

An Apartment Analysis in the County of Fairfax, Virginia

**Prepared For:
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SECTION A. EXECUTIVE SUMMARY

Our evaluation considers the current rental housing market, area demographic characteristics, projected growth, and the appropriateness of the site and site area for the subject development. Amenities, features, and services at the subject development are also considered.

Based on these factors, it is our opinion that a market exists for the 180-unit rental housing development at the subject site, assuming the project is developed as detailed in this report. Changes in the project's rent, unit mix, amenities, or opening date may invalidate these findings.

The proposed project will include the rehabilitation of the existing 120-unit Little River Glen (Map Code 1) and the new construction of 60 units adjacent to the existing property. The subject Little River Glen is an existing 120-unit Tax Credit property at 4005 Baker Court in the central portion of Fairfax County. The 60 new units will be constructed directly east of the exiting apartments. The project will be operated as Little River Glen.

Little River Glen opened in 1990 and includes 120 one-bedroom units within four two-story, elevator serviced buildings. The property is restricted to elderly tenants, age 62 and over and rents for all 120 units at the property are based on 60% of the area median income. Little River Glen is currently 89.2% occupied with 13 vacant units. However, management at the property has stopped leasing units in anticipation of the renovations at the property. Little River Glen currently has 15 current pending applications and a waiting list with 143 applicants.

The 60 new units at the property will also be restricted to elderly tenants, age 62 and over. All 60-units at the property will be one-bedroom units.

After renovations, the 120 existing units at Little River Glen will continue to operate under the Tax Credit program with rents based to 60% of the area median income. Rent for the 60 new units at the property will also be based on 60% of the area median income.

Other than normal turnover, the developer anticipates that all existing tenants will remain tenants at the property after renovations.

According to the developer, many of the tenants will likely be relocated during renovations. The developer is currently working on a relocation plan for those tenants.

Renovations and construction of the new units at Little River Glen are expected to be complete by October 2024.

Following renovation and the new construction of 60 units, the subject project will operate as follows:

LITTLE RIVER GLEN 4005 BAKER COURT FAIRFAX, VIRGINIA							
UNIT TYPE	PERCENT OF MEDIAN HOUSEHOLD INCOME	NUMBER	SQUARE FEET	MAXIMUM ALLOWABLE GROSS RENT	RENTS AT OPENING*		
					GROSS	UTILITY ALLOWANCE	GROSS
One-Bedroom/ 1.0 Bath Garden	60%	48	375	\$1,451	\$834	\$0	\$834
		8	389		\$865	\$0	\$865
		48	421		\$995	\$0	\$995
		16	517		\$1,200	\$0	\$1,200
		60**	531		\$1,451	\$0	\$1,451
Total		180					
*October 2024							
**New construction							

Rents will include all utilities (electric heat, gas hot water, electric, water, sewer, and trash removal). Tenants will be responsible for phone, cable television, and high-speed Internet. Therefore, rents among those existing properties in the PMA with different utility responsibility have been adjusted to represent utilities that will be included at the subject property, in order to more accurately compare the proposed gross rents with the gross rents among the existing apartment properties.

Each unit (renovated and new construction) at the subject site will include the following amenities:

- Range
- Frost-free refrigerator
- Disposal
- Central air conditioning
- Window blinds
- Carpeting/vinyl flooring
- Secured intercom entry

Project amenities will include the following:

- Community room
- Laundry facilities
- On-Site Management
- Fitness center
- Walking path
- Little River Glen senior center
- Elevator
- Community patio
- Security gate
- Courtyard
- Social activities



As noted, 120-units at the subject site are existing units within Little River Glen (Map Code 1). Renovations of the existing 120-units at the site will include the following:

Site Work

- Addressing the drainage issues identified in the Site Assessment Report
- ADA upgrades of accessible site features (accessible routes and accessible parking)
- Site signage
- Site lighting
- Repaving and restriping the parking areas

Apartment Units and Common areas

- Renovate common area laundry and kitchen to be accessible
- Replace all flooring and wood baseboard
- Replace all drywall that has mold, mildew, or signs of moisture
- Replace all cabinetry with new wood cabinets
- Replace all kitchen appliances
- Replace all toilets, lavatories, faucets, and shower heads with new low-flow plumbing fixtures. Selectively replace bathtubs based on condition. Re-glaze bathtubs where feasible
- Remove mold and stains, clean, and re-caulk all tubs to remain
- Replace all the light fixtures
- Increase the batt insulation thickness in the attic areas to achieve R-49

Exterior: Apartment Buildings and Senior Center

- Replace all wood siding with fiber cement or PVC siding
- Repoint brick, repair any cracked mortar and damaged bricks
- Replace wood railings thought-out with PVC trim railings
- Replace all existing wood, window trim with PVC/ fiber cement trim
- Replace all existing window units with new, vinyl-clad insulated window units
- Replace all patio doors with insulated glass doors
- Complete replacement of all sealant joints on the buildings
- Replace asphalt roofs, gutters, downspouts on the buildings
- Replace skylights on the Senior Center

HVAC / Plumbing / Apartments

- Install a combustion air louver with MOD in the mechanical closet serving the gas water heaters

- Replace gas water heaters with new
- Repair domestic water pipe insulation located in the corridors and apartments
- Replace existing bathroom fans with new
- Replace existing kitchen hoods with new
- Relocate all thermostats to required height.
- Replace old furnaces and condensing units with new
- Add a return air duct and register in the living room
- Add transfer air ducts and grilles in each apartment
- Add ducted outside air to units
- Install ducted outside air from the unit to the exterior
- Insulate outside air duct located in existing bulkhead
- Replace wall caps serving the existing exhaust ducts that are being changed to outside air ducts with new

HVAC / Plumbing / Senior Center

- Remove kitchen make up air, exhaust, condensing units, hood and associated ductwork and replace residential type kitchen hood
- Remove commercial dishwasher hood, ductwork and exhaust fan
- Remove boiler, storage tank and associated piping serving commercial kitchen
- Replace old furnaces and condensing units with new
- Raise condensing unit levels with top of wall to prevent stratification
- Replace all damage duct and pipe insulation located in the basement
- Remove all associated gas piping serving commercial kitchen equipment
- Install new furnace

Electrical: Apartment Buildings and Senior Center

- Relocate load centers in ADA units to 48" height
- Replace non-plenum rated wiring in apartment mechanical closets
- Add a receptacle to apartment balconies
- Replace all receptacles, switches, and cover plates throughout apartments and Senior Center
- Provide GFCI and tamper-resistant receptacles where required
- Replace fire alarm annunciator panels at apartments
- Add fire alarm notification appliances in all apartments
- Add smoke alarms in each bedroom
- Provide centralized battery backup for single-station smoke alarms with integral strobes
- Add communication outlets in living rooms and bedrooms

- Replace the emergency call system
- Replace all interior and exterior lighting with LED
- Provide new automatic lighting controls throughout Senior Center
- Replace the Senior Center kitchen electrical pane

Senior Center

- Remove the commercial kitchen and repurpose it to a multi-purpose room
- Install a residential grade full kitchen
- Upgrade the restrooms
- Upgrade finishes that are not being done in the separate package

HOUSEHOLD AND POPULATION GROWTH

POPULATION AND HOUSEHOLDS FAIRFAX, VIRGINIA SITE PRIMARY MARKET AREA			
YEAR	POPULATION	HOUSEHOLDS	POPULATION PER HOUSEHOLD
2000 Census	101,664	36,337	2.80
2010 Census	114,556	40,434	2.83
Change 2000-2010	12.7%	11.3%	-
2021 (Estimated)	126,096	45,070	2.80
Change 2010-2021	10.1%	11.5%	-
2026 (Projected)	130,715	46,940	2.78
Change 2021-2026	3.7%	4.1%	-
Sources: Danter and Associates, LLC 2000 Census ESRI, Incorporated			

As the above table illustrates, the total population and households within the Fairfax Site PMA decreased between 2000 and 2010. During this time period, the total population increased 12.7% from 101,664 in 2000 to 114,556 in 2010. During this same time period, households increased 12.7% from 101,664 in 2000 to 114,556 in 2010.

Both the total population and households are expected to continue to increase through 2026. The population is expected to increase by 4,619 (3.7%) between 2021 and 2026, while households are expected to increase by 1,870 (4.1%).



The population age 62 or older in the PMA has grown much faster than the overall population. Between 2010 and 2021, the population age 62 or older grew by 7,381 people, or 43.5%, compared to the overall population growth during this time period of 10.1%.

By 2026, the population age 62 or older is expected to increase by 2,420 people, or 9.9%, compared to the projected overall population growth of 3.7%.

Between 2000 and 2021, the households age 62 or older grew by 70.2%, compared to the overall household growth of 24.0%.

This trend is expected to continue, however at a much slower rate. By 2026, households age 62 or older are expected to increase 7.8%, compared to the overall household growth in the PMA between 2021 and 2026 of 4.1%.

FIELD SURVEY OF CONVENTIONAL APARTMENTS

A total of 9,496 conventional apartment units in 35 projects were surveyed in the Fairfax, Virginia PMA. A total of 9,114 of these units are in 31 market-rate and Tax Credit developments, while the 382 remaining units are in four subsidized developments. There are no vacancies among the subsidized developments.

Following is a distribution of market-rate and Tax Credit units surveyed by unit type and vacancy rate:

SUMMARY OF MARKET-RATE AND TAX CREDIT UNITS FAIRFAX, VIRGINIA SITE PRIMARY MARKET AREA MARCH 2022				
UNIT TYPE	NUMBER	PERCENT	VACANCY RATE	MEDIAN RENT
Studio	534	5.9%	1.5%	\$1,701
One-Bedroom	3,628	39.8%	2.5%	\$1,910
Two-Bedroom	4,221	46.3%	2.5%	\$2,406
Three-Bedroom	713	7.8%	1.4%	\$2,784
Four-Bedroom	18	0.2%	0.0%	\$2,526
Total	9,114	100.0%	2.3%	

The overall vacancy rate of 2.3% is considered extremely low and would indicate that the market is limited by a lack of supply rather than lacking demand.



Based on prior studies conducted by Danter and Associates, rents in the PMA increased at an established annual average of 8.7% between 2020 and the current date.

Within the PMA, there are three existing properties operating within the low-income housing Tax Credit program, including the subject site. These three properties include 334 Tax Credit units.

In addition, there are four Tax Credit properties in the PMA that have received allocations but have not yet started vertical construction.

It is of note that there are two additional properties in the Site PMA that received Tax Credit allocations; however, these two properties, West Oak Woods (Map Code 8) and Oak Creek (Map Code 9), both operate under the HUD Section 8 program and the Tax Credit allocations were for renovations at the properties.

The overall vacancy rate in the Site PMA of 2.3% is considered extremely low and is an indication of a strong apartment market.

Except for the vacant units at the subject site, which are vacant in anticipation of renovations at the property, there are no vacancies among the Tax Credit units in the PMA. In addition, the existing Tax Credit properties have waiting list, including the 143-name waiting list at the subject site. This is an indication of the demand for affordable housing units in the PMA.

The capture rate of proposed units to income-qualified renter households (12.3%) is considered very good.

In addition, between 2021 and 2024, the overall population is expected to grow 1.1% while the population age 62 and over is expected to grow 1.5%. Households are expected to grow 1.2% between 2021 and 2024 while households age 62 and over are expected to grow 3.9%.

Based on these factors, the 180 proposed Tax Credit units (120 existing and 60 new construction) at the subject Little River Glen will not have a negative impact on the existing Tax Credit properties in the Site PMA.

COMPARABLE MARKET RENT ANALYSIS

The following table compares the market rent at opening with the proposed Tax Credit gross rent at the subject site for one-bedroom units. Rents are gross and include heat, hot water, electricity, water, sewer, and trash removal services.

UNIT TYPE	PERCENT OF MEDIAN HOUSEHOLD INCOME	MARKET RENT AT OPENING AT 23.0 COMPARABILITY RATING	PROPOSED TAX CREDIT OPENING RENT	TAX CREDIT RENT AS A PERCENT OF MARKET RENT
One-Bedroom	60%	\$1,940	\$834*	42.6%
			\$865*	44.1%
			\$995*	50.8%
			\$1,200*	61.2%
			\$1,451**	74.0%
*Existing units **New construction				

The proposed Tax Credit rents at the 60% income level at the subject Little River Glen property will range from 42.6% to 74.0% of the comparable market rents and will be considered an excellent value within the market.

INCOME-APPROPRIATE HOUSEHOLDS

Following is a summary of the capture rates for the subject property:

INCOME RESTRICTIONS	BASED ON RENTS AT 60% OF AMI \$25,020 - \$54,180
New Rental Households	134
+	
Existing Households -Overburdened	1,419
+	
Existing Households – Substandard Housing	0
+	
Elderly Households – Likely to Convert to Rental Housing	0
+	
Existing Qualifying Tenants – To Remain After Renovations	85
Total Demand	1,638
-	
Supply (Includes Directly Comparable Vacant Units Completed or in Pipeline in PMA)	180
Net Demand	1,458
Units at the Site	180
Capture Rate	12.3%
Absorption Period	-

Project Wide Capture Rate – LIHTC Units	12.3%
Project Wide Capture Rate – Market Units	None
Project Wide Capture Rate – All Units	12.3%
Project Wide Absorption Period (Months)	11.5 Months

As the previous table illustrates, the capture rate for the subject units is 12.3%. This is considered a very good capture rate and indicates a good supply of income qualified renter households.

ABSORPTION

As previously noted, other than normal turnover, the existing residents qualify for housing at the site and are expected to remain tenants of the property.

The subject Little River Glen has 13 vacant units. According to the developer, the property has stopped leasing units in anticipation of renovations to minimize the cost of relocations during renovations. Management expects to lease any vacant units (after renovations) from the names on the waiting list at the property.

However, if the existing portion of the project were completely vacated, and when responding only to income-qualified households, absorption for the 120 renovated and 60 new Tax Credit units is expected to average 15 to 17 units per month, resulting in a 10.0- to 11.5-month absorption period to achieve a 95% occupancy level.

SECTION B. INTRODUCTION AND SCOPE OF WORK

1. OBJECTIVES

This study analyzes the feasibility of renovating an existing apartment complex and building new units in Fairfax, Virginia using the low-income housing Tax Credit program. After fully discussing the scope and area of survey with Mr. Debashish Chakravarty of the Fairfax County Department of Housing and Community Development, Danter and Associates undertook the analysis.

2. METHODOLOGY

The methodology we use in our studies is centered on three analytical techniques: the Primary Market Area (PMA) principle, a 100% data base, and the application of data generated from supplemental proprietary research.

The Primary Market Area (PMA) Principle—The PMA principle is a concept to delineate the support that can be expected for a proposed development. A PMA is the smallest specific geographic area that will generate the most support for that development. This methodology has significant advantages in that it considers existing natural and manmade boundaries and socioeconomic conditions.

Survey Database—Our surveys employ a 100% Database. In the course of a study, our field analysts survey not only the developments within a given range of price, amenities, or facilities, but all conventional developments within the PMA.

Proprietary Research—In addition to site-specific analyses, Danter and Associates, LLC conducts a number of ongoing studies, the results of which are used as support data for our conclusions. Danter and Associates, LLC maintains a 100% Database of more than 1,500 communities, with each development cross-analyzed by rents, unit and project amenities, occupancy levels, rate of absorption, and rent/value relationships.

3. DATA ANALYSIS

This study represents a compilation of data gathered from various sources, including the properties surveyed, local records, and interviews with local officials, real estate professionals, and major employers, as well as secondary demographic material. Although we judge these sources to be reliable, it is impossible to authenticate all data. The analyst does not guarantee the data and assumes no liability for any errors in fact, analysis, or judgment.

The secondary data used in this study are the most recent available at the time of the report preparation.

Field Survey-- We have attempted to survey 100% of all units in developments of 50 or more units. Since this is not always possible, we have also compared the number of units surveyed with the number of multifamily housing starts to establish acceptable levels of representation. All developments included in the study are personally inspected by a field analyst directly employed by Danter and Associates.

The objective of this report is to gather, analyze, and present as many market components as reasonably possible within the time constraints agreed upon. The conclusions contained in this report are based on the best judgments of the analysts; we make no guarantees or assurances that the projections or conclusions will be realized as stated. It is our function to provide our best effort in data aggregation, and to express opinions based on our evaluation.

4. USES AND APPLICATIONS

Although this report represents the best available attempt to identify the current market status and future market trends, note that most markets are continually affected by demographic, economic, and developmental changes. Further, this analysis has been conducted with respect to a particular client's development objectives, and consequently has been developed to determine the current market's ability to support those particular objectives. For these reasons, the conclusions and recommendations in this study are applicable only to the subject property identified herein, and only for the potential uses for that site as described to us by our client. Use of the conclusions and recommendations in this study by any other party or for any other purpose compromises our analysis and is strictly prohibited, unless otherwise specified in writing by Danter and Associates.

5. SCOPE OF SURVEY

A complete analysis of a rental market for a low-income housing Tax Credit project requires the following considerations: a field survey of conventional apartments; an analysis of area housing; telephone survey data; an analysis of the area economy; a demographic analysis; and recommendations for development.

Field Survey—Our survey of conventional apartments includes a cross-analysis of vacancies by rents, a survey of unit and project amenities, and a rent/value analysis.

Area Housing Analysis—We have conducted an analysis of housing demand that includes a study of support by both growth and internal mobility. Further, we have analyzed existing housing using the most recent census material.

Economic Analysis—Major employers, utilities, banks, savings and loans, and media that serve the area are listed in the study. The information gathered has been used to create a Community Services map showing school, shopping, and employment areas in relation to the proposed site.

Demographic Analysis—The study includes an analysis of social and demographic characteristics of the area, and a description of the area economy that includes income and employment trends.

SECTION C. PROJECT DESCRIPTION

1. Construction Type - New Construction, Rehabilitation, Adaptive Reuse
 2. Occupancy Type - Family, Elderly
 3. Indicate if the proposal is a scattered site development
 4. Income Restrictions: Use the applicable income restrictions of the proposed development. Analysts must take the income and occupancy restrictions indicated in the LIHTC application into account when estimating demand.
 5. Site amenities of one phase of a development cannot be included as amenities in subsequent phases of a development.
-

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Exterior: Apartment Buildings and Senior Center

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- Replace all existing wood, window trim with PVC/ fiber cement trim
- Replace all existing window units with new, vinyl-clad insulated window units
- Replace all patio doors with insulated glass doors
- Complete replacement of all sealant joints on the buildings
- Replace asphalt roofs, gutters, downspouts on the buildings
- Replace skylights on the Senior Center

HVAC / Plumbing / Apartments

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- Replace existing bathroom fans with new
- Replace existing kitchen hoods with new
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- Add ducted outside air to units
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- Insulate outside air duct located in existing bulkhead
- Replace wall caps serving the existing exhaust ducts that are being changed to outside air ducts with new

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- Remove commercial dishwasher hood, ductwork and exhaust fan
- Remove boiler, storage tank and associated piping serving commercial kitchen
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Electrical: Apartment Buildings and Senior Center

- Relocate load centers in ADA units to 48" height
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- Provide new automatic lighting controls throughout Senior Center
- Replace the Senior Center kitchen electrical pane

Senior Center

- Remove the commercial kitchen and repurpose it to a multi-purpose room
- Install a residential grade full kitchen
- Upgrade the restrooms
- Upgrade finishes that are not being done in the separate package

SECTION D. LOCATION

1. SITE DESCRIPTION/EVALUATION

The subject site is the existing Little River Glen apartments (Map Code 1) located at 4005 Baker Court in the central portion of Fairfax County, Virginia. Little River Glen is an existing 120-unit Tax Credit development restricted to elderly tenants, age 62 and over. The property opened in 1990 and includes 120 one-bedroom units within four, two-story elevator serviced buildings.

Little River Glen will also include the new construction of 60 one-bedroom units in two buildings immediately east of the existing buildings.

NORTH

Little River Turnpike/State Route 236 borders the site to the north. Farther north, Pinewood Plaza apartments (Map Code 3), Margate Manor apartments (Map Code 4), and single-family homes extend 1.6 Mile to Arlington Boulevard.

EAST

Several single-family homes and Taylor Road border the site to the east. East of Taylor Road, single-family homes, the Providence Presbyterian Church, Bethlehem Lutheran Church, Fairfax Fire Station 23 Annandale, and the Pozen Jewish Community Center of Northern Virginia extend 0.6 mile to Guinea Road.

SOUTH

Braddock Glen Assisted-Living facility and Olley Glen apartments (Map Code 2) border the site to the south and extend 0.1 mile. Farther south, single-family homes and Rutherford Park extend 1.6 mile to Braddock Road/State Route 620.

WEST

Olley Lane borders the site to the west. Heaven's Best Montessori preschool and single-family homes are along the west side of Olley Lane. Farther west, The City Gates Church, single-family homes, and Pickett Shopping Center extend 0.3 mile to Pickett Road. West of Pickett Road, Turnpike Shopping Center, Fair City Mall, WT Woodson High School, and Frost Middle School extend 0.3 mile to Whitacre Road.

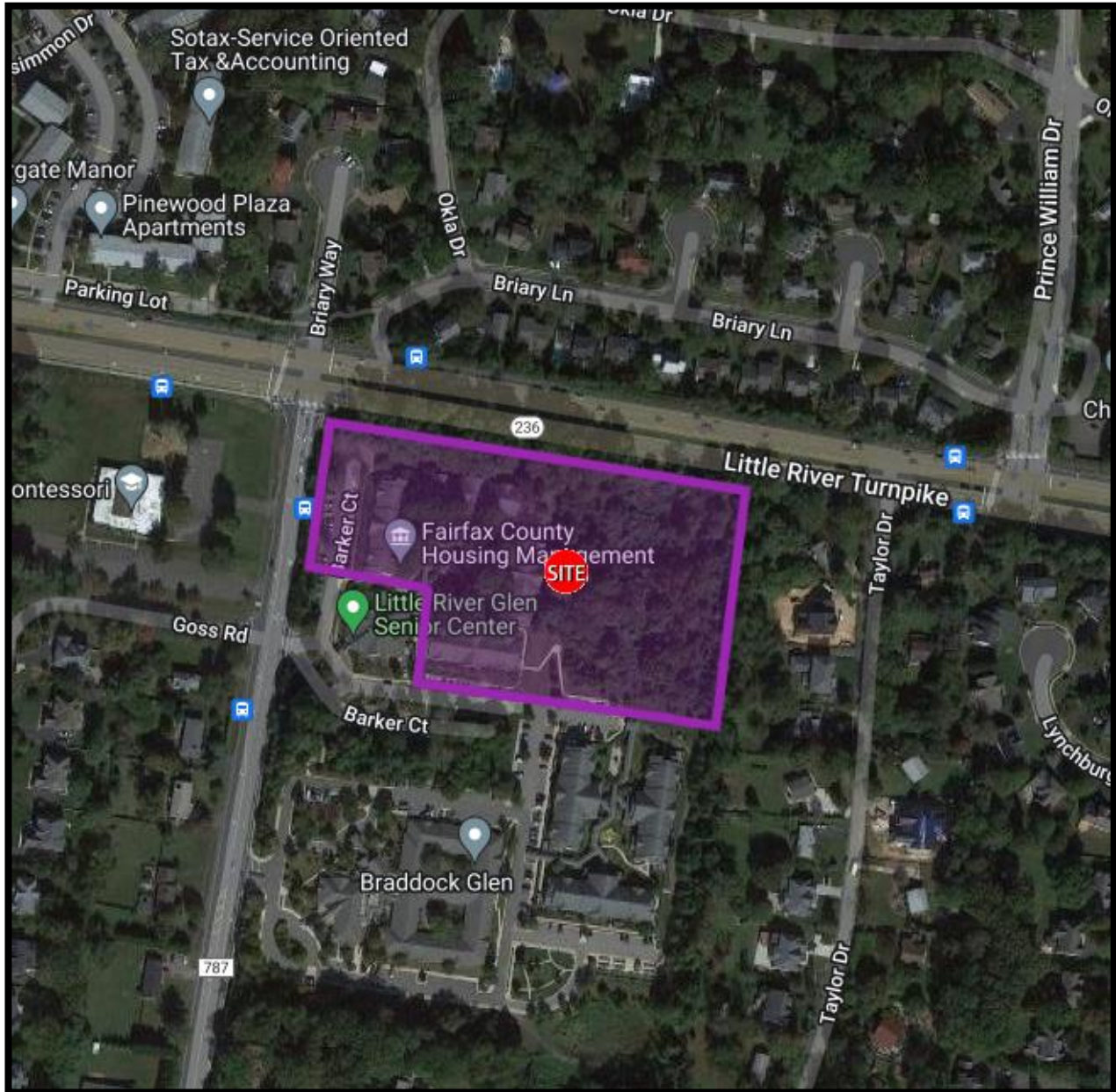
IN GENERAL

The subject site is on the southeast quadrant of the Little River Turnpike/State Route 236 and Olley Lane intersections. Land uses in the immediate site area include the Little River Glen Senior Center, apartments, an assisted-living facility, single-family homes, and a preschool. The site has convenient access to many area community services

including grocery shopping, public transportation, area thoroughfares, banking, retail, convenience shopping, and pharmacies.

Following is a map highlighting the location of the subject property:

2. SITE LOCATION MAP

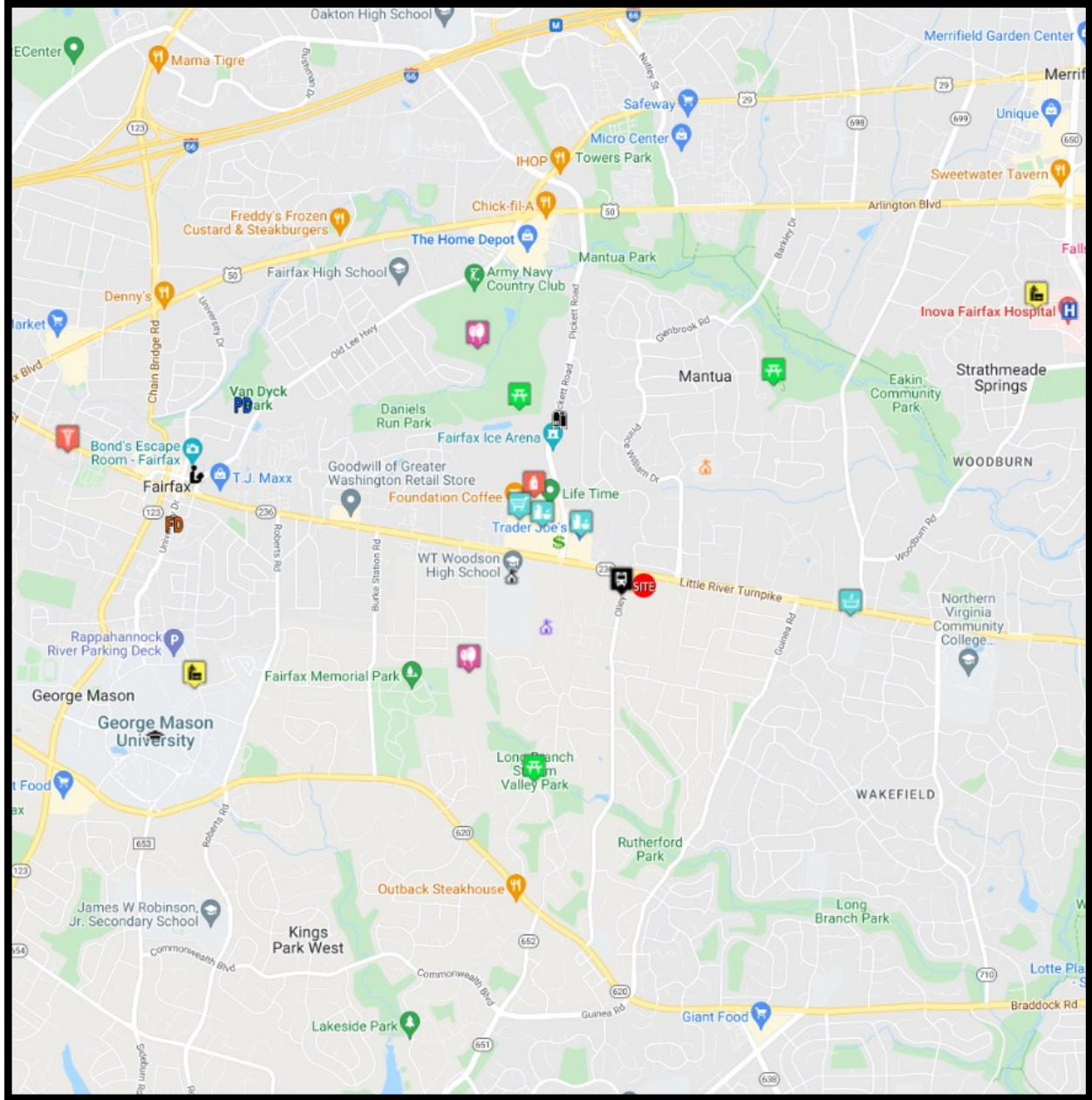


The following table provides a listing of the community services that serve the proposed site:

FACILITY/SERVICE	NAME/DESCRIPTION	DISTANCE FROM SITE	DIRECTION
Public Bus	Fairfax Connector	Borders 0.1 Mile	West Northwest
Major Highways	Interstate 495 Little River Turnpike/State Route 236 Arlington Boulevard Barddock Road/State Route 620	2.7 miles 0.1 Mile 2.1 Miles 1.7 Miles	East North North South
Police	Fairfax County Police Department	1.5 Miles	East
Fire	Fairfax County Fire Station 23 Annandale	1.0 Mile	East
Convenience Store	Trader Joes Shell 7-Eleven Shell	0.5 Mile 1.2 Miles 1.2 Miles 1.4 Miles	Northwest East East West
Grocery/Supermarket	Trader Joe's Safeway Giant Food	0.5 Mile 0.6 Mile 2.1 Miles	Northwest Northwest North
Shopping Mall/Center	Fair City Mall Turnpike Shopping Center University Mall Fair Oaks Mall	0.6 Mile 0.5 Mile 4.9 Miles 5.8 Miles	West West Southwest Northwest
Senior Center	Little River Glen Senior Center	Borders	Southwest
Recreation/Parks	Woodburn Road Park Sally Ormsby Park Ratcliffe Park	2.0 Miles 2.4 Miles 1.9 Miles	Northeast Northeast West
Hospital/Medical Facility	Inova Fairfax Hospital Care Clinic Fairfax Medical Center	3.1 Miles 1.6 Miles 3.0 Miles	Northeast West West
Pharmacy	Safeway Pharmacy Aegeus Pharmacy CVS Pharmacy	0.6 Mile 1.5 Miles 1.3 Miles	Northwest West East
Banks	Bank of America TD Bank Capital One Bank	0.6 Mile 0.7 Mile 0.8 Mile	Northwest Northwest Northwest
Post Office	United States Post Office	1.1 Miles	Northwest
Library	City of Fairfax Regional Library	2.4 Miles	West

Following is a map highlighting the location of area community services:

COMMUNITY SERVICES MAP



FAIRFAX, VIRGINIA

Bank	Hospital	Post Office
Bus	Library	Recreation
Convenience Store	Medical Center	Site
Elementary School	Middle School	Shopping
Fire Department	Park	University
Grocery Store	Pharmacy	Employment
High School	Police Department	Senior Center



4. SITE EVALUATION

The attributes of a site's location are primarily a function of three main characteristics:

- Access
- Visibility
- Community Services

Following is a summary of these site characteristics:

Access

Our evaluation of site access characteristics is most concerned with the ease of access to the site for potential residents. Therefore, we evaluate ingress and egress to the site, proximity to thoroughfares, and site location relative to public transportation.

CRITERIA	ASSESSMENT RATING			
	POOR	FAIR/AVERAGE	GOOD	EXCELLENT
Ingress				X
Egress				X
Proximity to thoroughfare(s)				X
Proximity and access to public transportation				X
Overall				X

Access to the site is from Olley Lane, a three-lane road with turning lane in the immediate site area. Ingress and egress to and from the site are not difficult.

Access to thoroughfares is considered excellent. Little River Turnpike/State Route 236 borders the site to the north and is accessed via Olley Lane. In addition, Arlington Boulevard is 2.1 miles north, Braddock Road/State Route 620 is 1.7 miles south, and Interstate 495 is 2.7 miles east of the site.

There are several Fairfax Connector bus stops within 0.1 mile of the site, including two on Olley Lane and one on Little River Turnpike/State Route 236.

Overall, access to the site is considered excellent.

Visibility

Our research has determined that a significant percent of traffic at any multifamily development is generated from drive-by traffic. The key to generating drive-by traffic is visibility from well-traveled arteries.

	ASSESSMENT RATING			
	POOR	FAIR/AVERAGE	GOOD	EXCELLENT
Site Visibility		X		
Traffic Volume				X
Overall			X	

Visibility of the site is limited from the surrounding streets due to the number of trees and vegetation that surrounds the site. However, the site is adjacent to the Little River Glen Senior Center, which receives steady traffic during the day. In addition, there is a sign for the subject site at the corner of the Little River Glen and Olley Lane intersection.

Traffic north of the site along the Little River Turnpike is heavy during morning and evening peak driving time and steady during the rest of the daytime driving hours. Traffic on Olley Lane is steady during most of the daytime driving hours.

Overall, visibility of the site is considered good.

Community Services

In evaluating a site’s environment, it is critical to assess the curb appeal of surrounding views and land usage, as well as the site’s proximity to everyday community services.

COMMUNITY SERVICE	ASSESSMENT RATING			
	POOR	FAIR/AVERAGE	GOOD	EXCELLENT
Grocery Store				X
Convenience Shopping				X
Retail Center				X
Bank(s)				X
Park(s)				X
Senior Center				X
Area Appeal				X
Overall				X

The subject site has excellent access to grocery shopping. Trader Joes is 0.5 mile northwest, Safeway is 0.6 mile northwest, and Giant Food is 2.1 Miles north of the subject site.



Access to convenience shopping is considered excellent. Shell and 7-Eleven are 1.2 miles east of the site and Shell is 1.4 miles west of the site. In addition, Trader Joes and Safeway are within 0.6 mile of the site.

Access to retail is considered excellent. Pickett Shopping Center, Turnpike Shopping Center, and Fair City Mall are within 0.6 mile west of the site. There are also various retail stores within 4.0 mile of the site along Little River Turnpike/State Route 236 and U.S. Route 50. In addition, Fair Oaks Mall is 5.2 miles west of the site and includes numerous large and small retail stores.

Access to banks is considered excellent. Bank of America, TD Bank, and Capital One Bank are all within 0.8 mile of the site. In addition, there are several other banks within 2.0 miles west of the site.

Access to recreation is considered excellent. The subject site is within 4.0 miles of numerous parks and several golf courses including Woodburn Road Park, Sally Ormsby Park, Ratcliffe Park, Fairfax Villa Park, Van Dyck Park, Daniels Run Park, and Mantua Park. In addition, the subject site is adjacent to the Little River Glen Senior Center. The center offers a variety of services, classes and activities, planned social events, and daily meal service.

Area appeal is considered excellent. The site has convenient access to many area community services, including the Little River Glen Senior Center, grocery shopping, area thoroughfares, banking, and retail.

Overall, access to the community services is considered excellent.

Summary

Based on our evaluation of the site’s surrounding land usage, access, visibility, and access to community services, we rate the environment of the site for multifamily residential usage as excellent.

SITE DEMAND FACTOR	ASSESSMENT RATING			
	POOR	FAIR/AVERAGE	GOOD	EXCELLENT
Access				X
Visibility			X	
Community Services				X
Overall				X



SECTION E. MARKET AREA DEFINITION

1. All sites in a scattered site development must be within the boundaries of the primary market area.
 2. Primary market areas are prohibited from being defined using concentric rings.
 3. Analysts are encouraged to be conservative in defining the primary market area.
 4. Include secondary or tertiary markets.
 5. Primary market areas deemed to be inappropriate by VHDA will cause the market study/analyst to be rejected and thereby cause the application to be disqualified.
-

Basic to this study is the application of the Primary Market Area (PMA) approach to area analysis and development. The PMA is the smallest geographic area that is expected to generate between 60% and 70% of the support for the subject project.

Each PMA is separated from adjacent market areas by natural and manmade barriers such as rivers, freeways, railroads, major arteries, or a marked difference in the socioeconomic makeup of a neighborhood or area. This methodology has a significant advantage over radial analyses that often do not consider these boundaries.

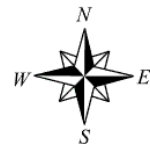
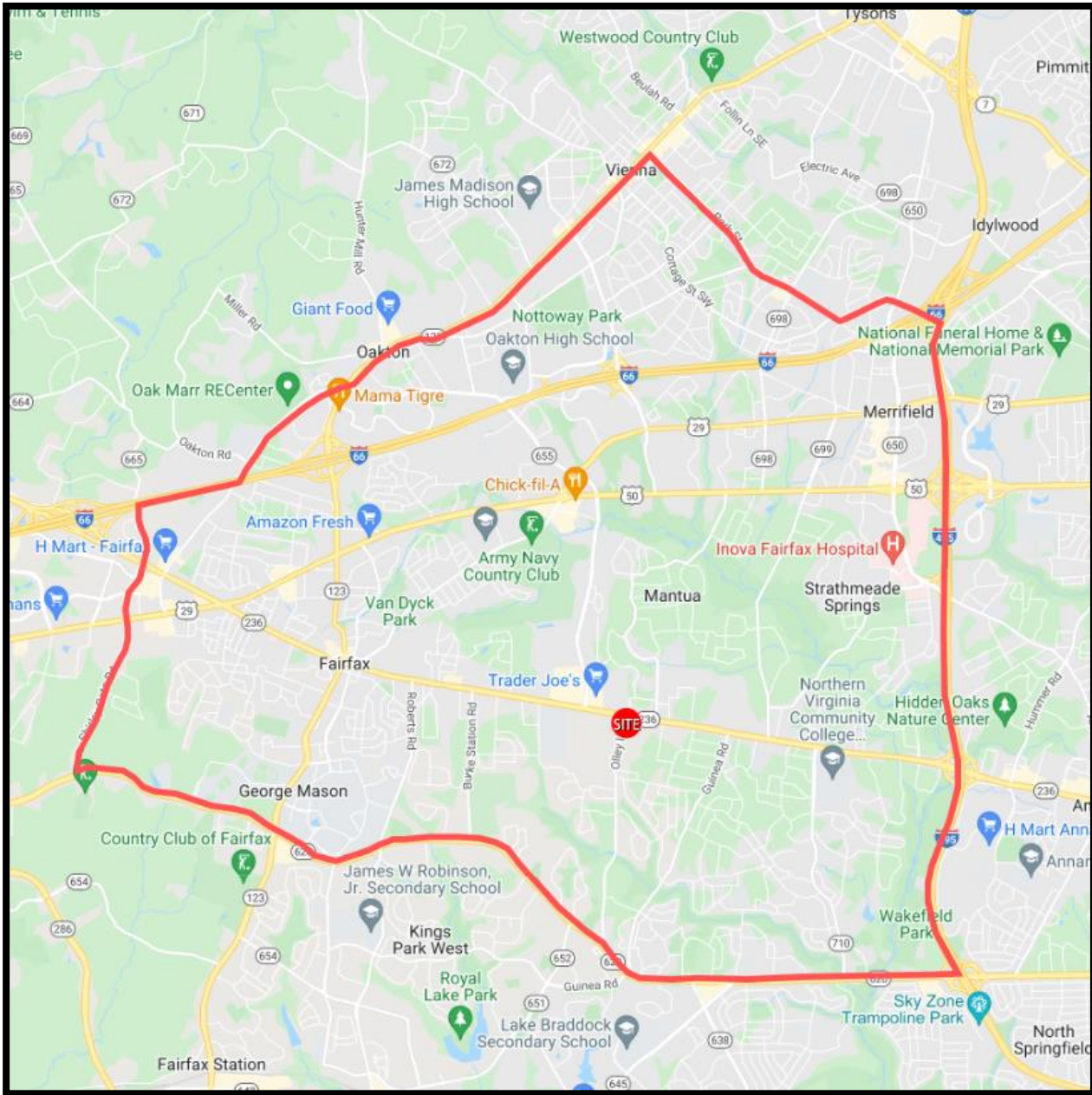
The PMA of the subject site has been determined by:

- Interviews conducted with the manager of the subject Little River Glen as well as interviews conducted with area apartment managers, real estate agents, planners, city officials, and area developers
- A demographic analysis
- An analysis of mobility patterns
- Personal observations of the field analyst

The Fairfax County, Virginia Site Primary Market Area (PMA) includes Fairfax, the western portion of the town of Vienna, and the surrounding area of Fairfax County. Specifically, the Site PMA is bound by Jermantown Road, Chain Bridge Road/(Virginia State Route 123), and Park Street to the north, Interstate 495 to the east, Braddock Road/(State Route 620) to the south, and Shirley Gate Road to the west.

Following is a map illustrating the Primary Market Area as well as the site location.

SITE PRIMARY MARKET AREA (PMA) MAP



SECTION F. EMPLOYMENT AND ECONOMY

1. EMPLOYMENT CONDITIONS

With the exception of 2020, when the COVID-19 pandemic occurred, employment in Fairfax County has increased each year, over the previous ten years. Between 2012 and 2019, total employment increased at an overall rate of 0.7% on an annual basis.

Fairfax County's reported unemployment for 2022 is 2.7% as of April 2022, below the statewide average of 3.2%. It is significantly below the COVID-19 era high of 5.8% in 2020.

For more detailed information, see the charts on page I-28.

