

A MARKET FEASIBILITY STUDY OF:
AVONLEA SENIOR
NINE

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AVONLEA SENIOR NINE

24790 Pinebrook Road
Chantilly, Loudoun County, Virginia 20152

Inspection Date: February 23, 2023
Effective Date: February 23, 2023
Report Date: March 15, 2023

Prepared for:
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Assignment Code: 10319512

Prepared by:
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March 15, 2023

Brian Goggin
Arlington Partnership for Affordable Housing (APAH)
4318 N Carlin Springs Rd
Arlington, VA 22203

Re: Market Study for Avonlea Senior Nine
24790 Pinebrook Road
Chantilly, Loudoun County, Virginia 20152

Dear Brian Goggin:

At your request, Novogradac & Company doing business under the brand name Novogradac Consulting (Novogradac), has performed a study of the multifamily rental market in the Chantilly, Loudoun County, Virginia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project.

The purpose of this market study is to assess the viability of Avonlea Senior Nine ("Subject"). The Subject is the 9% portion of a 9%/4% twinning LIHTC overall Phase I development. The Subject component will consist of 65 age-restricted units restricted to households ages 62 and over earning 30, 50, and 60 percent of the AMI, or less. The overall Phase I development will be a 130-unit affordable senior development, with the 9% and 4% portions offering 65 units each. The overall Phase I development is the first phase of a two-phase larger overall development. The larger overall development will consist of 277 total units in two separate residential buildings. The Subject will be 65 of the 130 total age-restricted affordable units in the first phase in one building, and the second phase will consist of 147 family affordable units in a second building. We previously completed an appraisal for the overall 130-unit Phase I development of the Subject and a market study for Avonlea Senior Four (4% portion of Phase I) in November 2022. We have completed no additional prior work on the Subject within the last three years. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions.

The scope of this report meets the requirements of Virginia Housing and includes the following:

- Inspecting the site of the Subject, and its general location.
- Analyzing the appropriateness of the proposed unit mix, rent levels, unit and complex amenities, and site.
- Estimating the market rents, absorption rates and stabilized occupancy levels for the market area.
- Investigating the general economic health and conditions of the multifamily rental market.
- Complete a by-bedroom capture rate analysis that analyzes the level of potential income eligible tenants in the primary market area. Calculation of penetration rate.
- Reviewing relevant public records and contacting appropriate public agencies.
- Brief analysis of the economic and social conditions in the market area, in relation to the proposed project.
- Establishing the Subject's Primary and Secondary Market Area(s), if applicable.
- Surveying competing projects, both LIHTC and market-rate.

Novogradac adheres to the market study guidelines promulgated by the National Council of Housing Market Analysts (NCHMA). NCHMA is a professional organization chartered to promote the development of high-quality market analysis for the affordable housing industry. Novogradac is a charter member of this organization. NCHMA has compiled model content standards for market studies. This report, which Novogradac certifies as a NCHMA-compliant comprehensive market analysis full narrative report, conforms to those standards; any slight modifications or departures from those standards are considered incidental. Novogradac is a

disinterested third party. The report and the conclusions are subject to the Assumptions and Limiting Conditions attached.

This report contains, to the fullest extent possible and practical, explanations of the data, reasoning, and analyses that were used to develop the opinions contained herein. The depth of discussion contained in the report is specific to the needs of the client.

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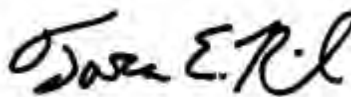
Arlington Partnership for Affordable Housing (APAH) is the client in this engagement and intended user of this report. The Stated Purpose of this assignment is for application purposes. You agree not to use the Report other than for the Stated Purpose, and you agree to indemnify us for any claims, damages, or losses that we may incur as the result of your use of the Report for other than the Stated Purpose. Without limiting the general applicability of this paragraph, under no circumstances may the Report be used in advertisements, solicitations and/or any form of securities offering. As our client, Arlington Partnership for Affordable Housing (APAH) owns this report and permission must be granted from them before another third party can use this document. We assume that by reading this report another third party has accepted the terms of the original engagement letter including scope of work and limitations of liability. We are prepared to modify this document to meet any specific needs of the potential uses under a separate agreement. This report conforms to the Virginia Housing guidelines.

The authors of this report certify that we are not part of the development team, owner of the Subject property, general contractor, nor are we affiliated with any member of the development team engaged in the development of the Subject property or the development's partners or intended partners. Please do not hesitate to contact us if there are any questions regarding the report or if Novogradac can be of further assistance. It has been our pleasure to assist you with this project.

Respectfully submitted,
Novogradac



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A. EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

Subject Site Location:

The Subject site is located at 24790 Pinebrook Road in Chantilly, Loudoun County, Virginia 20152. The site outlined in red below is the site for the 130-unit overall Phase I development of which the Subject is the 9% portion. This parcel has not been subdivided between the 4% and 9% portions of Phase I. The blue outline represents the site for Phase II of the larger overall development. The portion of the site south of Tall Cedars Parkway will remain as vacant land.



Source: Google Maps, March 2023

Surrounding Land Uses:

Directly north of the Subject site is vacant land and US Highway 50. The vacant land directly north of the Subject site is proposed to be developed with a continuing care/assisted living facility. Farther north is the Dulles Landing shopping center, consisting of a Walmart Supercenter, restaurants, and department stores. Directly east of the Subject site is vacant land followed by the South Riding Market Square shopping center, which offers a Home Depot, Giant Food, restaurants, and other retail stores. Farther east are additional commercial/retail uses along US Highway 50. Directly south of the Subject site is vacant land across Tall Cedars Parkway. Farther south are single-family homes in good condition, as well as Dulles South Recreation and Community Center and South Riding Center Park. Directly west of the Subject site is a vacant parcel that will be developed into the second phase of the Subject's larger overall

development. Phase II of the Subject's larger overall development will offer 147 affordable units targeted towards family households and is expected to be delivered a year or two following the completion of the Subject. The vacant land directly to the west of the Phase II site is proposed to be developed with office and commercial/retail uses. Farther west are medical offices, an urgent care facility, and a CVS Pharmacy, followed by multiple landscaping centers.

Site Description:

The overall Subject site is irregular in shape and has access to Tall Cedars Parkway. The overall site for the 130-unit Phase I development consists of a 4.64-acre portion north of Tall Cedars Parkway and a 1.68-acre portion south of Tall Cedars Parkway, for a total of 6.32 acres or 275,299 square feet. However, the 1.68-acre portion will not be developed and will remain as vacant land according to the client. The Phase I parcel has not been subdivided between the 4% and 9% portions of Phase I. The site exhibits level topography and is not located in a floodplain. Upon completion, the overall Subject site will be improved with one five-story elevator-serviced midrise residential building and off-street parking.

Scope of Construction:

The proposed Subject will be new construction. The proposed Subject is anticipated to begin construction in August 2024 and be completed in February 2026. The overall Subject will be improved with one five-story elevator-serviced midrise residential building and off-street parking.

Proposed Rents:

The following table details the proposed rents for the Subject's units.

PROPOSED RENTS

Unit Type	Unit Size (SF)	# Units	Contract Rent	Asking Rent	Utility Allowance*	Gross Rent	2022 LIHTC Maximum Allowable Gross Rent	2022 HUD Fair Market Rent
@30%								
1BR/1BA	694	5	-	\$724	\$77	\$801	\$801	\$1,567
2BR/2BA	1,045	2	-	\$865	\$95	\$960	\$960	\$1,785
@50%								
1BR/1BA	682	18	-	\$1,258	\$77	\$1,335	\$1,335	\$1,567
@50% (PBV)								
1BR/1BA	694	6	\$2,037	\$2,037	\$103	\$2,140	\$1,335	\$1,567
2BR/2BA	1,162	2	\$2,310	\$2,310	\$130	\$2,440	\$1,601	\$1,785
@60%								
1BR/1BA	690	28	-	\$1,525	\$77	\$1,602	\$1,602	\$1,567
2BR/2BA	1,162	4	-	\$1,826	\$95	\$1,921	\$1,921	\$1,785
Total		65						

*Source of Utility Allowance provided by the Developer

The Subject is a proposed senior LIHTC property that will offer a total of 65 units, all of which units will be revenue-generating. The Subject's rents at the 30, 50, and 60 percent of AMI levels are set at the maximum allowable rents. Additionally, eight of the Subject's units will benefit from project-based vouchers (PBV), where tenants pay 30 percent of their income towards rent. If the Subject were to lose its subsidy, the rents would need to be reduced to within LIHTC limits.

Target Household Income Levels: Based on the proposed unit mix and rent levels, the range of annual household income levels is depicted below.

INCOME LIMITS - AS PROPOSED

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@30%		@50%		@50% (PBV)		@60%	
1BR	\$24,030	\$34,170	\$40,050	\$56,950	\$0	\$56,950	\$48,060	\$68,340
2BR	\$28,800	\$34,170	-	-	\$0	\$56,950	\$57,630	\$68,340

INCOME LIMITS - ABSENT SUBSIDY

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@30%		@50%		@60%	
1BR	\$24,030	\$34,170	\$40,050	\$56,950	\$48,060	\$68,340
2BR	\$28,800	\$34,170	\$48,030	\$56,950	\$57,630	\$68,340

Economic Conditions

Employment in the PMA is concentrated in prof/scientific/tech services, public administration, and healthcare/social assistance, which collectively comprise 45.5 percent of local employment. The large share of PMA employment in the healthcare/social assistance and public administration sectors is notable as these industries are historically stable, and tend to exhibit greater resilience during economic downturns. Relative to the nation, the PMA features comparatively greater employment in the prof/scientific/tech services, public administration, and finance/insurance industries. Conversely, the PMA is underrepresented in the healthcare/social assistance, manufacturing, and retail trade sectors. Employment in the MSA declined sharply by 5.7 percent in 2020 amid the pandemic, similar to the overall nation. Total employment in the MSA currently remains below the pre-COVID level reached in 2019. As of December 2022, employment in the MSA is increasing at an annualized rate of 1.0 percent, compared to 2.0 percent growth across the nation.

Primary Market Area

We determined the Primary Market Area (PMA) based on our conversations with local market participants including property managers, as well as our physical inspection of the market. The PMA is generally defined as the communities of Chantilly, South Riding, Stone Ridge, Conklin, Schneider Crossroads, Arcola, Brambleton, Dulles, and Ashburn. The PMA boundaries are: State Route 7 to the north; State Route 28 to the east; Interstate 66, US Highway 29, and Sudley Road to the south; and US Highway 15 to the west. The PMA encompasses approximately 169 square miles. We believe that additional support will originate from areas outside of the established PMA. We estimate a leakage of 35 percent. We concluded to a high leakage percentage given the fact that demand calculations do not take into account former homeowners. Former homeowners are typically a significant portion of tenants at senior properties, as supported by our interview with Forest Glen Phase II a senior LIHTC comparable that reported that approximately 20 percent of tenants are former homeowners. Forest Glen Phase II also reported that tenants come from outside the area. Additionally, the contact at Westfield Village Apartments, a family market rate comparable, also reported that the majority of tenants move from outside the region.

Demographic Data

Population in the PMA increased at an annualized rate of 14.9 percent between 2010 and 2022, compared to growth of 5.2 percent in the MSA and 3.5 percent across the nation. The percentage of senior renter households in the PMA rose between 2010 and 2022 and is estimated to be 19 percent as of 2022. This is less than the estimated 24 percent senior renter households across the overall nation. The median income in the PMA as of 2022 is above the MSA and overall nation. According to ESRI demographic projections, population, household, and median income levels are all expected to rise through 2027. Overall, the

combination of rising population and median household income bodes well for future demand for multifamily housing.

Vacancy

The following table summarizes overall weighted average vacancy levels at the surveyed properties.

OVERALL VACANCY

Property Name	Program	Tenancy	Total Units	Vacant Units	Vacancy %
Forest Glen Phase I	LIHTC	Senior	119	0	0.0%
Forest Glen Phase II	LIHTC	Senior	119	3	2.5%
Stone Springs Apartments	LIHTC	Family	128	0	0.0%
The Abbey At South Riding	LIHTC	Family	168	0	0.0%
The Woods At Birchwood	LIHTC	Senior	83	0	0.0%
The Woods At Brambleton	LIHTC	Family	202	0	0.0%
Broadlands Apartments	Market	Family	292	6	2.1%
Preserve At Westfields	Market	Family	312	3	1.0%
The Elms At Arcola	Market	Family	248	8	3.2%
The Point At Ashburn	Market	Family	413	20	4.8%
Westfield Village Apartments	Market	Family	229	5	2.2%
LIHTC Total			819	3	0.4%
Market Total			1,494	42	2.8%
Overall Total			2,313	45	1.9%

The comparable properties reported vacancy rates ranging from zero to 4.8 percent, with an overall weighted average of 1.9 percent. Managers at five of the six LIHTC properties reported being fully occupied. The average vacancy rate reported by the affordable comparables was 0.4 percent, well below the 2.8 percent weighted average reported by the market rate properties. All of the market rate properties reported vacancy rates of 4.8 percent or less. The average LIHTC vacancy rate of 0.4 percent is considered exceptionally low, and indicative of supply-constrained conditions. Based on the performance of the comparables, we expect the Subject will operate with vacancy and collection losses of approximately five percent over a typical investment period.

VACANCY BY BEDROOM TYPE

Property Name	Program	Tenancy	0BR	1BR	2BR	3BR	Overall
Forest Glen Phase I	LIHTC	Senior	N/A	0.0%	0.0%	N/A	0.0%
Forest Glen Phase II	LIHTC	Senior	N/A	3.0%	0.0%	N/A	2.5%
Stone Springs Apartments	LIHTC	Family	N/A	0.0%	0.0%	0.0%	0.0%
The Abbey At South Riding	LIHTC	Family	N/A	0.0%	0.0%	0.0%	0.0%
The Woods At Birchwood	LIHTC	Senior	N/A	0.0%	0.0%	N/A	0.0%
The Woods At Brambleton	LIHTC	Family	0.0%	0.0%	0.0%	0.0%	0.0%
Broadlands Apartments	Market	Family	N/A	N/A	N/A	N/A	2.1%
Preserve At Westfields	Market	Family	N/A	N/A	N/A	N/A	1.0%
The Elms At Arcola	Market	Family	N/A	N/A	N/A	N/A	3.2%
The Point At Ashburn	Market	Family	0.0%	6.2%	4.0%	0.0%	4.8%
Westfield Village Apartments	Market	Family	N/A	N/A	N/A	N/A	2.2%
Weighted Averages			0%	2.8%	3.2%	0.0%	1.9%

As proposed, the Subject will consist of one and two -bedroom units. One and two-bedroom units are the most common unit types in the market. Vacancy rates in the market average zero percent for studio units, 2.8 percent for one-bedroom units, 3.2 percent for two-bedroom units, and zero percent for three-bedroom units. Overall, given the vacancy rates in the market and the household growth rates projected for the PMA, we do not believe the Subject will negatively impact the existing properties in the market.

Absorption Estimate

We obtained absorption rate data from two market rate properties and eight LIHTC properties.

ABSORPTION

Property Name	Program	Tenancy	City	Year	Total Units	Absorption (units/month)	Distance to Subject
The Woods At Brambleton Town Center South	LIHTC	Family	Ashburn	2021	55	55	3.4 miles
Forest Glen Phase I*	LIHTC	Senior	Centreville	2020	119	5	6.1 miles
Ashburn Chase	LIHTC	Family	Ashburn	2020	96	55	9.9 miles
The Axiom At Cabin Branch	Market	Family	Clarksburg	2020	272	27	24.0 miles
Heronview Apartments	LIHTC	Family	Sterling	2019	46	30	8.3 miles
The Point At Ridgeline	LIHTC	Family	Herndon	2019	293	24	6.7 miles
The Woods At Birchwood*	LIHTC	Senior	Ashburn	2019	83	15	2.2 miles
Momentum At Shady Grove Metro	LIHTC	Family	Rockville	2019	110	16	23.6 miles
The Emerson Apartments	Market	Family	Centreville	2019	355	15	7.7 miles
The Fallstead At Lewinsville Center	LIHTC	Senior	Mclean	2018	82	21	17.8 miles
Average Affordable					111	28	
Average Market					314	21	
Overall Average					151	26	

*Comparable Property

We obtained absorption data from ten properties, located between 2.2 and 24.0 miles from the Subject site. These properties reported absorption rates ranging from five to 55 units per month, with an overall average of 26 units per month. The three senior LIHTC properties in the table above reported absorption rates ranging from five to 21 units per month, with an average of 14 units per month. However, Forest Glen Phase I, which reported an absorption rate of five units per month, burned down in a fire in May 2018, and was rebuilt and re-leased its units in 2020. Since this process likely impacted the delivery of units and the certificates of occupancy, in addition to the ongoing pandemic during 2020, we have not relied upon this data point in our conclusion. The remaining senior LIHTC properties averaged an absorption pace of 18 units per month. However, due to low vacancy rates and extensive waiting lists reported by the senior LIHTC comparables used in this report, we believe that the Subject will be able to achieve higher absorption than 18 units per month. Overall, we expect the proposed Subject will experience an absorption rate of 25 units per month. This equates to an absorption period of approximately five to six months for the Subject's overall Phase I development. With the assumption that the Subject begins preleasing units prior to the completion of construction, it appears feasible that the Subject's market-entry would facilitate a more expedient lease-up, given its affordable nature and excellent condition as completed. It should be noted that we do not expect the Subject's absorption to adversely impact other existing LIHTC properties, all of which reported low vacancy rates.

Demand

The demand analysis illustrates demand for the Subject based on capture rates of income-eligible renter households. When viewing total income-eligible renter households the calculation illustrates an overall capture rate of 3.4 percent.

DEMAND CONCLUSIONS

Calculation	As Proposed	Absent Subsidy
@30%	2.5%	2.5%
@50%	5.8%	6.6%
@50% (PBV)	0.5%	6.6%
@60%	6.2%	6.2%
All Units	3.4%	6.8%
Annual Demand	9.5%	23.8%
Penetration Rate	54.3%	107.3%
Penetration Rate with Leakage	35.3%	69.7%
Penetration Rate Upon Completion with Leakage	31.6%	62.5%

These capture rates are reasonable taking into account the other indications of demand such as low vacancy rates and waiting lists reported by the comparable properties. The Demand Analysis illustrates demand for the Subject based on captures rates of income-eligible renter households. This calculation demonstrates that there are approximately 655 units of demand in the first year of the Subject's operation based on the annual demand analysis. The Subject will need to accommodate 62 units of demand in order to stabilize at 95 percent occupancy. The demand analysis illustrates adequate demand for the Subject's units. The penetration rates calculated above are high; however, as mentioned previously, the penetration rate calculation does not take into account former homeowners, which are typically a significant portion of tenants at senior properties. In our interview with Forest Glen Phase II, a senior LIHTC comparable, the contact reported that approximately 20 percent of tenants are former homeowners. We therefore calculated additional penetration rates with leakage, which are moderate and indicative of demand. Additionally, we believe that there is adequate demand for the Subject based on the supporting reasons below:

- The average vacancy rate reported by LIHTC comparables is 0.4 percent, and the average vacancy rate reported by the three age-restricted LIHTC comparables is 0.9 percent. These vacancy rates are considered exceptionally low, and indicative of supply-constrained conditions.
- All but two of the LIHTC comparables reported operating with waiting lists, many of which are extensive. The Woods at Birchwood, one of the age-restricted LIHTC comparables, reported a waiting list of two to five years in length, indicating unmet demand for senior affordable housing in the market.
- Senior population and households in the Subject's PMA are growing at a very high rate. Between 2010 and 2022, the population of seniors ages 62 and over in the PMA grew at an annual rate of 14.9 percent, and the population of seniors ages 65 and over in the PMA grew at an annual rate of 16.4 percent. Additionally, senior households ages 62 and over in the PMA grew at an annual rate of 8.4 percent between 2010 and 2022, and senior households ages 65 and over in the PMA grew at an annual rate of 11.4 percent. Annualized growth of the senior population in the PMA through 2027 is expected to be 4.3 percent for seniors ages 62 and over and 5.1 percent for seniors ages 65 and over. Annualized growth of senior households in the PMA through 2027 is expected to be 5.7 percent for all seniors ages 62 and over. Therefore, due to the rapidly growing population of seniors in the Subject's PMA, we believe that there will be adequate demand for the Subject upon completion in 2026.
- Finally, the Subject is located in Loudoun County, Virginia. Loudoun County is typically a target area for seniors to move to in order to be closer to their adult children, who live in markets with high job growth, such as the Washington, DC metropolitan area. This results in a large number of seniors converting from homeownership to rental housing. As mentioned previously, we expect this demographic to be a significant portion of demand for the Subject's units.

The Virginia Housing net demand and capture rate table illustrates demand for the Subject based on capture rates of income-eligible renter households. The following table illustrates the conclusions from this table in the as proposed scenario.

Project Wide Capture Rate - LIHTC Units	12.7%
Project Wide Capture Rate - Market Units	N/A
Project Wide Capture Rate - All Units	12.7%
Project Wide Capture Rate with Leakage - All Units	10.1%
Project Wide Absorption Period (Months)	3 months

The following table illustrates the conclusions from this table in the absent subsidy scenario.

Project Wide Capture Rate - LIHTC Units	34.8%
Project Wide Capture Rate - Market Units	N/A
Project Wide Capture Rate - All Units	34.8%
Project Wide Capture Rate with Leakage - All Units	27.9%
Project Wide Absorption Period (Months)	3 months

These capture rates are indicative of moderate demand for the Subject, and upon completion, we anticipate the proposed project will facilitate a relatively rapid absorption.

Strengths

- The Subject will offer excellent condition as a new construction development, similar to superior to the comparable properties;
- The Subject will offer elevator-serviced midrise design, similar to slightly superior to the comparables;
- The Subject's location is in close proximity to most major locational amenities, and offers good accessibility and excellent visibility;
- The Subject's achievable LIHTC rents at 30, 50, and 60 percent of AMI appear reasonable, and offer a significant market rent advantage;
- There is ample demand for affordable housing as evidenced by low capture rates, low vacancy rates, and extensive waiting lists at the comparable properties.

Weaknesses

- The Subject's amenities offered are generally slightly inferior to the majority of comparable properties.

Recommendations and Overall Conclusion

We have no further recommendations for the development. The Subject will be well-positioned in the market. As a newly constructed property, the Subject will be in similar to superior condition relative to the majority of the comparable properties. The market exhibits strong demand for affordable housing, with a weighted average vacancy rate of 0.4 percent at the comparable LIHTC properties. All but two of the LIHTC properties reported operating with a waiting list. Vacancy loss at the Subject is expected to be no more than five percent over a typical investment period. Given the low vacancy rates and waiting lists reported by the affordable comparables, as well as the rent advantages over the market rate rents, we believe that 2022 maximum allowable rents are achievable for the Subject at the 30, 50, and 60 percent of AMI levels. The Subject will be well-accepted in the market as a newly-constructed LIHTC property, and the concluded achievable LIHTC rents offer a market rent advantage.

B. INTRODUCTION AND SCOPE OF WORK

INTRODUCTION AND SCOPE OF WORK

Report Description:	Novogradac has performed a comprehensive market study of the multifamily rental market in the Chantilly, Virginia area relative to Avonlea Senior Nine, a 65-unit component of the overall proposed Phase I new construction 130-unit age-restricted LIHTC development.
Developer/Client Information:	Arlington Partnership for Affordable Housing (APAH)
Intended Use and Users of the Report:	The report will be submitted to Virginia Housing for LIHTC application purposes. The intended users of the report are Virginia Housing and Arlington Partnership for Affordable Housing (APAH).
Scope of the Report:	<ul style="list-style-type: none">▪ Analyzing the appropriateness of the proposed unit mix, rent levels, unit and complex amenities, and site.▪ In-person inspection of the Subject site and its general location.▪ Estimating the market rents, absorption rates and stabilized occupancy levels for the market area.▪ Investigating the general economic health and conditions of the multifamily rental market.▪ Estimating number of income-eligible households and performing an analysis of relevant demographic demand for the Subject.▪ Complete a by-bedroom capture rate analysis that analyzes the level of potential income-eligible tenants in the Primary Market Area.▪ Reviewing relevant public records and contacting public agencies.▪ Analysis of the economic and social conditions in the market area, in relation to the project.▪ Establishing the Subject's Primary Market Area, if applicable.▪ Surveying competing projects, both LIHTC and market-rate.
Effective Date:	The Subject site was inspected on February 23, 2023, which shall serve as the effective date of this report.
Primary Contacts for the Report:	Kelly Gorman – Kelly.Gorman@novoco.com Tara Rial – Tara.Rial@novoco.com William Linthicum – William.Linthicum@novoco.com

C. PROJECT DESCRIPTION

PROJECT DESCRIPTION

The project description will discuss the physical features of the Subject, the proposed unit mix, and rents.

Subject Property Description:

Avonlea Senior Nine (Subject) is the proposed new construction of a 65-unit affordable senior development to be funded with Low-Income Housing Tax Credits (LIHTC). The Subject will be the 9% portion of a 9%/4% twinning tax credit overall Phase I development. The Subject site for the overall Phase I development is a 6.32-acre parcel located at 24790 Pinebrook Road, Chantilly, Virginia 20152. This parcel has not been subdivided between the 4% and 9% portions of Phase I. Upon completion, the Subject will consist of one elevator-serviced, midrise structure offering a total of 65 one and two-bedroom apartments. The Subject's units will be restricted to senior households, ages 62 and over, earning 30, 50, and 60 percent of AMI, or less. Additionally, eight units will benefit from project-based vouchers (PBV), where tenants pay 30 percent of their income towards rent. Notable amenities will include a business center, complimentary internet, central air conditioning, a clubhouse, a community garden, a courtyard, dishwashers, disposals, a fitness center, grab bars, hand rails, intercom (buzzer), limited access, microwaves, on-site management, pull cords, recreational areas, service coordination, surface parking, vinyl plank flooring, washer/dryers, and common area wifi. Construction is anticipated to begin August 2024 and be complete in February 2026.

The overall Phase I development will be a 130-unit affordable senior development, with the 9% and 4% portions offering 65 units each in one residential building. The Phase I units will be restricted to senior households, ages 62 and over, earning 30, 50, and 60 percent of AMI, or less. Eight of the Subject's 130 affordable units will benefit from project-based subsidy where tenants pay 30 percent of their income towards rent. All of these subsidized units will be within the Subject portion of Phase I.

The overall Phase I development is also the first phase of a two-phase larger overall development. The larger overall development will consist of 277 total units on 9.64 total acres. The Subject will be 65 of the 130 total age-restricted affordable units in the first phase in one residential building, and the second phase will consist of 147 family affordable units in a second residential building. The second phase is expected to be completed a year or two following the completion of the Subject. The following table outlines the overall Avonlea development.

AVONLEA DEVELOPMENT

Phase	Tenancy	# of Units
Avonlea Senior (One Residential Building)		
Phase I 4%	Senior	65
Phase I 9% (Subject)	Senior	65
Avonlea Family (One Residential Building)		
Phase II	Family	147
Total (Two Residential Buildings)		277

Construction Type: The Subject's units will be contained within one five-story, elevator-serviced, midrise residential building.

Target Population and Occupancy Type: The proposed Subject will target one to two person households ages 62 and over, earning 30, 50, and 60 percent of the AMI or below. Based on the unit mix and proposed rent levels, the qualifying annual incomes for the Subject's proposed units will range from \$0 to \$68,340 as proposed and \$24,030 to \$68,340 absent subsidy.

Proposed Rents: The following table details proposed rents for the Subject's units based on the developer's pro forma.

PROPOSED RENTS

Unit Type	Unit Size (SF)	# Units	Contract Rent	Asking Rent	Utility Allowance*	Gross Rent	2022 LIHTC Maximum Allowable Gross Rent	2022 HUD Fair Market Rent
@30%								
1BR/1BA	694	5	-	\$724	\$77	\$801	\$801	\$1,567
2BR/2BA	1,045	2	-	\$865	\$95	\$960	\$960	\$1,785
@50%								
1BR/1BA	682	18	-	\$1,258	\$77	\$1,335	\$1,335	\$1,567
@50% (PBV)								
1BR/1BA	694	6	\$2,037	\$2,037	\$103	\$2,140	\$1,335	\$1,567
2BR/2BA	1,162	2	\$2,310	\$2,310	\$130	\$2,440	\$1,601	\$1,785
@60%								
1BR/1BA	690	28	-	\$1,525	\$77	\$1,602	\$1,602	\$1,567
2BR/2BA	1,162	4	-	\$1,826	\$95	\$1,921	\$1,921	\$1,785
Total		65						

*Source of Utility Allowance provided by the Developer

The Subject is a proposed senior LIHTC property that will offer a total of 65 units, all of which units will be revenue-generating. The Subject's rents at the 30, 50, and 60 percent of AMI levels are set at the maximum allowable rents. Additionally, eight of the Subject's units will benefit from project-based vouchers (PBV), where tenants pay 30 percent of their income towards rent. If the Subject were to lose its subsidy, the rents would need to be reduced to within LIHTC limits.

Assisted Housing Program: According to the developer, eight of the Subject's units will operate with project-based voucher subsidy.

Construction Date: The proposed Subject is anticipated to begin construction in 2024 and be completed in 2026.

Target Household Income Levels:

Based on the proposed restrictions, the range of annual household income levels is depicted below.

INCOME LIMITS - AS PROPOSED

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@30%		@50%		@50% (PBV)		@60%	
1BR	\$24,030	\$34,170	\$40,050	\$56,950	\$0	\$56,950	\$48,060	\$68,340
2BR	\$28,800	\$34,170	-	-	\$0	\$56,950	\$57,630	\$68,340

INCOME LIMITS - ABSENT SUBSIDY

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@30%		@50%		@60%	
1BR	\$24,030	\$34,170	\$40,050	\$56,950	\$48,060	\$68,340
2BR	\$28,800	\$34,170	\$48,030	\$56,950	\$57,630	\$68,340

Utility Structure:

The following table details utility allowance calculations as derived from the most recent utility allowance schedule published by the Loudoun County Housing and Community Development, effective as of January 1, 2023.

HOUSING AUTHORITY UTILITY ALLOWANCE

Utility and Source	Paid By	1BR	2BR
Heating - electric	Tenant	\$19	\$25
Cooking - electric	Tenant	\$7	\$9
Electric	Tenant	\$33	\$37
Air Conditioning - central	Tenant	\$5	\$7
Hot Water - electric	Tenant	\$18	\$23
Cold Water	Tenant	\$21	\$26
Sewer	Tenant	\$28	\$38
Trash	Landlord	\$21	\$22
TOTAL - Paid by Landlord		\$21	\$22
TOTAL - Paid by Tenant		\$131	\$165
TOTAL - Paid By Tenant Provided by Developer		\$77	\$95
% Delta (Developer / Housing Authority)		59%	58%

Source: Loudoun County Housing and Community Development, January 2023

The proposed Subject will offer central air conditioning and electric cooking, heating, and water heating. Tenants will be responsible for the cooking, hot water, heating, electric, cold water, and sewer expenses. The landlord will be responsible for the trash cost.

Unit Mix:

The following table illustrates the Subject's proposed unit mix and unit sizes, as provided by the developer:

UNIT MIX AND SQUARE FOOTAGE

Unit Type	Number of Units	Unit Size (SF)	Net Leasable Area
1BR/1BA	18	682	12,276
1BR/1BA	28	690	19,320
1BR/1BA	11	694	7,634
2BR/2BA	2	1,045	2,090
2BR/2BA	6	1,162	6,972
Total	65		48,292

Net Leasable Area: The net leasable area totals approximately 48,292 square feet, as outlined above.

Unit Amenities: The Subject's units will offer complimentary internet, central air conditioning, dishwashers, disposals, microwaves, and washer/dryers, oven, and refrigerator.

Common Area Amenities: The Subject's common amenities will include a business center, a clubhouse, a fitness center, on-site management, recreational areas, service coordination, and common area wifi.

