.6
Health Care & Social Assistance	148	7.1%	7,828	26.7%	52.9
Arts, Entertainment & Recreation	21	1.0%	195	0.7%	9.3
Accommodation & Food Services	155	7.4%	1,536	5.2%	9.9
Other Services (Except Public Administration)	365	17.4%	2,021	6.9%	5.5
Public Administration	29	1.4%	855	2.9%	29.5
Nonclassifiable	136	6.5%	289	1.0%	2.1
Total	2,095	100.0%	29,265	100.0%	14.0

*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.

Employment by Industry



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 generally similar typical wages as the State of Virginia's typical wages.

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 Pharmaceutical Product Development LLC	\$110.5 million	60	Announced expansion and modernization of its Kevlar manufacturing plant in Chesterfield County in 2020
Wipro Technologies	\$63.7 million	200	Expanding its bioanalytical laboratory and adding 42,500 square feet; Job creation through 2021
Kinsale Insurance Company The Results Companies	\$2 million	200	Completed a 10,000 square-foot technology center in 2019; Job creation over two years
Amazon, Inc.	\$50 million	400	New, five-story 150,000 square-foot corporate headquarters building in Henrico County; ECD early 2021
South Falls I & II	\$1.5 million	600	Opened their second call center in 2019 in Midlothian
Courthouse Landing Development	N/A	150	Opened Specialty fulfillment and last-mile delivery center May 2020
Winterfield Crossing	\$150 million	N/A	Luxury apartment towers; Phase I to be complete early 2021; Phase II construction is expected to start in fall 2020
Promenade at Winterfield	\$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.
Starview Village	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
VCU Health	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
VCU Health	\$400 million+	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	\$349.2 million	N/A	VCU Health's Children's Pavilion adding a 500,000 square-foot inpatient facility; ECD 2023
Virginia Commonwealth University Lumber Liquidators	\$121 million	N/A	603,000 square-foot healthcare facility; ECD summer 2021
	N/A	200	The Franklin Street Gym will be demolished in spring 2020 to make room for the new STEM building
			Moved headquarters to Henrico County in 2019

ECD – Estimated Completion Date

N/A – Not Available

(Continued)

Project Name	Investment	Job Creation	Scope of Work/Details
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 city/county in which the site is located.

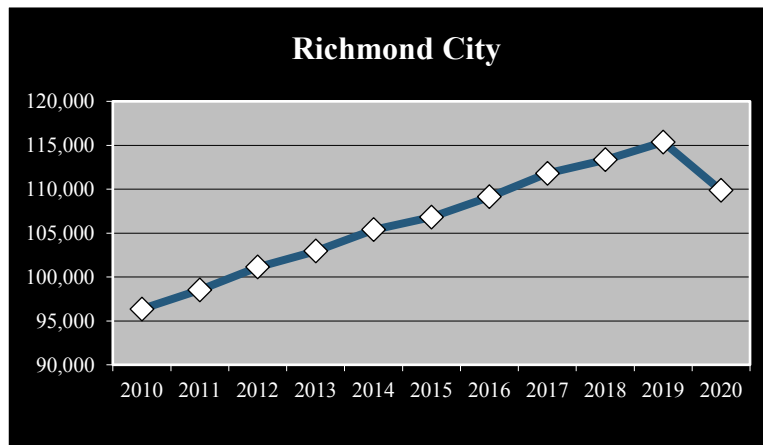
Excluding 2020, the employment base has increased by 8.0% over the past five years in Richmond City, more than the Virginia state increase of 6.5%. Total employment reflects the number of employed persons who live within the city/county.

The following illustrates the total employment base for Richmond City, Virginia and the United States.

Year	Total Employment					
	Richmond City		Virginia		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2010	96,347	-	3,860,386	-	140,469,139	-
2011	98,520	2.3%	3,934,326	1.9%	141,791,255	0.9%
2012	101,135	2.7%	3,967,987	0.9%	143,621,634	1.3%
2013	102,949	1.8%	3,995,182	0.7%	145,017,562	1.0%
2014	105,385	2.4%	4,019,470	0.6%	147,313,048	1.6%
2015	106,812	1.4%	4,028,801	0.2%	149,500,941	1.5%
2016	109,135	2.2%	4,069,395	1.0%	151,887,366	1.6%
2017	111,802	2.4%	4,151,746	2.0%	154,160,937	1.5%
2018	113,337	1.4%	4,209,651	1.4%	156,081,212	1.2%
2019	115,360	1.8%	4,289,132	1.9%	158,102,439	1.3%
2020*	109,860	-4.8%	4,086,176	-4.7%	147,888,051	-6.5%

Source: Department of Labor; Bureau of Labor Statistics

*Through November

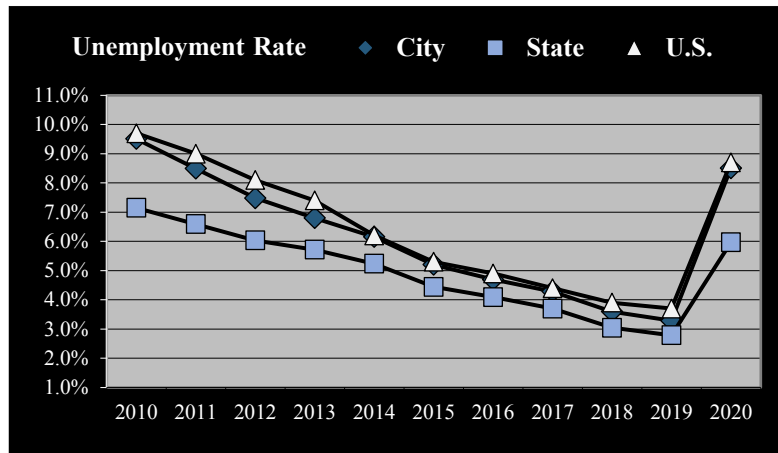


As the preceding illustrates, the Richmond City employment base experienced consistent growth between 2010 and 2019. However, between 2019 and November 2020, the city's employment base declined by 4.8% as the result of the COVID-19 pandemic.

Unemployment rates for Richmond City, Virginia and the United States are illustrated as follows:

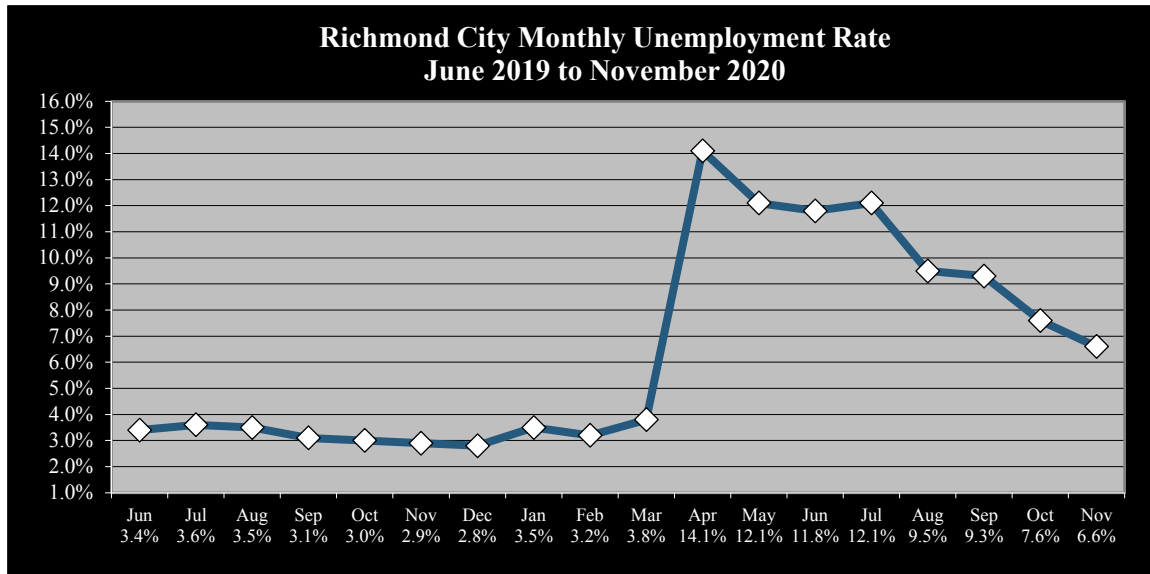
Year	Unemployment Rate		
	Richmond City	Virginia	United States
2010	9.5%	7.2%	9.7%
2011	8.5%	6.6%	9.0%
2012	7.5%	6.0%	8.1%
2013	6.8%	5.7%	7.4%
2014	6.2%	5.2%	6.2%
2015	5.2%	4.4%	5.3%
2016	4.7%	4.1%	4.9%
2017	4.3%	3.7%	4.4%
2018	3.6%	3.0%	3.9%
2019	3.3%	2.8%	3.7%
2020*	8.5%	6.0%	8.7%

Source: Department of Labor, Bureau of Labor Statistics
 *Through November



Between 2010 and 2019, the unemployment rate within Richmond declined by over six percentage points, then increased by over five percentage points between 2019 and November 2020 as the result of the COVID-19 pandemic.

The table on the following page illustrates the monthly unemployment rate in Richmond City for the most recent 18-month period for which data is currently available.



The city’s monthly unemployment rate was generally stable between June 2019 and March 2020, then spiked by over ten percentage points between March and April 2020. On a positive note, the monthly unemployment rate in the city has been generally declining since; however, it is still considered relatively high as of November at 6.6%.

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

In-Place Employment Richmond City			
Year	Employment	Change	Percent Change
2010	148,083	-	-
2011	149,540	1,457	1.0%
2012	148,410	-1,130	-0.8%
2013	147,607	-803	-0.5%
2014	148,477	870	0.6%
2015	149,651	1,174	0.8%
2016	153,128	3,477	2.3%
2017	154,502	1,374	0.9%
2018	155,753	1,251	0.8%
2019	158,794	3,041	2.0%
2020*	149,341	-9,453	-6.0%

Source: Department of Labor, Bureau of Labor Statistics
*Through June

Data for 2019, the most recent that year-end figures are available, indicates in-place employment in Richmond City to be 137.7% of the total Richmond City employment. This means that Richmond City has more employed persons coming to the city from other cities/counties for work (daytime employment) than those who both live and work there.

3. ECONOMIC FORECAST

Based on data provided by the State of Virginia Department of Labor and the U.S. Department of Labor, the area was negatively impacted by the COVID-19 pandemic, which caused many local businesses to shut down in an attempt to mitigate the spread of the coronavirus. Between 2019 and November 2020, the Richmond employment base declined by 5,500 jobs, or 4.8%, and its unemployment rate increased by over five percentage points. Specifically, between March and April 2020, the unemployment rate within the city spiked by over ten percentage points; however, the city's unemployment rate has generally been trending downward since. Nonetheless, several of the businesses impacted include those within the Retail Trade and Accommodation & Food Services sectors, which account for over 13% of the market's labor force and provide lower wage paying positions. The subject site will provide a good quality affordable housing option in an economy where lower-wage employees are most vulnerable.

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	27,366	72.2%
Carpooled	5,718	15.1%
Public Transit	1,642	4.3%
Walked	802	2.1%
Other Means	1,284	3.4%
Worked at Home	1,073	2.8%
Total	37,885	100.0%

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

Over 72% of all workers drove alone, 15.1% carpooled and only 4.3% used 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	7,741	20.4%
15 to 29 Minutes	17,961	47.4%
30 to 44 Minutes	7,753	20.5%
45 to 59 Minutes	1,357	3.6%
60 or More Minutes	2,000	5.3%
Worked at Home	1,073	2.8%
Total	37,885	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 20-minute drive to most of the area's largest employers, which should contribute to its marketability. A drive-time map for the subject site is on the following page.

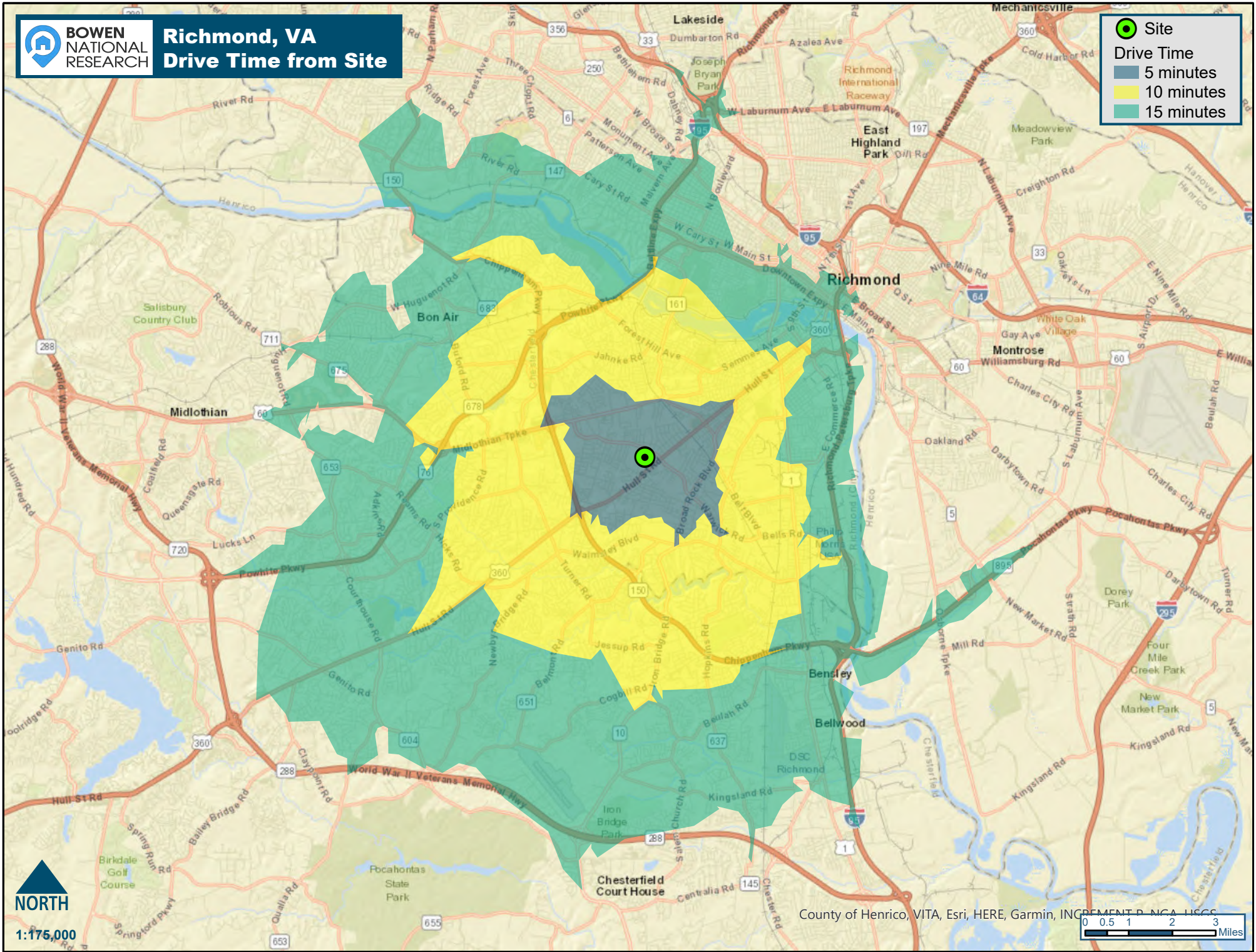


Richmond, VA Drive Time from Site

● Site

Drive Time

- 5 minutes
- 10 minutes
- 15 minutes



NORTH
1:175,000

County of Henrico, VITA, Esri, HERE, Garmin, INCREMENT P, NGA, USGS
0 0.5 1 2 3 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	29,524	88.4%	32,969	91.3%
Owner-Occupied	12,406	42.0%	12,573	38.1%
Renter-Occupied	17,118	58.0%	20,396	61.9%
Vacant	3,868	11.6%	3,131	8.7%
Total	33,392	100.0%	36,100	100.0%