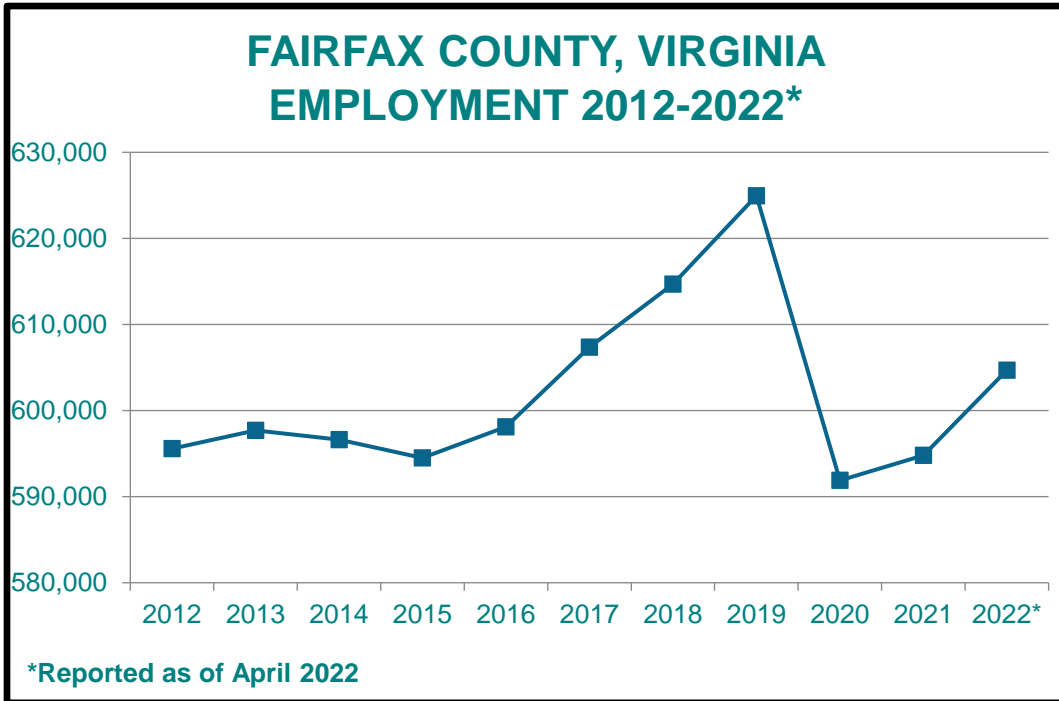
Major employers in the Fairfax area are:

EMPLOYER	NUMBER OF EMPLOYEES	SECTOR
U.S. Federal Government	25,000	Public Administration
Fairfax County Schools	20,000	Educational Services
Fairfax County	12,000	Public Administration
Inova	10,000	Healthcare and Social Assistance
Commonwealth of Virginia	5,000-9,000	Public Administration
Booz Allen Hamilton	5,000-9,000	Professional, Scientific & Technical Services
Amazon	5,000-9,000	Transportation and Warehousing
Capital One	5,000-9,000	Finance and Insurance
Freddie Mac	5,000-9,000	Finance and Insurance
Northrup Grumman	2,500-4,999	Professional, Scientific & Technical Services

Source: Fairfax County Economic Development Authority: 2022

EMPLOYMENT AND UNEMPLOYMENT RATES FAIRFAX COUNTY, VIRGINIA 2012-2022*				
YEAR	EMPLOYMENT	UNEMPLOYMENT RATES		
		FAIRFAX COUNTY	STATE OF VIRGINIA	U.S.
2012	595,562	4.4%	5.9%	8.1%
2013	597,713	4.3%	5.6%	7.4%
2014	596,624	4.1%	5.1%	6.2%
2015	594,499	3.5%	4.4%	5.3%
2016	598,093	3.2%	4.0%	4.9%
2017	607,365	3.0%	3.7%	4.4%
2018	614,669	2.4%	3.0%	3.9%
2019	624,958	2.2%	2.8%	3.7%
2020	591,882	5.8%	6.2%	8.1%
2021	594,783	3.5%	3.9%	5.4%
2022*	604,674	2.7%	3.2%	4.3%

Source: U.S. Bureau of Labor Statistics
*Reported as of April 2022



DISTRIBUTION OF EMPLOYMENT BY CATEGORY FAIRFAX COUNTY AND THE FAIRFAX PMA, 2022				
EMPLOYMENT CATEGORY	FAIRFAX COUNTY		PRIMARY MARKET AREA	
	TOTAL EMPLOYMENT	DISTRIBUTION	TOTAL EMPLOYMENT	DISTRIBUTION
Forestry, Fishing, Hunting & Agricultural Support	140	0.0%	7	0.0%
Mining	627	0.1%	228	0.2%
Utilities	272	0.0%	2	0.0%
Construction	28,863	5.0%	4,855	5.2%
Manufacturing	13,943	2.4%	834	0.9%
Wholesale Trade	9,793	1.7%	1,519	1.6%
Retail Trade	71,144	12.4%	7,149	7.7%
Transportation & Warehousing	7,169	1.3%	893	1.0%
Information	33,937	5.9%	2,568	2.8%
Finance & Insurance	22,626	4.0%	2,328	2.5%
Real Estate, Rental & Leasing	21,738	3.8%	1,967	2.1%
Professional, Scientific & Technical Services	111,622	19.5%	19,055	20.4%
Management of Companies & Enterprises	1,575	0.3%	126	0.1%
Administrative Support, Waste Mgt. & Remediation Services	16,323	2.9%	2,549	2.7%
Educational Services	40,145	7.0%	10,828	11.6%
Healthcare & Social Assistance	55,238	9.7%	18,627	20.0%
Arts, Entertainment & Recreation	14,075	2.5%	1,302	1.4%
Accommodation and Food Services	48,623	8.5%	5,696	6.1%
Other Services (Except Public Adm.)	37,760	6.6%	5,687	6.1%
Public Administration	18,871	3.3%	4,934	5.3%
Unclassified Establishments	17,673	3.1%	2,100	2.3%
Total	572,157	100.0%	93,251	100.0%

Source: ESRI, Incorporated

Employment within the Site PMA accounts for 16.3% of the total employment within Fairfax County.

The highest shares of employment in Fairfax County are within Professional, Scientific and Technical Services, and Retail Trade (19.5% and 12.4% respectively). Professional, Scientific and Technical Services ranks first in the Fairfax PMA (20.4%), while Healthcare and Social Assistance is second (20.0%).

Recent developments in the Fairfax County area economy include the following:

- Fairfax County boasts over 8,700 technology firms and over 50 cybersecurity 500 firms. Fairfax County is projected to add over 130,000 tech jobs in these industries over the next five years.
- In April of 2022, Bode Technology announced plans to invest \$2 million for an expansion of its DNA testing lab in Fairfax County. The project is expected to create over 70 new jobs.
- Alarm.com announced an investment of \$2.6 million in March of 2022 to expand the research and development division of its Fairfax headquarters. The expansion will help cement the company's position as a leader in a global industry and create 180 new jobs.
- In January of 2020, Macedon Technologies initiated plans to expand its corporate headquarters in Reston, Virginia. The project will create 147 new jobs.
- On June 30, 2020, Amazon announced the company is on schedule to create 25,000 new jobs at its Arlington-based headquarters in the coming decade. Arlington's close proximity to Fairfax has a significant impact on the housing market in Fairfax.

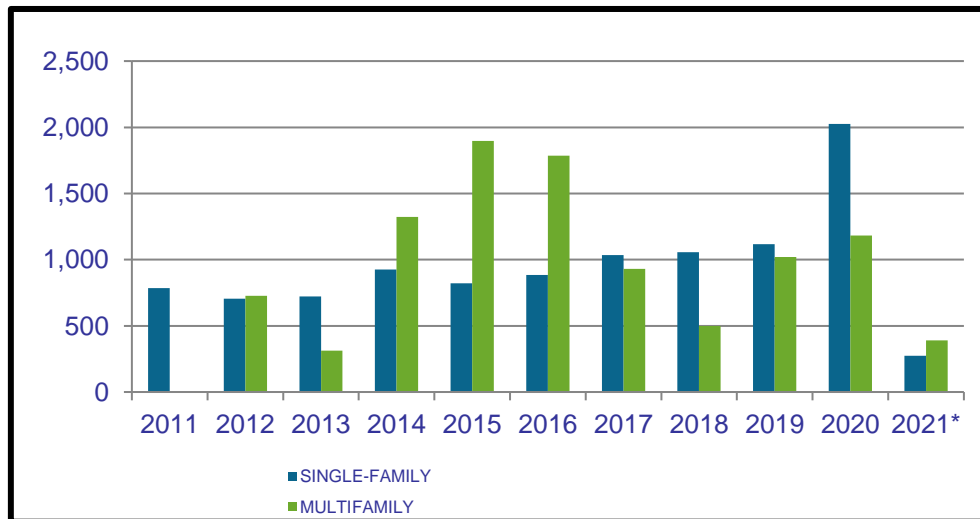
B. HOUSING STARTS

The housing chart on the following page reflects Fairfax County building permits for the years 2011 through 2021 as reported by the U.S. Department of Housing and Urban Development. It is of note that no data has been reported for 2021 or 2022.

For Fairfax County, the peak year was 2020 with 3,210 housing starts and multi-family units representing 36.9% of the builds. A total of 1,557 starts were reported in 2018 and 2,138 starts were reported for 2019. More recently, in 2021, a total of 664 starts were reported in Fairfax County, with multi-family units representing 58.7% of the builds.

HOUSING UNITS AUTHORIZED FAIRFAX COUNTY, VIRGINIA 2011-2021*			
YEAR	SINGLE-FAMILY	MULTIFAMILY	TOTAL
2011	785	0	785
2012	706	728	1,434
2013	722	313	1,035
2014	925	1,324	2,249
2015	823	1,898	2,721
2016	885	1,785	2,670
2017	1,034	930	1,964
2018	1,058	499	1,557
2019	1,118	1,020	2,138
2020	2,026	1,184	3,210
2021*	274	390	664

*Reported as of April 2021



The County building permit system covers the entire county.

SOURCES: U.S. Department of Commerce, C-40 Construction Reports
Danter and Associates, LLC

SECTION G. DEMOGRAPHIC CHARACTERISTICS

1. Elderly is defined as 55 and older.
2. The number of owner and renter households (if appropriate, breakout by elderly/non-elderly)
3. Households by income (if elderly development, indicate income distribution of elderly households only)
4. Renter households by number of persons in the household
5. At a minimum, use the previous year's data and five-year projections (i.e. if your study is completed in 2019, you will use 2019 data and projections for years 2019 - 2024).

1. PRIMARY MARKET AREA RENTAL BASE

Detailed data regarding the Fairfax, Virginia Site Primary Market Area's rental base are provided by ESRI, Incorporated, the 2010 Census and the 2000 Census and the American Community Survey (2015-2019 rolling averages).

In 2010, there were 40,434 occupied housing units within the Fairfax Site PMA. This is an increase from the 36,337 units identified in the 2000 Census. By 2026, the number of occupied area housing units is projected to increase 16.1% from 2010 to 46,940.

Distributions of housing units for 2000, 2010, 2021 (estimated) and 2026 (projected) are as follows:

	2000 CENSUS		2010 CENSUS	
	NUMBER	PERCENT	NUMBER	PERCENT
Occupied	36,337	97.9%	40,434	95.8%
By Owner	25,304	69.6%	27,386	67.7%
By Renter	11,033	30.4%	13,048	32.3%
Vacant	773	2.1%	1,756	4.2%
Total	37,110	100.0%	42,190	100.0%

	2021 ESTIMATE (ESRI)		2026 PROJECTION (ESRI)	
	NUMBER	PERCENT	NUMBER	PERCENT
Occupied	45,070	96.7%	46,940	96.1%
By Owner	28,609	63.5%	29,728	63.3%
By Renter	16,461	36.5%	17,212	36.7%
Vacant	1,531	3.3%	1,891	3.9%
Total	46,600	100.0%	48,831	100.0%

The above data are a distribution of all rental units (e.g., duplexes, conversions, units above storefronts, single-family homes, mobile homes and conventional apartments) regardless of age or condition.

The 2010 Census marked a significant change in information gathering procedures. The information formerly gathered on the long form (income, rents and mortgage details) is no longer being collected for the decennial Census. Instead, everyone received a short form. This information is being collected on the much less sampled American Community Survey and being released as five-year rolling averages.

When available, we have presented 2010 Census data along with 2021 estimates and 2026 projections. When 2010 Census data are not available, we have presented 2000 Census data and/or American Community Survey data.

In 2000, there were approximately 11,033 renter-occupied housing units in the PMA. This includes all housing units (e.g., duplexes, single-family homes, mobile homes) regardless of age or condition.

A summary of the existing rental units in the market by type follows:

DISTRIBUTION OF RENTED UNITS BY UNIT TYPE FAIRFAX, VIRGINIA SITE PRIMARY MARKET AREA 2000		
UNIT TYPE	TOTAL NUMBER OF HOUSING UNITS	SHARE OF HOUSING UNITS
Single, Detached	1,512	13.7%
Single, Attached	1,600	14.5%
2 to 4	408	3.7%
5 to 9	1,247	11.3%
10 to 19	3,520	31.9%
20 to 49	971	8.8%
50+	1,754	15.9%
Mobile Home or Trailer	11	0.1%
Other	0	0.0%
Total	11,033	100.0%

Of the total renter-occupied housing units in the PMA in 2000, 3,531 (32.0%) were within single-family detached, single-family attached homes, buildings with two- to four-units, and mobile homes or trailers. This is a high share of renter-occupied units in non-conventional alternatives.

Following is a summary of the renter households in the Site PMA by household size:

DISTRIBUTION OF RENTER HOUSEHOLDS BY HOUSEHOLD SIZE FAIRFAX, VIRGINIA SITE PRIMARY MARKET AREA 2010 CENSUS		
HOUSEHOLD SIZE	NUMBER	PERCENT
One Person	3,455	26.5%
Two Persons	3,792	29.1%
Three Persons	2,305	17.7%
Four Persons	1,959	15.0%
Five or More Persons	1,538	11.8%
Total	13,049	100.0%
Sources: 2010 Census ESRI, Incorporated		

In 2010, the owner- and renter-occupied households within the Fairfax Site Primary Market area were distributed as follows:

DISTRIBUTION OF TENURE BY AGE FAIRFAX, VIRGINIA SITE PRIMARY MARKET AREA 2010 CENSUS				
TENURE	OWNER-OCCUPIED		RENTER-OCCUPIED	
	NUMBER	PERCENT	NUMBER	PERCENT
Householder 15 to 24 Years	150	0.5%	1,192	9.1%
Householder 25 to 34 Years	2,598	9.5%	4,171	32.0%
Householder 35 to 44 Years	4,960	18.1%	2,980	22.8%
Householder 45 to 54 Years	6,816	24.9%	2,278	17.5%
Householder 55 to 64 Years	6,223	22.7%	1,292	9.9%
Householder 65 to 74 Years	3,694	13.5%	478	3.7%
Householder 75 to 84 Years	2,282	8.3%	331	2.5%
Householder 85 Years and Older	662	2.4%	326	2.5%
Total	27,385	100.0%	13,048	100.0%

In 2000, existing gross rents in the Primary Market Area were distributed as follows:

DISTRIBUTION OF RENTAL UNITS BY GROSS RENT FAIRFAX, VIRGINIA SITE PRIMARY MARKET AREA 2000 CENSUS		
RENT RANGE	NUMBER	PERCENT
No Cash Rent	161	1.5%
Under \$250	159	1.4%
\$250 - \$349	103	0.9%
\$350 - \$449	121	1.1%
\$450 - \$549	170	1.5%
\$550 - \$649	322	2.9%
\$650 - \$749	599	5.4%
\$750 - \$899	2,078	18.8%
\$900 - \$999	1,543	14.0%
\$1,000 - \$1,499	4,256	38.6%
\$1,500 and Over	1,524	13.8%
Total	11,033	100.0%
Median Gross Rent	\$1,040	
Source: 2000 Census		

The following table illustrates Renter-Occupied Housing Units by Gross Rent according to the most recent *American Community Survey*, which estimates data based on a rolling five-year average:

RENTER-OCCUPIED HOUSING UNITS BY GROSS RENT FAIRFAX, VIRGINIA SITE PRIMARY MARKET AREA ESTIMATED <i>AMERICAN COMMUNITY SURVEY 2015-2019</i>		
RENTER-OCCUPIED UNITS BY GROSS RENT	2015-2019 ACS ESTIMATE	PERCENT
No Cash Rent	522	3.4%
Less than \$250	107	0.7%
\$250 to \$349	46	0.3%
\$350 to \$449	15	0.1%
\$450 to \$549	61	0.4%
\$550 to \$649	61	0.4%
\$650 to \$749	61	0.4%
\$750 to \$899	169	1.1%
\$900 to \$999	184	1.2%
\$1,000 to \$1,499	1,689	11.0%
\$1,500 to \$1,999	5,587	36.4%
\$2,000 and Over	6,846	44.6%
Total	15,350	100.0%
Median Gross Rent	\$1,950	

The following table provides a summary of gross rent as a percentage of household income for the renter households in the Fairfax Site PMA for 2000 (Census) and 2015-2019 *American Community Survey*:

GROSS RENT AS A PERCENT OF INCOME FAIRFAX, VIRGINIA SITE PRIMARY MARKET AREA 2000 CENSUS, 2015-2019 <i>AMERICAN COMMUNITY SURVEY</i>				
PERCENTAGE	RENTER HOUSEHOLDS			
	2000 CENSUS		2015-2019 <i>AMERICAN COMMUNITY SURVEY</i>	
	NUMBER	PERCENT	NUMBER	PERCENT
Less than 20%	4,049	36.7%	4,019	26.2%
20% to 24%	1,887	17.1%	2,547	16.6%
25% to 29%	1,313	11.9%	1,684	11.0%
30% to 34%	772	7.0%	1,173	7.6%
35% or More	2,703	24.5%	4,977	32.4%
Not Computed	331	3.0%	951	6.2%
Total	11,033	100.0%	15,351	100.0%

A total of 4,049 renter households, 36.7% of the total, paid less than 20% of their annual household income for rental housing costs in 2000. This decreased to 26.2% in 2019. A total of 3,475 renter households paid 30% or more of their income for rental housing costs in 2019, a significant number of rent burdened households.

2. DEMOGRAPHIC FACTORS

The following tables provide key information on Site PMA demographics, including population trends, household trends and household income trends.

POPULATION AND HOUSEHOLDS FAIRFAX, VIRGINIA SITE PRIMARY MARKET AREA			
YEAR	POPULATION	HOUSEHOLDS	POPULATION PER HOUSEHOLD
2000 Census	101,664	36,337	2.80
2010 Census	114,556	40,434	2.83
Change 2000-2010	12.7%	11.3%	-
2021 (Estimated)	126,096	45,070	2.80
Change 2010-2021	10.1%	11.5%	-
2026 (Projected)	130,715	46,940	2.78
Change 2021-2026	3.7%	4.1%	-
Sources: Danter and Associates, LLC 2000 Census ESRI, Incorporated			

As the above table illustrates, the total population and households within the Fairfax Site PMA decreased between 2000 and 2010. During this time period, the total population increased 12.7% from 101,664 in 2000 to 114,556 in 2010. During this same time period, households increased 12.7% from 101,664 in 2000 to 114,556 in 2010.

Both the total population and households are expected to continue to increase through 2026. The population is expected to increase by 4,619 (3.7%) between 2021 and 2026, while households are expected to increase by 1,870 (4.1%).

The median population age in the 2010 Census was 36.3 years old, 0.7 years younger than reported in the 2000 Census. By 2026, the median population age is expected to be 38.5 years old.

The following tables detail the area population by age groups:

DISTRIBUTION OF POPULATION BY AGE FAIRFAX, VIRGINIA SITE PRIMARY MARKET AREA 2000 CENSUS, 2010 CENSUS				
TOTAL POPULATION BY AGE	2000		2010	
	NUMBER	PERCENT	NUMBER	PERCENT
Under 5 Years	5,985	5.9%	6,557	5.7%
5 to 9 Years	6,082	6.0%	6,661	5.8%
10 to 14 Years	6,143	6.0%	6,676	5.8%
15 to 19 Years	6,947	6.8%	8,607	7.5%
20 to 24 Years	7,113	7.0%	9,523	8.3%
25 to 34 Years	15,818	15.6%	17,269	15.1%
35 to 44 Years	17,648	17.4%	15,933	13.9%
45 to 54 Years	15,201	15.0%	17,013	14.9%
55 to 64 Years	9,947	9.8%	13,368	11.7%
65 to 74 Years	6,333	6.2%	7,211	6.3%
75 to 84 Years	3,415	3.4%	4,130	3.6%
85 Years and Older	1,033	1.0%	1,608	1.4%
Total	101,664	100.0%	114,556	100.0%
Median Age	36.9		36.3	
Sources: Danter and Associates, LLC 2000 Census, 2010 Census ESRI, Incorporated				

DISTRIBUTION OF POPULATION BY AGE FAIRFAX, VIRGINIA SITE PRIMARY MARKET AREA 2021 (ESTIMATED) AND 2026 (PROJECTED)				
TOTAL POPULATION BY AGE	2021 (ESTIMATED)		2026 (PROJECTED)	
	NUMBER	PERCENT	NUMBER	PERCENT
Under 5 Years	6,118	4.9%	6,483	5.0%
5 to 9 Years	6,608	5.2%	6,717	5.1%
10 to 14 Years	7,273	5.8%	6,827	5.2%
15 to 19 Years	9,325	7.4%	9,272	7.1%
20 to 24 Years	10,018	7.9%	10,065	7.7%
25 to 34 Years	18,601	14.8%	19,142	14.6%
35 to 44 Years	17,446	13.8%	19,242	14.7%
45 to 54 Years	15,380	12.2%	15,789	12.1%
55 to 64 Years	15,694	12.4%	14,879	11.4%
65 to 74 Years	11,503	9.1%	12,381	9.5%
75 to 84 Years	5,810	4.6%	7,291	5.6%
85 Years and Older	2,319	1.8%	2,624	2.0%
Total	126,096	100.0%	130,715	100.0%
Median Age	37.7		38.5	
Sources: Danter and Associates, LLC ESRI, Incorporated				

The flowing table illustrates the total population of those ages 62 or older within the PMA.

DISTRIBUTION OF POPULATION AGE 62 OR OLDER FAIRFAX, VIRGINIA SITE PRIMARY MARKET AREA 2000 & 2010 CENSUS, 2021 (ESTIMATED) AND 2026 (PROJECTED)				
AGE RANGE	2000	2010	2021 (ESTIMATED)	2026 (PROJECTED)
62 to 64 Years	2,984	4,010	4,708	4,464
65 to 74 Years	6,333	7,211	11,503	12,381
75 to 84 Years	3,415	4,130	5,810	7,291
85 Years and Over	1,033	1,608	2,319	2,624
Total	13,765	16,959	24,340	26,760
Sources: Danter and Associates, LLC 2000 Census, 2010 Census ESRI, Incorporated				

The population age 62 or older in the PMA has grown much faster than the overall population. Between 2010 and 2021, the population age 62 or older grew by 7,381 people, or 43.5%, compared to the overall population growth during this time period of 10.1%.

By 2026, the population age 62 or older is expected to increase by 2,420 people, or 9.9%, compared to the projected overall population growth of 3.7%.

The following table illustrates the households by age in the Site PMA in 2000, 2021 (estimated) and 2026 (projected):

HOUSEHOLDS BY AGE FAIRFAX, VIRGINIA SITE PRIMARY MARKET AREA 2000 CENSUS, 2021 (ESTIMATED) AND 2026 (PROJECTED)						
HOUSEHOLD AGE	2000		2021 (ESTIMATED)		2026 (PROJECTED)	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
Under 25 Years	1,163	3.2%	1,464	3.2%	1,546	3.3%
25 to 34 Years	6,177	17.0%	7,216	16.0%	7,455	15.9%
35 to 44 Years	8,685	23.9%	8,680	19.3%	9,385	20.0%
45 to 54 Years	8,285	22.8%	8,027	17.8%	8,185	17.4%
55 to 64 Years	5,560	15.3%	8,513	18.9%	7,959	17.0%
65 to 74 Years	3,888	10.7%	6,357	14.1%	6,696	14.3%
75 and Older	2,507	6.9%	4,812	10.7%	5,714	12.2%
Total	36,337	100.0%	45,070	100.0%	46,940	100.0%
Sources: Danter and Associates, LLC 2000 Census ESRI, Incorporated						

The following table illustrates the total households by age:

HOUSEHOLDS BY AGE FAIRFAX, VIRGINIA SITE PRIMARY MARKET AREA 2000 CENSUS, 2021 (ESTIMATED) AND 2026 (PROJECTED)			
HOUSEHOLD AGE	2000	2021 (ESTIMATED)	2026 (PROJECTED)
62 to 64 Years	1,668	2,554	2,388
65 to 74 Years	3,888	6,357	6,696
75 and Older	2,507	4,812	5,714
Total	8,063	13,723	14,795
Sources: Danter and Associates, LLC 2000 Census ESRI, Incorporated			

Between 2000 and 2021, the households age 62 or older grew by 70.2%, compared to the overall household growth of 24.0%.

This trend is expected to continue, however at a much slower rate. By 2026, households age 62 or older are expected to increase 7.8%, compared to the overall household growth in the PMA between 2021 and 2026 of 4.1%.

The following table illustrates the distribution of income among all households in the Site PMA in 2000, 2021 (estimated) and 2026 (projected). Again, it is worth remembering that income data were not collected for the 2010 Census.

DISTRIBUTION OF INCOME FAIRFAX, VIRGINIA SITE PRIMARY MARKET AREA 2000 CENSUS, 2021 (ESTIMATED) AND 2026 (PROJECTED)						
HOUSEHOLD INCOME	2000		2021 (ESTIMATED)		2026 (PROJECTED)	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
Less than \$15,000	1,599	4.4%	2,081	4.6%	1,757	3.7%
\$15,000 to \$24,999	1,635	4.5%	1,103	2.4%	955	2.0%
\$25,000 to \$34,999	2,035	5.6%	1,451	3.2%	1,303	2.8%
\$35,000 to \$49,999	4,360	12.0%	2,941	6.5%	2,636	5.6%
\$50,000 to \$74,999	7,449	20.5%	4,190	9.3%	4,001	8.5%
\$75,000 to \$99,999	6,432	17.7%	4,724	10.5%	4,749	10.1%
\$100,000 to \$149,999	7,885	21.7%	9,319	20.7%	9,414	20.1%
\$150,000 to \$199,999	2,980	8.2%	7,472	16.6%	8,727	18.6%
\$200,000 or More	1,926	5.3%	11,789	26.2%	13,398	28.5%
Total	36,337	100.0%	45,070	100.0%	46,940	100.0%
Median Income	\$79,167		\$127,656		\$140,210	

The following tables illustrate the distribution of income by age in 2000, 2021 (estimated) and 2026 (projected) the most recent available:

DISTRIBUTION OF INCOME BY AGE FAIRFAX, VIRGINIA SITE PRIMARY MARKET AREA 2000 CENSUS							
2000 HOUSEHOLD INCOME	AGE GROUP						
	UNDER 25	25-34	35-44	45-54	55-64	65-74	75+
Less than \$10,000	138	148	217	133	128	152	163
\$10,000-\$14,999	43	68	87	91	100	74	58
\$15,000-\$24,999	181	253	373	232	178	226	196
\$25,000-\$34,999	120	327	469	298	267	311	231
\$35,000-\$49,999	203	859	886	820	511	603	494
\$50,000-\$74,999	297	1,501	1,902	1,458	862	968	471
\$75,000-\$99,999	88	1,359	1,711	1,425	806	626	406
\$100,000-\$149,999	40	1,161	1,937	2,162	1,646	564	346
\$150,000-\$199,999	45	321	677	969	650	222	83
\$200,000 or More	6	179	426	688	423	144	63
Total	1,163	6,177	8,685	8,285	5,560	3,888	2,507

DISTRIBUTION OF INCOME BY AGE FAIRFAX, VIRGINIA SITE PRIMARY MARKET AREA 2021 ESTIMATED							
2021 HOUSEHOLD INCOME	AGE GROUP						
	UNDER 25	25-34	35-44	45-54	55-64	65-74	75+
Less than \$15,000	239	390	296	180	248	324	405
\$15,000-\$24,999	77	191	142	81	167	191	254
\$25,000-\$34,999	121	333	223	144	154	176	301
\$35,000-\$49,999	203	746	421	297	288	320	666
\$50,000-\$74,999	313	576	663	437	516	644	1,042
\$75,000-\$99,999	201	827	1,054	579	817	923	323
\$100,000-\$149,999	205	1,810	1,617	1,950	1,735	1,296	706
\$150,000-\$199,999	51	1,029	1,947	1,478	1,674	1,019	275
\$200,000 or More	54	1,314	2,319	2,881	2,915	1,464	841
Total	1,464	7,216	8,680	8,027	8,513	6,357	4,812
Median Income	\$55,284	\$110,478	\$146,738	\$158,857	\$157,314	\$118,183	\$66,665
Average Income	\$70,758	\$137,622	\$175,348	\$206,177	\$202,239	\$160,753	\$122,224

**DISTRIBUTION OF INCOME BY AGE
FAIRFAX, VIRGINIA
SITE PRIMARY MARKET AREA
2026 PROJECTED**

2026 HOUSEHOLD INCOME	AGE GROUP						
	UNDER 25	25-34	35-44	45-54	55-64	65-74	75+
Less than \$15,000	221	298	250	145	156	268	419
\$15,000-\$24,999	73	158	112	70	121	163	258
\$25,000-\$34,999	113	282	188	115	122	157	326
\$35,000-\$49,999	200	664	360	255	216	271	671
\$50,000-\$74,999	333	561	622	378	421	603	1,083
\$75,000-\$99,999	229	846	1,074	587	727	889	397
\$100,000-\$149,999	244	1,864	1,660	1,888	1,540	1,325	892
\$150,000-\$199,999	68	1,260	2,341	1,668	1,744	1,222	425
\$200,000 or More	66	1,522	2,779	3,079	2,914	1,797	1,242
Total	1,546	7,455	9,385	8,185	7,959	6,696	5,714
Median Income	\$59,905	\$119,024	\$156,277	\$165,542	\$165,180	\$133,692	\$80,301
Average Income	\$78,961	\$153,693	\$194,238	\$220,408	\$219,145	\$182,044	\$144,929

SECTION H. COMPETITIVE ENVIRONMENT

1. All comparable LIHTC developments located within the primary market area must be included in the analysis.
 2. Provide a detailed analysis of the impact of the proposed project on existing, competitive, LIHTC properties in the primary market area.
 3. Proposed rural developments for which a sufficient number of comparable properties do not exist, the analyst must select at least three (3) comparable developments in adjacent localities with similar characteristics to be included in its analysis.
 4. Family and elderly developments should not be considered as competitive with each other.
-

1. FIELD SURVEY OF CONVENTIONAL APARTMENTS

The proposed rents at the subject property will include electric heat, gas hot water, electricity, as well as water, sewer, and trash removal. Tenants will only be responsible for high-speed Internet, telephone and cable television. These rents will be referred to as gross rents throughout this study.

For the purposes of this analysis, rents among those existing properties in the PMA with different utility responsibility have been adjusted to represent utilities that will be included in the rents at the subject property, in order to more accurately compare the proposed rents with rents among the existing apartment properties in the market area.

A total of 9,496 conventional apartment units in 35 projects were surveyed in the Fairfax, Virginia PMA. A total of 9,114 of these units are in 31 market-rate and Tax Credit developments, while the 382 remaining units are in four subsidized developments. There are no vacancies among the subsidized developments.

Following is a distribution of market-rate and Tax Credit units surveyed by unit type and vacancy rate:

SUMMARY OF MARKET-RATE AND TAX CREDIT UNITS FAIRFAX, VIRGINIA SITE PRIMARY MARKET AREA MARCH 2022				
UNIT TYPE	NUMBER	PERCENT	VACANCY RATE	MEDIAN RENT
Studio	534	5.9%	1.5%	\$1,701
One-Bedroom	3,628	39.8%	2.5%	\$1,910
Two-Bedroom	4,221	46.3%	2.5%	\$2,406
Three-Bedroom	713	7.8%	1.4%	\$2,784
Four-Bedroom	18	0.2%	0.0%	\$2,526
Total	9,114	100.0%	2.3%	

The overall vacancy rate of 2.3% is considered extremely low and would indicate that the market is limited by a lack of supply rather than lacking demand.

The Site PMA apartment base contains a disproportionately low percentage of two-bedroom units, 46.3% of the total units in the market area. Generally, a well-developed market will have 55% to 60% two-bedroom units.

Based on prior studies conducted by Danter and Associates, rents in the PMA increased at an established annual average of 8.7% between 2020 and the current date.

Nearly 55% of the apartment properties in the Site PMA were constructed and opened prior to 1990. These properties that opened prior to 1990 contain 4,551 total units, which accounts for over half of the units in the market.

Since 2000, 11 new apartment properties have been added to the market, including one Tax Credit property. These newer properties include 3,767 units, which accounts for over 40% of the units in the market.

A distribution of units and vacancies by year opened is as follows:

PERIOD	PROJECTS BUILT	UNITS BUILT	CURRENT VACANCY RATE
Before 1970	8	2,088	1.6%
1970-1979	7	2,019	1.6%
1980-1989	2	444	2.5%
1990-1999	3	796	3.4%
2000-2009	4	1,097	3.3%
2010	1	157	0.0%
2011	1	90	0.0%
2012	0	0	-
2013	3	1,519	2.6%
2014	0	0	-
2015	2	661	2.0%
2016	0	0	-
2017	0	0	-
2018	0	0	-
2019	0	0	-
2020	1	400	4.8%
2021	0	0	-
2022*	0	0	-
Total	31	9,114	2.3%
*Through March 2022			

The PMA is dominated by larger properties, as demonstrated by the fact that over 50% of the properties have 200 or more units. Properties in the area range in size from 20 units at Churchill Mews (Map Code 16) to 706 units at Merrifield at Dunn Loring Station (Map Code 32), for an average size of 294 units.

The following table provides a distribution of units by the size of the project:

DISTRIBUTION OF UNITS AND PROJECTS BY PROJECT SIZE FAIRFAX, VIRGINIA PRIMARY MARKET AREA MARCH 2022					
TOTAL UNITS IN PROJECTS	PROJECTS		UNITS		VACANCY RATE
	NUMBER	PERCENT	NUMBER	PERCENT	
Less than 25	1	3.2%	20	0.2%	0.0%
25 to 49	0	-	0	-	-
50 to 99	2	6.5%	167	1.8%	0.0%
100 to 199	12	38.7%	1,871	20.5%	1.4%
200 to 299	3	9.7%	795	8.7%	3.5%
300 or Greater	13	41.9%	6,261	68.7%	2.5%
Total	31	100.0%	9,114	100.0%	2.3%

The area apartment market has been evaluated by the comparability rating of each property. Comparability ratings are based on a rating system that awards points to each project based on its unit amenities, project amenities, and aesthetic amenities (curbside appeal). The median overall comparability rating in the Site PMA of just under 26.5 is considered average for a typical modern apartment property offering a standard amenity package. The following table identifies units and vacancies by comparability rating:

The following table identifies units and vacancies by comparability rating:

DISTRIBUTION OF UNITS AND PROJECTS BY COMPARABILITY RATING FAIRFAX, VIRGINIA PRIMARY MARKET AREA MARCH 2022			
COMPARABILITY RATING RANGE	NUMBER OF PROJECTS	NUMBER OF UNITS	VACANCY RATE
Less Than 15.0	0	0	-
15.0 To 17.5	1	196	1.5%
18.0 To 20.5	3	517	0.4%
21.0 To 23.5	10	1,840	1.5%
24.0 To 26.5	2	633	3.3%
27.0 To 29.5	7	2,808	2.0%
30.0 Or Higher	8	3,120	3.3%
Total	31	9,114	2.3%

Nearly 55% of the area apartment properties in the Site PMA have overall comparability ratings of 24.0 or higher, including 15 properties with overall ratings of 27.0 or higher. These higher-rated properties contain a total of 6,561 units, which account for over 70% of the units in the market area.

Following renovation, the subject Little River Glen is anticipated to have an overall comparability rating of 23.0, which will be among the lower ratings in the market. This will not be an issue given the property is an existing property with a waiting list and the fact that other than normal turnover, management anticipates most residents will remain tenants of the property after renovations are complete.

The highest rated property in the PMA is the 400-unit Scout on the Circle (Map Code 12), which opened in 2017 and has an overall comparability rating of 36.5.

A distribution of amenities for the existing 31 apartment projects in the PMA follows:

AMENITY	INCLUDED AT SUBJECT	TOTAL NUMBER OF PROJECTS (OUT OF 31*)	SHARE OF PROJECTS WITH AMENITY
Refrigerator	X	31	100.0%
Range	X	31	100.0%
Disposal	X	31	100.0%
Air Conditioning	X	31	100.0%
Window Coverings	X	31	100.0%
Dishwasher		30	96.8%
Carpet/Faux-wood Flooring	X	30	96.8%
On-Site Management	X	30	96.8%
Balcony/Patio		29	93.5%
Swimming Pool		26	83.9%
Community Building/Room	X	24	77.4%
Washer/Dryer		23	74.2%
Washer/Dryer Hookups		23	74.2%
Grilling/BBQ Area		23	74.2%
Microwave		21	67.7%
Fitness Center	X	21	67.7%
Playground		21	67.7%
Business Center		18	58.1%
Stainless Steel Appliances		15	48.4%
Secured Intercom Entry	X	14	45.2%
Granite/Quartz Countertops		14	45.2%
Garage		12	38.7%
Central Laundry	X	12	38.7%
Ceiling Fan		11	35.5%
Sports Court		11	35.5%
Elevator	X	11	35.5%
Courtyard	X	8	25.8%
Tennis Court		7	22.6%
Security Gate	X	7	22.6%
Fireplace		5	16.1%
Hot Tub		5	16.1%
Walking/Jog/Trail	X	5	16.1%
Vaulted/9' Ceilings		4	12.9%
Social Activities	X	3	9.7%

*Includes amenities in some or all of the units

The standard amenities featured in at least 60% of apartments in the PMA include a range, refrigerator, disposal, air conditioning, window coverings, dishwasher, carpet/faux-wood flooring, on-site management, balcony/patio, swimming pool, community building/room, washer and dryer, washer/dryer hookups, grilling/BBQ area, microwave, fitness center, and playground.

With the exception of not offering a dishwasher, balcony/patio, swimming pool, washer and dryer, washer/dryer hookups, picnic/BBQ area, microwave, and playground, the subject site will offer all other common amenities.

The subject site will offer several amenities that are not common among the existing properties including secured intercom entry, elevator, courtyard, security gate, walking/jog trail, and social activities.

2. ANALYSIS OF TAX CREDIT APARTMENT SUPPLY

Within the PMA, there are three existing properties operating within the low-income housing Tax Credit program, including the subject site. These three properties include 334 Tax Credit units.

In addition, there are four Tax Credit properties in the PMA that have received allocations but have not yet started vertical construction.

It is of note that there are two additional properties in the Site PMA that received Tax Credit allocations; however, these two properties, West Oak Woods (Map Code 8) and Oak Creek (Map Code 9), both operate under the HUD Section 8 program and the Tax Credit allocations were for renovations at the properties. Because these two properties are subsidized, they have been excluded from the following analysis.

The existing properties that operate under the Tax Credit program, the four new Tax Credit properties planned, and the 60 new Tax Credit units proposed at the site are summarized as follows:

EXISTING TAX CREDIT PROPERTIES PRIMARY MARKET AREA FAIRFAX, VIRGINIA					
MAP CODE	PROJECT	YEAR OPEN	TOTAL UNITS	TARGET MARKET	OCCUPANCY RATE
1	Little River Glen (Subject Site)	1990/ Oct 2024	120* 60**	Elderly (62+)	89.2%
2	Olley Glen	2011	90	Elderly (62+)	100.0%
29	The Fields Merrifield	1997	124	Family	100.0%
-	One University Family	2024	69***	Family	Planned
-	One university Senior	2024	100****	Elderly (62+)	Planned
-	Braddock Four	2023	44	Elderly (62+)	Planned
-	Braddock Nine	2023	36	Elderly (62+)	Planned

*Existing units
 **Proposed units
 ***Additional 51 units with project-based vouchers
 ****Additional 20 units with project-based vouchers



As previously noted, the high vacancy rate at the subject site is attributed to the property not leasing units in anticipation of renovations at the property and reducing the number of possible tenant relocations.

The remaining two Tax Credit properties include 214 Tax Credit units and are 100% occupied. This is an indication of a strong apartment market and demand for affordable units in the PMA.

The subject site, as well as Olley Glen and The Fields at Merrifield all have a waiting list. In fact, the subject site has a waiting list with 143 names, which is considered a very large waiting list.

Both the subject site and Olley Glen are restricted to elderly tenants, age 62 and over. In addition, One University Senior, Braddock Four, and Braddock Nine will also be restricted to elderly tenants aged 62 and over.

The Fields at Merrifield, as well as One University Family, have no age restrictions.

Following is a summary of the gross rents by percent of area median income proposed at the subject site, the current gross rents at the existing Tax Credit properties, and the expected gross rent at opening at the four planned Tax Credit properties in the PMA.

MAP CODE	PROJECT	GROSS RENTS		
		STUDIO	ONE-BEDROOM	TWO-BEDROOM
1	Little River Glen (62+) (Subject Site)	-	\$834 (60%)* \$865 (60%)* \$995 (60%)* \$1,200 (60%)* \$1,451 (60%)**	-
2	Olley Glen (62+)	-	\$1,015-\$1,260 (60%)	-
29	The Fields Merrifield	-	-	\$1,758 (60%)
-	One University Family	\$1,275 (60%)	\$1,138 (50%) \$1,365 (60%)	\$1,365 (50%) \$1,638 (60%)
-	One University Senior (62+)	-	\$1,417 (60%)	\$1,701 (60%)
-	Braddock Four	-	\$1,428 (60%)	\$1,735 (60%)
-	Braddock Nine	-	\$719 (30%) \$1,192 (50%) \$1,428 (60%)	\$884 (30%) \$1,451 (40%) \$1,735 (60%)

*Existing units
**Proposed units

The overall vacancy rate in the Site PMA of 2.3% is considered extremely low and is an indication of a strong apartment market.

Except for the vacant units at the subject site, which are vacant in anticipation of renovations at the property, there are no vacancies among the Tax Credit units in the PMA. In addition, the existing Tax Credit properties have waiting list, including the 143-name waiting list at the subject site. This is an indication of the demand for affordable housing units in the PMA.

The capture rate of proposed units to income-qualified renter households (12.3%) is considered very good.

In addition, between 2021 and 2024, the overall population is expected to grow 1.1% while the population age 62 and over is expected to grow 1.5%. Households are expected to grow 1.2% between 2021 and 2024 while households age 62 and over are expected to grow 3.9%.

Based on these factors, the 180 proposed Tax Credit units (120 existing and 60 new construction) at the subject Little River Glen will not have a negative impact on the existing Tax Credit properties in the Site PMA.

3. PLANNED AND PROPOSED PROJECTS

According to area building and planning officials, there are four Tax Credit properties planned to be built in the Site PMA. These projects are summarized as follows:

- Arlington Partnership for Affordable Housing, Inc recently began site preparation for two adjacent Tax Credit apartment projects for elderly tenants, age 62 and over. Braddock Four and Braddock Nine will be built at 9901 Braddock Road along the southern border of the Site PMA. Braddock Four will include 40 one-bedroom units and four two-bedroom units within a four-story building. Rents for these units will be based on 60% of the area median income. Braddock Nine will include 32 one-bedroom units and four two-bedroom units within a four-story building. Rents for these units will be based on 30%, 50%, and 60% of the area median income. Construction on both buildings is expected to begin in spring 2022 and units are expected to be available by late summer 2023. Because these two properties have not yet started construction, they have been excluded from our field survey of apartments.
- M & T Realty Capital Corporation recently began site preparation for One University Senior, a 120-unit Tax Credit project that will be restricted to elderly, age 62 and over at 4500 University Drive. The project will include 90 one-bedroom units and 30 two-bedroom units within a four- and five-story building. The project will include 20 units (15 one-bedroom and 5 two-bedroom) with project-based vouchers. The remaining 100 units (75 one-bedroom and 25 two-bedroom) will have rents based on

60% of the area median income. Construction on the project is expected to begin in spring 2022 and units are expected to be available beginning in spring 2024. Because construction on this project has not yet started, it has been excluded from our field survey of apartments.

- SCG Development recently begin site preparation for One University Family at 4500 University Drive. One University Family will include 69 studio, one-, and two-bedroom Tax Credit units and 51 one-, two-, three-, and four-bedroom units with project-based vouchers. The Tax Credit rents at the project will be based on 50% and 60% of the area median income. Construction on the project is expected to begin in spring 2022 and units are expected to be available beginning in spring 2024. Because construction on this project has not yet started, it has been excluded from our field survey of apartments.

4. COMPETITIVE ANALYSIS

Generally, there are two sets of criteria which can be used to identify comparable properties. A project can be comparable conceptually and/or economically.

Conceptually Comparable Properties are those properties that target a similar tenant base (elderly, family, etc.), or properties that have a similar comparability index to the subject project. A similar comparability index indicates that properties will likely have similar unit and project amenities and a similar aesthetic rating. They may or may not have similar rents.

Economically Comparable Properties are those properties with similar gross rent levels to the subject project. These properties may or may not have a similar comparability index.

Within the Site PMA, there is only one property, Olley Glen, restricted by age. Because of the lack of properties restricted by age, we have also included an age-restricted property that is 2.0 miles outside of the PMA (Overture Fair Ridge).

Because of the lack of age restricted Tax Credit or market-rate properties, we have expanded this analysis to include properties that offer similar units with similar comparability ratings.

Based on these criteria, we consider four properties to be competitive with the subject property. The following table details these four properties:

MAP CODE	PROJECT	TOTAL UNITS	YEAR BUILT/ RENOVATED	COMPARABILITY RATING
1 (Site)	Little River Glen (TC/62+)	180*	1990/2024	23.0**
2	Olley Glen (TC/62+)	90	2011	23.5
6	Masonvale	157	2010	22.5
30	Layton Hall	110	1978	21.5
-	Overture Fair Ridge (62+)**	200	2017	36.5

*Includes 120 existing units and 60 new construction units
 **After renovations
 ***Outside of the PMA
 (TC) – Tax Credit

A comparison of unit amenities at these projects and the subject project is as follows:

PROJECT	RANGE	REFRIGERATOR	MICROWAVE	DISHWASHER	DISPOSAL	WASHER AND DRYER	WASHER/DRYER HOOKUPS	CENTRAL AIR CONDITIONING	CARPET	9 FOOT/VAULTED CEILINGS	WINDOW BLINDS	INTERCOM SECURITY	BALCONY/PATIO	CEILING FAN
Little River Glen (TC/62+) (Subject Site)	X	X			X			C	X		X	X		
Olley Glen (TC/62+)	X	X	X	X	X	X	X	C	X		X	X	X	
Masonvale	X	X	X	X	X	X	X	C	X		X		X	
Layton Hall	X	X		X	X			C	X				X	X
Overture Fair Ridge (62+)*	X	X	X	X	X	X	X	C	X	X	X	X	X	X

*Outside of the PMA
 (TC) – Tax Credit

Based on the unit amenities comparison, the subject Little River Glen will be at a disadvantage when compared to the comparable projects; most of the competitive properties feature a microwave, dishwasher, balcony/patio, and in-unit washer and dryer. However, this will not be a significant issue due to the fact that the subject site is an existing property restricted to elderly tenants (62+) that operates under the Tax

Credit program and other than normal turnover, the developer anticipates the existing residents will remain tenants of the property after renovations.