Parking: The property will offer 163 off-street surface parking spaces for the overall Avonlea Senior development consisting of 130 units, or 1.25 spaces per unit. There will be no additional charge for off-street parking at the Subject. We expect the number of parking spaces to be adequate.

Number of Stories and Buildings: Upon completion, the overall Subject site will be improved with one five-story elevator-serviced midrise residential building.

Americans with Disabilities Act of 1990: As new construction, we assume the Subject property will not have any violations of the Americans with Disabilities Act of 1990.

Quality of Construction Condition and Deferred Maintenance: We anticipate that the Subject will be constructed using good-quality materials. As new construction, the Subject will not suffer from deferred maintenance and will be in excellent condition.

Functional Utility: We were provided with preliminary floor plans for the Subject's overall development. Based upon our review of the Subject floor plans, as well as the site inspection and local interviews, we believe the Subject will be functional upon completion. Copies of the floor plans are included in the *Addenda* of this report.

Architectural Plans: We were provided with preliminary architectural plans for the Subject's overall development. A copy of the site and architectural plans are included in the addenda of this report.

Conclusion: The Subject property is a 65-unit component of the overall Phase I proposed age-restricted new construction 130-unit LIHTC development that will be in excellent condition following

construction. As a new construction development with market-oriented floor plans, the Subject will not suffer from functional obsolescence and will provide good utility for its intended use. Additionally, the Subject will be amongst the newest supply of affordable housing in the market and will be superior to the existing supply of affordable housing.

Subject Elevations



Source: APAH, February 2023

PROPERTY PROFILE REPORT

Avonlea Senior Nine

Effective Rent Date	3/12/2023
Location	24790 Pinebrook Road Chantilly, VA 20152 Loudoun County
Distance	N/A
Units	65
Vacant Units	N/A
Vacancy Rate	N/A
Type	Midrise (age-restricted) (5 stories)
Year Built/Renovated	2026 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	N/A
Tenant Characteristics	N/A
Contact Name	N/A
Phone	N/A



Market Information

Program	@30%, @50%, @50% (PBV), @60%
Annual Turnover Rate	N/A
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	N/A
Annual Chg. in Rent	N/A
Concession	N/A
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (5 stories)	5	694	\$724	\$0	@30%	N/A	N/A	N/A	yes	None
1	1	Midrise (5 stories)	18	682	\$1,258	\$0	@50%	N/A	N/A	N/A	yes	None
1	1	Midrise (5 stories)	6	694	\$2,037	\$0	@50% (PBV)	N/A	N/A	N/A	N/A	None
1	1	Midrise (5 stories)	28	690	\$1,525	\$0	@60%	N/A	N/A	N/A	yes	None
2	2	Midrise (5 stories)	2	1,045	\$865	\$0	@30%	N/A	N/A	N/A	yes	None
2	2	Midrise (5 stories)	2	1,162	\$2,310	\$0	@50% (PBV)	N/A	N/A	N/A	N/A	None
2	2	Midrise (5 stories)	4	1,162	\$1,826	\$0	@60%	N/A	N/A	N/A	yes	None

Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$724	\$0	\$724	\$0	\$724	1BR / 1BA	\$1,258 - \$2,037	\$0	\$1,258 - \$2,037	\$0	\$1,258 - \$2,037
2BR / 2BA	\$865	\$0	\$865	\$0	\$865	2BR / 2BA	\$2,310	\$0	\$2,310	\$0	\$2,310
@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent						
1BR / 1BA	\$1,525	\$0	\$1,525	\$0	\$1,525						
2BR / 2BA	\$1,826	\$0	\$1,826	\$0	\$1,826						

Avonlea Senior Nine, continued

Amenities

In-Unit		Security	Services
Blinds	Cable/Satellite/Internet	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
Dishwasher	Garbage Disposal		
Grab Bars	Hand Rails		
Microwave	Oven		
Pull Cords	Refrigerator		
Vinyl Plank Flooring	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Community Garden	Courtyard		
Elevators	Exercise Facility		
Off-Street Parking	On-Site Management		
Recreation Areas	Service Coordination		
Wi-Fi			

Comments

The profile above is for the 9% portion of Avonlea Senior, Phase I of the overall Avonlea development. Avonlea Senior is a 4%/9% twinning tax credit deal that will offer a total of 130 age-restricted units. Of the overall 130 units at Avonlea Senior Phase I, 15 of the development's units will be accessible, and an additional three units will be accessible for the visual/hearing impaired as well. The 9% portion represented in the profile above will offer 65 units restricted to the 30, 50, and 60 percent of AMI levels. We have reflected the weighted average unit sizes for each unit type by income restriction in this profile. The one-bedroom unit sizes range from 660 to 740 square feet, and the two-bedroom unit sizes range from 1,008 to 1,162 square feet. The overall Phase I development is the first phase of a two-phase larger overall development. The larger overall development will consist of 277 total units in two separate residential buildings. Phase I will be 130 total age-restricted affordable units in one building, and Phase II will consist of 147 family affordable units in a second building.

D. LOCATION

LOCATION

The location of a multifamily property can have a substantial negative or positive impact upon the performance, safety and appeal of the project. The site description will discuss the physical features of the site, as well as layout, access issues, and traffic flow. The site outlined in red below is the site for the 130-unit overall Phase I development of which the Subject is the 9% portion. This parcel has not been subdivided between the 4% and 9% portions of Phase I. The blue outline represents the site for Phase II of the larger overall development. The portion of the Phase I site south of Tall Cedars Parkway will remain as vacant land.



Source: Google Maps, March 2023

Subject Site Location:

The Subject site is located at 24790 Pinebrook Road in Chantilly, Loudoun County, Virginia 20152.

Size:

The overall site for the 130-unit Phase I development consists of a 4.64-acre portion north of Tall Cedars Parkway and a 1.68-acre portion south of Tall Cedars Parkway, for a total of 6.32 acres or 275,299 square feet. However, the 1.68-acre portion will not be developed and will remain as vacant land according to the client. The Phase I parcel has not been subdivided between the 4% and 9% portions of Phase I.

Shape:

The Subject site is irregular in shape.

Frontage:

The Subject has frontage along the north side of Tall Cedars Parkway and the south side of Avonlea Grand Drive.

Topography:	The Subject site exhibits level topography.
Utilities:	All utilities are available to the site.
Visibility/Views:	The Subject site has excellent visibility along Avonlea Grand Drive and Tall Cedars Parkway. To the north, east, and south, views consist of vacant land that will be developed in the future. The surrounding uses section in this report provides more detail on the proposed developments for this vacant land. To the west, views consist of vacant land that is the future site of the second phase of the Subject's larger overall development. Overall, views are average.
Surrounding Land Uses:	Directly north of the Subject site is vacant land and US Highway 50. The vacant land directly north of the Subject site is proposed to be developed with a continuing care/assisted living facility. Farther north is the Dulles Landing shopping center, consisting of a Walmart Supercenter, restaurants, and department stores. Directly east of the Subject site is vacant land followed by the South Riding Market Square shopping center, which offers a Home Depot, Giant Food, restaurants, and other retail stores. Farther east are additional commercial/retail uses along US Highway 50. Directly south of the Subject site is vacant land across Tall Cedars Parkway. Farther south are single-family homes in good condition, as well as Dulles South Recreation and Community Center and South Riding Center Park. Directly west of the Subject site is a vacant parcel that will be developed into the second phase of the Subject's larger overall development. Phase II of the Subject's larger overall development will offer 147 affordable units targeted towards family households and is expected to be delivered a year or two following the completion of the Subject. The vacant land directly to the west of the Phase II site is proposed to be developed with office and commercial/retail uses. Farther west are medical offices, an urgent care facility, and a CVS Pharmacy, followed by multiple landscaping centers.



Subject site facing north



Subject site facing north



Subject site facing northeast



Subject site facing northwest



Subject site facing east



Subject site facing west



Portion of Subject site located across Tall Cedars Parkway facing south



Portion of Subject site located across Tall Cedars Parkway facing southwest



View along Tall Cedars Parkway facing east



View along Tall Cedars Parkway facing west



View along Pinebrook Road facing north



View along Pinebrook Road facing south



Vacant land directly north of Subject site



Dulles Landing shopping center north of Subject site



Dulles Landing shopping center north of Subject site



Rowhomes north of Subject site



Vacant land directly east of Subject site



South Riding Market Square shopping center east of Subject site



South Riding Market Square shopping center east of Subject site



Rowhomes east of Subject site



Single-family home south of Subject site



Rowhomes south of Subject site



Dulles South Recreation and Community Center south of Subject site



South Riding Center Park south of Subject site



Portion of overall site directly west of Subject site



CVS Pharmacy west of Subject site



Medical office building west of Subject site



House of worship west of Subject site



Commercial/retail uses west of Subject site



Stone Springs Hospital Center west of Subject site

Access and Traffic Flow:

The Subject is accessed via Avonlea Grand Drive off of Pinebrook Road. Pinebrook Road provides access to US Highway 50 approximately 0.2 miles northwest of the Subject site. US Highway 50 extends east towards Washington, DC and west further into Loudoun County. Additionally, Tall Cedars Parkway is accessed adjacent to the Subject site off of Avonlea Center Drive and provides access to Loudoun County Parkway approximately

0.5 miles southeast of the Subject site. Loudoun County Parkway extends north towards Dulles and Ashburn. Overall, access is considered good.

Layout and Curb Appeal:

Summary of Subject Site Characteristics	
Visibility	Excellent
Views	Average
Access/Traffic Flow	Good
Layout/Curb Appeal	Excellent

Drainage:

Based on our inspection, no obvious detrimental drainage issues were identified. However, Novogradac did not perform any drainage tests, and are not experts in this field; thus, further analysis is beyond the scope of this report.

Soil and Subsoil Conditions:

Novogradac did not perform any soil or subsoil tests upon inspection of the site, as this is beyond the scope of this report. We are not experts in this field, and assume the soil is adequate for development.

Environmental Assessment:

We were provided with a draft Phase I Environmental Site Assessment for the Subject property dated July 7, 2015. According to the report, no evidence of recognized environmental conditions (REC's) were identified in connection with the Subject property. During our site inspection, we walked the Subject's grounds, including the rear of the buildings and the parking lot and did not observe any obvious indicators of environmental contamination. Nonetheless, Novogradac is not an expert in this field and further analysis is beyond the scope of this report.

Detrimental Uses:

The Subject site is located approximately 2.5 miles west of the closest runway at Washington Dulles International Airport. However, we did not observe any noise or disruptions from the airport during our site inspection. Additionally, The Elms at Arcola, Stone Springs Apartments, and The Abbey at South Riding are located near the Subject. Stone Springs Apartments and The Abbey at South Riding both reported being fully occupied, and The Elms at Arcola reported a low vacancy rate of 3.2 percent. Therefore, the nearby airport does not seem to have an effect on the success of multifamily properties nearby. We do not expect the airport to have any negative effects on the Subject's performance upon completion.

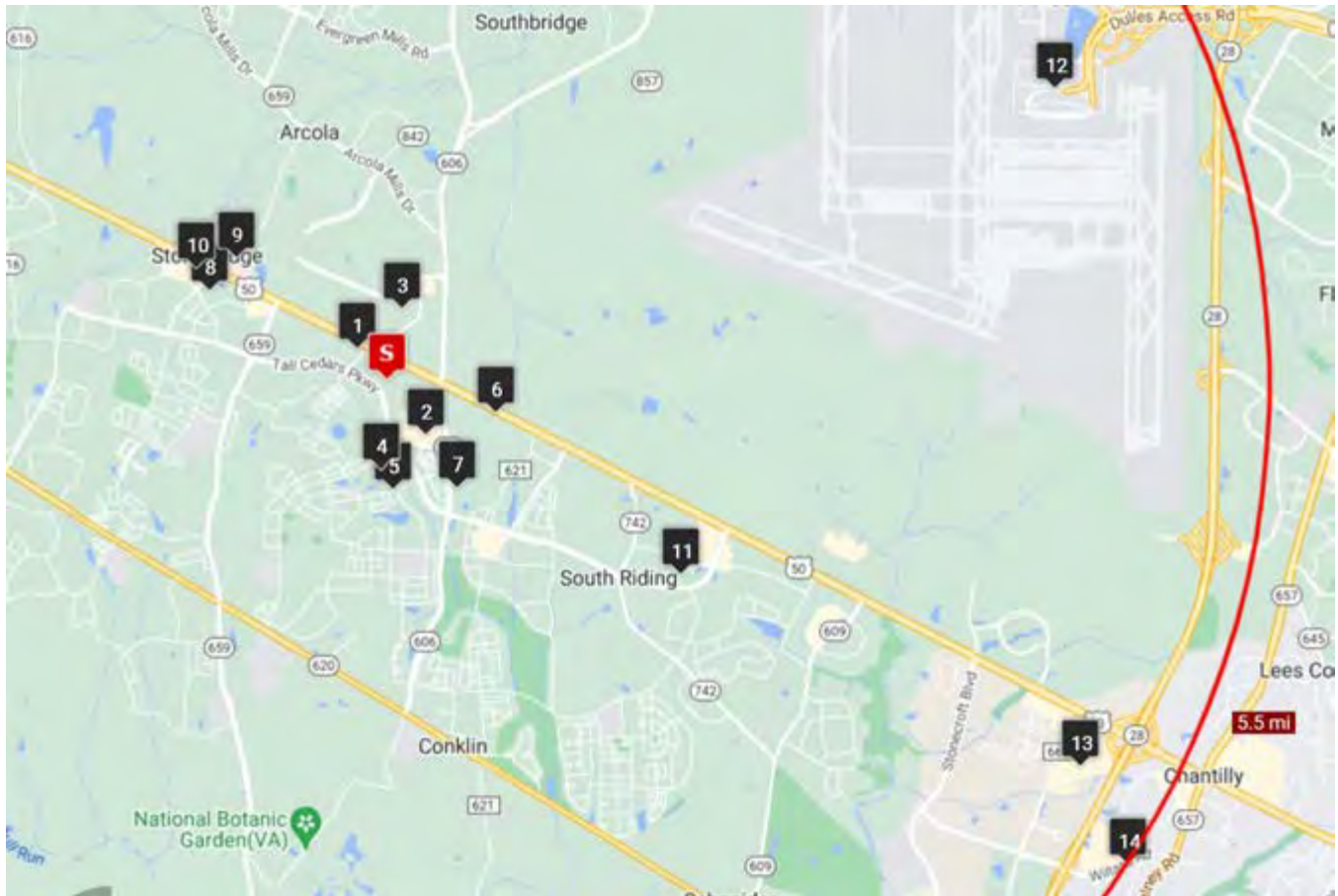
Flood Plain:

According to Flood Insights and Flood Insurance Rate Map Community Panel Number 51107C0370E, dated February 17, 2017, the Subject site is located in Zone X. Zone X is defined as an area outside 500-year floodplain, which is determined to be outside the 0.2 percent annual chance floodplains.

Locational Amenities:

The following table and map illustrate the Subject's proximity to many local amenities and essential services.

Locational Amenities Map



Source: Google Earth, March 2023

LOCATIONAL AMENITIES

#	Service or Amenity	Distance to Subject	Drive Time	#	Service or Amenity	Distance to Subject	Drive Time
1	CVS Pharmacy	0.3 miles	2 min	8	Stone Springs Hospital Center	1.2 miles	5 min
2	Giant Grocery Store	0.4 miles	4 min	9	Gum Spring Library	1.2 miles	5 min
3	Walmart	0.5 miles	7 min	10	Bus stop	1.2 miles	4 min
4	Dulles South Senior Center	0.5 miles	5 min	11	Bank of America	1.4 miles	6 min
5	Gas station	0.7 miles	4 min	12	Washington Dulles International Airport Metrorail Station	4.5 miles	16 min
6	Nations Park	0.7 miles	4 min	13	Target	4.9 miles	13 min
7	South Riding Fire and Police Station	0.8 miles	6 min	14	United States Postal Service	5.5 miles	15 min

Public Transportation:

Bus Service: Loudoun County Transit provides bus service throughout Loudoun County. The nearest bus stop to the Subject site is the Stone Springs Hospital 2 stop located 1.2 miles northwest of the Subject site. This bus stop is serviced by Route 88, which extends from Stone Ridge to Reston. The Subject also has a proffered condition to construct a bus stop that will be within 0.25 miles from the Subject site, which is expected to be completed by or before the completion of construction of the Subject. Bus fares are \$1.50 for a one-way ticket, or \$1.00 with SmarTrip cards.

Light Rail: The Washington Metropolitan Area Transit Authority (WMATA) provides metro rail service throughout the Washington, DC metro area. The closest Metro station to the Subject site is Washington Dulles International Airport Metrorail Station, which is located 4.5 miles northeast of the Subject site and extends east towards Arlington and Washington, DC. Peak fares for the Metro range from \$2.25 to \$6.00.

Crime Statistics:

The table below illustrates crime indices in the PMA and MSA in comparison to that of the nation. A crime index below 100 is below the national average and anything over 100 is above the nation's crime index average. A crime index of 75 in a PMA would be 25 percent below the national average while a crime index of 200 would be twice that of the national average. Crime indices were provided by 2022 ESRI Demographics data.

2022 CRIME INDICES

	PMA	MSA
Total Crime*	104	99
Personal Crime*	56	110
Murder	75	139
Rape	81	72
Robbery	56	148
Assault	53	96
Property Crime*	111	97
Burglary	60	70
Larceny	132	101
Motor Vehicle Theft	69	141

Source: Esri Demographics 2022, Novogradac, March 2023

*Unweighted aggregations

Total crime indices in the PMA are similar to the national average as well as the surrounding MSA. The proposed Subject will offer intercom (buzzer) and limited access. The upcoming Supply Section of this report provides a more detailed analysis of crime indices on a 0.5 mile basis.

Conclusion:

The Subject site is located in the South Riding neighborhood of Chantilly, Virginia. The immediate neighborhood consists of single-family homes, multifamily developments, and commercial/retail uses. Residential uses in the Subject's neighborhood are generally in good condition. A number of retail properties are located directly

east of the Subject site including restaurants and retail shopping. The Subject site is designated as “Car-Dependent” by Walk Score with a score of 24, and is not considered walkable. The surrounding housing stock in the Subject’s neighborhood consisting of single-family homes, were constructed after 2000 and are generally in good condition. According to Zillow, the current median listing price for a home in the Subject’s zip code is approximately \$780,000.

E. MARKET AREA DEFINITION

MARKET AREA

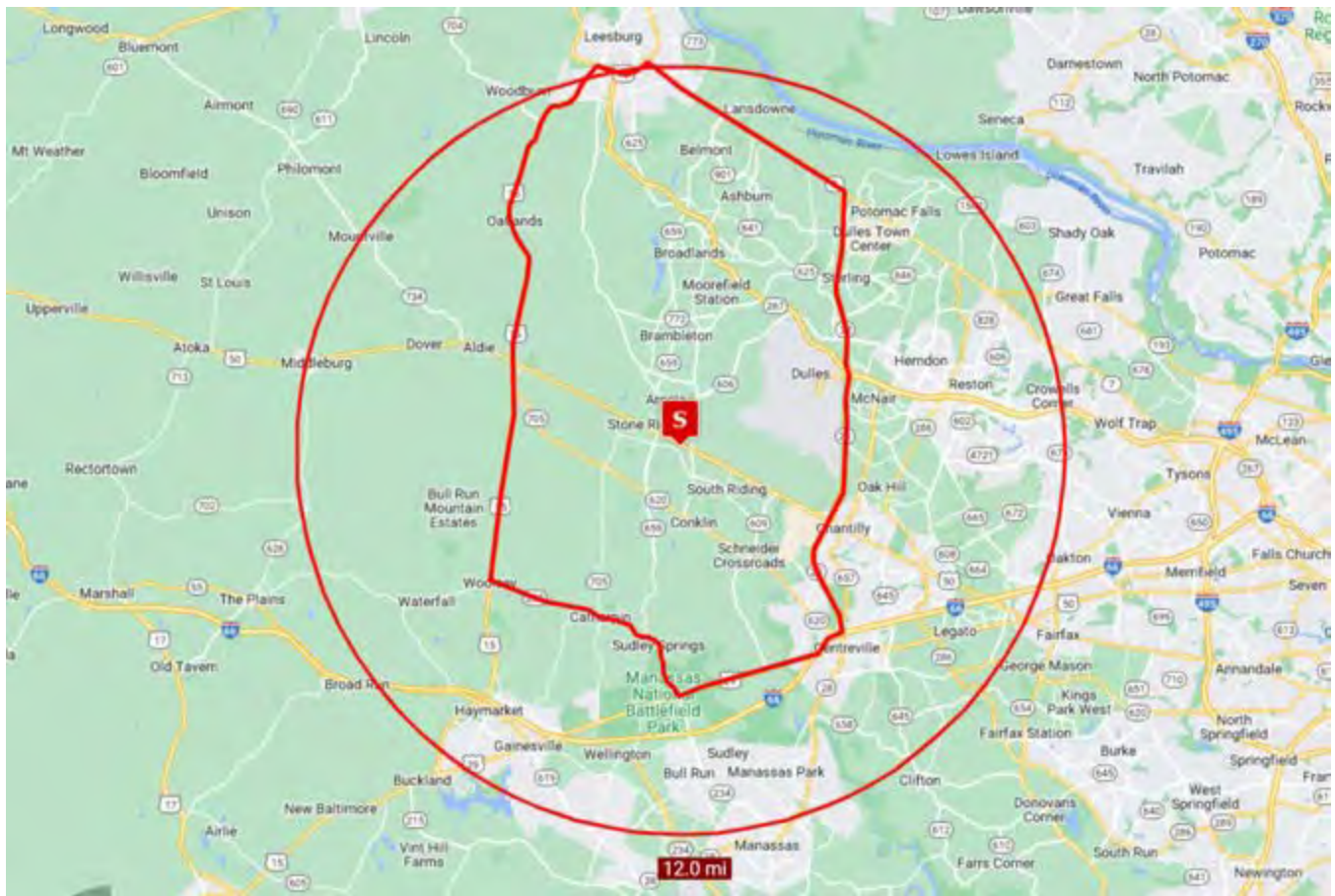
For the purpose of this study, it is necessary to define the competitive Primary Market Area (PMA), or the area from which potential tenants for the project are likely to be drawn. In some areas, residents are very much “neighborhood oriented” and are generally very reluctant to move from the area where they have grown up. In other areas, residents are much more mobile and will relocate to a completely new area, especially if there is an attraction such as affordable housing at below market rents.

We determined the Primary Market Area (PMA) based on our conversations with local market participants including property managers, as well as our physical inspection of the market. The PMA is generally defined as the communities of Chantilly, South Riding, Stone Ridge, Conklin, Schneider Crossroads, Arcola, Brambleton, Dulles, and Ashburn. The PMA boundaries are: State Route 7 to the north; State Route 28 to the east; Interstate 66, US Highway 29, and Sudley Road to the south; and US Highway 15 to the west. The PMA encompasses approximately 169 square miles.

We believe that additional support will originate from areas outside of the established PMA. We estimate a leakage of 35 percent. We concluded to a high leakage percentage given the fact that demand calculations do not take into account former homeowners. Former homeowners are typically a significant portion of tenants at senior properties, as supported by our interview with Forest Glen Phase II a senior LIHTC comparable that reported that approximately 20 percent of tenants are former homeowners. Forest Glen Phase II also reported that tenants come from outside the area. Additionally, the contact at Westfield Village Apartments, a family market rate comparable, also reported that the majority of tenants move from outside the region. To provide a broader economic context for the Subject, we also include a Secondary Market Area (SMA). The secondary market area (SMA) for the Subject is Washington-Arlington-Alexandria, DC-VA-MD-WV Metropolitan Statistical Area (MSA), which consists of the following counties: District of Columbia in District of Columbia; Jefferson in West Virginia; Calvert, Charles, Frederick, Montgomery, and Prince George's in Maryland; Alexandria city, Arlington, Clarke, Culpeper, Fairfax city, Fairfax, Falls Church city, Fauquier, Fredericksburg city, Loudoun, Manassas city, Manassas Park city, Prince William, Rappahannock, Spotsylvania, Stafford, and Warren in Virginia. The MSA is 8,653 square miles. We include economic indicators for the SMA regarding employment and unemployment trends. In addition, our demographic analysis utilizes the SMA as an additional area of comparison for population and household trends.

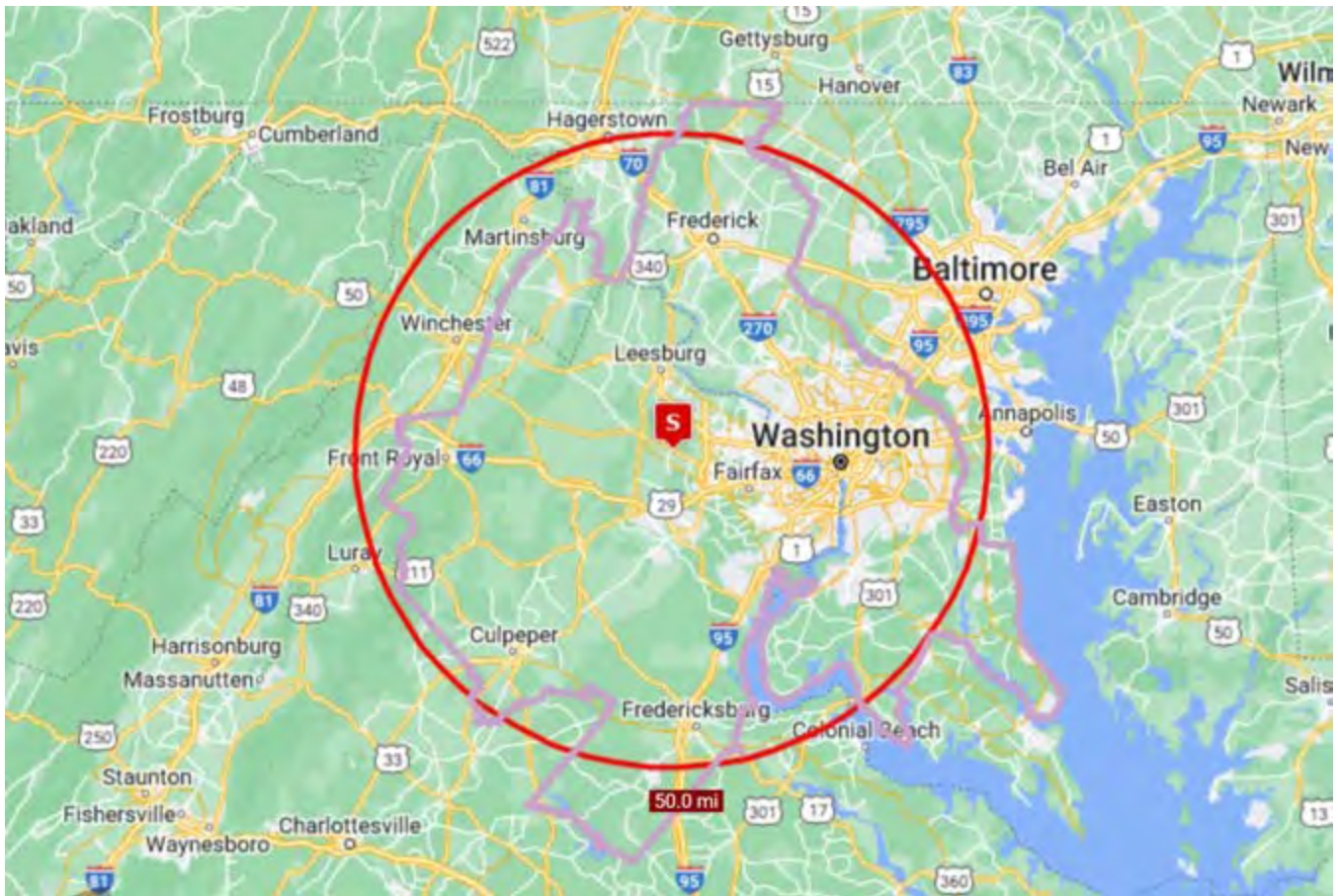
The PMA boundaries and overall market health assessment are based upon analyses of demographic and socioeconomic characteristics, target tenant population, political jurisdictional boundaries, natural boundaries, experience of nearby comparable developments, accessibility to mass transit or key transportation corridors and commute patterns, and market perceptions. No physical boundaries were identified that would inhibit anyone from relocating to the Subject. The market area boundaries identified are a reasonable approximation regarding the potential renter market for the Subject. Overall, we anticipate that the majority of the Subject’s tenants will come from within the boundaries of the PMA. The following map outlines the PMA.

Primary Market Area Map



Source: Google Maps, March 2023

Metropolitan Statistical Area (MSA) Map



Source: Google Maps, March 2023

F. EMPLOYMENT AND ECONOMY

ECONOMIC ANALYSIS

Employment by Industry

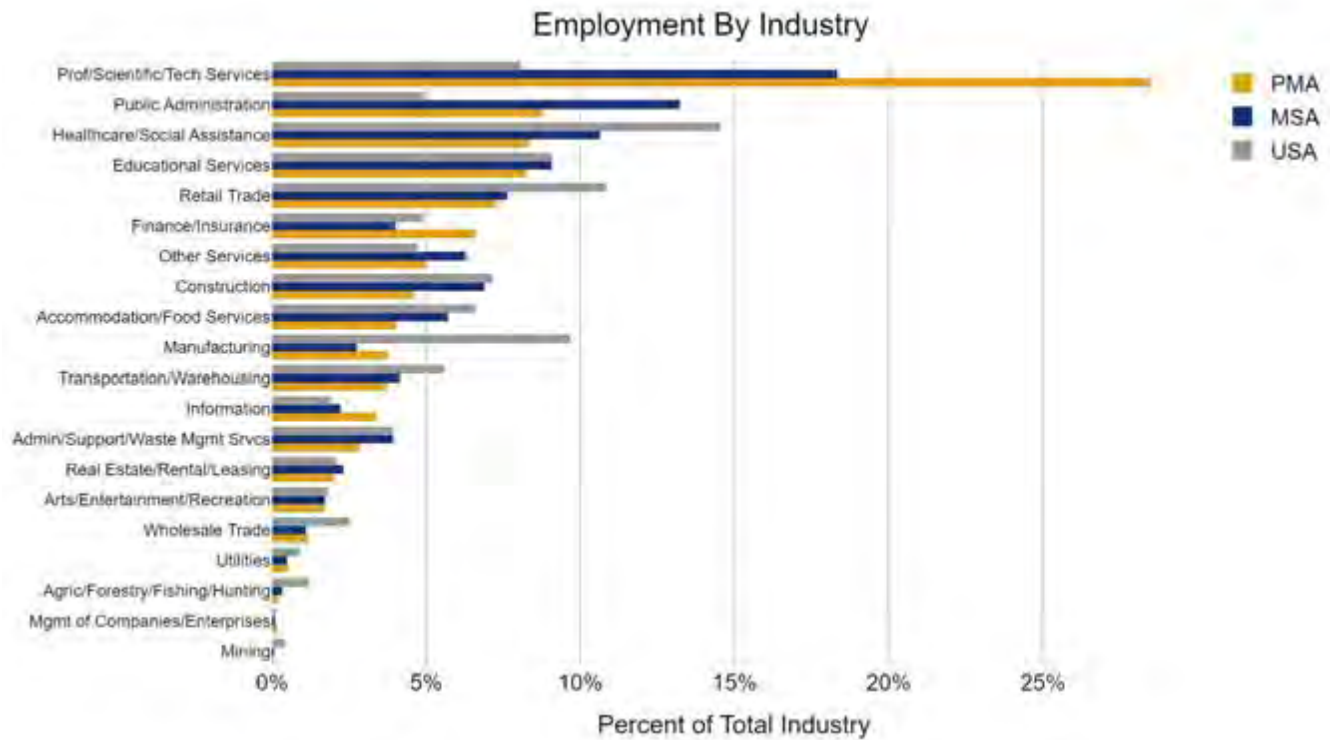
The following table illustrates employment by industry for the PMA and nation as of 2022.