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

Based on a 2021 update of the 2010 Census, of the 36,100 total housing units in the market, 8.7% were vacant. In 2021, it was estimated that homeowners occupied 38.1% of all occupied housing units, while the remaining 61.9% were occupied by renters. The share of renters is considered typical for an urban market, such as the Richmond Site PMA, and the 20,396 renter households estimated in 2021 represent a deep base of potential support for the subject site.

Conventional Apartments

We identified and personally surveyed 45 conventional housing projects containing a total of 7,527 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 97.9%, a strong rate for rental housing. The surveyed rental developments broken out by project type are summarized in the following table:

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-rate	15	4,286	134	96.9%
Market-rate/Tax Credit	2	565	17	97.0%
Tax Credit	18	1,827	5	99.7%
Tax Credit/Government-Subsidized	7	762	0	100.0%
Government-Subsidized	3	87	0	100.0%
Total	45	7,527	156	97.9%

As the preceding table illustrates, all rental housing segments surveyed within the market are performing well, as none have a combined occupancy rate lower than 96.9%. As such, it does not appear that there are any significant deficiencies within the Richmond rental housing market.

In addition to the 27 projects surveyed in the market that offer Tax Credit units, there are six additional family (general-occupancy) Tax Credit developments within the market that we were unable to survey at the time this report was issued. The following table summarizes these projects we were unable to survey:

Project Name	Address	Year Built/Rehab	Total Units
Belt Atlantic	4000 Midlothian Trpk.	1973 / 2018	214
Chippenham Place	5833 Orcutt Ln.	1980 / 2008	144
McGuire Park	3811 McGuire Dr.	1942 / 2004	80
Mirage	1125 Commerce Rd.	2020	139
Old Manchester Plaza	1014 Hull St.	2009	46
Woodland Crossing	3457 Walmsley Blvd.	1979 / 2016	132

Lastly, per the request of the Virginia Housing, the following is a list of Tax Credit projects identified within the Site PMA that were excluded from our survey, as they target a different demographic than the subject site:

Project Name	Address	Year Built	Total Units
Studios I	5409 Hull Street Rd.	2011	21
Studios II	5409 Hull Street Rd.	1972	39
Renaissance Senior	1021 German School Rd.	1978	240
Charnwood Forest	4525 Crutchfield St.	1981	100
Manchester Grands Apts.	1411 Bainbridge St.	2003	45

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

Market-rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
Studio	1.0	39	0.9%	10	25.6%	\$971
One-Bedroom	1.0	1,582	35.0%	69	4.4%	\$1,091
One-Bedroom	1.5	12	0.3%	6	50.0%	\$1,187
One-Bedroom	2.0	10	0.2%	0	0.0%	\$1,247
Two-Bedroom	1.0	1,299	28.7%	39	3.0%	\$1,249
Two-Bedroom	1.5	440	9.7%	8	1.8%	\$1,186
Two-Bedroom	2.0	621	13.7%	19	3.1%	\$1,520
Two-Bedroom	2.5	22	0.5%	0	0.0%	\$1,892
Three-Bedroom	1.0	15	0.3%	0	0.0%	\$1,284
Three-Bedroom	1.5	150	3.3%	0	0.0%	\$1,414
Three-Bedroom	2.0	224	5.0%	0	0.0%	\$1,459
Three-Bedroom	2.5	107	2.4%	0	0.0%	\$1,459
Three-Bedroom	3.0	3	0.1%	0	0.0%	\$2,128
Total Market-rate		4,524	100.0%	151	3.3%	-

Tax Credit, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	523	22.9%	3	0.6%	\$956
Two-Bedroom	1.0	773	33.9%	1	0.1%	\$896
Two-Bedroom	1.5	343	15.0%	0	0.0%	\$1,068
Two-Bedroom	2.0	409	17.9%	0	0.0%	\$1,142
Three-Bedroom	1.0	52	2.3%	0	0.0%	\$1,192
Three-Bedroom	1.5	30	1.3%	0	0.0%	\$1,284
Three-Bedroom	2.0	101	4.4%	0	0.0%	\$1,226
Three-Bedroom	2.5	42	1.8%	1	2.4%	\$1,060
Four-Bedroom	2.5	8	0.4%	0	0.0%	\$1,225
Total Tax Credit		2,281	100.0%	5	0.2%	-

As the preceding table illustrates, the median gross Tax Credit rents are well below the corresponding median gross market-rate rents. As such, Tax Credit product likely represents an excellent value to low-income renters within the Site PMA. This is further evidenced by the combined vacancy rate of 0.2% among all non-subsidized Tax Credit units surveyed within the market.

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

Year Built	Projects	Units	Vacancy Rate
Before 1970	9	1,695	5.2%
1970 to 1979	8	2,469	1.6%
1980 to 1989	2	584	0.3%
1990 to 1999	1	109	0.0%
2000 to 2009	4	516	2.7%
2010 to 2014	5	487	2.5%
2015	2	192	0.5%
2016	0	0	0.0%
2017	1	24	0.0%
2018	1	252	0.0%
2019	2	296	0.0%
2020	2	181	0.0%
2021*	0	0	0.0%

*As of January

While the vacancy rate is the highest among those properties surveyed built before 1970, it is still considered low at 5.2%. As such, it does not appear that age has had a significant adverse impact on the marketability of the Richmond rental housing market. More importantly, all properties surveyed built since 2017 contain no vacancies, illustrating that newer rental product has been very well received within the market. This will bode well in the demand of the subject units.

As already noted, we identified and surveyed five properties that offer non-subsidized units within the market that have been built since 2018. The table on the following page summarizes the newly built rental projects and their occupancy trends.

Map I.D.	Project Name	Project Type	Start of Lease Up	Total Units	Occupied Units	Absorption Rate (per month)
6	Alexander at 1090	TGS	Nov. 2020	96*	96 (~93% in Jan. 2021)	45 Units
30	New Manchester Flats V	TAX	Nov. 2020	104	104	35 Units
32	Overlook at City View	MR	Oct. 2019	161	161 (~93% in April 2020)	25 Units
33	Port City I	TAX	Jan. 2019	135	135 (100% in July 2019)	23 Units
44	Village at Westlake	MR	Jan. 2018	252	252 (~93% in July 2018)	39 Units

TGS – Tax Credit & Government-Subsidized

TAX – Tax Credit

MR - Market-Rate

*Includes subsidized units

As the preceding table illustrates, the newest rental properties surveyed in the market experienced absorption rates of approximately 23 to 45 units per month. These are rapid rates for rental housing and illustrate that newer non-subsidized rental product has been very well received within the Richmond Site PMA. This will have a positive impact on the subject’s marketability.

We rated each property surveyed on a scale of "A" through "F". All non-subsidized properties surveyed 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.

Market-rate			
Quality Rating	Projects	Total Units	Vacancy Rate
A	2	348	3.2%
A-	1	252	0.0%
B+	5	513	3.9%
B	6	2,603	1.4%
B-	3	808	10.4%
Non-Subsidized Tax Credit			
Quality Rating	Projects	Total Units	Vacancy Rate
A	1	104	0.0%
B+	6	547	0.2%
B	5	465	0.2%
B-	7	799	0.4%
C+	1	134	0.0%
C	2	232	0.0%

Vacancies are the highest among the three market-rate properties surveyed with a quality rating of a “B-”, illustrating that quality appears to have an impact on occupancy levels among market-rate product. However, all Tax Credit properties surveyed are maintaining very low vacancy rates, demonstrating that demand is high for affordable rental housing, regardless of quality.

Government-Subsidized

We identified and surveyed ten rental communities that offer government-subsidized units within the Site PMA. Generally, these properties have few amenities, are older and offer small unit sizes (square feet). The government-subsidized units (both with and without Tax Credits) in the Site PMA are summarized as follows:

Subsidized Tax Credit					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
One-Bedroom	1.0	173	29.6%	0	0.0%
Two-Bedroom	1.0	231	39.5%	0	0.0%
Two-Bedroom	2.0	29	5.0%	0	0.0%
Three-Bedroom	1.0	52	8.9%	0	0.0%
Three-Bedroom	1.5	14	2.4%	0	0.0%
Three-Bedroom	2.0	72	12.3%	0	0.0%
Four-Bedroom	2.0	14	2.4%	0	0.0%
Total Subsidized Tax Credit		585	100.0%	0	0.0%
Government-Subsidized					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
Two-Bedroom	1.0	46	33.6%	0	0.0%
Two-Bedroom	1.5	19	13.9%	0	0.0%
Three-Bedroom	1.0	33	24.1%	0	0.0%
Three-Bedroom	2.5	27	19.7%	0	0.0%
Four-Bedroom	1.5	5	3.6%	0	0.0%
Four-Bedroom	2.0	2	1.5%	0	0.0%
Four-Bedroom	2.5	4	2.9%	0	0.0%
Five-Bedroom	1.5	1	0.7%	0	0.0%
Total Subsidized		137	100.0%	0	0.0%

All subsidized units surveyed are occupied, the majority of which maintain waiting lists. This illustrates that pent-up demand exists for very low-income rental housing within the market.

Additional information regarding the Richmond Site PMA apartment market is found in Section XII of this report.

B. SURVEY OF COMPARABLE/COMPETITIVE PROPERTIES

We identified and surveyed 20 family (general-occupancy) projects that offer non-subsidized Low-Income Housing Tax Credit (LIHTC) units within the Richmond Site PMA. Of these 20 properties, eight were selected as the most comparable to the proposed subject development based on age, building design, unit design and/or bedroom types offered. These properties target households with incomes up to 40%, 50% and/or 60% of Area Median Household Income (AMHI); therefore, they are considered comparable properties. These eight LIHTC properties and the proposed subject development are summarized in the table on the following page. 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	Townhomes at Warwick Place III	2023	65	-	-	-	Families; 40%, 50% & 60%
1	Townhomes at Warwick Place I	2015	40	97.5%	1.1 Miles	None	Families; 40%, 50%, & 60% AMHI
6	Alexander at 1090	2020	77*	100.0%	3.1 Miles	2 HH	Families; 40%, 50%, & 60% AMHI
10	Belle Summit	2014	50	100.0%	3.6 Miles	None	Families; 40% & 50% AMHI
13	City View Place	2012	32	100.0%	3.5 Miles	18 HH	Families; 40% & 50% AMHI
20	Hatcher Tobacco Flats	2015	152	100.0%	3.7 Miles	9 HH	Families; 40% & 50% AMHI
28	Morningside Apartment Homes	1964 / 1999	251*	100.0%	3.0 Miles	None	Families; 60% AMHI
35	South Gate	1965 / 2005	111	100.0%	2.0 Miles	12 HH	Families; 60% AMHI
45	Village South Townhomes	1947 / 2003	112	100.0%	2.2 Miles	12 HH	Families; 50% & 60% AMHI

OCC. – Occupancy

HH - Households

*Non-subsidized Tax Credit units only

The eight LIHTC projects have a combined occupancy rate of 99.9% (a result of only one vacant unit), a very strong rate for rental housing. In fact, seven of these developments are fully occupied, five of which maintain a waiting list, illustrating that pent-up demand exists for additional affordable rental housing within the market. The subject project will be able to accommodate a portion of this unmet demand.

Notably, the newest comparable LIHTC project surveyed in the market, Alexander at 1090 (Map ID 6), leased up at a rate of approximately 45 units per month, further demonstrating the high demand that exists for newer affordable rental housing within the market.