Project amenities are listed as follows:

PROJECT	SWIMMING POOL	COMMUNITY BUILDING	FITNESS CENTER	BUSINESS CENTER	PICNIC AREA	CENTRAL LAUNDRY	SENIOR CENTER	ELEVATOR	COMMUNITY PATIO	WALKING PATH	COURTYARD	ON-SITE MANAGEMENT	SOCIAL ACTIVITIES	SECURITY GATE
Little River Glen (TC/62+) (Subject Site)		X	X			X	X	X	X	X	X	X	X	X
Olley Glen (TC/62+)		X		X				X		X	X	X		X
Masonvale												X	X	
Layton Hall		X		X	X	X						X		
Overture Fair Ridge (62+)*	X	X	X	X	X			X			X	X	X	X
*Outside of the PMA (TC) – Tax Credit														

The subject Little River Glen will be competitive with the existing properties in terms of project amenities.

A distribution of the four most competitive properties by units offered follows:

MAP CODE	PROJECT	TOTAL UNITS	UNITS OFFERED		
			ONE-BEDROOM	TWO-BEDROOM	THREE-BEDROOM
1	Little River Glen (TC/62+) (Subject Site)	180*	180 (60%)	-	-
2	Olley Glen (TC/62+)	90	90 (60%)	-	-
6	Masonvale	157	40	11 49 (T)	57 (T)
30	Layton Hall	110	24	72	14
-	Overture Fair Ridge (62+)**	200	6 (50%)*** 11 (70%)*** 102	4 (50%)*** 9 (70%)*** 68	-
*Includes 120 existing units and 60 new construction units **Outside of the PMA ***Rents restricted through the Fairfax County Affordable Dwelling Unit Rental Program					

Olley Glen and Overture Fair Ridge are restricted to tenants age 62 and over. Masonvale and Layton Hall have no age restrictions.

Olley Glen operates under the Tax Credit program while Overture Fair Ridge includes 30 units that have rents restricted to 50% and 70% of the area median income under the Fairfax County Affordable Dwelling Unit Rental Program and 170 market-rate units.

Masonvale and Layton Hall have no age or income restrictions.

Following is a comparison between the subject Little River Glen and the one-bedroom units at the competitive projects:

ONE-BEDROOM COMPARISON						
MAP CODE	PROJECT	NUMBER OF UNITS	UNIT SIZE	NUMBER OF BATHS	GROSS RENT	RENT PER SQUARE FOOT
1	Little River Glen (TC/62+) (Subject Site)	48	375	1.0	\$834 (60%)	\$2.22
		8	389	1.0	\$865 (60%)	\$2.22
		48	421	1.0	\$995 (60%)	\$2.36
		16	517	1.0	\$1,200 (60%)	\$2.32
		60	531	1.0	\$1,451 (60%)	\$2.73
2	Olley Glen (TC/62+)	90	415-604	1.0	\$1,015-\$1,260 (60%)	\$2.09-\$2.45
6	Masonvale	40	617-679	1.0	\$1,924-\$1,949	\$2.87-\$3.12
29	Layton Hall	24	620	1.0	\$1,736-\$1,836	\$2.80-\$2.96
-	Overture Fair Ridge (62+)*	6	675-1,007	1.0	\$1,231 (50%)**	\$1.22-\$1.82
		11	675-1,007	1.0	\$1,431 (70%)**	\$1.42-\$2.12
		102	675-1,007	1.0	\$2,181-\$3,306	\$2.17-\$4.90

*Outside the PMA
 **Rent restricted through the Fairfax County Affordable Dwelling Unit Rental Program
 (TC) – Tax Credit

In general, the units at the subject Little River Glen will be at a disadvantage when compared to the units at the comparable properties, based on square footage.

However, this will not be an issue. The subject Little River Glen is an existing property that operates under the Tax Credit program and has a lengthy waiting list. In addition, other than normal turnover, the remaining tenants plan to remain tenants of the property. The developer will fill any vacant units, as well as the new construction units from the waiting list at the property.

5. COMPARABLE MARKET RENT ANALYSIS

Comparable market rent analysis establishes the rent potential renters would expect to pay for the subject unit in the open market. Comparable market rent is based on a trend line analysis for the area apartment market. For each unit type, the trend line analysis compares gross rent by comparability rating for all market-rate and Tax Credit developments. This evaluation provides a comparison of existing market rents to those at the subject project. A variety of factors influence a property's ability to actually achieve the comparable market rent, including the number of units at that comparable market rent, the step-up support base at that rent range, and the age and condition of the subject property and competitive units.

Considering the unit and project amenities and an appealing aesthetic quality, the subject Little River Glen currently has an overall comparability rating of 21.5. This overall rating is based on ratings of 7.5 for unit amenities, 7.5 for project amenities, and 6.5 for aesthetic quality. Following renovation, the subject Little River Glen is anticipated to have an overall comparability rating of 23.0. This overall rating is based on ratings of 7.5 for unit amenities, 7.5 for project amenities, and 8.0 for aesthetic quality.

Based on prior studies conducted by Danter and Associates, rents within the Fairfax PMA have increased at an established rate of 8.7% between 2018 and the current date.

There are 3,628 one-bedroom units within the Site PMA. Gross rents for these units range from \$834 to \$2,810 and the median rent is \$1,910. Based on the current rent structure of one-bedroom units, present-day rent for a development comparable to the one proposed is \$1,670 per month. Applying the average annual rent increase in the PMA yields a one-bedroom rent of \$1,960 at the projected opening date of October 2024.

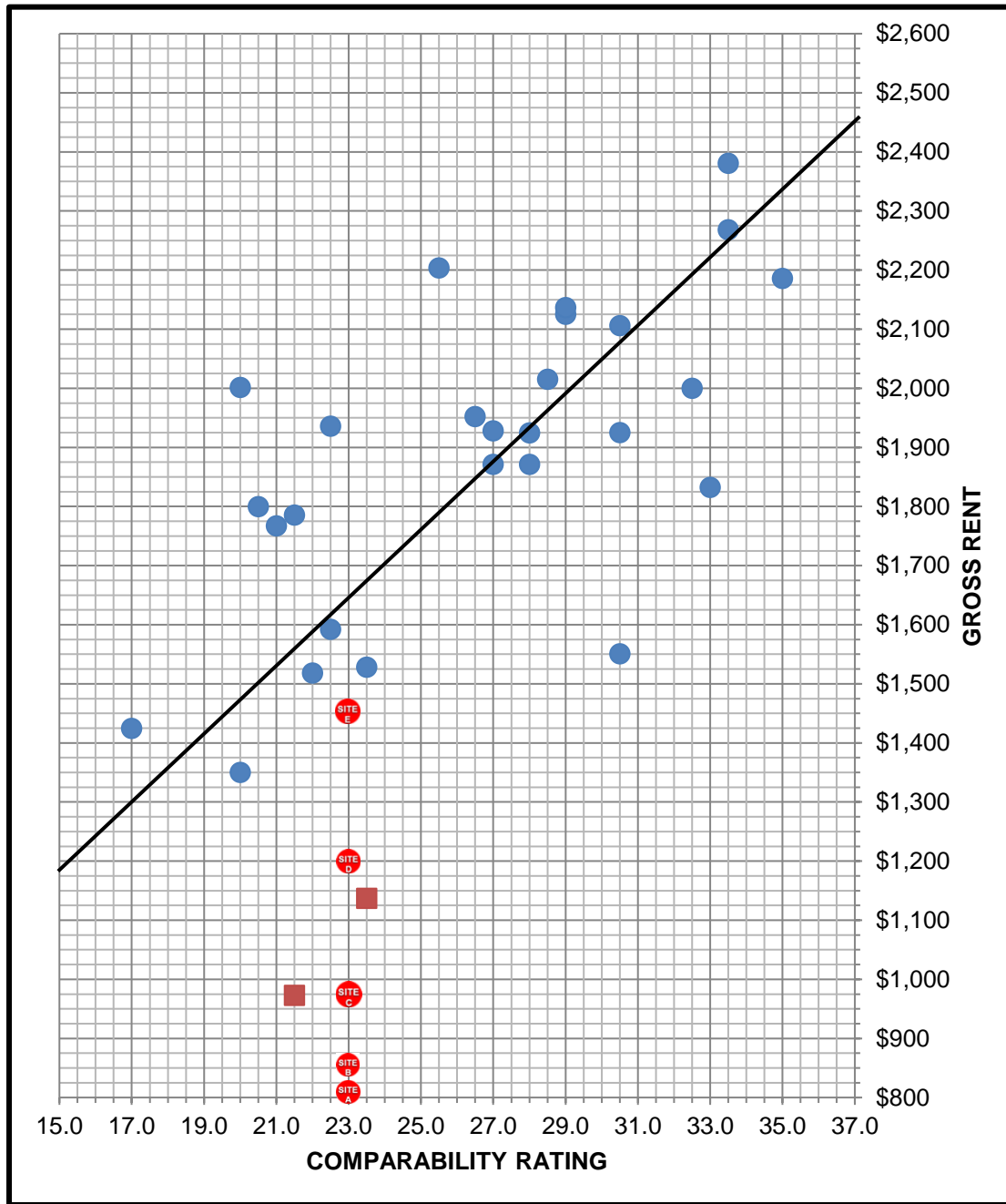
The following table compares the market rent at opening with the proposed Tax Credit gross rent at the subject site for one-bedroom units. Rents are gross and include heat, hot water, electricity, water, sewer, and trash removal services.

UNIT TYPE	PERCENT OF MEDIAN HOUSEHOLD INCOME	MARKET RENT AT OPENING AT 23.0 COMPARABILITY RATING	PROPOSED TAX CREDIT OPENING RENT	TAX CREDIT RENT AS A PERCENT OF MARKET RENT
One-Bedroom	60%	\$1,940	\$834*	42.6%
			\$865*	44.1%
			\$995*	50.8%
			\$1,200*	61.2%
			\$1,451**	74.0%
*Existing units **New construction				

The proposed Tax Credit rents at the 60% income level at the subject Little River Glen property will range from 42.6% to 74.0% of the comparable market rents and will be considered an excellent value within the market.

The relative value the subject units represent in the market is further illustrated by the following trend line analysis.

ONE-BEDROOM UNITS BY COLLECTED RENT AND COMPARABILITY RATING



Legend:

- SITE A (\$834) 60% AMI
- SITE B (\$865) 60% AMI
- SITE C (\$995) 50% AMI
- SITE D (\$1,200) 60% AMI
- SITE E (\$1,451) 60% AMI
- Market-Rate Properties
- Tax Credit Properties
- Market-Driven Rent



SECTION I. AFFORDABILITY ANALYSIS, DEMAND ANALYSIS, CAPTURE RATES AND PENETRATION RATES

In addition to NCHMA requirements under this section:

1. 2021 is the base year, with a minimum forward projection to 2026.
2. In instances where greater than 20% of the proposed units are comprised of 3BR and 4BR units, the analyst must refine the analysis for those large units. Failure to account for this may result in overstated demand.
3. Analysts should assume that family households are able to pay no more than 35% of gross income towards total housing costs and that elderly households are able to pay no more than 40% of gross income towards total housing costs. The demand analysis must clearly indicate the minimum and maximum income range for each targeted group. For applicants proposing developments with Section 8 project-based rental assistance analysts should use the lesser of maximum allowable LIHTC rents or proposed rents based on income targeting indicated in the application in determining affordability. For applicants proposing developments with market rate units, the analyst must make a reasonable determination of a maximum income level beyond which a household would not likely be a participant in the rental housing market. Assumptions used in making this determination must be clearly stated in the report. For applicants submitting an application for a development that will be funded with 9% and 4% tax credits, the capture and penetration rate analyses should be done for the total number of units expected to come online between both the 4% and 9% projects.
4. Analysts are required to use net demand in calculating capture rates and the absorption period. Net demand should be determined by subtracting the supply of vacant comparable units in the PMA, completed or pipeline, from total demand. Demand, Supply, Net Demand and Total Absorption Period should be indicated as follows:

Program Limitations and Qualifications

The subject Little River Glen is an existing 120-unit property that operates under the Tax Credit program. Rents for all 120 units at property are based on 60% of the area median household income. In addition to renovating the existing 120 units at the property, 60 new Tax Credit units are proposed to be built. These new units will also have rents based on 60% of the area median household income.

Rents for units operating within the Tax Credit program are based on income limits by household size. The gross rent charged for an eligible unit to a tenant cannot exceed 30% of the tenant income limitation (60% of area median income adjusted for household size).

Median incomes are established by the United States Department of Housing and Urban Development (HUD). The subject site is located in Fairfax County, which is in the Washington-Arlington-Alexandria, DC-VA-MD HUD Metro FMR Area. The 2021 median income for the Washington-Arlington-Alexandria, DC-VA-MD HUD Metro FMR Area is \$129,000.

The following chart illustrates the maximum income allowed per household size at the 60% level, based on the 2021 median income for the Washington-Arlington-Alexandria, DC-VA-MD HUD Metro FMR Area:

HOUSEHOLD SIZE	MAXIMUM ALLOWABLE INCOME
	60%
One-Person	\$54,180
Two-Person	\$61,920

Current guidelines establish maximum rents based on the probable household size by number of bedrooms, with one-bedroom units at 1.5 people per household (regardless of the actual number of people occupying the unit).

Maximum rent by number of bedrooms is as follows:

UNIT TYPE	MAXIMUM GROSS RENT
	60%
One-Bedroom (1.5)	\$1,451

Renovations and the new construction at the subject Little River Glen are expected to be completed by October 2024. As such, the maximum allowable rents at the project will be based on the 2024 median income for the Washington-Arlington-Alexandria, DC-VA-MD HUD Metro FMR Area.

Based on HUD estimates, the median income for the Washington-Arlington-Alexandria, DC-VA-MD HUD Metro FMR Area has increased at an annual average of approximately 3.8% since 2016; however, the rate of change has varied each year from an increase of 1.6% in 2016-2017 to a 6.3% increase in 2017-2018.

The following chart provides the median incomes for the Washington-Arlington-Alexandria, DC-VA-MD HUD Metro FMR Area for the past five years:

YEAR	MEDIAN INCOME	CHANGE
2016	\$108,600	-
2017	\$110,300	1.6%
2018	\$117,200	6.3%
2019	\$121,300	3.5%
2020	\$126,000	3.9%
2021	\$129,000	2.4%

It is important to note that the proposed rents are based on the 2021 median income for the Washington-Arlington-Alexandria, DC-VA-MD HUD Metro FMR Area.

Under the Section 42 Tax Credit program, a household may live in any unit type, regardless of size, as long as the household income does not exceed the maximum allowable for that household size.

The existing one-bedroom units at Little River Glen predominantly house one-person households. The subject Little River Glen will have units available to households with rents based on 60% of the area median household income. For 2021, the maximum allowable income for a one-person household at the 60% income level is \$54,180 and the maximum allowable for a two-person household at the 60% income level is \$61,920.

Based on the Virginia Housing and Development Authority guidelines, a 40% ratio of gross rent to monthly income has been used to determine the minimum income required at the subject site. Thus, at the projected rent levels, the minimum annual household income level at the subject Little River Glen development could be as low as \$25,020 (gross rent for a one-bedroom unit at the 60% level - \$834 X 12 month = \$10,008 / 40% = \$25,020).

According to the 2010 Census, 27.0% of all PMA households were renters. Among all elderly households (age 62 and over), an estimated 18.1% were renters. The reality is that at lower income levels, a higher ratio of renters is likely compared to the overall market. Within the Fairfax Site PMA, this is reflected.

Following is a summary of the capture rates for the subject property:

INCOME RESTRICTIONS	BASED ON RENTS AT 60% OF AMI \$25,020 - \$54,180
New Rental Households	134
+	
Existing Households -Overburdened	1,419
+	
Existing Households – Substandard Housing	0
+	
Elderly Households – Likely to Convert to Rental Housing	0
+	
Existing Qualifying Tenants – To Remain After Renovations	85
Total Demand	1,638
-	
Supply (Includes Directly Comparable Vacant Units Completed or in Pipeline in PMA)	180
Net Demand	1,458
Units at the Site	180
Capture Rate	12.3%
Absorption Period	-

Project Wide Capture Rate – LIHTC Units	<u>12.3%</u>
Project Wide Capture Rate – Market Units	<u>None</u>
Project Wide Capture Rate – All Units	<u>12.3%</u>
Project Wide Absorption Period (Months)	<u>11.5 Months</u>

As the previous table illustrates, the capture rate for the subject units is 12.3%. This is considered a very good capture rate and indicates a good supply of income qualified renter households.

SECTION J. LOCAL PERSPECTIVE OF RENTAL HOUSING MARKET AND HOUSING ALTERNATIVES

During the course of our field survey of apartments, leasing agents and managers were interviewed regarding their perspective of the rental housing market. Managers and leasing agents at affordable or subsidized properties note that there is a need for new affordable housing in the PMA. Most managers noted that when units become vacant, they are typically filled from waiting lists.

Most of the leasing agents and managers at the area market rate properties had little concern about new units being added to the market. Most managers noted they generally operate near 100% and typically have little difficulty filling vacant units, which is consistent with the overall low vacancy rate in the PMA.

SECTION K. ANALYSIS/CONCLUSIONS

The following analyses have been conducted to identify market potential for the subject property:

- Analysis of the existing PMA rental housing market supply, including:
 - Historical housing trends
 - Current market conditions based on 100% field survey of modern apartments
- Area apartment demand factors, including
 - Age- and income-appropriate households based on program guidelines
 - Current and expected economic and household growth conditions
 - Comparable market rent for the subject property as determined through a trend-line analysis
- Appropriateness of the subject property for participation in the area Housing Choice Voucher program
- Appropriateness of the site for the subject development

Our evaluation considers the current rental housing market, area demographic characteristics, projected growth, and the appropriateness of the site and site area for the subject development. Amenities, features, and services at the subject development are also considered.

Based on these factors, it is our opinion that a market exists for the 180-unit rental housing development at the subject site, assuming the project is developed as detailed in this report. Changes in the project's rent, unit mix, amenities, or opening date may invalidate these findings.

Absorption

We have considered the following factors in determining absorption:

- Relationship of proposed rents to market rents
- Number of age- and income-appropriate households within the Site PMA
- Expected quality of the subject development relative to market at opening
- Appropriateness of the subject development for the subject site
- Anticipated opening date
- Area household growth and employment trends
- Area income trends
- Ability of the subject development to attract income-qualified renters: many households attracted to the property will not meet program income guidelines.

Renovations and new units at the subject Little River Glen project are expected to be completed by October 2024.

If the subject site was completely vacated, we would expect most of the absorption for the development to come from within the Site PMA. A comparison of typical versus anticipated geographic support for the subject site is as follows:

	TYPICAL SUPPORT	ANTICIPATED SUPPORT
Within The Site PMA		
Apartment	55%	60%
Other Rentals	20%	10%
Other	10%	15%
Beyond The Site PMA	15%	15%
Total	100%	100%

As previously noted, other than normal turnover, the existing residents qualify for housing at the site and are expected to remain tenants of the property.

The subject Little River Glen has 13 vacant units. According to the developer, the property has stopped leasing units in anticipation of renovations to minimize the cost of relocations during renovations. Management expects to lease any vacant units (after renovations) from the names on the waiting list at the property.

However, if the existing portion of the project were completely vacated, and when responding only to income-qualified households, absorption for the 120 renovated and 60 new Tax Credit units is expected to average 15 to 17 units per month, resulting in a 10.0- to 11.5-month absorption period to achieve a 95% occupancy level.

Prior studies have shown that absorption tends to be seasonal, with up to 64% of annual absorption taking place in the "peak" summer months (May through August). The shoulder season (the two months on either side of the peak season) generally accounts for approximately 24% of annual absorption. The "off" season, November through February, typically accounts for the remaining 12% of absorption. While these percentages do not hold true in all markets, they give a good indication of the potential seasonal variations in absorption.

SECTION L. OTHER REQUIREMENTS

In addition to NCHMA requirements under this section, the analyst must include and affirm (by signature) the following:

1. I have made a physical inspection of the site and market area.
2. The appropriate information has been used in the comprehensive evaluation of the need and demand for the proposed rental units.
3. To the best of my knowledge the market can support the demand shown in this study. I understand that any misrepresentation in this statement may result in the denial of participation in the Low Income Housing Tax Credit Program in Virginia as administered by 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 of, or on behalf of Virginia Housing.
6. Compensation for my services is not contingent upon this development receiving a LIHTC reservation or allocation.



Market Analyst

April 20, 2022

Date

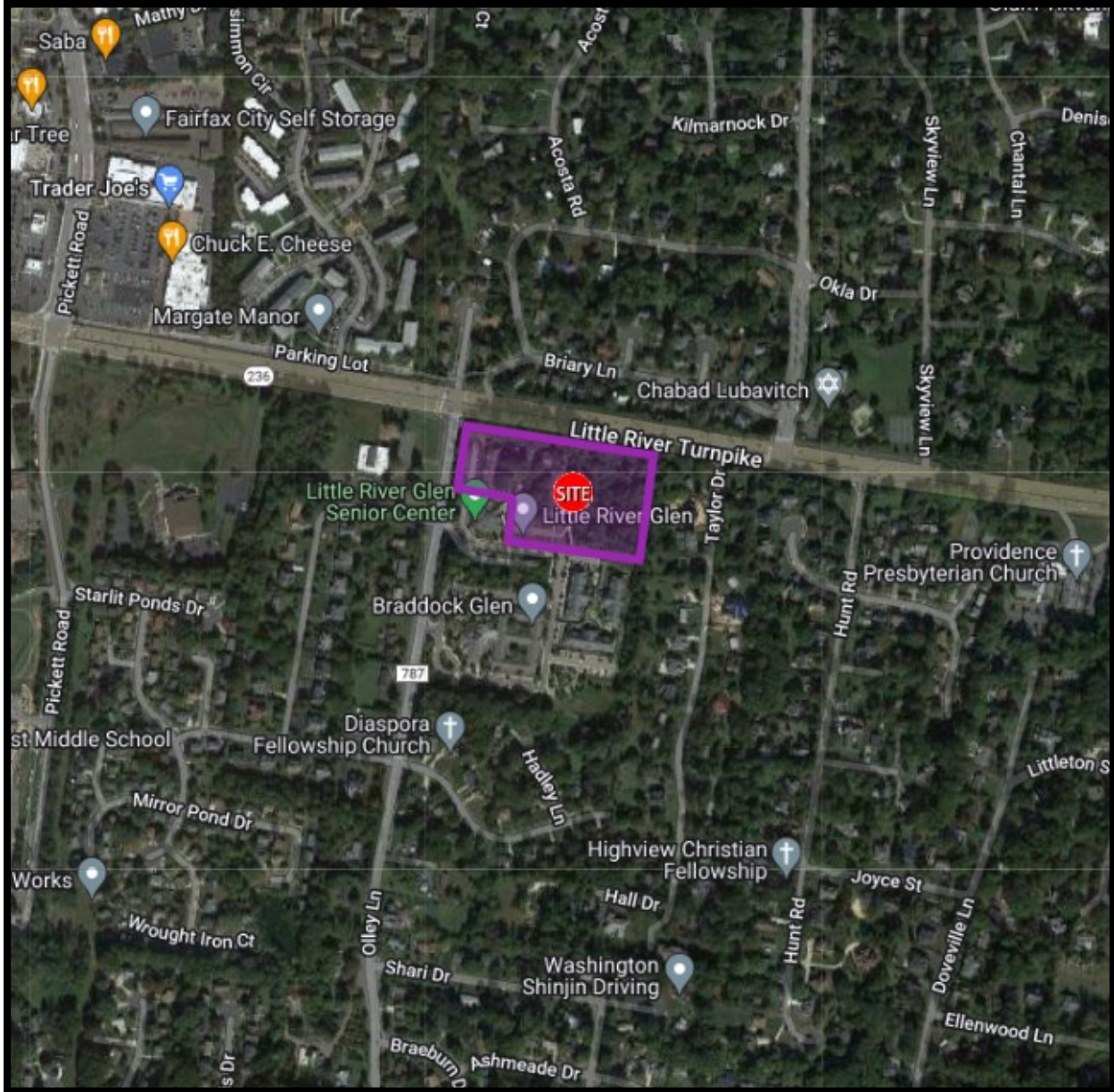
V. SITE AREA MAPS AND PHOTOGRAPHS

The following section contains maps and photographs of the subject site area. Maps illustrating the following are included:

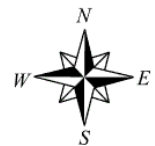
- The specific neighborhood of the site, with traffic counts when available.
- A close-in aerial view of the site parcel.
- The locations of community (resident) services relative to the site. Typical of community services included in the map would be shopping, parks/recreation, and the locations of fire and police services.

Following the maps are site area photographs, including photographs of the subject site and surrounding land uses.

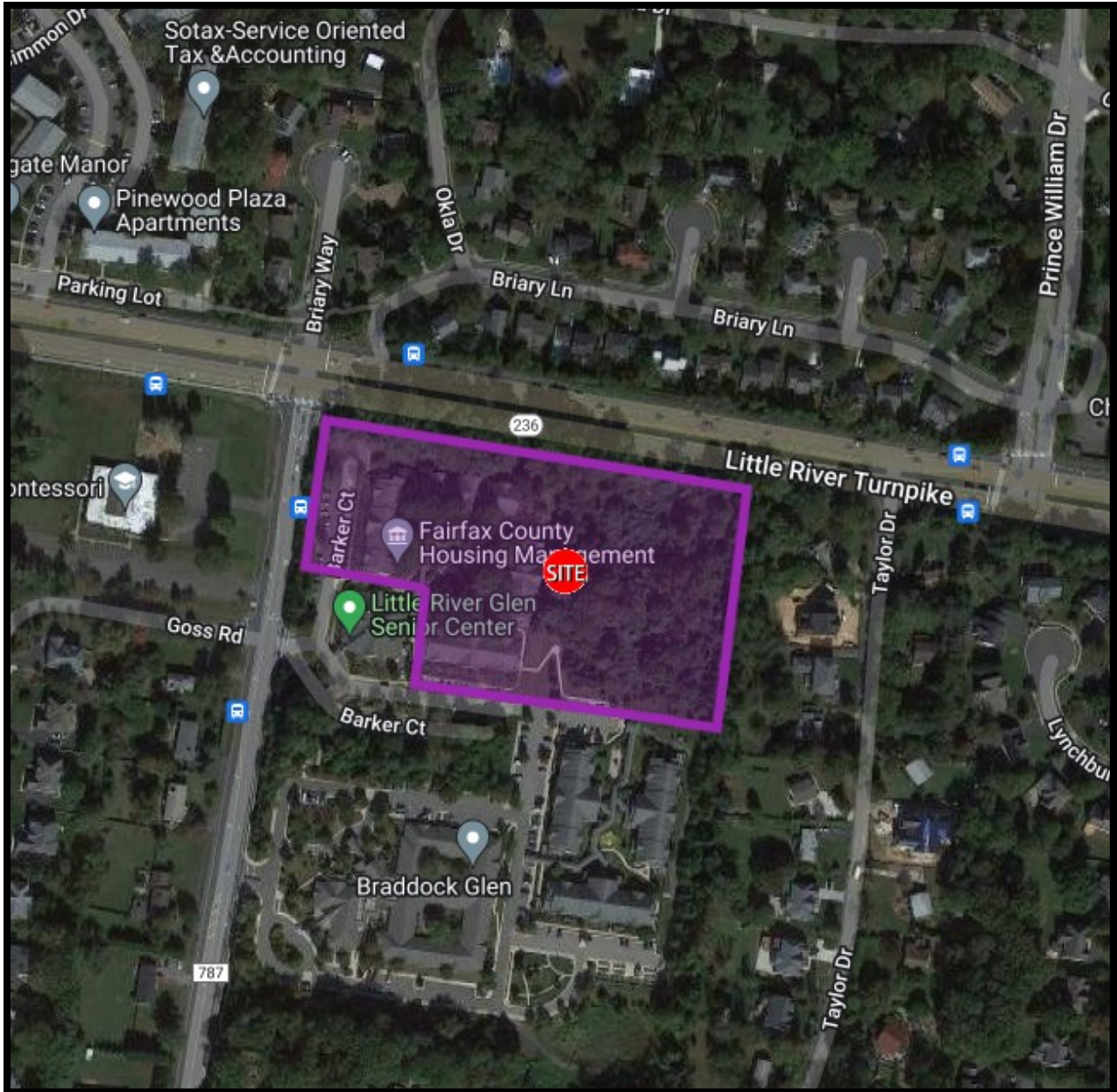
NEIGHBORHOOD MAP



FAIRFAX, VIRGINIA



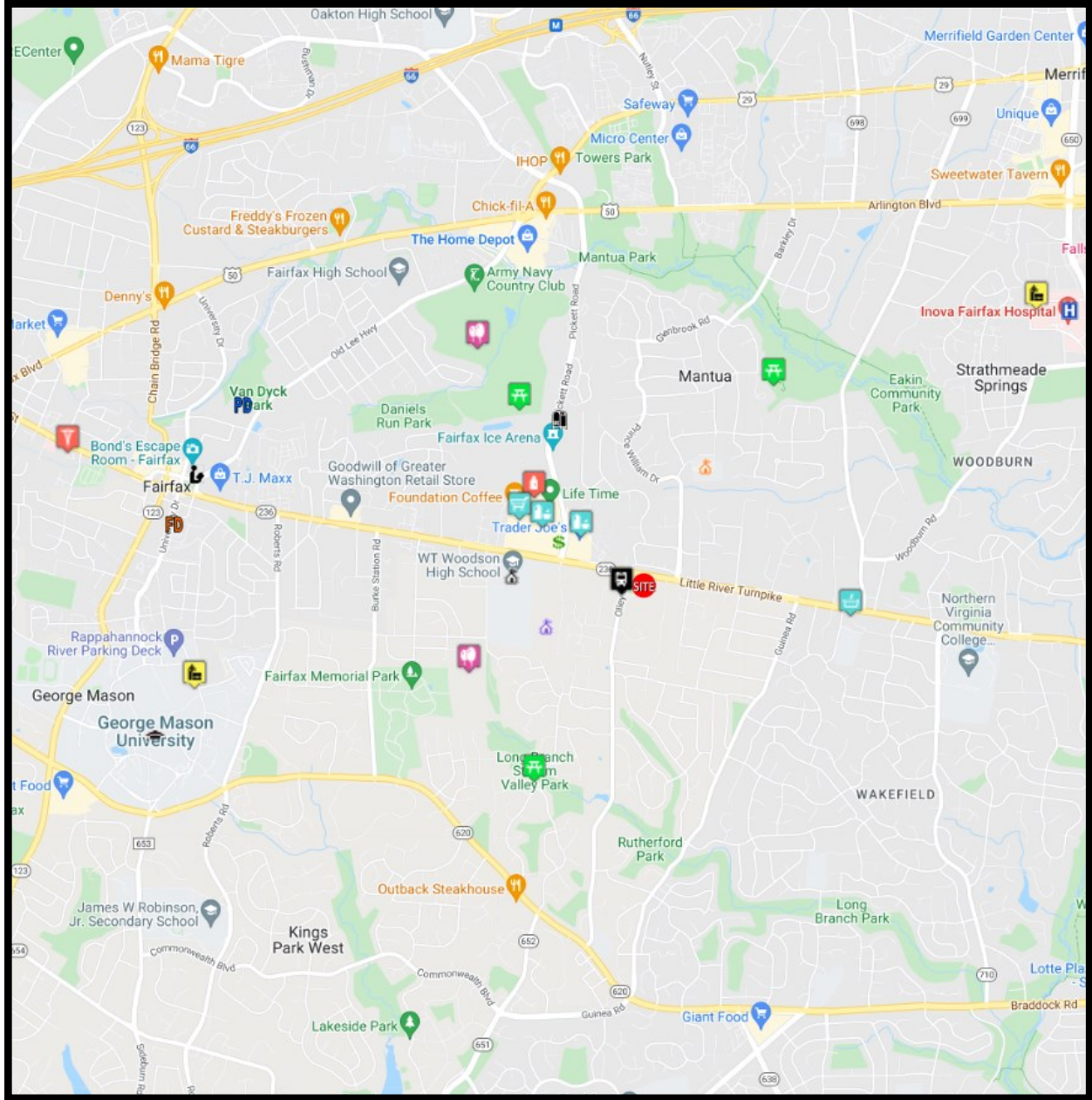
SITE MAP





FAIRFAX, VIRGINIA



COMMUNITY SERVICES MAP



FAIRFAX, VIRGINIA

 Bank	 Hospital	 Post Office
 Bus	 Library	 Recreation
 Convenience Store	 Medical Center	 Site
 Elementary School	 Middle School	 Shopping
 Fire Department	 Park	 University
 Grocery Store	 Pharmacy	 Employment
 High School	 Police Department	 Senior Center



**SITE PHOTOGRAPHS
FAIRFAX, VIRGINIA
SITE PRIMARY MARKET AREA
APRIL 2022**



FACING SOUTH ON OLLEY LANE



**FACING EAST FROM NORTHWEST CORNER
OF THE SITE**



FACING EAST ON OLLEY SOUTH OF SITE



EAST OF SITE ON LITTLE RIVER TURNPIKE



FACING NORTH ON OLLEY LANE



**FACING NORTH FROM NORTHWEST CORNER
OF SITE**

**SITE PHOTOGRAPHS
FAIRFAX, VIRGINIA
SITE PRIMARY MARKET AREA
APRIL 2022**



**OLLEY LANE AND LITTLE RIVER TURNPIKE
INTERSECTION**



**FACING WEST FROM NORTHWEST CORNER
OF SITE**



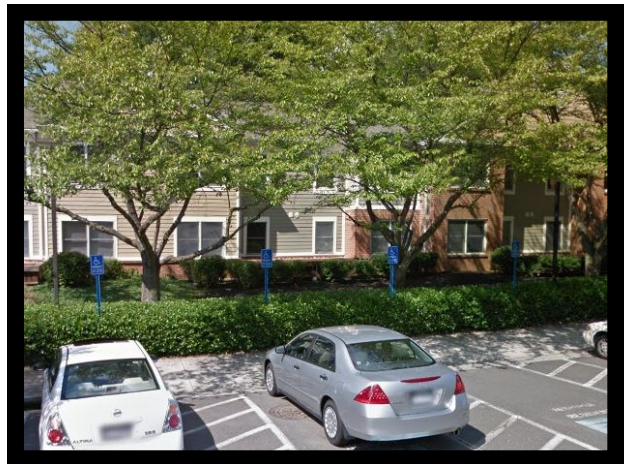
FACING WEST FROM NORTH SIDE OF SITE



**OLLEY LANE AND LITTLE RIVER TURNPIKE
INTERSECTION**

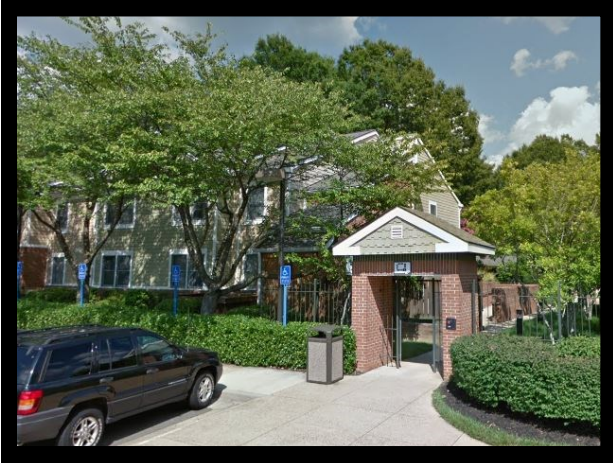


LITTLE RIVER GLEN SENIOR CENTER

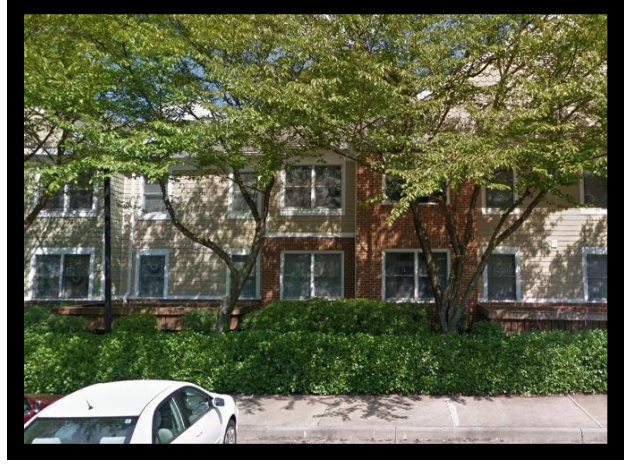


**SOUTH SIDE OF EXISTING APARTMENT
BUILDING**

**SITE PHOTOGRAPHS
FAIRFAX, VIRGINIA
SITE PRIMARY MARKET AREA
APRIL 2022**



WEST SIDE OF EXISTING APARTMENT BUILDING



WEST SIDE OF EXISTING BUILDING

III. FIELD SURVEY OF MODERN APARTMENTS

The following analyses represent data from a field survey of the modern apartments in the Site PMA. Each development was surveyed by unit and project amenities, year opened, unit mix, vacancies, rents, and aesthetic quality. The collected data have been analyzed as follows:

- A distribution of both market-rate and government subsidized modern apartment units. The units are distributed by mix and vacancy.
- An analysis of multifamily construction trends, which includes number of units, number of projects, percent distribution, cumulative units, and vacancy rate by year built.
- A rent and vacancy analysis, which contains distributions of units and vacancies by net rent range. A separate distribution appears for units by number of bedrooms.
- A project information analysis listing the name and address of each development, its occupancy, and year opened. Any unique features are noted by the analyst.
- A street rent comparison listing rents by unit size for all market-rate developments.
- A comparability rating, assigning point values for unit amenities, project amenities, and overall aesthetic appeal/curbside marketability.
- Amenity analyses, including the following:
 - A unit amenity analyses listing the unit amenities for each property
 - A project amenity analysis listing the project amenities for each development.
 - A distribution of amenities by number of units and properties offering that amenity.
- A unit type/utility detail analysis with units offered and utilities available, including responsibility for payment.
- Rent/square foot

A map showing the location of each apartment complex included in this analysis is in Section VII – Modern Apartment Locations and Photographs.