2022 - EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Prof/Scientific/Tech Services	39,010	28.5%	13,016,941	8.0%
Public Administration	11,961	8.7%	7,945,669	4.9%
Healthcare/Social Assistance	11,409	8.3%	23,506,187	14.5%
Educational Services	11,238	8.2%	14,659,582	9.0%
Retail Trade	9,948	7.3%	17,507,949	10.8%
Finance/Insurance	8,970	6.5%	7,841,074	4.8%
Other Services	6,763	4.9%	7,599,442	4.7%
Construction	6,235	4.5%	11,547,924	7.1%
Accommodation/Food Services	5,452	4.0%	10,606,051	6.5%
Manufacturing	5,065	3.7%	15,599,642	9.6%
Transportation/Warehousing	5,054	3.7%	8,951,774	5.5%
Information	4,572	3.3%	3,018,466	1.9%
Admin/Support/Waste Mgmt Svcs	3,825	2.8%	6,232,373	3.8%
Real Estate/Rental/Leasing	2,689	2.0%	3,251,994	2.0%
Arts/Entertainment/Recreation	2,260	1.6%	2,872,222	1.8%
Wholesale Trade	1,540	1.1%	4,005,422	2.5%
Utilities	671	0.5%	1,362,753	0.8%
Agric/Forestry/Fishing/Hunting	230	0.2%	1,885,413	1.2%
Mgmt of Companies/Enterprises	141	0.1%	97,694	0.1%
Mining	22	0.0%	581,692	0.4%
Total Employment	137,055	100.0%	162,090,264	100.0%

Source: Esri Demographics 2022, Novogradac, March 2023

Employment in the PMA is concentrated in prof/scientific/tech services, public administration, and healthcare/social assistance, which collectively comprise 45.5 percent of local employment. The large share of PMA employment in the public administration and healthcare/social assistance industries is notable as these industries are historically stable, and tend to exhibit greater resilience during economic downturns. Relative to the nation, the PMA features comparatively greater employment in the prof/scientific/tech services, public administration, and finance/insurance industries. Conversely, the PMA is underrepresented in the healthcare/social assistance, manufacturing, and retail trade sectors.



Growth by Industry

The following table illustrates the change in total employment by sector in the PMA from 2010 to 2022.

2010-2022 CHANGE IN EMPLOYMENT - PMA

Industry	2010		2022		2010-2022	
	Number Employed	Percent Employed	Number Employed	Percent Employed	Growth	Annualized Percent
Prof/Scientific/Tech Services	15,457	18.2%	39,010	28.5%	23,553	12.7%
Public Administration	7,585	8.9%	11,961	8.7%	4,376	4.8%
Healthcare/Social Assistance	7,820	9.2%	11,409	8.3%	3,589	3.8%
Educational Services	7,370	8.7%	11,238	8.2%	3,868	4.4%
Retail Trade	8,210	9.6%	9,948	7.3%	1,738	1.8%
Finance/Insurance	4,378	5.1%	8,970	6.5%	4,592	8.7%
Other Services	4,222	5.0%	6,763	4.9%	2,541	5.0%
Construction	5,818	6.8%	6,235	4.5%	417	0.6%
Accommodation/Food Services	4,141	4.9%	5,452	4.0%	1,311	2.6%
Manufacturing	3,688	4.3%	5,065	3.7%	1,377	3.1%
Transportation/Warehousing	2,888	3.4%	5,054	3.7%	2,166	6.2%
Information	4,570	5.4%	4,572	3.3%	2	0.0%
Admin/Support/Waste Mgmt Svcs	2,876	3.4%	3,825	2.8%	949	2.7%
Real Estate/Rental/Leasing	1,722	2.0%	2,689	2.0%	967	4.7%
Arts/Entertainment/Recreation	1,031	1.2%	2,260	1.6%	1,229	9.9%
Wholesale Trade	1,705	2.0%	1,540	1.1%	-165	-0.8%
Utilities	681	0.8%	671	0.5%	-10	-0.1%
Agric/Forestry/Fishing/Hunting	833	1.0%	230	0.2%	-603	-6.0%
Mgmt of Companies/Enterprises	87	0.1%	141	0.1%	54	5.2%
Mining	70	0.1%	22	0.0%	-48	-5.7%
Total Employment	85,152	100.0%	137,055	100.0%	51,903	5.1%

Source: Esri Demographics 2022, Novogradac, March 2023

Total employment in the PMA increased an annualized rate of 5.1 percent between 2010 and 2022. The industries which nominally expanded most substantially during this period include prof/scientific/tech

services, finance/insurance, and public administration. Conversely during this same period, the agric/forestry/fishing/hunting, wholesale trade, and mining sectors experienced the least nominal growth.

Major Employers

The following table details major employers in Loudoun County, Virginia.

MAJOR EMPLOYERS LOUDOUN COUNTY, VA		
Employer Name	Industry	# Of Employees
Loudoun County Public Schools	Educational Services	Over 10,000
Loudoun County Government	Public Administration	2,500 to 5,000
Verizon	Information	2,500 to 5,000
Northrop Grumman	Manufacturing	1,000 to 2,500
United Airlines	Transportation and Warehousing	1,000 to 2,500
Raytheon Technologies	Manufacturing	1,000 to 2,500
Inova Loudoun Hospital	Healthcare/Social Assistance	1,000 to 2,500
Wal-Mart	Retail Trade	1,000 to 2,500
U.S. Postal Service	Transportation and Warehousing	1,000 to 2,500
Dynaletric	Construction	1,000 to 2,500
Harris Teeter	Retail Trade	500 to 1,000
Bowers	Construction	500 to 1,000
Wegmans	Retail Trade	500 to 1,000

Source: Loudoun County Economic Development, retrieved February 2023

Loudoun County's major employers are primarily concentrated within the education, government, and manufacturing sectors. We believe the diverse mix of industries in typically stable sectors bodes well for the local area economy.

Employment Expansions

According to the Loudoun Economic Development website, Loudoun County has been one of the fastest growing job markets in the U.S. over the past decade, with 9,900 businesses currently employing more than 145,000 people. Additionally, there are over 175 organizations employing 100 or more people. Details of some major economic developments over the past few years are listed below.

- Amazon Web Services announced in January 2023 its plans to invest \$35 billion by 2040 in new data center campuses across Virginia, including multiple campuses in Loudoun County. This investment is expected to create at least 1,000 new jobs across Virginia.
- Vantage Data Centers purchased a 134-acre parcel of land in Loudoun County in late 2022 with plans to be a new campus. The new campus would include four buildings and an electrical substation on Belmont Ridge Road.
- In July 2021, the Loudoun County Board of Supervisors voted in favor of a measure to address the lack of reliable high speed internet in pockets of Loudoun County. The board allocated \$12.425 million in federal funding to broadband expansion.
- Google and Alphabet announced plans to invest more than \$600 million into a data center expansion in Loudoun County in March 2021. The timeline is unknown at this time.
- The Metrorail Silver Line extension includes 11 new stations through the Dulles Corridor to Washington Dulles International Airport, Reston, Tysons Corner, and downtown Washington, D.C. The extension completed construction in late 2022.
- Discovers Inc. intends to invest \$16 million to expand its global technology and operations hub in Loudoun County. The expansion is expected to create 240 new jobs.
- QTS Realty Trust, a data center, intends to purchase a 280-acre site to construct a \$1.2 billion dollar campus. The number of jobs the project will create is unknown.

- Unanet, an enterprise resource planning company, intends to expand operations in Loudoun County, and will create approximately 60 new jobs.
- Cuisine Solutions, a prepared food company, expanded its facilities in Sterling, and added over 500 new jobs since 2017.

WARN Notices

We reviewed the Worker Adjustment and Retraining Notification Act (WARN) notices published by the Virginia Employment Commission for January 2021 to year-to-date 2023. The following table illustrates the companies that experienced layoffs as well as the number of affected employees.

WARN LISTINGS
LOUDOUN COUNTY, VA 2021 - YTD 2023

Company	Industry	Employees Affected	Layoff Date
AM LLC	Biotechnology	25	12/30/2022
AM LLC	Biotechnology	175	5/5/2022
ABM Industry Group, Inc.	Support	137	2/28/2022
Peleton	Recreation	81	2/8/2022
Transdev Inc.	Transportation	137	12/29/2021
Five Star U Street Parking	Other	215	9/30/2021
Capital One	Finance	147	9/7/2021
General Dynamics	Manufacturing	73	8/16/2021
OMNIPLEX World Services	Other	258	6/30/2021
Marriott	Accommodation	89	7/27/2021
Rosetta Stone	Other	97	7/27/2021
Perspecta Inc.	Other	107	6/4/2021
General Dynamics	Manufacturing	180	5/28/2021
Air Wisconsin	Transportation	140	4/1/2021
Transdev Inc.	Transportation	112	3/31/2021
Total		1,973	

Source: Virginia Employment Commission, retrieved February 2023

As illustrated in the previous table, there were a total of 1,973 layoffs between 2021 and February 2023. Due to the size of the Northern Virginia area labor market, these recent WARN filings are not anticipated to substantively affect total employment in the PMA or MSA as overall job growth has far exceeded these losses.

Employment and Unemployment Trends

The following table details employment and unemployment trends for the MSA from 2007 to December 2022.

EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Year	MSA				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2007	2,909,586	-	3.2%	-	146,046,667	-	4.6%	-
2008	2,948,734	1.3%	3.9%	0.7%	145,362,500	-0.5%	5.8%	1.2%
2009	2,896,741	-1.8%	6.3%	2.4%	139,877,500	-3.8%	9.3%	3.5%
2010	2,947,955	1.8%	6.5%	0.2%	139,063,917	-0.6%	9.6%	0.3%
2011	3,001,024	1.8%	6.2%	-0.4%	139,869,250	0.6%	9.0%	-0.7%
2012	3,049,860	1.6%	5.7%	-0.5%	142,469,083	1.9%	8.1%	-0.9%
2013	3,081,172	1.0%	5.5%	-0.2%	143,929,333	1.0%	7.4%	-0.7%
2014	3,106,413	0.8%	5.0%	-0.5%	146,305,333	1.7%	6.2%	-1.2%
2015	3,136,814	1.0%	4.3%	-0.7%	148,833,417	1.7%	5.3%	-0.9%
2016	3,194,358	1.8%	3.8%	-0.5%	151,435,833	1.7%	4.9%	-0.4%
2017	3,276,258	2.6%	3.6%	-0.2%	153,337,417	1.3%	4.3%	-0.5%
2018	3,322,137	1.4%	3.2%	-0.4%	155,761,000	1.6%	3.9%	-0.4%
2019	3,394,684	2.2%	3.0%	-0.2%	157,538,083	1.1%	3.7%	-0.2%
2020	3,200,821	-5.7%	6.4%	3.4%	147,794,750	-6.2%	8.1%	4.4%
2021	3,191,706	-0.3%	4.9%	-1.6%	152,580,667	3.2%	5.4%	-2.7%
2022 YTD Average*	3,264,803	2.3%	3.4%	-1.5%	158,291,083	3.7%	3.6%	-1.7%
Dec-2021	3,238,054	-	3.6%	-	155,732,000	-	3.7%	-
Dec-2022	3,269,211	1.0%	2.8%	-0.8%	158,872,000	2.0%	3.3%	-0.4%

Source: U.S. Bureau of Labor Statistics, February 2023

*2022 YTD Average is through December

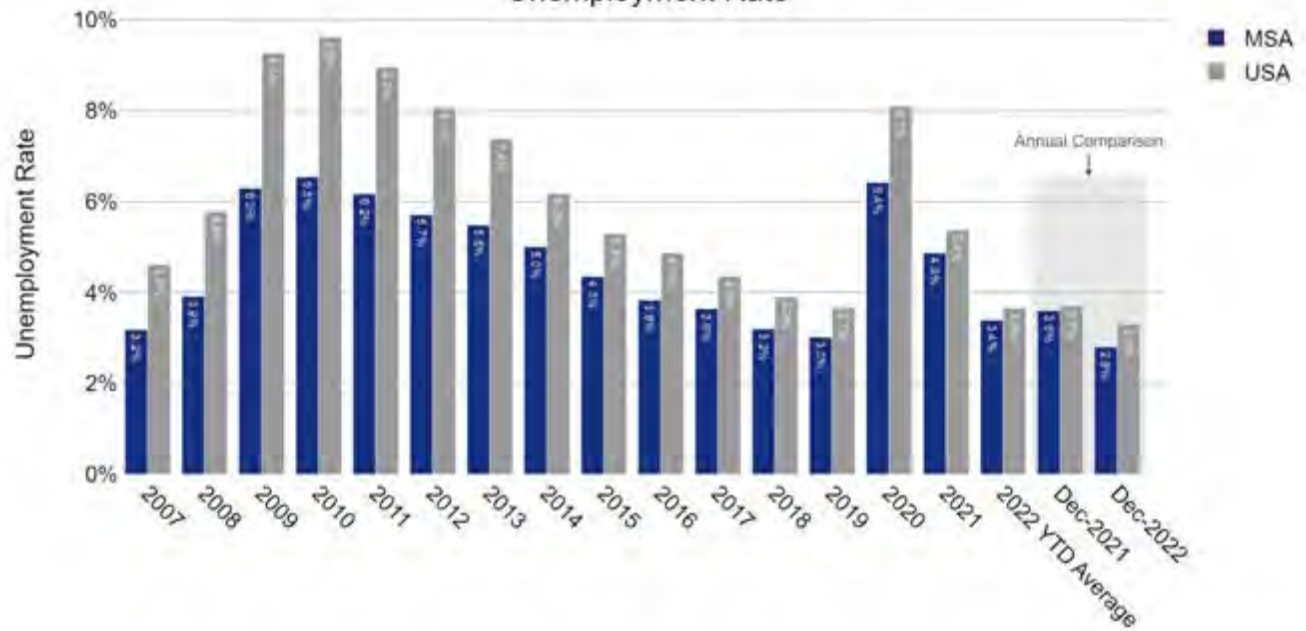
Between 2012 and 2019, job growth in the MSA was generally similar to the nation. Employment in the MSA declined sharply by 5.7 percent in 2020 amid the pandemic, similar to the overall nation. Total employment in the MSA currently remains below the pre-COVID level reached in 2019. As of December 2022, employment in the MSA is increasing at an annualized rate of 1.0 percent, compared to 2.0 percent growth across the nation.

During the period preceding the onset of COVID-19 (2012 - 2019), the MSA generally experienced a lower unemployment rate relative to the nation. The MSA unemployment rate increased modestly by 3.4 percentage points in 2020 amid the pandemic, reaching a high of 6.4 percent. For comparison, the national unemployment rate rose by 4.4 percentage points and reached a high of 8.1 percent over the same time period. According to the latest labor statistics, dated December 2022, the current MSA unemployment rate is 2.8 percent. This is well below the COVID highs of 2020, and slightly below the current national unemployment rate of 3.3 percent.

MSA Job Growth



Unemployment Rate



Wages by Occupation

The following table illustrates the wages by occupation for the Washington-Arlington-Alexandria, DC-VA-MD-WV MSA.

MAY 2021

Occupation	Number of Employees	Mean Hourly Wage	Mean Annual Wage
All Occupations	2,932,600	\$38.69	\$80,480
Legal	64,970	\$75.51	\$157,060
Management	266,870	\$73.39	\$152,640
Computer and Mathematical	233,080	\$56.60	\$117,730
Architecture and Engineering	58,140	\$54.25	\$112,850
Life Physical and Social Science	60,300	\$53.41	\$111,100
Healthcare Practitioners and Technical	148,120	\$52.13	\$108,430
Business and Financial Operations	360,640	\$48.45	\$100,780
Arts Design Entertainment Sports and Media	67,270	\$42.52	\$88,440
Educational Instruction and Library	178,760	\$35.42	\$73,670
Community and Social Service	42,080	\$31.61	\$65,740
Protective Service	88,160	\$30.82	\$64,110
Installation Maintenance and Repair	88,970	\$29.41	\$61,170
Construction and Extraction	108,760	\$27.95	\$58,140
Sales and Related	223,700	\$25.49	\$53,020
Office and Administrative Support	310,370	\$24.37	\$50,690
Production	45,090	\$23.80	\$49,490
Transportation and Material Moving	156,050	\$22.81	\$47,440
Farming Fishing and Forestry	2,080	\$19.28	\$40,110
Personal Care and Service	55,010	\$18.37	\$38,210
Healthcare Support	88,400	\$17.75	\$36,920
Building and Grounds Cleaning and Maintenance	88,640	\$17.70	\$36,820
Food Preparation and Serving Related	197,140	\$16.36	\$34,030

Source: Department of Labor, Occupational Employment Statistics, May 2021, retrieved February 2023

The preceding table shows the average hourly and annual wages by occupation classification. The classification with the lowest average hourly wage is food preparation and serving related occupations at \$16.36 per hour. The highest average hourly wage, of \$75.51, is for those in the legal occupations. Qualifying incomes for the Subject's tenants will range from \$0 to \$68,340. Absent subsidy, the income limits will range between \$24,030 to \$68,340. This encompasses a significant amount of the employment based on wages in the area. An element not reflected in the data is that many positions represent part-time employment, and starting rates are typically lower than mean wage rates. We expect part-time employment and entry-level positions will be common among the Subject's tenant base. Additionally, as the Subject will target seniors, we expect many tenants to be reliant on social security.

Commuting Patterns

The chart below shows the travel time to work for the PMA according to U.S. Census data.

COMMUTING PATTERNS		
ACS Commuting Time to Work	Number of Commuters	Percentage
Travel Time < 5 min	1,494	1.4%
Travel Time 5-9 min	5,199	4.9%
Travel Time 10-14 min	8,124	7.6%
Travel Time 15-19 min	12,316	11.6%
Travel Time 20-24 min	11,524	10.8%
Travel Time 25-29 min	7,287	6.9%
Travel Time 30-34 min	15,649	14.7%
Travel Time 35-39 min	4,042	3.8%
Travel Time 40-44 min	5,908	5.6%
Travel Time 45-59 min	14,646	13.8%
Travel Time 60-89 min	14,001	13.2%
Travel Time 90+ min	6,067	5.7%
Weighted Average	38 minutes	

Source: US Census 2022, Novogradac, March 2023

As shown in the preceding table, the weighted average commute time in the PMA is approximately 38 minutes. Only 33 percent of PMA commuters travel under 24 minutes, indicating many households work outside of the PMA, likely in the nearby cities of Arlington, Alexandria, and Washington, DC. The average commute time across the overall nation is approximately 28 minutes.

Conclusion

Employment in the PMA is concentrated in prof/scientific/tech services, public administration, and healthcare/social assistance, which collectively comprise 45.5 percent of local employment. The large share of PMA employment in the healthcare/social assistance and public administration sectors is notable as these industries are historically stable, and tend to exhibit greater resilience during economic downturns. Relative to the nation, the PMA features comparatively greater employment in the prof/scientific/tech services, public administration, and finance/insurance industries. Conversely, the PMA is underrepresented in the healthcare/social assistance, manufacturing, and retail trade sectors. Employment in the MSA declined sharply by 5.7 percent in 2020 amid the pandemic, similar to the overall nation. Total employment in the MSA currently remains below the pre-COVID level reached in 2019. As of December 2022, employment in the MSA is increasing at an annualized rate of 1.0 percent, compared to 2.0 percent growth across the nation.

G. DEMOGRAPHIC CHARACTERISTICS

DEMOGRAPHIC CHARACTERISTICS

Population and Households

The following tables illustrates population and household trends in the PMA, MSA and nation from 2000 through 2022, as well as projections through 2027.

POPULATION						
Year	PMA		MSA		USA	
	Amount	Annual Change	Amount	Annual Change	Amount	Annual Change
2000	90,385	-	4,857,914	-	281,250,431	-
2010	162,538	8.0%	5,649,515	1.6%	308,738,557	1.0%
2022	269,113	5.5%	6,522,851	1.3%	335,707,629	0.7%
2027	287,499	1.4%	6,626,626	0.3%	339,902,535	0.2%

Source: Esri Demographics 2022, Novogradac, March 2023

Historical population growth in the PMA exceeded the MSA between 2000 and 2010. Both geographic areas experienced population growth greater than the nation during the same time period. Growth in the PMA slowed between 2010 and 2022, and outpaced growth in the MSA and the nation. According to ESRI demographic projections, annualized PMA growth is expected to slow to 1.4 percent through 2027, which is above the MSA and nation.

HOUSEHOLDS						
Year	PMA		MSA		USA	
	Amount	Annual Change	Amount	Annual Change	Amount	Annual Change
2000	32,222	-	1,827,120	-	105,409,443	-
2010	52,962	6.4%	2,099,073	1.5%	116,713,945	1.1%
2022	86,065	5.2%	2,410,821	1.2%	128,657,502	0.9%
2027	91,699	1.3%	2,454,809	0.4%	130,651,704	0.3%

Source: Esri Demographics 2022, Novogradac, March 2023

Historical household growth in the PMA exceeded the MSA between 2000 and 2010. Both geographic areas experienced household growth greater than the nation during the same time period. Growth in the PMA slowed between 2010 and 2022, and outpaced growth in the MSA and the nation. According to ESRI demographic projections, annualized PMA growth is expected to slow to 1.3 percent through 2027, which is above the MSA and nation.

Senior (62+) Population and Households

The proposed Subject is age-restricted to senior households; thus, we included a demographic analysis of the senior population. The following tables illustrate senior population and household trends in the PMA, MSA, and nation from 2000 through 2022, as well as projections through 2027.

POPULATION 62+						
Year	PMA		MSA		USA	
	Amount	Annual Change	Amount	Annual Change	Amount	Annual Change
2000	7,303	-	552,155	-	41,437,099	-
2010	11,212	5.4%	739,707	3.4%	50,357,896	2.2%
2022	31,265	14.9%	1,198,140	5.2%	71,426,649	3.5%
2027	38,036	4.3%	1,332,142	2.2%	78,237,327	1.9%

Source: Esri Demographics 2022, Novogradac, March 2023

POPULATION 65+

Year	PMA		MSA		USA	
	Amount	Annual Change	Amount	Annual Change	Amount	Annual Change
2000	5,832	-	448,954	-	34,959,449	-
2010	8,091	3.9%	567,226	2.6%	40,267,316	1.5%
2022	23,990	16.4%	962,905	5.8%	58,569,352	3.8%
2027	30,099	5.1%	1,103,688	2.9%	66,046,135	2.6%

Source: Esri Demographics 2022, Novogradac, March 2023

Historical senior population growth in the PMA for ages 62 and over and 65 and over both exceeded the MSA between 2000 and 2010. Both geographic areas experienced population growth greater than the nation during the same time period. Growth in the PMA for both age groups accelerated between 2010 and 2022, and outpaced growth in the MSA and the nation. According to ESRI demographic projections, annualized PMA growth is expected to slow to 4.3 percent through 2027 for ages 62 and over and 5.1 percent through 2027 for ages 65 and over, which are both substantially above the MSA and nation.

HOUSEHOLDS 62+

Year	PMA		MSA		USA	
	Amount	Annual Change	Amount	Annual Change	Amount	Annual Change
2000	4,290	-	343,624	-	26,180,153	-
2010	7,340	7.1%	495,523	4.4%	33,899,154	2.9%
2022	14,777	8.4%	657,362	2.7%	41,953,317	2.0%
2027	18,976	5.7%	751,531	2.9%	46,229,846	2.0%

Source: Esri Demographics 2022, Novogradac, March 2023

HOUSEHOLDS 65+

Year	PMA		MSA		USA	
	Amount	Annual Change	Amount	Annual Change	Amount	Annual Change
2010	4,615	-	383,380	-	27,340,928	-
2022	10,928	11.4%	533,665	3.3%	34,992,295	2.3%
2027	14,057	5.7%	624,500	3.4%	39,507,981	2.6%

Source: Esri Demographics 2022, Novogradac, March 2023

Historical senior household growth in the PMA for ages 62 and over exceeded the MSA between 2000 and 2010. Both geographic areas experienced household growth greater than the nation during the same time period. Growth in the PMA for ages 62 and over and 65 and over both accelerated between 2010 and 2022, and outpaced growth in the MSA and the nation. According to ESRI demographic projections, annualized PMA growth is expected to slow to 5.7 percent through 2027 for both age groups, which is substantially above the MSA and nation.

Population by Age

POPULATION BY AGE GROUP

	PMA 2022	2027
0-4	21,196	22,833
5-9	24,013	25,032
10-14	24,237	23,811
15-19	17,914	19,329
20-24	11,778	11,672
25-29	14,536	15,322
30-34	17,685	22,353
35-39	23,593	24,430
40-44	24,132	24,505
45-49	20,914	21,882
50-54	17,582	17,773
55-59	15,420	15,228
60-64	12,125	13,229
65-69	9,235	10,914
70-74	6,511	8,036
75-79	4,043	5,628
80-84	2,246	3,117
85+	1,955	2,404
Total	269,115	287,498

Source: Esri Demographics 2022, Novogradac, March 2023

General Household Income Distribution

The following tables illustrate household income distribution in 2022 and 2027 in the PMA and SMA.

HOUSEHOLD INCOME PMA

Income Cohort	2022		2027		Annual Change 2022 to 2027	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	979	1.1%	975	1.1%	-1	-0.1%
\$10,000-19,999	1,568	1.8%	1,505	1.6%	-13	-0.8%
\$20,000-29,999	1,361	1.6%	1,371	1.5%	2	0.1%
\$30,000-39,999	1,757	2.0%	1,613	1.8%	-29	-1.6%
\$40,000-49,999	1,982	2.3%	1,957	2.1%	-5	-0.3%
\$50,000-59,999	3,295	3.8%	2,836	3.1%	-92	-2.8%
\$60,000-74,999	4,616	5.4%	4,623	5.0%	1	0.0%
\$75,000-99,999	8,012	9.3%	7,935	8.7%	-15	-0.2%
\$100,000-124,999	8,739	10.2%	8,449	9.2%	-58	-0.7%
\$125,000-149,999	8,685	10.1%	8,688	9.5%	1	0.0%
\$150,000-199,999	15,558	18.1%	15,832	17.3%	55	0.4%
\$200,000+	29,513	34.3%	35,915	39.2%	1,280	4.3%
Total	86,065	100.0%	91,699	100.0%		

Source: HISTA Data / Ribbon Demographics 2022, Novogradac, March 2023

HOUSEHOLD INCOME MSA

Income Cohort	2022		2027		Annual Change 2022 to 2027	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	91,590	3.8%	84,354	3.4%	-1,447	-1.6%
\$10,000-19,999	93,045	3.9%	85,864	3.5%	-1,436	-1.5%
\$20,000-29,999	104,992	4.4%	94,586	3.9%	-2,081	-2.0%
\$30,000-39,999	115,831	4.8%	105,714	4.3%	-2,023	-1.7%
\$40,000-49,999	118,552	4.9%	108,321	4.4%	-2,046	-1.7%
\$50,000-59,999	125,483	5.2%	114,873	4.7%	-2,122	-1.7%
\$60,000-74,999	190,321	7.9%	176,353	7.2%	-2,794	-1.5%
\$75,000-99,999	291,104	12.1%	278,326	11.3%	-2,556	-0.9%
\$100,000-124,999	265,092	11.0%	257,800	10.5%	-1,458	-0.6%
\$125,000-149,999	217,447	9.0%	224,099	9.1%	1,330	0.6%
\$150,000-199,999	301,705	12.5%	317,884	12.9%	3,236	1.1%
\$200,000+	495,659	20.6%	606,635	24.7%	22,195	4.5%
Total	2,410,821	100.0%	2,454,809	100.0%		

Source: HISTA Data / Ribbon Demographics 2022, Novogradac, March 2023

Qualifying incomes for the Subject's tenants will range from \$0 to \$68,340. Absent subsidy, the income limits will range between \$24,030 to \$68,340.

Senior Household Income Distribution

The following table illustrates senior household income distribution in 2022 and 2027 in the PMA and SMA.

HOUSEHOLD INCOME OF SENIORS 62+ IN 2022

Income Cohort	PMA		MSA		USA	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	365	2.5%	33,879	5.2%	2,682,491	6.4%
\$10,000-19,999	814	5.5%	44,762	6.8%	5,288,974	12.6%
\$20,000-29,999	519	3.5%	41,838	6.4%	4,940,484	11.8%
\$30,000-39,999	636	4.3%	42,344	6.4%	4,309,516	10.3%
\$40,000-49,999	537	3.6%	41,544	6.3%	3,782,030	9.0%
\$50,000-59,999	880	6.0%	38,673	5.9%	3,116,580	7.4%
\$60,000-74,999	1,148	7.8%	55,573	8.5%	3,860,529	9.2%
\$75,000-99,999	1,599	10.8%	76,676	11.7%	4,471,432	10.7%
\$100,000-124,999	1,741	11.8%	63,752	9.7%	2,910,158	6.9%
\$125,000-149,999	1,657	11.2%	49,790	7.6%	1,965,964	4.7%
\$150,000-199,999	1,789	12.1%	62,343	9.5%	1,942,106	4.6%
\$200,000+	3,092	20.9%	106,188	16.2%	2,683,053	6.4%
Total	14,777	100.0%	657,362	100.0%	41,953,317	100.0%

Source: Esri Demographics 2022, Novogradac, March 2023

HOUSEHOLD INCOME OF SENIORS 62+ IN 2027

Income Cohort	PMA		MSA		USA	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	402	2.1%	34,643	4.6%	2,697,637	5.8%
\$10,000-19,999	878	4.6%	44,922	6.0%	5,045,713	10.9%
\$20,000-29,999	591	3.1%	42,041	5.6%	4,934,261	10.7%
\$30,000-39,999	646	3.4%	43,694	5.8%	4,378,145	9.5%
\$40,000-49,999	656	3.5%	43,388	5.8%	3,950,097	8.5%
\$50,000-59,999	930	4.9%	40,930	5.4%	3,396,097	7.3%
\$60,000-74,999	1,405	7.4%	59,515	7.9%	4,161,370	9.0%
\$75,000-99,999	1,976	10.4%	85,087	11.3%	5,049,650	10.9%
\$100,000-124,999	2,110	11.1%	72,352	9.6%	3,452,645	7.5%
\$125,000-149,999	2,174	11.5%	59,730	7.9%	2,510,575	5.4%
\$150,000-199,999	2,353	12.4%	76,406	10.2%	2,615,900	5.7%
\$200,000+	4,855	25.6%	148,823	19.8%	4,037,756	8.7%
Total	18,976	100.0%	751,531	100.0%	46,229,846	100.0%

Source: Esri Demographics 2022, Novogradac, March 2023

Average Household Size

The following table is a summary of the average household size in the PMA, MSA, and nation in 2000, 2010, 2022, as well as 2027.

Year	AVERAGE HOUSEHOLD SIZE					
	PMA		MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.80	-	2.60	-	2.59	-
2010	3.06	0.9%	2.64	0.2%	2.57	-0.1%
2022	3.12	0.2%	2.66	0.1%	2.55	-0.1%
2027	3.13	0.1%	2.66	-0.0%	2.54	-0.1%

Source: Esri Demographics 2022, Novogradac, March 2023

The average household size in the PMA is above the MSA and substantially above the overall nation. According to ESRI demographic projections, the average household size in the PMA is expected to remain relatively stable through 2027.

Renter Households by Number of Persons

The following table is a summary of the renter households by number of persons in the household in 2022 and 2027.

RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA				
Household Size	2022		2027	
	Number	Percentage	Number	Percentage
1 person	4,368	28.0%	4,558	28.2%
2 person	4,128	26.5%	4,136	25.6%
3 person	2,840	18.2%	2,957	18.3%
4 person	2,344	15.0%	2,435	15.1%
5 person	1,920	12.3%	2,078	12.9%
Total	15,600	100.0%	16,164	100.0%

Source: Esri Demographics 2022, Novogradac, March 2023

As shown in the table above, approximately 55 percent of renter households in the PMA have one to two persons in the household. The Subject will offer one and two-bedrooms, which seems reasonable given the household size distribution.

RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA 62+				
Household Size	2022		2027	
	Number	Percentage	Number	Percentage
1 person	1,528	53.9%	1,690	52.1%
2 person	851	30.0%	967	29.8%
3 person	240	8.5%	311	9.6%
4 person	129	4.6%	172	5.3%
5 person	85	3.0%	104	3.2%
Total	2,833	100.0%	3,244	100.0%

Source: Esri Demographics 2022, Novogradac, March 2023

As shown in the table above, approximately 84 percent of senior renter households in the PMA have one to two persons in the household. The Subject will offer one and two-bedrooms, which seems reasonable given the household size distribution.

General Household Tenure

The following table illustrates the tenure patterns in the PMA for the years 2000 and 2022, as well as the projected tenure patterns for the year 2027.

TENURE PATTERNS PMA				
Year	Owner-Occupied	Percentage Owner-Occupied	Renter-Occupied	Percentage Renter-Occupied
2010	43,475	82.1%	9,487	17.9%
2022	70,465	81.9%	15,600	18.1%
2027	75,535	82.4%	16,164	17.6%

Source: HISTA Data / Ribbon Demographics 2022, Novogradac, March 2023

The percentage of renter households in the PMA remained relatively stable between 2010 and 2022, and is estimated to be 18.1 percent as of 2022. The current percentage of renter households in the PMA is well below the estimated 33 percent of renter households across the overall nation. According to the ESRI demographic projections, the percentage of renter households in the PMA is expected to slightly decrease through 2027. Nonetheless, the absolute number of renter households in the PMA is still expected to increase over this time period, driven by overall population growth.

Senior (62+) Household Tenure

The following table is a summary of the senior tenure patterns of the housing stock in the PMA.

PMA TENURE PATTERNS OF SENIORS 62+				
Year	Owner-Occupied	Percentage Owner-Occupied	Renter-Occupied	Percentage Renter-Occupied
2010	6,122	83.4%	1,218	16.6%
2022	11,944	80.8%	2,833	19.2%
2027	15,732	82.9%	3,244	17.1%

Source: HISTA Data / Ribbon Demographics 2022, Novogradac, March 2023

The percentage of senior renter households in the PMA increased between 2010 and 2022, and is estimated to be 19.2 percent as of 2022. The current percentage of senior renter households in the PMA is below the estimated 24 percent of senior renter households across the overall nation. According to the ESRI demographic projections, the percentage of senior renter households in the PMA is expected to decline through 2027. Nonetheless, the absolute number of senior renter households in the PMA is still expected to increase over this time period, driven by overall population growth.

Median Household Income Levels

The following table illustrates median household income levels in the PMA, MSA, and nation from 2000 through 2027. Note that this is based on data for all household sizes and is independent of the calculation of AMI. *It should be noted that median household income data for senior households was not available.*

MEDIAN HOUSEHOLD INCOME						
Year	PMA		MSA		USA	
	Amount	Annual Change	Amount	Annual Change	Amount	Annual Change
2000	\$75,813	-	\$68,961	-	\$44,290	-
2022	\$173,860	5.9%	\$113,904	3.0%	\$72,414	2.9%
2027	\$188,843	1.7%	\$129,911	2.8%	\$84,445	3.3%

Source: Esri Demographics 2022, Novogradac, March 2023

As of 2022, the median income in the PMA is above the surrounding MSA. Median household income growth in the PMA exceeded the MSA between 2000 and 2022. Growth in both geographic areas exceeded the nation during the same time period. In particular, median income in the PMA rose from 171.2 percent of the national

median income in 2000 to 240.1 percent in 2022. The overall rise in median income levels reflects a market where lower income households may be priced out by more affluent households. It also indicates that affordable housing properties should prosper in the future as incomes and, therefore, achievable rents rise. According to ESRI demographic projections, annualized PMA growth is expected to slow to 1.7 percent through 2027, which is well below projected growth in the MSA and nation.

General Renter Household Income Distribution

The following table illustrates renter household income distribution in the PMA.

RENTER HOUSEHOLD INCOME PMA

Income Cohort	2022		2027		Annual Change 2022 to 2027	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	378	2.4%	387	2.4%	2	0.5%
\$10,000-19,999	737	4.7%	697	4.3%	-8	-1.1%
\$20,000-29,999	588	3.8%	568	3.5%	-4	-0.7%
\$30,000-39,999	790	5.1%	733	4.5%	-11	-1.4%
\$40,000-49,999	857	5.5%	842	5.2%	-3	-0.4%
\$50,000-59,999	1,130	7.2%	989	6.1%	-28	-2.5%
\$60,000-74,999	1,786	11.4%	1,743	10.8%	-9	-0.5%
\$75,000-99,999	2,309	14.8%	2,382	14.7%	15	0.6%
\$100,000-124,999	2,256	14.5%	2,198	13.6%	-12	-0.5%
\$125,000-149,999	1,292	8.3%	1,458	9.0%	33	2.6%
\$150,000-199,999	1,741	11.2%	1,941	12.0%	40	2.3%
\$200,000+	1,736	11.1%	2,226	13.8%	98	5.6%
Total	15,600	100.0%	16,164	100.0%		

Source: HISTA Data / Ribbon Demographics 2022, Novogradac, March 2023

In the previous table, the percentage of renter-occupied households was applied to the total number of households in each income level. As illustrated, the income cohorts with the largest concentrations of renter households are concentrated in the \$75,000-99,999, \$100,000-124,999, and \$60,000-74,999 income cohorts. As of 2022, approximately 21 percent of renter households in the PMA earn less than \$50,000 annually.

Senior (62+) Renter Household Income Distribution

The following table illustrates senior renter household income distribution in the PMA.

62+ RENTER HOUSEHOLD INCOME PMA

Income Cohort	2022		2027		Annual Change 2022 to 2027	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	154	5.4%	168	5.2%	3	1.8%
\$10,000-19,999	345	12.2%	361	11.1%	3	0.9%
\$20,000-29,999	182	6.4%	181	5.6%	0	-0.1%
\$30,000-39,999	253	8.9%	247	7.6%	-1	-0.5%
\$40,000-49,999	155	5.5%	201	6.2%	9	5.9%
\$50,000-59,999	217	7.7%	213	6.6%	-1	-0.4%
\$60,000-74,999	275	9.7%	295	9.1%	4	1.5%
\$75,000-99,999	232	8.2%	284	8.8%	10	4.5%
\$100,000-124,999	251	8.9%	299	9.2%	10	3.8%
\$125,000-149,999	175	6.2%	195	6.0%	4	2.3%
\$150,000-199,999	253	8.9%	314	9.7%	12	4.8%
\$200,000+	341	12.0%	486	15.0%	29	8.5%
Total	2,833	100.0%	3,244	100.0%		

Source: HISTA Data / Ribbon Demographics 2022, Novogradac, March 2023

In the previous table, the percentage of senior renter-occupied households was applied to the total number of households in each income level. As illustrated, the income cohorts with the largest concentrations of senior renter households are concentrated in the \$10,000-19,999, \$200,000+, and \$60,000-74,999 income cohorts. As of 2022, approximately 38 percent of senior renter households in the PMA earn less than \$50,000 annually.

RENTER HOUSEHOLD INCOME MSA

Income Cohort	2022		2027		Annual Change 2022 to 2027	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	62,384	7.1%	57,113	6.6%	-1,054	-1.7%
\$10,000-19,999	56,438	6.5%	52,122	6.0%	-863	-1.5%
\$20,000-29,999	61,939	7.1%	55,255	6.3%	-1,337	-2.2%
\$30,000-39,999	64,298	7.4%	58,457	6.7%	-1,168	-1.8%
\$40,000-49,999	62,363	7.1%	56,606	6.5%	-1,151	-1.8%
\$50,000-59,999	64,382	7.4%	58,824	6.8%	-1,112	-1.7%
\$60,000-74,999	88,386	10.1%	82,866	9.5%	-1,104	-1.2%
\$75,000-99,999	119,974	13.7%	116,909	13.4%	-613	-0.5%
\$100,000-124,999	89,869	10.3%	90,805	10.4%	187	0.2%
\$125,000-149,999	63,551	7.3%	69,242	7.9%	1,138	1.8%
\$150,000-199,999	68,495	7.8%	77,454	8.9%	1,792	2.6%
\$200,000+	72,437	8.3%	95,337	10.9%	4,580	6.3%
Total	874,516	100.0%	870,990	100.0%		

Source: HISTA Data / Ribbon Demographics 2022, Novogradac, March 2023

62+ RENTER HOUSEHOLD INCOME MSA

Income Cohort	2022		2027		Annual Change 2022 to 2027	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	17,870	11.2%	18,367	10.1%	99	0.6%
\$10,000-19,999	20,830	13.0%	21,321	11.7%	98	0.5%
\$20,000-29,999	15,939	9.9%	16,495	9.1%	111	0.7%
\$30,000-39,999	13,657	8.5%	14,566	8.0%	182	1.3%
\$40,000-49,999	11,696	7.3%	12,786	7.0%	218	1.9%
\$50,000-59,999	10,472	6.5%	11,339	6.2%	173	1.7%
\$60,000-74,999	13,061	8.1%	14,640	8.1%	316	2.4%
\$75,000-99,999	14,916	9.3%	17,229	9.5%	463	3.1%
\$100,000-124,999	11,332	7.1%	13,516	7.4%	437	3.9%
\$125,000-149,999	8,947	5.6%	11,401	6.3%	491	5.5%
\$150,000-199,999	9,598	6.0%	12,354	6.8%	551	5.7%
\$200,000+	11,948	7.5%	17,598	9.7%	1,130	9.5%
Total	160,266	100.0%	181,612	100.0%		

Source: HISTA Data / Ribbon Demographics 2022, Novogradac, March 2023

Rent Overburdened Households

The following table illustrates the percentage of all households paying greater than 35 percent of their income towards housing in the PMA, MSA, and nation.

RENT OVERBURDENED

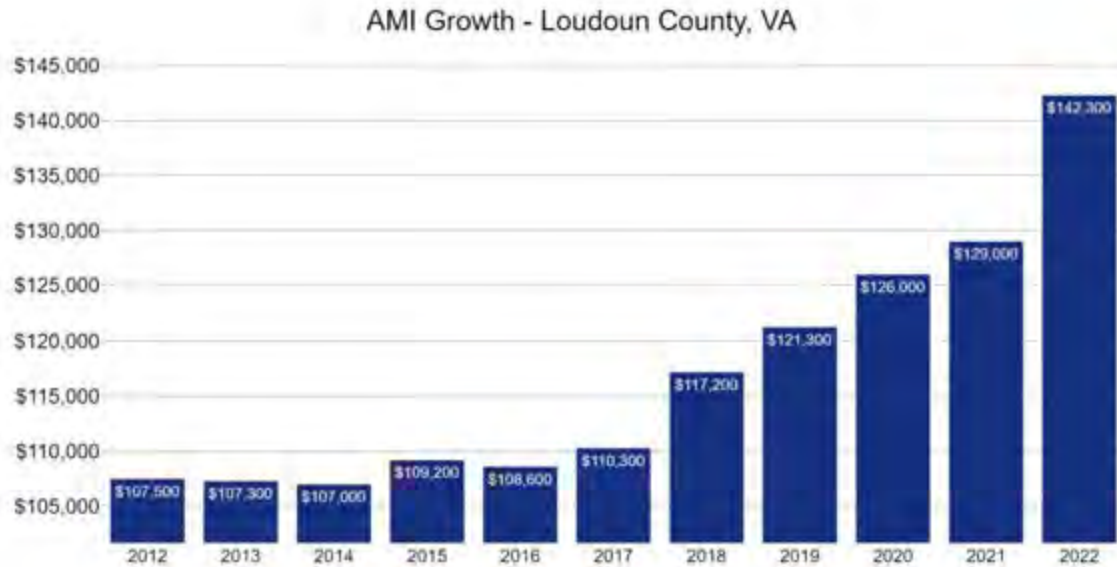
Year	PMA		MSA		USA	
	Amount	Percentage	Amount	Percentage	Amount	Percentage
2022	4,352	32.6%	288,768	38.8%	16,657,944	42.7%

Source: US Census 2022, Novogradac, March 2023

The percentage of rent-overburdened households in the PMA is below the MSA and nation.

Area Median Income

For Section 42 LIHTC rent determination purposes, HUD begins with the Area Median Income (AMI). The following chart illustrates the HUD-published area median income in Loudoun County, VA. Loudoun County is part of the Washington-Arlington-Alexandria, DC-VA-MD HUD Metro FMR Area MSA.



Overall, the AMI increased at an annual rate of 2.94 percent between 2012 and 2022. Over 95.7 percent of counties in the nation experienced an increase in AMI in 2022. This was also true in Loudoun County, which reached a record high AMI level in 2022. Rising AMI levels bode well for future rent growth at affordable developments, such as the Proposed Subject.

AMI GROWTH

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
AMI	\$103,500	\$106,100	\$107,500	\$107,300	\$107,000	\$109,200	\$108,600	\$110,300	\$117,200	\$121,300	\$126,000	\$129,000	\$142,300
% Growth	-	2.51%	1.32%	(0.19%)	(0.28%)	2.06%	(0.55%)	1.57%	6.26%	3.50%	3.87%	2.38%	10.31%

The proposed rents for all of the Subject's LIHTC units are set at the maximum allowable levels; therefore, future rent increases will be directly dependent upon future increases in the AMI.

Conclusion

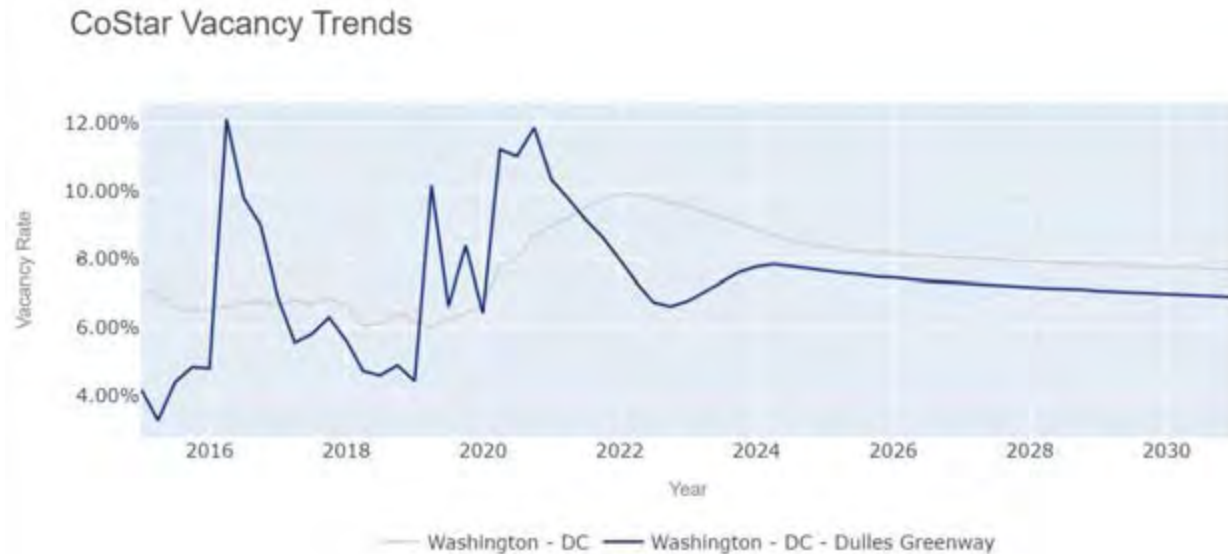
Population in the PMA increased at an annualized rate of 14.9 percent between 2010 and 2022, compared to growth of 5.2 percent in the MSA and 3.5 percent across the nation. The percentage of senior renter households in the PMA rose between 2010 and 2022 and is estimated to be 19 percent as of 2022. This is less than the estimated 24 percent senior renter households across the overall nation. The median income in the PMA as of 2022 is above the MSA and overall nation. According to ESRI demographic projections, population, household, and median income levels are all expected to rise through 2027. Overall, the combination of rising population and median household income bodes well for future demand for multifamily housing.

H. COMPETITIVE ENVIRONMENT

HOUSING SUMMARY

We consulted the CoStar Market Analytics Report for the Washington - DC - Dulles Greenway. Multifamily submarket to gather information on the local apartment rental market.

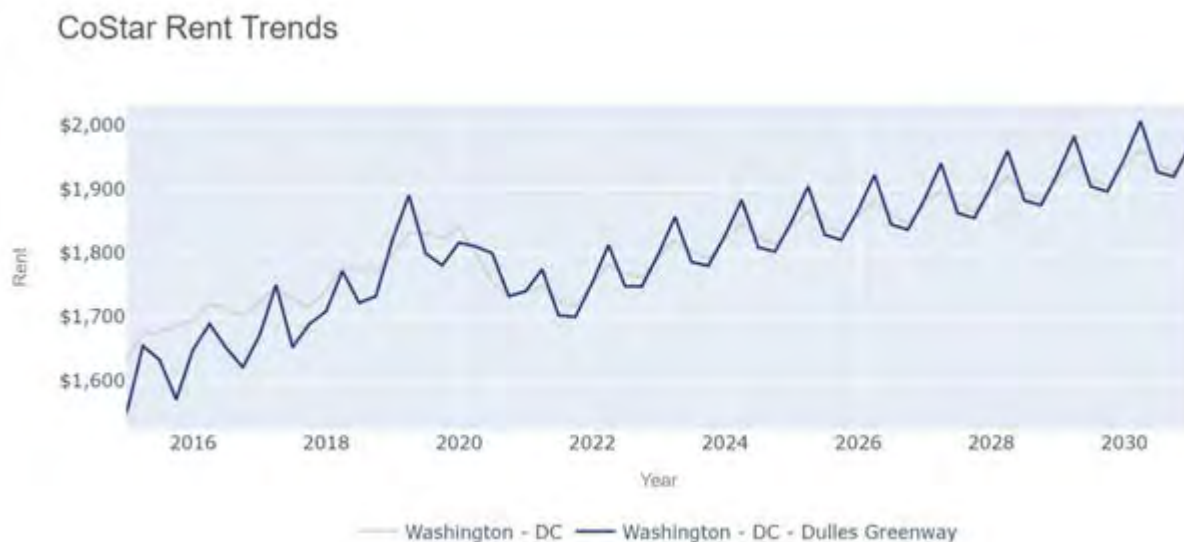
Vacancy



Source: CoStar, March 2023

According to CoStar, historically, the Washington, DC - Dulles Greenway submarket experienced a higher vacancy rate than the Washington, DC metro market in recent years. Currently, the Washington, DC - Dulles Greenway submarket vacancy rate is 6.78 percent, while the Washington, DC market vacancy rate is 9.54 percent. CoStar predicts that the submarket's vacancy rate is expected to grow to 6.89 percent in nine years. The submarket's current vacancy rate of 6.78 percent is higher than the overall vacancy rate of 1.9 percent reported by the comparables used in this report.

Rent



Source: CoStar, March 2023

According to CoStar, historically the median two-bedroom rent in the Washington, DC - Dulles Greenway submarket was slightly lower than the Washington, DC metro market. Currently, the Washington, DC - Dulles Greenway submarket median rent is \$1,799, while the Washington, DC market median rent is \$1,794. CoStar projects rent to grow in Washington, DC - Dulles Greenway to \$1,971 over the next nine years.

Age of Housing Stock

The following table illustrates the age of the existing housing stock in the PMA, MSA, and nation.

HOUSING STOCK BY YEAR BUILT						
	PMA		MSA		USA	
Built 2005 or later	9,800	15.0%	83,123	3.6%	3,772,330	2.8%
Built 2000 to 2004	26,456	40.5%	339,837	14.9%	18,872,283	14.1%
Built 1990 to 1999	15,941	24.4%	342,278	15.0%	19,229,676	14.4%
Built 1980 to 1989	7,697	11.8%	370,790	16.3%	18,484,475	13.8%
Built 1970 to 1979	2,328	3.6%	330,216	14.5%	20,811,073	15.6%
Built 1960 to 1969	1,500	2.3%	282,193	12.4%	14,506,264	10.9%
Built 1950 to 1959	483	0.7%	217,069	9.5%	14,087,506	10.5%
Built 1940 to 1949	317	0.5%	116,758	5.1%	6,658,408	5.0%
Built 1939 or earlier	726	1.1%	196,419	8.6%	17,184,482	12.9%
Total Housing Units	65,248	100.0%	2,278,683	100.0%	133,606,497	100.0%

Source: Esri Demographics 2022, Novogradac, March 2023

As illustrated in the previous table, a majority of the housing stock in the PMA was built after 2000. As new construction, the Subject will have an advantage over the existing housing stock.

Substandard Housing

The following table illustrates the percentage of housing units that are considered substandard. According to HUD, substandard housing includes: dilapidated unit, unit lacks operable indoor plumbing, unit lacks a usable flush toilet for the exclusive use of a family, unit lacks a usable bathtub or shower for the exclusive use of the a family, unit lacks electricity or has inadequate or unsafe electrical services, unit lacks a safe or adequate source of heat, unit should, but lacks a kitchen, and unit has been declared inhabitable by an agency or government entity.

SUBSTANDARD HOUSING			
Year	PMA	MSA	USA
	Percentage	Percentage	Percentage
2022	0.70%	1.12%	1.70%

Source: US Census 2022, Novogradac, March 2023

The percentage of residents living in substandard housing in the PMA and MSA is below the nation.

Building Permits

The following table demonstrates building permit information from 2000 through 2022 for Loudoun County, Virginia.

BUILDING PERMITS: LOUDOUN COUNTY 2000 - 2022

Year	Single-family and Duplex	Three and Four-Family	Five or More Family	Total Units
2000	5,131	0	1,169	6,300
2001	3,436	0	1,317	4,753
2002	4,659	0	1,449	6,108
2003	5,678	0	1,092	6,770
2004	5,667	0	997	6,664
2005	4,716	0	483	5,199
2006	2,937	0	347	3,284
2007	2,479	0	399	2,878
2008	1,490	0	967	2,457
2009	1,638	0	516	2,154
2010	1,840	4	197	2,041
2011	2,376	0	694	3,070
2012	2,998	0	817	3,815
2013	3,545	0	1,339	4,884
2014	2,823	0	657	3,480
2015	2,635	0	979	3,614
2016	2,522	0	774	3,296
2017	2,596	0	1,168	3,764
2018	2,517	0	1,198	3,715
2019	2,137	0	841	2,978
2020	1,819	0	674	2,493
2021	1,543	0	556	2,099
2022	1,257	0	1,073	2,330
Average	2,976	0	857	3,832

Source: US Census 2022, Novogradac, March 2023

Permit issuance increased in six out of 12 years between 2010 and 2022. The most recent years with finalized data indicate construction activity increased by 11.0 percent between 2021 and 2022, however remains below the post-recessionary highs recorded in 2013.

Additions to Supply

We consulted a CoStar new construction report regarding planned, proposed, and under construction developments within the PMA. We also researched LIHTC allocations in the Subject's PMA from 2020 to February 2023. According to our sources, there are multiple proposed, under construction, and recently completed developments within the PMA, illustrated in the following table.

RECENT AND PLANNED DEVELOPMENT

Property Name	Rent Structure	Tenancy	Total Units	Competitive Affordable Units	Competitive PBRA Units	Construction Status	LIHTC Allocation Year	Distance to Subject
Avonlea Senior Four	LIHTC	Senior	65	65	0	Proposed	N/A	0.2 miles
The Metropolitan at Village at Leesburg Phase2	Market	Family	60	0	0	Proposed	N/A	11.0 miles
Tuscarora Crossing 9% Phase 1A	LIHTC	Family	44	0	0	Proposed	2020	10.3 miles
Dulles Gtwy	Market	Family	311	0	0	Proposed	N/A	5.6 miles
Neon Lofts	Market	Family	276	0	0	Proposed	N/A	5.6 miles
Ashburn Crossing	Market	Family	475	0	0	Proposed	N/A	7.9 miles
Waxpool Apartments	LIHTC	Family	52	0	0	Under Construction	2021	6.4 miles
Views at Broadlands	LIHTC	Family	93	0	0	Proposed	2021	5.6 miles
Ashburn Station	Affordable/Market	Family	224	0	0	Under Construction	N/A	6.1 miles
Avonlea Family	Affordable	Family	147	0	0	Proposed	N/A	0.1 miles
Tuscarora Crossing 9% Phase 2A	LIHTC	General	44	0	0	Proposed	2021	10.3 miles
Tuscarora Crossing 4% Phase 2B	LIHTC	Family	46	0	0	Proposed	2021	10.3 miles
Tuscarora Crossing 4% Phase 1B	LIHTC	Family	46	0	0	Proposed	2020	10.3 miles
Poland Hill Senior	LIHTC	Senior	78	78	0	Proposed	2021	2.0 miles
Totals			1,961	143	0			

- Tuscarora Crossing 9% Phase 1A is a proposed 44-unit LIHTC development located 10.3 miles north of the Subject site. Upon completion, the property will offer a four-story garden design and target family households. Due to the differing tenancy, we do not consider any units to be competitive with the Subject.
- Avonlea Senior Four is the proposed 4% portion of the Subject's overall Phase I development. The 4% portion will offer 65 total units targeted towards senior households. We consider all 65 units to be competitive with the Subject upon completion.
- Tuscarora Crossing 9% Phase 2A is a proposed 44-unit LIHTC development located 10.3 miles of the Subject site. Upon completion, the property will offer a four-story midrise design and target general households. Due to the differing tenancy, we do not consider any units to be competitive with the Subject.
- Ashburn Station is an under construction 224-unit affordable/market development located 6.1 miles north of the Subject site. Upon completion, the property will offer a four-story lowrise design and target family households. Due to the differing tenancy, we do not consider any units to be competitive with the Subject.
- Avonlea Family is the proposed 147-unit affordable development located adjacent to the Subject site that will be Phase 2 of the Subject's larger overall development. Upon completion, this phase will offer 147 affordable units targeted toward family households. Due to the differing target tenancy, we do not consider these units to be competitive with the Subject.
- Tuscarora Crossing 4% Phase 2B is a proposed 46-unit LIHTC development located 10.3 miles of the Subject site. Upon completion, the property will target family households. Due to the differing tenancy, we do not consider any units to be competitive with the Subject.

- Tuscarora Crossing 4% Phase 1B is a proposed 46-unit LIHTC development located 10.3 miles of the Subject site. Upon completion, the property will target family households. Due to the differing tenancy, we do not consider any units to be competitive with the Subject.
- Waxpool Apartments is a proposed 52-unit affordable development located 6.4 miles north of the Subject site. Upon completion, the property will target family households. Due to the differing tenancy, we do not consider any units to be competitive with the Subject.
- Poland Hill Senior is a proposed 78-unit LIHTC development located 2.0 miles southeast of the Subject site. Upon completion, the property will target senior households, similar to the Subject. We consider 78 units competitive with the Subject as proposed. Overall, there are a total of 78 proposed units we believe will be competitive with the proposed Subject property, upon completion.
- Views at Broadlands is a proposed 93-unit LIHTC development located 5.6 miles north of the Subject site. Upon completion, the property will target family households. Due to the differing tenancy, we do not consider any units to be competitive with the Subject.

Recent LIHTC Allocations

The table below lists LIHTC allocations awarded in the Subject's PMA from 2020 to February 2023.

RECENT LIHTC ALLOCATIONS							
Property Name	Rent Structure	Tenancy	Total Units	Competitive Units	Construction Status	LIHTC Allocation Year	Distance to Subject
Tuscarora Crossing 9% Phase 1A	LIHTC	Family	44	0	Proposed	2020	10.3 miles
Poland Hill Senior	LIHTC	Senior	78	78	Proposed	2021	2.0 miles
Tuscarora Crossing 9% Phase 2A	LIHTC	General	44	0	Proposed	2021	10.3 miles
Tuscarora Crossing 4% Phase 2B	LIHTC	Family	46	0	Proposed	2021	10.3 miles
Tuscarora Crossing 4% Phase 1B	LIHTC	Family	46	0	Proposed	2020	10.3 miles
Views at Broadlands	LIHTC	Family	93	0	Proposed	2021	5.6 miles
Totals			351	78			

As detailed above, five developments totaling 351 units have received tax credit allocation in the PMA from 2020 to February 2023.

SURVEY OF COMPARABLE PROPERTIES

Comparable properties are examined on the basis of physical characteristics; i.e., building type, building age/quality, the level of common amenities, absorption rates, and similarity in rent structure. We attempted to compare the Subject to properties from the competing market, in order to provide a picture of the general economic health and available supply in the market.

Description of Property Types Surveyed/Determination of Number of Tax Credit Units

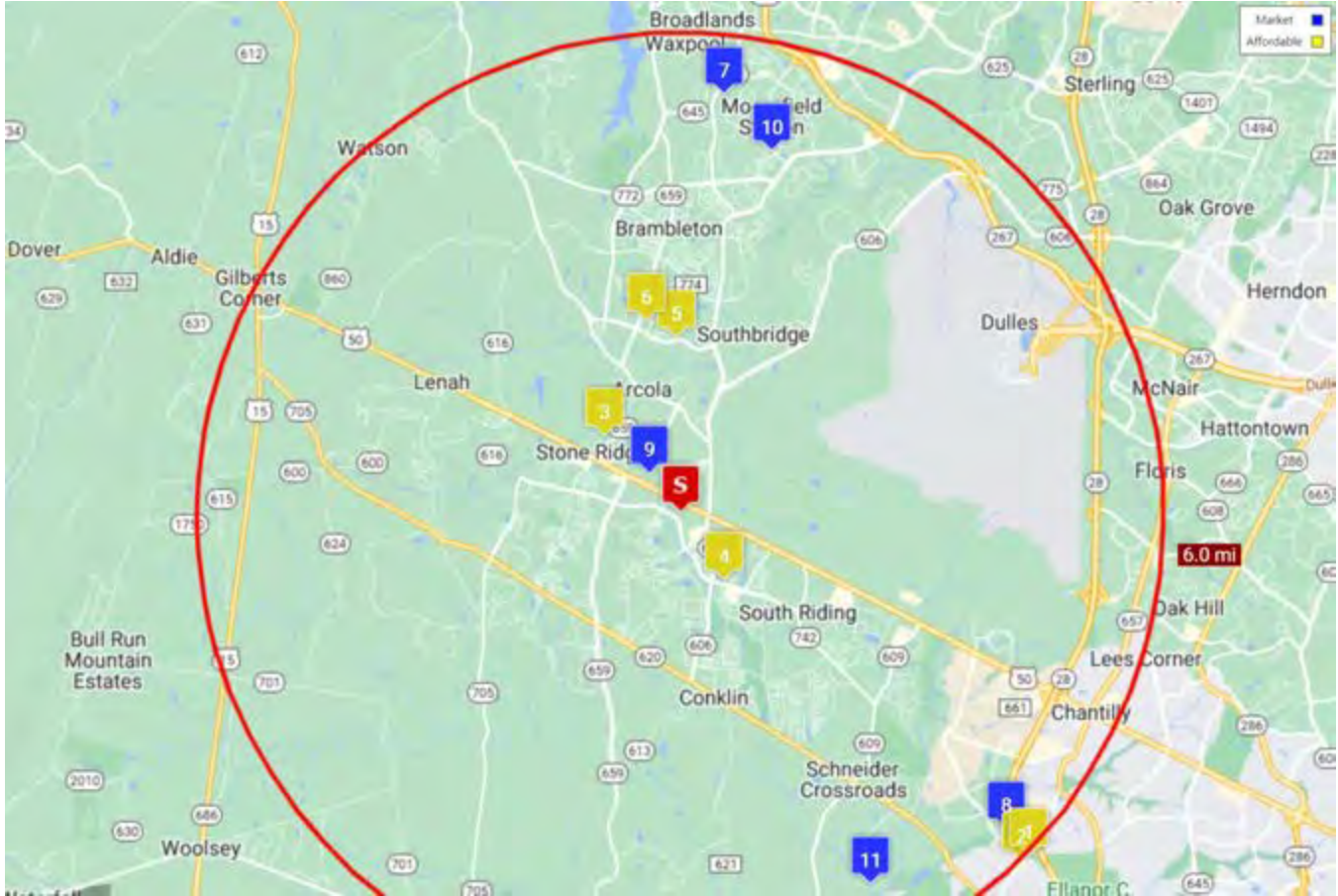
To evaluate the competitive position of the Subject, we surveyed a total of 2,313 units in 11 rental properties. The availability of the LIHTC data is considered good. We included six affordable developments located between 1.0 and 6.1 miles from the Subject site, all of which are located inside the PMA. The availability of the market rate data is also considered good. We included five market rate properties located between 0.6 and 5.6 miles from the Subject site, all of which are located inside the PMA. Overall, we believe the availability of data is adequate to support our conclusions.