The gross rents for the most comparable LIHTC 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)		
		One-Br.	Two-Br.	Three-Br.
Site	Townhomes at Warwick Place III	-	-	\$879/40% (7) \$1,028/50% (26) \$1,178/60% (32)
1	Townhomes at Warwick Place I	-	-	\$867/40% (4/1) \$1,060/50% (20/0) \$1,244/60% (16/0)
6	Alexander at 1090	-	\$881/40% (2/0) \$1,073/50% (30/0) \$1,232/60% (13/0)	\$1,272/50% (16/0) \$1,420/60% (16/0)
10	Belle Summit	\$727/40% (1/0) \$867/50% (9/0)	\$874/40% (3/0) \$1,042/50% (27/0)	\$1,031/40% (1/0) \$1,213/50% (9/0)
13	City View Place	-	\$874/40% (3/0) \$1,106/50% (11/0)	\$918/40% (2/0) \$1,147/50% (16/0)
20	Hatcher Tobacco Flats	\$682/40% (15/0) \$849/50% (16/0)	\$1,038/50% (93/0)	\$1,226/50% (28/0)
28	Morningside Apartment Homes	-	\$967-\$1,072/60% (76/0) \$1,072-\$1,097/60% (132/0)	\$1,284/60% (43/0)
35	South Gate	\$811/60% (16/0)	\$896/60% (79/0)	\$1,192/60% (16/0)
45	Village South Townhomes	\$811/60% (36/0)	\$896/50% (52/0) \$956/60% (10/0)	\$1,192/60% (14/0)

The proposed subject gross rents, ranging from \$879 to \$1,178, will be some of the lowest LIHTC rents targeting similar income levels within the market. This will position the subject project at a competitive advantage.

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

Map I.D.	Project Name	Total Units	Number of Vouchers	Share of Vouchers
1	Townhomes at Warwick Place I	40	8	20.0%
6	Alexander at 1090	77*	4	5.2%
10	Belle Summit	50	4	8.0%
13	City View Place	32	15	46.9%
20	Hatcher Tobacco Flats	152	23	15.1%
28	Morningside Apartment Homes	251*	N/A	-
35	South Gate	111	20	18.0%
45	Village South Townhomes	112	20	17.9%
Total		574	94	16.4%

*Non-subsidized Tax Credit units only

N/A – Not Available (units not included in total)

As the preceding table illustrates, there are a total of approximately 94 units that are occupied by Voucher holders among the seven most comparable LIHTC projects that provided such information. The 94 units occupied by Voucher holders comprise 16.4% of these comparable units. This illustrates that nearly 84% of these comparable Tax Credit units are occupied by tenants which are not currently receiving rental assistance. Therefore, the gross rents charged at the aforementioned projects in the market are achievable.

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 tables on the following page.

Map I.D.	Project Name	Square Footage		
		One-Br.	Two-Br.	Three-Br.
Site	Townhomes at Warwick Place III	-	-	1,320 - 1,400
1	Townhomes at Warwick Place I	-	-	1,450
6	Alexander at 1090	-	879 - 901	1,031
10	Belle Summit	556	830 - 897	1,066 - 1,106
13	City View Place	-	927	1,207
20	Hatcher Tobacco Flats	586 - 776	946 - 1,161	1,028 - 1,174
28	Morningside Apartment Homes	-	874 - 1,032	1,110
35	South Gate	675	850	1,121
45	Village South Townhomes	675	760 - 795	1,000

Map I.D.	Project Name	Number of Baths		
		One-Br.	Two-Br.	Three-Br.
Site	Townhomes at Warwick Place III	-	-	2.0
1	Townhomes at Warwick Place I	-	-	2.5
6	Alexander at 1090	-	2.0	2.0
10	Belle Summit	1.0	1.0 - 2.0	2.0
13	City View Place	-	1.5 - 2.0	1.5 - 2.0
20	Hatcher Tobacco Flats	1.0	2.0	2.0
28	Morningside Apartment Homes	-	1.0 - 1.5	1.0 - 1.5
35	South Gate	1.0	1.0	1.0
45	Village South Townhomes	1.0	1.0 - 1.5	1.0

The subject project will offer some of the largest three-bedroom unit sizes (square feet) within the market. This will position the site at a competitive advantage. The two full bathrooms to be provided within every subject unit will be appealing to the targeted demographic.

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

Tax Credit Unit Amenities by Map ID									
	Site*	1	6	10	13	20	28	35	45
Appliances	Dishwasher	X	X	X	X	X	X	X	X
	Disposal	X	X		X	X	X	X	X
	Icemaker	X				X	X		
	Microwave	X	X			X	X		X
	Range	X	X	X	X	X	X	X	X
	Refrigerator	X	X	X	X	X	X	X	X
	No Appliances								
Unit Amenities	AC-Central	X	X	X	X	X	X	X	X
	AC-Other								
	Balcony			X		X	S		
	Deck / Patio	X	X	X		X		S	X
	Basement								
	Ceiling Fan		X			X	S	X	
	Controlled Access				X	X	X		
	E-Call System								
	Fireplace								
	Furnished								
	Security System								
	Sunroom								
	W/D Hookup	X	X	X	X	X		X	X
	W/D		O	O	O		X	O	O
	Walk-In Closet	X		X	S		X		X
Window Treatments	X	X	X	X	X	X	X	X	
Flooring	Carpet	X	X	X	X	X	X	X	X
	Ceramic Tile								
	Composite (VCT)(LVT)	X		X	X				
	Hardwood								X
	Finished Concrete						X		
	Vinyl	X			X	X		X	
	Wood Laminate / Plank	X	X						X
Upgraded	Premium Appliances								
	Premium Countertops			X					
	Premium Cabinetry								
	Premium Fixtures								
	High Ceilings						X		
	Vaulted Ceilings								
	Crown Molding								
	Oversized Windows								
Parking	Attached Garage								
	Detached Garage								
	Street Parking							X	
	Surface Lot	X	X	X	X	X	X	X	X
	Carport								
	Property Parking Garage				X	X	O		
	Podium Parking								
No Provided Parking									

◆ - Senior Property

* Proposed Site(s): Townhomes at Warwick Place

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*	1	6	10	13	20	28	35	45	
Bike Racks / Storage			X			X				
Business Center **	X		X	X	X					
Car Care **										
Common Patio										
Community Garden										
Community Space	Activity / Craft Room			X						
	Chapel									
	Clubhouse		X	X		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	X	X			X	X	
Meals										
On-Site Management	X		X	X	X	X	X	X	X	
Pet Care **			X				X			
Recreation	Basketball									
	Bocce Ball									
	Firepit									
	Fitness Center			X		X	X			
	Grill					X		X	X	
	Game Room - Billiards									
	Hiking - Walking Trail									
	Hot Tub									
	Library									
	Media Room / Theater									
	Picnic Table / Area					X		X		X
	Playground			X		X		X		
	Putting Green									
	Racquetball									
	Shuffleboard									
	Sports Court									
	Swimming Pool - Indoor									
	Swimming Pool - Outdoor			X				X		
Tennis										
Volleyball										
Security	CCTV		X	X	X			X		
	Courtesy Officer							X	X	
	Gated Community						X			
	Gated Parking									
	Police Substation									
	Social Services **									
	Storage - Extra	X	S							
	Water Feature									
WiFi	X		X							

◆ - Senior Property

* Proposed Site(s): Townhomes at Warwick Place

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

** Details in Comparable Property Profile Report

As the preceding tables illustrate, the amenities package to be included at the site will be very similar with those offered at the most comparable LIHTC projects within the market. The subject project will not lack any amenity that will prevent it from successfully operating as a LIHTC community.

Comparable Tax Credit Summary

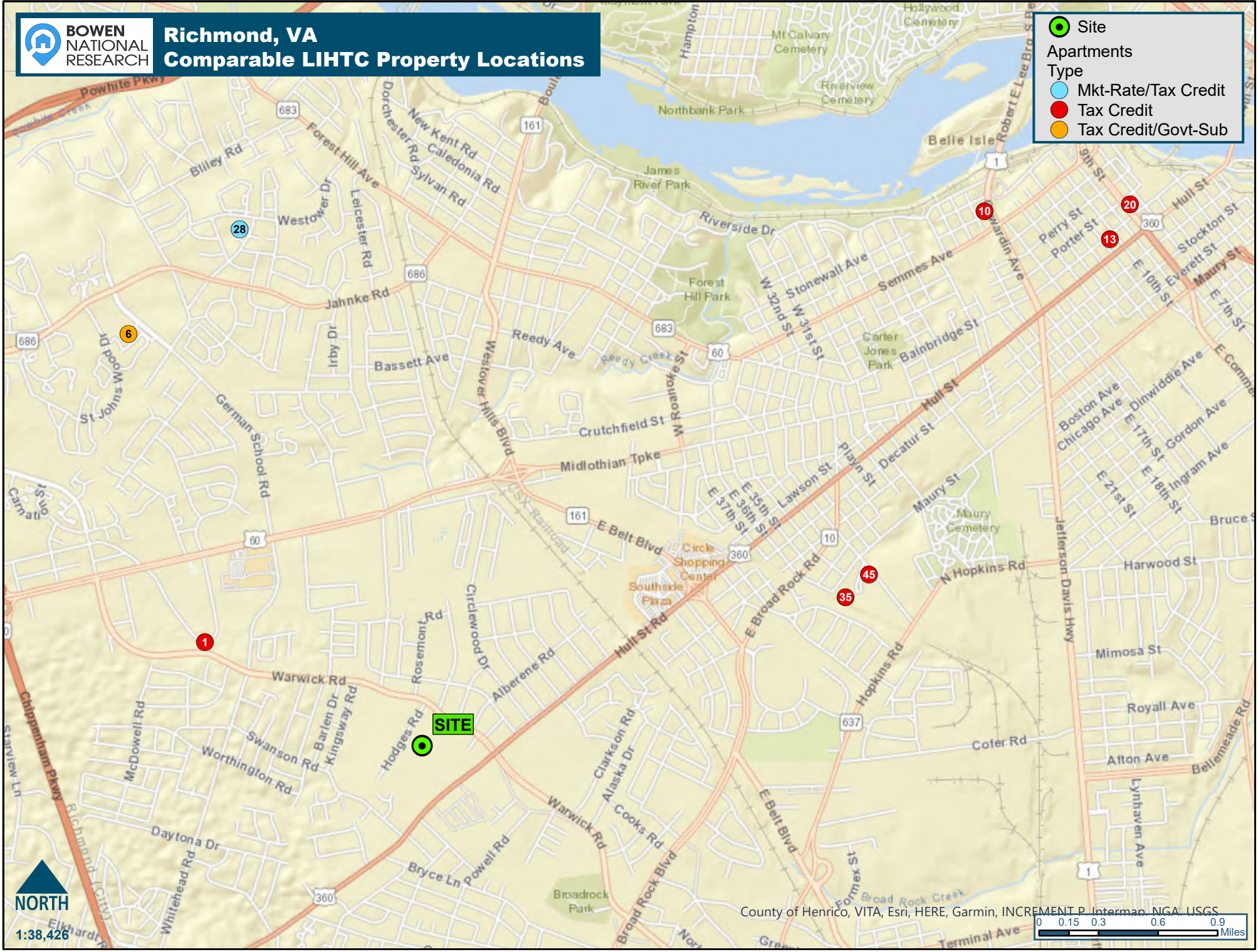
Based on our analysis of the proposed rents, unit sizes (square footage), amenities, location, quality and occupancy rates of the existing LIHTC properties within the market, it is our opinion that the proposed subject development will be very marketable. In fact, the subject project will be the newest LIHTC rental community within the Richmond Site PMA, offering some of the lowest LIHTC rents targeting similar income levels and some of the largest unit sizes. Combined with the strong occupancy levels maintained at the most comparable LIHTC projects surveyed within the market, nearly all of which are fully occupied, the subject project will provide an affordable rental housing alternative that is in high demand. This has been considered in our absorption projections.

A map depicting the location of the most comparable LIHTC properties is included on the following page.



Richmond, VA Comparable LIHTC Property Locations

- Site
- Apartments Type
- Mkt-Rate/Tax Credit
- Tax Credit
- Tax Credit/Govt-Sub



NORTH
1:38,426

County of Henrico, VITA, Esri, HERE, Garmin, INCREMENT P, Intermap, NGA, USGS
0 0.15 0.3 0.6 0.9 Miles

C. PLANNED MULTIFAMILY DEVELOPMENT

From interviews with planning representatives, as well as extensive online research and our in-person observations, it was determined there are several rental housing projects within the development pipeline in the Richmond Site PMA, which are summarized in the following table:

Project Name & Address	Type	Units	Developer	Status/Details
Townhomes at Warwick Place II 6278 Old Warwick Rd.	Tax Credit	30	Community Housing Partners	Under Construction: Allocated Tax Credits in 2018; Three-bedroom/2.5-bath townhome units ranging from 1,333 to 1,401 sq. ft; Property to target households earning 40%, 50% and 60% of AMHI; ECD spring 2021
Current 400 Hull St.	Market-Rate & Affordable	215	Lynx Ventures	Under Construction: Mixed-use five-story building with apartments (studio, one- and two-bedroom) on the four upper levels and 10,000 sq ft. of ground-level commercial space; Six-story building will be office space: 42 units will target those earning 80% AMHI; ECD first quarter of 2021
Jamestown FKA Riverview 1401 Railroad Ave.	Market-Rate	270	LIV Development	Under Construction: Seven buildings which will include a five-story building over podium parking, two (2) four-story buildings, and four (4) three-story townhome buildings; Studio rents \$1,295-1,355, one-bedroom \$1,395-\$1,560, two-bedrooms \$2,075-\$2,505, three-bedrooms \$2,455-\$2,635; ECD spring 2021
Riviera at Semmes 1400 Semmes Ave.	Market-Rate	189	Monument Development Nine LLC (Monument Companies & Edison Company)	Under Construction: Adaptive reuse, mixed-use; 152 one-bedroom rents \$999-\$1,409; 32 two-bedroom rents \$1,309-\$1,700; Five (5) three-bedrooms rent \$1,740-\$2,100; Amenities include swimming pool, and fitness center; All utilities (including cable and internet) to be included; Commercial space also part of development. ECD mid-2021
Model Tobacco Building 1100 Jefferson Davis Hwy.	Market-Rate & Affordable	203	C.A. Harrison Cos.	Under Construction: Model Tobacco building, closed 30 years ago is being adaptively reused; 2/3 of the one-, two- and three-bedrooms at market rates, a third will be rented at below-market rates for workforce housing tenants; 31 units will be loft-style apartments; Amenities will include rooftop deck, community room, half-court indoor basketball court, gym space, 30-foot climbing wall, a cooking kitchen, yoga studio, gaming center, outdoor swimming pool; ECD spring 2022
Village at Westlake II 6400 Jahnke Rd.	Market-Rate	108	Breeden Company	Planned: Phase II of existing Village at Westlake I opened in January 2018; One, two-, and three-bedroom units renting for \$999 to \$1,429; Amenities include a resort-style pool, two dog parks, fitness center, splash park & playground, yoga room, grilling stations, clubhouse, coffee bar, fire pits; Phase II will be two-, and three-bedrooms; Plans delayed due to COVID-19; May break ground winter of 2021
South Falls I 111 Hull St.	Market-Rate	255	Fountainhead Properties	Under Construction: Phase I consists of 255 units in a 14-story tower and a 135,000 square-foot, six-story office building; First phase ECD in spring 2021
South Falls II 3 Manchester Rd.	Market-Rate	210	Fountainhead Properties	Proposed: Phase II is proposed and would consist of 210 units set above two stories that will be used for tenant community amenities and commercial space