**DISTRIBUTION OF
MODERN APARTMENT UNITS
AND VACANCIES
FAIRFAX, VA
SITE PRIMARY MARKET AREA
MARCH 2022**

MARKET RATE UNITS

<u>UNIT TYPE</u>	<u>UNITS</u>		<u>VACANCIES</u>	
	<u>NUMBER</u>	<u>PERCENT</u>	<u>NUMBER</u>	<u>PERCENT</u>
STUDIO	534	5.9%	8	1.5%
ONE-BEDROOM	3,628	39.8%	91	2.5%
TWO-BEDROOM	4,221	46.3%	104	2.5%
THREE-BEDROOM	713	7.8%	10	1.4%
FOUR-BEDROOM +	18	0.2%	0	0.0%
TOTAL	9,114	100.0%	213	2.3%

SUBSIDIZED

<u>UNIT TYPE</u>	<u>UNITS</u>		<u>VACANCIES</u>	
	<u>NUMBER</u>	<u>PERCENT</u>	<u>NUMBER</u>	<u>PERCENT</u>
ONE-BEDROOM	58	15.2%	0	0.0%
TWO-BEDROOM	92	24.1%	0	0.0%
THREE-BEDROOM	112	29.3%	0	0.0%
FOUR-BEDROOM +	120	31.4%	0	0.0%
TOTAL	382	100.0%	0	0.0%



**MARKET-RATE MULTIFAMILY
CONSTRUCTION TRENDS
FAIRFAX, VA
SITE PRIMARY MARKET AREA
MARCH 2022**

<u>YEAR OF PROJECT OPENING</u>	<u>NUMBER OF PROJECTS</u>	<u>NUMBER OF UNITS</u>	<u>PERCENT DISTRIBUTION</u>	<u>CUMULATIVE UNITS</u>	MARCH 2022 VACANCY RATE
Before 1970	8	2,088	22.9%	2,088	1.6%
1970 - 1979	7	2,019	22.2%	4,107	1.6%
1980 - 1989	2	444	4.9%	4,551	2.5%
1990 - 1999	3	796	8.7%	5,347	3.4%
2000 - 2006	1	444	4.9%	5,791	2.3%
2007	0	0	0.0%	5,791	0.0%
2008	2	496	5.4%	6,287	5.2%
2009	0	0	0.0%	6,287	0.0%
2010	1	157	1.7%	6,444	0.0%
2011	1	90	1.0%	6,534	0.0%
2012	0	0	0.0%	6,534	0.0%
2013	3	1,519	16.7%	8,053	2.6%
2014	0	0	0.0%	8,053	0.0%
2015	2	661	7.3%	8,714	2.0%
2016	0	0	0.0%	8,714	0.0%
2017	0	0	0.0%	8,714	0.0%
2018	0	0	0.0%	8,714	0.0%
2019	0	0	0.0%	8,714	0.0%
2020*	1	400	4.4%	9,114	4.8%
TOTAL:	31	9,114	100.0 %	9,114	2.3%

AVERAGE ANNUAL RELEASE OF UNITS 2017 - 2021: 80

* THROUGH MARCH 2022



**RENT AND VACANCY ANALYSIS
STUDIO UNITS
FAIRFAX, VA
MARCH 2022
SITE PRIMARY MARKET AREA**

<u>GROSS RENT</u>	<u>TOTAL UNITS</u>		<u>VACANCIES</u>	
	<u>NUMBER</u>	<u>PERCENT</u>	<u>NUMBER</u>	<u>PERCENT</u>
\$2367	92	17.2%	1	1.1%
\$2151	31	5.8%	1	3.2%
\$2122	1	0.2%	0	0.0%
\$2009	31	5.8%	1	3.2%
\$1966	8	1.5%	0	0.0%
\$1919 - \$1924	84	15.7%	2	2.4%
\$1866	4	0.7%	1	25.0%
\$1701	34	6.4%	0	0.0%
\$1674	3	0.6%	0	0.0%
\$1646	23	4.3%	0	0.0%
\$1573 - \$1578	89	16.7%	1	1.1%
\$1514	29	5.4%	0	0.0%
\$1458 - \$1482	58	10.9%	1	1.7%
\$1427	2	0.4%	0	0.0%
\$1358 - \$1364	19	3.6%	0	0.0%
\$1238	12	2.2%	0	0.0%
\$1188	11	2.1%	0	0.0%
\$1082	3	0.6%	0	0.0%



RENT AND VACANCY ANALYSIS
STUDIO UNITS
FAIRFAX, VA
MARCH 2022
SITE PRIMARY MARKET AREA

<u>GROSS RENT</u>	<u>TOTAL UNITS</u>		<u>VACANCIES</u>	
	<u>NUMBER</u>	<u>PERCENT</u>	<u>NUMBER</u>	<u>PERCENT</u>
TOTAL	534	100.0%	8	1.5%

Median Gross Rent: \$1,701



**RENT AND VACANCY ANALYSIS
ONE BEDROOM UNITS
FAIRFAX, VA
MARCH 2022
SITE PRIMARY MARKET AREA**

<u>GROSS RENT</u>	<u>TOTAL UNITS</u>		<u>VACANCIES</u>	
	<u>NUMBER</u>	<u>PERCENT</u>	<u>NUMBER</u>	<u>PERCENT</u>
\$2810	82	2.3%	4	4.9%
\$2624	69	1.9%	2	2.9%
\$2391 - \$2402	133	3.7%	5	3.8%
\$2324 - \$2343	142	3.9%	6	4.2%
\$2279 - \$2299	207	5.7%	6	2.9%
\$2146 - \$2157	263	7.2%	8	3.0%
\$2109 - \$2131	131	3.6%	3	2.3%
\$2072 - \$2096	109	3.0%	3	2.8%
\$2049	72	2.0%	4	5.6%
\$1995 - \$2014	185	5.1%	6	3.2%
\$1984 - \$1985	204	5.6%	5	2.5%
\$1949 - \$1958	81	2.2%	2	2.5%
\$1910 - \$1924	173	4.8%	3	1.7%
\$1865 - \$1882	274	7.6%	4	1.5%
\$1835 - \$1854	125	3.4%	2	1.6%
\$1759 - \$1784	164	4.5%	0	0.0%
\$1726 - \$1736	144	4.0%	4	2.8%
\$1699	2	0.1%	0	0.0%
\$1642 - \$1650	172	4.7%	2	1.2%
\$1592 - \$1611	191	5.3%	4	2.1%



**RENT AND VACANCY ANALYSIS
ONE BEDROOM UNITS
FAIRFAX, VA
MARCH 2022
SITE PRIMARY MARKET AREA**

<u>GROSS RENT</u>	<u>TOTAL UNITS</u>		<u>VACANCIES</u>	
	<u>NUMBER</u>	<u>PERCENT</u>	<u>NUMBER</u>	<u>PERCENT</u>
\$1535 - \$1554	89	2.5%	1	1.1%
\$1516 - \$1521	67	1.8%	1	1.5%
\$1426 - \$1451	198	5.5%	2	1.0%
\$1378 - \$1400	61	1.7%	1	1.6%
\$1368	6	0.2%	0	0.0%
\$1318 - \$1338	52	1.4%	0	0.0%
\$1260	45	1.2%	0	0.0%
\$1229 - \$1231	22	0.6%	0	0.0%
\$1200	16	0.4%	0	0.0%
\$995 - \$1015	93	2.6%	6	6.5%
\$865	8	0.2%	1	12.5%
\$834	48	1.3%	6	12.5%
TOTAL	3,628	100.0%	91	2.5%

Median Gross Rent: \$1,910



**RENT AND VACANCY ANALYSIS
TWO BEDROOM UNITS
FAIRFAX, VA
MARCH 2022
SITE PRIMARY MARKET AREA**

<u>GROSS RENT</u>	<u>TOTAL UNITS</u>		<u>VACANCIES</u>	
	<u>NUMBER</u>	<u>PERCENT</u>	<u>NUMBER</u>	<u>PERCENT</u>
\$3939	113	2.7%	4	3.5%
\$3589 - \$3613	153	3.6%	3	2.0%
\$3356	100	2.4%	2	2.0%
\$3103 - \$3124	155	3.7%	3	1.9%
\$3092 - \$3094	164	3.9%	3	1.8%
\$2929 - \$2949	33	0.8%	2	6.1%
\$2884	24	0.6%	0	0.0%
\$2829 - \$2841	180	4.3%	11	6.1%
\$2758 - \$2781	323	7.7%	12	3.7%
\$2724 - \$2744	144	3.4%	1	0.7%
\$2659 - \$2675	194	4.6%	8	4.1%
\$2603 - \$2624	129	3.1%	5	3.9%
\$2558	91	2.2%	2	2.2%
\$2521 - \$2524	72	1.7%	6	8.3%
\$2464 - \$2478	30	0.7%	0	0.0%
\$2406 - \$2420	267	6.3%	6	2.2%
\$2364 - \$2384	108	2.6%	2	1.9%
\$2319 - \$2343	121	2.9%	0	0.0%
\$2308 - \$2313	138	3.3%	7	5.1%
\$2248 - \$2270	154	3.6%	4	2.6%



**RENT AND VACANCY ANALYSIS
TWO BEDROOM UNITS
FAIRFAX, VA
MARCH 2022
SITE PRIMARY MARKET AREA**

<u>GROSS RENT</u>	<u>TOTAL UNITS</u>		<u>VACANCIES</u>	
	<u>NUMBER</u>	<u>PERCENT</u>	<u>NUMBER</u>	<u>PERCENT</u>
\$2189 - \$2213	198	4.7%	6	3.0%
\$2177	41	1.0%	0	0.0%
\$2099 - \$2116	51	1.2%	2	3.9%
\$2081	70	1.7%	1	1.4%
\$2031 - \$2047	273	6.5%	4	1.5%
\$2001 - \$2015	69	1.6%	1	1.4%
\$1976 - \$1986	42	1.0%	0	0.0%
\$1940 - \$1944	24	0.6%	0	0.0%
\$1906	36	0.9%	0	0.0%
\$1858 - \$1875	155	3.7%	4	2.6%
\$1791 - \$1816	96	2.3%	2	2.1%
\$1776 - \$1790	147	3.5%	1	0.7%
\$1758	124	2.9%	0	0.0%
\$1650 - \$1671	102	2.4%	2	2.0%
\$1547	43	1.0%	0	0.0%
\$1413 - \$1427	57	1.4%	0	0.0%
TOTAL	4,221	100.0%	104	2.5%

Median Gross Rent: \$2,406



**RENT AND VACANCY ANALYSIS
THREE BEDROOM UNITS
FAIRFAX, VA
MARCH 2022
SITE PRIMARY MARKET AREA**

<u>GROSS RENT</u>	<u>TOTAL UNITS</u>		<u>VACANCIES</u>	
	<u>NUMBER</u>	<u>PERCENT</u>	<u>NUMBER</u>	<u>PERCENT</u>
\$4234	15	2.1%	2	13.3%
\$3864	14	2.0%	1	7.1%
\$3664 - \$3683	40	5.6%	0	0.0%
\$3644	34	4.8%	1	2.9%
\$3581 - \$3599	45	6.3%	1	2.2%
\$3445	13	1.8%	0	0.0%
\$3163 - \$3169	88	12.3%	1	1.1%
\$3100	6	0.8%	0	0.0%
\$3025 - \$3040	44	6.2%	0	0.0%
\$2869	36	5.0%	1	2.8%
\$2784	24	3.4%	0	0.0%
\$2742 - \$2743	73	10.2%	0	0.0%
\$2529 - \$2547	67	9.4%	2	3.0%
\$2489 - \$2507	9	1.3%	0	0.0%
\$2451	10	1.4%	0	0.0%
\$2349 - \$2369	13	1.8%	0	0.0%
\$2301 - \$2319	34	4.8%	0	0.0%
\$2282 - \$2286	25	3.5%	0	0.0%
\$2245 - \$2251	33	4.6%	1	3.0%
\$2200	42	5.9%	0	0.0%



**RENT AND VACANCY ANALYSIS
THREE BEDROOM UNITS
FAIRFAX, VA
MARCH 2022
SITE PRIMARY MARKET AREA**

<u>GROSS RENT</u>	<u>TOTAL UNITS</u>		<u>VACANCIES</u>	
	<u>NUMBER</u>	<u>PERCENT</u>	<u>NUMBER</u>	<u>PERCENT</u>
\$2166	19	2.7%	0	0.0%
\$2025 - \$2048	13	1.8%	0	0.0%
\$2007 - \$2017	16	2.2%	0	0.0%
TOTAL	713	100.0%	10	1.4%

Median Gross Rent: \$2,784



**RENT AND VACANCY ANALYSIS
 FOUR+ BEDROOM UNITS
 FAIRFAX, VA
 MARCH 2022
 SITE PRIMARY MARKET AREA**

<u>GROSS RENT</u>	<u>TOTAL UNITS</u>		<u>VACANCIES</u>	
	<u>NUMBER</u>	<u>PERCENT</u>	<u>NUMBER</u>	<u>PERCENT</u>
\$2742	8	44.4%	0	0.0%
\$2526	5	27.8%	0	0.0%
\$2406	5	27.8%	0	0.0%
TOTAL	18	100.0%	0	0.0%

Median Gross Rent: \$2,526

Gross rent includes the following utilities: heat, water heating, cooking fuel, electricity, water/sewer, and trash pickup. Any of these utilities paid by the tenant have been added to the street rent.



PROJECT INFORMATION
FAIRFAX, VA
SITE PRIMARY MARKET AREA
MARCH 2022

MAP CODE	PROJECT NAME	YEAR BUILT	TOTAL UNITS	PERCENT OCCUPIED	COMMENTS
1	LITTLE RIVER GLEN I 4005 BAKER CT FAIRFAX VA (703) 503-8700	1990	120	89.2%	SUBJECT SITE; TAX CREDIT; SENIORS 62+; RENTS BASED ON 60% OF AMI; ADJACENT TO LITTLE RIVER GELN SENIOR CENTER; COURYARD; COMMUNITY PAITO; ACTIVITIES
2	OLLEY GLEN 4023 OLLEY LN FAIRFAX VA (703) 323-6565	2011	90	100.0%	TAX CREDIT, 60% AMI; SENIOR 62+
3	PINEWOOD PLAZA 3963 PERSIMMON DR. FAIRFAX VA (888) 525-9216	1964	199	99.0%	ADD 10%/MONTH FOR 6 MONTH LEASE
4	MARGATE MANOR 3954 PERSIMMON DR. FAIRFAX VA (703) 323-0319	1971	189	100.0%	WALK-IN CLOSETS; WADING POOL
5	ROYAL LEGACY 4410-4433 ST. EDWARDS PL FAIRFAX VA (703) 246-5100	1982	46	100.0%	GOVERNMENT SUBSIDIZED, FAIRFAX COUNTY REDEVELOPMENT & HOUSING AUTHORITY
6	MASONVALE 4350 STAFFORDSHIRE LN FAIRFAX VA (703) 865-4870	2010	157	100.0%	ON GMU CAMPUS, FOR FACULTY ONLY; WAITLIST; RESERVED PARKING; SOME UNITS INCLUDE DETACHED GARAGE; SEE ADDITIONAL COMMENTS TABLE



**PROJECT INFORMATION
FAIRFAX, VA
SITE PRIMARY MARKET AREA
MARCH 2022**

MAP CODE	PROJECT NAME	YEAR BUILT	TOTAL UNITS	PERCENT OCCUPIED	COMMENTS
7	EAVES FAIRFAX CITY 10608 KITTY POZER DR FAIRFAX VA (866) 650-8931	1988	131	96.9%	LRO/YIELDSTAR PRICING; VALET TRASH \$25/MO; CAR WASH AREA; \$500 PET FEE+\$50/MO PET RENT; STORAGE \$21-\$63/MO.; SEE ADDITIONAL COMMENTS TABLE
8	WEST WOOD OAKS 10734 WEST DR FAIRFAX VA (703) 879-4983	1971	54	100.0%	GOVERNMENT SUBSIDIZED, HUD SECTION 8; REHABBED W/TAX CREDITS IN 2013; NO STUDENTS; WAITLIST; EXTERIOR STORAGE; BIKE RACKS
9	OAK CREEK TOWNHOUSES 9923 OAK CREEK PLACE OAKTON VA (703) 755-2993	1981	46	100.0%	GOVERNMENT SUBSIDIZED; HUD SECTION 8; RENOVATED IN 2003 WITH TAX CREDIT FUNDING
10	FAIRFAX SQUARE 9860 FAIRFAX SQ. FAIRFAX VA (703) 591-5498	1966	502	96.6%	STAINLESS APPLIANCES (SELECT); LRO/YIELDSTAR PRICING; PACKAGE LOCKERS; SOCIAL ACTIVITIES; GAME ROOM; TV LOUNGE; SEE ADDITIONAL COMMENTS TABLE
11	MODERA MOSAIC 2920 DISTRICT AVE FAIRFAX VA (703) 991-6789	2015	473	98.3%	YIELDSTAR; 1ST FLOOR RETAIL; STAINLESS APPLIANCES; CONCIERGE; FIRE PIT; GAME ROOM; TV LOUNGE; SOCIAL EVENTS; \$400 PET FEE+\$50/MO PET RENT
12	SCOUT ON THE CIRCLE 9450 FAIRFAX BOULEVARD FAIRFAX VA (703) 750-8140	2020	400	95.3%	1ST BUILDING(160 UNITS) OPENED IN JULY 2020; SECOND BUILDING OPENED IN MID-NOVEMBER 2020; DRY CLEANING SERVICE; SEE ADDITIONAL COMMENTS TABLE



PROJECT INFORMATION
FAIRFAX, VA
SITE PRIMARY MARKET AREA
MARCH 2022

MAP CODE	PROJECT NAME	YEAR BUILT	TOTAL UNITS	PERCENT OCCUPIED	COMMENTS
13	CAVALIER COURT 11100 CAVALIER CT FAIRFAX VA (703) 273-4907	1964	129	100.0%	WALK IN CLOSETS
14	COPPERFIELD SQUARE 11100 ROCK GARDEN DR FAIRFAX VA (703) 591-4643	1964	77	100.0%	50% STUDENTS; OFFICE AND AMENITIES AT MAPCODE 38; \$300-\$500 PET FEE+\$30-\$60/MO; GRANITE COUNTERS; DOG PARK
15	GAINSBOROUGH COURT 3700 JERMANTOWN RD FAIRFAX VA (703) 774-9461	1964	156	100.0%	GAME ROOM; RACQUETBALL; BLACK APPLIANCES; FAUX-WOOD FLOORING;
16	CHURCHILL MEWS 11100 CHURCH ST FAIRFAX VA (703) 774-9461	1965	20	100.0%	AMENITIES & OFFICE AT MAPCODE 38
17	THE ELMS AT OAKTON 3223 ARROWHEAD CIR FAIRFAX VA (703) 591-5660	1987	313	97.8%	YIELDSTAR; VALET TRASH \$30/MO; GRANITE COUNTERS; FAUX-WOOD FLOORS; CAR CARE AREA; SOCIAL ACTIVITIES; COFFEE BAR; DOG PARK; PET FEE \$500 + \$50/MO;
18	LERNER FALLS AT FLINT HILL 10520 ROSENHAVEN ST FAIRFAX VA (703) 337-0957	2008	246	97.6%	PET FEE \$350 +\$50-\$100/MO; YIELDSTAR; GRANITE COUNTERS; STAINLESS APPLIANCES; FAUX-WOOD FLOORS; CHILD PLAYROOM; MOVIE THEATER; AMAZON HUB



PROJECT INFORMATION
FAIRFAX, VA
SITE PRIMARY MARKET AREA
MARCH 2022

MAP CODE	PROJECT NAME	YEAR BUILT	TOTAL UNITS	PERCENT OCCUPIED	COMMENTS
19	OAKTON PARK 3347 WILLOW CRESCENT DR FAIRFAX VA (703) 454-8138	1972	418	98.3%	50% STUDENTS; \$150 PET FEE+\$300 DEPOSIT PER PET; HARDWOOD FLOORING
20	FAIRFAX VILLAGE 10404 VIERA LN FAIRFAX VA (730) 273-4370	1973	172	100.0%	STORAGE; FAUX-WOOD FLOORS
21	YORKVILLE COOPERATIVE 3146 DRAPER DR FAIRFAX VA (703) 273-7777	1973	236	100.0%	GOVERNMENT SUBSIDIZED, HUD SECTION 8; NO STUDENTS; FAMILY; WAITLIST
22	FAIRFAX CIRCLE VILLA 9555 BLAKE LN FAIRFAX VA (703) 591-8574	1974	330	98.2%	6 MO. LEASES \$50/MO. FOR 1-BR ONLY; WASHER/DRYER IN 3-BR & 4-BR ONLY; GRANITE COUNTERS; PANTRY
23	TRILLIUM 9335 LEE HWY FAIRFAX VA (703) 259-8991	1972	604	97.2%	60% STUDENTS; ON-SITE OFFICE & RETAIL; KIDS CENTER; PACKAGE SERVICE; \$350 PET FEE+\$50/MO PET RENT; 1-TIME AMENITY FEE \$25; PARKING \$50/MO; SEE ADDITIONAL COMMENTS
24	REGENTS PARK 9333 CLOCKTOWER PL FAIRFAX VA (571) 421-2852	1997	552	97.5%	YIELDSTAR; UNDERGROUND \$50/MO; DETACHED \$150/MO; STORAGE \$80-150/MO; \$400 PET FEE+\$50/MO PET RENT; SEE ADDITIONAL COMMENTS



**PROJECT INFORMATION
FAIRFAX, VA
SITE PRIMARY MARKET AREA
MARCH 2022**

MAP CODE	PROJECT NAME	YEAR BUILT	TOTAL UNITS	PERCENT OCCUPIED	COMMENTS
25	PROVIDENCE HALL 9136 BARRICK ST #101 FAIRFAX VA (703) 280-4050	1974	196	98.5%	
26	DWELL VIENNA METRO 2975 HUNTERS BRANCH RD FAIRFAX VA (571) 297-3890	2008	250	92.0%	AMENITY FEE \$100; TRASH \$20/MO; GRANITE COUNTERS; STAINLESS APPLIANCES; \$500-\$600 PET FEE+\$50/MO PET RENT; SEE ADDITIONAL COMMENTS
27	VIENNA PARK 212 SANOY CIR SE VIENNA VA (571) 402-6939	1963	299	99.3%	FURNISHED UNITS AVAILABLE
28	AVALON MOSAIC 2987 DISTRICT AVE FAIRFAX VA (866) 706-6544	2013	531	97.4%	YIELDSTAR; 1ST FLOOR RETAIL; GRANITE COUNTERS; STAINLESS APPLIANCES; \$500 PET FEE+\$50/MO PET RENT; SEE ADDITIONAL COMMENTS
29	THE FIELDS MERRIFIELD 2929 STILLWOOD CIR FALLS CHURCH VA (703) 204-0414	1997	124	100.0%	TAX CREDIT, 60% AMI
30	LAYTON HALL 10320 LAYTON HALL DR. FAIRFAX VA (703) 273-1013	1978	110	100.0%	50% STUDENTS; STORAGE; PET FEE \$250 +\$28-\$40/MO; ONE-TIME UTILITY DEPOSIT \$200



PROJECT INFORMATION
FAIRFAX, VA
SITE PRIMARY MARKET AREA
MARCH 2022

MAP CODE	PROJECT NAME	YEAR BUILT	TOTAL UNITS	PERCENT OCCUPIED	COMMENTS
31	RADIANT FAIRFAX RIDGE 3887 FAIRFAX RIDGE RD FAIRFAX VA (844) 364-6298	2015	188	97.3%	FEW STUDENTS; YIELDSTAR; ADDITIONAL GARAGE \$45/MO; GUEST SUITES; QUARTZ COUNTERS; PET FEE \$400 +\$45/MO; FAUX-WOOD FLOORS; SEE ADDITIONAL COMMENTS
32	MERRIFIELD AT DUNN LORING STATION 8130 PRESCOTT DR VIENNA VA (703) 560-5902	1968	706	98.2%	YIELDSTAR; HIGHER PRICED UNITS HAVE BEEN RENOVATED; GUEST SUITE; STORAGE \$50/MO; BASKETBALL COURTS; SOCIAL EVENTS; SEE ADDITIONAL COMMENTS
33	THE POINT AT DUNN LORING 2677 AVENIR PL VIENNA VA (703) 204-9623	2013	660	97.4%	YIELDSTAR; WDURP (58 UNITS); MARKET-RATE (571 UNITS); 1ST FLOOR RETAIL; GARAGE \$85/MO; RESERVED PARKING \$100/MO; SEE ADDITIONAL COMMENTS
34	HALSTEAD SQUARE LOTUS 2729 MERRILEE DR FAIRFAX VA (703) 291-4574	2005	444	97.7%	WDURP (29 UNITS); MARKET-RATE (415 UNITS); LRO/YIELDSTAR PRICING; 1ST FLOOR RETAIL; 9' WINDOWS; KEYLESS ENTRY; GRANITE COUNTERS; SEE ADDITIONAL COMMENTS TABLE
35	PROSPERITY FLATS 2700 DORR AVE FAIRFAX VA (703) 645-7368	2013	328	97.3%	YIELDSTAR; ONSITE RETAIL; CERAMIC TILE FLOORS; CROWN MOLDING; GRANITE COUNTERS; \$500 PET FEE+\$60/MO PET RENT; SEE ADDITIONAL COMMENTS



**STREET RENT COMPARISON
FAIRFAX, VA
SITE PRIMARY MARKET AREA
MARCH 2022**

<u>MAP CODE</u>	<u>PROJECT NAME</u>	<u>STUDIO</u>	<u>ONE BEDROOM</u>	<u>TWO BEDROOM</u>	<u>THREE BEDROOM</u>	<u>FOUR+ BEDROOM</u>
1	LITTLE RIVER GLEN I		\$834 - \$1200			
2	OLLEY GLEN		\$1015 - \$1260			
3	PINEWOOD PLAZA	\$1248	\$1646 - \$1716	\$1698 - \$1848	\$2088 - \$2238	
4	MARGATE MANOR	\$1145 - \$1195	\$1255 - \$1315	\$1345 - \$1465	\$1905 - \$1915	
5	ROYAL LEGACY				SUB.	SUB.
6	MASONVALE		\$1770 - \$1795	\$2160 - \$2520	\$2905	
7	EAVES FAIRFAX CITY		\$1955 - \$2145	\$2540 - \$2745	\$3380	
8	WEST WOOD OAKS		SUB.	SUB.		
9	OAK CREEK TOWNHOUSES				SUB.	SUB.
10	FAIRFAX SQUARE		\$1754 - \$1839	\$2107 - \$2469	\$3330 - \$3414	
11	MODERA MOSAIC	\$1533 - \$2226	\$1860 - \$2248	\$2104 - \$3152		
12	SCOUT ON THE CIRCLE		\$1895 - \$2170	\$2625 - \$3735	\$3600 - \$3970	
13	CAVALIER COURT		\$1845	\$1830	\$2010 - \$2235	\$2405
14	COPPERFIELD SQUARE		\$1712 - \$1723	\$1973 - \$2122	\$2478 - \$2771	
15	GAINSBOROUGH COURT		\$1712 - \$1723	\$1973 - \$2122	\$2478 - \$2771	
16	CHURCHILL MEWS				\$2771	
17	THE ELMS AT OAKTON		\$1756 - \$1939	\$2169 - \$2349		

SUB. = GOVERNMENT SUBSIDIZED



**STREET RENT COMPARISON
FAIRFAX, VA
SITE PRIMARY MARKET AREA
MARCH 2022**

<u>MAP CODE</u>	<u>PROJECT NAME</u>	<u>STUDIO</u>	<u>ONE BEDROOM</u>	<u>TWO BEDROOM</u>	<u>THREE BEDROOM</u>	<u>FOUR+ BEDROOM</u>
18	LERNER FALLS AT FLINT HILL		\$1759 - \$2072	\$2214 - \$2963	\$3261 - \$3397	
19	OAKTON PARK		\$1645 - \$1760	\$1900 - \$2125	\$2310	
20	FAIRFAX VILLAGE	\$1295 - \$1350	\$1295 - \$1450	\$1610 - \$1795	\$2050	
21	YORKVILLE COOPERATIVE		SUB.	SUB.	SUB.	SUB.
22	FAIRFAX CIRCLE VILLA		\$1400 - \$1585	\$1635 - \$2080	\$2120 - \$2320	\$2350 - \$2470
23	TRILLIUM	\$1326 - \$1441	\$1486 - \$1918	\$1841 - \$2318	\$1976 - \$2831	
24	REGENTS PARK		\$1075 - \$1829	\$1209 - \$2574	\$1779 - \$2894	
25	PROVIDENCE HALL		\$1400 - \$1450	\$1650	\$2025	
26	DWELL VIENNA METRO	\$1990	\$1398 - \$2235	\$1572 - \$2635		
27	VIENNA PARK		\$1603 - \$1620	\$1983 - \$2064	\$2474 - \$2515	
28	AVALON MOSAIC	\$941 - \$2010	\$1075 - \$2656	\$1209 - \$3409		
29	THE FIELDS MERRIFIELD			\$1673		
30	LAYTON HALL		\$1580 - \$1680	\$1700 - \$1780	\$2080 - \$2220	
31	RADIANT FAIRFAX RIDGE	\$1825	\$1075 - \$1850	\$1572 - \$2530		
32	MERRIFIELD AT DUNN LORING STATION		\$1570 - \$1975	\$1825 - \$2575	\$2260 - \$2600	
33	THE POINT AT DUNN LORING	\$941 - \$1560	\$1075 - \$1999	\$1209 - \$2554		

SUB. = GOVERNMENT SUBSIDIZED



**STREET RENT COMPARISON
FAIRFAX, VA
SITE PRIMARY MARKET AREA
MARCH 2022**

<u>MAP CODE</u>	<u>PROJECT NAME</u>	<u>STUDIO</u>	<u>ONE BEDROOM</u>	<u>TWO BEDROOM</u>	<u>THREE BEDROOM</u>	<u>FOUR+ BEDROOM</u>
34	HALSTEAD SQUARE LOTUS	\$1373 - \$1783	\$2125 - \$2470	\$2412 - \$2899		
35	PROSPERITY FLATS		\$1830 - \$2130	\$2460 - \$2920		

NOTE: Rents listed are those quoted to our field analyst for new leases. Residents on older leases or renting month-to-month may be paying more or less, depending on changes in quoted rent. Rent specials and concessions are noted in the project information section of this field survey.

SUB. = GOVERNMENT SUBSIDIZED



**COMPARABILITY RATING
MODERN APARTMENT DEVELOPMENT
FAIRFAX, VA
SITE PRIMARY MARKET AREA
MARCH 2022**

MAP CODE	PROJECT	COMPARABILITY FACTOR			TOTAL
		UNIT	PROJECT	AESTHETIC	
1	LITTLE RIVER GLEN I	7.5	7.5	6.5	21.5
2	OLLEY GLEN	11.5	5.0	7.0	23.5
3	PINEWOOD PLAZA	9.0	5.0	6.5	20.5
4	MARGATE MANOR	8.5	5.0	6.5	20.0
5	ROYAL LEGACY	9.5	2.0	6.0	17.5
6	MASONVALE	13.0	1.5	8.0	22.5
7	EAVES FAIRFAX CITY	10.5	7.5	7.5	25.5
8	WEST WOOD OAKS	9.5	4.0	6.5	20.0
9	OAK CREEK TOWNHOUSES	7.5	2.0	6.0	15.5
10	FAIRFAX SQUARE	11.0	8.5	7.0	26.5
11	MODERA MOSAIC	11.5	9.5	8.0	29.0
12	SCOUT ON THE CIRCLE	13.5	13.0	8.5	35.0
13	CAVALIER COURT	10.5	3.5	6.0	20.0
14	COPPERFIELD SQUARE	12.0	9.0	6.0	27.0
15	GAINSBOROUGH COURT	11.0	10.0	7.0	28.0



**COMPARABILITY RATING
MODERN APARTMENT DEVELOPMENT
FAIRFAX, VA
SITE PRIMARY MARKET AREA
MARCH 2022**

MAP CODE	PROJECT	COMPARABILITY FACTOR			TOTAL
		UNIT	PROJECT	AESTHETIC	
16	CHURCHILL MEWS	10.0	6.0	6.5	22.5
17	THE ELMS AT OAKTON	11.5	10.0	7.0	28.5
18	LERNER FALLS AT FLINT HILL	12.5	12.0	8.0	32.5
19	OAKTON PARK	11.5	4.5	6.5	22.5
20	FAIRFAX VILLAGE	10.0	7.0	6.5	23.5
21	YORKVILLE COOPERATIVE	8.5	5.0	6.0	19.5
22	FAIRFAX CIRCLE VILLA	10.5	5.5	6.0	22.0
23	TRILLIUM	10.5	16.5	6.0	33.0
24	REGENTS PARK	11.5	8.5	8.0	28.0
25	PROVIDENCE HALL	8.0	3.0	6.0	17.0
26	DWELL VIENNA METRO	14.0	11.5	8.0	33.5
27	VIENNA PARK	9.0	6.0	6.0	21.0
28	AVALON MOSAIC	12.5	8.0	8.5	29.0
29	THE FIELDS MERRIFIELD	9.5	7.5	6.0	23.0
30	LAYTON HALL	9.5	5.5	6.5	21.5



**COMPARABILITY RATING
MODERN APARTMENT DEVELOPMENT
FAIRFAX, VA
SITE PRIMARY MARKET AREA
MARCH 2022**

MAP CODE	PROJECT	COMPARABILITY FACTOR			TOTAL
		UNIT	PROJECT	AESTHETIC	
31	RADIANT FAIRFAX RIDGE	13.5	9.5	7.5	30.5
32	MERRIFIELD AT DUNN LORING STATION	10.5	10.5	6.0	27.0
33	THE POINT AT DUNN LORING	12.5	10.0	8.0	30.5
34	HALSTEAD SQUARE LOTUS	13.0	12.5	8.0	33.5
35	PROSPERITY FLATS	14.0	9.5	7.0	30.5

Point values have been assigned for unit and project amenities. Aesthetic amenities are based on general appearance, upkeep, landscaping, etc. and are based on the judgment of the field representative.



**PROJECT AMENITIES DESCRIPTION
FAIRFAX, VA
SITE PRIMARY MARKET AREA
MARCH 2022**

MAP CODE	PROJECT NAME	POOL	COMMON BUILDING	SAUNA	HOT TUB	EXERCISE ROOM	TENNIS	PLAYGROUND	SPORTS COURT	JOG/BIKE TRAIL	LAKE	PICNIC AREA	LAUNDRY	SECURITY GATE	ON-SITE MGMT	ELEVATOR	BUSINESS CENTER	SECURITY PATROL	OTHER
1	LITTLE RIVER GLEN I		X			X				X			X	X	X	X			COURTYARD
2	OLLEY GLEN		X							X				X	X	X	X		COURTYARD; LIBRARY
3	PINEWOOD PLAZA	X						X				X	X		X				COURTYARD
4	MARGATE MANOR	X						X	B				X		X				COURTYARD
5	ROYAL LEGACY								B			X	X						
6	MASONVALE							X							X				SOCIAL ACTIVITIES
7	EAVES FAIRFAX CITY	X	X			X		X		X		X		X	X		X		BIKE STORAGE
8	WEST WOOD OAKS		X									X	X		X		X		COURTYARD
9	OAK CREEK TOWNHOUSES							X					X		X				
10	FAIRFAX SQUARE	X	X			X		X				X		X			X		2 POOLS; DOG PARK; PIANO
11	MODERA MOSAIC	X	X			X						X		X			X		CABANA; KITCHEN
12	SCOUT ON THE CIRCLE	X	X			X						X		X	X	X			ON-SITE RETAIL

SPORTS COURT
V - VOLLEYBALL
B - BASKETBALL
R - RACQUETBALL



**PROJECT AMENITIES DESCRIPTION
FAIRFAX, VA
SITE PRIMARY MARKET AREA
MARCH 2022**

MAP CODE	PROJECT NAME	POOL	COMMON BUILDING	SAUNA	HOT TUB	EXERCISE ROOM	TENNIS	PLAYGROUND	SPORTS COURT	JOG/BIKE TRAIL	LAKE	PICNIC AREA	LAUNDRY	SECURITY GATE	ON-SITE MGMT	ELEVATOR	BUSINESS CENTER	SECURITY PATROL	OTHER	
13	CAVALIER COURT		X			X		X				X			X					
14	COPPERFIELD SQUARE	X	X		X	X	X	X	V			X		X	X		X		RACQUETBALL	
15	GAINSBOROUGH COURT	X	X		X	X	X	X	V			X		X	X		X		COURTYARD; DOG PARK	
16	CHURCHILL MEWS	X			X	X	X	X	V			X							RACQUETBALL	
17	THE ELMS AT OAKTON	X	X			X	X	X	X			X			X		X		AMAZON PACKAGE HUB	
18	LERNER FALLS AT FLINT HILL	X	X		X	X		X				X	X		X	X	X		COURTYARD; GAME ROOM	
19	OAKTON PARK	X						X				X	X		X					
20	FAIRFAX VILLAGE	X	X					X	X			X	X		X				DOG PARK; COFFEE BAR	
21	YORKVILLE COOPERATIVE	X						X	X				X		X		X			
22	FAIRFAX CIRCLE VILLA	X						X				X	X		X			X	KIDDIE POOL	
23	TRILLIUM	X	X		X	X	X	X	X	X		X	X		X	X	X		GAME ROOM; GAZEBO	
24	REGENTS PARK	X	X			X		X				X			X		X		2 POOLS; GARDEN; FOUNTAIN	

SPORTS COURT
V - VOLLEYBALL
B - BASKETBALL
R - RACQUETBALL



**PROJECT AMENITIES DESCRIPTION
FAIRFAX, VA
SITE PRIMARY MARKET AREA
MARCH 2022**

MAP CODE	PROJECT NAME	POOL	COMMON BUILDING	SAUNA	HOT TUB	EXERCISE ROOM	TENNIS	PLAYGROUND	SPORTS COURT	JOG/BIKE TRAIL	LAKE	PICNIC AREA	LAUNDRY	SECURITY GATE	ON-SITE MGMT	ELEVATOR	BUSINESS CENTER	SECURITY PATROL	OTHER
25	PROVIDENCE HALL	X										X			X				
26	DWELL VIENNA METRO	X	X			X						X		X	X	X	X		GAME ROOM; MEDIA ROOM
27	VIENNA PARK	X	X					X					X	X	X		X		
28	AVALON MOSAIC	X	X			X									X	X	X		COMMON AREA WI-FI
29	THE FIELDS MERRIFIELD	X	X			X		X		X			X		X		X		KIDDIE POOL
30	LAYTON HALL		X				X	X	B			X	X		X		X		VOLLEYBALL COURT
31	RADIANT FAIRFAX RIDGE	X	X			X			B						X	X	X		BILLIARDS; YOGA
32	MERRIFIELD AT DUNN LORING STATION	X	X			X	X	X	V			X	X		X		X		2 POOLS; 9 PLAYGROUNDS
33	THE POINT AT DUNN LORING	X	X			X						X			X	X	X		2 POOLS; BILLIARDS
34	HALSTEAD SQUARE LOTUS	X	X			X		X	B			X			X	X	X		CABANA; FIRE PIT
35	PROSPERITY FLATS	X	X			X						X			X	X	X		CONCIERGE; DOG PARK

SPORTS COURT
V - VOLLEYBALL
B - BASKETBALL
R - RACQUETBALL



**UNIT AMENITIES DESCRIPTION
FAIRFAX, VA
SITE PRIMARY MARKET AREA
MARCH 2022**

MAP CODE	PROJECT NAME	RANGE	REFRIGERATOR	MICROWAVE	DISHWASHER	DISPOSAL	AIR CONDITIONING	WASHER/DRYER	WASH/DRY HOOKUPS	CARPET	WINDOW COVERINGS	FIREPLACE	INTERCOM SECURITY	BALCONY/PATIO	CARPORT	GARAGE	BASEMENT	CEILING FAN	VAULTED CEILINGS	SECURITY SYSTEM	OTHER
1	LITTLE RIVER GLEN I	X	X			X	C			X	B		X								
2	OLLEY GLEN	X	X	X	X	X	C	X	X	X	B		X	X							EMERGENCY PULL CORD
3	PINEWOOD PLAZA	X	X	X	X	X	W			X	B			X				X			BREAKFAST BARS
4	MARGATE MANOR	X	X		X	X	W			X	B		X	X							BREAKFAST BAR
5	ROYAL LEGACY	X	X		X	X	C		X	X	B			X							STORAGE
6	MASONVALE	X	I	X	X	X	C	X	X	X	B			X		S					GRANITE COUNTERS
7	EAVES FAIRFAX CITY	X	X		X	X	C	X	X	X	B	X		X							FAUX-WOOD FLOORS
8	WEST WOOD OAKS	X	X		X	X	C				B		X	X							HARDWOOD FLOORS
9	OAK CREEK TOWNHOUSES	X	X				C		X	X	B			X							
10	FAIRFAX SQUARE	X	X	X	X	X	C	X	X	X	B	S		X				X			STORAGE \$25/MO.
11	MODERA MOSAIC	X	X	X	X	X	C	X	X		B		X			O					QUARTZ COUNTERS

S - SOME	REFRIGERATOR I - ICEMAKER	AIR CONDITIONING C - CENTRAL AIR	WINDOW COVERINGS B - BLINDS	GARAGE A - ATTACHED	BASEMENT U - UNFINISHED
O - OPTIONAL	F - FROSTFREE	W - WINDOW UNIT	D - DRAPES	D - DETACHED	F - FINISHED
				U - UNDERGROUND	



UNIT AMENITIES DESCRIPTION
FAIRFAX, VA
SITE PRIMARY MARKET AREA
MARCH 2022

MAP CODE	PROJECT NAME	RANGE	REFRIGERATOR	MICROWAVE	DISHWASHER	DISPOSAL	AIR CONDITIONING	WASHER/DRYER	WASH/DRY HOOKUPS	CARPET	WINDOW COVERINGS	FIREPLACE	INTERCOM SECURITY	BALCONY/PATIO	CARPORT	GARAGE	BASEMENT	CEILING FAN	VAULTED CEILINGS	SECURITY SYSTEM	OTHER
12	SCOUT ON THE CIRCLE	X	X	X	X	X	C	X	X	X	B		X	S	O	O		X			9' CEILINGS
13	CAVALIER COURT	X	X	X	X	X	W	X	X	X	B			X							PANTRY
14	COPPERFIELD SQUARE	X	I	X	X	X	C	X	X	X	B			X							STAINLESS APPLIANCES
15	GAINSBOROUGH COURT	X	I	X	X	X	C	X	X	X	B			X							WALK-IN CLOSETS
16	CHURCHILL MEWS	X	X		X	X	C	X	X	X	B			X							
17	THE ELMS AT OAKTON	X	X	X	X	X	C	X	X	X	B	S		X				X	S		STAINLESS APPLIANCES
18	LERNER FALLS AT FLINT HILL	X	X	X	X	X	C	X	X	X	B			X		O		X	S		9'-10' CEILINGS; PANTRY
19	OAKTON PARK	X	X		X	X	C	X	X	X	B		X	X				X			STAINLESS APPLIANCES
20	FAIRFAX VILLAGE	X	X		X	X	W			X	B		X	X				X			GRANITE COUNTERS
21	YORKVILLE COOPERATIVE	X	X		X	X	C			X	B			X							
22	FAIRFAX CIRCLE VILLA	X	X	S	X	X	C	S	S	X	B			X				X			STAINLESS APPLIANCES

S - SOME	REFRIGERATOR I - ICEMAKER	AIR CONDITIONING C - CENTRAL AIR	WINDOW COVERINGS B - BLINDS	GARAGE A - ATTACHED	BASEMENT U - UNFINISHED
O - OPTIONAL	F - FROSTFREE	W - WINDOW UNIT	D - DRAPES	D - DETACHED	F - FINISHED
				U - UNDERGROUND	



UNIT AMENITIES DESCRIPTION
FAIRFAX, VA
SITE PRIMARY MARKET AREA
MARCH 2022

MAP CODE	PROJECT NAME	RANGE	REFRIGERATOR	MICROWAVE	DISHWASHER	DISPOSAL	AIR CONDITIONING	WASHER/DRYER	WASH/DRY HOOKUPS	CARPET	WINDOW COVERINGS	FIREPLACE	INTERCOM SECURITY	BALCONY/PATIO	CARPORT	GARAGE	BASEMENT	CEILING FAN	VAULTED CEILINGS	SECURITY SYSTEM	OTHER
23	TRILLIUM	X	X	X	X	X	C	S	S	X	B		X	X		O					STAINLESS APPLIANCES
24	REGENTS PARK	X	X	X	X	X	C	X	X	X	B	S		X		O					STAINLESS APPLIANCES
25	PROVIDENCE HALL	X	X		X	X	W			X	B			X							WALK-IN CLOSETS
26	DWELL VIENNA METRO	X	I	X	X	X	C	X	X	X	B		X	X		X			X		HARDWOOD FLOORS; PANTRY
27	VIENNA PARK	X	X		X	X	C			X	B			X							EXTERIOR STORAGE
28	AVALON MOSAIC	X	X	X	X	X	C	X	X	X	B		X	X		X					QUARTZ COUNTERS
29	THE FIELDS MERRIFIELD	X	X		X	X	C	O	X	X	B	S		X					S		STORAGE
30	LAYTON HALL	X	X		X	X	C			X	B			X					X		PARQUET FLOORS
31	RADIANT FAIRFAX RIDGE	X	X	X	X	X	C	X	X	X	B		X	X		X				S	9' CEILINGS; STAINLESS APP
32	MERRIFIELD AT DUNN LORING STATION	X	X	X	X	X	C			X	B		X	X					S		FLOOR-TO-CEILING
33	THE POINT AT DUNN LORING	X	X	X	X	X	C	X	X	X	B			X		O					9' CEILINGS; STORAGE

S - SOME	REFRIGERATOR I - ICEMAKER	AIR CONDITIONING C - CENTRAL AIR	WINDOW COVERINGS B - BLINDS	GARAGE A - ATTACHED	BASEMENT U - UNFINISHED
O - OPTIONAL	F - FROSTFREE	W - WINDOW UNIT	D - DRAPES	D - DETACHED	F - FINISHED
				U - UNDERGROUND	



**UNIT AMENITIES DESCRIPTION
FAIRFAX, VA
SITE PRIMARY MARKET AREA
MARCH 2022**

MAP CODE	PROJECT NAME	RANGE	REFRIGERATOR	MICROWAVE	DISHWASHER	DISPOSAL	AIR CONDITIONING	WASHER/DRYER	WASH/DRY HOOKUPS	CARPET	WINDOW COVERINGS	FIREPLACE	INTERCOM SECURITY	BALCONY/PATIO	CARPORT	GARAGE	BASEMENT	CEILING FAN	VAULTED CEILINGS	SECURITY SYSTEM	OTHER
34	HALSTEAD SQUARE LOTUS	X	X	X	X	X	C	X	X	S	B		X	X		O					10'-20' CEILINGS; STORAGE
35	PROSPERITY FLATS	X	I	X	X	X	C	X	X	X	B		X	X		X					9' CEILINGS

S - SOME	REFRIGERATOR	AIR CONDITIONING	WINDOW COVERINGS	GARAGE	BASEMENT
O - OPTIONAL	I - ICEMAKER	C - CENTRAL AIR	B - BLINDS	A - ATTACHED	U - UNFINISHED
	F - FROSTFREE	W - WINDOW UNIT	D - DRAPES	D - DETACHED	F - FINISHED
				U - UNDERGROUND	



**DISTRIBUTION OF
UNIT AND PROJECT AMENITIES
MARKET RATE UNITS
FAIRFAX, VA
SITE PRIMARY MARKET AREA
MARCH 2022**

UNIT AMENITIES	PROJECTS			PERCENTAGE OF PROJECTS
	ALL UNITS	SOME UNITS OR OPTIONAL	TOTAL	
REFRIGERATOR	31	0	31	100.0%
RANGE	31	0	31	100.0%
MICROWAVE	20	1	21	67.7%
DISHWASHER	30	0	30	96.8%
DISPOSAL	31	0	31	100.0%
AIR CONDITIONING	31	0	31	100.0%
WASHER / DRYER	20	3	23	74.2%
WASH / DRY HOOKUP	21	2	23	74.2%
CARPET	29	1	30	96.8%
WINDOW COVERINGS	31	0	31	100.0%
FIREPLACE	1	4	5	16.1%
INTERCOM SECURITY	14	0	14	45.2%
BALCONY / PATIO	28	1	29	93.5%
CAR PORT	0	1	1	3.2%
GARAGE	4	8	12	38.7%
BASEMENT	0	0	0	0.0%
CEILING FAN	10	1	11	35.5%
VAULTED CEILING	0	4	4	12.9%
SECURITY SYSTEM	0	0	0	0.0%
PROJECT AMENITIES				
POOL	26		26	83.9%
COMMON BUILDING	24		24	77.4%
SAUNA	0		0	0.0%
HOT TUB	5		5	16.1%
EXERCISE ROOM	21		21	67.7%
TENNIS	7		7	22.6%
PLAYGROUND	21		21	67.7%
SPORTS COURT	11		11	35.5%
JOG / BIKE TRAIL	5		5	16.1%
LAKE	0		0	0.0%
PICNIC AREA	23		23	74.2%
LAUNDRY FACILITY	12		12	38.7%
SECURITY GATE	7		7	22.6%
ON SITE MANAGEMENT	30		30	96.8%
ELEVATOR	11		11	35.5%