The comparable properties were chosen primarily based on location, age, condition, design, and amenities. Several properties were excluded for various reasons. The following table illustrates the properties that are excluded from the supply analysis of this report.

EXCLUDED PROPERTIES			
Property Name	Rent Structure	Tenancy	Reason for Exclusion
Acclaim Of Ashburn	LIHTC	Family	Distance from Subject
Ashburn Chase	LIHTC	Family	Distance from Subject
Ashburn Meadows	LIHTC	Family	Distance from Subject
Heronview Apartments	LIHTC	Family	Distance from Subject
Shreveport Ridge	LIHTC	Family	Unable to contact
The Grove At Flynn's Crossing	LIHTC	Family	Distance from Subject
The Woods At Brambleton Town Center South	LIHTC	Family	Dissimilar unit mix
Wingler House Apartments	LIHTC	Senior	Distance from Subject
Atley On The Greenway	Market	Family	Distance from Subject
BLVD Loudoun Station	Market	Family	Distance from Subject
Camden Ashburn Farm	Market	Family	Distance from Subject
Camden Silo Creek	Market	Family	Distance from Subject
Jefferson Somerset Park Apartments	Market	Family	Distance from Subject
Saddle Ridge Apartments	Market	Family	Distance from Subject
The Ashborough	Market	Family	Distance from Subject
The Metropolitan At Village At Leesburg	Market	Family	Distance from Subject
The Reserve At Regency Park	Market	Family	Unable to contact
Westwind Farms	Market	Family	Unable to contact

Comparable Rental Property Map

The following map illustrates the location of the Subject in relation to the comparable properties.



Source: Google Maps, March 2023

COMPARABLE PROPERTIES

#	Property Name	City	Rent Structure	Tenancy	Distance to Subject
S	Avonlea Senior Nine	Chantilly	@30%, @50%, @50% (PBV), @60%	Senior	-
1	Forest Glen Phase I	Centreville	@60%	Senior	6.1 miles
2	Forest Glen Phase II	Centreville	@60%	Senior	6.0 miles
3	Stone Springs Apartments	Sterling	@60%	Family	1.3 miles
4	The Abbey At South Riding	South Riding	@50% (ADU), @60%	Family	1.0 mile
5	The Woods At Birchwood	Ashburn	@40%, @50%, @60%	Senior	2.2 miles
6	The Woods At Brambleton	Ashburn	@60%	Family	2.4 miles
7	Broadlands Apartments	Ashburn	Market	Family	5.2 miles
8	Preserve At Westfields	Chantilly	Market	Family	5.6 miles
9	The Elms At Arcola	Sterling	Market	Family	0.6 mile
10	The Point At Ashburn	Ashburn	Market	Family	4.6 miles
11	Westfield Village Apartments	Centreville	Market	Family	5.2 miles

AVONLEA SENIOR NINE – CHANTILLY, VIRGINIA – VIRGINIA HOUSING MARKET STUDY

SUMMARY MATRIX

#	Property Name	Distance	Type/Built/ Renovated	AMI	Unit Type	#	%	SF	Restriction	Rent (Adj)	Max Rent?	Waiting List	Vacant Units	Vacancy Rate
S	Avonlea Senior Nine 24790 Pinebrook Road Chantilly, VA Loudoun County		Midrise 5-stories 2026 Senior	@30%, @50%, @50% (PBV), @60%	1BR/1BA	5	7.7%	694	@30%	\$724	Yes		N/A	N/A
					1BR/1BA	18	27.7%	682	@50%	\$1,258	Yes		N/A	N/A
					1BR/1BA	6	9.2%	694	@50% (PBV)	\$2,037	N/A		N/A	N/A
					1BR/1BA	28	43.1%	690	@60%	\$1,525	Yes		N/A	N/A
					2BR/2BA	2	3.1%	1,045	@30%	\$865	Yes		N/A	N/A
					2BR/2BA	2	3.1%	1,162	@50% (PBV)	\$2,310	N/A		N/A	N/A
1	Forest Glen Phase I 14401 Woodmere Court Centreville, VA Fairfax County	6.1 miles	Midrise 4-stories 2020 Senior	@60%	2BR/2BA	4	6.2%	1,162	@60%	\$1,826	Yes		N/A	N/A
						65							N/A	N/A
					1BR/1BA	101	84.9%	535	@60%	\$1,334	No	No	0	0%
					2BR/1BA	18	15.1%	767	@60%	\$1,563	No	No	0	0%
						119							0	0.0%
2	Forest Glen Phase II 14400 Woodmere Court Centreville, VA Fairfax County	6.0 miles	Midrise 4-stories 1997 Senior	@60%	1BR/1BA	101	84.9%	564	@60%	\$1,289	No	No	3	3.0%
					2BR/1BA	18	15.1%	806	@60%	\$1,513	No	No	0	0%
						119							3	2.5%
3	Stone Springs Apartments 42225 Glascock Field Drive Sterling, VA Loudoun County	1.3 miles	Midrise 4-stories 2019 Family	@60%	1BR/1BA	N/A	N/A	753	@60%	\$1,316	No	Yes	0	0%
					2BR/2BA	N/A	N/A	1,072	@60%	\$1,571	No	Yes	0	0%
					3BR/2BA	N/A	N/A	1,236	@60%	\$1,801	No	Yes	0	0%
						128							0	0.0%
4	The Abbey At South Riding 43001 Thoroughgood Drive South Riding, VA Loudoun County	1.0 mile	Garden 3-stories 1999 Family	@50% (ADU) @60%	1BR/1BA	N/A	N/A	720	@50% (ADU)	\$851	No	Yes	0	0%
					1BR/1BA	48	28.6%	720	@60%	\$1,459	Yes	Yes	0	0%
					2BR/2BA	N/A	N/A	976	@50% (ADU)	\$936	No	Yes	0	0%
					2BR/2BA	84	50.0%	976	@60%	\$1,743	Yes	Yes	0	0%
					3BR/2BA	N/A	N/A	1,170	@50% (ADU)	\$1,013	No	Yes	0	0%
					3BR/2BA	36	21.4%	1,170	@60%	\$1,998	Yes	Yes	0	0%
5	The Woods At Birchwood 42951 Summer Grove Terrace Ashburn, VA Loudoun County	2.2 miles	Midrise 4-stories 2019 Senior	@40%, @50%, @60%	1BR/1BA	3	3.6%	763	@40%	\$746	No	Yes	0	0%
					1BR/1BA	12	14.5%	763	@50%	\$886	No	Yes	0	0%
					1BR/1BA	3	3.6%	857	@50%	\$985	No	Yes	0	0%
					1BR/1BA	10	12.0%	763	@60%	\$1,061	No	Yes	0	0%
					1BR/1BA	20	24.1%	857	@60%	\$1,061	No	Yes	0	0%
					2BR/2BA	10	12.0%	1,183	@50%	\$1,167	No	Yes	0	0%
6	The Woods At Brambleton 23601 Willshaw Square Ashburn, VA Loudoun County	2.4 miles	Garden 4-stories 2014 Family	@60%	2BR/2BA	13	15.7%	1,183	@60%	\$1,300	No	Yes	0	0%
					2BR/2BA	12	14.5%	1,203	@60%	\$1,300	No	Yes	0	0%
						83							0	0.0%
					0BR/1BA	N/A	N/A	510	@60%	\$1,110	No	Yes	0	0%
					1BR/1BA	N/A	N/A	845	@60%	\$1,150	No	Yes	0	0%
					2BR/2BA	N/A	N/A	1,108	@60%	\$1,188	No	Yes	0	0%
7	Broadlands Apartments 21799 Crescent Park Square Ashburn, VA Loudoun County	5.2 miles	Various 3-stories 2003 / 2020 Family	Market	2BR/2BA	N/A	N/A	1,318	@60%	\$1,188	No	Yes	0	0%
					3BR/2BA	2	1.0%	1,308	@60%	N/A	No	Yes	0	0%
						202							0	0.0%
					1BR/1BA	N/A	N/A	806	Market	\$1,902	N/A	No	1	N/A
					1BR/1BA	N/A	N/A	874	Market	\$1,937	N/A	No	0	N/A
					2BR/2BA	N/A	N/A	1,184	Market	\$2,630	N/A	No	2	N/A
8	Preserve At Westfields 4950 Westcroft Blvd Chantilly, VA Fairfax County	5.6 miles	Midrise 5-stories 2020 Family	Market	2BR/2.5BA	N/A	N/A	1,538	Market	\$2,546	N/A	No	3	N/A
					3BR/2BA	N/A	N/A	1,436	Market	\$2,875	N/A	No	0	N/A
					3BR/2.5BA	N/A	N/A	1,538	Market	\$2,950	N/A	No	0	N/A
						292							6	2.1%
					0BR/1BA	N/A	N/A	495	Market	\$1,896	N/A	No	0	N/A
					1BR/1BA	N/A	N/A	677	Market	\$2,097	N/A	No	N/A	N/A
9	The Elms At Arcola 24710 Tribe Sq Sterling, VA Loudoun County	0.6 mile	Various 4-stories 2016 Family	Market	1BR/1BA	N/A	N/A	791	Market	\$2,360	N/A	No	1	N/A
					1BR/1BA	N/A	N/A	905	Market	\$2,623	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	1,165	Market	\$2,811	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	1,180	Market	\$3,066	N/A	No	1	N/A
					2BR/2BA	N/A	N/A	1,194	Market	\$3,321	N/A	No	N/A	N/A
					3BR/2BA	N/A	N/A	1,449	Market	\$3,672	N/A	No	0	N/A
9	The Elms At Arcola 24710 Tribe Sq Sterling, VA Loudoun County	0.6 mile	Various 4-stories 2016 Family	Market	3BR/2BA	N/A	N/A	1,540	Market	\$4,020	N/A	No	0	N/A
					3BR/2BA	N/A	N/A	1,630	Market	\$4,368	N/A	No	0	N/A
						312							3	1.0%
					1BR/1BA	N/A	N/A	842	Market	\$1,806	N/A	No	N/A	N/A
					1BR/1BA	N/A	N/A	872	Market	\$1,952	N/A	No	N/A	N/A
					1BR/1BA	N/A	N/A	920	Market	\$1,982	N/A	No	N/A	N/A
9	The Elms At Arcola 24710 Tribe Sq Sterling, VA Loudoun County	0.6 mile	Various 4-stories 2016 Family	Market	1BR/1BA	N/A	N/A	1,044	Market	\$1,942	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	1,187	Market	\$2,199	N/A	No	0	N/A
					2BR/2BA	N/A	N/A	1,238	Market	\$2,540	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	1,502	Market	\$2,699	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	1,515	Market	\$2,759	N/A	No	N/A	N/A
					3BR/2BA	N/A	N/A	1,400	Market	\$2,695	N/A	No	N/A	N/A
9	The Elms At Arcola 24710 Tribe Sq Sterling, VA Loudoun County	0.6 mile	Various 4-stories 2016 Family	Market	3BR/2BA	N/A	N/A	1,626	Market	\$2,987	N/A	No	N/A	N/A
						248							8	3.2%

AVONLEA SENIOR NINE – CHANTILLY, VIRGINIA – VIRGINIA HOUSING MARKET STUDY

#	Property Name	Distance	Type/Built/ Renovated	AMI	Unit Type	#	%	SF	Restriction	Rent (Adj)	Max Rent?	Waiting List	Vacant Units	Vacancy Rate
10	The Point At Ashburn 22555 Leanne Terrace Ashburn, VA Loudoun County	4.6 miles	Garden 4-stories 2010 Family	Market	1BR/1BA	N/A	N/A	639	Market	\$1,757	N/A	No	N/A	N/A
					1BR/1BA	176	42.6%	817	Market	\$1,819	N/A	No	11	6.2%
					1BR/1BA	N/A	N/A	887	Market	\$1,881	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	1,049	Market	\$1,883	N/A	No	N/A	N/A
					2BR/2BA	227	55.0%	1,148	Market	\$2,389	N/A	No	9	4.0%
					2BR/2BA	N/A	N/A	1,246	Market	\$2,534	N/A	No	N/A	N/A
					3BR/2BA	10	2.4%	1,246	Market	\$2,830	N/A	No	0	0%
						413						20	4.8%	
11	Westfield Village Apartments 5115 Woodmere Drive Centreville, VA Fairfax County	5.2 miles	Lowrise 3-stories 1988 / 2011 Family	Market	1BR/1BA	96	41.9%	749	Market	\$1,860	N/A	No	N/A	N/A
					1BR/1BA	N/A	N/A	749	Market	\$1,946	N/A	No	N/A	N/A
					1BR/1BA	N/A	N/A	749	Market	\$1,773	N/A	No	N/A	N/A
					2BR/1BA	24	10.5%	854	Market	\$2,007	N/A	No	0	0%
					2BR/2BA	67	29.3%	1,045	Market	\$2,477	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	1,045	Market	\$2,522	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	1,045	Market	\$2,432	N/A	No	N/A	N/A
					3BR/2BA	42	18.3%	1,314	Market	\$2,577	N/A	No	N/A	N/A
						229						5	2.2%	

Location

The following table compares locational statistics in the Subject's neighborhood relative to the locations of the comparable properties

LOCATIONAL COMPARISON SUMMARY

#	Property Name	Tenancy	Program	Distance Subject	Household Income	Median Home Value	Median Rent	Crime Index	Walk Score	Vacant Housing	% Renter HH
S	Avonlea Senior Nine	Senior	LIHTC/PBRA		\$150,153	\$533,596	\$2,400	267	26	0.4%	16.8%
1	Forest Glen Phase I	Senior	LIHTC	6.1 miles	\$119,941	\$490,622	\$1,855	87	49	4.9%	35.7%
2	Forest Glen Phase II	Senior	LIHTC	6.0 miles	\$119,227	\$490,622	\$1,855	87	49	4.9%	35.9%
3	Stone Springs Apartments	Family	LIHTC	1.3 miles	\$121,092	\$382,450	\$1,959	80	44	4.0%	13.6%
4	The Abbey At South Riding	Family	LIHTC	1.0 mile	\$151,601	\$533,596	\$2,400	90	55	0.0%	22.5%
5	The Woods At Birchwood	Senior	LIHTC	2.2 miles	\$200,001	\$605,237	\$2,145	74	6	2.4%	15.2%
6	The Woods At Brambleton	Family	LIHTC	2.4 miles	\$200,001	\$605,237	\$2,145	74	8	0.9%	15.5%
7	Broadlands Apartments	Family	Market	5.2 miles	\$200,001	\$605,237	\$2,145	138	21	1.1%	10.8%
8	Preserve At Westfields	Family	Market	5.6 miles	\$119,351	\$505,755	\$1,883	87	42	5.5%	30.9%
9	The Elms At Arcola	Family	Market	0.6 mile	\$121,283	\$382,450	\$1,959	80	26	2.0%	29.8%
10	The Point At Ashburn	Family	Market	4.6 miles	\$151,815	\$605,237	\$2,145	188	36	2.1%	32.6%
11	Westfield Village Apartments	Family	Market	5.2 miles	\$200,001	\$490,622	\$1,855	52	1	0.0%	5.8%

The Subject is located in the South Riding neighborhood of Chantilly. Surrounding uses consist of single-family homes, multifamily developments, and commercial/retail properties. Strengths of the Subject's location include higher median rents and a low percentage of vacant housing. Weaknesses of the Subject's location include higher crime indices. The Subject's location is designated Car-Dependent by Walk Score with a score of 24, and is not considered walkable.

The affordable properties are located between 1.0 and 6.1 miles from the Subject site. Forest Glen Phase I, Forest Glen Phase II, and Stone Spring Apartments are located in neighborhoods with lower median household incomes, lower median home values, and lower median rents, yet lower crime indices and higher Walk Scores. These neighborhoods are considered to be slightly inferior relative to the Subject's neighborhood. The Woods at Birchwood and The Woods at Brambleton, however, are located in slightly superior neighborhoods, as they exhibit higher median household incomes and higher median home values, yet lower median rents and lower Walk Scores. The Abbey at South Riding is located in a similar neighborhood as the Subject with higher median household incomes, similar to higher median home values, lower crime indices, and higher Walk Scores, yet lower median rents.

The market rate developments are located between 0.6 and 5.6 miles from the Subject site. Broadlands Apartments and The Point at Ashburn are located in neighborhoods with higher median household incomes, higher median home values, lower crime indices, and higher Walk Scores, yet lower median rents. These neighborhoods are considered to be slightly superior to the Subject's neighborhood. Preserve at Westfields and The Elms at Arcola are located in neighborhoods with lower median household incomes, lower median home values, and lower median rents, yet lower crime indices and higher Walk Scores. These neighborhoods are considered to be slightly inferior to the Subject's neighborhood. Westfield Village Apartments is located in a neighborhood with higher median household income and lower crime index, yet lower median home value, lower median rents, and a significantly lower Walk Score, and is also considered to be slightly inferior to the Subject.

Age, Condition, and Design

The following table illustrates the Subject's design and condition in comparison to the comparable properties.

	Avonlea Senior Nine	Forest Glen Phase I	Forest Glen Phase II	Stone Springs Apartments	The Abbey At South Riding	The Woods At Birchwood	The Woods At Brambleton	Broadlands Apartments	Preserve At Westfields	The Elms At Arcola	The Point At Ashburn	Westfield Village Apartments
Program	LIHTC/ PBRA	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Tenancy	Senior	Senior	Senior	Family	Family	Senior	Family	Family	Family	Family	Family	Family
Building												
Property Type	Midrise	Midrise	Midrise	Midrise	Garden	Midrise	Garden	Various	Midrise	Various	Garden	Lowrise
# Stories	5	4	4	4	3	4	4	3	5	4	4	3
Year Built	2026	2020	1997	2019	1999	2019	2014	2003	2020	2016	2010	1988
Year Renovated	N/A	N/A	2017	N/A	N/A	N/A	N/A	2020	N/A	N/A	N/A	2011
Commercial	no	no	no	no	no	no	no	no	yes	no	yes	no
Courtyard	yes	no	no	no	no	yes	yes	no	yes	yes	yes	no
Elevators	yes	yes	yes	yes	no	yes	no	no	yes	yes	no	yes

The Subject is anticipated to finish construction in 2026 and will exhibit excellent overall condition. The LIHTC comparables were constructed or renovated between 1999 and 2020, while the market rate comparables were constructed or renovated between 2010 and 2020. The majority of the LIHTC comparables exhibit generally similar condition relative to the Subject. The exceptions are Forest Glen Phase II and The Abbey at South Riding. Forest Glen Phase II was renovated in 2017 and exhibits slightly inferior condition, and The Abbey at South Riding was constructed in 1999 and offers inferior condition. Forest Glen Phase I burned down in a fire in May 2018, leading to its complete rebuild in 2020. Therefore, Forest Glen Phase II is older than Forest Glen Phase I. Of the market rate comparables, Preserve at Westfields and The Elms at Arcola were constructed in 2020 and 2016, respectively, and exhibit similar condition as the Subject. Broadlands Apartments, The Point at Ashburn, and Westfield Village Apartments, however, all exhibit inferior to slightly inferior condition relative to the Subject.

The Subject will offer a midrise, elevator-serviced design. This is similar to the other elevator-serviced midrise, elevator-serviced lowrise, and townhouse designs offered. However, two LIHTC properties and two market rate properties offer garden-style designs with no elevators, which are slightly inferior to the Subject's design.

Unit Size

The following table summarizes unit sizes in the market area, and provides a comparison of the Subject's unit size relative to the surveyed average unit sizes in the market.

UNIT SIZE COMPARISON

Bedroom Type	1BR	2BR
Subject	682 - 694	1,045 - 1,162
Average	787	1,143
Min	535	767
Max	1,044	1,538
Advantage/Disadvantage	-12.3% - -11.8%	-1.8% - 1.6%

UNIT SIZE COMPARISON (SENIOR)

Bedroom Type	1BR	2BR
Subject	682 - 694	1,045 - 1,162
Average	729	1,028
Min	535	767
Max	857	1,203
Advantage/Disadvantage	-5.3% - -4.8%	9.2% - 13.0%

The Subject's one-bedroom units and two-bedroom units are within the range of the surveyed comparable unit sizes. The Subject's one-bedroom units and smaller two-bedroom units are below the comparables average square footage. The Subject's larger two-bedroom units are above the comparables average square footage. We have considered the Subject's unit sizes in our determination of achievable rents.

SQUARE FOOT RANKING

1.0BR x 1.0BA		2.0BR x 2.0BA	
Property Name	Square Feet	Property Name	Square Feet
The Elms At Arcola (Market)	1,044	Broadlands Apartments (Market)(2.5BA)	1,538
The Elms At Arcola (Market)	920	The Elms At Arcola (Market)	1,515
Preserve At Westfields (Market)	905	The Elms At Arcola (Market)	1,502
The Point At Ashburn (Market)	887	The Woods At Brambleton (@60%)	1,318
Broadlands Apartments (Market)	874	The Point At Ashburn (Market)	1,246
The Elms At Arcola (Market)	872	The Elms At Arcola (Market)	1,238
The Woods At Birchwood (@50%)	857	The Woods At Birchwood (@60%)	1,203
The Woods At Birchwood (@60%)	857	Preserve At Westfields (Market)	1,194
The Woods At Brambleton (@60%)	845	The Elms At Arcola (Market)	1,187
The Elms At Arcola (Market)	842	Broadlands Apartments (Market)	1,184
The Point At Ashburn (Market)	817	The Woods At Birchwood (@50%)	1,183
Broadlands Apartments (Market)	806	The Woods At Birchwood (@60%)	1,183
Preserve At Westfields (Market)	791	Preserve At Westfields (Market)	1,180
The Woods At Birchwood (@40%)	763	Preserve At Westfields (Market)	1,165
The Woods At Birchwood (@50%)	763	Avonlea Senior Nine (@50%)	1,162
The Woods At Birchwood (@60%)	763	Avonlea Senior Nine (@60%)	1,162
Stone Springs Apartments (@60%)	753	The Point At Ashburn (Market)	1,148
Westfield Village Apartments (Market)	749	The Woods At Brambleton (@60%)	1,108
Westfield Village Apartments (Market)	749	Stone Springs Apartments (@60%)	1,072
Westfield Village Apartments (Market)	749	The Point At Ashburn (Market)	1,049
The Abbey At South Riding (@50%)	720	Westfield Village Apartments (Market)	1,045
The Abbey At South Riding (@60%)	720	Westfield Village Apartments (Market)	1,045
Avonlea Senior Nine (@30%)	694	Avonlea Senior Nine (@30%)	1,045
Avonlea Senior Nine (@50%)	694	The Abbey At South Riding (@50%)	976
Avonlea Senior Nine (@60%)	690	The Abbey At South Riding (@60%)	976
Avonlea Senior Nine (@50%)	682	Westfield Village Apartments (Market)(1.0BA)	854
Preserve At Westfields (Market)	677	Forest Glen Phase II (@60%)(1.0BA)	806
The Point At Ashburn (Market)	639	Forest Glen Phase I (@60%)(1.0BA)	767
Forest Glen Phase II (@60%)	564		
Forest Glen Phase I (@60%)	535		

Utility Structure

The following table details the Subject's utility structure in comparison to the comparable properties. The utility conventions differ at the comparable properties; therefore, we have adjusted "base" or "asking" rents of the comparable properties to "net" rents, reflecting the Subject's utility convention.

	Avonlea Senior Nine	Forest Glen Phase I	Forest Glen Phase II	Stone Springs Apartments	The Abbey At South Riding	The Woods At Birchwood	The Woods At Brambleton	Broadlands Apartments	Preserve At Westfields	The Elms At Arcola	The Point At Ashburn	Westfield Village Apartments
Program	LIHTC/PBRA	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Tenancy	Senior	Senior	Senior	Family	Family	Senior	Family	Family	Family	Family	Family	Family
Utility Structure												
Heat	no	yes	yes	no	no	no	no	no	no	no	no	no
Cooking	no	no	no	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no	no	no	no
Air Conditioning	no	no	no	no	no	no	no	no	no	no	no	no
Water Heat	no	yes	yes	no	no	no	no	no	no	no	no	no
Water	no	yes	yes	no	yes	no	no	no	no	no	no	no
Sewer	no	yes	yes	no	yes	no	no	no	no	no	no	no
Trash	yes	yes	yes	yes	yes	yes	yes	no	no	no	no	no

In-Unit Amenities

The following table compares the Subject's in-unit amenities with comparable properties.

	Avonlea Senior Nine	Forest Glen Phase I	Forest Glen Phase II	Stone Springs Apartments	The Abbey At South Riding	The Woods At Birchwood	The Woods At Brambleton	Broadlands Apartments	Preserve At Westfields	The Elms At Arcola	The Point At Ashburn	Westfield Village Apartments
Program	LIHTC/PBRA	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Tenancy	Senior	Senior	Senior	Family	Family	Senior	Family	Family	Family	Family	Family	Family
Accessibility												
Grab Bars	yes	no	yes	no	no	yes	no	no	no	no	no	no
Hand Rails	yes	yes	yes	yes	no	no	no	no	no	no	no	no
Pull Cords	yes	yes	yes	no	no	yes	no	no	no	no	no	no
Unit												
Balcony	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Cable/Satellite	yes	no	no	no	no	no	no	no	no	no	yes	no
Carpeting	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Ceiling Fan	no	yes	no	yes	yes	yes	yes	yes	yes	no	yes	no
Central/AC	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Coat Closet	no	yes	yes	no	yes	yes	yes	no	yes	yes	no	yes
Exterior Storage	no	no	no	no	no	yes	no	no	yes	no	yes	no
Fireplace	no	no	no	no	no	no	no	yes	no	no	no	yes
Tile Flooring	no	no	no	no	yes	no	no	no	no	no	no	no
Vaulted Ceilings	no	no	no	no	no	no	no	yes	no	no	no	no
Vinyl Plank Flooring	yes	yes	yes	yes	no	yes	no	yes	yes	yes	yes	yes
Walk-In-Closet	no	yes	yes	no	no	yes	yes	yes	yes	yes	yes	no
Washer / Dryer	yes	no	no	no	yes	yes	yes	yes	yes	yes	yes	yes
W/D Hookups	yes	no	no	yes	yes	yes	yes	yes	yes	yes	yes	yes
Kitchen												
Dishwasher	yes	yes	yes	yes	no	yes	yes	yes	yes	yes	yes	yes
Disposal	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Microwave	yes	no	no	yes	yes	yes	yes	yes	yes	yes	yes	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes

Notable amenities offered by the proposed Subject will include complimentary internet, central air conditioning, dishwashers, disposals, microwaves, and washer/dryers. The Subject will also offer unit amenities targeted towards senior, including grab bars, hand rails, and pull cords. The amenity packages offered by the comparables are generally similar to slightly superior relative to the proposed Subject. Properties offering walk-in closets, ceiling fans, and balconies/patios are generally considered to be slightly superior to the Subject. However, Forest Glen Phase I and Forest Glen Phase II do not offer microwaves, washer/dryers, or complimentary internet, and are slightly inferior to the Subject.

Property Amenities

The following table compares the Subject's property amenities with the comparable properties.

	Avonlea Senior Nine	Forest Glen Phase I	Forest Glen Phase II	Stone Springs Apartments	The Abbey At South Riding	The Woods At Birchwood	The Woods At Brambleton	Broadlands Apartments	Preserve At Westfields	The Elms At Arcola	The Point At Ashburn	Westfield Village Apartments
Program	LIHTC/ PBRA	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Tenancy	Senior	Senior	Senior	Family	Family	Senior	Family	Family	Family	Family	Family	Family
Community												
Business Center	yes	no	no	yes	no	no	no	yes	yes	yes	yes	no
Central Laundry	no	yes	yes	no	no	no	no	no	no	no	no	no
Clubhouse	yes	yes	yes	yes	yes	yes	no	no	yes	yes	yes	no
Community Garden	yes	no	no	no	no	no	no	no	no	no	no	no
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
WiFi	yes	no	no	no	no	no	no	no	yes	yes	no	no
Recreation												
Exercise Facility	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Hot Tub	no	no	no	no	no	no	no	no	yes	no	no	no
Picnic Area	no	yes	yes	yes	no	yes	yes	yes	yes	yes	yes	yes
Playground	no	no	no	yes	yes	yes	yes	no	no	yes	no	yes
Recreational Area	yes	no	no	yes	no	no	no	no	yes	yes	no	no
Sauna	no	no	no	no	no	no	no	no	yes	no	no	no
Swimming Pool	no	no	no	yes	yes	no	yes	yes	yes	yes	yes	yes
Tennis Court	no	no	no	no	no	no	no	yes	no	no	no	no
Services												
Car Wash	no	no	no	no	no	no	no	no	no	no	no	yes
Service Coordination	yes	no	no	no	no	no	no	no	no	no	no	no

Notable amenities offered by the proposed Subject will include a business center, a clubhouse, a fitness center, on-site management, recreational areas, service coordination, and common area wifi. The amenity packages offered by the comparables are generally considered to be slightly superior to superior relative to the proposed Subject. Properties offering swimming pools, playgrounds, and picnic areas are generally considered superior to the Subject. Forest Glen Phase I and Forest Glen Phase II, however, both offer slightly inferior property amenities as the Subject, as these properties lack recreational areas and a business center. The Woods at Birchwood offers similar property amenities as the Subject.

Security Features

The following table compares the Subject's security features with comparable properties.

	Avonlea Senior Nine	Forest Glen Phase I	Forest Glen Phase II	Stone Springs Apartments	The Abbey At South Riding	The Woods At Birchwood	The Woods At Brambleton	Broadlands Apartments	Preserve At Westfields	The Elms At Arcola	The Point At Ashburn	Westfield Village Apartments
Program	LIHTC/ PBRA	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Tenancy	Senior	Senior	Senior	Family	Family	Senior	Family	Family	Family	Family	Family	Family
Crime Index	267	87	87	80	90	74	74	138	87	80	188	52
Security												
Intercom (Buzzer)	yes	yes	yes	yes	no	yes	no	no	yes	yes	no	yes
Limited Access	yes	yes	yes	yes	no	yes	no	yes	yes	yes	yes	yes
Patrol	no	no	no	yes	no	no	no	no	no	no	no	no
Perimeter Fencing	no	no	no	no	no	no	no	yes	no	no	no	no
Video Surveillance	no	no	yes	no	no	yes	yes	no	no	no	no	no

According to ESRI Demographic data, crime indices in the proposed Subject's location are elevated relative to the national average. It should be noted that crime indices in the Subject's census tract is much lower, typically between 50 and 75. However, the crime index noted above represents a 0.5 mile radius from the Subject site, which includes a census tract in Dulles that exhibits crime indices of over 300. The proposed Subject will offer intercom (buzzer) and limited access. A majority of the comparables offer at least one security amenity, similar to the Subject. Overall, the comparables security features were generally considered to be similar compared to the proposed Subject. As such, we believe the proposed Subject's security amenities are market oriented.

Parking

The following table compares the Subject's parking amenities with comparable properties.