ECD – Estimated Completion Date

(Continued)

Project Name & Address	Type	Units	Developer	Status/Details
Port City II 1100 Jefferson Davis Hwy.	Tax Credit	147	SL Nusbaum Realty	Under Construction: Phase I of Port City in the former American Tobacco Company that was completed in 2019 with 135 units; Demolition of existing structures for Phase II is currently ongoing
The Box 511 Decatur St.	Market-Rate	118	Fountainhead Properties	Proposed: Seven-story building; 88 units will be one-bedroom units, 30 will be two-bedrooms; The project is market-rate; however, plans to rent on the lower end of the market; Plans call for a pool, gym and 89 space parking deck; The project also will include 4,200 square feet of commercial space on the first floor; Filed plans in June 2020
700 Semmes 700 Semmes Ave.	Market-Rate	230	The Beach Co.	Proposed: Filed plans September 2020 for a six-story multifamily project with 5,100 sq. ft. commercial; 170 one-bedroom units and 60 two-bedroom; 223-car parking garage; Amenities include a lounge, pool, and a rooftop deck
TBD 1114 Hull St.	Market-Rate	85	Harris Design & Construction Co	Proposed: Filed plans in December 2020; Five-story building; 74 one-bedrooms, seven (7) two-bedrooms and four studios; 58 parking spots and ground-floor commercial space; Amenities will include an outdoor courtyard, pool, indoor fitness center and clubroom
TBD 201 W. Commerce Rd.	Market-Rate	250	Brent Graves	Proposed: Announced plans November 2020; 12 to 16-story mixed-use development; 25,000 square feet of ground-floor commercial space; They hope to have a grocery store tenant in part of the commercial space
TBD 124 W. Ninth St.	Market-Rate	75	Urban Development Associates	Proposed: Filed development plans February 2020; 1,400 square-foot commercial space on the ground floor; 70 units will be one-bedrooms, and five will be two-bedrooms; Amenities include a gym, rooftop deck, and clubhouse; 78 surface parking spaces
Kemps Village 5336, 5348 and 5400 Hull St.	Market-Rate	245	Kemp Enterprises	Proposed: April 23, 2019, developer proposed to develop up to 245 age-restricted apartments and 175,000 square-foot self-storage facility on 12 acres; Three-and four-story buildings; Units ranging from 675 to 972 sq. ft; 300 parking spaces
River's Edge II 301 W. Sixth St.	Market-Rate	344	Mark Purcell, Guy Blundon, Keith Woodard and Ludwig Kuttner	Proposed: A twin set of 11-story towers; In summer 2020, the city approved a special-use permit; A 372-space, two-level parking garage; 80 percent of units will be one bedroom; Amenities include a pool, gym, interior dog walks and bike parking
Hydro 3, 3A, 3B and 3C Manchester Rd.	Market-Rate & Tax Credit	223	Fountainhead and WVS	Proposed: Plans for a six-story residential building 180 market-rate and 46 Tax Credit; 223 parking spaces; 4,600 square feet of rentable commercial space; ECD winter 2022; No LIHTC allocations as of January 2021
Port RVA Phase II (AKA FIVE50) 512 Hull St.	Market-Rate	188	Sam McDonald and Mark Scordo	Proposed: Phase II of existing Port RVA; Approved as a five-story building, however, the developers are seeking approval for a 12-story building; Studios to be 400 to 500 square feet and one-bedroom units to be 500 to 600 square feet. Rents ranging from \$895 to \$1,195

TBD – To Be Determined
ECD – Estimated Completion Date

(Continued)

Project Name & Address	Type	Units	Developer	Status/Details
Belle Heights II 2201 McDonough	Market-Rate	120	Williams Mullen	Proposed: Application submitted August 2020 for two possible development plans for Phase II of Belle Heights which was 111 for-sale townhomes: Calls for 35 more townhomes, or a mix of up to 120 apartments and 15 townhomes
Lambert Landing 501 Jefferson Davis Hwy.	Market-Rate	112	Lambert Landing LP	Proposed: No site plan submitted yet
Fox Manor 18 W. 27th St.	N/A	50	N/A	Proposed: No info available
TBD 7000 Jahnke Rd.	N/A	N/A	N/A	Proposed: Developer filed for rezoning for a mixed-use project in July 2020 for residential and office
Brady Square 2200 Brady St.	Tax Credit	132	Dakota Partners	Planned: Allocated funding 2019/2020. Will offer one-, two- and three-bedroom units targeting households earning up to 30%, 50% and 60% of AMHI. ECD late 2022

N/A – Not Available

TBD – To Be Determined

ECD – Estimated Completion Date

Of the aforementioned developments, three were allocated funding through the Tax Credit program, Townhomes at Warwick Place II (Phase II of site), Port City II and Brady Square. Two of these developments will offer a similar bedroom type at similar income levels as the site, Townhomes at Warwick Place II and Brady Square, and, therefore, have been considered in our demand estimates illustrated later in this report.

D. ANTICIPATED IMPACT ON EXISTING TAX CREDIT PROPERTIES

The anticipated occupancy rates of the existing comparable non-subsidized Tax Credit developments during the first year of occupancy at the subject project are as follows:

Map I.D.	Project	Current Occupancy Rate	Anticipated Occupancy Rate Through 2023
1	Townhomes at Warwick Place I	97.5%	95.0%+
6	Alexander at 1090	100.0%	95.0%+
10	Belle Summit	100.0%	95.0%+
13	City View Place	100.0%	95.0%+
20	Hatcher Tobacco Flats	100.0%	95.0%+
28	Morningside Apartment Homes	100.0%	95.0%+
35	South Gate	100.0%	95.0%+
45	Village South Townhomes	100.0%	95.0%+

The combined LIHTC occupancy rate of the eight most comparable LIHTC projects in the market is 99.9%, as a result of only one vacant unit. Notably, seven of these projects are 100.0% occupied, five of which maintain a waiting list. Given these strong occupancy levels and the fact that significant demographic support exists in the market for the subject development, as illustrated in Section VII - *Capture Rate Analysis*, it is not anticipated that the subject project will have any significant impact on the existing comparable LIHTC projects' marketability. It is expected that the comparable LIHTC projects will maintain occupancy levels at or above 95.0% during the subject development's first year of occupancy.

E. BUY VERSUS RENT ANALYSIS

According to ESRI, the median home value within the Site PMA was \$156,393. At an estimated interest rate of 4.5% and a 30-year term (and 95% LTV), the monthly mortgage for a \$156,393 home is \$941, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price - ESRI	\$156,393
Mortgaged Value = 95% of Median Home Price	\$148,573
Interest Rate - Bankrate.com	4.5%
Term	30
Monthly Principal & Interest	\$753
Estimated Taxes and Insurance*	\$188
Estimated Monthly Mortgage Payment	\$941

*Estimated at 25% of principal and interest

In comparison, the collected Tax Credit rents at the subject property are generally below the cost of a monthly mortgage for a typical home in the area. Therefore, 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 Richmond 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.
	Townhomes at Warwick Place III	2023	65	-	-	-	-	65 (-)
25	Manchester Park	2017	24	100.0%	-	10 (100.0%)	11 (100.0%)	3 (100.0%)
32	Overlook at City View	2019	161	100.0%	12 (100.0%)	81 (100.0%)	48 (100.0%)	20 (100.0%)
36	St. John's Wood	1975 / 2017	777	97.7%	-	163 (97.5%)	439 (96.8%)	175 (100.0%)
37	Sterling Beaufont	1981 / 2013	312	99.4%	-	100 (100.0%)	204 (99.0%)	8 (100.0%)
44	Village at Westlake	2018	252	100.0%	-	72 (100.0%)	120 (100.0%)	60 (100.0%)

Occ. – Occupancy

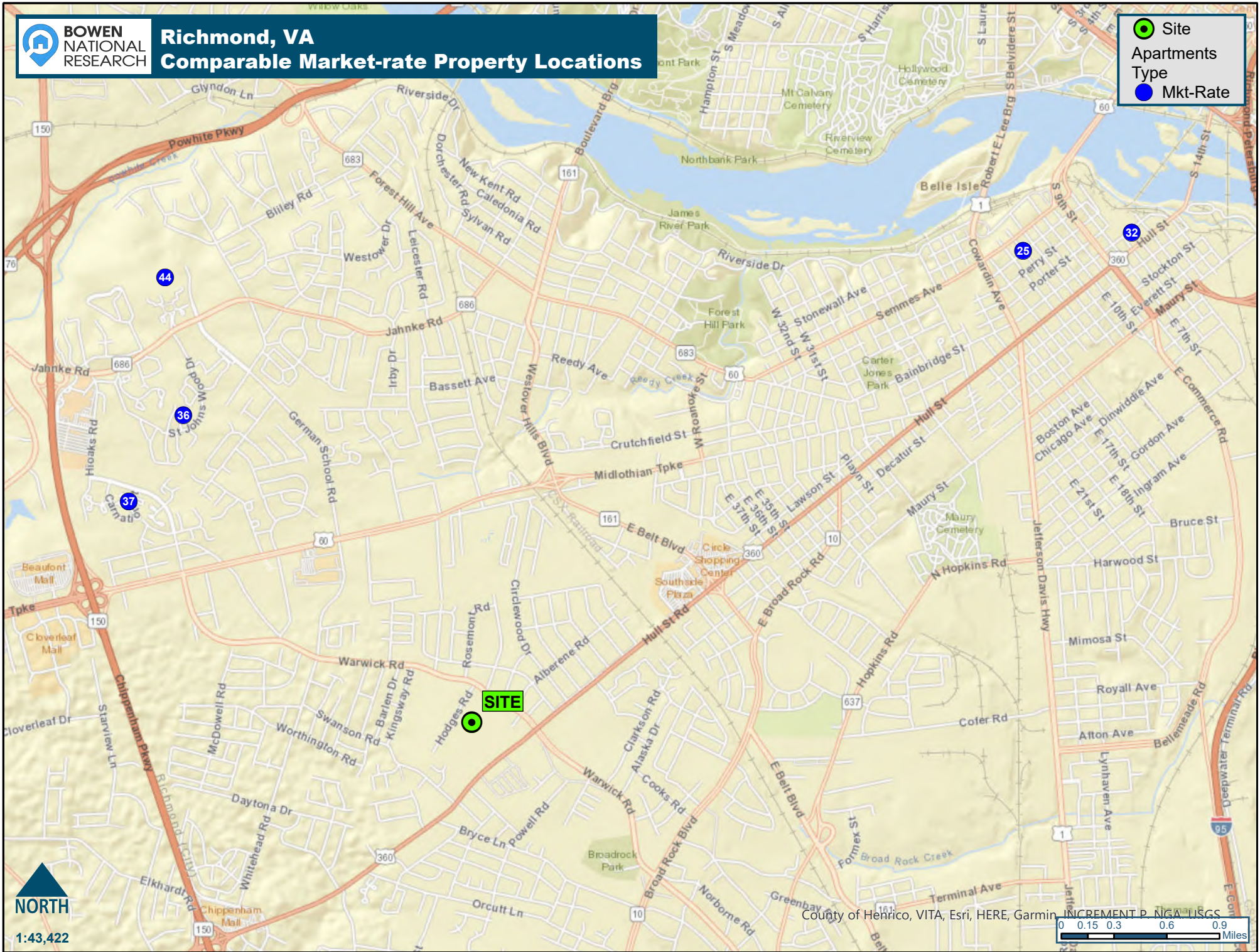
The five selected market-rate projects have a combined total of 1,526 units with an overall occupancy rate of 98.7%, a very strong rate for rental housing. This indicates that these projects have been very well received within the market and will serve as accurate benchmarks with which to compare the subject project.