**UNIT TYPE / UTILITY DETAIL
FAIRFAX, VA
SITE PRIMARY MARKET AREA
MARCH 2022**

MAP CODE	PROJECT NAME	GARDEN				TOWNHOUSE				NUMBER OF FLOORS	TYPE HEAT	PAYOR HEAT	TYPE HOT WATER	PAYOR HOT WATER	TYPE COOKING	PAYOR COOKING	ELECTRICITY	WATER/SEWER	TRASH PICKUP	TYPE CABLE	PAYOR CABLE	INTERNET
		S	1	2	3	4+	1	2	3													
1	LITTLE RIVER GLEN I		X							2	E	L	E	L	E	L	L	L	L	C	T	T
2	OLLEY GLEN		X							2	G	L	G	L	G	L	L	L	L	C	T	T
3	PINEWOOD PLAZA	X	X	X	X					3	G	L	G	L	G	L	T	T	T	C	T	T
4	MARGATE MANOR	X	X	X	X					2.5,3	G	T	G	T	G	T	T	L	L	C	T	T
5	ROYAL LEGACY							X	X	2	G	L	G	L	G	L	T	L	L	C	T	T
6	MASONVALE		X	X				X	X	2,3	E	T	E	T	E	T	T	T	T	C	T	T
7	EAVES FAIRFAX CITY		X	X				X	X	2,3	E	T	E	T	E	T	T	T	T	C	T	T
8	WEST WOOD OAKS		X	X						3	E	T	E	T	E	T	T	L	L	C	T	T
9	OAK CREEK TOWNHOUSES							X	X	2	E	T	E	T	E	T	T	L	L	C	T	T
10	FAIRFAX SQUARE		X	X	X			X		3	G	T	G	T	G	T	T	T	T	C	T	T
11	MODERA MOSAIC	X	X	X						6	E	T	E	T	E	T	T	T	T	C	T	T
12	SCOUT ON THE CIRCLE		X	X	X					6	E	T	E	T	E	T	T	T	T	C	T	T
13	CAVALIER COURT		X	X	X	X				3	G	T	G	T	E	T	T	T	T	C	T	T
14	COPPERFIELD SQUARE		X	X	X			X	X	2.5	E	T	E	T	E	T	T	T	T	C	T	T
15	GAINSBOROUGH COURT		X	X	X					3	E	T	E	T	E	T	T	T	T	C	T	T
16	CHURCHILL MEWS							X		2	G	T	G	T	G	T	T	T	T	C	T	T

PAYOR

L - LANDLORD
T - TENANT

UTILITIES

E - ELECTRIC
G - GAS
S - STEAM
O - OTHER

CABLE TV

C - COAXIAL
S - SATELLITE



**UNIT TYPE / UTILITY DETAIL
FAIRFAX, VA
SITE PRIMARY MARKET AREA
MARCH 2022**

MAP CODE	PROJECT NAME	GARDEN				TOWNHOUSE				NUMBER OF FLOORS	TYPE HEAT	PAYOR HEAT	TYPE HOT WATER	PAYOR HOT WATER	TYPE COOKING	PAYOR COOKING	ELECTRICITY	WATER/SEWER	TRASH PICKUP	TYPE CABLE	PAYOR CABLE	INTERNET	
		S	1	2	3	4+	1	2	3														4+
17	THE ELMS AT OAKTON		X	X			X	X			2,3,4	G	T	G	T	E	T	T	T	C	T	T	
18	LERNER FALLS AT FLINT HILL		X	X	X						4	G	L	G	L	E	T	T	L	C	T	T	
19	OAKTON PARK		X	X	X						3	G	L	G	L	G	L	L	L	C	L	L	
20	FAIRFAX VILLAGE	X	X	X					X		3,3.5	G	T	G	T	G	T	T	T	C	T	T	
21	YORKVILLE COOPERATIVE		X	X	X	X					3	G	L	G	L	G	L	T	L	L	C	T	T
22	FAIRFAX CIRCLE VILLA		X	X	X	X					3	G	L	G	L	G	L	T	L	L	C	T	T
23	TRILLIUM	X	X	X	X			X	X			G	T	G	T	G	T	T	T	C	T	T	
24	REGENTS PARK		X	X	X						4,5	G	T	G	T	G	T	T	T	C	T	T	
25	PROVIDENCE HALL		X	X	X						4	G	L	G	L	G	L	L	L	C	T	T	
26	DWELL VIENNA METRO	X	X	X							4	G	T	G	T	G	T	T	T	C	T	T	
27	VIENNA PARK		X	X	X						3	G	T	G	T	G	T	T	T	C	T	T	
28	AVALON MOSAIC	X	X	X				X			7	E	T	E	T	E	T	T	T	C	T	T	
29	THE FIELDS MERRIFIELD			X							4	G	T	G	T	E	T	T	L	L	C	T	T
30	LAYTON HALL		X	X	X						2.5	G	T	G	T	G	T	T	T	C	T	T	
31	RADIANT FAIRFAX RIDGE	X	X	X							4	E	T	E	T	E	T	T	T	C	T	T	
32	MERRIFIELD AT DUNN LORING STATION		X	X	X						3,4	G	T	G	T	G	T	T	T	C	T	T	

PAYOR

L - LANDLORD
T - TENANT

UTILITIES

E - ELECTRIC
G - GAS
S - STEAM
O - OTHER

CABLE TV

C - COAXIAL
S - SATELLITE



**UNIT TYPE / UTILITY DETAIL
FAIRFAX, VA
SITE PRIMARY MARKET AREA
MARCH 2022**

MAP CODE	PROJECT NAME	GARDEN					TOWNHOUSE				NUMBER OF FLOORS	TYPE HEAT	PAYOR HEAT	TYPE HOT WATER	PAYOR HOT WATER	TYPE COOKING	PAYOR COOKING	ELECTRICITY	WATER/SEWER	TRASH PICKUP	TYPE CABLE	PAYOR CABLE	INTERNET
		S	1	2	3	4+	1	2	3	4+													
33	THE POINT AT DUNN LORING	X	X	X							6	E	T	E	T	E	T	T	T	T	C	T	T
34	HALSTEAD SQUARE LOTUS	X	X	X							6	E	T	E	T	E	T	T	T	T	C	T	T
35	PROSPERITY FLATS		X	X							1	E	T	E	T	E	T	T	T	T	C	T	T

PAYOR

L - LANDLORD
T - TENANT

UTILITIES

E - ELECTRIC
G - GAS
S - STEAM
O - OTHER

CABLE TV

C - COAXIAL
S - SATELLITE



**RENT PER SQUARE FOOT COMPARISON
STUDIO UNITS
SITE EFFECTIVE MARKET AREA
FAIRFAX, VA**

Map Code	Project Name	UNIT SIZE		ADJUSTED RENT		ADJUSTED RENT PER SQ. FOOT	
		Low	High	Low	High	Low	High
3	PINEWOOD PLAZA	430	440	\$1,358	\$1,358	\$3.09	\$3.16
4	MARGATE MANOR	400	450	\$1,188	\$1,238	\$2.75	\$2.97
11	MODERA MOSAIC	501	587	\$1,674	\$2,367	\$3.34	\$4.03
20	FAIRFAX VILLAGE	421	500	\$1,427	\$1,482	\$2.96	\$3.39
23	TRILLIUM	662	662	\$1,458	\$1,573	\$2.20	\$2.38
26	DWELL VIENNA METRO	560	560	\$2,122	\$2,122	\$3.79	\$3.79
28	AVALON MOSAIC	540	576	\$1,082	\$2,151	\$2.00	\$3.73
31	RADIANT FAIRFAX RIDGE	612	612	\$1,966	\$1,966	\$3.21	\$3.21
33	THE POINT AT DUNN LORING	587	621	\$1,082	\$1,701	\$1.84	\$2.74
34	HALSTEAD SQUARE LOTUS	519	579	\$1,514	\$1,924	\$2.92	\$3.32



**RENT PER SQUARE FOOT COMPARISON
ONE BEDROOM UNITS
SITE EFFECTIVE MARKET AREA
FAIRFAX, VA**

Map Code	Project Name	UNIT SIZE		ADJUSTED RENT		ADJUSTED RENT PER SQ. FOOT	
		Low	High	Low	High	Low	High
1	LITTLE RIVER GLEN I	375	517	\$834	\$1,200	\$2.22	\$2.32
2	OLLEY GLEN	415	604	\$1,015	\$1,260	\$2.09	\$2.45
3	PINEWOOD PLAZA	665	790	\$1,765	\$1,835	\$2.32	\$2.65
4	MARGATE MANOR	834	935	\$1,318	\$1,378	\$1.47	\$1.58
6	MASONVALE	617	679	\$1,924	\$1,949	\$2.87	\$3.12
7	EAVES FAIRFAX CITY	810	938	\$2,109	\$2,299	\$2.45	\$2.60
10	FAIRFAX SQUARE	689	811	\$1,910	\$1,995	\$2.46	\$2.77
11	MODERA MOSAIC	673	922	\$2,014	\$2,402	\$2.61	\$2.99
12	SCOUT ON THE CIRCLE	616	944	\$2,049	\$2,324	\$2.46	\$3.33
13	CAVALIER COURT	700	700	\$2,002	\$2,002	\$2.86	\$2.86
14	COPPERFIELD SQUARE	700	700	\$1,866	\$1,877	\$2.67	\$2.68
15	GAINSBOROUGH COURT	702	702	\$1,866	\$1,877	\$2.66	\$2.67
17	THE ELMS AT OAKTON	788	987	\$1,913	\$2,096	\$2.12	\$2.43
18	LERNER FALLS AT FLINT HILL	761	1,049	\$1,844	\$2,157	\$2.06	\$2.42
19	OAKTON PARK	708	834	\$1,535	\$1,650	\$1.98	\$2.17
20	FAIRFAX VILLAGE	653	670	\$1,451	\$1,606	\$2.22	\$2.40
22	FAIRFAX CIRCLE VILLA	730	870	\$1,426	\$1,611	\$1.85	\$1.95
23	TRILLIUM	662	1,000	\$1,642	\$2,074	\$2.07	\$2.48
24	REGENTS PARK	628	874	\$1,231	\$1,985	\$1.96	\$2.27
25	PROVIDENCE HALL	625	775	\$1,400	\$1,450	\$1.87	\$2.24
26	DWELL VIENNA METRO	626	849	\$1,554	\$2,391	\$2.48	\$2.82
27	VIENNA PARK	900	900	\$1,759	\$1,776	\$1.95	\$1.97
28	AVALON MOSAIC	647	1,091	\$1,229	\$2,810	\$1.90	\$2.58
30	LAYTON HALL	620	620	\$1,736	\$1,836	\$2.80	\$2.96



**RENT PER SQUARE FOOT COMPARISON
ONE BEDROOM UNITS
SITE EFFECTIVE MARKET AREA
FAIRFAX, VA**

Map Code	Project Name	UNIT SIZE		ADJUSTED RENT		ADJUSTED RENT PER SQ. FOOT	
		Low	High	Low	High	Low	High
31	RADIANT FAIRFAX RIDGE	728	842	\$1,229	\$2,004	\$1.69	\$2.38
32	MERRIFIELD AT DUNN LORING STATION	809	900	\$1,726	\$2,131	\$2.13	\$2.37
33	THE POINT AT DUNN LORING	578	912	\$1,229	\$2,153	\$2.13	\$2.36
34	HALSTEAD SQUARE LOTUS	592	856	\$2,279	\$2,624	\$3.07	\$3.85
35	PROSPERITY FLATS	700	837	\$1,984	\$2,284	\$2.73	\$2.83



**RENT PER SQUARE FOOT COMPARISON
TWO BEDROOM UNITS
SITE EFFECTIVE MARKET AREA
FAIRFAX, VA**

Map Code	Project Name	UNIT SIZE		ADJUSTED RENT		ADJUSTED RENT PER SQ. FOOT	
		Low	High	Low	High	Low	High
3	PINEWOOD PLAZA	855	975	\$1,858	\$2,008	\$2.06	\$2.17
4	MARGATE MANOR	985	1,135	\$1,427	\$1,547	\$1.36	\$1.45
6	MASONVALE	892	1,038	\$2,364	\$2,724	\$2.62	\$2.65
7	EAVES FAIRFAX CITY	1,060	1,373	\$2,744	\$2,949	\$2.15	\$2.59
10	FAIRFAX SQUARE	897	1,275	\$2,313	\$2,675	\$2.10	\$2.58
11	MODERA MOSAIC	864	1,182	\$2,308	\$3,356	\$2.67	\$2.84
12	SCOUT ON THE CIRCLE	838	1,237	\$2,829	\$3,939	\$3.18	\$3.38
13	CAVALIER COURT	920	920	\$2,039	\$2,039	\$2.22	\$2.22
14	COPPERFIELD SQUARE	1,008	1,026	\$2,177	\$2,326	\$2.16	\$2.27
15	GAINSBOROUGH COURT	902	1,174	\$2,177	\$2,326	\$1.98	\$2.41
17	THE ELMS AT OAKTON	920	1,148	\$2,378	\$2,558	\$2.23	\$2.58
18	LERNER FALLS AT FLINT HILL	1,078	1,602	\$2,343	\$3,092	\$1.93	\$2.17
19	OAKTON PARK	931	1,093	\$1,790	\$2,015	\$1.84	\$1.92
20	FAIRFAX VILLAGE	932	990	\$1,816	\$2,001	\$1.95	\$2.02
22	FAIRFAX CIRCLE VILLA	975	1,130	\$1,671	\$2,116	\$1.71	\$1.87
23	TRILLIUM	1,000	1,578	\$2,047	\$2,524	\$1.60	\$2.05
24	REGENTS PARK	954	1,245	\$1,415	\$2,780	\$1.48	\$2.23
25	PROVIDENCE HALL	887	887	\$1,650	\$1,650	\$1.86	\$1.86
26	DWELL VIENNA METRO	907	1,517	\$1,778	\$2,841	\$1.87	\$1.96
27	VIENNA PARK	1,000	1,000	\$2,189	\$2,270	\$2.19	\$2.27
28	AVALON MOSAIC	944	1,154	\$1,413	\$3,613	\$1.50	\$3.13
29	THE FIELDS MERRIFIELD	877	1,010	\$1,758	\$1,758	\$1.74	\$2.00
30	LAYTON HALL	880	880	\$1,906	\$1,986	\$2.17	\$2.26
31	RADIANT FAIRFAX RIDGE	838	1,370	\$1,776	\$2,734	\$2.00	\$2.12



**RENT PER SQUARE FOOT COMPARISON
TWO BEDROOM UNITS
SITE EFFECTIVE MARKET AREA
FAIRFAX, VA**

Map Code	Project Name	UNIT SIZE		ADJUSTED RENT		ADJUSTED RENT PER SQ. FOOT	
		Low	High	Low	High	Low	High
32	MERRIFIELD AT DUNN LORING STATION	1,015	1,095	\$2,031	\$2,781	\$2.00	\$2.54
33	THE POINT AT DUNN LORING	815	1,325	\$1,413	\$2,758	\$1.73	\$2.08
34	HALSTEAD SQUARE LOTUS	832	832	\$2,616	\$3,103	\$3.14	\$3.73
35	PROSPERITY FLATS	917	1,103	\$2,664	\$3,124	\$2.83	\$2.91



**RENT PER SQUARE FOOT COMPARISON
THREE BEDROOM UNITS
SITE EFFECTIVE MARKET AREA
FAIRFAX, VA**

Map Code	Project Name	UNIT SIZE		ADJUSTED RENT		ADJUSTED RENT PER SQ. FOOT	
		Low	High	Low	High	Low	High
3	PINEWOOD PLAZA	1,060	1,060	\$2,301	\$2,451	\$2.17	\$2.31
4	MARGATE MANOR	1,228	1,228	\$2,007	\$2,017	\$1.63	\$1.64
6	MASONVALE	1,329	1,469	\$3,169	\$3,169	\$2.16	\$2.38
7	EAVES FAIRFAX CITY	1,553	1,553	\$3,644	\$3,644	\$2.35	\$2.35
10	FAIRFAX SQUARE	1,171	1,472	\$3,599	\$3,683	\$2.50	\$3.07
12	SCOUT ON THE CIRCLE	1,259	1,566	\$3,864	\$4,234	\$2.70	\$3.07
13	CAVALIER COURT	1,200	1,200	\$2,282	\$2,507	\$1.90	\$2.09
14	COPPERFIELD SQUARE	1,116	1,350	\$2,742	\$3,035	\$2.25	\$2.46
15	GAINSBOROUGH COURT	1,218	1,343	\$2,742	\$3,035	\$2.25	\$2.26
16	CHURCHILL MEWS	1,449	1,449	\$3,040	\$3,040	\$2.10	\$2.10
18	LENER FALLS AT FLINT HILL	1,602	1,602	\$3,445	\$3,581	\$2.15	\$2.24
19	OAKTON PARK	1,220	1,220	\$2,200	\$2,200	\$1.80	\$1.80
20	FAIRFAX VILLAGE	1,072	1,072	\$2,319	\$2,319	\$2.16	\$2.16
22	FAIRFAX CIRCLE VILLA	1,265	1,350	\$2,166	\$2,366	\$1.71	\$1.75
23	TRILLIUM	1,131	1,578	\$2,245	\$3,100	\$1.96	\$1.98
24	REGENTS PARK	1,320	1,434	\$2,048	\$3,163	\$1.55	\$2.21
25	PROVIDENCE HALL	1,047	1,047	\$2,025	\$2,025	\$1.93	\$1.93
27	VIENNA PARK	1,200	1,200	\$2,743	\$2,784	\$2.29	\$2.32
30	LAYTON HALL	1,005	1,020	\$2,349	\$2,489	\$2.34	\$2.44
32	MERRIFIELD AT DUNN LORING STATION	1,260	1,260	\$2,529	\$2,869	\$2.01	\$2.28



**RENT PER SQUARE FOOT COMPARISON
 FOUR+ BEDROOM UNITS
 SITE EFFECTIVE MARKET AREA
 FAIRFAX, VA**

Map Code	Project Name	UNIT SIZE		ADJUSTED RENT		ADJUSTED RENT PER SQ. FOOT	
		Low	High	Low	High	Low	High
13	CAVALIER COURT	1,300	1,300	\$2,742	\$2,742	\$2.11	\$2.11
22	FAIRFAX CIRCLE VILLA	1,435	1,435	\$2,406	\$2,526	\$1.68	\$1.76



**ADDITIONAL COMMENTS, OBSERVATIONS, & AMENITIES
FAIRFAX, VIRGINIA
SITE PRIMARY MARKET AREA
APRIL 2022**

MAP CODE	PROJECT	COMMENTS, OBSERVATIONS, & AMENITIES
6	Masonvale	Direct Access to Mason's Campus Bus Currently Proposed; Breakfast Bar; Crown Molding; Stainless Appliances; Walk-In Closets
7	Eaves Fairfax City	Furnished Utilities Package \$300/Mo; Internet Package \$50/Mo; Furnished Studio \$3380/Mo; Stainless Appliances (Select); Quartz Counters (Select)
10	Fairfax Square	Water Fees: 1-Br \$34/Mo., 2-Br \$42/Mo., 3-Br \$51/Mo., Townhouses \$56/Mo.; Trash Fees: Apartments \$5/Mo., Townhouses \$10/Mo.; Higher Priced Units Are Larger Or Have Been Upgraded W/ Granite Counters & Stainless Appliances; Tile Floors; Pub Room; Social Events; Toddler Wading Pool
12	Scout on The Circle	Quartz Counters; Stainless Steel Appliances; Amazon Hub Locker System; Bicycle Storage & Repair; Cyber Lounge; Pet Play Area; Pet Spa; Fire Pit Area; Outdoor Movie Screen; Shuffleboard & Ping Pong Tables; Theater Room; Billiards Room; Garage Parking: \$60 (One Space) & \$100 (Second Space); Assigned Garage Parking: \$75 (One Space) & \$125 (Second Space)
23	Trillium	Stainless Appliances; Quartz Counters; Hammock Garden; Fire Pit; Bocce Ball Court/Cornhole; Conference Room/Study Room; Shuttlebus to George Mason; On-site Banking; Concierge Services; Yoga/Spin Studio
24	Regents Park	29 Workforce Units With Rents Based On 50% & 70% Of AMI; 523 Market-Rate Units; Granite Counters; Faux-Wood Floors; Stainless Appliances; Walk-In Closets; Car Care Area; Coffee Bar; Courtyard
26	Dwell Vienna Metro	6 Workforce Units With Rents Based On 70% Of AMI; 244 Market-Rate Units; One Parking Space Included In Rent, Additional \$100/Mo., Tandem \$125/Mo.; Common Area Wi-Fi; Recycling; 9' Ceilings; Yoga Studio; Amazon Package Hub; Movie Theater; TV Lounge

**ADDITIONAL COMMENTS, OBSERVATIONS, & AMENITIES
FAIRFAX, VIRGINIA
SITE PRIMARY MARKET AREA
APRIL 2022**

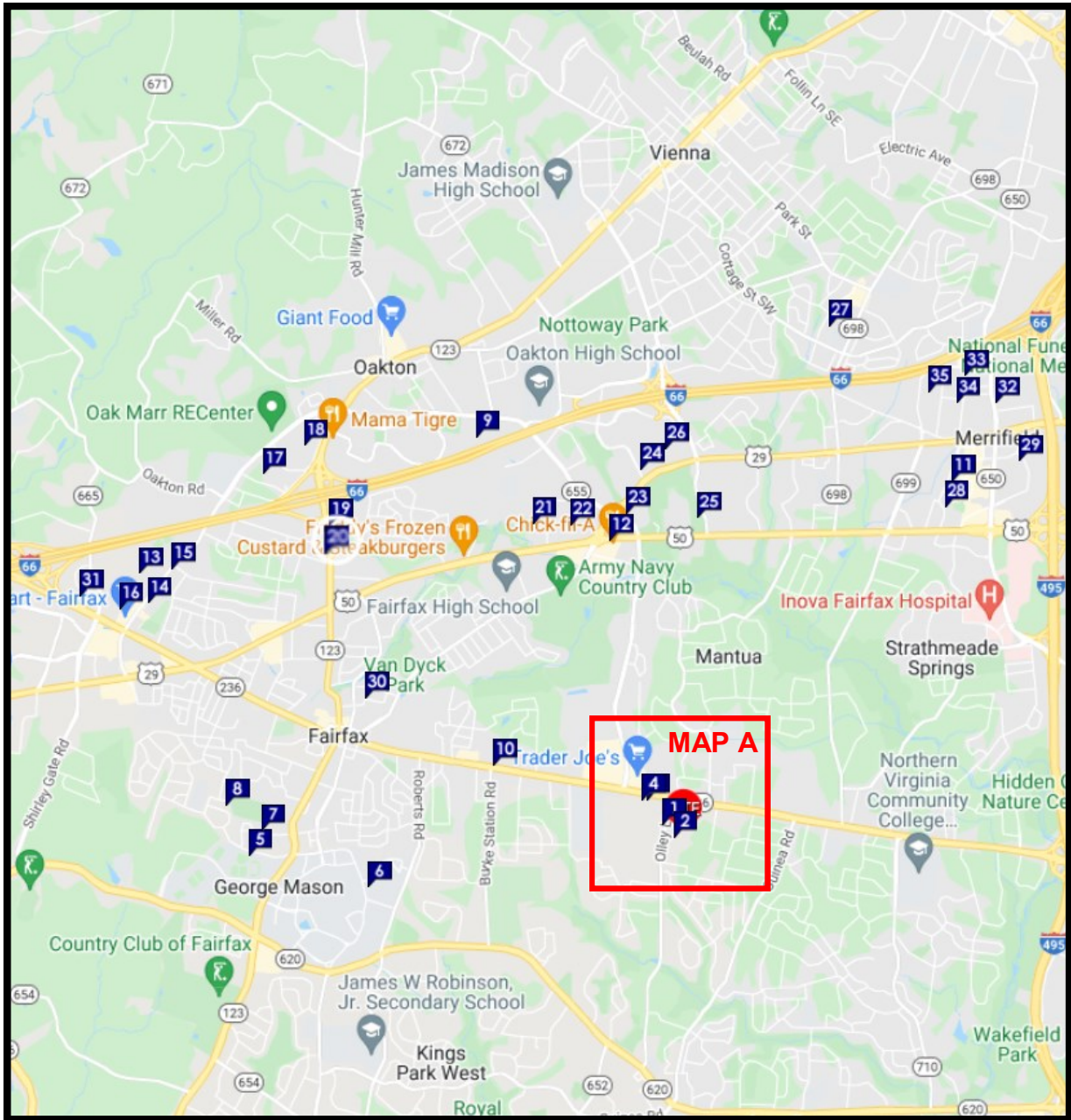
MAP CODE	PROJECT	COMMENTS, OBSERVATIONS, & AMENITIES
28	Avalon Mosaic	32 Workforce Units With Rents Based On 50% & 70% Of AMI; 499 Market-Rate Units; Additional Parking Spot \$75/Mo.; Reserved Parking \$125/Mo; Game Room; Barn Doors; TV Lounge; Storage \$120/Mo.
29	Gables Centerpointe	17 Workforce Units With Rents Based On 50% & 70% Of AMI; Juliette Balconies & Hardwood Floors In Select Units; Stainless Appliances; Walk-In Closets; Common Area Wi-Fi; Courtyard; Electric Car Charging Stations; Recycling; Quartz Counters; Tile Backsplashes; Conference Room
31	Radiant Fairfax Ridge	24 Workforce Units; 11 WDURP Units; 153 Market-Rate Units; Moveable Kitchen Island; Solar Shades; Stainless Appliances; Tile Backsplash; Walk-In Closets; Rooftop Deck with Basketball Court; Spin Studio; Courtyard
32	Merrifield At Dunn Loring Station	Faux-Wood Floors (Select); Granite Counters (Select); Stainless Appliances (Select); Pet Fee \$425 & \$50/Mo
33	The Point at Dunn Loring	Ceramic Tile Floors; Faux-Wood Floors; Quartz Counters; Murphy Beds in Studio Units; Stainless Appliances; Cyber Café; Demo Kitchen; Game Consoles; 2 Cyber Cafes; Dog Park; Fire Pit; Outdoor Social Area; \$400 Pet Fee; 2nd Garage Space \$125/Mo; 3rd Garage Space \$225/Mo
34	Halstead Square Lotus	Garage Parking \$100/Mo. for 1 st Space & \$65/Mo. For Each Additional Space; Built-In iPads & iPod Docking Stations; Hardwood Floors; Moveable Kitchen Islands; Walk-In Closets; Stained Concrete Floors; Stainless Appliances; Billiards; Pet Park; Spin Studio; Horseshoes; Lounge; Indoor & Outdoor Movie Theaters; Serenity Flame; Water Garden; Weekly Fitness Classes
35	Prosperity Flats	16 Workforce Units With Rents Based On 100% Of AMI; Fire Pit; Game Room; Trash Fee \$13/Mo.

IV. MODERN APARTMENT LOCATIONS AND PHOTOGRAPHS

The following section contains a maps illustrating the locations of the modern apartments identified in the field survey (Section VI).

Following the maps are photographs of selected apartment properties. Apartment photographs may be selected for inclusion due to comparability of the property to the site, the property's proximity to the site, or because the property is representative of area apartments.

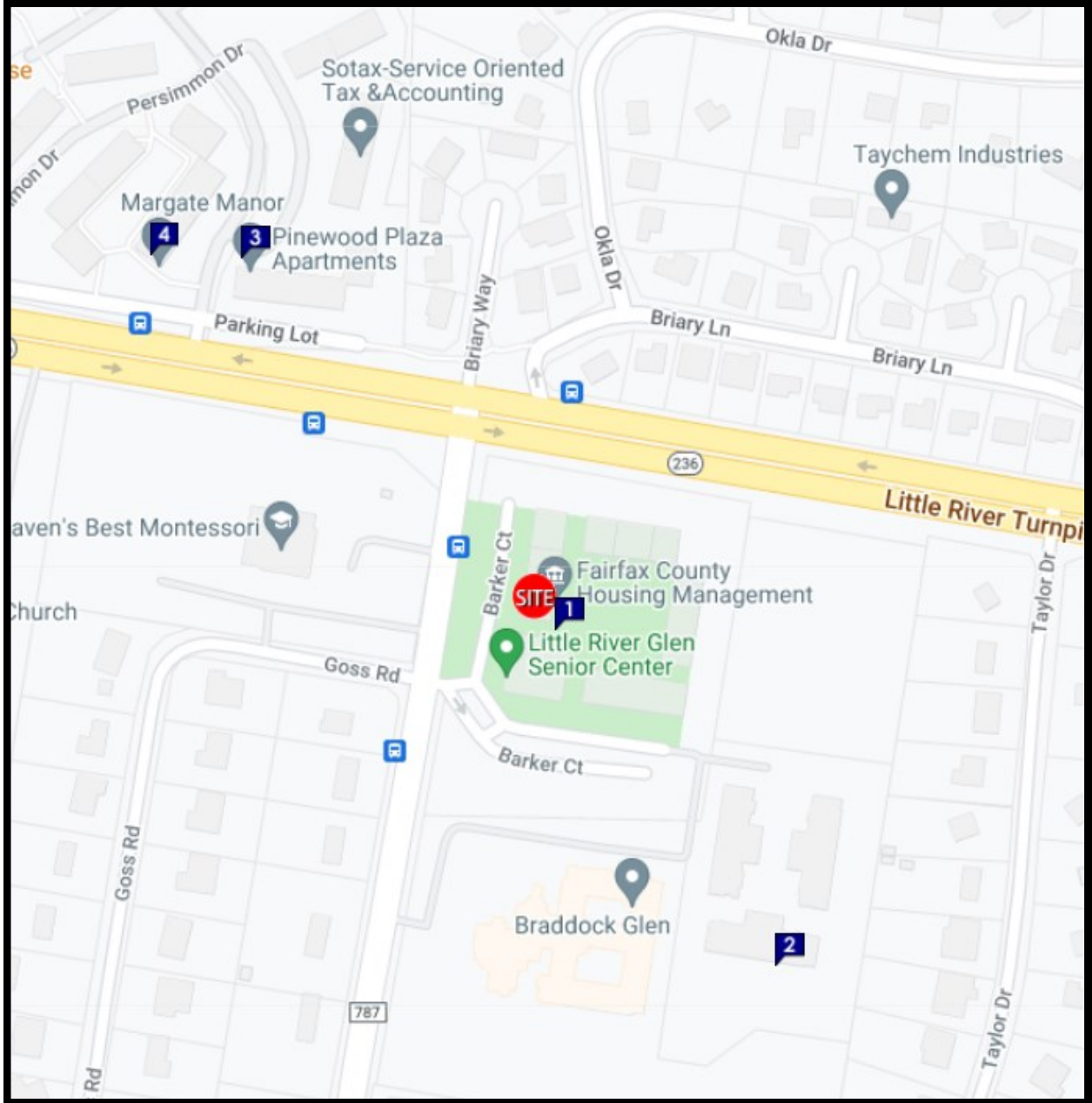
APARTMENT LOCATIONS REFERENCE MAP



FAIRFAX, VIRGINIA



APARTMENT LOCATIONS MAP A



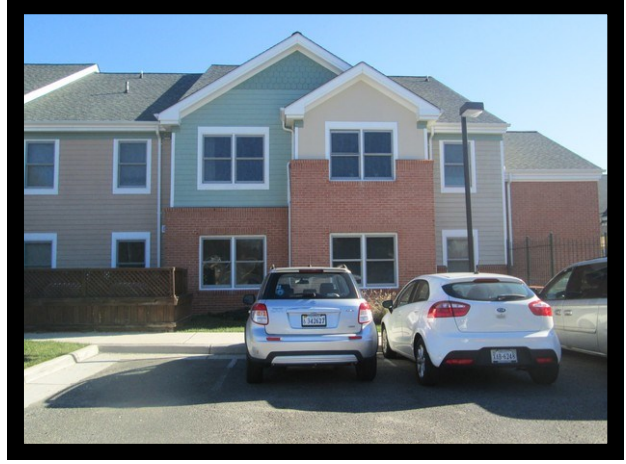
FAIRFAX, VIRGINIA



SELECTED APARTMENT PHOTOGRAPHS
FAIRFAX, VIRGINIA
SITE PRIMARY MARKET AREA
MARCH 2022



1) LITTLE RIVER GLEN



2) OLLEY GLEN



3) PINWOOD PLAZA



4) MARGATE MANOR



5) ROYAL LEGACY



6) MASONVALE

**SELECTED APARTMENT PHOTOGRAPHS
FAIRFAX, VIRGINIA
SITE PRIMARY MARKET AREA
MARCH 2022**



7) EAVES FAIRFAX CITY



8) WEST WOOD OAKS



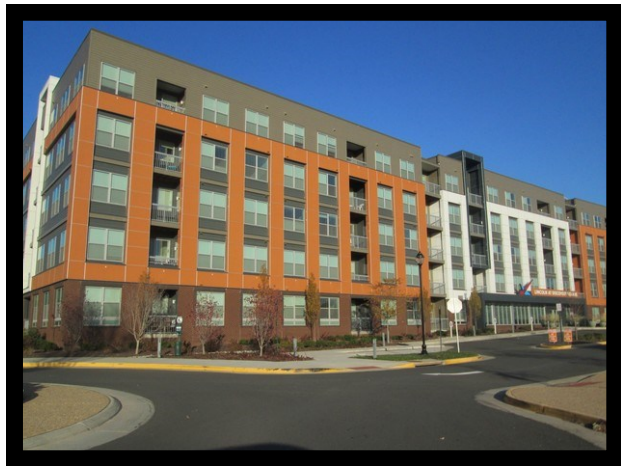
9) OAK CREEK TOWNHOMES



10) FAIRFAX SQUARE



11) MODERA MOSAIC



12) SCOUT ON THE CIRCLE

**SELECTED APARTMENT PHOTOGRAPHS
FAIRFAX, VIRGINIA
SITE PRIMARY MARKET AREA
MARCH 2022**



13) CAVALIER COURT



14) COPPERFIELD SQUARE



15) GAINSBOROUGH COURT



16) CHURCHILL MEWS

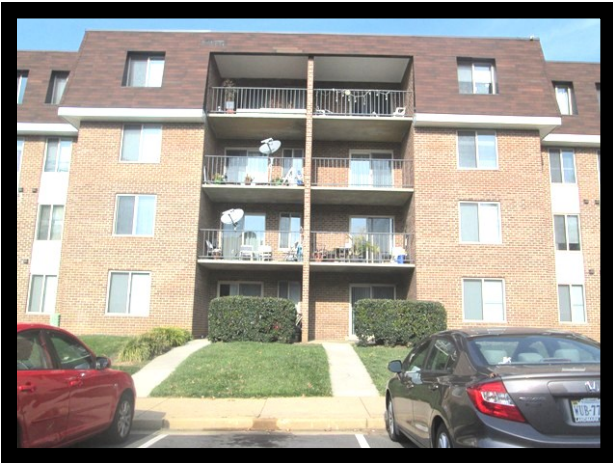


17) THE ELMS AT OAKTON

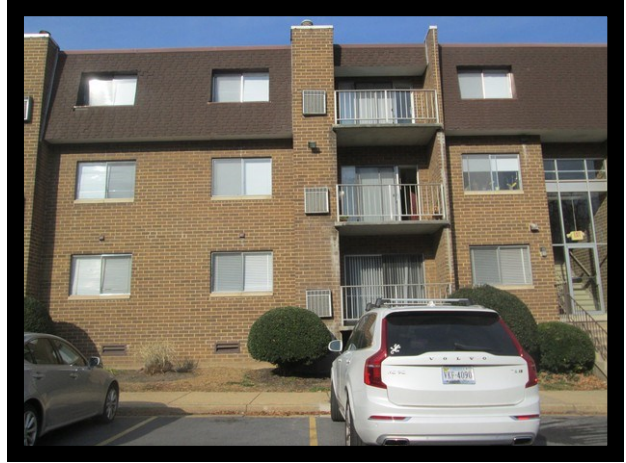


18) LERNER FALLS AT FLINT HILL

SELECTED APARTMENT PHOTOGRAPHS
FAIRFAX, VIRGINIA
SITE PRIMARY MARKET AREA
MARCH 2022



19 OAKTON PARK



20) FAIRFAX VILLA



21) YORKVILLE COOPERATIVE



22) FAIRFAX CIRCLE VILLA

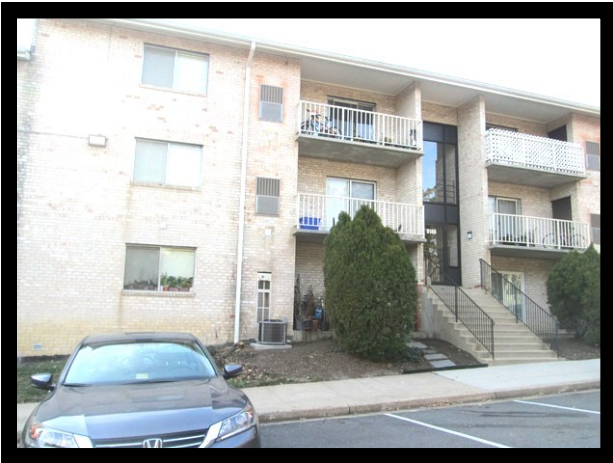


23) TRILLIUM



24) REGENTS PARK

SELECTED APARTMENT PHOTOGRAPHS
FAIRFAX, VIRGINIA
SITE PRIMARY MARKET AREA
MARCH 2022



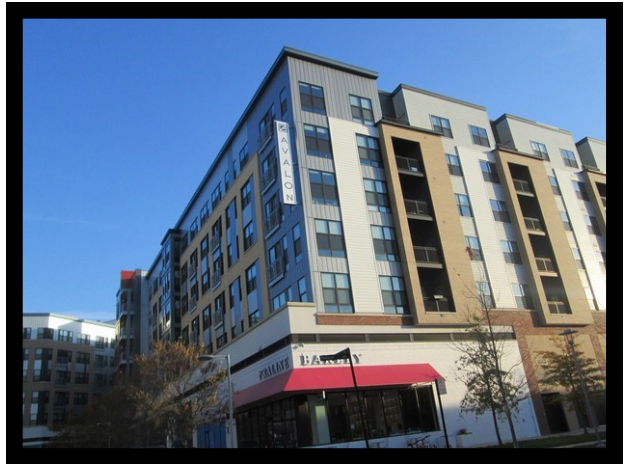
25) PROVIDENCE HALL



26) DWELL VIENNA METRO



27) VIENNA PARK



28) AVALON MOSAIC



29) THE FIELDS MERRIFIELD



30) LAYTON HALL

SELECTED APARTMENT PHOTOGRAPHS
FAIRFAX, VIRGINIA
SITE PRIMARY MARKET AREA
MARCH 2022



31) RADIANT FAIRFAX RIDGE



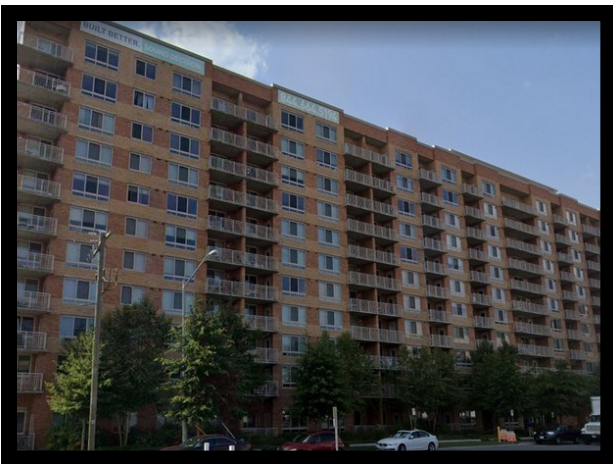
32) MERRIFIELD AT DUNN LORING STATION



33) THE POINT AT DUNN LORING



34) HALSTEAD SQUARE LOFTS



35) PROSPERITY FLATS

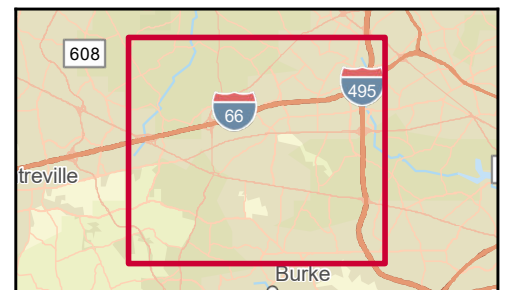
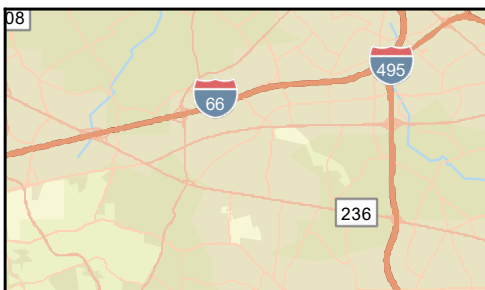
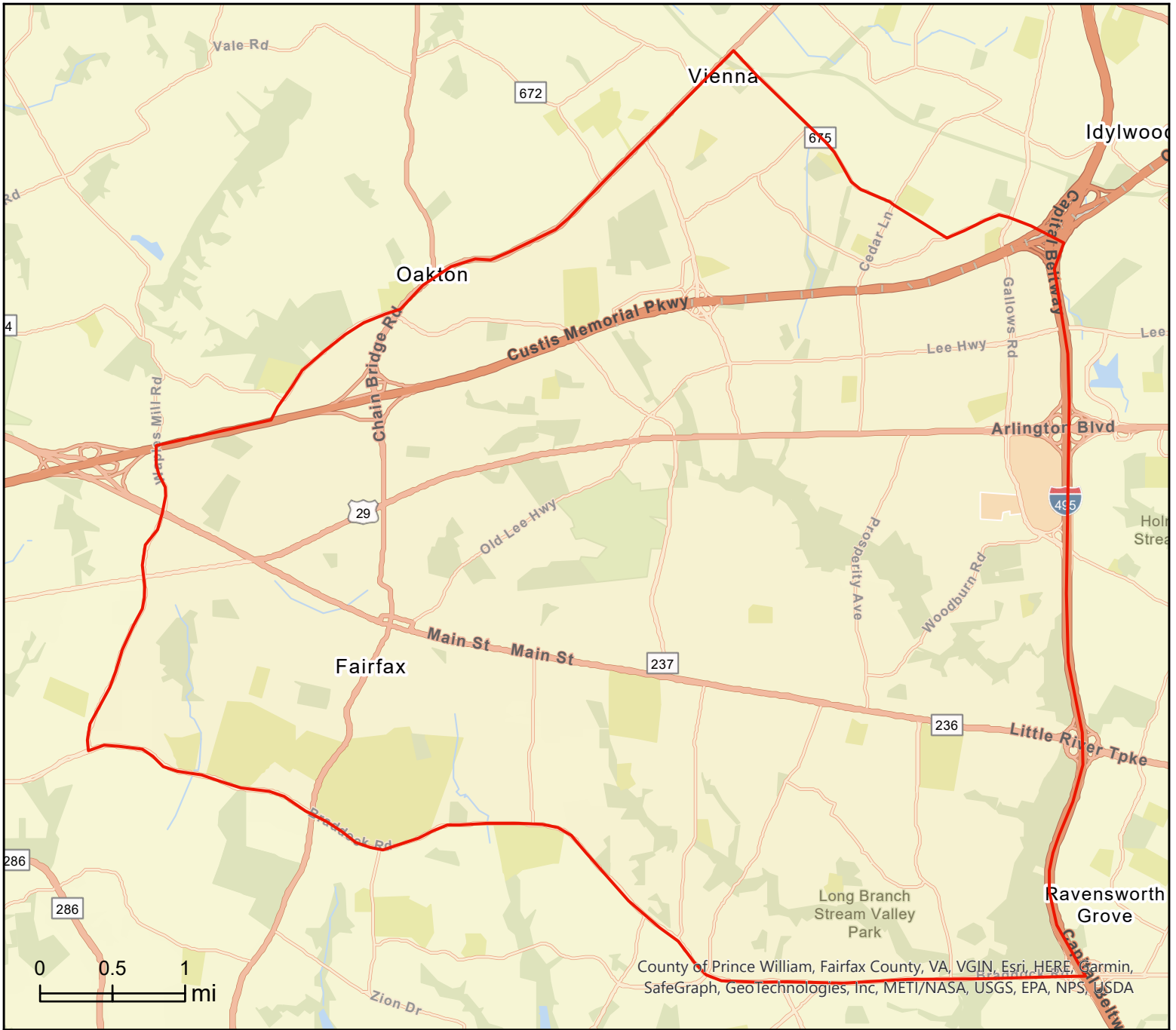
DEMOGRAPHICS

SITE PRIMARY MARKET AREA

FAIRFAX, VIRGINIA

FAIRFAX COUNTY





County of Prince William, Fairfax County, VA, VGIN, Esri, HERE, Garmin, SafeGraph, Geo technologies, Inc, METI/NASA, USGS, EPA, NPS, USDA



2010 Census Profile

CH1197 Fairfax, VA PMA
Area: 28.36 square miles

Prepared by Esri

	2000	2010	2000-2010 Annual Rate
Population	101,664	114,556	1.20%
Households	36,337	40,434	1.07%
Housing Units	37,110	42,190	1.29%
Population by Race			
		Number	Percent
Total		114,557	100.0%
Population Reporting One Race		110,172	96.2%
White		74,828	65.3%
Black		6,245	5.5%
American Indian		483	0.4%
Asian		23,435	20.5%
Pacific Islander		61	0.1%
Some Other Race		5,120	4.5%
Population Reporting Two or More Races		4,385	3.8%
Total Hispanic Population		14,890	13.0%
Population by Sex			
Male		57,008	49.8%
Female		57,548	50.2%
Population by Age			
Total		114,558	100.0%
Age 0 - 4		6,557	5.7%
Age 5 - 9		6,661	5.8%
Age 10 - 14		6,676	5.8%
Age 15 - 19		8,607	7.5%
Age 20 - 24		9,523	8.3%
Age 25 - 29		9,193	8.0%
Age 30 - 34		8,076	7.0%
Age 35 - 39		7,888	6.9%
Age 40 - 44		8,045	7.0%
Age 45 - 49		8,658	7.6%
Age 50 - 54		8,355	7.3%
Age 55 - 59		7,137	6.2%
Age 60 - 64		6,231	5.4%
Age 65 - 69		4,159	3.6%
Age 70 - 74		3,052	2.7%
Age 75 - 79		2,346	2.0%
Age 80 - 84		1,784	1.6%
Age 85+		1,608	1.4%
Age 18+		90,501	79.0%
Age 65+		12,949	11.3%

Data Note: Hispanic population can be of any race. Census 2010 medians are computed from reported data distributions.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri converted Census 2000 data into 2010 geography.