	Avonlea Senior Nine	Forest Glen Phase I	Forest Glen Phase II	Stone Springs Apartments	The Abbey At South Riding	The Woods At Birchwood	The Woods At Brambleton	Broadlands Apartments	Preserve At Westfields	The Elms At Arcola	The Point At Ashburn	Westfield Village Apartments
Program	LIHTC/ PBRA	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Tenancy	Senior	Senior	Senior	Family	Family	Senior	Family	Family	Family	Family	Family	Family
Walk Score	26	49	49	44	55	6	8	21	42	26	36	1
Parking Ratio	1.25	0.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Parking												
Carport	no	yes	yes	no	no	no	no	no	no	no	no	yes
Carport Fee	n/a	\$30	\$30	n/a	\$0	\$0	\$0	\$0	n/a	n/a	\$0	\$100
Garage	no	no	no	no	no	yes	no	yes	yes	no	yes	no
Garage Fee	n/a	\$0	\$0	n/a	\$0	\$0	\$0	\$190	\$125	n/a	\$0	n/a
Surface	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Surface Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$50	n/a	n/a	\$0	\$0

The property will offer 163 off-street surface parking spaces for the overall Avonlea Senior development consisting of 130 units, or 1.25 spaces per unit. There will be no additional charge for off-street parking at the Subject. We expect the number of parking spaces to be adequate. All of the comparable properties offer off-street parking, with one property, Broadlands Apartments, charging an additional fee of \$50. Four properties also offer garage parking for monthly fees of up to \$190. Additionally, three properties offer carport parking for fees ranging from \$30 to \$100. The parking at these properties is generally similar to slightly superior to the Subject's parking.

Conclusion

The Subject will be new construction and exhibit excellent overall condition upon completion. The LIHTC comparables were constructed or renovated between 1999 and 2020, while the market rate comparables were constructed or renovated between 2010 and 2020. The majority of the LIHTC comparables exhibit generally similar condition relative to the Subject. Of the market rate comparables, Preserve at Westfields and The Elms at Arcola exhibit similar condition as the Subject. Broadlands Apartments, The Point at Ashburn, and Westfield Village Apartments all exhibit slightly inferior condition relative to the Subject. The community amenity packages offered by the comparables are generally considered to be slightly superior to superior relative to the proposed Subject. The unit amenity packages offered by the comparables are generally similar to slightly superior relative to the proposed Subject. The Subject's one-bedroom units and smaller two-bedroom units are below the comparables average square footage, but the Subject's larger two-bedroom units are above the comparables average square footage. Overall, strong demand for affordable housing has been reported by properties in the area, and we believe the Subject will be well accepted in the market.

MARKET CHARACTERISTICS

Provided following are relevant market characteristics for the surveyed comparable properties.

Tenant Voucher Usage

The following table details voucher usage reported by the comparable properties.

TENANTS WITH VOUCHERS

Property Name	Program	Tenancy	Housing Choice Voucher %
Forest Glen Phase I	LIHTC	Senior	33%
Forest Glen Phase II	LIHTC	Senior	24%
Stone Springs Apartments	LIHTC	Family	N/A
The Abbey At South Riding	LIHTC	Family	5%
The Woods At Birchwood	LIHTC	Senior	10%
The Woods At Brambleton	LIHTC	Family	10%
Broadlands Apartments	Market	Family	0%
Preserve At Westfields	Market	Family	0%
The Elms At Arcola	Market	Family	N/A
The Point At Ashburn	Market	Family	0%
Westfield Village Apartments	Market	Family	5%

The comparable properties reported voucher usage ranging between zero and 33 percent. Five of the LIHTC comparables reported voucher usage, with an average utilization of 16.4 percent. Based on the performance of the LIHTC comparables, we expect the Subject will operate with voucher usage of approximately 20 percent.

Turnover

The following table illustrates reported turnover for the comparable properties.

TURNOVER

Property Name	Program	Tenancy	Annual Turnover
Forest Glen Phase I	LIHTC	Senior	17%
Forest Glen Phase II	LIHTC	Senior	N/A
Stone Springs Apartments	LIHTC	Family	5%
The Abbey At South Riding	LIHTC	Family	20%
The Woods At Birchwood	LIHTC	Senior	4%
The Woods At Brambleton	LIHTC	Family	10%
Broadlands Apartments	Market	Family	40%
Preserve At Westfields	Market	Family	23%
The Elms At Arcola	Market	Family	15%
The Point At Ashburn	Market	Family	23%
Westfield Village Apartments	Market	Family	29%
Average Turnover			19%

The comparable properties reported turnover ranging between four and 40 percent, with an overall average of 19 percent. The LIHTC comparables operate with an average turnover rate of 11 percent, which is well below the 26 percent average reported by the market rate properties. Based on the performance of the LIHTC comparables, we expect the Subject will operate with a turnover rate of approximately 15 percent.

Vacancy

The following table summarizes overall weighted vacancy levels at the surveyed properties.

OVERALL VACANCY

Property Name	Program	Tenancy	Total Units	Vacant Units	Vacancy %
Forest Glen Phase I	LIHTC	Senior	119	0	0.0%
Forest Glen Phase II	LIHTC	Senior	119	3	2.5%
Stone Springs Apartments	LIHTC	Family	128	0	0.0%
The Abbey At South Riding	LIHTC	Family	168	0	0.0%
The Woods At Birchwood	LIHTC	Senior	83	0	0.0%
The Woods At Brambleton	LIHTC	Family	202	0	0.0%
Broadlands Apartments	Market	Family	292	6	2.1%
Preserve At Westfields	Market	Family	312	3	1.0%
The Elms At Arcola	Market	Family	248	8	3.2%
The Point At Ashburn	Market	Family	413	20	4.8%
Westfield Village Apartments	Market	Family	229	5	2.2%
LIHTC Total			819	3	0.4%
Market Total			1,494	42	2.8%
Overall Total			2,313	45	1.9%

The comparable properties reported vacancy rates ranging from zero to 4.8 percent, with an overall weighted average of 1.9 percent. Managers at five of the six LIHTC properties reported being fully occupied. The average vacancy rate reported by the affordable comparables was 0.4 percent, well below the 2.8 percent weighted average reported by the market rate properties. All of the market rate properties reported vacancy rates of 4.8 percent or less. The average LIHTC vacancy rate of 0.4 percent is considered exceptionally low, and indicative of supply-constrained conditions. Based on the performance of the comparables, we expect the Subject will operate with vacancy and collection losses of approximately five percent over a typical investment period.

VACANCY BY BEDROOM TYPE

Property Name	Program	Tenancy	0BR	1BR	2BR	3BR	Overall
Forest Glen Phase I	LIHTC	Senior	N/A	0.0%	0.0%	N/A	0.0%
Forest Glen Phase II	LIHTC	Senior	N/A	3.0%	0.0%	N/A	2.5%
Stone Springs Apartments	LIHTC	Family	N/A	0.0%	0.0%	0.0%	0.0%
The Abbey At South Riding	LIHTC	Family	N/A	0.0%	0.0%	0.0%	0.0%
The Woods At Birchwood	LIHTC	Senior	N/A	0.0%	0.0%	N/A	0.0%
The Woods At Brambleton	LIHTC	Family	0.0%	0.0%	0.0%	0.0%	0.0%
Broadlands Apartments	Market	Family	N/A	N/A	N/A	N/A	2.1%
Preserve At Westfields	Market	Family	N/A	N/A	N/A	N/A	1.0%
The Elms At Arcola	Market	Family	N/A	N/A	N/A	N/A	3.2%
The Point At Ashburn	Market	Family	0.0%	6.2%	4.0%	0.0%	4.8%
Westfield Village Apartments	Market	Family	N/A	N/A	N/A	N/A	2.2%
Weighted Averages			0%	2.8%	3.2%	0.0%	1.9%

As proposed, the Subject will consist of one and two -bedroom units. One and two-bedroom units are the most common unit types in the market. Vacancy rates in the market average zero percent for studio units, 2.8 percent for one-bedroom units, 3.2 percent for two-bedroom units, and zero percent for three-bedroom units. Overall, given the vacancy rates in the market and the household growth rates projected for the PMA, we do not believe the Subject will negatively impact the existing properties in the market.

Concessions

CONCESSIONS

Property Name	Program	Tenancy	Concessions
Forest Glen Phase I	LIHTC	Senior	None
Forest Glen Phase II	LIHTC	Senior	None
Stone Springs Apartments	LIHTC	Family	None
The Abbey At South Riding	LIHTC	Family	None
The Woods At Birchwood	LIHTC	Senior	None
The Woods At Brambleton	LIHTC	Family	None
Broadlands Apartments	Market	Family	None
Preserve At Westfields	Market	Family	None
The Elms At Arcola	Market	Family	None
The Point At Ashburn	Market	Family	\$750 off first month's rent
Westfield Village Apartments	Market	Family	None

Only one comparable property, The Point at Ashburn, reported offering a rent concession of \$750 off the first month's rent. Given the lack of concessions offered in the market, we do not anticipate that the Subject will need to offer concessions to maintain a stabilized occupancy rate upon completion.

Waiting Lists

In markets with high housing costs and a limited supply of affordable housing, waiting lists are common. A waiting list indicates a strong market with high occupancy and unmet demand. Properties that carry a waiting list typically enjoy easy lease-up upon turnover. The following table details the waiting list information at comparable multifamily properties.

WAITING LISTS

Property Name	Program	Tenancy	Waiting List Length
Forest Glen Phase I	LIHTC	Senior	None
Forest Glen Phase II	LIHTC	Senior	None
Stone Springs Apartments	LIHTC	Family	Yes; over 200 households
The Abbey At South Riding	LIHTC	Family	Yes; 10-20 households
The Woods At Birchwood	LIHTC	Senior	Yes; two to five years in length
The Woods At Brambleton	LIHTC	Family	Yes; 200 households
Broadlands Apartments	Market	Family	None
Preserve At Westfields	Market	Family	None
The Elms At Arcola	Market	Family	None
The Point At Ashburn	Market	Family	None
Westfield Village Apartments	Market	Family	None

Four of the six LIHTC properties maintain waiting lists. These waiting lists are extensive at some of the LIHTC developments. Upon stabilization, we expect the Subject to operate with low vacancy and maintain a waiting list.

Projected Absorption

The following table details the nearest absorption comparables we were able to identify.

ABSORPTION

Property Name	Program	Tenancy	City	Year	Total Units	Absorption (units/month)	Distance to Subject
The Woods At Brambleton Town Center South	LIHTC	Family	Ashburn	2021	55	55	3.4 miles
Forest Glen Phase I*	LIHTC	Senior	Centreville	2020	119	5	6.1 miles
Ashburn Chase	LIHTC	Family	Ashburn	2020	96	55	9.9 miles
The Axiom At Cabin Branch	Market	Family	Clarksburg	2020	272	27	24.0 miles
Heronview Apartments	LIHTC	Family	Sterling	2019	46	30	8.3 miles
The Point At Ridgeline	LIHTC	Family	Herndon	2019	293	24	6.7 miles
The Woods At Birchwood*	LIHTC	Senior	Ashburn	2019	83	15	2.2 miles
Momentum At Shady Grove Metro	LIHTC	Family	Rockville	2019	110	16	23.6 miles
The Emerson Apartments	Market	Family	Centreville	2019	355	15	7.7 miles
The Fallstead At Lewinsville Center	LIHTC	Senior	Mclean	2018	82	21	17.8 miles
Average Affordable					111	28	
Average Market					314	21	
Overall Average					151	26	

*Comparable Property

We obtained absorption data from ten properties, located between 2.2 and 24.0 miles from the Subject site. These properties reported absorption rates ranging from five to 55 units per month, with an overall average of 26 units per month. The three senior LIHTC properties in the table above reported absorption rates ranging from five to 21 units per month, with an average of 14 units per month. However, Forest Glen Phase I, which reported an absorption rate of five units per month, burned down in a fire in May 2018, and was rebuilt and re-leased its units in 2020. Since this process likely impacted the delivery of units and the certificates of occupancy, in addition to the ongoing pandemic during 2020, we have not relied upon this data point in our conclusion. The remaining senior LIHTC properties averaged an absorption pace of 18 units per month. However, due to low vacancy rates and extensive waiting lists reported by the senior LIHTC comparables used in this report, we believe that the Subject will be able to achieve higher absorption than 18 units per month. Overall, we expect the proposed Subject will experience an absorption rate of 25 units per month. This equates to an absorption period of approximately five to six months for the Subject's overall Phase I development. With the assumption that the Subject begins preleasing units prior to the completion of construction, it appears feasible that the Subject's market-entry would facilitate a more expedient lease-up, given its affordable nature and excellent condition as completed. It should be noted that we do not expect the Subject's absorption to adversely impact other existing LIHTC properties, all of which reported low vacancy rates.

Rent Growth

We were able to obtain the most recent rent growth data from the following comparable properties, which are illustrated in the following table.

RENT GROWTH			
Property Name	Program	Tenancy	Rent Growth
Forest Glen Phase I	LIHTC	Senior	Increased 3-4%
Forest Glen Phase II	LIHTC	Senior	Increased 4%
Stone Springs Apartments	LIHTC	Family	Increased 1.5%
The Abbey At South Riding	LIHTC	Family	Increased to 2022 max (only for 60% AMI units)
The Woods At Birchwood	LIHTC	Senior	Increased 3%
The Woods At Brambleton	LIHTC	Family	Increased 6-7%
Broadlands Apartments	Market	Family	Increased 5-30%
Preserve At Westfields	Market	Family	Changes daily
The Elms At Arcola	Market	Family	Changes daily
The Point At Ashburn	Market	Family	Increased up to 11%
Westfield Village Apartments	Market	Family	Changes daily

One of the comparable LIHTC properties, The Abbey at South Riding, reported achieving maximum allowable rents for its units restricted to the 60 percent of AMI level. All of the remaining LIHTC comparables also reported some rent growth over the past year. Additionally, the majority of the market rate comparables experienced rent growth over the past year. We anticipate that the Subject will be able to achieve moderate rent growth in the future as a LIHTC property of approximately two percent, yet within the limits of the LIHTC guidelines.

Reasonability of Rents

The table below illustrates the Subject's proposed rents and unit mix.

UNITS					RENTS			PRO FORMA vs.	
Unit Type	AMI	Size	# of Units	% Total	Pro Forma Rent	Achievable LIHTC Rent	Market Rent*	Section 42 Max**	Market as % of Section 42 Max as % of
1BR/1BA	@30%	694	5	7.7%	\$724	\$724	\$1,900	\$724	38.1%
1BR/1BA	@50%	682	18	27.7%	\$1,258	\$1,258	\$1,900	\$1,258	66.2%
1BR/1BA	@50% (PBV)	694	6	9.2%	\$2,037	\$1,258	\$1,900	\$1,232	N/A
1BR/1BA	@60%	690	28	43.1%	\$1,525	\$1,525	\$1,900	\$1,525	80.3%
2BR/2BA	@30%	1,045	2	3.1%	\$865	\$865	\$2,300	\$865	37.6%
2BR/2BA	@50% (PBV)	1,162	2	3.1%	\$2,310	\$1,506	\$2,400	\$1,471	N/A
2BR/2BA	@60%	1,162	4	6.2%	\$1,826	\$1,826	\$2,400	\$1,826	76.1%
WEIGHTED AVERAGE			65	100.0%	\$1,459	\$1,362	\$1,958	\$1,359	70.3%
@30% Units			7	10.8%	\$764	\$764	\$2,014	\$764	37.9%
@50% Units			26	40.0%	\$1,519	\$1,277	\$1,938	\$1,268	64.9%
@60% Units			32	49.2%	\$1,563	\$1,563	\$1,963	\$1,563	79.6%

*Market rent estimates reflect achievable rent assuming the property were 100% market rate and available for occupancy as of the effective date of the report

**Maximum Section 42 rents have been adjusted by the appropriate utility allowance.

Comparable LIHTC Rents

The following tables compare the Subject's and the comparable properties' rents. For the purposes of this market study, "Base Rents" are the actual rents quoted to the tenant, and are most frequently those rents that potential renters consider when making a housing decision. "Net rents" are rents adjusted for the cost of utilities (adjusted to the Subject's convention) and are used to compensate for the differing utility structures of the Subject and the comparable properties. Net rents represent the actual costs of residing at a property, and help to provide an "apples-to-apples" comparison of rents. Note that some of the comparable property's LIHTC rents appear to be above the maximum levels; however, the majority are the result of differing utility allowance structures at the comparables.

30 Percent AMI

LIHTC RENT COMPARISON @30%

Property Name	County	Tenancy	1BR	2BR	Max Rent?
Avonlea Senior Nine	Loudoun	Senior	\$724	\$865	Yes
LIHTC Maximum Rent (Net)	Loudoun County, VA	-	\$724	\$865	-
Achievable LIHTC Rent			\$724	\$865	Yes

The Subject will offer seven units restricted to households earning 30 percent of the AMI or less. None of the comparable properties offer units restricted to the 30 percent of AMI level. However, the maximum allowable rents at the 30 percent of AMI level will be among the lowest in the market and will offer significant rent advantages over the market. Therefore, we believe that the Subject will be able to achieve the maximum allowable rents at the 30 percent of AMI level.

50 Percent AMI

LIHTC RENT COMPARISON @50%

Property Name	County	Tenancy	1BR	2BR	Max Rent?
Avonlea Senior Nine	Loudoun	Senior	\$1,258	\$2,310*	Yes/-
LIHTC Maximum Rent (Net)	Loudoun County, VA	-	\$1,258	\$1,506	-
The Abbey At South Riding	Loudoun	Family	\$851	\$936	No
The Woods At Birchwood	Loudoun	Senior	\$985	\$1,167	No
Average	-	-	\$918	\$1,052	-
Achievable LIHTC Rent			\$1,258	\$1,506	Yes

*Contract rents

The Subject will offer 26 units restricted to households earning 50 percent of the AMI or less. Additionally, eight of these units will benefit from project-based voucher subsidy, where tenants pay 30 percent of their income towards rent. Two comparables, The Abbey at South Riding and The Woods at Birchwood, also offer units restricted to the 50 percent of AMI level. The Abbey at South Riding, however, participates in the Loudoun County Affordable Dwelling Unit (ADU) program for its 50 percent AMI units. In the ADU program, Loudoun County establishes and regulates unit prices, and therefore the rents are below the maximum allowable LIHTC rents. The Woods at Birchwood, a senior property, is not achieving the maximum allowable rents at the 50 percent of AMI level. However, this property is fully occupied and maintains an extensive waiting list of two to five years. The maximum allowable rents at the 50 percent of AMI level will also provide a rent advantage of 34 to 37 percent over our concluded achievable market rents. Therefore, we believe that the Subject will be able to achieve the maximum allowable rents at the 50 percent of AMI level.

60 Percent AMI

LIHTC RENT COMPARISON @60%

Property Name	County	Tenancy	1BR	2BR	Max Rent?
Avonlea Senior Nine	Loudoun	Senior	\$1,525	\$1,826	Yes
LIHTC Maximum Rent (Net)	Loudoun County, VA	-	\$1,525	\$1,826	-
LIHTC Maximum Rent (Net)	Fairfax County, VA	-	\$1,525	\$1,826	-
Forest Glen Phase I	Fairfax	Senior	\$1,334	\$1,563	No
Forest Glen Phase II	Fairfax	Senior	\$1,289	\$1,513	No
Stone Springs Apartments	Loudoun	Family	\$1,316	\$1,571	No
The Abbey At South Riding	Loudoun	Family	\$1,459	\$1,743	Yes
The Woods At Birchwood	Loudoun	Senior	\$1,061	\$1,300	No
The Woods At Brambleton	Loudoun	Family	\$1,150	\$1,188	No
Average	-	-	\$1,268	\$1,480	-
Achievable LIHTC Rent			\$1,525	\$1,826	Yes

The Subject will offer 32 units restricted to households earning 60 percent of the AMI or less. All of the comparable LIHTC properties also offer units restricted to the 60 percent of AMI level. Only one property, The Abbey at South Riding, reported achieving the maximum allowable rents at the 60 percent of AMI level. The Abbey at South Riding is considered to be a slightly inferior product relative to the Subject, as it is in inferior condition and offers slightly inferior unit amenities, yet offers slightly superior property amenities, similar unit sizes, and is located in a similar neighborhood relative to the Subject. The remaining comparables are all operating with low vacancy rates and all but two comparables maintain extensive waiting lists. Additionally, multiple contacts at these properties reported that there is high demand for affordable housing in the area. Additionally, the maximum allowable rents at the 60 percent of AMI level will offer rent advantages of 20 to 24 percent over our concluded achievable market rents. Therefore, due to The Abbey at South Riding achieving maximum allowable rents, the strong performance among the remaining comparables, and the rent advantages over the market, we believe that the Subject will be able to achieve the maximum allowable rents at the 60 percent of AMI level.

Most Similar LIHTC

Based upon the overall comparison ratings, the Subject will be most similar to Stone Springs Apartments.

Stone Springs Apartments is a 128-unit property located 1.3 miles northwest of the Subject site, in a neighborhood considered similar relative to the Subject's location. This property was constructed in 2019. We consider the condition of this property similar relative to the proposed Subject, which will be new construction. The manager at Stone Springs Apartments reported the property as fully occupied and asking rents slightly below the maximum allowable levels. On balance, we consider the in-unit and property amenity packages offered by Stone Springs Apartments to be similar and superior relative to the proposed Subject, respectively. The Subject will offer similar unit sizes relative to Stone Springs Apartments. In overall terms, we believe the proposed Subject will be a similar product relative to Stone Springs Apartments.

Given the Subject's comparison to Stone Springs Apartments, as well as the low vacancy rates and waiting lists reported by the affordable comparables, we believe that maximum allowable rents are achievable for the Subject at the 30, 50, and 60 percent of AMI levels.

Achievable Market Rents

Based on the quality of the surveyed comparable properties and the anticipated quality of the proposed Subject, we conclude that the Subject's rental rates are below the achievable market rates for the Subject's area. The following table shows both market rent comparisons and achievable market rents.

SUBJECT COMPARISON TO MARKET RENTS

Unit Type	Rent Level	Square Feet	Achievable LIHTC Rent	Surveyed Min	Surveyed Max	Surveyed Average	Achievable Market Rent	Subject Rent Advantage
1BR/1BA	@30%	694	\$724	\$1,757	\$2,623	\$1,976	\$1,900	62%
1BR/1BA	@50%	682	\$1,258	\$1,757	\$2,623	\$1,976	\$1,900	34%
1BR/1BA	@50% (PBV)	694	\$1,258	\$1,757	\$2,623	\$1,976	\$1,900	34%
1BR/1BA	@60%	690	\$1,525	\$1,757	\$2,623	\$1,976	\$1,900	20%
2BR/2BA	@30%	1,045	\$865	\$1,883	\$3,321	\$2,551	\$2,300	62%
2BR/2BA	@50% (PBV)	1,162	\$1,506	\$1,883	\$3,321	\$2,551	\$2,400	37%
2BR/2BA	@60%	1,162	\$1,826	\$1,883	\$3,321	\$2,551	\$2,400	24%

MARKET RENT COMPARISON

Property Name	1BR	2BR
Subject Pro Forma @30%	\$724	\$865
Subject Pro Forma @50%	\$1,258 - \$2,037	\$2,310
Subject Pro Forma @60%	\$1,525	\$1,826
Broadlands Apartments	\$1,902	\$2,546
	\$1,937	\$2,630
Preserve At Westfields	\$2,097	\$2,811
	\$2,360	\$3,066
	\$2,623	\$3,321
The Elms At Arcola	\$1,806	\$2,199
	\$1,942	\$2,540
	\$1,952	\$2,699
	\$1,982	\$2,759
The Point At Ashburn	\$1,757	\$1,883
	\$1,819	\$2,389
	\$1,881	\$2,534
Westfield Village Apartments	\$1,773	\$2,007
	\$1,860	\$2,432
	\$1,946	\$2,477
	-	\$2,522
Average	\$1,976	\$2,551
Achievable Market Rents	\$1,900	\$2,300 - 2,400

The Subject's achievable LIHTC rents are below the achievable market rents. The Subject's achievable LIHTC rents represent a rent advantage of 20 to 62 percent over the achievable market rents. We concluded that achievable market rents for the Subject's units are similar to the rents at Westfield Village Apartments and below the rents at Preserve at Westfields.

Westfield Village Apartments is a 229-unit property located 5.2 miles southeast of the Subject site, in a neighborhood considered slightly inferior relative to the Subject's location. This property was constructed in 1988 and renovated in 2011. We consider the condition of this property inferior relative to the proposed Subject, which will be new construction. The manager at Westfield Village Apartments reported a low vacancy rate of 2.2 percent, indicating the current rents are well accepted in the market. The following table compares the Subject with Westfield Village Apartments.

SUBJECT COMPARISON TO WESTFIELD VILLAGE APARTMENTS

Unit Type	Subject Achievable Market Rent	Square Feet	Subject RPSF	Comparable Rent	Square Feet	Comparable RPSF
1BR/1BA	\$1,900	682	\$2.79	\$1,946	749	\$2.60
1BR/1BA	\$1,900	690	\$2.75	\$1,946	749	\$2.60
1BR/1BA	\$1,900	694	\$2.74	\$1,946	749	\$2.60
2BR/2BA	\$2,300	1,045	\$2.20	\$2,522	1,045	\$2.41
2BR/2BA	\$2,400	1,162	\$2.07	\$2,522	1,045	\$2.41

Westfield Village Apartments offers balconies/patios, a car wash station, fireplaces, picnic areas, a playground, and a swimming pool, all of which the proposed Subject will lack. However, the Subject will offer a business center, complimentary internet, a clubhouse, a community garden, microwaves, recreational areas, service coordination, and common area WiFi, none of which are provided by Westfield Village Apartments. On balance, we consider the in-unit and property amenity packages offered by Westfield Village Apartments to be similar and slightly superior relative to the proposed Subject, respectively. Additionally, Westfield Village Apartments offers similar unit sizes as the Subject. In overall terms, we believe the proposed Subject will be a similar product relative to Westfield Village Apartments. Our concluded achievable market rents are similar to the rents reported by Westfield Village Apartments.

Preserve At Westfields is a 312-unit property located 5.6 miles southeast of the Subject site, in a neighborhood considered slightly inferior relative to the Subject's location. This property was constructed in 2020. We consider the condition of this property similar relative to the proposed Subject, which will be new construction. The manager at Preserve At Westfields reported a low vacancy rate of 1.0 percent, indicating the current rents are well accepted in the market. The following table compares the Subject with Preserve At Westfields.

SUBJECT COMPARISON TO PRESERVE AT WESTFIELDS

Unit Type	Subject Achievable Market Rent	Square Feet	Subject RPSF	Comparable Rent	Square Feet	Comparable RPSF
1BR/1BA	\$1,900	682	\$2.79	\$2,097	677	\$3.10
1BR/1BA	\$1,900	690	\$2.75	\$2,097	677	\$3.10
1BR/1BA	\$1,900	694	\$2.74	\$2,097	677	\$3.10
2BR/2BA	\$2,300	1,045	\$2.20	\$2,811	1,165	\$2.41
2BR/2BA	\$2,400	1,162	\$2.07	\$2,811	1,165	\$2.41

Preserve At Westfields offers balconies/patios, ceiling fans, exterior storage, hot tub, picnic areas, Sauna, a swimming pool, and walk-in closets, all of which the proposed Subject will lack. However, the Subject will offer complimentary internet, a community garden, and service coordination, none of which are provided by Preserve At Westfields. On balance, we consider the in-unit and property amenity packages offered by Preserve At Westfields to be slightly superior and superior relative to the proposed Subject, respectively. Additionally, Preserve at Westfields offers slightly superior unit sizes relative to the Subject. In overall terms, we believe the proposed Subject will be an inferior product relative to Preserve At Westfields. Accordingly, our concluded achievable market rents are below the rents reported by Preserve At Westfields.

We concluded that achievable market rents for the Subject's units are similar to the rents at Westfield Village Apartments and slightly below the rents at Preserve at Westfields. The Subject's achievable LIHTC rents represent a rent advantage of 20 to 62 percent over the achievable market rents. Our concluded achievable market rents are near the middle of the surveyed range as the comparable market rate properties offer extensive amenities, yet the Subject will be in slightly superior condition relative to the comparables.

Summary Evaluation of the Project

The Subject will be well-positioned in the market. As a newly constructed property, the Subject will be in similar to superior condition relative to the majority of the comparable properties. The market exhibits strong demand for affordable housing, with a weighted average vacancy rate of 0.4 percent at the comparable LIHTC properties. All but two of the LIHTC properties reported operating with a waiting list. Vacancy loss at the Subject is expected to be no more than five percent over a typical investment period. Given the low vacancy rates and waiting lists reported by the affordable comparables, as well as the rent advantages over the market rate rents, we believe that 2022 maximum allowable rents are achievable for the Subject at the 30, 50, and 60 percent of AMI levels. The Subject will be well-accepted in the market as a newly-constructed LIHTC property, and the concluded achievable LIHTC rents offer a market rent advantage.

Impact on Existing Housing Stock

All the data combined with interviews of real estate professionals demonstrate a continuing need for affordable housing over the foreseeable term. The comparables surveyed include a total of 2,313 units in 11 rental properties. The LIHTC comparables in the area reported vacancy rates of 2.5 percent or lower, with five of the LIHTC comparables reporting 100 percent occupancy and four of the LIHTC comparables reporting waiting lists. Additionally, the strong occupancy rates at the market rate comparables in the PMA are evidence of a stable rental market and strong demand.

Our demand calculations illustrate a need for affordable housing in the area when we consider the Subject's achievable LIHTC rents. The existing and planned apartment developments will not hinder each other's ability to maintain high occupancy. Additionally, the construction of the property through the LIHTC program will have

a positive impact on the surrounding neighborhood, and will not adversely affect the existing housing located in the PMA.

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

AFFORDABILITY ANALYSIS, DEMAND ANALYSIS, CAPTURE RATES, AND PENETRATION RATES

Introduction

When evaluating demand for a particular proposed development we rely primarily on two methods. These are a supply analysis and a demand analysis. The supply analysis focuses on satisfied demand and anecdotal reports from property managers and market participants regarding demand. We believe this evidence of demand is the clearest and most reliable when measuring housing need in a market area. We explored that indication in the previous sections of this report.

This section focuses on analyzing demographic data to determine housing need. According to NCHMA model content standards there are two measurements used to evaluate demand based on the demographic data. The first measurement is termed the capture rate. NCHMA defines Capture Rate as: The percentage of age, size, and income qualified renter households in the primary market area that the property must capture to fill the units. The Capture Rate is calculated by dividing the total number of units at the property by the total number of age, size and income qualified renter households in the primary market area.”

The second measurement is the Penetration Rate, which has similarities to the capture rate. NCHMA defines Penetration Rate as the percentage of age and income qualified renter households in the primary market area that all existing and proposed properties, to be completed within six months of the Subject, and which are competitively priced to the subject that must be captured to achieve the stabilized level of occupancy.”

Capture Rate Determination

The following analysis will take the reader through a multi-step process in determining an appropriate capture rate for the Subject. Our analysis takes the entire population and distributes it by the following characteristics:

1. PMA Demography
2. Income Qualified
3. Income Distribution
4. Income Eligible - Renter Households by Number of People in Household
5. Unit Size Appropriate
6. Capture Rate by Bedroom Mix

The following text will examine each step through the process.

Step One – PMA Demography

Primary Market Area Defined

For the purposes of this study, it is necessary to define the market area, or the area from which potential tenants for the project are likely to be drawn. In some areas, residents are very much neighborhood-oriented” and are generally very reluctant to move from the area in which they have grown up. In other areas, residents are much more mobile and will relocate to a completely new area, especially if there is an attraction such as affordable housing at below-market rents. A certain percent of the Subject's tenants are expected to hail from the PMA; demand estimates will be adjusted to reflect the potential for leakage.”