The Rent Comparability Grid on the following page shows the collected rents for each of the selected properties and illustrates 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 Grid 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



1:43,422

County of Henrico, VITA, Esri, HERE, Garmin, INCREMENT P, NGA, USGS
0 0.15 0.3 0.6 0.9 Miles

Rent Comparability Grid

Unit Type → **THREE-BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Townhomes at Warwick Place III		Manchester Park		Overlook at City View		St. John's Wood		Sterling Beaufont		Village at Westlake	
5300 Warwick Road		1300 McDonough St.		500 Bainbridge St		901 St John's Wood Dr		6839 Carnation St		1500 German School Rd	
Richmond, VA		Richmond, VA		Richmond, VA		Richmond, VA		Richmond, VA		Richmond, VA	
Data		Data		Data		Data		Data		Data	
on		on		on		on		on		on	
Subject		Subject		Subject		Subject		Subject		Subject	
A. Rents Charged		Data		Data		Data		Data		Data	
\$ Last Rent / Restricted?		\$2,013		\$2,350		\$1,400		\$1,525		\$1,449	
Date Surveyed		Jan-21		Jan-21		Jan-21		Jan-21		Dec-20	
Rent Concessions		None		None		None		None		None	
Occupancy for Unit Type		100%		100%		100%		100%		100%	
Effective Rent & Rent/ sq. ft		\$2,013 1.26		\$2,350 1.52		\$1,400 1.12		\$1,525 1.23		\$1,449 1.04	
B. Design, Location, Condition		Data		Data		Data		Data		Data	
Structure / Stories		TH/2		EE/2,3,4		TH/2		WU/2		WU/3	
Yr. Built/Yr. Renovated		2023		2017 \$6		2019 \$4		1975/2017 \$27		1981/2013 \$26	
Condition/Street Appeal		E		G \$15		E		G \$15		E	
Neighborhood		F		G (\$10)		G (\$10)		G (\$10)		G (\$10)	
Same Market?		Yes		Yes		Yes		Yes		Yes	
C. Unit Equipment/ Amenities		Data		Data		Data		Data		Data	
# Bedrooms		3		3		3		3		3	
# Baths		2		3 (\$30)		2.5 (\$15)		2		2	
Unit Interior Sq. Ft.		1320		1600 (\$87)		1541 (\$69)		1255 \$20		1236 \$26	
Patio/Balcony		Y		Y		Y		Y		Y	
AC: Central/Wall		C		C		C		C		C	
Range/Refrigerator		R/F		R/F		R/F		R/F		R/F	
Microwave/Dishwasher		Y/Y		Y/Y		Y/Y		Y/Y		Y/Y	
Washer/Dryer		HU/L		W/D (\$25)		W/D (\$25)		W/D (\$25)		HU/L (\$25)	
Floor Coverings		C/V/L		W		V/L		C/L		C/L	
Window Treatments		Y		Y		Y		Y		Y	
Secured Entry		N		N		N		N		N	
Garbage Disposal		Y		Y		Y		Y		Y	
Ceiling Fan/Storage		N/Y		Y/N		Y/N		N/Y		Y/Y (\$5)	
D Site Equipment/ Amenities		Data		Data		Data		Data		Data	
Parking (\$ Fee)		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
On-Site Management		Y		N \$5		Y		Y		Y	
Security Features		N		N		N		Y (\$5)		Y (\$5)	
Community Space		Y		N \$5		Y		Y		Y	
Pool/Recreation Areas		N		N		P/F (\$15)		P/E/GR/T/WT (\$24)		P/F (\$15)	
Computer/Business Center		Y		N \$3		N \$3		N \$3		N \$3	
Picnic Area/Grill		N		Y (\$3)		Y (\$3)		Y (\$3)		Y (\$3)	
Playground		N		N		N		Y (\$3)		Y (\$3)	
Social Services		N		N		N		N		N	
E. Utilities		Data		Data		Data		Data		Data	
Heat (in rent?/ type)		N/E		N/E		N/E		Y/G (\$42)		N/G	
Cooling (in rent?/ type)		N/E		N/E		N/E		N/E		N/E	
Cooking (in rent?/ type)		N/E		N/E		N/E		Y/G (\$6)		N/E	
Hot Water (in rent?/ type)		N/E		N/E		N/E		Y/G (\$15)		N/G	
Other Electric		N		N		N		N		N	
Cold Water/Sewer		N/N		Y/Y (\$130)		Y/Y (\$130)		Y/Y (\$130)		Y/Y (\$130)	
Trash/Recycling		N/N		Y/N (\$20)		Y/N (\$20)		Y/N (\$20)		Y/N (\$20)	
F. Adjustments Recap		Pos		Neg		Pos		Neg		Pos	
# Adjustments B to D		5		4		2		6		4	
Sum Adjustments B to D		\$34		(\$152)		\$7		(\$137)		\$65	
Sum Utility Adjustments				(\$150)				(\$150)			
		Net		Gross		Net		Gross		Net	
Net/ Gross Adjmts B to E		(\$268)		\$336		(\$280)		\$294		(\$218)	
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
Adjusted Rent (5+ 43)		\$1,745		\$2,070		\$1,182		\$1,409		\$1,374	
Adj Rent/Last rent		87%		88%		84%		92%		95%	
Estimated Market Rent		\$1,375		\$1.04		← 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 the subject's three-bedroom units. 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 Grid, it was determined that the present-day achievable market rent for units similar to the proposed subject development is \$1,375 for a three-bedroom unit, which is illustrated as follows:

Bedroom Type	Proposed Collected Rent	% AMHI	Achievable Market Rent	Market Rent Advantage
Three-Br.	\$676	40%	\$1,375	50.8%
	\$825	50%		40.0%
	\$975	60%		29.1%

Typically, Tax Credit units should represent approximately a 10.0% market rent advantage. As such, the proposed subject Tax Credit rents will likely be perceived as substantial values within the market, as they represent market rent advantages ranging from 29.1% to 50.8%, depending upon targeted income level.

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.

7. Upon completion of construction, the subject project will be the newest property in the market. The selected properties were built between 1975 and 2019; however, two properties were renovated in 2013 and 2017. As such, 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 an excellent appearance, once construction is complete. We have made adjustments for those properties that we consider to be of inferior quality compared to the subject development.

9. All of the selected properties are located in neighborhoods considered more desirable than that of the subject site. As such, we have applied negative adjustments to the selected properties to reflect the differences in neighborhoods.
12. There is a variety of the number of bathrooms offered at each of the selected properties. We have made adjustments of \$15 per half bathroom to reflect the difference in the number of bathrooms offered at the site as compared with the comparable properties.
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 generally inferior to those offered at the selected properties. We have made adjustments for features lacking at the subject project.
- 24.-32. The proposed project will offer a limited project amenities package relative to those offered at the selected market-rate developments. We have made monetary adjustments to reflect the difference between the proposed project's and the selected properties' project amenities.
- 33.-39. We have made adjustments to reflect the differences in utility responsibility at each selected property. 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 program (LIHTC), 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 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 40%, 50% and 60% of AMHI. The following table summarizes the maximum allowable income by household size and targeted AMHI levels:

Household Size	Maximum Allowable Income		
	40%	50%	60%
One-Person	\$25,040	\$31,300	\$37,560
Two-Person	\$28,640	\$35,800	\$42,960
Three-Person	\$32,200	\$40,250	\$48,300
Four-Person	\$35,760	\$44,700	\$53,640
Five-Person	\$38,640	\$48,300	\$57,960

1. Maximum Income Limits

The subject site's three-bedroom units are expected to house up to five-person households. As such, the maximum allowable income at the subject site is **\$57,960**.

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.

The proposed LIHTC units will have a lowest gross rent of \$879. Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$10,548. Applying a 35% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement of **\$30,137**.

3. Income-Appropriate Range

Based on the preceding analyses, the income-appropriate ranges required to live at the proposed project with units built to serve households at 40%, 50% and 60% of AMHI are as follows:

Unit Type	Income Range	
	Minimum	Maximum
Tax Credit (Limited to 40% of AMHI)	\$30,137	\$38,640
Tax Credit (Limited to 50% of AMHI)	\$35,246	\$48,300
Tax Credit (Limited to 60% of AMHI)	\$40,389	\$57,960
Overall Tax Credit	\$30,137	\$57,960

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 2023, 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.*

As the site will be comprised entirely of three-bedroom units, we have only considered larger (three-person+) household sizes within our capture rate estimates in order to avoid overestimating 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), 22.3% to 57.1% of households, depending upon income level, within the market 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 4.9% of all households within the market 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 general-occupancy.

- 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 discussed in the Section V of this report, there are currently eight Tax Credit projects containing 201 directly comparable non-subsidized LIHTC three-bedroom units. Of these 201 comparable three-bedroom LIHTC units, only one is vacant (40% of AMHI) and has been considered in our demand estimates. Also note that there are two LIHTC projects within the development pipeline in the market that have received funding and will offer units considered directly comparable to the subject site. These projects are summarized as follows:

- Townhomes at Warwick Place II (Phase II of site) is currently under construction and will offer 30 three-bedroom units targeting households earning up to 40% (four units), 50% (15 units) and 60% (11 units) of AMHI. The project is expected to be completed by the spring of 2021.
- Brady Square was allocated funding in 2019/2020 and will offer 132 units, of which 26 will consist of three bedrooms targeting households earning up to 30% (one unit), 50% (five units, four of which will be non-subsidized) and 60% (20 units) of AMHI. The project is expected to be completed in late 2022.

The 54 directly comparable three-bedroom units within the development pipeline have also been considered in the demand analysis illustrated on the following page.

Demand Component	Percent of Median Household Income			
	40% AMHI (\$30,137-\$38,640)	50% AMHI (\$35,246-\$48,300)	60% AMHI (\$40,389-\$57,960)	Overall (\$30,137-\$57,960)
Demand from New Rental Households (Size*- And Income-Appropriate)	591 - 613 = -22	832 - 846 = -14	890 - 885 = 5	1,599 - 1,620 = -21
+				
Demand from Existing Households (Rent Overburdened)	613 X 57.1% = 350	846 X 28.4% = 240	885 X 22.3% = 197	1,620 X 36.6% = 593
+				
Demand from Existing Households (Renters in Substandard Housing)	613 X 4.9% = 30	846 X 4.9% = 41	885 X 4.9% = 43	1,620 X 4.9% = 79
+				
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	358	267	245	651
-				
Supply (Directly Comparable Vacant Units Completed or in The Pipeline)	5	19	31	55
=				
Net Demand	353	248	214	596
Proposed Units	7	26	37	65
Proposed Units / Net Demand	7 / 353	26 / 248	37 / 214	65 / 596
Capture Rate	= 2.0%	= 10.5%	= 17.3	= 10.9%
Total Absorption Period	< 1 Month	< 2 Months	< 3 Months	4 Months

*Solely considers larger (three-person+) household sizes
N/A - Not Applicable

Overall, the capture rates by income level are considered low, as they range from 2.0% to 17.3%. The overall capture rate of 10.9% is low and certainly achievable in the Richmond Site PMA, especially considering the high occupancy levels maintained at the competitive LIHTC projects and the fact that the subject project will offer some of the lowest LIHTC three-bedroom rents targeting similar income levels within the market.

D. PENETRATION RATE CALCULATIONS

The 2,855 existing and planned non-subsidized Tax Credit units 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 \$18,034 to \$57,960. Based on the Demographic Characteristics and Trends of household incomes for the Site PMA, there will be a projected 10,035 renter households with eligible incomes in 2023. The 2,855 existing and planned non-subsidized Tax Credit units, along with the 65 proposed subject units, represent a penetration rate of 29.1% of the 10,035 income-eligible renter households, which is summarized in the table on the following page.

	Market Penetration
Number of LIHTC Units (Planned and Existing)	2,920
Income-Eligible Renter Households – 2022	/ 10,035
Overall Market Penetration Rate	= 29.1%

It is our opinion that the 29.1% penetration rate for the LIHTC units, both existing and planned, is achievable. Based on the fact that the overall non-subsidized LIHTC market surveyed is operating at a 99.8% occupancy rate as a result of only five vacant units, of which many of these properties are 100.0% occupied and maintain a waiting list, we believe the 29.1% penetration rate is achievable.

E. 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 households currently on the waiting list for additional Vouchers. The waiting list is closed, and it is unknown when it will reopen. Annual turnover is estimated at 176 households. This reflects the continuing need for 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 standard for a three-bedroom unit, as well as the proposed subject gross rents, are summarized in the following table:

Bedroom Type	Payment Standard	Proposed Tax Credit Gross Rents (AMHI)
Three-Bedroom	\$1,538	\$879 (40%)
		\$1,028 (50%)
		\$1,178 (60%)

As the preceding table illustrates, all of the proposed LIHTC gross rents are below the local payment standard for a three-bedroom unit. As such, the subject project will be able to rely on support from Housing Choice Voucher holders. This will increase the demographic base of potential support for the proposed development and has been considered in our absorption projections.

F. 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 proposed 65 LIHTC units at the subject site will reach a stabilized occupancy of 95% within approximately four months of opening. This absorption period is based on a conservative average monthly absorption rate of approximately 15 units per month.

These absorption projections assume a June 2023 opening date. An earlier/later opening date may have a slowing impact on the initial absorption of the subject project. Further, these absorption projections assume that the project will be built as outlined in this report. Changes to the project's rents, amenities, floor plans, location or other features may invalidate our findings. Finally, we assume the developer and/or management will aggressively market the project throughout the Site PMA a few months in advance of its opening and continue to monitor market conditions during the project's initial lease-up period. Note that Voucher support has also been considered in determining these absorption projections and that these absorption projections may vary depending upon the amount of Voucher support the subject development receives.

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:

- Stephanie Washington, Property Manager at Tuscany Townhomes (Map ID 42), a Tax Credit property within the Site PMA, stated that the cost of living is increasing in Richmond and market-rate rents are too expensive. Ms. Washington also explained that income limits on Tax Credit properties hurt middle class families who cannot afford market-rate rents and make too much to qualify to reside at a Tax Credit community. Ms. Washington further noted that seniors, the disabled, and individuals on fixed incomes are struggling to keep pace with the high cost of living in Richmond.
- Sandra (would not disclose last name), Property Manager at Venus at Manchester (Map ID 43), a Tax Credit property within the market, stated that there is a constant demand for affordable housing due to limited affordable housing options in Richmond. Sandra also noted that rent increases every month, which makes it difficult for middle- to low-income households to maintain. She further explained that the cost of living is high, and incomes are low.
- Kenyatta Green, Director of the 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. With the Public Housing waiting list containing over 13,000 households, there are many more applicants than the number of Public Housing units in the housing authority's inventory.

IX. Analysis & Conclusions

Based on the findings reported in our market study, it is our opinion that a market exists for the 65 units proposed at the subject site, assuming it is developed as detailed in this report. Changes in the project's site, rents, amenities or opening date may alter these findings.

The project will be very competitive within the market area in terms of unit amenities and unit sizes, and the proposed rents will be perceived as significant values in the marketplace. Notably, the proposed subject rents represent market rent advantages of between 29.1% and 50.8%, illustrating that they will likely represent substantial values to low-income renters within the market. In fact, the proposed rents will be some of the lowest three-bedroom rents targeting similar income levels compared to those offered at the comparable LIHTC projects in the market, providing the subject project with a competitive advantage. This is demonstrated in Section V.

Given that nearly all comparable LIHTC developments surveyed within the Site PMA are 100.0% occupied, five of which maintain waiting lists, the subject project will offer a housing alternative to low-income households that has limited availability in the area.

As shown in the Project Specific Demand Analysis section of this report, with an overall capture rate of 10.9% of size- and income-appropriate renter households in the market, there is significant support for the subject development. Therefore, it is our opinion that the subject project will have no impact on the existing Tax Credit developments in the Site PMA.