2010 Census Profile

CH1197 Fairfax, VA PMA
Area: 28.36 square miles

Prepared by Esri

Households by Type		
Total	40,435	100.0%
Households with 1 Person	9,150	22.6%
Households with 2+ People	31,285	77.4%
Family Households	27,826	68.8%
Husband-wife Families	22,817	56.4%
With Own Children	10,427	25.8%
Other Family (No Spouse Present)	5,008	12.4%
With Own Children	2,129	5.3%
Nonfamily Households	3,459	8.6%
All Households with Children	13,386	33.1%
Multigenerational Households	1,363	3.4%
Unmarried Partner Households	1,659	4.1%
Male-female	1,365	3.4%
Same-sex	294	0.7%
Average Household Size	2.67	
Family Households by Size		
Total	27,826	100.0%
2 People	11,083	39.8%
3 People	6,609	23.8%
4 People	5,893	21.2%
5 People	2,571	9.2%
6 People	956	3.4%
7+ People	714	2.6%
Average Family Size	3.13	
Nonfamily Households by Size		
Total	12,610	100.0%
1 Person	9,150	72.6%
2 People	2,355	18.7%
3 People	559	4.4%
4 People	354	2.8%
5 People	116	0.9%
6 People	51	0.4%
7+ People	25	0.2%
Average Nonfamily Size	1.43	
Population by Relationship and Household Type		
Total	114,556	100.0%
In Households	107,762	94.1%
In Family Households	89,746	78.3%
Householder	27,799	24.3%
Spouse	22,794	19.9%
Child	30,903	27.0%
Other relative	5,493	4.8%
Nonrelative	2,758	2.4%
In Nonfamily Households	18,016	15.7%
In Group Quarters	6,794	5.9%
Institutionalized Population	1,790	1.6%
Noninstitutionalized Population	5,004	4.4%

Data Note: Households with children include any households with people under age 18, related or not. Multigenerational households are families with 3 or more parent-child relationships. Unmarried partner households are usually classified as nonfamily households unless there is another member of the household related to the householder. Multigenerational and unmarried partner households are reported only to the tract level. Esri estimated block group data, which is used to estimate polygons or non-standard geography. Average family size excludes nonrelatives.

Source: U.S. Census Bureau, Census 2010 Summary File 1.



2010 Census Profile

CH1197 Fairfax, VA PMA
Area: 28.36 square miles

Prepared by Esri

Family Households by Age of Householder		
Total	27,826	100.0%
Householder Age 15 - 44	10,539	37.9%
Householder Age 45 - 54	7,150	25.7%
Householder Age 55 - 64	5,423	19.5%
Householder Age 65 - 74	2,815	10.1%
Householder Age 75+	1,899	6.8%
Nonfamily Households by Age of Householder		
Total	12,608	100.0%
Householder Age 15 - 44	5,513	43.7%
Householder Age 45 - 54	1,943	15.4%
Householder Age 55 - 64	2,092	16.6%
Householder Age 65 - 74	1,357	10.8%
Householder Age 75+	1,703	13.5%
Households by Race of Householder		
Total	40,433	100.0%
Householder is White Alone	28,896	71.5%
Householder is Black Alone	1,849	4.6%
Householder is American Indian Alone	134	0.3%
Householder is Asian Alone	7,377	18.2%
Householder is Pacific Islander Alone	17	0.0%
Householder is Some Other Race Alone	1,194	3.0%
Householder is Two or More Races	966	2.4%
Households with Hispanic Householder	3,691	9.1%
Husband-wife Families by Race of Householder		
Total	22,818	100.0%
Householder is White Alone	16,081	70.5%
Householder is Black Alone	725	3.2%
Householder is American Indian Alone	69	0.3%
Householder is Asian Alone	4,794	21.0%
Householder is Pacific Islander Alone	9	0.0%
Householder is Some Other Race Alone	631	2.8%
Householder is Two or More Races	509	2.2%
Husband-wife Families with Hispanic Householder	2,026	8.9%
Other Families (No Spouse) by Race of Householder		
Total	5,009	100.0%
Householder is White Alone	2,985	59.6%
Householder is Black Alone	461	9.2%
Householder is American Indian Alone	32	0.6%
Householder is Asian Alone	957	19.1%
Householder is Pacific Islander Alone	3	0.1%
Householder is Some Other Race Alone	385	7.7%
Householder is Two or More Races	186	3.7%
Other Families with Hispanic Householder	948	18.9%
Nonfamily Households by Race of Householder		
Total	12,608	100.0%
Householder is White Alone	9,830	78.0%
Householder is Black Alone	662	5.3%
Householder is American Indian Alone	33	0.3%
Householder is Asian Alone	1,627	12.9%
Householder is Pacific Islander Alone	5	0.0%
Householder is Some Other Race Alone	179	1.4%
Householder is Two or More Races	272	2.2%
Nonfamily Households with Hispanic Householder	718	5.7%

Source: U.S. Census Bureau, Census 2010 Summary File 1.



2010 Census Profile

CH1197 Fairfax, VA PMA
Area: 28.36 square miles

Prepared by Esri

Total Housing Units by Occupancy		
Total	42,185	100.0%
Occupied Housing Units	40,434	95.8%
Vacant Housing Units		
For Rent	806	1.9%
Rented, not Occupied	73	0.2%
For Sale Only	315	0.7%
Sold, not Occupied	88	0.2%
For Seasonal/Recreational/Occasional Use	174	0.4%
For Migrant Workers	1	0.0%
Other Vacant	294	0.7%
Total Vacancy Rate	4.2%	
Households by Tenure and Mortgage Status		
Total	40,434	100.0%
Owner Occupied	27,386	67.7%
Owned with a Mortgage/Loan	21,990	54.4%
Owned Free and Clear	5,396	13.3%
Average Household Size	2.67	
Renter Occupied	13,048	32.3%
Average Household Size	2.66	
Owner-occupied Housing Units by Race of Householder		
Total	27,385	100.0%
Householder is White Alone	21,314	77.8%
Householder is Black Alone	727	2.7%
Householder is American Indian Alone	62	0.2%
Householder is Asian Alone	4,373	16.0%
Householder is Pacific Islander Alone	6	0.0%
Householder is Some Other Race Alone	431	1.6%
Householder is Two or More Races	472	1.7%
Owner-occupied Housing Units with Hispanic Householder	1,748	6.4%
Renter-occupied Housing Units by Race of Householder		
Total	13,047	100.0%
Householder is White Alone	7,582	58.1%
Householder is Black Alone	1,121	8.6%
Householder is American Indian Alone	72	0.6%
Householder is Asian Alone	3,004	23.0%
Householder is Pacific Islander Alone	11	0.1%
Householder is Some Other Race Alone	763	5.8%
Householder is Two or More Races	494	3.8%
Renter-occupied Housing Units with Hispanic Householder	1,943	14.9%
Average Household Size by Race/Hispanic Origin of Householder		
Householder is White Alone	2.49	
Householder is Black Alone	2.69	
Householder is American Indian Alone	3.22	
Householder is Asian Alone	3.05	
Householder is Pacific Islander Alone	2.41	
Householder is Some Other Race Alone	4.09	
Householder is Two or More Races	3.16	
Householder is Hispanic	3.70	

Source: U.S. Census Bureau, Census 2010 Summary File 1.



ACS Population Summary

CH1197 Fairfax, VA PMA
Area: 28.36 square miles

Prepared by Esri

	2015 - 2019 ACS Estimate	Percent	MOE(±)	Reliability
TOTALS				
Total Population	123,506		2,848	High
Total Households	42,838		805	High
Total Housing Units	45,008		803	High
POPULATION AGE 3+ YEARS BY SCHOOL ENROLLMENT				
Total	119,278	100.0%	2,717	High
Enrolled in school	35,282	29.6%	1,357	High
Enrolled in nursery school, preschool	2,408	2.0%	353	High
Public school	409	0.3%	120	Medium
Private school	1,999	1.7%	333	High
Enrolled in kindergarten	1,922	1.6%	295	High
Public school	1,582	1.3%	263	High
Private school	340	0.3%	124	Medium
Enrolled in grade 1 to grade 4	4,696	3.9%	466	High
Public school	4,156	3.5%	439	High
Private school	540	0.5%	156	Medium
Enrolled in grade 5 to grade 8	5,973	5.0%	526	High
Public school	5,274	4.4%	501	High
Private school	700	0.6%	170	Medium
Enrolled in grade 9 to grade 12	6,382	5.4%	548	High
Public school	5,662	4.7%	517	High
Private school	720	0.6%	190	Medium
Enrolled in college undergraduate years	11,026	9.2%	759	High
Public school	9,888	8.3%	724	High
Private school	1,138	1.0%	251	Medium
Enrolled in graduate or professional school	2,875	2.4%	359	High
Public school	1,791	1.5%	280	High
Private school	1,085	0.9%	220	Medium
Not enrolled in school	83,996	70.4%	1,664	High
POPULATION AGE 65+ BY RELATIONSHIP AND HOUSEHOLD				
Total	16,271	100.0%	738	High
Living in Households	15,629	96.1%	729	High
Living in Family Households	11,831	72.7%	667	High
Householder	5,350	32.9%	348	High
Spouse	4,444	27.3%	308	High
Parent	1,210	7.4%	282	Medium
Parent-in-law	504	3.1%	163	Medium
Other Relative	263	1.6%	103	Medium
Nonrelative	60	0.4%	56	Low
Living in Nonfamily Households	3,798	23.3%	404	High
Householder	3,476	21.4%	334	High
Nonrelative	322	2.0%	160	Medium
Living in Group Quarters	642	3.9%	131	Medium

Source: U.S. Census Bureau, 2015-2019 American Community Survey

Reliability: High Medium Low

April 14, 2022



ACS Population Summary

CH1197 Fairfax, VA PMA
Area: 28.36 square miles

Prepared by Esri

	2015 - 2019 ACS Estimate	Percent	MOE(±)	Reliability
HOUSEHOLDS BY TYPE AND SIZE				
Family Households	29,423	68.7%	789	High
2-Person	11,859	27.7%	608	High
3-Person	7,046	16.4%	511	High
4-Person	6,576	15.4%	473	High
5-Person	2,543	5.9%	317	High
6-Person	879	2.1%	183	Medium
7+ Person	521	1.2%	148	Medium
Nonfamily Households	13,415	31.3%	654	High
1-Person	9,921	23.2%	571	High
2-Person	2,265	5.3%	338	High
3-Person	732	1.7%	192	Medium
4-Person	389	0.9%	125	Medium
5-Person	63	0.1%	40	Medium
6-Person	41	0.1%	46	Low
7+ Person	5	0.0%	8	Low
HOUSEHOLDS BY PRESENCE OF PEOPLE UNDER 18 YEARS BY HOUSEHOLD TYPE				
Households with one or more people under 18 years	14,367	33.5%	660	High
Family households	14,320	33.4%	660	High
Married-couple family	11,833	27.6%	588	High
Male householder, no wife present	690	1.6%	169	Medium
Female householder, no husband present	1,797	4.2%	330	High
Nonfamily households	47	0.1%	45	Low
Households with no people under 18 years	28,471	66.5%	776	High
Married-couple family	12,715	29.7%	584	High
Other family	2,387	5.6%	309	High
Nonfamily households	13,368	31.2%	653	High
HOUSEHOLDS BY PRESENCE OF PEOPLE 65 YEARS AND OVER, HOUSEHOLD SIZE AND HOUSEHOLD TYPE				
Households with Pop 65+	10,873	25.4%	497	High
1-Person	3,235	7.6%	317	High
2+ Person Family	7,318	17.1%	423	High
2+ Person Nonfamily	320	0.7%	123	Medium
Households with No Pop 65+	31,965	74.6%	812	High
1-Person	6,686	15.6%	489	High
2+ Person Family	22,104	51.6%	754	High
2+ Person Nonfamily	3,174	7.4%	383	High

Source: U.S. Census Bureau, 2015-2019 American Community Survey

Reliability: High Medium Low

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ACS Population Summary

CH1197 Fairfax, VA PMA
Area: 28.36 square miles

Prepared by Esri

	2015 - 2019 ACS Estimate	Percent	MOE(±)	Reliability
POPULATION AGE 5+ YEARS BY LANGUAGE SPOKEN AT HOME AND ABILITY TO SPEAK ENGLISH				
Total	115,993	100.0%	2,652	
5 to 17 years				
Speak only English	12,197	10.5%	881	
Speak Spanish	2,142	1.8%	440	
Speak English "very well" or "well"	1,938	1.7%	410	
Speak English "not well"	199	0.2%	127	
Speak English "not at all"	5	0.0%	8	
Speak other Indo-European languages	1,372	1.2%	318	
Speak English "very well" or "well"	1,287	1.1%	278	
Speak English "not well"	85	0.1%	87	
Speak English "not at all"	0	0.0%	0	
Speak Asian and Pacific Island languages	2,202	1.9%	386	
Speak English "very well" or "well"	1,904	1.6%	373	
Speak English "not well"	252	0.2%	116	
Speak English "not at all"	46	0.0%	66	
Speak other languages	903	0.8%	261	
Speak English "very well" or "well"	869	0.7%	256	
Speak English "not well"	34	0.0%	28	
Speak English "not at all"	0	0.0%	0	
18 to 64 years				
Speak only English	50,090	43.2%	1,585	
Speak Spanish	8,916	7.7%	1,042	
Speak English "very well" or "well"	6,696	5.8%	719	
Speak English "not well"	1,673	1.4%	397	
Speak English "not at all"	547	0.5%	201	
Speak other Indo-European languages	7,174	6.2%	844	
Speak English "very well" or "well"	6,710	5.8%	740	
Speak English "not well"	416	0.4%	199	
Speak English "not at all"	48	0.0%	49	
Speak Asian and Pacific Island languages	11,441	9.9%	985	
Speak English "very well" or "well"	9,682	8.3%	813	
Speak English "not well"	1,536	1.3%	350	
Speak English "not at all"	223	0.2%	134	
Speak other languages	3,285	2.8%	582	
Speak English "very well" or "well"	3,025	2.6%	523	
Speak English "not well"	234	0.2%	115	
Speak English "not at all"	26	0.0%	30	
65 years and over				
Speak only English	11,327	9.8%	641	
Speak Spanish	1,103	1.0%	241	
Speak English "very well" or "well"	822	0.7%	203	
Speak English "not well"	197	0.2%	95	
Speak English "not at all"	84	0.1%	65	
Speak other Indo-European languages	1,173	1.0%	253	
Speak English "very well" or "well"	848	0.7%	191	
Speak English "not well"	209	0.2%	91	
Speak English "not at all"	116	0.1%	95	
Speak Asian and Pacific Island languages	2,413	2.1%	368	
Speak English "very well" or "well"	1,306	1.1%	247	
Speak English "not well"	935	0.8%	226	
Speak English "not at all"	172	0.1%	84	
Speak other languages	255	0.2%	102	
Speak English "very well" or "well"	218	0.2%	94	
Speak English "not well"	30	0.0%	28	
Speak English "not at all"	7	0.0%	11	

Source: U.S. Census Bureau, 2015-2019 American Community Survey

Reliability: high medium low

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ACS Population Summary

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Prepared by Esri

	2015 - 2019 ACS Estimate	Percent	MOE(±)	Reliability
WORKERS AGE 16+ YEARS BY PLACE OF WORK				
Total	65,884	100.0%	1,854	High
Worked in state and in county of residence	32,007	48.6%	1,304	High
Worked in state and outside county of residence	19,440	29.5%	1,030	High
Worked outside state of residence	14,437	21.9%	802	High
SEX BY CLASS OF WORKER FOR THE CIVILIAN EMPLOYED POPULATION 16 YEARS AND OVER				
Total:	66,736	100.0%	1,861	High
Male:	34,626	51.9%	1,251	High
Employee of private company workers	21,684	32.5%	1,029	High
Self-employed in own incorporated business	1,381	2.1%	219	High
Private not-for-profit wage and salary workers	3,043	4.6%	441	High
Local government workers	1,437	2.2%	276	High
State government workers	848	1.3%	191	Medium
Federal government workers	4,686	7.0%	416	High
Self-employed in own not incorporated business workers	1,527	2.3%	288	High
Unpaid family workers	21	0.0%	22	Low
Female:	32,110	48.1%	1,070	High
Employee of private company workers	17,654	26.5%	874	High
Self-employed in own incorporated business	871	1.3%	178	Medium
Private not-for-profit wage and salary workers	4,758	7.1%	451	High
Local government workers	2,992	4.5%	330	High
State government workers	1,181	1.8%	237	Medium
Federal government workers	3,041	4.6%	334	High
Self-employed in own not incorporated business workers	1,567	2.3%	261	High
Unpaid family workers	47	0.1%	46	Low
POPULATION IN HOUSEHOLDS AND PRESENCE OF A COMPUTER				
Total	116,882	100.0%	2,793	High
Population <18 in Households	26,253	22.5%	1,305	High
Have a Computer	26,173	22.4%	1,306	High
Have NO Computer	80	0.1%	54	Low
Population 18-64 in Households	75,001	64.2%	1,992	High
Have a Computer	74,541	63.8%	1,998	High
Have NO Computer	460	0.4%	187	Medium
Population 65+ in Households	15,629	13.4%	729	High
Have a Computer	14,589	12.5%	690	High
Have NO Computer	1,040	0.9%	313	Medium
HOUSEHOLDS AND INTERNET SUBSCRIPTIONS				
Total	42,838	100.0%	805	High
With an Internet Subscription	40,826	95.3%	821	High
Dial-Up Alone	226	0.5%	110	Medium
Broadband	38,333	89.5%	825	High
Satellite Service	1,248	2.9%	222	High
Other Service	191	0.4%	71	Medium
Internet Access with no Subscription	525	1.2%	170	Medium
With No Internet Access	1,487	3.5%	287	High

Source: U.S. Census Bureau, 2015-2019 American Community Survey

Reliability: High Medium Low

April 14, 2022



ACS Population Summary

CH1197 Fairfax, VA PMA
Area: 28.36 square miles

Prepared by Esri

	2015 - 2019 ACS Estimate	Percent	MOE(±)	Reliability
WORKERS AGE 16+ YEARS BY MEANS OF TRANSPORTATION TO WORK				
Total	65,884	100.0%	1,854	High
Drove alone	45,170	68.6%	1,490	High
Carpooled	5,456	8.3%	591	High
Public transportation (excluding taxicab)	7,639	11.6%	631	High
Bus or trolley bus	1,686	2.6%	361	Medium
Light rail, streetcar or trolley	5	0.0%	7	Low
Subway or elevated	5,372	8.2%	499	High
Long-distance/Commuter Train	548	0.8%	133	Medium
Ferryboat	28	0.0%	24	Low
Taxicab	75	0.1%	54	Low
Motorcycle	145	0.2%	103	Low
Bicycle	356	0.5%	181	Medium
Walked	2,191	3.3%	335	High
Other means	629	1.0%	222	Medium
Worked at home	4,223	6.4%	426	High
WORKERS AGE 16+ YEARS (WHO DID NOT WORK FROM HOME) BY TRAVEL TIME TO WORK				
Total	61,661	100.0%	1,817	High
Less than 5 minutes	752	1.2%	175	Medium
5 to 9 minutes	3,194	5.2%	382	High
10 to 14 minutes	4,811	7.8%	505	High
15 to 19 minutes	6,643	10.8%	554	High
20 to 24 minutes	8,304	13.5%	660	High
25 to 29 minutes	5,009	8.1%	563	High
30 to 34 minutes	10,290	16.7%	735	High
35 to 39 minutes	2,650	4.3%	332	High
40 to 44 minutes	4,185	6.8%	451	High
45 to 59 minutes	8,330	13.5%	617	High
60 to 89 minutes	6,072	9.8%	524	High
90 or more minutes	1,421	2.3%	286	Medium
Average Travel Time to Work (in minutes)	N/A		N/A	Low
FEMALES AGE 20-64 YEARS BY AGE OF OWN CHILDREN AND EMPLOYMENT STATUS				
Total	36,448	100.0%	1,072	High
Own children under 6 years only	3,682	10.1%	386	High
In labor force	2,877	7.9%	351	High
Not in labor force	805	2.2%	182	Medium
Own children under 6 years and 6 to 17 years	2,142	5.9%	292	High
In labor force	1,469	4.0%	244	High
Not in labor force	672	1.8%	180	Medium
Own children 6 to 17 years only	7,443	20.4%	497	High
In labor force	5,741	15.8%	444	High
Not in labor force	1,701	4.7%	253	High
No own children under 18 years	23,181	63.6%	1,000	High
In labor force	18,833	51.7%	903	High
Not in labor force	4,348	11.9%	462	High

Source: U.S. Census Bureau, 2015-2019 American Community Survey

Reliability: High Medium Low



ACS Population Summary

CH1197 Fairfax, VA PMA
Area: 28.36 square miles

Prepared by Esri

	2015 - 2019 ACS Estimate	Percent	MOE(±)	Reliability
CIVILIAN NONINSTITUTIONALIZED POPULATION BY AGE & TYPES OF HEALTH INSURANCE COVERAGE				
Total	121,131	100.0%	2,831	High
Under 19 years:	29,003	23.9%	1,382	High
One Type of Health Insurance:	25,917	21.4%	1,331	High
Employer-Based Health Ins Only	19,006	15.7%	1,111	High
Direct-Purchase Health Ins Only	2,221	1.8%	436	High
Medicare Coverage Only	213	0.2%	162	Low
Medicaid Coverage Only	3,094	2.6%	632	High
TRICARE/Military Hlth Cov Only	1,364	1.1%	330	High
VA Health Care Only	19	0.0%	25	Low
2+ Types of Health Insurance	1,678	1.4%	310	High
No Health Insurance Coverage	1,408	1.2%	310	High
19 to 34 years:	29,411	24.3%	1,437	High
One Type of Health Insurance:	23,916	19.7%	1,291	High
Employer-Based Health Ins Only	19,962	16.5%	1,209	High
Direct-Purchase Health Ins Only	2,971	2.5%	399	High
Medicare Coverage Only	0	0.0%	0	
Medicaid Coverage Only	462	0.4%	128	High
TRICARE/Military Hlth Cov Only	444	0.4%	152	High
VA Health Care Only	76	0.1%	90	Low
2+ Types of Health Insurance	2,535	2.1%	358	High
No Health Insurance Coverage	2,960	2.4%	491	High
35 to 64 years:	47,077	38.9%	1,452	High
One Type of Health Insurance:	39,769	32.8%	1,324	High
Employer-Based Health Ins Only	32,664	27.0%	1,237	High
Direct-Purchase Health Ins Only	4,322	3.6%	528	High
Medicare Coverage Only	198	0.2%	85	High
Medicaid Coverage Only	1,211	1.0%	335	High
TRICARE/Military Hlth Cov Only	1,320	1.1%	245	High
VA Health Care Only	54	0.0%	39	Low
2+ Types of Health Insurance	3,379	2.8%	430	High
No Health Insurance Coverage	3,928	3.2%	542	High
65+ years:	15,641	12.9%	729	High
One Type of Health Insurance:	3,610	3.0%	406	High
Employer-Based Health Ins Only	647	0.5%	150	High
Direct-Purchase Health Ins Only	218	0.2%	97	High
Medicare Coverage Only	2,746	2.3%	365	High
TRICARE/Military Hlth Cov Only	0	0.0%	0	
VA Health Care Only	0	0.0%	0	
2+ Types of Health Insurance:	11,820	9.8%	658	High
Employer-Based & Direct-Purchase Health Insurance	38	0.0%	35	Low
Employer-Based Health & Medicare Insurance	5,090	4.2%	454	High
Direct-Purchase Health & Medicare Insurance	1,681	1.4%	287	High
Medicare & Medicaid Coverage	708	0.6%	202	High
Other Private Health Insurance Combos	13	0.0%	19	Low
Other Public Health Insurance Combos	76	0.1%	57	Low
Other Health Insurance Combinations	4,213	3.5%	408	High
No Health Insurance Coverage	212	0.2%	119	High

Source: U.S. Census Bureau, 2015-2019 American Community Survey

Reliability: High Medium Low

April 14, 2022



ACS Population Summary

CH1197 Fairfax, VA PMA
Area: 28.36 square miles

Prepared by Esri

	2015 - 2019 ACS Estimate	Percent	MOE(±)	Reliability
POPULATION BY RATIO OF INCOME TO POVERTY LEVEL				
Total	116,879	100.0%	2,796	■■■
Under .50	4,756	4.1%	796	■■■
.50 to .99	3,685	3.2%	741	■■■
1.00 to 1.24	1,729	1.5%	424	■■■
1.25 to 1.49	1,900	1.6%	453	■■■
1.50 to 1.84	4,219	3.6%	852	■■■
1.85 to 1.99	975	0.8%	312	■■■
2.00 and over	99,615	85.2%	2,659	■■■
CIVILIAN POPULATION AGE 18 OR OLDER BY VETERAN STATUS				
Total	96,549	100.0%	2,122	■■■
Veteran	6,549	6.8%	457	■■■
Nonveteran	90,000	93.2%	2,106	■■■
Male	47,252	48.9%	1,383	■■■
Veteran	5,755	6.0%	419	■■■
Nonveteran	41,497	43.0%	1,374	■■■
Female	49,297	51.1%	1,253	■■■
Veteran	794	0.8%	161	■■■
Nonveteran	48,503	50.2%	1,252	■■■
CIVILIAN VETERANS AGE 18 OR OLDER BY PERIOD OF MILITARY SERVICE				
Total	6,548	100.0%	457	■■■
Gulf War (9/01 or later), no Gulf War (8/90 to 8/01), no Vietnam Era	820	12.5%	196	■■■
Gulf War (9/01 or later) and Gulf War (8/90 to 8/01), no Vietnam Era	1,145	17.5%	199	■■■
Gulf War (9/01 or later), and Gulf War (8/90 to 8/01), and Vietnam	69	1.1%	44	■■■
Gulf War (8/90 to 8/01), no Vietnam Era	955	14.6%	183	■■■
Gulf War (8/90 to 8/01) and Vietnam Era	306	4.7%	105	■■■
Vietnam Era, no Korean War, no World War II	1,669	25.5%	216	■■■
Vietnam Era and Korean War, no World War II	76	1.2%	44	■■■
Vietnam Era and Korean War and World War II	36	0.5%	29	■■■
Korean War, no Vietnam Era, no World War II	345	5.3%	98	■■■
Korean War and World War II, no Vietnam Era	0	0.0%	0	■■■
World War II, no Korean War, no Vietnam Era	178	2.7%	79	■■■
Between Gulf War and Vietnam Era only	607	9.3%	137	■■■
Between Vietnam Era and Korean War only	335	5.1%	93	■■■
Between Korean War and World War II only	6	0.1%	10	■■■
Pre-World War II only	0	0.0%	0	■■■
HOUSEHOLDS BY POVERTY STATUS				
Total	42,838	100.0%	805	■■■
Income in the past 12 months below poverty level	2,895	6.8%	408	■■■
Married-couple family	509	1.2%	153	■■■
Other family - male householder (no wife present)	97	0.2%	80	■■■
Other family - female householder (no husband present)	479	1.1%	192	■■■
Nonfamily household - male householder	906	2.1%	234	■■■
Nonfamily household - female householder	903	2.1%	222	■■■
Income in the past 12 months at or above poverty level	39,943	93.2%	813	■■■
Married-couple family	24,039	56.1%	734	■■■
Other family - male householder (no wife present)	1,322	3.1%	235	■■■
Other family - female householder (no husband present)	2,976	6.9%	364	■■■
Nonfamily household - male householder	5,168	12.1%	472	■■■
Nonfamily household - female householder	6,438	15.0%	474	■■■

Source: U.S. Census Bureau, 2015-2019 American Community Survey

Reliability: ■■■ high ■■■ medium ■■■ low

April 14, 2022



ACS Population Summary

CH1197 Fairfax, VA PMA
Area: 28.36 square miles

Prepared by Esri

	2015 - 2019 ACS Estimate	Percent	MOE(±)	Reliability
HOUSEHOLDS BY OTHER INCOME				
Social Security Income	9,037	21.1%	495	High
No Social Security Income	33,800	78.9%	822	High
HOUSEHOLDS BY RETIREMENT INCOME				
Retirement Income	9,124	21.3%	482	High
No Retirement Income	33,714	78.7%	833	High
GROSS RENT AS A PERCENTAGE OF HOUSEHOLD INCOME IN THE PAST 12 MONTHS				
<10% of Income	296	1.9%	116	Medium
10-14.9% of Income	1,242	8.1%	248	Medium
15-19.9% of Income	2,481	16.2%	339	High
20-24.9% of Income	2,547	16.6%	360	High
25-29.9% of Income	1,684	11.0%	309	High
30-34.9% of Income	1,173	7.6%	240	Medium
35-39.9% of Income	888	5.8%	230	Medium
40-49.9% of Income	1,258	8.2%	253	Medium
50+% of Income	2,831	18.4%	371	High
Gross Rent % Inc Not Computed	951	6.2%	260	Medium
HOUSEHOLDS BY PUBLIC ASSISTANCE INCOME IN THE PAST 12 MONTHS				
Total	42,838	100.0%	805	High
With public assistance income	254	0.6%	98	Medium
No public assistance income	42,584	99.4%	807	High
HOUSEHOLDS BY FOOD STAMPS/SNAP STATUS				
Total	42,838	100.0%	805	High
With Food Stamps/SNAP	1,249	2.9%	256	Medium
With No Food Stamps/SNAP	41,589	97.1%	817	High
HOUSEHOLDS BY DISABILITY STATUS				
Total	42,838	100.0%	805	High
With 1+ Persons w/Disability	6,480	15.1%	491	High
With No Person w/Disability	36,358	84.9%	852	High

Data Note: N/A means not available. Population by Ratio of Income to Poverty Level represents persons for whom poverty status is determined. Household income represents income in 2017, adjusted for inflation.

2015-2019 ACS Estimate: The American Community Survey (ACS) replaces census sample data. Esri is releasing the 2015-2019 ACS estimates, five-year period data collected monthly from January 1, 2015 through December 31, 2019. Although the ACS includes many of the subjects previously covered by the decennial census sample, there are significant differences between the two surveys including fundamental differences in survey design and residency rules.

Margin of error (MOE): The MOE is a measure of the variability of the estimate due to sampling error. MOEs enable the data user to measure the range of uncertainty for each estimate with 90 percent confidence. The range of uncertainty is called the confidence interval, and it is calculated by taking the estimate +/- the MOE. For example, if the ACS reports an estimate of 100 with an MOE of +/- 20, then you can be 90 percent certain the value for the whole population falls between 80 and 120.

Reliability: These symbols represent threshold values that Esri has established from the Coefficients of Variation (CV) to designate the usability of the estimates. The CV measures the amount of sampling error relative to the size of the estimate, expressed as a percentage.

- High Reliability: Small CVs (less than or equal to 12 percent) are flagged green to indicate that the sampling error is small relative to the estimate and the estimate is reasonably reliable.
- Medium Reliability: Estimates with CVs between 12 and 40 are flagged yellow-use with caution.
- Low Reliability: Large CVs (over 40 percent) are flagged red to indicate that the sampling error is large relative to the estimate. The estimate is considered very unreliable.

Source: U.S. Census Bureau, 2015-2019 American Community Survey

Reliability: high medium low

April 14, 2022



Business Summary

CH1197 Fairfax, VA PMA
Area: 28.36 square miles

Prepared by Esri

Data for all businesses in area

Total Businesses:	5,858			
Total Employees:	93,251			
Total Residential Population:	126,096			
Employee/Residential Population Ratio (per 100 Residents)	74			
	Businesses		Employees	
by SIC Codes	Number	Percent	Number	Percent
Agriculture & Mining	79	1.3%	1,164	1.2%
Construction	339	5.8%	4,508	4.8%
Manufacturing	88	1.5%	883	0.9%
Transportation	75	1.3%	1,167	1.3%
Communication	42	0.7%	422	0.5%
Utility	6	0.1%	27	0.0%
Wholesale Trade	100	1.7%	1,527	1.6%
Retail Trade Summary	843	14.4%	12,226	13.1%
Home Improvement	40	0.7%	1,218	1.3%
General Merchandise Stores	17	0.3%	470	0.5%
Food Stores	77	1.3%	1,289	1.4%
Auto Dealers, Gas Stations, Auto Aftermarket	96	1.6%	1,796	1.9%
Apparel & Accessory Stores	37	0.6%	257	0.3%
Furniture & Home Furnishings	89	1.5%	942	1.0%
Eating & Drinking Places	317	5.4%	4,852	5.2%
Miscellaneous Retail	169	2.9%	1,402	1.5%
Finance, Insurance, Real Estate Summary	499	8.5%	4,462	4.8%
Banks, Savings & Lending Institutions	117	2.0%	1,342	1.4%
Securities Brokers	56	1.0%	335	0.4%
Insurance Carriers & Agents	86	1.5%	617	0.7%
Real Estate, Holding, Other Investment Offices	239	4.1%	2,169	2.3%
Services Summary	3,045	52.0%	59,837	64.2%
Hotels & Lodging	27	0.5%	712	0.8%
Automotive Services	120	2.0%	1,227	1.3%
Motion Pictures & Amusements	156	2.7%	1,821	2.0%
Health Services	728	12.4%	16,846	18.1%
Legal Services	337	5.8%	2,338	2.5%
Education Institutions & Libraries	139	2.4%	10,569	11.3%
Other Services	1,538	26.3%	26,324	28.2%
Government	127	2.2%	4,927	5.3%
Unclassified Establishments	615	10.5%	2,100	2.3%
Totals	5,858	100.0%	93,251	100.0%

Source: Copyright 2021 Data Axle, Inc. All rights reserved. Esri Total Residential Population forecasts for 2021.

Date Note: Data on the Business Summary report is calculated **Esri's Data allocation** which uses census block groups to allocate business summary data to custom areas.

April 14, 2022



Business Summary

CH1197 Fairfax, VA PMA
Area: 28.36 square miles

Prepared by Esri

by NAICS Codes	Businesses		Employees	
	Number	Percent	Number	Percent
Agriculture, Forestry, Fishing & Hunting	2	0.0%	7	0.0%
Mining	3	0.1%	228	0.2%
Utilities	1	0.0%	2	0.0%
Construction	374	6.4%	4,855	5.2%
Manufacturing	102	1.7%	834	0.9%
Wholesale Trade	98	1.7%	1,519	1.6%
Retail Trade	497	8.5%	7,149	7.7%
Motor Vehicle & Parts Dealers	68	1.2%	1,629	1.7%
Furniture & Home Furnishings Stores	43	0.7%	327	0.4%
Electronics & Appliance Stores	37	0.6%	536	0.6%
Bldg Material & Garden Equipment & Supplies Dealers	40	0.7%	1,218	1.3%
Food & Beverage Stores	58	1.0%	1,084	1.2%
Health & Personal Care Stores	63	1.1%	470	0.5%
Gasoline Stations	28	0.5%	167	0.2%
Clothing & Clothing Accessories Stores	46	0.8%	299	0.3%
Sport Goods, Hobby, Book, & Music Stores	27	0.5%	323	0.3%
General Merchandise Stores	17	0.3%	470	0.5%
Miscellaneous Store Retailers	57	1.0%	525	0.6%
Nonstore Retailers	14	0.2%	99	0.1%
Transportation & Warehousing	54	0.9%	893	1.0%
Information	150	2.6%	2,568	2.8%
Finance & Insurance	268	4.6%	2,328	2.5%
Central Bank/Credit Intermediation & Related Activities	119	2.0%	1,361	1.5%
Securities, Commodity Contracts & Other Financial	62	1.1%	350	0.4%
Insurance Carriers & Related Activities; Funds, Trusts &	86	1.5%	617	0.7%
Real Estate, Rental & Leasing	231	3.9%	1,967	2.1%
Professional, Scientific & Tech Services	955	16.3%	19,055	20.4%
Legal Services	368	6.3%	2,536	2.7%
Management of Companies & Enterprises	10	0.2%	126	0.1%
Administrative & Support & Waste Management &	206	3.5%	2,549	2.7%
Educational Services	183	3.1%	10,828	11.6%
Health Care & Social Assistance	848	14.5%	18,627	20.0%
Arts, Entertainment & Recreation	106	1.8%	1,302	1.4%
Accommodation & Food Services	356	6.1%	5,696	6.1%
Accommodation	27	0.5%	712	0.8%
Food Services & Drinking Places	330	5.6%	4,983	5.3%
Other Services (except Public Administration)	670	11.4%	5,687	6.1%
Automotive Repair & Maintenance	95	1.6%	982	1.1%
Public Administration	128	2.2%	4,934	5.3%
Unclassified Establishments	615	10.5%	2,100	2.3%
Total	5,858	100.0%	93,251	100.0%

Source: Copyright 2021 Data Axle, Inc. All rights reserved. Esri Total Residential Population forecasts for 2021.

Date Note: Data on the Business Summary report is calculated **Esri's Data allocation** which uses census block groups to allocate business summary data to custom areas.

April 14, 2022



Demographic and Income Profile

CH1197 Fairfax, VA PMA
Area: 28.36 square miles

Prepared by Esri

Summary	Census 2010	2021	2026
Population	114,556	126,096	130,715
Households	40,434	45,069	46,940
Families	27,826	30,138	31,124
Average Household Size	2.67	2.63	2.62
Owner Occupied Housing Units	27,386	28,609	29,728
Renter Occupied Housing Units	13,048	16,461	17,212
Median Age	36.3	37.7	38.5

Trends: 2021-2026 Annual Rate	Area	State	National
Population	0.72%	0.73%	0.71%
Households	0.82%	0.70%	0.71%
Families	0.65%	0.62%	0.64%
Owner HHs	0.77%	0.90%	0.91%
Median Household Income	1.89%	1.53%	2.41%

Households by Income	2021		2026	
	Number	Percent	Number	Percent
<\$15,000	2,081	4.6%	1,757	3.7%
\$15,000 - \$24,999	1,103	2.4%	955	2.0%
\$25,000 - \$34,999	1,451	3.2%	1,303	2.8%
\$35,000 - \$49,999	2,941	6.5%	2,636	5.6%
\$50,000 - \$74,999	4,190	9.3%	4,001	8.5%
\$75,000 - \$99,999	4,724	10.5%	4,749	10.1%
\$100,000 - \$149,999	9,319	20.7%	9,414	20.1%
\$150,000 - \$199,999	7,472	16.6%	8,727	18.6%
\$200,000+	11,789	26.2%	13,398	28.5%

Median Household Income	\$127,656	\$140,210
Average Household Income	\$168,750	\$185,047
Per Capita Income	\$60,596	\$66,716

Population by Age	Census 2010		2021		2026	
	Number	Percent	Number	Percent	Number	Percent
0 - 4	6,557	5.7%	6,118	4.9%	6,483	5.0%
5 - 9	6,661	5.8%	6,608	5.2%	6,717	5.1%
10 - 14	6,676	5.8%	7,273	5.8%	6,827	5.2%
15 - 19	8,607	7.5%	9,325	7.4%	9,272	7.1%
20 - 24	9,523	8.3%	10,018	7.9%	10,065	7.7%
25 - 34	17,269	15.1%	18,601	14.8%	19,142	14.6%
35 - 44	15,933	13.9%	17,446	13.8%	19,242	14.7%
45 - 54	17,013	14.9%	15,380	12.2%	15,789	12.1%
55 - 64	13,368	11.7%	15,694	12.4%	14,879	11.4%
65 - 74	7,211	6.3%	11,503	9.1%	12,381	9.5%
75 - 84	4,130	3.6%	5,810	4.6%	7,291	5.6%
85+	1,608	1.4%	2,319	1.8%	2,624	2.0%

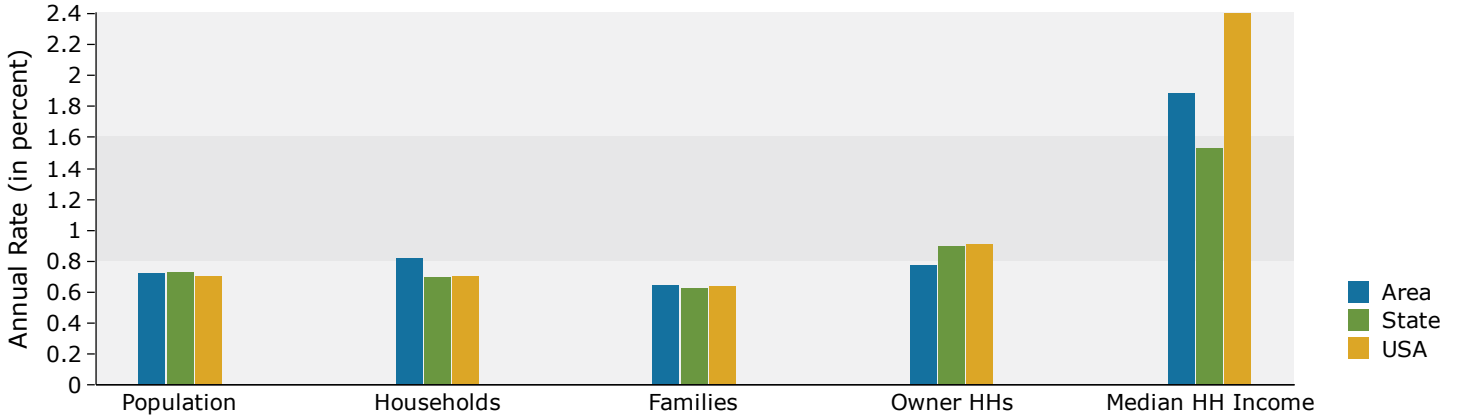
Race and Ethnicity	Census 2010		2021		2026	
	Number	Percent	Number	Percent	Number	Percent
White Alone	74,828	65.3%	73,535	58.3%	71,959	55.1%
Black Alone	6,245	5.5%	8,136	6.5%	8,863	6.8%
American Indian Alone	483	0.4%	494	0.4%	483	0.4%
Asian Alone	23,435	20.5%	31,480	25.0%	35,638	27.3%
Pacific Islander Alone	61	0.1%	61	0.0%	62	0.0%
Some Other Race Alone	5,120	4.5%	6,371	5.1%	6,966	5.3%
Two or More Races	4,385	3.8%	6,020	4.8%	6,744	5.2%
Hispanic Origin (Any Race)	14,890	13.0%	18,551	14.7%	20,448	15.6%

Data Note: Income is expressed in current dollars.