We determined the Primary Market Area (PMA) based on our conversations with local market participants including property managers, as well as our physical inspection of the market. The PMA is generally defined as the communities of Chantilly, South Riding, Stone Ridge, Conklin, Schneider Crossroads, Arcola, Brambleton, Dulles, and Ashburn. The PMA boundaries are: State Route 7 to the north; State Route 28 to the east; Interstate 66, US Highway 29, and Sudley Road to the south; and US Highway 15 to the west. The PMA

encompasses approximately 169 square miles. We believe that additional support will originate from areas outside of the established PMA. We estimate a leakage of 35 percent. We concluded to a high leakage percentage given the fact that demand calculations do not take into account former homeowners. Former homeowners are typically a significant portion of tenants at senior properties, as supported by our interview with Forest Glen Phase II a senior LIHTC comparable that reported that approximately 20 percent of tenants are former homeowners. Forest Glen Phase II also reported that tenants come from outside the area. Additionally, the contact at Westfield Village Apartments, a family market rate comparable, also reported that the majority of tenants move from outside the region. To provide a broader economic context for the Subject, we also include a Secondary Market Area (SMA). The secondary market area (SMA) for the Subject is Washington-Arlington-Alexandria, DC-VA-MD-WV Metropolitan Statistical Area (MSA), which consists of the following counties: District of Columbia in District of Columbia; Jefferson in West Virginia; Calvert, Charles, Frederick, Montgomery, and Prince George's in Maryland; Alexandria city, Arlington, Clarke, Culpeper, Fairfax city, Fairfax, Falls Church city, Fauquier, Fredericksburg city, Loudoun, Manassas city, Manassas Park city, Prince William, Rappahannock, Spotsylvania, Stafford, and Warren in Virginia. The MSA is 8,653 square miles.

Demographic Information

The basic demographic information is based upon the definition of a primary market area (PMA”) and an estimate of the characteristics of the people living within that geographic definition.

Demographic data originates from the Census and is compiled by a third party data provider. Novogradac & Company uses data provided by the ESRI Business Analyst. Business Analyst brings in data as produced by ESRI's team of demographers. Sources include the US Census, American Community Survey, and other reputable sources. Housing characteristics are derived from several data sources, including construction data from Hanley Wood Market Intelligence, building permits from counties, the USPS, HUD, BLS, and the Census bureau. Owner and renter occupied units come from the Current Population Survey (BLS) and the Housing Vacancy Survey (Census). Data has been ground-truthed by ESRI staff and proven effective.

ESRI's products are used by almost all US federal agencies (including HUD and USDA), top state level agencies, over 24,000 state and local governments worldwide, as well as many industry leading technology users—AT&T, Citrix, SAP, Oracle, Microsoft. ESRI produces timely updates based on new releases of data.

Step one is to identify demographic data such as number of households, renter households, income distribution and AMI levels. The appropriate demographic is used based on the tenancy for the proposed development. When analyzing a property designated for families the demographics for the entire population within the PMA is used. However, senior properties are restricted to tenants who reached the age of at least 55 or 62 years based upon the specifics of the applicable program. A property designated for seniors is analyzed using demographic data for the given age-restriction proposed for the Subject. The demographic information was detailed in the demographic section of this report.

Step Two – Income Qualified

Assumptions and Data necessary for this calculation are:

Appropriate Jurisdiction:	Loudoun County, VA
AMI for four-person household:	\$142,300
Tenancy:	Senior (62+)
Affordability percentage:	40 percent
Leakage:	35 percent

To establish the number of income-eligible potential tenants for the Subject, the calculations are as follows:

First, we estimate the Subject's minimum and maximum income levels (income bands) for the proposed LIHTC project. HUD determines maximum income guidelines for tax credit properties, based on the AMI. This provides the upper end of the income band as illustrated below. However, the minimum income is not established by HUD and must be estimated. Often, lower-income families pay a higher percentage of gross income toward housing costs. The industry standard is 35 percent for LIHTC-only calculations for family oriented properties. For senior properties this number increases to 40 percent based upon the nature of senior household economics. The lower end of the income band is calculated by taking the proposed rent by bedroom type multiplying by 12 and dividing by the applicable percentage to determine an income level. For example, if a property has a one-bedroom unit with proposed gross rents of \$500, the estimated low end of the income range would be \$17,143 based on the family 35 percent or \$15,000 based on the senior 40 percent. The 'As Proposed' scenario reflects the Subject as proposed with subsidy. In the 'Absent Subsidy' scenario, the minimum income limits are based on the proposed/achievable LIHTC rents.

INCOME LIMITS - AS PROPOSED

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@30%		@50%		@50% (PBV)		@60%	
1BR	\$24,030	\$34,170	\$40,050	\$56,950	\$0	\$56,950	\$48,060	\$68,340
2BR	\$28,800	\$34,170	-	-	\$0	\$56,950	\$57,630	\$68,340

INCOME LIMITS - ABSENT SUBSIDY

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@30%		@50%		@60%	
1BR	\$24,030	\$34,170	\$40,050	\$56,950	\$48,060	\$68,340
2BR	\$28,800	\$34,170	\$48,030	\$56,950	\$57,630	\$68,340

Second, we illustrate the household population segregated by income band in order to determine those who are income-qualified to reside in the Subject property. This income distribution was illustrated previously in the demographic analysis section of this report.

62+ RENTER HOUSEHOLD INCOME PMA

Income Cohort	2022		2027		Annual Change 2022 to 2027	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	154	5.4%	168	5.2%	3	1.8%
\$10,000-19,999	345	12.2%	361	11.1%	3	0.9%
\$20,000-29,999	182	6.4%	181	5.6%	0	-0.1%
\$30,000-39,999	253	8.9%	247	7.6%	-1	-0.5%
\$40,000-49,999	155	5.5%	201	6.2%	9	5.9%
\$50,000-59,999	217	7.7%	213	6.6%	-1	-0.4%
\$60,000-74,999	275	9.7%	295	9.1%	4	1.5%
\$75,000-99,999	232	8.2%	284	8.8%	10	4.5%
\$100,000-124,999	251	8.9%	299	9.2%	10	3.8%
\$125,000-149,999	175	6.2%	195	6.0%	4	2.3%
\$150,000-199,999	253	8.9%	314	9.7%	12	4.8%
\$200,000+	341	12.0%	486	15.0%	29	8.5%
Total	2,833	100.0%	3,244	100.0%		

Source: HISTA Data / Ribbon Demographics 2022, Novogradac, March 2023

Step Three – Income Distribution

Third, we combine the allowable income bands with the income distribution analysis in order to determine the number of potential income-qualified households. The Cohort Overlap is defined as the income amount within income bands defined above that falls within the ESRI provided Income Cohort. The % in Cohort is simply the

cohort overlap divided by the income cohort range (generally \$10,000). The # in Cohort is determined by multiplying total renter households by the % in Cohort determination. In some cases, the income-eligible band overlaps with more than one income cohort. In those cases, the cohort overlap for more than one income cohort will be calculated. The sum of these calculations provides an estimate of the total number of households that are income-eligible, both by AMI level and in total.

RENTER INCOME DISTRIBUTION - AS PROPOSED

Income Cohort	Total Renter Households	@30%			@50%			@50% (PBV)			@60%			All Units		
		cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort
\$0-\$9,999	154							\$9,999	100.0%	154				\$9,999	100.0%	154
\$10,000-\$19,999	345							\$9,999	100.0%	345				\$9,999	100.0%	345
\$20,000-\$29,999	182	\$5,969	59.7%	109				\$9,999	100.0%	182				\$9,999	100.0%	182
\$30,000-\$39,999	253	\$4,170	41.7%	106				\$9,999	100.0%	253				\$9,999	100.0%	253
\$40,000-\$49,999	155				\$9,949	99.5%	154	\$9,999	100.0%	155	\$1,939	19.4%	30	\$9,999	100.0%	155
\$50,000-\$59,999	217				\$6,950	69.5%	151	\$6,950	69.5%	151	\$9,999	100.0%	217	\$9,999	100.0%	217
\$60,000-\$74,999	275										\$8,340	55.6%	153	\$8,340	55.6%	153
\$75,000-\$99,999	232															
\$100,000-\$124,999	251															
\$125,000-\$149,999	175															
\$150,000-\$199,999	253															
\$200,000-\$250,000	341															
Total	2,833		7.6%	214		10.8%	305		43.8%	1,240		14.1%	400		51.5%	1,459

RENTER INCOME DISTRIBUTION - ABSENT SUBSIDY

Income Cohort	Total Renter Households	@30%			@50%			@60%			All Units		
		cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort
\$0-\$9,999	154												
\$10,000-\$19,999	345												
\$20,000-\$29,999	182	\$5,969	59.7%	109							\$5,969	59.7%	109
\$30,000-\$39,999	253	\$4,170	41.7%	106							\$4,170	41.7%	106
\$40,000-\$49,999	155				\$9,949	99.5%	154	\$1,939	19.4%	30	\$9,949	99.5%	154
\$50,000-\$59,999	217				\$6,950	69.5%	151	\$9,999	100.0%	217	\$9,999	100.0%	217
\$60,000-\$74,999	275							\$8,340	55.6%	153	\$8,340	55.6%	153
\$75,000-\$99,999	232												
\$100,000-\$124,999	251												
\$125,000-\$149,999	175												
\$150,000-\$199,999	253												
\$200,000-\$250,000	341												
Total	2,833		7.6%	214		10.8%	305		14.1%	400		26.1%	738

Step Four – Income Eligible - Renter Households by Number of People in Household

At this point we know how many income eligible renter households there are within the PMA by AMI level. Using that household figure, we calculate the percentage of income eligible households to total households by AMI level (AMI percentage eligible). However, in order to provide a demand analysis by bedroom type the number of households must now be allocated to a bedroom mix. The first step in that process is to determine the number of income qualified renter households by the number of persons per household. This can be completed by applying the total number of rental households by person by the AMI percentage eligible. The total number of renter households by person is information provided by ESRI and illustrated in the demographic discussion.

Step Five – Unit Size Appropriate

Household size is assumed to be 1.5 persons per bedroom for LIHTC rent calculation purposes. Additionally, HUD assumes that one-person households are accommodated in one-bedroom units. For LIHTC income purposes, the actual size of the household is used.

The distribution of households by unit type is dependent on the following assumptions. This table has been developed by Novogradac as a result of market research.

HOUSEHOLD DISTRIBUTION		
1BR	90%	Of 1-person households in 1BR units
	60%	Of 2-person households in 1BR units
2BR	10%	Of 1-person households in 2BR units
	40%	Of 2-person households in 2BR units

The projected renter household demand by bedroom size can then be determined by applying these weightings to the number of income qualified renter households determined in Step Four.

Step Six – Capture Rate by Bedroom Mix

The capture rate is simply determined by dividing the number of units by unit type for the subject by the total number of qualified renter households for that unit type. This calculation is then adjusted for leakage to arrive at a final determination of capture rate by bedroom type and AMI level.

Capture Rate - 30% - As Proposed

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2022

	Renter Household Size Distribution	Total Number of Renter Households
1 person	53.9%	1,528
2 person	30.0%	851
3 person	8.5%	240
4 person	4.6%	129
5 person	3.0%	85
Total	100.0%	2,833

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	1,528	x	7.6%	116
2 person	851	x	7.6%	64
3 person	240	x	7.6%	18
4 person	129	x	7.6%	10
5 person	85	x	7.6%	6
Total	2,833			214

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	143
2BR	37
Total	180

Capture Rate Analysis - @30%

	Developer's Unit Mix	Capture Rate
1BR	5	3.5%
2BR	2	5.4%
Total/Overall	7	3.9%

Adjusted for Leakage from Outside of the PMA

35.0%

1BR	5	2.3%
2BR	2	3.5%
Total/Overall	7	2.5%

Capture Rate - 50% - As Proposed

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2022

	Renter Household Size Distribution	Total Number of Renter Households
1 person	53.9%	1,528
2 person	30.0%	851
3 person	8.5%	240
4 person	4.6%	129
5 person	3.0%	85
Total	100.0%	2,833

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	1,528	x	10.8%	165
2 person	851	x	10.8%	92
3 person	240	x	10.8%	26
4 person	129	x	10.8%	14
5 person	85	x	10.8%	9
Total	2,833			305

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	203
Total	203

Capture Rate Analysis - @50%

	Developer's Unit Mix	Capture Rate
1BR	18	8.9%
Total/Overall	18	8.9%
<i>Adjusted for Leakage from Outside of the PMA</i>		35.0%
1BR	18	5.8%
Total/Overall	18	5.8%

Capture Rate - 50% (PBV) - As Proposed

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2022

	Renter Household Size Distribution	Total Number of Renter Households
1 person	53.9%	1,528
2 person	30.0%	851
3 person	8.5%	240
4 person	4.6%	129
5 person	3.0%	85
Total	100.0%	2,833

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	1,528	x	43.8%	669
2 person	851	x	43.8%	372
3 person	240	x	43.8%	105
4 person	129	x	43.8%	56
5 person	85	x	43.8%	37
Total	2,833			1,240

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	825
2BR	216
Total	1,041

Capture Rate Analysis - @50% (PBV)

	Developer's Unit Mix	Capture Rate
1BR	6	0.7%
2BR	2	0.9%
Total/Overall	8	0.8%

Adjusted for Leakage from Outside of the PMA

		35.0%
1BR	6	0.5%
2BR	2	0.6%
Total/Overall	8	0.5%

Capture Rate - 60% - As Proposed

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2022

	Renter Household Size Distribution	Total Number of Renter Households
1 person	53.9%	1,528
2 person	30.0%	851
3 person	8.5%	240
4 person	4.6%	129
5 person	3.0%	85
Total	100.0%	2,833

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	1,528	x	14.1%	216
2 person	851	x	14.1%	120
3 person	240	x	14.1%	34
4 person	129	x	14.1%	18
5 person	85	x	14.1%	12
Total	2,833			400

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	266
2BR	70
Total	336

Capture Rate Analysis - @60%

	Developer's Unit Mix	Capture Rate
1BR	28	10.5%
2BR	4	5.7%
Total/Overall	32	9.5%

Adjusted for Leakage from Outside of the PMA

			35.0%
1BR	28	6.8%	
2BR	4	3.7%	
Total/Overall	32	6.2%	

Capture Rate - All Units - As Proposed

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2022

	Renter Household Size Distribution	Total Number of Renter Households
1 person	53.9%	1,528
2 person	30.0%	851
3 person	8.5%	240
4 person	4.6%	129
5 person	3.0%	85
Total	100.0%	2,833

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	1,528	x	51.5%	787
2 person	851	x	51.5%	438
3 person	240	x	51.5%	124
4 person	129	x	51.5%	66
5 person	85	x	51.5%	44
Total	2,833			1,459

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	971
2BR	254
Total	1,225

Capture Rate Analysis - All Units

	Developer's Unit Mix	Capture Rate
1BR	57	5.9%
2BR	8	3.1%
Total/Overall	65	5.3%

Adjusted for Leakage from Outside of the PMA

			35.0%
1BR	57	3.8%	
2BR	8	2.0%	
Total/Overall	65	3.4%	

Capture Rate - 30% - Absent Subsidy

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2022

	Renter Household Size Distribution	Total Number of Renter Households
1 person	53.9%	1,528
2 person	30.0%	851
3 person	8.5%	240
4 person	4.6%	129
5 person	3.0%	85
Total	100.0%	2,833

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	1,528	x	7.6%	116
2 person	851	x	7.6%	64
3 person	240	x	7.6%	18
4 person	129	x	7.6%	10
5 person	85	x	7.6%	6
Total	2,833			214

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	143
2BR	37
Total	180

Capture Rate Analysis - @30%

	Developer's Unit Mix	Capture Rate
1BR	5	3.5%
2BR	2	5.4%
Total/Overall	7	3.9%

Adjusted for Leakage from Outside of the PMA

35.0%

1BR	5	2.3%
2BR	2	3.5%
Total/Overall	7	2.5%

Capture Rate - 50% - Absent Subsidy

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2022

	Renter Household Size Distribution	Total Number of Renter Households
1 person	53.9%	1,528
2 person	30.0%	851
3 person	8.5%	240
4 person	4.6%	129
5 person	3.0%	85
Total	100.0%	2,833

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	1,528	x	10.8%	165
2 person	851	x	10.8%	92
3 person	240	x	10.8%	26
4 person	129	x	10.8%	14
5 person	85	x	10.8%	9
Total	2,833			305

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	203
2BR	53
Total	256

Capture Rate Analysis - @50%

	Developer's Unit Mix	Capture Rate
1BR	24	11.8%
2BR	2	3.8%
Total/Overall	26	10.1%

Adjusted for Leakage from Outside of the PMA

35.0%

1BR	24	7.7%
2BR	2	2.4%
Total/Overall	26	6.6%

Capture Rate - 60% - Absent Subsidy

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2022

	Renter Household Size Distribution	Total Number of Renter Households
1 person	53.9%	1,528
2 person	30.0%	851
3 person	8.5%	240
4 person	4.6%	129
5 person	3.0%	85
Total	100.0%	2,833

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	1,528	x	14.1%	216
2 person	851	x	14.1%	120
3 person	240	x	14.1%	34
4 person	129	x	14.1%	18
5 person	85	x	14.1%	12
Total	2,833			400

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	266
2BR	70
Total	336

Capture Rate Analysis - @60%

	Developer's Unit Mix	Capture Rate
1BR	28	10.5%
2BR	4	5.7%
Total/Overall	32	9.5%

Adjusted for Leakage from Outside of the PMA

35.0%

1BR	28	6.8%
2BR	4	3.7%
Total/Overall	32	6.2%

Capture Rate - All Units - Absent Subsidy

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2022

	Renter Household Size Distribution	Total Number of Renter Households
1 person	53.9%	1,528
2 person	30.0%	851
3 person	8.5%	240
4 person	4.6%	129
5 person	3.0%	85
Total	100.0%	2,833

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	1,528	x	26.1%	398
2 person	851	x	26.1%	222
3 person	240	x	26.1%	63
4 person	129	x	26.1%	34
5 person	85	x	26.1%	22
Total	2,833			738

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	491
2BR	129
Total	620

Capture Rate Analysis - All Units (Absent Subsidy)

	Developer's Unit Mix	Capture Rate
1BR	57	11.6%
2BR	8	6.2%
Total/Overall	65	10.5%

Adjusted for Leakage from Outside of the PMA

35.0%

1BR	57	7.5%
2BR	8	4.0%
Total/Overall	65	6.8%

ANNUAL CAPTURE RATE ANALYSIS

The following calculation derives an estimated market capture rate based on per annum demand. This is an indication of the percentage of net demand that the Subject must attract in order to reach stabilized occupancy. This measure essentially takes the available household demand searching for apartments in the market area and deducts competition in order to determine net demand available to the Subject.

Population/Household Change

Population change as a result of new households moving in or out of the area: This was previously calculated, in the estimated population change from 2022 to 2027. Since the newly derived population will all be eligible, they are included directly into the annual demand estimate.

New Construction/Development

RECENT AND PLANNED DEVELOPMENT

Property Name	Rent Structure	Tenancy	Total Units	Competitive Affordable Units	Competitive PBRA Units	Construction Status	LIHTC Allocation Year	Distance to Subject
Avonlea Senior Four	LIHTC	Senior	65	65	0	Proposed	N/A	0.2 miles
The Metropolitan at Village at Leesburg Phase2	Market	Family	60	0	0	Proposed	N/A	11.0 miles
Tuscarora Crossing 9% Phase 1A	LIHTC	Family	44	0	0	Proposed	2020	10.3 miles
Dulles Gtwy	Market	Family	311	0	0	Proposed	N/A	5.6 miles
Neon Lofts	Market	Family	276	0	0	Proposed	N/A	5.6 miles
Ashburn Crossing	Market	Family	475	0	0	Proposed	N/A	7.9 miles
Waxpool Apartments	LIHTC	Family	52	0	0	Under Construction	2021	6.4 miles
Views at Broadlands	LIHTC	Family	93	0	0	Proposed	2021	5.6 miles
Ashburn Station	Affordable/Market	Family	224	0	0	Under Construction	N/A	6.1 miles
Avonlea Family	Affordable	Family	147	0	0	Proposed	N/A	0.1 miles
Tuscarora Crossing 9% Phase 2A	LIHTC	General	44	0	0	Proposed	2021	10.3 miles
Tuscarora Crossing 4% Phase 2B	LIHTC	Family	46	0	0	Proposed	2021	10.3 miles
Tuscarora Crossing 4% Phase 1B	LIHTC	Family	46	0	0	Proposed	2020	10.3 miles
Poland Hill Senior	LIHTC	Senior	78	78	0	Proposed	2021	2.0 miles
Totals			1,961	143	0			

- Tuscarora Crossing 9% Phase 1A is a proposed 44-unit LIHTC development located 10.3 miles north of the Subject site. Upon completion, the property will offer a four-story garden design and target family households. Due to the differing tenancy, we do not consider any units to be competitive with the Subject.
- Avonlea Senior Four is the proposed 4% portion of the Subject's overall Phase I development. The 4% portion will offer 65 total units targeted towards senior households. We consider all 65 units to be competitive with the Subject upon completion.
- Tuscarora Crossing 9% Phase 2A is a proposed 44-unit LIHTC development located 10.3 miles of the Subject site. Upon completion, the property will offer a four-story midrise design and target general households. Due to the differing tenancy, we do not consider any units to be competitive with the Subject.
- Ashburn Station is an under construction 224-unit affordable/market development located 6.1 miles north of the Subject site. Upon completion, the property will offer a four-story lowrise design and target

family households. Due to the differing tenancy, we do not consider any units to be competitive with the Subject.

- Avonlea Family is the proposed 147-unit affordable development located adjacent to the Subject site that will be Phase 2 of the Subject's larger overall development. Upon completion, this phase will offer 147 affordable units targeted toward family households. Due to the differing target tenancy, we do not consider these units to be competitive with the Subject.
- Tuscarora Crossing 4% Phase 2B is a proposed 46-unit LIHTC development located 10.3 miles of the Subject site. Upon completion, the property will target family households. Due to the differing tenancy, we do not consider any units to be competitive with the Subject.
- Tuscarora Crossing 4% Phase 1B is a proposed 46-unit LIHTC development located 10.3 miles of the Subject site. Upon completion, the property will target family households. Due to the differing tenancy, we do not consider any units to be competitive with the Subject.
- Waxpool Apartments is a proposed 52-unit affordable development located 6.4 miles north of the Subject site. Upon completion, the property will target family households. Due to the differing tenancy, we do not consider any units to be competitive with the Subject.
- Poland Hill Senior is a proposed 78-unit LIHTC development located 2.0 miles southeast of the Subject site. Upon completion, the property will target senior households, similar to the Subject. We consider 78 units competitive with the Subject as proposed. Overall, there are a total of 78 proposed units we believe will be competitive with the proposed Subject property, upon completion.
- Views at Broadlands is a proposed 93-unit LIHTC development located 5.6 miles north of the Subject site. Upon completion, the property will target family households. Due to the differing tenancy, we do not consider any units to be competitive with the Subject.

Overall, there are a total of 143 proposed units we believe will be competitive with the proposed Subject property, upon completion.

Annual Demand – As Proposed

ANNUAL DEMAND - AS PROPOSED		
Calculation		PMA
Number of Renter Households in 2022		2,833
Increase in Number of Renter Households		411
Number of Renter Households in 2027		3,244
<i>Existing Demand</i>		
% of Total Households that are Renter		19.2%
% of Income-Qualified Renter Households		51.5%
Number of Income-Qualified Renter Households		1,459
Percentage Rent-Overburdened		32.6%
Existing Income-Qualified Renter Household Turnover		476
<i>New Income-Qualified Demand, Stated Annually</i>		
Increase in Renter Households per Annum		82
% of Income-Qualified Renter Households		51.5%
New Rental Income Qualified Households		42
<i>Capture Rate Analysis</i>		
Number of Revenue Units in Subject		65
Occupied Units at Subject With Vacancy of:	5.0%	62
Units Pre-Leased		0
Total Demand (Turnover and Growth) from within PMA		518
Portion Originating within PMA		65.0%
Total Demand (Turnover and Growth)		798
Less: Existing PBRA Projects in Absorption Process (# Units)	143	
Total Demand after Competition (Turnover and Growth)		655
Yielded Annual Capture Rate of Available Demand in 2022		9.5%

The yielded capture rate is approximately 9.5 percent of available demand per annum for the Subject's units as proposed, which is moderate and indicative of demand.

Annual Demand - Absent Subsidy

ANNUAL DEMAND - ABSENT SUBSIDY		
Calculation		PMA
Number of Renter Households in 2022		2,833
Increase in Number of Renter Households		411
Number of Renter Households in 2027		3,244
<i>Existing Demand</i>		
% of Total Households that are Renter		19.2%
% of Income-Qualified Renter Households		26.1%
Number of Income-Qualified Renter Households		738
Percentage Rent-Overburdened		32.6%
Existing Income-Qualified Renter Household Turnover		241
<i>New Income-Qualified Demand, Stated Annually</i>		
Increase in Renter Households per Annum		82
% of Income-Qualified Renter Households		26.1%
New Rental Income Qualified Households		21
<i>Capture Rate Analysis</i>		
Number of Revenue Units in Subject		65
Occupied Units at Subject With Vacancy of:	5.0%	62
Units Pre-Leased		0
Total Demand (Turnover and Growth) from within PMA		262
Portion Originating within PMA		65.0%
Total Demand (Turnover and Growth)		404
Less: Existing LIHTC Projects in Absorption Process (# Units)	143	
Total Demand after Competition (Turnover and Growth)		261
Yielded Annual Capture Rate of Available Demand in 2022		23.8%

The yielded capture rate is approximately 23.8 percent of available demand per annum for the Subject's units absent subsidy, which is moderate and indicative of demand.

VIRGINIA HOUSING DEMAND ANALYSIS

We have also included the required demand table from the Virginia Housing market study guidelines. The following table illustrates the total demand, the net demand, and the absorption period for the Subject site. The supply illustrates all proposed or under construction units in the PMA. We determined that there are 143 proposed competitive affordable units in the PMA. Existing vacancies in the PMA are based on the vacancies at the four directly comparable age-restricted LIHTC properties in the PMA.

Virginia Housing Demand Table – As Proposed

We have determined the overall LIHTC weighted average vacancy rate among comparable properties is 0.4 percent. As noted above, there are four directly comparable age-restricted LIHTC properties in the PMA. Three of these properties are used as comparables in this report and reported a total of three vacant units between all three properties. We were unable to conduct a full interview with Wingler House Apartments, the remaining senior LIHTC property in the PMA, but the property did report that there are currently two vacancies. Therefore, we concluded that there are approximately five vacant competitive units in the PMA, and we have deducted these five units from these properties in our analysis, in addition to the 143 proposed competitive units in the PMA, for a total of 148 competitive units. We deducted these 148 competitive units from the total demand for the entire Subject. However, we split these 148 competitive units to calculate the demand for the Subject's 30, 50, and 60 percent AMI units separately. As mentioned previously, the 4% portion of the Subject's overall Phase I development will offer 65 units that are considered to be competitive with the Subject's units. The table below outlines the breakdown of units in the overall Phase I development by AMI level.

AMI	Overall Avonlea Senior Units*	Subject Units	Competitive Units from 4%
30%	7	7	0
50%	34	26	8
60%	89	32	57
Total	130	65	65

As shown in the table above, the 4% portion will offer zero competitive units at the 30 percent of AMI level, eight competitive units at the 50 percent of AMI level, and 57 competitive units at the 60 percent of AMI level. In order to split the remaining 83 competitive units (78 competitive pipeline units excluding Subject's 4% portion and five competitive vacant units as noted above), we estimated that of all LIHTC units restricted to the 30, 50, and 60 percent of AMI levels in the PMA, approximately 50 percent will be restricted to 60 percent of AMI, 40 percent will be restricted to 50 percent of AMI, and 10 percent will be restricted to 30 percent of AMI, which matches the Subject's proposed unit mix. The following table outlines the breakdown of the 148 total competitive units by AMI level.

AMI	Competitive Units from 4%	Estimated % of Units in PMA	Competitive Pipeline and Vacant Units*	Total Competitive Units
30%	0	10%	8	8
50%	8	40%	33	41
60%	57	50%	42	99
Total	65	100%	83	148

*excluding Competitive Units from 4% portion

The table below illustrates the resulting capture rate for demand currently proposed in PMA.

	Up to 30% As Proposed (\$24,030- \$34,170)	Up to 50% (PBV) As Proposed (\$0- \$56,950)	Up to 50% As Proposed (\$40,050- \$56,950)	Up to 60% As Proposed (\$48,060- \$68,340)	Project Total As Proposed (\$0- \$68,340)
Income Restrictions					
New Rental Households	6	36	9	12	42
+					
Existing Households – Overburdened	70	405	100	131	476
+					
Existing Households - Substandard Housing	2	9	2	3	10
+					
Senior Households -- Likely to Convert to Rental Housing	19	112	27	36	132
=					
TOTAL DEMAND	97	561	138	181	661
-					
Supply (includes directly comparable vacant units or in pipeline in PMA)	8	41	41	99	148
NET DEMAND	89	520	97	82	513
PROPOSED UNITS	7	8	18	32	65
CAPTURE RATE	7.9%	1.5%	18.6%	39.0%	12.7%
CAPTURE RATE WITH 20% LEAKAGE	6.3%	1.2%	14.9%	31.2%	10.1%
ABSORPTION PERIOD	0.3 months	0.3 months	0.7 months	1.3 months	3 months

- **New Rental Households:** The number of new renter households was calculated previously in Annual Demand using the increase in renter households per annum and the percentage of income-qualified renter households.
- **Existing Households – Overburdened:** We calculated the number of existing households that are rent-overburdened using the percentage of households that are rent-overburdened in the PMA (32.6%) and the total number of income-qualified renter households in the PMA.
- **Existing Households – Substandard Housing:** We calculated the number of existing households that are living in substandard housing using the percentage of households that are living in substandard housing in the PMA (0.70%) and the total number of income-qualified renter households in the PMA.
- **Senior Households Likely to Convert to Rental Housing –** Former homeowners are typically a significant portion of tenants at senior properties, as supported by our interview with Forest Glen Phase II, a senior LIHTC comparable that reported that approximately 20 percent of tenants are former homeowners. Therefore, we estimated that approximately 20 percent of income-qualified owner-occupied senior households would likely convert to renting from homeownership. However, VHDA guidelines state that the Senior Households Likely to Convert to Rental Housing component may not comprise more than 20 percent of total demand. Our estimations were all above 20 percent of total demand. Therefore, we concluded to the maximum 20 percent of total demand for this component.
- **Absorption Period:** We calculated the absorption period for each AMI level and the project total by applying our concluded absorption rate of 25 units per month to the number of proposed units.

In addition to the typical capture rate calculation, we added a capture rate with leakage. In our previous demand calculations and discussions, we used a leakage rate of 35 percent, as these calculations do not take into account former homeowners. However, since the Virginia Housing capture rate calculations above do take into account senior households likely to convert to rental housing, we have used a lower leakage rate of 20 percent. Virginia Housing does not require a capture rate calculation with leakage. However, according to the Virginia Housing guidelines, “the analyst is free to state other measures of demand in the body of the report.” Since the Virginia Housing capture rate calculations still do not take into account the significant projected annual senior household growth of 5.7 percent through 2027, we believe it is reasonable to include an extra capture rate with leakage that considers this projected household growth.

We believe there is adequate demand for the Subject as proposed, especially given the high occupancy rates among the majority of the LIHTC comparables, as well as the prevalence of waiting lists at four of the six LIHTC comparables. Our concluded capture rate and absorption period is shown in the table below.

Project Wide Capture Rate - LIHTC Units	12.7%
Project Wide Capture Rate - Market Units	N/A
Project Wide Capture Rate - All Units	12.7%
Project Wide Capture Rate with Leakage - All Units	10.1%
Project Wide Absorption Period (Months)	3 months

Virginia Housing Demand Table – Absent Subsidy

All of the competitive units determined in the As Proposed scenario will also be competitive with the Subject absent subsidy. Therefore, we have also deducted a total of 148 competitive units from the total demand for the Subject absent subsidy, using the same breakout by AMI level as determined previously. The table below illustrates the resulting capture rate for demand currently proposed in PMA in the absent subsidy scenario.