X.

SITE PHOTOGRAPHS



View of site from the northeast



View of site from the east



View of site from the southeast



View of site from the south



View of site from the southwest



View of site from the west



North view from site



Northeast view from site



East of site



Southeast view from site



South view from site



Southwest view from site



West view from site



Northwest view from site



Streetscape: Southeast view of Warwick Road



Streetscape: Northwest view of Warwick Road

XI.

COMPARABLE
PROPERTY PROFILES

1 Townhomes at Warwick Place I 1.1 miles to site



Address: 6220 Old Warwick Rd, Richmond, VA 23234
 Phone: (804) 417-7347 Contact: George (By Phone)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 40 Year Built: 2015
 Vacant Units: 1 *AR Year:
 Occupancy: 97.5% Yr Renovated:
 Turnover: Stories: 2
 Waitlist: None
 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: No landlord paid utilities;

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

Property Amenities: Extra Storage

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
3	2.5	T	4	1	1,450	\$0.42	\$602	40%
3	2.5	T	20	0	1,450	\$0.55	\$795	50%
3	2.5	T	16	0	1,450	\$0.68	\$979	60%

*Adaptive Reuse

*DTS is based on drive time

6 Alexander at 1090 3.1 miles to site



Address: 1090 German School Rd, Richmond, VA 23225
 Phone: (804) 562-6410 Contact: Lisa (By Phone)
 Property Type: Tax Credit, Government Subsidized
 Target Population: Family
 Total Units: 96 Year Built: 2020
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 4
 Waitlist: 2 HH
 Rent Special: None

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

Notes: Tax Credit (77 units); PBV/PBRA & Tax Credit (19 units); Preleasing 5/2020, opened 11/2020, stabilized occupancy 1/2021

Features And Utilities

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

Unit Amenities: Dishwasher; Range; Refrigerator; Central AC; Balcony; Deck / Patio; W/D Hookup; W/D; Walk-In Closet; Window Treatments; Flooring (Carpet, Composite); Premium Countertops

Property Amenities: Bike Racks / Storage; Business Center (Computer, Copy); Clubhouse, Community Room; Cafe / Coffee Bar; Laundry Room; On-Site Management; Dog Park, Pet Stations; Recreation Areas (Fitness Center, Playground, Outdoor Swimming Pool); CCTV; WiFi

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	2	G	2	0	879	\$0.80	\$699	40%
2	2	G	11	0	901	Subsidized	Subsidized	Subsidized
2	2	G	30	0	901	\$0.99	\$891	50%
2	2	G	13	0	901	\$1.17	\$1,050	60%
3	2	G	8	0	1,031	Subsidized	Subsidized	Subsidized
3	2	G	16	0	1,031	\$1.00	\$1,027	50%
3	2	G	16	0	1,031	\$1.14	\$1,175	60%

*Adaptive Reuse

*DTS is based on drive time

10 Belle Summit 3.6 miles to site



Address: 600 Cowardin Ave, Richmond, VA 23224
 Phone: (804) 231-7068 Contact: Shaquille (By Phone)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 50 Year Built: 2014 Ratings
 Vacant Units: 0 *AR Year: Quality: B+
 Occupancy: 100.0% Yr Renovated: Neighborhood: B
 Turnover: Stories: 4 (w/Elev) Access/Visibility: B+/A
 Waitlist: None
 Rent Special: None

Notes: Tax Credit



Features And Utilities

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

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

Property Amenities: Business Center (Computer, Copy); Activity-Craft Room, Clubhouse, Conference Room; Elevator; Laundry Room; On-Site Management; CCTV

Parking Type: Surface Lot; Parking Garage

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	1	0	556	\$1.07	\$595	40%
1	1	G	9	0	556	\$1.32	\$735	50%
2	2	G	3	0	830 - 897	\$0.83 - \$0.77	\$692	40%
2	1	G	27	0	830 - 897	\$1.04 - \$0.96	\$860	50%
3	2	G	1	0	1,066 - 1,106	\$0.74 - \$0.71	\$786	40%
3	2	G	9	0	1,066 - 1,106	\$0.91 - \$0.88	\$968	50%

*Adaptive Reuse

*DTS is based on drive time

13 City View Place 3.5 miles to site



Address: 1000 Bainbridge St, Richmond, VA 23224
 Phone: (804) 303-5984 Contact: Jasmine
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 32 Year Built: 2012
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 3 (w/Elev)
 Waitlist: 18 HH
 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 Sewer, Trash

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Balcony; Deck / Patio; Ceiling Fan; Controlled Access; W/D Hookup;
 Window Treatments; Flooring (Carpet, Vinyl)

Property Amenities: Business Center (Computer); Community Room; Elevator; Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Grill, Picnic Table / Area, Playground); CCTV

Parking Type: Surface Lot; Parking Garage

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	1.5 - 2	G	3	0	927	\$0.80	\$743	40%
2	1.5 - 2	G	11	0	927	\$1.05	\$975	50%
3	1.5 - 2	G	2	0	1,207	\$0.62	\$746	40%
3	1.5 - 2	G	16	0	1,207	\$0.81	\$975	50%

*Adaptive Reuse

*DTS is based on drive time

20 Hatcher Tobacco Flats 3.7 miles to site



Address: 151 W Commerce Rd, Richmond, VA 23224
 Phone: (804) 977-0758 Contact: Alisha
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 152 Year Built: 2015
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 4,5 (w/Elev)
 Waitlist: 9 HH
 Rent Special: None

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

Notes: Tax Credit



Features And Utilities

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

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Balcony; Ceiling Fan; Controlled Access; W/D; Walk-In Closet;
 Window Treatments; Flooring (Carpet, Finished Concrete); High Ceilings

Property Amenities: Bike Racks / Storage; Clubhouse, Community Kitchen, TV Lounge; Concierge Services (Package Receiving); Cafe / Coffee Bar; Elevator; On-Site Management; Recreation Areas (Fitness Center); Gated Community

Parking Type: Surface Lot; Parking Garage

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	15	0	586 - 776	\$0.97 - \$0.73	\$570	40%
1	1	G	16	0	586 - 776	\$1.26 - \$0.95	\$737	50%
2	2	G	93	0	946 - 1,161	\$0.93 - \$0.75	\$876	50%
3	2	G	28	0	1,028 - 1,174	\$0.97 - \$0.85	\$1,001	50%

*Adaptive Reuse

*DTS is based on drive time

25 Manchester Park 3.6 miles to site



Address: 1300 McDonough St., Richmond, VA 23224
 Phone: (804) 823-8882 Contact: Lyndi
 Property Type: Market Rate
 Target Population: Family
 Total Units: 24 Year Built: 2017
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% 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 Water, Sewer, Trash

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Deck / Patio; Ceiling Fan; W/D Hookup; W/D; Window Treatments; Flooring (Hardwood); Premium Appliances; Premium Countertops; Premium Cabinetry; Premium Fixtures

Property Amenities:

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	2	T	10	0	800 - 900	\$1.45 - \$1.33	\$1,158 - \$1,195	Market
2	2	T	11	0	1,200	\$1.05	\$1,255	Market
3	3	T	3	0	1,600	\$1.26	\$2,013	Market

*Adaptive Reuse

*DTS is based on drive time

28 Morningside Apartment Homes 3.0 miles to site



Address: 1414 Newell Rd, Richmond, VA 23225
 Phone: (804) 327-9151 Contact: Woneishi
 Property Type: Market Rate, Tax Credit
 Target Population: Family
 Total Units: 393 Year Built: 1964 Ratings
 Vacant Units: 11 *AR Year: Quality: B-
 Occupancy: 97.2% Yr Renovated: 1999 Neighborhood: B
 Turnover: Stories: 2 Access/Visibility: B/B-
 Waitlist: None
 Rent Special: One month rent free

Notes: Market-rate (142 units); Tax Credit (251 units); Higher rent 2-br unit includes washer/dryer



Features And Utilities

Utility Schedule Provided by: Richmond Redevelopment and Housing Authority
 Utility Type & Responsibility: Landlord pays Heat (Natural Gas), Hot Water (Natural Gas), Cooking (Natural Gas), Water, Sewer, Trash
 Unit Amenities: Dishwasher; Disposal; Range; Refrigerator; Central AC; Deck / Patio; Ceiling Fan; W/D Hookup; W/D; Window Treatments; Flooring (Carpet, Vinyl)
 Property Amenities: Gazebo; On-Site Management; Dog Park, Pet Stations; Recreation Areas (Grill, Picnic Table / Area, Playground, Outdoor Swimming Pool)
 Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	1 - 1.5	G	76	0	874 - 925	\$1.05 - \$1.11	\$920 - \$1,025	60%
2	1 - 1.5	G	35	10	874 - 925	\$1.05 - \$1.11	\$920 - \$1,025	Market
2	1 - 1.5	T	132	0	977 - 1,032	\$1.05 - \$1.02	\$1,025 - \$1,050	60%
2	1 - 1.5	T	78	1	977 - 1,032	\$1.05 - \$1.02	\$1,025 - \$1,050	Market
3	1 - 1.5	T	43	0	1,110	\$1.10	\$1,225	60%
3	1 - 1.5	T	29	0	1,110	\$1.10	\$1,225	Market

*Adaptive Reuse

*DTS is based on drive time

32 **Overlook at City View** 3.8 miles to site



Address: 500 Bainbridge St, Richmond, VA 23224
 Phone: (804) 664-5566 Contact: Gabby
 Property Type: Market Rate
 Target Population: Family
 Total Units: 161 Year Built: 2019
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2,3,4 (w/Elev)
 Waitlist: None
 Rent Special: None

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

Notes: Preleasing 6/2019, opened 10/2019, stabilized occupancy 4/2019; Rent range based on floor level & view



Features And Utilities

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

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

Property Amenities: Bike Racks / Storage; Car Care (Charging Stations); Community Room; 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); Extra Storage

Parking Type: Surface Lot; Parking Garage

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
0	1	G	12	0	488	\$2.46	\$1,200	Market
1	1	G	69	0	610 - 795	\$1.97 - \$1.63	\$1,199 - \$1,299	Market
1	1	L	12	0	795 - 998	\$1.70 - \$1.50	\$1,349 - \$1,499	Market
2	2	G	26	0	895 - 938	\$1.89 - \$2.02	\$1,695 - \$1,895	Market
2	2.5	G	22	0	916 - 1,129	\$1.96 - \$1.68	\$1,799 - \$1,895	Market
3	2.5	T	20	0	1,541 - 1,611	\$1.52	\$2,350 - \$2,450	Market

*Adaptive Reuse

*DTS is based on drive time

35 South Gate 2.0 miles to site



Address: 3450 Maury St, Richmond, VA 23224
 Phone: (804) 230-4004 Contact: Del
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 111 Year Built: 1965
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated: 2005
 Turnover: Stories: 2
 Waitlist: 12 HH
 Rent Special: None
 Ratings
 Quality: C
 Neighborhood: C+
 Access/Visibility: B/B

Notes: Tax Credit

Picture
Not
Available

Features And Utilities

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

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

Property Amenities: Laundry Room; On-Site Management; CCTV, Courtesy Officer

Parking Type: Street Parking; Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	T	16	0	675	\$1.01	\$685	60%
2	1	T	79	0	850	\$0.85	\$725	60%
3	1	T	16	0	1,121	\$0.86	\$960	60%

*Adaptive Reuse

*DTS is based on drive time

36 St. John's Wood 3.4 miles to site



Address: 901 St John's Wood Dr, Richmond, VA 23225
 Phone: (804) 320-1614 Contact: Deanna
 Property Type: Market Rate
 Target Population: Family
 Total Units: 777 Year Built: 1975
 Vacant Units: 18 *AR Year:
 Occupancy: 97.7% Yr Renovated: 2017
 Turnover: Stories: 2
 Waitlist: None
 Rent Special: None

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

Notes: Vacancies attributed to COVID-19 pandemic & job loss



Features And Utilities

Utility Schedule Provided by: Richmond Redevelopment and Housing Authority

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

Unit Amenities: Dishwasher; Disposal; Microwave; Range; Refrigerator; Central AC; Deck / Patio; Ceiling Fan; W/D; Walk-In Closet; Window Treatments; Flooring (Carpet, Wood Laminate / Plank); Premium Appliances; Premium Countertops; Premium Cabinetry; Premium Fixtures; Vaulted Ceilings

Property Amenities: Clubhouse, Community Room, Rooftop Lounge; Concierge Services (Package Receiving); Cafe / Coffee Bar; Pavilion; On-Site Management; Dog Park, Pet Stations; Recreation Areas (Firepit, Fitness Center, Grill, Game Room-Billiards, Hiking-Walking Trail, Picnic Table / Area, Playground, Outdoor Swimming Pool, Tennis); Gated Community; Extra Storage

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	43	1	764	\$1.38	\$1,055	Market
1	1	T	120	3	710	\$1.47	\$1,045	Market
2	2	G	19	10	1,087	\$1.04	\$1,130	Market
2	1	T	210	2	992	\$1.15	\$1,145	Market
2	1.5 - 2	T	210	2	1,022 - 1,090	\$1.16 - \$1.09	\$1,185	Market
3	2 - 2.5	T	175	0	1,255 - 1,336	\$1.12 - \$1.05	\$1,400	Market

*Adaptive Reuse

*DTS is based on drive time

37 Sterling Beaufont 2.2 miles to site



Address: 6839 Carnation St, Richmond, VA 23225
 Phone: (804) 272-5738 Contact: Rebecca
 Property Type: Market Rate
 Target Population: Family
 Total Units: 312 Year Built: 1981
 Vacant Units: 2 *AR Year:
 Occupancy: 99.4% Yr Renovated: 2013
 Turnover: Stories: 2
 Waitlist: None
 Rent Special: None

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

Notes: Rents change daily



Features And Utilities

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

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

Property Amenities: Car Care (Car Wash); Clubhouse; Concierge Services (Package Receiving); Cafe / Coffee Bar; Laundry Room; On-Site Management; Dog Park, Pet Stations; Recreation Areas (Fitness Center, Grill, Picnic Table / Area, Playground, Outdoor Swimming Pool); Courtesy Officer; WiFi