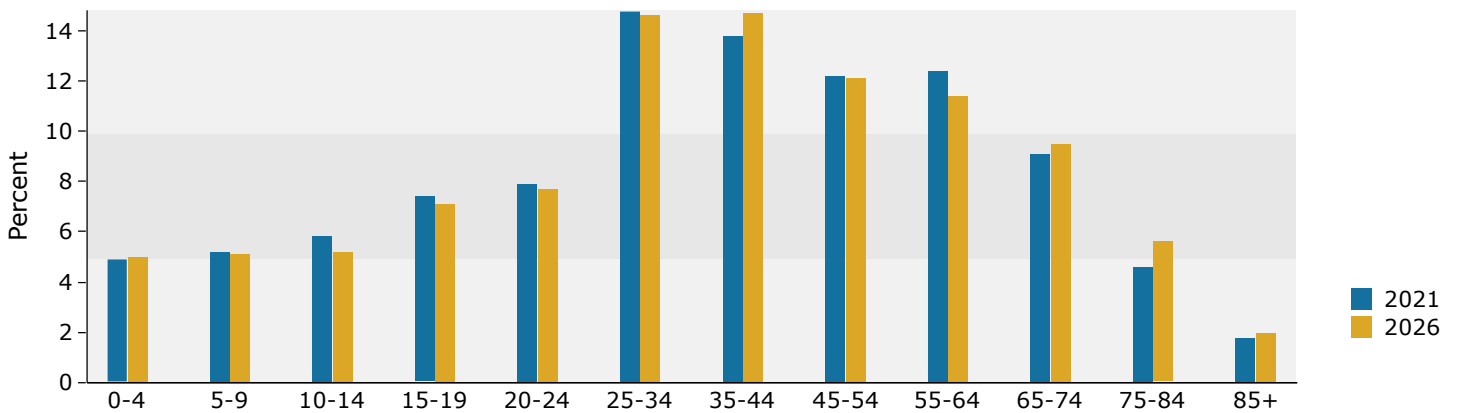
Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2021 and 2026.

April 14, 2022

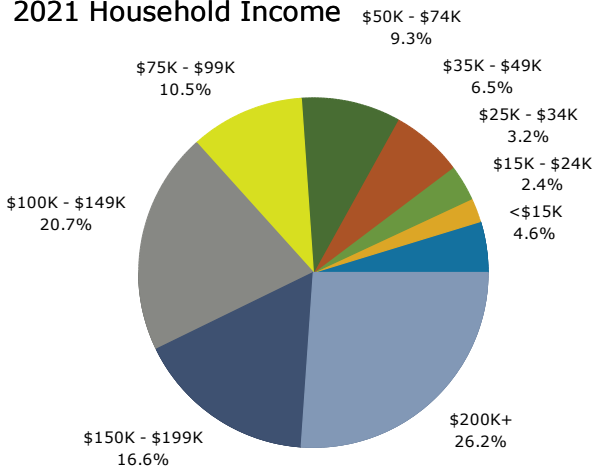
Trends 2021-2026



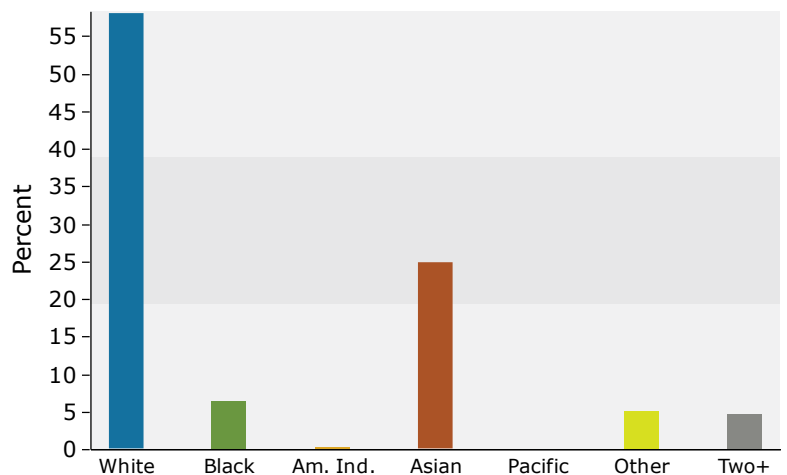
Population by Age



2021 Household Income



2021 Population by Race



2021 Percent Hispanic Origin: 14.7%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2021 and 2026.



Household Income Profile

CH1197 Fairfax, VA PMA
Area: 28.36 square miles

Prepared by Esri

Summary	2021	2026	2021-2026	
			Change	Annual Rate
Population	126,096	130,715	4,619	0.72%
Households	45,069	46,940	1,871	0.82%
Median Age	37.7	38.5	0.8	0.42%
Average Household Size	2.63	2.62	-0.01	-0.08%

Households by Income	2021		2026	
	Number	Percent	Number	Percent
Household	45,069	100%	46,940	100%
<\$15,000	2,081	4.6%	1,757	3.7%
\$15,000-\$24,999	1,103	2.4%	955	2.0%
\$25,000-\$34,999	1,451	3.2%	1,303	2.8%
\$35,000-\$49,999	2,941	6.5%	2,636	5.6%
\$50,000-\$74,999	4,190	9.3%	4,001	8.5%
\$75,000-\$99,999	4,724	10.5%	4,749	10.1%
\$100,000-\$149,999	9,319	20.7%	9,414	20.1%
\$150,000-\$199,999	7,472	16.6%	8,727	18.6%
\$200,000+	11,789	26.2%	13,398	28.5%
Median Household Income	\$127,656		\$140,210	
Average Household Income	\$168,750		\$185,047	
Per Capita Income	\$60,596		\$66,716	

Data Note: Income is reported for households as of July 1, 2021 and represents annual income for the preceding year, expressed in 2019 dollars. Income is reported for households as of July 1, 2026 and represents annual income for the preceding year, expressed in 2024 dollars

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri Forecasts for 2021 and 2026.



Household Income Profile

CH1197 Fairfax, VA PMA
Area: 28.36 square miles

Prepared by Esri

2021 Households by Income and Age of Householder							
	<25	25-34	35-44	45-54	55-64	65-74	75+
HH Income Base	1,464	7,216	8,680	8,027	8,513	6,357	4,812
<\$15,000	239	390	296	180	248	324	405
\$15,000-\$24,999	77	191	142	81	167	191	254
\$25,000-\$34,999	121	333	223	144	154	176	301
\$35,000-\$49,999	203	746	421	297	288	320	666
\$50,000-\$74,999	313	576	663	437	516	644	1,042
\$75,000-\$99,999	201	827	1,054	579	817	923	323
\$100,000-	205	1,810	1,617	1,950	1,735	1,296	706
\$150,000-	51	1,029	1,947	1,478	1,674	1,019	275
\$200,000+	54	1,314	2,319	2,881	2,915	1,464	841
Median HH Income	\$55,284	\$110,478	\$146,738	\$158,857	\$157,314	\$118,183	\$66,665
Average HH	\$70,758	\$137,622	\$175,348	\$206,177	\$202,239	\$160,753	\$122,224
Percent Distribution							
	<25	25-34	35-44	45-54	55-64	65-74	75+
HH Income Base	100%	100%	100%	100%	100%	100%	100%
<\$15,000	16.3%	5.4%	3.4%	2.2%	2.9%	5.1%	8.4%
\$15,000-\$24,999	5.3%	2.6%	1.6%	1.0%	2.0%	3.0%	5.3%
\$25,000-\$34,999	8.3%	4.6%	2.6%	1.8%	1.8%	2.8%	6.3%
\$35,000-\$49,999	13.9%	10.3%	4.9%	3.7%	3.4%	5.0%	13.8%
\$50,000-\$74,999	21.4%	8.0%	7.6%	5.4%	6.1%	10.1%	21.7%
\$75,000-\$99,999	13.7%	11.5%	12.1%	7.2%	9.6%	14.5%	6.7%
\$100,000-	14.0%	25.1%	18.6%	24.3%	20.4%	20.4%	14.7%
\$150,000-	3.5%	14.3%	22.4%	18.4%	19.7%	16.0%	5.7%
\$200,000+	3.7%	18.2%	26.7%	35.9%	34.2%	23.0%	17.5%

Data Note: Income is reported for households as of July 1, 2021 and represents annual income for the preceding year, expressed in 2019 dollars. Income is reported for households as of July 1, 2026 and represents annual income for the preceding year, expressed in 2024 dollars

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri Forecasts for 2021 and 2026.



Household Income Profile

CH1197 Fairfax, VA PMA
Area: 28.36 square miles

Prepared by Esri

2026 Households by Income and Age of Householder							
	<25	25-34	35-44	45-54	55-64	65-74	75+
HH Income Base	1,546	7,455	9,385	8,185	7,959	6,696	5,714
<\$15,000	221	298	250	145	156	268	419
\$15,000-\$24,999	73	158	112	70	121	163	258
\$25,000-\$34,999	113	282	188	115	122	157	326
\$35,000-\$49,999	200	664	360	255	216	271	671
\$50,000-\$74,999	333	561	622	378	421	603	1,083
\$75,000-\$99,999	229	846	1,074	587	727	889	397
\$100,000-	244	1,864	1,660	1,888	1,540	1,325	892
\$150,000-	68	1,260	2,341	1,668	1,744	1,222	425
\$200,000+	66	1,522	2,779	3,079	2,914	1,797	1,242
Median HH Income	\$59,905	\$119,024	\$156,277	\$165,542	\$165,180	\$133,692	\$80,301
Average HH	\$78,961	\$153,693	\$194,238	\$220,408	\$219,145	\$182,044	\$144,929
Percent Distribution							
	<25	25-34	35-44	45-54	55-64	65-74	75+
HH Income Base	100%	100%	100%	100%	100%	100%	100%
<\$15,000	14.3%	4.0%	2.7%	1.8%	2.0%	4.0%	7.3%
\$15,000-\$24,999	4.7%	2.1%	1.2%	0.9%	1.5%	2.4%	4.5%
\$25,000-\$34,999	7.3%	3.8%	2.0%	1.4%	1.5%	2.3%	5.7%
\$35,000-\$49,999	12.9%	8.9%	3.8%	3.1%	2.7%	4.0%	11.7%
\$50,000-\$74,999	21.5%	7.5%	6.6%	4.6%	5.3%	9.0%	19.0%
\$75,000-\$99,999	14.8%	11.3%	11.4%	7.2%	9.1%	13.3%	6.9%
\$100,000-	15.8%	25.0%	17.7%	23.1%	19.3%	19.8%	15.6%
\$150,000-	4.4%	16.9%	24.9%	20.4%	21.9%	18.2%	7.4%
\$200,000+	4.3%	20.4%	29.6%	37.6%	36.6%	26.8%	21.7%

Data Note: Income is reported for households as of July 1, 2021 and represents annual income for the preceding year, expressed in 2019 dollars. Income is reported for households as of July 1, 2026 and represents annual income for the preceding year, expressed in 2024 dollars

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri Forecasts for 2021 and 2026.



Housing Profile

CH1197 Fairfax, VA PMA
Area: 28.36 square miles

Prepared by Esri

Population		Households	
2010 Total Population	114,556	2021 Median Household Income	\$127,656
2021 Total Population	126,096	2026 Median Household Income	\$140,210
2026 Total Population	130,715	2021-2026 Annual Rate	1.89%
2021-2026 Annual Rate	0.72%		

Housing Units by Occupancy Status and Tenure	Census 2010		2021		2026	
	Number	Percent	Number	Percent	Number	Percent
Total Housing Units	42,190	100.0%	46,600	100.0%	48,831	100.0%
Occupied	40,434	95.8%	45,070	96.7%	46,940	96.1%
Owner	27,386	64.9%	28,609	61.4%	29,728	60.9%
Renter	13,048	30.9%	16,461	35.3%	17,212	35.2%
Vacant	1,756	4.2%	1,531	3.3%	1,891	3.9%

Owner Occupied Housing Units by Value	2021		2026	
	Number	Percent	Number	Percent
Total	28,605	100.0%	29,725	100.0%
<\$50,000	116	0.4%	11	0.0%
\$50,000-\$99,999	33	0.1%	3	0.0%
\$100,000-\$149,999	67	0.2%	14	0.0%
\$150,000-\$199,999	166	0.6%	49	0.2%
\$200,000-\$249,999	391	1.4%	148	0.5%
\$250,000-\$299,999	397	1.4%	191	0.6%
\$300,000-\$399,999	1,549	5.4%	1,091	3.7%
\$400,000-\$499,999	5,156	18.0%	4,683	15.8%
\$500,000-\$749,999	13,859	48.4%	14,576	49.0%
\$750,000-\$999,999	5,345	18.7%	6,926	23.3%
\$1,000,000-\$1,499,999	1,251	4.4%	1,679	5.6%
\$1,500,000-\$1,999,999	195	0.7%	251	0.8%
\$2,000,000+	80	0.3%	103	0.3%
Median Value	\$615,945		\$648,746	
Average Value	\$647,651		\$690,525	

Census 2010 Housing Units	Number	Percent
Total	42,190	100.0%
In Urbanized Areas	42,190	100.0%
In Urban Clusters	0	0.0%
Rural Housing Units	0	0.0%

Data Note: Persons of Hispanic Origin may be of any race.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2021 and 2026.



Housing Profile

CH1197 Fairfax, VA PMA
Area: 28.36 square miles

Prepared by Esri

Census 2010 Owner Occupied Housing Units by Mortgage Status		
	Number	Percent
Total	27,386	100.0%
Owned with a Mortgage/Loan	21,990	80.3%
Owned Free and Clear	5,396	19.7%

Census 2010 Vacant Housing Units by Status		
	Number	Percent
Total	1,751	100.0%
For Rent	806	46.0%
Rented- Not Occupied	73	4.2%
For Sale Only	315	18.0%
Sold - Not Occupied	88	5.0%
Seasonal/Recreational/Occasional Use	174	9.9%
For Migrant Workers	1	0.1%
Other Vacant	294	16.8%

Census 2010 Occupied Housing Units by Age of Householder and Home Ownership			
	Occupied	Owner Occupied Units	
		Number	% of Occupied
Total	40,433	27,385	67.7%
15-24	1,342	150	11.2%
25-34	6,769	2,598	38.4%
35-44	7,940	4,960	62.5%
45-54	9,094	6,816	75.0%
55-64	7,515	6,223	82.8%
65-74	4,172	3,694	88.5%
75-84	2,613	2,282	87.3%
85+	988	662	67.0%

Census 2010 Occupied Housing Units by Race/Ethnicity of Householder and Home Ownership			
	Occupied	Owner Occupied Units	
		Number	% of Occupied
Total	40,432	27,385	67.7%
White Alone	28,896	21,314	73.8%
Black/African American	1,848	727	39.3%
American Indian/Alaska	134	62	46.3%
Asian Alone	7,377	4,373	59.3%
Pacific Islander Alone	17	6	35.3%
Other Race Alone	1,194	431	36.1%
Two or More Races	966	472	48.9%
Hispanic Origin	3,691	1,748	47.4%

Census 2010 Occupied Housing Units by Size and Home Ownership			
	Occupied	Owner Occupied Units	
		Number	% of Occupied
Total	40,437	27,388	67.7%
1-Person	9,150	5,695	62.2%
2-Person	13,438	9,646	71.8%
3-Person	7,168	4,863	67.8%
4-Person	6,247	4,288	68.6%
5-Person	2,687	1,812	67.4%
6-Person	1,008	637	63.2%
7+ Person	739	447	60.5%

2021 Housing Affordability	
Housing Affordability Index	111
Percent of Income for Mortgage	20.2%

Data Note: Persons of Hispanic Origin may be of any race.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2021 and 2026.

April 14, 2022



ACS Housing Summary

CH1197 Fairfax, VA PMA
Area: 28.36 square miles

Prepared by Esri

	2015-2019 ACS Estimate	Percent	MOE(±)	Reliability
TOTALS				
Total Population	123,506		2,848	■■■
Total Households	42,838		805	■■■
Total Housing Units	45,008		803	■■■
OWNER-OCCUPIED HOUSING UNITS BY MORTGAGE STATUS				
Total	27,488	100.0%	664	■■■
Housing units with a mortgage/contract to purchase/similar debt	20,292	73.8%	664	■■■
Second mortgage only	561	2.0%	148	■■
Home equity loan only	3,050	11.1%	301	■■■
Both second mortgage and home equity loan	87	0.3%	52	■■
Housing units without a mortgage	7,196	26.2%	436	■■■
AVERAGE VALUE BY MORTGAGE STATUS				
Housing units with a mortgage	N/A		N/A	
Housing units without a mortgage	N/A		N/A	
OWNER-OCCUPIED HOUSING UNITS BY MORTGAGE STATUS & SELECTED MONTHLY OWNER COSTS				
Total	27,488	100.0%	664	■■■
With a mortgage: Monthly owner costs as a percentage of household income in past 12 months				
Less than 10.0 percent	1,374	5.0%	203	■■■
10.0 to 14.9 percent	3,599	13.1%	321	■■■
15.0 to 19.9 percent	4,713	17.1%	391	■■■
20.0 to 24.9 percent	3,204	11.7%	315	■■■
25.0 to 29.9 percent	2,390	8.7%	303	■■■
30.0 to 34.9 percent	1,376	5.0%	221	■■■
35.0 to 39.9 percent	840	3.1%	168	■■
40.0 to 49.9 percent	892	3.2%	173	■■■
50.0 percent or more	1,848	6.7%	277	■■■
Not computed	57	0.2%	44	■
Without a mortgage: Monthly owner costs as a percentage of household income in past 12 months				
Less than 10.0 percent	3,975	14.5%	346	■■■
10.0 to 14.9 percent	1,355	4.9%	195	■■■
15.0 to 19.9 percent	487	1.8%	112	■■
20.0 to 24.9 percent	364	1.3%	96	■■
25.0 to 29.9 percent	189	0.7%	76	■■
30.0 to 34.9 percent	234	0.9%	112	■■
35.0 to 39.9 percent	104	0.4%	50	■■
40.0 to 49.9 percent	125	0.5%	62	■■
50.0 percent or more	308	1.1%	128	■■
Not computed	54	0.2%	49	■

Source: U.S. Census Bureau, 2015-2019 American Community Survey

Reliability: ■■■ high ■■ medium ■ low

April 14, 2022



ACS Housing Summary

CH1197 Fairfax, VA PMA
Area: 28.36 square miles

Prepared by Esri

	2015-2019 ACS Estimate	Percent	MOE(±)	Reliability
RENTER-OCCUPIED HOUSING UNITS BY CONTRACT RENT				
Total	15,350	100.0%	687	High
With cash rent	14,827	96.6%	675	High
Less than \$100	11	0.1%	16	Low
\$100 to \$149	48	0.3%	33	Low
\$150 to \$199	0	0.0%	0	
\$200 to \$249	59	0.4%	89	Low
\$250 to \$299	16	0.1%	25	Low
\$300 to \$349	31	0.2%	38	Low
\$350 to \$399	40	0.3%	39	Low
\$400 to \$449	0	0.0%	0	
\$450 to \$499	51	0.3%	38	Low
\$500 to \$549	45	0.3%	29	Medium
\$550 to \$599	33	0.2%	38	Low
\$600 to \$649	29	0.2%	41	Low
\$650 to \$699	55	0.4%	50	Low
\$700 to \$749	7	0.0%	12	Low
\$750 to \$799	62	0.4%	77	Low
\$800 to \$899	130	0.8%	82	Medium
\$900 to \$999	211	1.4%	120	Medium
\$1,000 to \$1,249	359	2.3%	117	Medium
\$1,250 to \$1,499	1,812	11.8%	298	High
\$1,500 to \$1,999	6,376	41.5%	512	High
\$2,000 to \$2,499	3,195	20.8%	395	High
\$2,500 to \$2,999	1,547	10.1%	250	High
\$3,000 to \$3,499	491	3.2%	140	Medium
\$3,500 or more	219	1.4%	91	Medium
No cash rent	523	3.4%	184	Medium
Median Contract Rent	\$1,846		N/A	
Average Contract Rent	N/A		N/A	

RENTER-OCCUPIED HOUSING UNITS BY INCLUSION OF UTILITIES IN RENT				
Total	15,350	100.0%	687	High
Pay extra for one or more utilities	12,827	83.6%	646	High
No extra payment for any utilities	2,523	16.4%	329	High

Source: U.S. Census Bureau, 2015-2019 American Community Survey

Reliability: High Medium Low

April 14, 2022



ACS Housing Summary

CH1197 Fairfax, VA PMA
Area: 28.36 square miles

Prepared by Esri

	2015-2019 ACS Estimate	Percent	MOE(±)	Reliability
RENTER-OCCUPIED HOUSING UNITS BY GROSS RENT				
Total:	15,350	100.0%	687	High
With cash rent:	14,827	96.6%	675	High
Less than \$100	0	0.0%	0	
\$100 to \$149	11	0.1%	16	Low
\$150 to \$199	14	0.1%	21	Low
\$200 to \$249	73	0.5%	91	Low
\$250 to \$299	23	0.1%	21	Low
\$300 to \$349	24	0.2%	37	Low
\$350 to \$399	7	0.0%	11	Low
\$400 to \$449	11	0.1%	16	Low
\$450 to \$499	16	0.1%	16	Low
\$500 to \$549	44	0.3%	51	Low
\$550 to \$599	20	0.1%	25	Low
\$600 to \$649	41	0.3%	44	Low
\$650 to \$699	24	0.2%	21	Low
\$700 to \$749	26	0.2%	26	Low
\$750 to \$799	35	0.2%	44	Low
\$800 to \$899	142	0.9%	102	Low
\$900 to \$999	179	1.2%	115	Medium
\$1,000 to \$1,249	350	2.3%	115	Medium
\$1,250 to \$1,499	1,334	8.7%	257	High
\$1,500 to \$1,999	5,594	36.4%	467	High
\$2,000 to \$2,499	3,621	23.6%	418	High
\$2,500 to \$2,999	2,109	13.7%	315	High
\$3,000 to \$3,499	727	4.7%	151	Medium
\$3,500 or more	403	2.6%	129	Medium
No cash rent	523	3.4%	184	Medium
Median Gross Rent	\$1,950		N/A	Low
Average Gross Rent	N/A		N/A	Low

Source: U.S. Census Bureau, 2015-2019 American Community Survey

Reliability: High Medium Low

April 14, 2022



ACS Housing Summary

CH1197 Fairfax, VA PMA
Area: 28.36 square miles

Prepared by Esri

	2015-2019 ACS Estimate	Percent	MOE(±)	Reliability
HOUSING UNITS BY UNITS IN STRUCTURE				
Total	45,008	100.0%	803	
1, detached	20,134	44.7%	513	
1, attached	9,224	20.5%	468	
2	205	0.5%	98	
3 or 4	544	1.2%	144	
5 to 9	1,594	3.5%	244	
10 to 19	4,964	11.0%	424	
20 to 49	2,336	5.2%	348	
50 or more	5,805	12.9%	408	
Mobile home	187	0.4%	47	
Boat, RV, van, etc.	15	0.0%	25	
HOUSING UNITS BY YEAR STRUCTURE BUILT				
Total	45,008	100.0%	803	
Built 2014 or later	1,736	3.9%	261	
Built 2010 to 2013	2,145	4.8%	276	
Built 2000 to 2009	5,107	11.3%	411	
Built 1990 to 1999	4,873	10.8%	447	
Built 1980 to 1989	6,005	13.3%	449	
Built 1970 to 1979	9,412	20.9%	518	
Built 1960 to 1969	9,860	21.9%	501	
Built 1950 to 1959	4,941	11.0%	366	
Built 1940 to 1949	680	1.5%	159	
Built 1939 or earlier	250	0.6%	90	
Median Year Structure Built	1977		N/A	
OCCUPIED HOUSING UNITS BY YEAR HOUSEHOLDER MOVED INTO UNIT				
Total	42,838	100.0%	805	
Owner occupied				
Moved in 2017 or later	1,660	3.9%	241	
Moved in 2015 to 2016	2,570	6.0%	312	
Moved in 2010 to 2014	4,993	11.7%	400	
Moved in 2000 to 2009	7,805	18.2%	493	
Moved in 1990 to 1999	5,222	12.2%	381	
Moved in 1989 or earlier	5,238	12.2%	340	
Renter occupied				
Moved in 2017 or later	4,143	9.7%	463	
Moved in 2015 to 2016	4,393	10.3%	456	
Moved in 2010 to 2014	4,694	11.0%	471	
Moved in 2000 to 2009	1,720	4.0%	290	
Moved in 1990 to 1999	276	0.6%	94	
Moved in 1989 or earlier	123	0.3%	71	
Median Year Householder Moved Into Unit	2011		N/A	

Source: U.S. Census Bureau, 2015-2019 American Community Survey

Reliability: high medium low

April 14, 2022



ACS Housing Summary

CH1197 Fairfax, VA PMA
Area: 28.36 square miles

Prepared by Esri

	2015-2019 ACS Estimate	Percent	MOE(±)	Reliability
OCCUPIED HOUSING UNITS BY HOUSE HEATING FUEL				
Total	42,838	100.0%	805	High
Utility gas	24,524	57.2%	730	High
Bottled, tank, or LP gas	567	1.3%	138	Medium
Electricity	15,768	36.8%	667	High
Fuel oil, kerosene, etc.	1,624	3.8%	219	High
Coal or coke	15	0.0%	25	Low
Wood	24	0.1%	32	Low
Solar energy	6	0.0%	9	Low
Other fuel	57	0.1%	54	Low
No fuel used	253	0.6%	108	Medium
OCCUPIED HOUSING UNITS BY VEHICLES AVAILABLE				
Total	42,838	100.0%	805	High
Owner occupied				
No vehicle available	469	1.1%	152	Medium
1 vehicle available	6,626	15.5%	457	High
2 vehicles available	13,350	31.2%	565	High
3 vehicles available	4,830	11.3%	388	High
4 vehicles available	1,532	3.6%	230	High
5 or more vehicles available	680	1.6%	143	Medium
Renter occupied				
No vehicle available	1,454	3.4%	290	Medium
1 vehicle available	6,917	16.1%	543	High
2 vehicles available	5,152	12.0%	466	High
3 vehicles available	1,288	3.0%	247	High
4 vehicles available	383	0.9%	119	Medium
5 or more vehicles available	156	0.4%	102	Medium
Average Number of Vehicles Available	N/A		N/A	
VACANT HOUSING UNITS				
Total vacant housing units	2,163	100.0%	418	High
For rent	885	40.9%	293	Medium
Rented, not occupied	165	7.6%	120	Low
For sale only	215	9.9%	124	Medium
Sold, not occupied	145	6.7%	105	Low
Seasonal/occasional	226	10.4%	132	Medium
For migrant workers	7	0.3%	15	Low
Other	520	24.0%	208	Medium

Source: U.S. Census Bureau, 2015-2019 American Community Survey

Reliability: High Medium Low

April 14, 2022



ACS Housing Summary

CH1197 Fairfax, VA PMA
Area: 28.36 square miles

Prepared by Esri

	2015-2019 ACS Estimate	Percent	MOE(±)	Reliability
OWNER-OCCUPIED HOUSING UNITS BY VALUE				
Total	27,488	100%	664	High
Less than \$10,000	54	0.2%	36	Low
\$10,000 to \$14,999	16	0.1%	12	Low
\$15,000 to \$19,999	51	0.2%	44	Low
\$20,000 to \$24,999	12	0.0%	12	Low
\$25,000 to \$29,999	65	0.2%	63	Low
\$30,000 to \$34,999	26	0.1%	27	Low
\$35,000 to \$39,999	3	0.0%	6	Low
\$40,000 to \$49,999	40	0.1%	30	Low
\$50,000 to \$59,999	45	0.2%	26	Medium
\$60,000 to \$69,999	90	0.3%	59	Medium
\$70,000 to \$79,999	13	0.0%	14	Low
\$80,000 to \$89,999	17	0.1%	28	Low
\$90,000 to \$99,999	0	0.0%	0	
\$100,000 to \$124,999	59	0.2%	41	Low
\$125,000 to \$149,999	53	0.2%	41	Low
\$150,000 to \$174,999	120	0.4%	64	Medium
\$175,000 to \$199,999	224	0.8%	117	Medium
\$200,000 to \$249,999	690	2.5%	175	Medium
\$250,000 to \$299,999	645	2.3%	151	Medium
\$300,000 to \$399,999	1,849	6.7%	247	High
\$400,000 to \$499,999	4,690	17.1%	376	High
\$500,000 to \$749,999	13,165	47.9%	515	High
\$750,000 to \$999,999	4,259	15.5%	346	High
\$1,000,000 to \$1,499,999	1,054	3.8%	182	High
\$1,500,000 to \$1,999,999	182	0.7%	65	Medium
\$2,000,000 or more	66	0.2%	40	Medium
Median Home Value	\$594,607		N/A	Low
Average Home Value	N/A		N/A	Low

Data Note: N/A means not available.

2015-2019 ACS Estimate: The American Community Survey (ACS) replaces census sample data. Esri is releasing the 2015-2019 ACS estimates, five-year period data collected monthly from January 1, 2015 through December 31, 2019. Although the ACS includes many of the subjects previously covered by the decennial census sample, there are significant differences between the two surveys including fundamental differences in survey design and residency rules.

Margin of error (MOE): The MOE is a measure of the variability of the estimate due to sampling error. MOEs enable the data user to measure the range of uncertainty for each estimate with 90 percent confidence. The range of uncertainty is called the confidence interval, and it is calculated by taking the estimate +/- the MOE. For example, if the ACS reports an estimate of 100 with an MOE of +/- 20, then you can be 90 percent certain the value for the whole population falls between 80 and 120.

Reliability: These symbols represent threshold values that Esri has established from the Coefficients of Variation (CV) to designate the usability of the estimates. The CV measures the amount of sampling error relative to the size of the estimate, expressed as a percentage.

- High Reliability: Small CVs (less than or equal to 12 percent) are flagged green to indicate that the sampling error is small relative to the estimate and the estimate is reasonably reliable.
- Medium Reliability: Estimates with CVs between 12 and 40 are flagged yellow-use with caution.
- Low Reliability: Large CVs (over 40 percent) are flagged red to indicate that the sampling error is large relative to the estimate. The estimate is considered very unreliable.

Source: U.S. Census Bureau, 2015-2019 American Community Survey

Reliability: high medium low

April 14, 2022



Community Profile

Fairfax City, VA
 Fairfax City, VA (5126496)
 Geography: Place

Prepared by Esri

	Fairfax city,...
Population Summary	
2000 Total Population	21,498
2010 Total Population	22,565
2021 Total Population	23,881
2021 Group Quarters	521
2026 Total Population	24,641
2021-2026 Annual Rate	0.63%
2021 Total Daytime Population	34,122
Workers	24,019
Residents	10,103
Household Summary	
2000 Households	8,035
2000 Average Household Size	2.61
2010 Households	8,347
2010 Average Household Size	2.64
2021 Households	8,827
2021 Average Household Size	2.65
2026 Households	9,109
2026 Average Household Size	2.65
2021-2026 Annual Rate	0.63%
2010 Families	5,545
2010 Average Family Size	3.11
2021 Families	5,762
2021 Average Family Size	3.14
2026 Families	5,914
2026 Average Family Size	3.14
2021-2026 Annual Rate	0.52%
Housing Unit Summary	
2000 Housing Units	8,204
Owner Occupied Housing Units	67.6%
Renter Occupied Housing Units	30.3%
Vacant Housing Units	2.1%
2010 Housing Units	8,680
Owner Occupied Housing Units	68.2%
Renter Occupied Housing Units	27.9%
Vacant Housing Units	3.8%
2021 Housing Units	9,313
Owner Occupied Housing Units	67.4%
Renter Occupied Housing Units	27.4%
Vacant Housing Units	5.2%
2026 Housing Units	9,866
Owner Occupied Housing Units	62.7%
Renter Occupied Housing Units	29.6%
Vacant Housing Units	7.7%
Median Household Income	
2021	\$122,349
2026	\$133,645
Median Home Value	
2021	\$565,888
2026	\$599,538
Per Capita Income	
2021	\$56,851
2026	\$62,255
Median Age	
2010	38.9
2021	40.5
2026	41.4

Data Note: Household population includes persons not residing in group quarters. Average Household Size is the household population divided by total households. Persons in families include the householder and persons related to the householder by birth, marriage, or adoption. Per Capita Income represents the income received by all persons aged 15 years and over divided by the total population.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2021 and 2026 Esri converted Census 2000 data into 2010 geography.

April 06, 2022



Community Profile

Fairfax City, VA
Fairfax City, VA (5126496)
Geography: Place

Prepared by Esri

Fairfax city,...

2021 Households by Income

Household Income Base	8,827
<\$15,000	4.9%
\$15,000 - \$24,999	3.8%
\$25,000 - \$34,999	4.0%
\$35,000 - \$49,999	5.9%
\$50,000 - \$74,999	8.8%
\$75,000 - \$99,999	11.6%
\$100,000 - \$149,999	20.1%
\$150,000 - \$199,999	16.3%
\$200,000+	24.6%
Average Household Income	\$153,689

2026 Households by Income

Household Income Base	9,109
<\$15,000	4.0%
\$15,000 - \$24,999	3.3%
\$25,000 - \$34,999	3.5%
\$35,000 - \$49,999	5.2%
\$50,000 - \$74,999	8.0%
\$75,000 - \$99,999	11.1%
\$100,000 - \$149,999	19.8%
\$150,000 - \$199,999	18.4%
\$200,000+	26.7%
Average Household Income	\$168,293

2021 Owner Occupied Housing Units by Value

Total	6,275
<\$50,000	0.3%
\$50,000 - \$99,999	0.2%
\$100,000 - \$149,999	0.5%
\$150,000 - \$199,999	0.9%
\$200,000 - \$249,999	1.6%
\$250,000 - \$299,999	1.9%
\$300,000 - \$399,999	7.0%
\$400,000 - \$499,999	26.0%
\$500,000 - \$749,999	43.8%
\$750,000 - \$999,999	15.6%
\$1,000,000 - \$1,499,999	1.7%
\$1,500,000 - \$1,999,999	0.0%
\$2,000,000 +	0.4%
Average Home Value	\$593,829

2026 Owner Occupied Housing Units by Value

Total	6,190
<\$50,000	0.1%
\$50,000 - \$99,999	0.0%
\$100,000 - \$149,999	0.2%
\$150,000 - \$199,999	0.4%
\$200,000 - \$249,999	0.8%
\$250,000 - \$299,999	1.2%
\$300,000 - \$399,999	5.2%
\$400,000 - \$499,999	23.3%
\$500,000 - \$749,999	47.2%
\$750,000 - \$999,999	19.0%
\$1,000,000 - \$1,499,999	2.1%
\$1,500,000 - \$1,999,999	0.0%
\$2,000,000 +	0.4%
Average Home Value	\$627,132

Data Note: Income represents the preceding year, expressed in current dollars. Household income includes wage and salary earnings, interest dividends, net rents, pensions, SSI and welfare payments, child support, and alimony.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2021 and 2026 Esri converted Census 2000 data into 2010 geography.

April 06, 2022



Community Profile

Fairfax City, VA
Fairfax City, VA (5126496)
Geography: Place

Prepared by Esri

	Fairfax city,...
2010 Population by Age	
Total	22,565
0 - 4	5.7%
5 - 9	5.6%
10 - 14	5.7%
15 - 24	13.4%
25 - 34	14.5%
35 - 44	13.8%
45 - 54	15.2%
55 - 64	12.4%
65 - 74	7.2%
75 - 84	4.5%
85 +	2.0%
18 +	79.6%
2021 Population by Age	
Total	23,881
0 - 4	5.0%
5 - 9	5.3%
10 - 14	5.8%
15 - 24	11.1%
25 - 34	14.7%
35 - 44	14.1%
45 - 54	12.6%
55 - 64	14.0%
65 - 74	9.7%
75 - 84	5.2%
85 +	2.6%
18 +	80.8%
2026 Population by Age	
Total	24,641
0 - 4	5.1%
5 - 9	5.1%
10 - 14	5.3%
15 - 24	10.6%
25 - 34	13.2%
35 - 44	16.1%
45 - 54	12.5%
55 - 64	13.2%
65 - 74	10.2%
75 - 84	6.1%
85 +	2.7%
18 +	81.4%
2010 Population by Sex	
Males	11,123
Females	11,442
2021 Population by Sex	
Males	11,770
Females	12,111
2026 Population by Sex	
Males	12,147
Females	12,494

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2021 and 2026 Esri converted Census 2000 data into 2010 geography.

April 06, 2022



Community Profile

Fairfax City, VA
Fairfax City, VA (5126496)
Geography: Place

Prepared by Esri

		Fairfax city,...
2010 Population by Race/Ethnicity		
Total		22,565
White Alone		69.6%
Black Alone		4.7%
American Indian Alone		0.5%
Asian Alone		15.2%
Pacific Islander Alone		0.1%
Some Other Race Alone		5.9%
Two or More Races		4.0%
Hispanic Origin		15.8%
Diversity Index		62.6
2021 Population by Race/Ethnicity		
Total		23,881
White Alone		62.0%
Black Alone		6.3%
American Indian Alone		0.5%
Asian Alone		19.7%
Pacific Islander Alone		0.1%
Some Other Race Alone		6.8%
Two or More Races		4.8%
Hispanic Origin		18.2%
Diversity Index		70.0
2026 Population by Race/Ethnicity		
Total		24,641
White Alone		58.8%
Black Alone		6.8%
American Indian Alone		0.5%
Asian Alone		21.8%
Pacific Islander Alone		0.1%
Some Other Race Alone		7.0%
Two or More Races		5.1%
Hispanic Origin		19.3%
Diversity Index		72.6
2010 Population by Relationship and Household Type		
Total		22,565
In Households		97.7%
In Family Households		79.6%
Householder		24.6%
Spouse		19.6%
Child		26.9%
Other relative		5.4%
Nonrelative		3.1%
In Nonfamily Households		18.1%
In Group Quarters		2.3%
Institutionalized Population		1.4%
Noninstitutionalized Population		0.9%

Data Note: Persons of Hispanic Origin may be of any race. The Diversity Index measures the probability that two people from the same area will be from different race/ethnic groups.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2021 and 2026 Esri converted Census 2000 data into 2010 geography.

April 06, 2022



Fairfax City, VA
 Fairfax City, VA (5126496)
 Geography: Place

Prepared by Esri

	Fairfax city,...
2021 Population 25+ by Educational Attainment	
Total	17,401
Less than 9th Grade	2.9%
9th - 12th Grade, No Diploma	2.8%
High School Graduate	12.1%
GED/Alternative Credential	0.9%
Some College, No Degree	13.5%
Associate Degree	5.8%
Bachelor's Degree	31.6%
Graduate/Professional Degree	30.5%
2021 Population 15+ by Marital Status	
Total	20,053
Never Married	32.2%
Married	57.7%
Widowed	4.3%
Divorced	5.7%
2021 Civilian Population 16+ in Labor Force	
Civilian Population 16+	14,454
Population 16+ Employed	95.4%
Population 16+ Unemployment rate	4.6%
Population 16-24 Employed	10.2%
Population 16-24 Unemployment rate	14.2%
Population 25-54 Employed	63.1%
Population 25-54 Unemployment rate	3.0%
Population 55-64 Employed	19.1%
Population 55-64 Unemployment rate	4.5%
Population 65+ Employed	7.6%
Population 65+ Unemployment rate	3.8%
2021 Employed Population 16+ by Industry	
Total	13,791
Agriculture/Mining	0.0%
Construction	6.5%
Manufacturing	3.7%
Wholesale Trade	0.8%
Retail Trade	8.3%
Transportation/Utilities	2.9%
Information	2.0%
Finance/Insurance/Real Estate	6.9%
Services	59.2%
Public Administration	9.6%
2021 Employed Population 16+ by Occupation	
Total	13,791
White Collar	75.0%
Management/Business/Financial	22.7%
Professional	36.6%
Sales	6.4%
Administrative Support	9.3%
Services	14.5%
Blue Collar	10.5%
Farming/Forestry/Fishing	0.0%
Construction/Extraction	4.4%
Installation/Maintenance/Repair	1.9%
Production	0.9%
Transportation/Material Moving	3.3%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2021 and 2026 Esri converted Census 2000 data into 2010 geography.

April 06, 2022



Community Profile

Fairfax City, VA
 Fairfax City, VA (5126496)
 Geography: Place

Prepared by Esri

	Fairfax city,...
2010 Households by Type	
Total	8,347
Households with 1 Person	24.0%
Households with 2+ People	76.0%
Family Households	66.4%
Husband-wife Families	53.1%
With Related Children	23.8%
Other Family (No Spouse Present)	13.3%
Other Family with Male	3.7%
With Related Children	1.5%
Other Family with Female	9.6%
With Related Children	4.9%
Nonfamily Households	9.6%
All Households with Children	30.6%
Multigenerational Households	3.5%
Unmarried Partner Households	4.4%
Male-female	3.6%
Same-sex	0.9%
2010 Households by Size	
Total	8,347
1 Person Household	24.0%
2 Person Household	33.6%
3 Person Household	17.0%
4 Person Household	14.3%
5 Person Household	6.6%
6 Person Household	2.4%
7 + Person Household	2.1%
2010 Households by Tenure and Mortgage Status	
Total	8,347
Owner Occupied	71.0%
Owned with a Mortgage/Loan	55.8%
Owned Free and Clear	15.1%
Renter Occupied	29.0%
2021 Affordability, Mortgage and Wealth	
Housing Affordability Index	118
Percent of Income for Mortgage	19.4%
Wealth Index	203
2010 Housing Units By Urban/ Rural Status	
Total Housing Units	8,680
Households Inside Urbanized Area	100.0%
Households Inside Urbanized Cluster	0.0%
Rural Housing Units	0.0%
2010 Population By Urban/ Rural Status	
Total Population	22,565
Population Inside Urbanized Area	100.0%
Population Inside Urbanized Cluster	0.0%
Rural Population	0.0%

Data Note: Households with children include any households with people under age 18, related or not. Multigenerational households are families with 3 or more parent-child relationships. Unmarried partner households are usually classified as nonfamily households unless there is another member of the household related to the householder. Multigenerational and unmarried partner households are reported only to the tract level. Esri estimated block group data, which is used to estimate polygons or non-standard geography.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2021 and 2026 Esri converted Census 2000 data into 2010 geography.

April 06, 2022



Community Profile

Fairfax City, VA
 Fairfax City, VA (5126496)
 Geography: Place

Prepared by Esri

		Fairfax city,...
Top 3 Tapestry Segments		
1.		Pleasantville (2B)
2.		Enterprising Professionals (2D)
3.		City Lights (8A)
2021 Consumer Spending		
Apparel & Services: Total \$		\$30,105,545
Average Spent		\$3,410.62
Spending Potential Index		161
Education: Total \$		\$29,428,776
Average Spent		\$3,333.95
Spending Potential Index		193
Entertainment/Recreation: Total \$		\$45,201,273
Average Spent		\$5,120.80
Spending Potential Index		159
Food at Home: Total \$		\$75,503,640
Average Spent		\$8,553.71
Spending Potential Index		157
Food Away from Home: Total \$		\$53,986,691
Average Spent		\$6,116.09
Spending Potential Index		161
Health Care: Total \$		\$81,498,894
Average Spent		\$9,232.91
Spending Potential Index		148
HH Furnishings & Equipment: Total \$		\$31,872,054
Average Spent		\$3,610.75
Spending Potential Index		160
Personal Care Products & Services: Total \$		\$12,742,093
Average Spent		\$1,443.54
Spending Potential Index		161
Shelter: Total \$		\$307,221,748
Average Spent		\$34,804.77
Spending Potential Index		173
Support Payments/Cash Contributions/Gifts in Kind: Total		\$31,416,332
Average Spent		\$3,559.12
Spending Potential Index		149
Travel: Total \$		\$38,569,674
Average Spent		\$4,369.51
Spending Potential Index		173
Vehicle Maintenance & Repairs: Total \$		\$14,303,269
Average Spent		\$1,620.40
Spending Potential Index		146

Data Note: Consumer spending shows the amount spent on a variety of goods and services by households that reside in the area. Expenditures are shown by broad budget categories that are not mutually exclusive. Consumer spending does not equal business revenue. Total and Average Amount Spent Per Household represent annual figures. The Spending Potential Index represents the amount spent in the area relative to a national average of 100.