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	100	0	706 - 854	\$1.50 - \$1.28	\$1,056 - \$1,096	Market
2	1	G	102	0	854	\$1.34	\$1,144	Market
2	2	G	102	2	944 - 1,022	\$1.45 - \$1.38	\$1,366 - \$1,415	Market
3	2	G	8	0	1,236	\$1.23	\$1,525	Market

*Adaptive Reuse

*DTS is based on drive time

44 Village at Westlake 3.0 miles to site



Address: 1500 German School Rd, Richmond, VA 23225
 Phone: (804) 622-3245 Contact: Alyssa
 Property Type: Market Rate
 Target Population: Family
 Total Units: 252 Year Built: 2018
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 3
 Waitlist: 15 HH
 Rent Special: None

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



Notes: Preleasing 8/2017, opened 1/2018, stabilized occupancy 7/2018; Rent range based on unit location, floor level & view

Features And Utilities

Utility Schedule Provided by: Richmond Redevelopment and Housing Authority
 Utility Type & Responsibility: No landlord paid utilities;

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

Property Amenities: Clubhouse, Community Room; Concierge Services (Package Receiving); Cafe / Coffee Bar; On-Site Management; Dog Park, Pet Stations; Recreation Areas (Firepit, Fitness Center, Grill, Picnic Table / Area, Playground, Outdoor Swimming Pool, Yoga Room); Extra Storage; WiFi

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	72	0	813	\$1.29 - \$1.36	\$1,049 - \$1,104	Market
2	2	G	120	0	1,099	\$1.14 - \$1.19	\$1,249 - \$1,304	Market
3	2	G	60	0	1,390	\$1.04 - \$1.06	\$1,449 - \$1,479	Market

*Adaptive Reuse

*DTS is based on drive time

45 Village South Townhomes 2.2 miles to site



Address: 801 Holly Springs Ave, Richmond, VA 23224
 Phone: (804) 230-4004 Contact: Del
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 112 Year Built: 1947
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated: 2003
 Turnover: Stories: 2
 Waitlist: 12 HH
 Rent Special: None

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

Notes: Tax Credit



Features And Utilities

Utility Schedule Provided by: Richmond Redevelopment and Housing Authority

Utility Type & Responsibility: Landlord pays Trash, Cable

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

Property Amenities: Concierge Services (Package Receiving); Laundry Room; On-Site Management; Recreation Areas (Grill, Picnic Table / Area); Courtesy Officer

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	T	36	0	675	\$1.01	\$685	60%
2	1	T	52	0	760	\$0.95	\$725	50%
2	1.5	T	10	0	795	\$0.99	\$785	60%
3	1	T	14	0	1,000	\$0.96	\$960	60%

*Adaptive Reuse

*DTS is based on drive time

XII.

FIELD SURVEY OF
CONVENTIONAL RENTALS

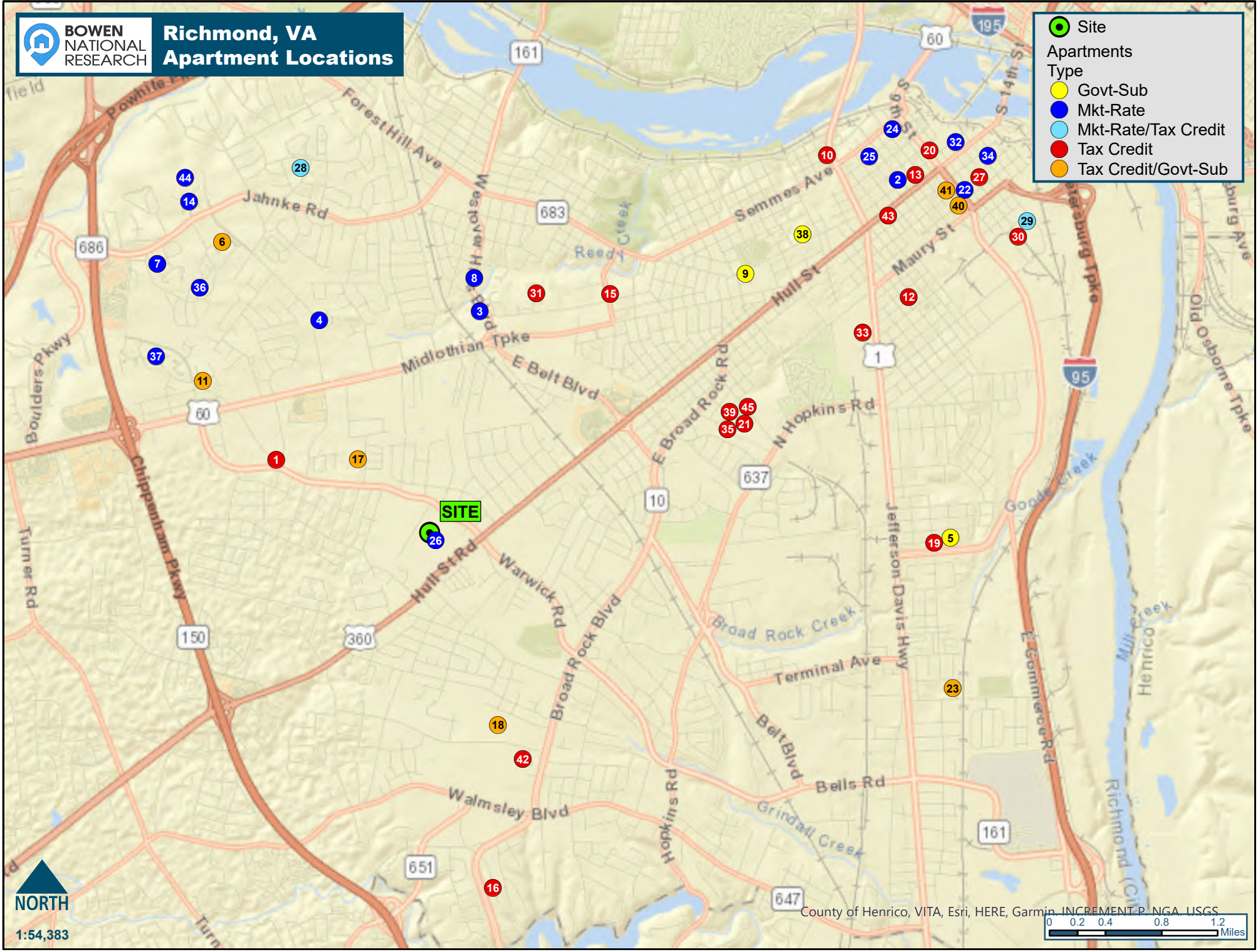


Richmond, VA Apartment Locations

Site
● Site

Apartments Type

- Govt-Sub
- Mkt-Rate
- Mkt-Rate/Tax Credit
- Tax Credit
- Tax Credit/Govt-Sub



1:54,383

Map ID	Property	Prop Type	Quality Rating	Year Built	Total Units	Vacant	Occ. Rate	Distance To Site*
✓ 1	Townhomes at Warwick Place I	TAX	B+	2015	40	1	97.5%	1.1
2	12 & Bainbridge	MRR	B+	2014	21	0	100.0%	3.6
3	404 Rivertowne	MRR	B-	1968	522	71	86.4%	2.4
4	Aden Park	MRR	B	1973	532	0	100.0%	1.9
5	Afton	GSS	C+	1980	40	0	100.0%	4.0
✓ 6	Alexander at 1090	TGS	B	2020	96	0	100.0%	3.1
7	Ashley Park	MRR	B	1988	272	0	100.0%	3.0
8	Ashton Square	MRR	B	1971	372	11	97.0%	2.5
9	Bainbridge	GSS	C-	1971	17	0	100.0%	2.5
✓ 10	Belle Summit	TAX	B+	2014	50	0	100.0%	3.6
11	Blue Ridge Estates	TGS	B	1983	182	0	100.0%	1.9
12	Chicago Manor Townhomes	TAX	B-	1978	73	1	98.6%	3.5
✓ 13	City View Place	TAX	B	2012	32	0	100.0%	3.5
14	Crossings at Bramblewood	MRR	B	1976	338	5	98.5%	2.9
15	Dunston Manor	TAX	B-	1973	101	2	98.0%	2.2
◆ 16	Forest Creek Senior	TAX	B+	2002	94	0	100.0%	2.6
◆ 17	Forestbrooke & Charlevoix (Family & Senior)	TGS	C+	1981	158	0	100.0%	0.7
18	Foxwood	TGS	C+	1980	62	0	100.0%	2.0
19	Graystone Place	TAX	C+	1967	134	0	100.0%	3.9
✓ 20	Hatcher Tobacco Flats	TAX	B+	2015	152	0	100.0%	3.7
21	Holly Springs	TAX	C	1955	121	0	100.0%	2.3
22	Hudson	MRR	B+	2008	222	0	100.0%	4.0
23	Lafayette Gardens	TGS	B-	1972	102	0	100.0%	4.1
24	Link Apartments Manchester	MRR	A	2012	187	11	94.1%	3.8
✓ 25	Manchester Park	MRR	B+	2017	24	0	100.0%	3.6
26	Meadow Creek	MRR	B-	1973	144	2	98.6%	0.7
27	Miller Lofts at Plant Zero	TAX	B	2014	197	1	99.5%	3.8
✓ 28	Morningside Apartment Homes	MRT	B-	1964	393	11	97.2%	3.0
29	New Manchester Flats IV	MRT	B+	1902	172	6	96.5%	4.2
30	New Manchester Flats V	TAX	A	2020	104	0	100.0%	4.2
◆ 31	Norcroft Townhomes	TAX	B	1997	109	0	100.0%	2.6
✓ 32	Overlook at City View	MRR	A	2019	161	0	100.0%	3.8
33	Port City I	TAX	B+	1922	135	0	100.0%	3.6
34	South Bank	MRR	B+	2006	150	14	90.7%	3.9
✓ 35	South Gate	TAX	C	1965	111	0	100.0%	2.0
✓ 36	St. John's Wood	MRR	B	1975	777	18	97.7%	3.4

*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	


Map ID	Property	Prop Type	Quality Rating	Year Built	Total Units	Vacant	Occ. Rate	Distance To Site*
✓ 37	Sterling Beaufont	MRR	B	1981	312	2	99.4%	2.2
38	Stovall	GSS	B	1986	30	0	100.0%	2.9
39	Swansboro	TAX	B-	1962	62	0	100.0%	2.2
40	Townes at River South I	TGS	B	2001	100	0	100.0%	3.8
41	Townes at River South II	TGS	B	2004	62	0	100.0%	3.9
42	Tuscany Townhomes	TAX	B-	1974	132	0	100.0%	1.9
43	Venus at Manchester	TAX	B-	1960	68	0	100.0%	3.3
✓ 44	Village at Westlake	MRR	A-	2018	252	0	100.0%	3.0
✓ 45	Village South Townhomes	TAX	B-	1947	112	0	100.0%	2.2


*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	Townhomes at Warwick Place I 6220 Old Warwick Rd, Richmond, VA 23234	Contact: George Phone: (804) 417-7347
	 <p>Total Units: 40 UC: 0 Occupancy: 97.5% Stories: 2 Year Built: 2015 BR: 3 Vacant Units: 1 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit</p>	

2	12 & Bainbridge 1125 Bainbridge St, Richmond, VA 23224	Contact: Taylor Phone: (804) 643-3098
	 <p>Total Units: 21 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 2014 BR: 0, 1, 2 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:</p>	


3	404 Rivertowne 402 Westover Hills Blvd., Richmond, VA 23225	Contact: Leslie Phone: (877) 503-8657
	 <p>Total Units: 522 UC: 0 Occupancy: 86.4% Stories: 2.5 Year Built: 1968 BR: 0, 1, 2 Vacant Units: 71 Waitlist: None AR Year: Target Population: Family Yr Renovated: 2018 Rent Special: None Notes:</p>	


4	Aden Park 435 German School Rd., Richmond, VA 23225	Contact: Sandy Phone: (804) 231-6598
	 <p>Total Units: 532 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1973 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 44 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Rents change daily; Rent range based on unit renovations & upgrades</p>	


5	Afton 2225 Afton Ave, Richmond, VA 23224	Contact: Cynthia Phone: (804) 780-8800
	 <p>Total Units: 40 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1980 BR: 2, 3, 4, 5 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Public Housing</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	




6	Alexander at 1090 1090 German School Rd, Richmond, VA 23225	Contact: Lisa Phone: (804) 562-6410
		
Total Units: 96 UC: 0 Occupancy: 100.0% Stories: 4 Year Built: 2020 BR: 2, 3 Vacant Units: 0 Waitlist: 2 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit (77 units); PBV/PBRA & Tax Credit (19 units); Preleasing 5/2020, opened 11/2020, stabilized occupancy 1/2021		

7	Ashley Park 6901 Marlow Rd, Richmond, VA 23225	Contact: Taylor Phone: (804) 272-4499
		
Total Units: 272 UC: 0 Occupancy: 100.0% Stories: 2,3 Year Built: 1988 BR: 1, 2 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Rents change daily		






8	Ashton Square 603 Westover Hills Blvd., Richmond, VA 23225	Contact: Aneise Phone: (804) 232-7849
		
Total Units: 372 UC: 0 Occupancy: 97.0% Stories: 2.5,3 Year Built: 1971 BR: 1, 2, 3 Vacant Units: 11 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Higher rent for units with washer/dryer or hookups		


















9	Bainbridge 2808 Bainbridge St, Richmond, VA 23225	Contact: Rita Phone: (804) 780-8810
		
Total Units: 17 UC: 1 Occupancy: 100.0% Stories: 2 Year Built: 1971 BR: 3 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Public Housing; One unit under renovation due to a fire, unknown completion date		





10	Belle Summit 600 Cowardin Ave, Richmond, VA 23224	Contact: Shaquille Phone: (804) 231-7068
		
Total Units: 50 UC: 0 Occupancy: 100.0% Stories: 4 w/Elevator Year Built: 2014 BR: 1, 2, 3 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit		


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	Blue Ridge Estates 6507 Sugar Maple Dr., Richmond, VA 23225	Contact: Jonnae Phone: (804) 276-7950
	Total Units: 182 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1983 BR: 1, 2, 3, 4 Vacant Units: 0 Waitlist: 36-60 mos AR Year: Target Population: Family Yr Renovated: 2007 Rent Special: None Notes: Tax Credit & HUD Section 8	
12	Chicago Manor Townhomes 1822 Chicago Ave, Richmond, VA 23224	Contact: Rebecca Phone: (804) 233-3730
	Total Units: 73 UC: 0 Occupancy: 98.6% Stories: 2 Year Built: 1978 BR: 2 Vacant Units: 1 Waitlist: None AR Year: Target Population: Family Yr Renovated: 1997 Rent Special: None Notes: Tax Credit; Home Funds	
13	City View Place 1000 Bainbridge St, Richmond, VA 23224	Contact: Jasmine Phone: (804) 303-5984
	Total Units: 32 UC: 0 Occupancy: 100.0% Stories: 3 w/Elevator Year Built: 2012 BR: 2, 3 Vacant Units: 0 Waitlist: 18 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit	
14	Crossings at Bramblewood 1401 Yellowpine Cir, Richmond, VA 23225	Contact: Kimberly Phone: (804) 320-2441
	Total Units: 338 UC: 0 Occupancy: 98.5% Stories: 2 Year Built: 1976 BR: 1, 2, 3 Vacant Units: 5 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Rent range based on floorplan; Rents change daily	
15	Dunston Manor 205 W Roanoke St, Richmond, VA 23224	Contact: Lynnette Phone: (804) 233-5331
	Total Units: 101 UC: 0 Occupancy: 98.0% Stories: 2 Year Built: 1973 BR: 1, 2 Vacant Units: 2 Waitlist: None AR Year: Target Population: Family Yr Renovated: 1995 Rent Special: None Notes: Tax Credit	


 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 Forest Creek Senior 3501 Forest Haven Dr, Richmond, VA 23234		Contact: Bobbie Phone: (804) 271-6050		
	Total Units: 94 UC: 0 Occupancy: 100.0% Stories: 1 Year Built: 2002 BR: 2 Vacant Units: 0 Waitlist: 4 HH AR Year: Target Population: Senior 55+ Yr Renovated: Rent Special: None Notes: Tax Credit				


	17 Forestbrooke & Charlevoix (Family & Senior) 5600 Charlevoix Ct., Richmond, VA 23224		Contact: Joyce Phone: (804) 232-1207		
	Total Units: 158 UC: 0 Occupancy: 100.0% Stories: 2 w/Elevator Year Built: 1981 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 256 HH AR Year: Target Population: Family, Senior 62+ Yr Renovated: 2000 Rent Special: None Notes: Tax Credit; HUD Section 8				


	18 Foxwood 5000 Snead Road, Richmond, VA 23224		Contact: Monique Phone: (804) 232-1207		
	Total Units: 62 UC: 0 Occupancy: 100.0% Stories: 3 w/Elevator Year Built: 1980 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 70 HH AR Year: Target Population: Family Yr Renovated: 2002 Rent Special: None Notes: Tax Credit & HUD Section 8				


	19 Graystone Place 2394 Afton Ave, Richmond, VA 23224		Contact: Soprinia Phone: (804) 658-1885		
	Total Units: 134 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1967 BR: 1, 2 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: 2001 Rent Special: None Notes: Tax Credit				


	20 Hatcher Tobacco Flats 151 W Commerce Rd, Richmond, VA 23224		Contact: Alisha Phone: (804) 977-0758		
	Total Units: 152 UC: 0 Occupancy: 100.0% Stories: 4,5 w/Elevator Year Built: 2015 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 9 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit				


✓ Comparable Property ♦ Senior Restricted ■ (MRR) Market-Rate ■ (MRT) Market-Rate & Tax Credit ■ (MRG) Market-Rate & Government-Subsidized ■ (MIN) Market-Rate & Income-Restricted (not LIHTC)	■ (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	■ (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	Holly Springs 801 Holly Springs Ave, Richmond, VA 23224	Contact: Char Phone: (804) 230-4004
		<p>Total Units: 121 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1955 BR: 2 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: 2002 Rent Special: None Notes: Tax Credit</p>


22	Hudson 700 Stockton St, Richmond, VA 23224	Contact: Dedri Phone: (833) 765-2402
		<p>Total Units: 222 UC: 0 Occupancy: 100.0% Stories: 4 w/Elevator Year Built: 2008 BR: 1, 2 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: Last months rent-free with a 12-14 month lease Notes:</p>


23	Lafayette Gardens 2219 Ruffin Rd, Richmond, VA 23234	Contact: Angie Phone: (804) 233-6182
		<p>Total Units: 102 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1972 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 24 mos AR Year: Target Population: Family Yr Renovated: 2005 Rent Special: None Notes: Tax Credit & HUD Section 236 (8 units); HUD Section 8 & Tax Credit (94 units)</p>

24	Link Apartments Manchester 901 McDonough St, Richmond, VA 23224	Contact: Devin Phone: (844) 269-3503
		<p>Total Units: 187 UC: 0 Occupancy: 94.1% Stories: 5 w/Elevator Year Built: 2012 BR: 1, 2 Vacant Units: 11 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: 1st months rent free Notes:</p>


25	Manchester Park 1300 McDonough St., Richmond, VA 23224	Contact: Lyndi Phone: (804) 823-8882
		<p>Total Units: 24 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 2017 BR: 1, 2, 3 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:</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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26	Meadow Creek 5312 Hull St. Rd., Richmond, VA 23224	Contact: Shereasa Phone: (804) 231-7644
	 <p>Total Units: 144 UC: 0 Occupancy: 98.6% Stories: 2 Year Built: 1973 BR: 1, 2 Vacant Units: 2 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: HCV(0); Unit mix estimated by manager</p>	

27	Miller Lofts at Plant Zero 500 Stockton St, Richmond, VA 23224	Contact: Jennifer Phone: (804) 205-1273
	 <p>Total Units: 197 UC: 0 Occupancy: 99.5% Stories: 1,2,3 Year Built: 2014 BR: 1, 2 Vacant Units: 1 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit</p>	





28	Morningside Apartment Homes 1414 Newell Rd, Richmond, VA 23225	Contact: Woneishi Phone: (804) 327-9151
	 <p>Total Units: 393 UC: 0 Occupancy: 97.2% Stories: 2 Year Built: 1964 BR: 2, 3 Vacant Units: 11 Waitlist: None AR Year: Target Population: Family Yr Renovated: 1999 Rent Special: One month rent free Notes: Market-rate (142 units); Tax Credit (251 units); Higher rent 2-br unit includes washer/dryer</p>	


29	New Manchester Flats IV 715 E. 4th St., Richmond, VA 23224	Contact: Gabby Phone: (804) 205-1235
	 <p>Total Units: 172 UC: 0 Occupancy: 96.5% Stories: 1,2 Year Built: 1902 BR: 1, 2, 3 Vacant Units: 6 Waitlist: None AR Year: 2008 Target Population: Family, Artist Yr Renovated: 2011 Rent Special: None Notes: Market-rate (96 units); Tax Credit (76 units); Rents change daily</p>	


30	New Manchester Flats V 715 E 4th St, Richmond, VA 23224	Contact: Ashley Phone: (804) 205-1235
	 <p>Total Units: 104 UC: 0 Occupancy: 100.0% Stories: 4 w/Elevator Year Built: 2020 BR: 1, 2 Vacant Units: 0 Waitlist: 7 HH AR Year: Target Population: Family, Artist Yr Renovated: Rent Special: None Notes: Tax Credit; Preleasing 9/2020, opened 11/2020</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	Norcroft Townhomes		Contact: Nicole		
	401 Norcroft Cir, Richmond, VA 23225		Phone: (804) 232-5207		
	Total Units: 109 UC: 0	Occupancy: 100.0%	Stories: 1	Year Built: 1997	
	BR: 1, 2	Vacant Units: 0	Waitlist: 75 HH	AR Year:	
	Target Population: Senior 55+				Yr Renovated:
	Rent Special: None				
	Notes: Tax Credit				

32	Overlook at City View		Contact: Gabby		
	500 Bainbridge St, Richmond, VA 23224		Phone: (804) 664-5566		
	Total Units: 161 UC: 0	Occupancy: 100.0%	Stories: 2,3,4	w/Elevator	Year Built: 2019
	BR: 0, 1, 2, 3	Vacant Units: 0	Waitlist: None	AR Year:	
	Target Population: Family				Yr Renovated:
	Rent Special: None				
	Notes: Preleasing 6/2019, opened 10/2019, stabilized occupancy 4/2019; Rent range based on floor level & view				


33	Port City I		Contact: Shane		
	800 Jefferson Davis Hwy, Richmond, VA 23224		Phone: (844) 944-2749		
	Total Units: 135 UC: 0	Occupancy: 100.0%	Stories: 2,3	w/Elevator	Year Built: 1922
	BR: 1, 2, 3	Vacant Units: 0	Waitlist: 50 HH	AR Year: 2019	
	Target Population: Family				Yr Renovated:
	Rent Special: None				
	Notes: Tax Credit; Preleasing & opened 1/2019, stabilized occupancy 7/2019				

34	South Bank		Contact: Jenell		
	307 Stockton St, Richmond, VA 23224		Phone: (804) 716-8222		
	Total Units: 150 UC: 0	Occupancy: 90.7%	Stories: 2,3	w/Elevator	Year Built: 2006
	BR: 1, 2	Vacant Units: 14	Waitlist: None	AR Year:	
	Target Population: Family				Yr Renovated:
	Rent Special: None				
	Notes:				


35	South Gate		Contact: Del		
	3450 Maury St, Richmond, VA 23224		Phone: (804) 230-4004		
	Total Units: 111 UC: 0	Occupancy: 100.0%	Stories: 2	Year Built: 1965	
	BR: 1, 2, 3	Vacant Units: 0	Waitlist: 12 HH	AR Year:	
	Target Population: Family				Yr Renovated: 2005
	Rent Special: None				
	Notes: Tax Credit				


 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	





36	St. John's Wood 901 St John's Wood Dr, Richmond, VA 23225	Contact: Deanna Phone: (804) 320-1614
	 <p>Total Units: 777 UC: 0 Occupancy: 97.7% Stories: 2 Year Built: 1975 BR: 1, 2, 3 Vacant Units: 18 Waitlist: None AR Year: Target Population: Family Yr Renovated: 2017 Rent Special: None Notes: Vacancies attributed to COVID-19 pandemic & job loss</p>	




37	Sterling Beaufont 6839 Carnation St, Richmond, VA 23225	Contact: Rebecca Phone: (804) 272-5738
	 <p>Total Units: 312 UC: 0 Occupancy: 99.4% Stories: 2 Year Built: 1981 BR: 1, 2, 3 Vacant Units: 2 Waitlist: None AR Year: Target Population: Family Yr Renovated: 2013 Rent Special: None Notes: Rents change daily</p>	


38	Stovall 117 W 24th St, Richmond, VA 23225	Contact: Cynthia Phone: (804) 780-3431
	 <p>Total Units: 30 UC: 0 Occupancy: 100.0% Stories: 1, 2 Year Built: 1986 BR: 2, 3 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:</p>	


39	Swansboro 801 Holly Springs Ave, Richmond, VA 23224	Contact: Del Phone: (804) 230-4004
	 <p>Total Units: 62 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1962 BR: 2 Vacant Units: 0 Waitlist: 12 HH AR Year: Target Population: Family Yr Renovated: 2006 Rent Special: None Notes: Tax Credit</p>	

40	Townes at River South I 214 E 9th St, Richmond, VA 23224	Contact: Jasmine Phone: (804) 232-1800
	 <p>Total Units: 100 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 2001 BR: 2, 3, 4 Vacant Units: 0 Waitlist: 6-12 mos AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit (50 units); Public Housing (50 units); HOPE VI</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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41	Townes at River South II 214 E 9th St, Richmond, VA 23224	Contact: Jasmine Phone: (804) 232-1800
	Total Units: 62 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 2004 BR: 2, 3, 4 Vacant Units: 0 Waitlist: 6-12 mos AR Year:	Target Population: Family Yr Renovated:
	Rent Special: None	
	Notes: Tax Credit & Public Housing; HOPE VI	


42	Tuscany Townhomes 3224 Snead Ct, Richmond, VA 23224	Contact: Melody Phone: (804) 232-5023
	Total Units: 132 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1974 BR: 2 Vacant Units: 0 Waitlist: None AR Year:	Target Population: Family Yr Renovated: 2013
	Rent Special: None	
	Notes: Tax Credit; 2-br rent range for end units	

43	Venus at Manchester 1420 Hull St, Richmond, VA 23224	Contact: Sandra Phone: (804) 230-7822
	Total Units: 68 UC: 0 Occupancy: 100.0% Stories: 3 Year Built: 1960 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 25 HH AR Year:	Target Population: Family Yr Renovated: 2005
	Rent Special: None	
	Notes: Tax Credit	



44	Village at Westlake 1500 German School Rd, Richmond, VA 23225	Contact: Alyssa Phone: (804) 622-3245
	Total Units: 252 UC: 0 Occupancy: 100.0% Stories: 3 Year Built: 2018 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 15 HH AR Year:	Target Population: Family Yr Renovated:
	Rent Special: None	
	Notes: Preleasing 8/2017, opened 1/2018, stabilized occupancy 7/2018; Rent range based on unit location, floor level & view	



45	Village South Townhomes 801 Holly Springs Ave, Richmond, VA 23224	Contact: Del Phone: (804) 230-4004
	Total Units: 112 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1947 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 12 HH AR Year:	Target Population: Family Yr Renovated: 2003
	Rent Special: None	
	Notes: Tax Credit	

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.

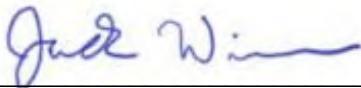


Patrick M. Bowen

President

patrickb@bowennational.com

Date: January 20, 2021



Jack Wiseman

Market Analyst

jackw@bowennational.com

Date: January 20, 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