Source: Consumer Spending data are derived from the 2018 and 2019 Consumer Expenditure Surveys, Bureau of Labor Statistics. Esri.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2021 and 2026 Esri converted Census 2000 data into 2010 geography.

April 06, 2022



Business Summary

Fairfax County, VA
 Fairfax County, VA (51059)
 Geography: County

Prepared by Esri

Data for all businesses in area		Fairfax Count...			
Total Businesses:		37,108			
Total Employees:		572,157			
Total Residential Population:		1,140,784			
Employee/Residential Population Ratio (per 100 Residents)		50			
		Businesses		Employees	
by SIC Codes		Number	Percent	Number	Percent
Agriculture & Mining		495	1.3%	6,174	1.1%
Construction		2,168	5.8%	25,797	4.5%
Manufacturing		576	1.6%	16,134	2.8%
Transportation		658	1.8%	8,359	1.5%
Communication		430	1.2%	9,450	1.7%
Utility		49	0.1%	562	0.1%
Wholesale Trade		644	1.7%	9,900	1.7%
Retail Trade Summary		6,056	16.3%	111,492	19.5%
Home Improvement		281	0.8%	5,217	0.9%
General Merchandise Stores		149	0.4%	8,906	1.6%
Food Stores		559	1.5%	13,738	2.4%
Auto Dealers, Gas Stations, Auto Aftermarket		472	1.3%	10,714	1.9%
Apparel & Accessory Stores		406	1.1%	5,131	0.9%
Furniture & Home Furnishings		598	1.6%	8,253	1.4%
Eating & Drinking Places		2,223	6.0%	38,428	6.7%
Miscellaneous Retail		1,368	3.7%	21,105	3.7%
Finance, Insurance, Real Estate Summary		3,767	10.2%	46,782	8.2%
Banks, Savings & Lending Institutions		828	2.2%	11,513	2.0%
Securities Brokers		543	1.5%	6,388	1.1%
Insurance Carriers & Agents		494	1.3%	4,273	0.7%
Real Estate, Holding, Other Investment Offices		1,902	5.1%	24,608	4.3%
Services Summary		17,013	45.8%	300,896	52.6%
Hotels & Lodging		165	0.4%	9,536	1.7%
Automotive Services		570	1.5%	4,340	0.8%
Motion Pictures & Amusements		1,021	2.8%	13,970	2.4%
Health Services		2,953	8.0%	43,666	7.6%
Legal Services		752	2.0%	6,573	1.1%
Education Institutions & Libraries		803	2.2%	38,907	6.8%
Other Services		10,749	29.0%	183,904	32.1%
Government		372	1.0%	18,933	3.3%
Unclassified Establishments		4,880	13.2%	17,678	3.1%
Totals		37,108	100.0%	572,157	100.0%

Source: Copyright 2021 Data Axle, Inc. All rights reserved. Esri Total Residential Population forecasts for 2021.

Date Note: Data on the Business Summary report is calculated **Esri's Data allocation** which uses census block groups to allocate business summary data to custom areas.

April 06, 2022



Business Summary

Fairfax County, VA
 Fairfax County, VA (51059)
 Geography: County

Prepared by Esri

by NAICS Codes	Businesses		Employees	
	Number	Percent	Number	Percent
Agriculture, Forestry, Fishing & Hunting	30	0.1%	140	0.0%
Mining	12	0.0%	627	0.1%
Utilities	13	0.0%	272	0.0%
Construction	2,405	6.5%	28,863	5.0%
Manufacturing	669	1.8%	13,943	2.4%
Wholesale Trade	621	1.7%	9,793	1.7%
Retail Trade	3,632	9.8%	71,144	12.4%
Motor Vehicle & Parts Dealers	288	0.8%	9,193	1.6%
Furniture & Home Furnishings Stores	278	0.7%	2,613	0.5%
Electronics & Appliance Stores	259	0.7%	5,313	0.9%
Bldg Material & Garden Equipment & Supplies Dealers	280	0.8%	5,215	0.9%
Food & Beverage Stores	433	1.2%	12,481	2.2%
Health & Personal Care Stores	416	1.1%	3,898	0.7%
Gasoline Stations	184	0.5%	1,521	0.3%
Clothing & Clothing Accessories Stores	505	1.4%	5,818	1.0%
Sport Goods, Hobby, Book, & Music Stores	205	0.6%	3,108	0.5%
General Merchandise Stores	149	0.4%	8,906	1.6%
Miscellaneous Store Retailers	481	1.3%	4,149	0.7%
Nonstore Retailers	154	0.4%	8,929	1.6%
Transportation & Warehousing	451	1.2%	7,169	1.3%
Information	1,383	3.7%	33,937	5.9%
Finance & Insurance	1,903	5.1%	22,626	4.0%
Central Bank/Credit Intermediation & Related Activities	826	2.2%	11,398	2.0%
Securities, Commodity Contracts & Other Financial	570	1.5%	6,646	1.2%
Insurance Carriers & Related Activities; Funds, Trusts &	507	1.4%	4,582	0.8%
Real Estate, Rental & Leasing	1,929	5.2%	21,738	3.8%
Professional, Scientific & Tech Services	5,262	14.2%	111,622	19.5%
Legal Services	875	2.4%	7,394	1.3%
Management of Companies & Enterprises	59	0.2%	1,575	0.3%
Administrative & Support & Waste Management &	1,511	4.1%	16,323	2.9%
Educational Services	1,042	2.8%	40,145	7.0%
Health Care & Social Assistance	3,623	9.8%	55,238	9.7%
Arts, Entertainment & Recreation	730	2.0%	14,075	2.5%
Accommodation & Food Services	2,454	6.6%	48,623	8.5%
Accommodation	165	0.4%	9,536	1.7%
Food Services & Drinking Places	2,289	6.2%	39,087	6.8%
Other Services (except Public Administration)	4,132	11.1%	37,760	6.6%
Automotive Repair & Maintenance	415	1.1%	3,340	0.6%
Public Administration	369	1.0%	18,871	3.3%
Unclassified Establishments	4,878	13.1%	17,673	3.1%
Total	37,108	100.0%	572,157	100.0%

Source: Copyright 2021 Data Axle, Inc. All rights reserved. Esri Total Residential Population forecasts for 2021.

Date Note: Data on the Business Summary report is calculated **Esri's Data allocation** which uses census block groups to allocate business summary data to custom areas.

April 06, 2022



Community Profile

Fairfax County, VA
 Fairfax County, VA (51059)
 Geography: County

Prepared by Esri

	Fairfax Count...
Population Summary	
2000 Total Population	969,836
2010 Total Population	1,081,726
2021 Total Population	1,140,784
2021 Group Quarters	10,607
2026 Total Population	1,168,168
2021-2026 Annual Rate	0.48%
2021 Total Daytime Population	1,167,709
Workers	637,211
Residents	530,498
Household Summary	
2000 Households	350,752
2000 Average Household Size	2.74
2010 Households	391,627
2010 Average Household Size	2.74
2021 Households	412,745
2021 Average Household Size	2.74
2026 Households	422,754
2026 Average Household Size	2.74
2021-2026 Annual Rate	0.48%
2010 Families	276,277
2010 Average Family Size	3.22
2021 Families	286,635
2021 Average Family Size	3.24
2026 Families	292,137
2026 Average Family Size	3.25
2021-2026 Annual Rate	0.38%
Housing Unit Summary	
2000 Housing Units	359,450
Owner Occupied Housing Units	69.2%
Renter Occupied Housing Units	28.4%
Vacant Housing Units	2.4%
2010 Housing Units	407,998
Owner Occupied Housing Units	66.7%
Renter Occupied Housing Units	29.3%
Vacant Housing Units	4.0%
2021 Housing Units	427,475
Owner Occupied Housing Units	64.5%
Renter Occupied Housing Units	32.0%
Vacant Housing Units	3.4%
2026 Housing Units	438,806
Owner Occupied Housing Units	64.4%
Renter Occupied Housing Units	31.9%
Vacant Housing Units	3.7%
Median Household Income	
2021	\$125,986
2026	\$138,273
Median Home Value	
2021	\$604,149
2026	\$649,083
Per Capita Income	
2021	\$62,394
2026	\$68,262
Median Age	
2010	37.3
2021	39.3
2026	40.1

Data Note: Household population includes persons not residing in group quarters. Average Household Size is the household population divided by total households. Persons in families include the householder and persons related to the householder by birth, marriage, or adoption. Per Capita Income represents the income received by all persons aged 15 years and over divided by the total population.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2021 and 2026 Esri converted Census 2000 data into 2010 geography.

April 06, 2022



Community Profile

Fairfax County, VA
 Fairfax County, VA (51059)
 Geography: County

Prepared by Esri

	Fairfax Count...
2021 Households by Income	
Household Income Base	412,741
<\$15,000	3.8%
\$15,000 - \$24,999	2.8%
\$25,000 - \$34,999	3.4%
\$35,000 - \$49,999	6.5%
\$50,000 - \$74,999	10.5%
\$75,000 - \$99,999	11.0%
\$100,000 - \$149,999	19.4%
\$150,000 - \$199,999	15.4%
\$200,000+	27.2%
Average Household Income	\$172,322
2026 Households by Income	
Household Income Base	422,750
<\$15,000	3.1%
\$15,000 - \$24,999	2.3%
\$25,000 - \$34,999	3.0%
\$35,000 - \$49,999	5.8%
\$50,000 - \$74,999	9.5%
\$75,000 - \$99,999	10.5%
\$100,000 - \$149,999	19.1%
\$150,000 - \$199,999	17.2%
\$200,000+	29.5%
Average Household Income	\$188,499
2021 Owner Occupied Housing Units by Value	
Total	275,751
<\$50,000	0.6%
\$50,000 - \$99,999	0.2%
\$100,000 - \$149,999	0.3%
\$150,000 - \$199,999	1.0%
\$200,000 - \$249,999	1.9%
\$250,000 - \$299,999	2.7%
\$300,000 - \$399,999	10.4%
\$400,000 - \$499,999	17.5%
\$500,000 - \$749,999	37.1%
\$750,000 - \$999,999	18.1%
\$1,000,000 - \$1,499,999	6.8%
\$1,500,000 - \$1,999,999	1.9%
\$2,000,000 +	1.5%
Average Home Value	\$672,420
2026 Owner Occupied Housing Units by Value	
Total	282,633
<\$50,000	0.1%
\$50,000 - \$99,999	0.0%
\$100,000 - \$149,999	0.1%
\$150,000 - \$199,999	0.4%
\$200,000 - \$249,999	1.0%
\$250,000 - \$299,999	1.7%
\$300,000 - \$399,999	7.6%
\$400,000 - \$499,999	15.5%
\$500,000 - \$749,999	39.5%
\$750,000 - \$999,999	21.8%
\$1,000,000 - \$1,499,999	8.2%
\$1,500,000 - \$1,999,999	2.2%
\$2,000,000 +	1.8%
Average Home Value	\$724,273

Data Note: Income represents the preceding year, expressed in current dollars. Household income includes wage and salary earnings, interest dividends, net rents, pensions, SSI and welfare payments, child support, and alimony.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2021 and 2026 Esri converted Census 2000 data into 2010 geography.

April 06, 2022



Community Profile

Fairfax County, VA
Fairfax County, VA (51059)
Geography: County

Prepared by Esri

	Fairfax Count...
2010 Population by Age	
Total	1,081,726
0 - 4	6.7%
5 - 9	6.7%
10 - 14	6.7%
15 - 24	11.8%
25 - 34	14.7%
35 - 44	15.3%
45 - 54	16.2%
55 - 64	12.2%
65 - 74	5.8%
75 - 84	2.8%
85 +	1.2%
18 +	75.7%
2021 Population by Age	
Total	1,140,784
0 - 4	5.7%
5 - 9	6.3%
10 - 14	7.0%
15 - 24	11.8%
25 - 34	12.9%
35 - 44	14.4%
45 - 54	13.6%
55 - 64	13.5%
65 - 74	9.4%
75 - 84	4.1%
85 +	1.5%
18 +	77.2%
2026 Population by Age	
Total	1,168,168
0 - 4	5.7%
5 - 9	6.0%
10 - 14	6.2%
15 - 24	11.4%
25 - 34	13.3%
35 - 44	14.5%
45 - 54	13.2%
55 - 64	12.6%
65 - 74	10.0%
75 - 84	5.4%
85 +	1.7%
18 +	78.3%
2010 Population by Sex	
Males	534,310
Females	547,416
2021 Population by Sex	
Males	564,262
Females	576,522
2026 Population by Sex	
Males	577,484
Females	590,684

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2021 and 2026 Esri converted Census 2000 data into 2010 geography.

April 06, 2022



Community Profile

Fairfax County, VA
 Fairfax County, VA (51059)
 Geography: County

Prepared by Esri

	Fairfax Count...
2010 Population by Race/Ethnicity	
Total	1,081,726
White Alone	62.7%
Black Alone	9.2%
American Indian Alone	0.4%
Asian Alone	17.5%
Pacific Islander Alone	0.1%
Some Other Race Alone	6.1%
Two or More Races	4.1%
Hispanic Origin	15.6%
Diversity Index	68.2
2021 Population by Race/Ethnicity	
Total	1,140,784
White Alone	57.0%
Black Alone	10.3%
American Indian Alone	0.3%
Asian Alone	20.6%
Pacific Islander Alone	0.1%
Some Other Race Alone	6.7%
Two or More Races	5.1%
Hispanic Origin	17.1%
Diversity Index	72.9
2026 Population by Race/Ethnicity	
Total	1,168,168
White Alone	54.2%
Black Alone	10.7%
American Indian Alone	0.3%
Asian Alone	22.2%
Pacific Islander Alone	0.1%
Some Other Race Alone	7.1%
Two or More Races	5.5%
Hispanic Origin	18.1%
Diversity Index	75.0
2010 Population by Relationship and Household Type	
Total	1,081,726
In Households	99.1%
In Family Households	85.0%
Householder	25.5%
Spouse	20.8%
Child	30.5%
Other relative	5.4%
Nonrelative	2.7%
In Nonfamily Households	14.2%
In Group Quarters	0.9%
Institutionalized Population	0.3%
Noninstitutionalized Population	0.6%

Data Note: Persons of Hispanic Origin may be of any race. The Diversity Index measures the probability that two people from the same area will be from different race/ethnic groups.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2021 and 2026 Esri converted Census 2000 data into 2010 geography.

April 06, 2022



Community Profile

Fairfax County, VA
 Fairfax County, VA (51059)
 Geography: County

Prepared by Esri

	Fairfax Count...
2021 Population 25+ by Educational Attainment	
Total	790,832
Less than 9th Grade	3.6%
9th - 12th Grade, No Diploma	3.2%
High School Graduate	11.0%
GED/Alternative Credential	1.2%
Some College, No Degree	12.0%
Associate Degree	5.6%
Bachelor's Degree	31.5%
Graduate/Professional Degree	31.8%
2021 Population 15+ by Marital Status	
Total	925,086
Never Married	32.6%
Married	56.0%
Widowed	4.0%
Divorced	7.4%
2021 Civilian Population 16+ in Labor Force	
Civilian Population 16+	636,625
Population 16+ Employed	94.7%
Population 16+ Unemployment rate	5.3%
Population 16-24 Employed	10.2%
Population 16-24 Unemployment rate	11.6%
Population 25-54 Employed	63.5%
Population 25-54 Unemployment rate	4.6%
Population 55-64 Employed	18.8%
Population 55-64 Unemployment rate	4.3%
Population 65+ Employed	7.5%
Population 65+ Unemployment rate	4.0%
2021 Employed Population 16+ by Industry	
Total	603,143
Agriculture/Mining	0.1%
Construction	5.9%
Manufacturing	2.5%
Wholesale Trade	1.0%
Retail Trade	7.0%
Transportation/Utilities	3.6%
Information	2.2%
Finance/Insurance/Real Estate	7.2%
Services	58.1%
Public Administration	12.4%
2021 Employed Population 16+ by Occupation	
Total	603,143
White Collar	78.6%
Management/Business/Financial	27.2%
Professional	36.2%
Sales	7.0%
Administrative Support	8.1%
Services	11.4%
Blue Collar	10.0%
Farming/Forestry/Fishing	0.1%
Construction/Extraction	3.5%
Installation/Maintenance/Repair	1.4%
Production	1.4%
Transportation/Material Moving	3.7%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2021 and 2026 Esri converted Census 2000 data into 2010 geography.

April 06, 2022



Community Profile

Fairfax County, VA
 Fairfax County, VA (51059)
 Geography: County

Prepared by Esri

	Fairfax Count...
2010 Households by Type	
Total	391,627
Households with 1 Person	22.7%
Households with 2+ People	77.3%
Family Households	70.5%
Husband-wife Families	57.4%
With Related Children	29.0%
Other Family (No Spouse Present)	13.2%
Other Family with Male	3.9%
With Related Children	1.9%
Other Family with Female	9.2%
With Related Children	5.5%
Nonfamily Households	6.7%
All Households with Children	36.8%
Multigenerational Households	3.9%
Unmarried Partner Households	4.3%
Male-female	3.6%
Same-sex	0.7%
2010 Households by Size	
Total	391,627
1 Person Household	22.7%
2 Person Household	31.1%
3 Person Household	17.6%
4 Person Household	16.3%
5 Person Household	7.2%
6 Person Household	2.9%
7 + Person Household	2.2%
2010 Households by Tenure and Mortgage Status	
Total	391,627
Owner Occupied	69.5%
Owned with a Mortgage/Loan	58.8%
Owned Free and Clear	10.7%
Renter Occupied	30.5%
2021 Affordability, Mortgage and Wealth	
Housing Affordability Index	111
Percent of Income for Mortgage	20.2%
Wealth Index	223
2010 Housing Units By Urban/ Rural Status	
Total Housing Units	407,998
Households Inside Urbanized Area	98.7%
Households Inside Urbanized Cluster	0.0%
Rural Housing Units	1.3%
2010 Population By Urban/ Rural Status	
Total Population	1,081,726
Population Inside Urbanized Area	98.6%
Population Inside Urbanized Cluster	0.0%
Rural Population	1.4%

Data Note: Households with children include any households with people under age 18, related or not. Multigenerational households are families with 3 or more parent-child relationships. Unmarried partner households are usually classified as nonfamily households unless there is another member of the household related to the householder. Multigenerational and unmarried partner households are reported only to the tract level. Esri estimated block group data, which is used to estimate polygons or non-standard geography.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2021 and 2026 Esri converted Census 2000 data into 2010 geography.

April 06, 2022



Community Profile

Fairfax County, VA
 Fairfax County, VA (51059)
 Geography: County

Prepared by Esri

	Fairfax Count...
Top 3 Tapestry Segments	
1.	Enterprising Professionals (2D)
2.	Top Tier (1A)
3.	Urban Chic (2A)
2021 Consumer Spending	
Apparel & Services: Total \$	\$1,599,966,786
Average Spent	\$3,876.41
Spending Potential Index	183
Education: Total \$	\$1,516,140,925
Average Spent	\$3,673.31
Spending Potential Index	213
Entertainment/Recreation: Total \$	\$2,369,923,444
Average Spent	\$5,741.86
Spending Potential Index	178
Food at Home: Total \$	\$3,949,433,894
Average Spent	\$9,568.70
Spending Potential Index	176
Food Away from Home: Total \$	\$2,865,732,093
Average Spent	\$6,943.11
Spending Potential Index	183
Health Care: Total \$	\$4,279,006,614
Average Spent	\$10,367.19
Spending Potential Index	166
HH Furnishings & Equipment: Total \$	\$1,680,329,454
Average Spent	\$4,071.11
Spending Potential Index	181
Personal Care Products & Services: Total \$	\$671,668,994
Average Spent	\$1,627.32
Spending Potential Index	181
Shelter: Total \$	\$15,905,912,735
Average Spent	\$38,536.90
Spending Potential Index	191
Support Payments/Cash Contributions/Gifts in Kind: Total	\$1,693,811,972
Average Spent	\$4,103.77
Spending Potential Index	172
Travel: Total \$	\$2,014,536,636
Average Spent	\$4,880.83
Spending Potential Index	193
Vehicle Maintenance & Repairs: Total \$	\$763,917,111
Average Spent	\$1,850.82
Spending Potential Index	167

Data Note: Consumer spending shows the amount spent on a variety of goods and services by households that reside in the area. Expenditures are shown by broad budget categories that are not mutually exclusive. Consumer spending does not equal business revenue. Total and Average Amount Spent Per Household represent annual figures. The Spending Potential Index represents the amount spent in the area relative to a national average of 100.

Source: Consumer Spending data are derived from the 2018 and 2019 Consumer Expenditure Surveys, Bureau of Labor Statistics. Esri.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2021 and 2026 Esri converted Census 2000 data into 2010 geography.

April 06, 2022

GLOSSARY

Absorption Period—The number of months necessary to rent a specific number of units. If over 12 months, the absorption period is adjusted to reflect replacement for turnover (see *aggregate absorption* and *net absorption*).

Absorption Rate—The number of units expected to be rented per month.

Activities of Daily Living—The tasks of everyday life. These activities include ambulation, eating, dressing, getting into or out of a bed or chair, taking a bath or shower, and using the toilet. Residents in assisted-living typically require help with one or more of these activities (also see *instrumental activities of daily living*).

Adjusted Rents—Rents which have been adjusted to reflect the utilities to be paid by the tenant based on the housing utility allowance from the local housing authority. This allows all rents to be compared using the same standard.

Aesthetic Amenities (Curbside Appeal)—Used as part of the comparability rating, this factor assigns a point value to a project's physical appeal to potential tenants. Included in this rating are an evaluation of grounds appearance and landscaping, quality of maintenance, and quality of architecture and design.

Aggregate Absorption—The total number of units absorbed by a subject site without accounting for turnover.

Adult Group or Family Homes—See *Assisted-Living Licensure*

Assisted-Living—Living option that provides personal assistance with some activities of daily living, such as bathing, dressing, and walking. Residents must be ambulatory and not in chronic need of assistance. Assisted-living facilities are not "mini" nursing homes, nor are they intended to provide nursing care. They can provide occasional assistance for residents who are ambulatory and mentally alert. Monthly fees generally include shelter, meals, housekeeping, laundry service, assistance with medication management, some utilities, and personal assistance.

Assisted-Living Licensure—States license assisted-living facilities to provide greater levels of care and better quality for their residents. Licensing standards and terminology vary from state to state.

Capture Rate—A comparison between the numbers of units at a specific project to the potential resident base.



Community Fee—See *Entrance Fee*

Comparable Market Rent—The amount a potential renter would expect to pay for the subject unit without income restrictions given current and projected market conditions. Comparable market rent is based on a trend-line analysis for the market area. Factors influencing a property’s potential to achieve the comparable market rent include the number of units at that rent, the step-up base at that rent level and the age and condition of the property and its competitors. See *Market-Driven Rent*

Comparability Rating—A factor used to determine the relative competitiveness of any given multifamily project. This rating is established based on a scale developed by Danter and Associates, LLC that assigns point values to a project's unit amenities, project amenities, and overall aesthetic rating (curbside appeal).

Congregate Care—Former industry term for *independent-living*

Continuing Care Retirement Community (CCRC)—A campus environment that accommodates independent-living, assisted-living, and skilled nursing care in one location. Persons residing in the independent-living generally receive priority over nonresidents for entrance into the on-site assisted-living and nursing home facilities. Also called Life Plan or Life Care Communities.

Contract Rent—See *street rent*.

Conventional Apartment—Rental multifamily unit, typically in a building of 24 units or greater, that was built as multifamily or converted to multifamily by adaptive reuse.

Cooperative—A type of multifamily housing in which each household has an ownership stake in the community. A cooperative will usually involve a purchase or “buy-in” of the unit, and decisions affecting the community are typically made by majority votes of unit holders. Unit holders also share in the project’s equity. Government subsidized units typically involve very low cost buy-ins and low rents geared towards low-income households.

Daily Fee—Senior housing often charges by the day, unlike other rental unit types which charge by the month. Danter and Associates, LLC, adjusts all senior property rents to a monthly fee for comparison

Density—The number of units per acre.

Economic Vacancy—An existing unit that is not collecting book rent. Economic vacancies include manager's units, model units, units undergoing renovation, units being prepared for occupancy, and units being discounted. Danter and Associates, LLC, determines vacancies based on a *market vacancy* standard (see *vacancy*).



Effective Market Area (EMA)SM—The geographic area from which a proposed development is expected to draw between 60% and 70% of its support. Also the area from which an existing project actually draws 60% to 70% of its support. An EMA is determined based on the area's demographic and socioeconomic characteristics, mobility patterns, existing geographic features (i.e. a river, mountain, or freeway), and interviews with area apartment managers, planners and real estate professionals.

Empty-Nester—An older adult (age 55 or over). Typically, households in this age group contain no children under 18.

Entrance Fee—An advance payment to a retirement housing property, typically for entry into *independent-living*. A *CCRC* may require fees of \$100,000 or greater to ensure that the resident will be provided with long-term shelter and care should a resident's ability to pay runs out. Facilities which charge a smaller fee at entrance typically call it a *community fee*, which is typically applied to the work necessary to prepare a unit for occupancy.

Entry Impact—A prospective tenant's perception of a unit's spaciousness on entering a unit; a first impression.

External Mobility—Households moving to an area from outside the market area.

Fair Market Rent—The maximum chargeable gross rent in an area for projects participating in the HUD Section 8 program. Determined by HUD.

Field Survey—The process of visiting existing developments as part of the information-gathering process. Each project listed in this survey has been visited on-site by an analyst employed by Danter and Associates, LLC unless specified otherwise. Also the name of the section detailing information gathered during the field trip.

Garden Unit—A multifamily unit with living and sleeping space all on a single floor. May be in a multistory building.

Government Subsidized—Units for which all or part of the rent or operating expenses are paid for directly by a government agency. Government subsidy programs include HUD Sections 8 and 236, Rural Development Section 515, and other programs sponsored by local housing authorities or agencies. Typically, tenants are charged a percentage of their income (usually 30%) as rent if they are unable to pay the full cost of a unit.

Gross Rent—Rent paid for a unit adjusted to include all utilities.

SM Service Mark of Danter and Associates, LLC



Historic Tax Credit—Program which gives income tax credits to investors who restore old or historic buildings in designated areas. This is a separate program from the low-income housing Tax Credit program (see *Tax Credit*).

Home Health Agencies (HHA)—An organization employing nurses and aides to provide nursing services or assistance with activities of daily living to patients in their own home. Increasingly, *independent-living* properties are offering assistance to residents through an independent HHA.

HUD—The United States Department of Housing and Urban Development. The primary agency for sponsoring subsidized housing in the United States, particularly in urban areas.

Independent-Living—Generally represents apartment living in a communal setting, which includes meals in a community dining room, housekeeping, laundry service, a social program, and targeted services. Increasingly, independent-living facilities are offering a *la carte* assisted-living services through third party home *health agencies*.

HUD Section 8 Voucher—A government subsidized housing program administered by local public housing agencies through which income-qualified tenants can use government subsidies to reside at any project which meets certain qualifications. Qualified households pay 30% of adjusted income or 10% of gross income, whichever is greater. Government subsidies pay the housing unit owner the difference between what the qualified household pays and the area Payment Standard. Voucher holders may choose housing that rents for more than the area Payment Standard, but they will be responsible for paying the difference between the charged rent and the Payment Standard.

Instrumental Activities of Daily Living—activities/skills related to the capacity of a person to independently maintain a household. These activities include preparing meals, managing money, shopping, doing housework, and using a telephone.

Internal Mobility—Households moving within the same market area.

Level of Care Fees—Rates charged above the base fee for additional assistance care in an assisted-living facility.

Market-Driven Rent—The rent for a unit with a given comparability rating as determined by the trend-line analysis. (See *Comparable Market Rent*)

Market Vacancy—See *vacancy*.



Maximum Allowable Income—The highest income a household can make and be eligible for the Tax Credit program. The maximum allowable income is set at income allocation for each project (30% to 60%).

Median Rent—The midpoint in the range of rents for a unit type at which exactly half of the units have higher rents and half have lower rents.

Medicaid—A state administered program that provides for the certification of nursing facilities and intermediate care facilities for the mentally retarded, as eligible for Medicaid reimbursement payment under Title XIX of the Social Security Act.

Medicare—A federal program that provides for the certification of skilled nursing facilities as eligible for Medicare insurance payment under Title XVIII of the Social Security Act.

Memory Care—Care for patients with Alzheimer’s Disease or other dementia. Memory care units are typically secured to prevent wandering. Typically, facilities typically offer higher ratios of caregivers to residents and provide daily programming to enhance memory skills.

MSA—Metropolitan Statistical Area. Denotes an area associated with an urban area. MSA determinations are made by the Census Bureau based on population and interaction. Nonurban areas included in an MSA are marked by a high rate of commuting and interaction. MSA boundaries are particularly important in determining maximum allowable rents for Tax Credit development (see *PMSA*).

Net Absorption—The total number of units absorbed when accounting for turnover.

Net Rent—The rent paid by a tenant adjusted to assume that the landlord pays for water/sewer service and trash removal and that the tenant pays all other utilities.

Nursing Home—Provides the most constant level of care for older adults/retirees. Shelter, meals, utilities, housekeeping, laundry service, and a social program (adapted to the residents' abilities) are included in the monthly fee. Additionally, 24-hour nursing care is provided. Payment of medication fees is the responsibility of the resident. Also referred to as a *Skilled Nursing Facility* (SNF).

100% Database—When Danter and Associates, LLC conducts a field survey, we attempt to gather data on all of the modern apartments in an EMA. This methodology allows us to examine the market at all price and amenity levels in order to determine step-up support and to use a trend-line analysis to determine market-driven rent for any given amenity level.



Penetration Rate—A comparison between all competitive units or beds to the potential resident base.

PMSA—Primary Metropolitan Statistical Area. Used for Metropolitan Statistical Areas that has been combined with other adjacent MSAs into a larger Consolidated MSA. Each PMSA is defined in the same manner as a standard MSA (see *MSA*).

Private Bed—A unit occupied by a single resident within an assisted-living facility or nursing home.

Private Pay—Nursing home residents that pay for their accommodations through their own estate, rather than through Medicare or Medicaid.

Project Amenity—An amenity that is available for all residents of a community. Project amenities include laundry facilities, swimming pools, clubhouses, fitness centers, playgrounds, etc.

Purpose-Built Student Housing—Rental multifamily units with rents based on individual leases.

Radial Analysis—An analysis focusing on the area within a set distance of a site (usually 1, 3, 5, or 10 miles). Such analyses usually disregard mobility patterns, geographic boundaries, or differences in socioeconomic characteristics which separate one area from another.

Rent Gap—The difference in rent between a unit type and the next-largest unit type. For example, at a project where one-bedroom units rent for \$350 and two-bedroom units rent at \$425, the rent gap is \$75. May also be used to identify premium rents or special amenities.

Replacement Absorption—The number of tenants necessary for a project to attract to counteract the number of tenants who chose to break or not renew their lease.

Rural Development (RD)—The primary agency of the federal government for overseeing government subsidized housing programs in rural areas, primarily through its Section 515 program.

Senior Active Living—In retirement facilities, active living units are typically apartments or cottages where rent does not include meal services, and are often found at a CCRC. Also applies to age-limited market-rate apartments.



Skilled Nursing Care—Generally includes complicated nursing procedures such as chemotherapy, ventilators, complex dressings, and intravenous medications. Skilled nursing facilities are state licensed and may participate in Medicare and Medicaid programs.

Step-Up Support (Or Step-Up Base)—The number of multifamily units existing within the EMA with rents within a specified dollar amount below the proposed rents at a proposed multifamily site. Step-up support is calculated separately for each unit type proposed, and may include units of another, smaller unit type (for example, step-up support for proposed one-bedroom units may include not only one-bedroom units but also studio units).

Step-Down Support—The number of units within a given unit type and comparability rating level but with rents above the proposed rent. This total measures the number of tenants in a market who may be willing to move to a new project that provides a similar or higher level of quality at a lower rent.

Street Rent—The rent quoted by a leasing agent or manager to a prospective tenant, regardless of the utilities included. Also called contract rent.

Tax Credit—Short for the Low-Income Housing Tax Credit program (LIHTC) or IRS Section 42. This program gives investors the opportunity to gain tax credits for investing in multifamily housing for low-to moderate-income households meeting certain income restrictions. This designation does not refer to the Historic Tax Credit program (see historic tax credit).

Townhouse Unit—A multifamily unit with a floor plan of two or more floors. Typically, townhouse floor plans have living areas on the first floor and sleeping areas on the second floor.

Trend-Line Analysis—A mathematical analysis in which each project surveyed is plotted on a scatter diagram using rent by unit type and the project's comparability rating. From this graph a trend-line is identified which identifies the market-driven rent at any given comparability rating level.

Turnover—Units whose tenants choose to break or not renew their lease.

Unit Amenities—Amenities available within an individual unit, or only to individual tenants. For example, a detached garage and external storage are considered unit amenities because they are generally available only to individual tenants.

Unit Type—Based on the number of bedrooms: studio, one-bedroom, two-bedroom, etc.

Upper-Quartile Rents—The rent range including the 25% of units at the high end of the range scale.

Utility Allowance—Adjustment for utilities not included in the rent. The utility allowance is typically determined by the local housing authority and is used to compare all rents on the same standard.

Vacancy—As used by Danter and Associates, a vacancy is a multifamily unit available for immediate occupancy. Manager's units and model units are not counted as vacant units, nor are units that are not rentable due to excessive damage or renovation. This definition of vacancy is often referred to as a *market vacancy* and is different from an *economic vacancy* (see economic vacancy).

Voucher—See *HUD Section 8 Voucher*.

QUALIFICATIONS AND SERVICES

About Danter and Associates, LLC

Danter and Associates, LLC is a national real estate research firm providing market and demographic information for builders, lenders, and developers in a variety of commercial markets.

History

The Danter Company was founded in 1970 by Kenneth Danter and was one of the first firms in the country to specialize in real estate research. The Danter Company completed over 20,000 studies in all 50 states, Canada, Puerto Rico, the Virgin Islands, and Mexico.

The Danter Company closed business operations in June 2016 following Kenneth Danter's retirement. In July 2016, two senior staff members with over 25 years of experience at The Danter Company founded a new, independent company, Danter and Associates, LLC.

Under the leadership of partners Patrick Clark and Terry Hall, Danter and Associates, LLC provides real estate-related research and analysis using the same groundbreaking proprietary methodology developed by The Danter Company.

Overview

Danter and Associates, LLC differs from most firms providing real estate research services in two key ways: real estate research is our only area of specialization, and we hold no financial interest in any of the properties for which we do our research. These principles guarantee that our recommendations are based on the existing and expected market conditions, not on any underlying interests or an effort to sell any of our other services.

Housing-related studies, including multifamily, single-family, condominium, and elderly (assisted-living and congregate care), account for about two-thirds of our assignments. We also conduct evaluations for site-specific developments (hotels, office buildings, historic reuse, resorts, commercial, and recreational projects) and major market overviews (downtown revitalization, high-rise housing, and industrial/economic development).

All our site-specific research is enhanced by over 40 years of extensive proprietary research on housing trends and buyer/renter profiles.

Danter and Associates combination of primary site-specific research with our proprietary research into market trends has led us to pioneer significant market evaluation methodologies, particularly the use of the **100% Database** for all market analyses. This concept is of primary importance to real estate analyses because new developments interact with market-area projects throughout the rent/price continuum—not just with those normally considered “comparable.” Other pioneer methodologies include **Effective Market Area (EMA)SM** analysis, the **Housing Demand Analysis (HDA)SM**, and the **Comparable Rent Analysis**.

ABOUT OUR METHODOLOGY

Overview

Our process begins where it happens: the marketplace. We build the most complete market profile through exhaustive primary research. This information is viewed through the concept of the **Effective Market Area (EMA)SM**, which identifies the smallest area from which a project is likely to draw the most significant amount of support. We also establish a 100% Database from all development within each project's EMA. We then fine-tune our primary research with the highest-quality, most recent and relevant secondary research for maximum validity.

The 100% Database and Other Research Methodologies

Every study conducted by Danter and Associates is based on one simple methodological principle: **The 100% Database**. We believe that the only way to determine market strength is to examine the market at every level, so we gather data on all market area properties, not just "selected" properties that are "comparable." A report based on selected comparables can determine how the market is performing at one price or quality level: the 100% Database determines how the market is performing at all price and quality levels, allowing our analysts to make recommendations that maximize potential support and give the subject property the best opportunity to perform within the overall continuum of housing within the market.

From the 100% Database methodology, we have developed significant research methodologies specific to real estate market feasibility analysis. Because we gather rent and amenity data for all market area properties, we can empirically analyze the relationship between rent/price and level of quality/service. For our multifamily market studies, we have developed a proprietary rating system which allows us to determine a project's **Comparability Rating**, which includes separate ratings for unit amenities, project amenities, and aesthetic amenities/curbside appeal. By plotting the rents and comparability ratings for an area's properties on a scatter graph, we can use regression analysis to determine market-driven rent at any comparability rating level.

The 100% Database also allows us to measure the depth of market support. Our research indicates that most of the support for a new multifamily development typically comes from other apartment renters already within the Effective Market Area. Our previous research has identified the amount of money that renters will typically step-up their rent for a new apartment option that they perceive to be a value within the market. By analyzing this base of **step-up support**, we can quantify the depth of support for new product within the market, as well as offer constructive recommendations to maximize absorption potential.

Proprietary Research and Analytical Support

Once our analysts have obtained the 100% Database in a market area for their project, this information is added to our primary Database on that development type. Our apartment Database alone, for example, contains information on over 12 million units across the US. Data on housing units, condominiums, resorts, offices, and motels is available for recall. In addition, analysts are regularly assigned to update this material in major metropolitan markets. Currently, we have apartment information on 75% of the cities with populations of 250,000 or more. This includes rents, vacancies, year opened, amenities, and quality evaluation.



In addition to our existing database by unit type, we also maintain a significant database of proprietary research conducted by The Danter Company over the last 25+ years.

These data, provided to our project directors as background information for their recommendations, are collected as ongoing proprietary research due to their cost—which is usually prohibitively high for developers on a per-study basis. Several different surveys have been conducted, among which are the following:

- Apartment Mobility/Demographic Characteristics
- Tax Credit Multifamily
- Rural Development Tenant Profile
- Older Adult Housing Surveys
- Office Tenant Profiles
- Downtown Resident Surveys
- Shopping Habits
- Health-Care Office and Consumer Surveys

Every project surveyed by Danter and Associates analysts is photographed for inclusion in our photographic Database. This Database provides a statistical justification of our findings and a visual representation of the entire market. It is used to train our field analysts to evaluate the aesthetic ratings of projects in the field, and for demonstration purposes when consulting with clients. These extensive Databases, combined with our other ongoing research, allow Danter and Associates to develop criteria for present and future development alternatives, and provide our analysts background data to help determine both short and long-range potential for any development type.

PERSONNEL AND TRAINING

Our field analysts have completed an in-house training program on data gathering procedures and have completed several studies supervised by senior field analysts before working solo on field assignments. In addition, all field analysts are supervised throughout the data gathering process by the project director for that study.

All project directors, in addition to training in advanced real estate analysis techniques, have spent time serving as a field analyst in order to better understand the data gathering process, and to better supervise the field analysts in obtaining accurate market information. In addition, our project directors regularly conduct field research in order to stay current or to personally analyze particularly complicated markets.

Danter and Associates, LLC has a highly-skilled production support staff, including demographics retrieval specialists, professional editors, a graphics/mapping specialist, a geographical information systems specialist and secretarial support.

Danter and Associates, LLC has experienced a great deal of stability and continuity, beginning with Mr. Danter's 40+ years in real estate analysis. Many of our senior project directors and support staff team members have worked for the company for over 10 years. This experience gives Danter and Associates the historical perspective necessary to understanding how real estate developments can best survive the market's ups and downs.



OUR PRODUCT AND SERVICES

We conduct several types of real estate research at Danter and Associates, LLC: site-specific market studies, in-house research designed either for publication or as public-service media information, proprietary research provided as supplementary data for our Project Directors, real-estate marketing and marketing analysis, and real estate market consulting services.

Client-Specified Market Studies

Market Feasibility Analyses—Market feasibility studies are based on an **Effective Market Area (EMA)SM** analysis of a **100% Database**. The EMA methodology was developed by Danter and Associates, LLC to determine the smallest geographic area from which a project can expect most of its support. All analyses include a complete area demographic profile. Some of the commercial development analyses we specialize in include the following:

Market-rate/Low Income Housing Tax Credit (LIHTC) Apartments—These studies include the complete 100% Database field survey of existing and proposed area apartments at all rental levels, determination of appropriate unit mix, rent, unit size, and level of amenities, for the proposed development, and expected absorption rate. If necessary, we will also suggest ways to make the proposed community more marketable. We have worked with state housing agencies and national syndicators across the country to ensure that our LIHTC studies comply with their requirements.

Government Subsidized Apartments—Includes all of the above, plus additional demand calculations as required by the presiding government agency

Apartment Repositioning—This study is designed to identify market strategies for underperforming apartment projects. We identify the Effective Market Area based on existing tenants' previous addresses, survey the existing apartment market, shop the project, and evaluate the existing marketing and pricing methods to identify strategies to maximize project performance.

Single-Family Housing—Includes a 100% Database field survey of existing and proposed single-family developments at all price levels, plus a calculation of area demand by price range and an estimated sales rate. We can also identify optimal lot sizes and critique site plans from a marketability standpoint. We also have extensive experience with integrating single-family residential and golf course development.

Hotel/Lodging—Includes a 100% Database field survey of all lodging facilities in the Competitive Market Area, plus area lodging demand calculations, estimated occupancy projections by traveler category, and an analysis of projected room rates.

Condominium Development—Includes a 100% Database field survey of area condominium developments, a demand analysis by price range, an analysis of optimum pricing strategies, and expected sales rate for the proposed development or conversion. We can also identify a project's potential for mixed for-sale/for-rent marketing if requested.

Senior Housing Development—We complete studies for all types of housing designed for seniors, including congregate care, assisted-living, nursing home, and independent-living options. These studies include an estimate of area demand based on a 100% Database field study of the area's existing configuration of elderly-appropriate housing options, an analysis of optimum pricing strategies, and a projected absorption or sales rate.

Recreation—We can conduct analyses for a variety of recreation options, including recreation centers and golf courses. Analyses include 100% Database field survey of comparable development, calculation of demand for additional facilities, and optimal amenity package and pricing.

Resort Development—Resort development studies can include a variety of options as well as integrated lodging or for-sale/for-rent housing development. Analyses will identify demand, sales/absorption/occupancy rate, optimal pricing, and competitive amenity packages.

Conference Center—Conference center feasibility studies typically include a 100% Database field study of existing area meeting space, calculation of demand for additional meeting space, projected occupancy, and optimal amenity package and meeting rental rates.

Office Development—Includes 100% Database field survey of existing and proposed office development, calculation of demand for additional space, projected absorption rate, and optimal pricing strategies.

Retail/Shopping Center—Includes a 100% Database field survey of area retail development, calculation of demand for additional retail development by NAISC Code, and optimal rental rate

Other Analyses Available

Economic-Impact Studies—Economic-impact analysis can determine the dollar effect an industry or organization can have on a community. Our analyses incorporate the Bureau of Economic Analysis' RIMS II methodology for maximum accuracy in determining economic impact.

Survey Research—Although Danter and Associates conducts ongoing in-house surveys, we also conduct surveys on a per-project basis for developers who need to know very specific characteristics of their market. Our staff of survey administrators and analysts can develop, conduct, and produce survey results on any subject, providing general data and detailed crosstabs of any survey subject.

Consulting—In addition to market feasibility study, we are also available for consulting. Whether you need help identifying the best development alternative for your site, need to determine the which markets have development or acquisition opportunities, need help identifying why a property is not performing as expected, or need another real estate-related problem solved, our analysts are available at for consultation, in our offices and at your sites.