	Up to 30% As Proposed (\$24,030- \$34,170)	Up to 50% As Proposed (\$40,050- \$56,950)	Up to 60% As Proposed (\$48,060- \$68,340)	Project Total As Proposed (\$24,030- \$68,340)
Income Restrictions				
New Rental Households	6	9	12	21
+				
Existing Households – Overburdened	70	100	131	241
+				
Existing Households - Substandard Housing	2	2	3	5
+				
Senior Households – Likely to Convert to Rental Housing	19	27	36	67
=				
TOTAL DEMAND	97	138	181	335
-				
Supply (includes directly comparable vacant units or in pipeline in PMA)	8	41	99	148
NET DEMAND	89	97	82	187
PROPOSED UNITS	7	26	32	65
CAPTURE RATE	7.9%	26.9%	39.0%	34.8%
CAPTURE RATE WITH 20% LEAKAGE	6.3%	21.5%	31.2%	27.9%
ABSORPTION PERIOD	0.3 months	1 month	1.3 months	3 months

- **New Rental Households:** The number of new renter households was calculated previously in Annual Demand using the increase in renter households per annum and the percentage of income-qualified renter households.
- **Existing Households – Overburdened:** We calculated the number of existing households that are rent-overburdened using the percentage of households that are rent-overburdened in the PMA (32.6%) and the total number of income-qualified renter households in the PMA.
- **Existing Households – Substandard Housing:** We calculated the number of existing households that are living in substandard housing using the percentage of households that are living in substandard housing in the PMA (0.70%) and the total number of income-qualified renter households in the PMA.
- **Senior Households Likely to Convert to Rental Housing –** Former homeowners are typically a significant portion of tenants at senior properties, as supported by our interview with Forest Glen Phase II, a senior LIHTC comparable that reported that approximately 20 percent of tenants are former homeowners. Therefore, we estimated that approximately 20 percent of income-qualified owner-occupied senior households would likely convert to renting from homeownership. However, VHDA guidelines state that the Senior Households Likely to Convert to Rental Housing component may not comprise more than 20 percent of total demand. Our estimations were all above 20 percent of total demand. Therefore, we concluded to the maximum 20 percent of total demand for this component.
- **Absorption Period:** We calculated the absorption period for each AMI level and the project total by applying our concluded absorption rate of 25 units per month to the number of proposed units.

In addition to the typical capture rate calculation, we added a capture rate with leakage. In our previous demand calculations and discussions, we used a leakage rate of 35 percent, as these calculations do not take into account former homeowners. However, since the Virginia Housing capture rate calculations above do take into account senior households likely to convert to rental housing, we have used a lower leakage rate of 20 percent. Virginia Housing does not require a capture rate calculation with leakage. However, according to the Virginia Housing guidelines, “the analyst is free to state other measures of demand in the body of the report.” Since the Virginia Housing capture rate calculations still do not take into account the significant projected annual senior household growth of 5.7 percent through 2027, we believe it is reasonable to include an extra capture rate with leakage that considers this projected household growth.

We believe there is adequate demand for the Subject absent subsidy, especially given the high occupancy rates among the majority of the LIHTC comparables, as well as the prevalence of waiting lists at four of the six LIHTC comparables. Our concluded capture rate and absorption period is shown in the table below.

Project Wide Capture Rate - LIHTC Units	34.8%
Project Wide Capture Rate - Market Units	N/A
Project Wide Capture Rate - All Units	34.8%
Project Wide Capture Rate with Leakage - All Units	27.9%
Project Wide Absorption Period (Months)	3 months

Capture Rate and Virginia Housing Conclusion

The demand analysis illustrates demand for the Subject based on capture rates of income-eligible renter households. When viewing total income-eligible renter households the calculation illustrates an overall capture rate of 3.4 percent.

DEMAND CONCLUSIONS		
Calculation	As Proposed	Absent Subsidy
@30%	2.5%	2.5%
@50%	5.8%	6.6%
@50% (PBV)	0.5%	6.6%
@60%	6.2%	6.2%
All Units	3.4%	6.8%
Annual Demand	9.5%	23.8%

These capture rates are reasonable taking into account the other indications of demand such as low vacancy rates and waiting lists reported by the comparable properties. The Demand Analysis illustrates demand for the Subject based on captures rates of income-eligible renter households. This calculation demonstrates that there are approximately 655 units of demand in the first year of the Subject's operation based on the annual demand analysis. The Subject will need to accommodate 62 units of demand in order to stabilize at 95 percent occupancy. The demand analysis illustrates adequate demand for the Subject's units.

This calculation illustrates that there are approximately 655 units of demand in the first year of the Subject's operation. The Subject will need to accommodate 62 total units of demand in order to stabilize at 95 percent occupancy. Any unaccommodated households will most likely leave the PMA or remain severely rent-overburdened. The lack of available units will force many to look elsewhere.

The Virginia Housing net demand and capture rate table illustrates demand for the Subject based on capture rates of income-eligible renter households. The following table illustrates the conclusions from this table in the as proposed scenario.

Project Wide Capture Rate - LIHTC Units	12.7%
Project Wide Capture Rate - Market Units	N/A
Project Wide Capture Rate - All Units	12.7%
Project Wide Capture Rate with Leakage - All Units	10.1%
Project Wide Absorption Period (Months)	3 months

The following table illustrates the conclusions from this table in the absent subsidy scenario.

Project Wide Capture Rate - LIHTC Units	34.8%
Project Wide Capture Rate - Market Units	N/A
Project Wide Capture Rate - All Units	34.8%
Project Wide Capture Rate with Leakage - All Units	27.9%
Project Wide Absorption Period (Months)	3 months

These capture rates are indicative of moderate demand for the Subject, and upon completion, we anticipate the proposed project will facilitate a relatively rapid absorption.

PENETRATION RATE ANALYSIS

Per Virginia Housing guidelines, we also performed a penetration rate analysis for the Subject's units. The Subject will offer one and two-bedroom units restricted at the 30, 50, and 60 percent AMI levels. The following table illustrates the affordable properties that are existing in the PMA and competitive with the Subject.

EXISTING AFFORDABLE PROPERTIES IN THE PMA

Property Name	Program	Tenancy	Total Units	Competitive LIHTC Units	Competitive PBRA Units
Forest Glen Phase I*	LIHTC	Senior	119	119	0
Forest Glen Phase II*	LIHTC	Senior	119	118	0
Stone Springs Apartments*	LIHTC	Family	128	0	0
The Abbey At South Riding*	LIHTC	Family	168	0	0
The Woods At Birchwood*	LIHTC	Senior	83	83	0
The Woods At Brambleton*	LIHTC	Family	202	0	0
Acclaim Of Ashburn	LIHTC	Family	174	0	0
Ashburn Chase	LIHTC	Family	96	0	0
Ashburn Meadows	LIHTC	Family	336	0	0
Heronview Apartments	LIHTC	Family	46	0	0
Shreveport Ridge	LIHTC	Family	98	0	0
The Grove At Flynn's Crossing	LIHTC	Family	168	0	0
The Woods At Brambleton Town Center South	LIHTC	Family	55	0	0
Wingler House Apartments	LIHTC	Senior	264	264	0
Totals				584	0

*Utilized as a comparable property

As shown above, there are 584 competitive affordable units in the PMA as proposed, and 584 absent subsidy. These units are deducted from our analysis.

The overall penetration rate is derived by taking the number of competitive LIHTC units proposed or under construction within the PMA, combined with the number of existing competitive LIHTC units and the number of the Subject's units divided by the number of income eligible households. The following table illustrates the penetration rate calculation as proposed.

PENETRATION RATE - AS PROPOSED	
Number of Proposed Competitive Affordable Senior Units in the PMA	143
	+
Number of Existing Competitive Affordable Senior Units in the PMA	584
	+
Number of Proposed Senior Units at the Subject	65
	=
Total	792
	/
Income Eligible Households - All AMI Levels	1,459
	=
Overall Penetration Rate - Market Focus (NCHMA)	54.3%
PENETRATION RATE - ABSENT SUBSIDY	
Number of Proposed Competitive LIHTC Senior Units in the PMA	143
	+
Number of Existing Competitive LIHTC Senior Units in the PMA	584
	+
Number of Proposed Senior Units at the Subject	65
	=
Total	792
	/
Income Eligible Households - All AMI Levels	738
	=
Overall Penetration Rate - Market Focus (NCHMA)	107.3%

The overall penetration rate for the market is 54.3 percent as proposed and 107.3 percent absent subsidy. However, these calculations do not take into account former homeowners, which are typically a significant portion of tenants at senior properties. In our interview with Forest Glen Phase II, a senior LIHTC comparable, the contact reported that approximately 20 percent of tenants are former homeowners. Additionally, this calculation does not take into account the significant projected annual senior household growth of 5.7 percent through 2027. Therefore, we decided to include an additional penetration rate calculation that takes these factors into account using a leakage rate of 35 percent. The following table illustrates the penetration rate with leakage.

PENETRATION RATE WITH LEAKAGE – AS PROPOSED	
Number of Proposed Competitive Affordable Senior Units in the PMA	143
	+
Number of Existing Competitive Affordable Senior Units in the PMA	584
	+
Number of Proposed Senior Units at the Subject	65
	=
Total	792
	/
Income Eligible Households - All AMI Levels	1,459
	=
Overall Penetration Rate - Market Focus (NCHMA)	54.3%
Leakage Rate	35%
Overall Penetration Rate with Leakage	35.3%

PENETRATION RATE WITH LEAKAGE – ABSENT SUBSIDY	
Number of Proposed Competitive LIHTC Senior Units in the PMA	143
	+
Number of Existing Competitive LIHTC Senior Units in the PMA	584
	+
Number of Proposed Senior Units at the Subject	65
	=
Total	792
	/
Income Eligible Households - All AMI Levels	738
	=
Overall Penetration Rate - Market Focus (NCHMA)	107.3%
Leakage Rate	35%
Overall Penetration Rate with Leakage	69.7%

The overall penetration rate for the market with leakage of 35 percent is 35.3 percent as proposed and 69.7 percent absent subsidy.

Additionally, since the projected senior household growth of 5.7 percent per annum through 2027 is so high, we believe that it is important to also consider the penetration rate for the Subject using the projected number of income eligible households in 2026. The tables below indicate the projected number of income eligible households in 2027, and then the calculation of projected number of income eligible households when the Subject is anticipated to finish construction in 2026 using a deflator of 80 percent (four out of five years).

AS PROPOSED	
2022 Renter Households	2,833
	x
Percentage Income Qualified	51.5%
2022 Income Qualified Renter Households	1,459

AS PROPOSED	
2027 Renter Households	3,244
	x
Percentage Income Qualified	51.5%
2027 Income Qualified Renter Households	1,671

DEMAND ANALYSIS WITH INCREASE IN SENIOR HOUSEHOLDS – AS PROPOSED	
2022 Income Eligible Renter Households	1,459
2027 Income Eligible Renter Households	1,671
Net Change in Households	212
Net Change in Households Over Four Years (Estimated Completion in 2026)	169
Total Estimated Income Eligible Renter Households in 2026	1,628

Using this estimated number of income eligible renter households upon completion, we calculated the penetration rate as proposed below.

PENETRATION RATE WITH LEAKAGE UPON COMPLETION – AS PROPOSED	
Number of Proposed Competitive LIHTC Senior Units in the PMA	143
	+
Number of Existing Competitive LIHTC Senior Units in the PMA	584
	+
Number of Proposed Senior Units at the Subject	65
	=
Total	792
	/
Total Estimated Income Eligible Renter Households in 2026 - All AMI Levels	1,628
	=
Overall Penetration Rate - Market Focus (NCHMA)	48.6%
Leakage Rate	35%
Overall Penetration Rate with Leakage	31.6%

The estimated penetration rate for the market in 2026 with leakage of 35 percent is 31.6 percent as proposed.

ABSENT SUBSIDY	
2022 Renter Households	2,833
	x
Percentage Income Qualified	26.1%
2022 Income Qualified Renter Households	738

ABSENT SUBSIDY	
2027 Renter Households	3,244
	x
Percentage Income Qualified	26.1%
2027 Income Qualified Renter Households	845

DEMAND ANALYSIS WITH INCREASE IN SENIOR HOUSEHOLDS – ABSENT SUBSIDY	
2022 Income Eligible Renter Households	738
2027 Income Eligible Renter Households	845
Net Change in Households	107
Net Change in Households Over Four Years (Estimated Completion in 2026)	86
Total Estimated Income Eligible Renter Households in 2026	824

Using this estimated number of income eligible renter households upon completion, we calculated the penetration rate absent subsidy below.

PENETRATION RATE WITH LEAKAGE - UPON COMPLETION	
Number of Proposed Competitive LIHTC Senior Units in the PMA	143
	+
Number of Existing Competitive LIHTC Senior Units in the PMA	584
	+
Number of Proposed Senior Units at the Subject	65
	=
Total	792
	/
Total Estimated Income Eligible Renter Households in 2026 - All AMI Levels	824
	=
Overall Penetration Rate - Market Focus (NCHMA)	96.1%
Leakage Rate	35%
Overall Penetration Rate with Leakage	62.5%

The estimated penetration rate for the market in 2026 with leakage of 35 percent is 62.5 percent absent subsidy.

Finally, we believe that there is adequate demand for the Subject based on the supporting reasons below:

- The average vacancy rate reported by LIHTC comparables is 0.4 percent, and the average vacancy rate reported by the three age-restricted LIHTC comparables is 0.9 percent. These vacancy rates are considered exceptionally low, and indicative of supply-constrained conditions.
- All but two of the LIHTC comparables reported operating with waiting lists, many of which are extensive. The Woods at Birchwood, one of the age-restricted LIHTC comparables, reported a waiting list of two to five years in length, indicating unmet demand for senior affordable housing in the market.
- Senior population and households in the Subject's PMA are growing at a very high rate. Between 2010 and 2022, the population of seniors ages 62 and over in the PMA grew at an annual rate of 14.9 percent, and the population of seniors ages 65 and over in the PMA grew at an annual rate of 16.4 percent. Additionally, senior households ages 62 and over in the PMA grew at an annual rate of 8.4 percent between 2010 and 2022, and senior households ages 65 and over in the PMA grew at an annual rate of 11.4 percent. Annualized growth of the senior population in the PMA through 2027 is expected to be 4.3 percent for seniors ages 62 and over and 5.1 percent for seniors ages 65 and over. Annualized growth of senior households in the PMA through 2027 is expected to be 5.7 percent for all seniors ages 62 and over. Therefore, due to the rapidly growing population of seniors in the Subject's PMA, we believe that there will be adequate demand for the Subject upon completion in 2026.
- Finally, the Subject is located in Loudoun County, Virginia. Loudoun County is typically a target area for seniors to move to in order to be closer to their adult children, who live in markets with high job growth, such as the Washington, DC metropolitan area. This results in a large number of seniors converting from homeownership to rental housing. As mentioned previously, we expect this demographic to be a significant portion of demand for the Subject's units.

Demand Conclusions

The demand analysis illustrates demand for the Subject based on capture rates of income-eligible renter households. When viewing total income-eligible renter households the calculation illustrates an overall capture rate of 3.4 percent.

DEMAND CONCLUSIONS		
Calculation	As Proposed	Absent Subsidy
@30%	2.5%	2.5%
@50%	5.8%	6.6%
@50% (PBV)	0.5%	6.6%
@60%	6.2%	6.2%
All Units	3.4%	6.8%
Annual Demand	9.5%	23.8%
Penetration Rate	54.3%	107.3%
Penetration Rate with Leakage	35.3%	69.7%
Penetration Rate Upon Completion with Leakage	31.6%	62.5%

These capture rates are reasonable taking into account the other indications of demand such as low vacancy rates and waiting lists reported by the comparable properties. The Demand Analysis illustrates demand for the Subject based on captures rates of income-eligible renter households. This calculation demonstrates that there are approximately 655 units of demand in the first year of the Subject's operation based on the annual demand analysis. The Subject will need to accommodate 62 units of demand in order to stabilize at 95 percent occupancy. The demand analysis illustrates adequate demand for the Subject's units. The penetration rates calculated above are high; however, as mentioned previously, the penetration rate calculation does not take into account former homeowners, which are typically a significant portion of tenants at senior properties. In our interview with Forest Glen Phase II, a senior LIHTC comparable, the contact reported that approximately 20 percent of tenants are former homeowners. We therefore calculated additional penetration rates with leakage, which are moderate and indicative of demand. Additionally, we believe that there is adequate demand for the Subject based on the supporting reasons below:

- The average vacancy rate reported by LIHTC comparables is 0.4 percent, and the average vacancy rate reported by the three age-restricted LIHTC comparables is 0.9 percent. These vacancy rates are considered exceptionally low, and indicative of supply-constrained conditions.
- All but two of the LIHTC comparables reported operating with waiting lists, many of which are extensive. The Woods at Birchwood, one of the age-restricted LIHTC comparables, reported a waiting list of two to five years in length, indicating unmet demand for senior affordable housing in the market.
- Senior population and households in the Subject's PMA are growing at a very high rate. Between 2010 and 2022, the population of seniors ages 62 and over in the PMA grew at an annual rate of 14.9 percent, and the population of seniors ages 65 and over in the PMA grew at an annual rate of 16.4 percent. Additionally, senior households ages 62 and over in the PMA grew at an annual rate of 8.4 percent between 2010 and 2022, and senior households ages 65 and over in the PMA grew at an annual rate of 11.4 percent. Annualized growth of the senior population in the PMA through 2027 is expected to be 4.3 percent for seniors ages 62 and over and 5.1 percent for seniors ages 65 and over. Annualized growth of senior households in the PMA through 2027 is expected to be 5.7 percent for all seniors ages 62 and over. Therefore, due to the rapidly growing population of seniors in the Subject's PMA, we believe that there will be adequate demand for the Subject upon completion in 2026.
- Finally, the Subject is located in Loudoun County, Virginia. Loudoun County is typically a target area for seniors to move to in order to be closer to their adult children, who live in markets with high job growth, such as the Washington, DC metropolitan area. This results in a large number of seniors converting from homeownership to rental housing. As mentioned previously, we expect this demographic to be a significant portion of demand for the Subject's units.

The Virginia Housing net demand and capture rate table illustrates demand for the Subject based on capture rates of income-eligible renter households. The following table illustrates the conclusions from this table in the as proposed scenario.

Project Wide Capture Rate - LIHTC Units	12.7%
Project Wide Capture Rate - Market Units	N/A
Project Wide Capture Rate - All Units	12.7%
Project Wide Capture Rate with Leakage - All Units	10.1%
Project Wide Absorption Period (Months)	3 months

The following table illustrates the conclusions from this table in the absent subsidy scenario.

Project Wide Capture Rate - LIHTC Units	34.8%
Project Wide Capture Rate - Market Units	N/A
Project Wide Capture Rate - All Units	34.8%
Project Wide Capture Rate with Leakage - All Units	27.9%
Project Wide Absorption Period (Months)	3 months

These capture rates are indicative of moderate demand for the Subject, and upon completion, we anticipate the proposed project will facilitate a relatively rapid absorption.

Absorption Estimate

ABSORPTION

Property Name	Program	Tenancy	City	Year	Total Units	Absorption (units/month)	Distance to Subject
The Woods At Brambleton Town Center South	LIHTC	Family	Ashburn	2021	55	55	3.4 miles
Forest Glen Phase I*	LIHTC	Senior	Centreville	2020	119	5	6.1 miles
Ashburn Chase	LIHTC	Family	Ashburn	2020	96	55	9.9 miles
The Axiom At Cabin Branch	Market	Family	Clarksburg	2020	272	27	24.0 miles
Heronview Apartments	LIHTC	Family	Sterling	2019	46	30	8.3 miles
The Point At Ridgeline	LIHTC	Family	Herndon	2019	293	24	6.7 miles
The Woods At Birchwood*	LIHTC	Senior	Ashburn	2019	83	15	2.2 miles
Momentum At Shady Grove Metro	LIHTC	Family	Rockville	2019	110	16	23.6 miles
The Emerson Apartments	Market	Family	Centreville	2019	355	15	7.7 miles
The Fallstead At Lewinsville Center	LIHTC	Senior	Mclean	2018	82	21	17.8 miles
Average Affordable					111	28	
Average Market					314	21	
Overall Average					151	26	

*Comparable Property

We obtained absorption data from ten properties, located between 2.2 and 24.0 miles from the Subject site. These properties reported absorption rates ranging from five to 55 units per month, with an overall average of 26 units per month. The three senior LIHTC properties in the table above reported absorption rates ranging from five to 21 units per month, with an average of 14 units per month. However, Forest Glen Phase I, which reported an absorption rate of five units per month, burned down in a fire in May 2018, and was rebuilt and re-leased its units in 2020. Since this process likely impacted the delivery of units and the certificates of occupancy, in addition to the ongoing pandemic during 2020, we have not relied upon this data point in our conclusion. The remaining senior LIHTC properties averaged an absorption pace of 18 units per month. However, due to low vacancy rates and extensive waiting lists reported by the senior LIHTC comparables used in this report, we believe that the Subject will be able to achieve higher absorption than 18 units per month. Overall, we expect the proposed Subject will experience an absorption rate of 25 units per month. This equates to an absorption period of approximately five to six months for the Subject's overall Phase I development. With the assumption that the Subject begins preleasing units prior to the completion of construction, it appears feasible that the Subject's market-entry would facilitate a more expedient lease-up, given its affordable nature and excellent condition as completed. It should be noted that we do not expect the Subject's absorption to adversely impact other existing LIHTC properties, all of which reported low vacancy rates.

We do not anticipate any future changes in the housing stock or risks in the market area that would adversely affect the Subject. The achievable market rents are reasonable and as an affordable property, the Subject will operate with a strong occupancy rate.

J. LOCAL PERSPECTIVES OF RENTAL HOUSING MARKET AND HOUSING ALTERNATIVES

INTERVIEWS

In order to ascertain the need for housing and affordable housing in the Subject's area, interviews were conducted with various local officials.

Loudoun County Housing and Community Development

We previously spoke with Tandi Butler, Senior Housing Counselor with the Loudoun County Office of Housing. According to Tandi Butler, Loudoun County Office of Housing is authorized to issue 778 vouchers; currently, 543 vouchers are in use. There are 216 households on the waiting list, which is currently closed. Preference is given to applicants with disabilities and the elderly. The payment standards for one and two-bedroom units are illustrated in the following table.

PAYMENT STANDARDS			
Unit Type	Proposed Gross Rent	Gross Payment Standard	Proposed Rent Vs. Payment Standard
@30%			
1BR	\$801	\$2,140	-167.2%
2BR	\$960	\$2,440	-154.2%
@50% (ALR)			
1BR	\$1,335	\$2,140	-60.3%
2BR	\$1,601	\$2,440	-52.4%
@60%			
1BR	\$1,602	\$2,140	-33.6%
2BR	\$1,921	\$2,440	-27.0%

Source: Loudoun County Housing and Community Development, effective January 2023

All of the payment standards are above the Subject's LIHTC rents, indicating that voucher tenants will not have to pay additional rent out of pocket.

Planning Discussion

We consulted a CoStar new construction report regarding planned, proposed, and under construction developments within the PMA. We also researched LIHTC allocations in the Subject's PMA from 2020 to February 2023. According to our sources, there are multiple proposed, under construction, and recently completed developments within the PMA, illustrated in the following table.

RECENT AND PLANNED DEVELOPMENT

Property Name	Rent Structure	Tenancy	Total Units	Competitive Affordable Units	Competitive PBRA Units	Construction Status	LIHTC Allocation Year	Distance to Subject
Avonlea Senior Four	LIHTC	Senior	65	65	0	Proposed	N/A	0.2 miles
The Metropolitan at Village at Leesburg Phase 2	Market	Family	60	0	0	Proposed	N/A	11.0 miles
Tuscarora Crossing 9% Phase 1A	LIHTC	Family	44	0	0	Proposed	2020	10.3 miles
Dulles Gtwy	Market	Family	311	0	0	Proposed	N/A	5.6 miles
Neon Lofts	Market	Family	276	0	0	Proposed	N/A	5.6 miles
Ashburn Crossing	Market	Family	475	0	0	Proposed	N/A	7.9 miles
Waxpool Apartments	LIHTC	Family	52	0	0	Under Construction	2021	6.4 miles
Views at Broadlands	LIHTC	Family	93	0	0	Proposed	2021	5.6 miles
Ashburn Station	Affordable/Market	Family	224	0	0	Under Construction	N/A	6.1 miles
Avonlea Family	Affordable	Family	147	0	0	Proposed	N/A	0.1 miles
Tuscarora Crossing 9% Phase 2A	LIHTC	General	44	0	0	Proposed	2021	10.3 miles
Tuscarora Crossing 4% Phase 2B	LIHTC	Family	46	0	0	Proposed	2021	10.3 miles
Tuscarora Crossing 4% Phase 1B	LIHTC	Family	46	0	0	Proposed	2020	10.3 miles
Poland Hill Senior	LIHTC	Senior	78	78	0	Proposed	2021	2.0 miles
Totals			1,961	143	0			

- Tuscarora Crossing 9% Phase 1A is a proposed 44-unit LIHTC development located 10.3 miles north of the Subject site. Upon completion, the property will offer a four-story garden design and target family households. Due to the differing tenancy, we do not consider any units to be competitive with the Subject.
- Avonlea Senior Four is the proposed 4% portion of the Subject's overall Phase I development. The 4% portion will offer 65 total units targeted towards senior households. We consider all 65 units to be competitive with the Subject upon completion.
- Tuscarora Crossing 9% Phase 2A is a proposed 44-unit LIHTC development located 10.3 miles of the Subject site. Upon completion, the property will offer a four-story midrise design and target general households. Due to the differing tenancy, we do not consider any units to be competitive with the Subject.
- Ashburn Station is an under construction 224-unit affordable/market development located 6.1 miles north of the Subject site. Upon completion, the property will offer a four-story lowrise design and target family households. Due to the differing tenancy, we do not consider any units to be competitive with the Subject.
- Avonlea Family is the proposed 147-unit affordable development located adjacent to the Subject site that will be Phase 2 of the Subject's larger overall development. Upon completion, this phase will offer 147 affordable units targeted toward family households. Due to the differing target tenancy, we do not consider these units to be competitive with the Subject.
- Tuscarora Crossing 4% Phase 2B is a proposed 46-unit LIHTC development located 10.3 miles of the Subject site. Upon completion, the property will target family households. Due to the differing tenancy, we do not consider any units to be competitive with the Subject.
- Tuscarora Crossing 4% Phase 1B is a proposed 46-unit LIHTC development located 10.3 miles of the Subject site. Upon completion, the property will target family households. Due to the differing tenancy, we do not consider any units to be competitive with the Subject.
- Waxpool Apartments is a proposed 52-unit affordable development located 6.4 miles north of the Subject site. Upon completion, the property will target family households. Due to the differing tenancy, we do not consider any units to be competitive with the Subject.

- Poland Hill Senior is a proposed 78-unit LIHTC development located 2.0 miles southeast of the Subject site. Upon completion, the property will target senior households, similar to the Subject. We consider 78 units competitive with the Subject as proposed. Overall, there are a total of 78 proposed units we believe will be competitive with the proposed Subject property, upon completion.
- Views at Broadlands is a proposed 93-unit LIHTC development located 5.6 miles north of the Subject site. Upon completion, the property will target family households. Due to the differing tenancy, we do not consider any units to be competitive with the Subject.

Recent LIHTC Allocations

The table below lists LIHTC allocations awarded in the Subject's PMA from 2020 to February 2023.

RECENT LIHTC ALLOCATIONS							
Property Name	Rent Structure	Tenancy	Total Units	Competitive Units	Construction Status	LIHTC Allocation Year	Distance to Subject
Tuscarora Crossing 9% Phase 1A	LIHTC	Family	44	0	Proposed	2020	10.3 miles
Poland Hill Senior	LIHTC	Senior	78	78	Proposed	2021	2.0 miles
Tuscarora Crossing 9% Phase 2A	LIHTC	General	44	0	Proposed	2021	10.3 miles
Tuscarora Crossing 4% Phase 2B	LIHTC	Family	46	0	Proposed	2021	10.3 miles
Tuscarora Crossing 4% Phase 1B	LIHTC	Family	46	0	Proposed	2020	10.3 miles
Views at Broadlands	LIHTC	Family	93	0	Proposed	2021	5.6 miles
Totals			351	78			

As detailed above, five developments totaling 351 units have received tax credit allocation in the PMA from 2020 to February 2023.

K. ANALYSIS/CONCLUSION

Recommendations

We have no further recommendations for the development. The Subject will be well-positioned in the market. As a newly constructed property, the Subject will be in similar to superior condition relative to the majority of the comparable properties. The market exhibits strong demand for affordable housing, with a weighted average vacancy rate of 0.4 percent at the comparable LIHTC properties. All but two of the LIHTC properties reported operating with a waiting list. Vacancy loss at the Subject is expected to be no more than five percent over a typical investment period. Given the low vacancy rates and waiting lists reported by the affordable comparables, as well as the rent advantages over the market rate rents, we believe that 2022 maximum allowable rents are achievable for the Subject at the 30, 50, and 60 percent of AMI levels. The Subject will be well-accepted in the market as a newly-constructed LIHTC property, and the concluded achievable LIHTC rents offer a market rent advantage.

Demand Summary

We believe there is adequate demand for the Subject as proposed, especially given the high occupancy rates among the majority of the LIHTC comparables, as well as the prevalence of waiting lists at four of the six LIHTC comparables. Our concluded capture rates and absorption period are shown in the tables below.

The Virginia Housing net demand and capture rate table illustrates demand for the Subject based on capture rates of income-eligible renter households. The following table illustrates the conclusions from this table in the as proposed scenario.

Project Wide Capture Rate - LIHTC Units	12.7%
Project Wide Capture Rate - Market Units	N/A
Project Wide Capture Rate - All Units	12.7%
Project Wide Capture Rate with Leakage - All Units	10.1%
Project Wide Absorption Period (Months)	3 months

The following table illustrates the conclusions from this table in the absent subsidy scenario.

Project Wide Capture Rate - LIHTC Units	34.8%
Project Wide Capture Rate - Market Units	N/A
Project Wide Capture Rate - All Units	34.8%
Project Wide Capture Rate with Leakage - All Units	27.9%
Project Wide Absorption Period (Months)	3 months

These capture rates are indicative of moderate demand for the Subject, and upon completion, we anticipate the proposed project will facilitate a relatively rapid absorption.

The overall penetration rate for the market is 54.3 percent as proposed and 107.3 percent absent subsidy. However, these calculations do not take into account former homeowners, which are typically a significant portion of tenants at senior properties. In our interview with Forest Glen Phase II, a senior LIHTC comparable, the contact reported that approximately 20 percent of tenants are former homeowners. Additionally, this calculation does not take into account the significant projected annual senior household growth of 5.7 percent through 2027. Therefore, we decided to include an additional penetration rate calculation that takes these

factors into account using a leakage rate of 35 percent. The overall penetration rate for the market with leakage of 35 percent is 35.3 percent as proposed and 69.7 percent absent subsidy. Additionally, since the projected senior household growth of 5.7 percent per annum through 2027 is so high, we believe that it is important to also consider the penetration rate for the Subject using the projected number of income eligible households in 2026. The estimated penetration rate for the market in 2026 with leakage of 35 percent is 31.6 percent as proposed and 62.5 percent absent subsidy.

Finally, we believe that there is adequate demand for the Subject based on the supporting reasons below:

- The average vacancy rate reported by LIHTC comparables is 0.4 percent, and the average vacancy rate reported by the three age-restricted LIHTC comparables is 0.9 percent. These vacancy rates are considered exceptionally low, and indicative of supply-constrained conditions.
- All but two of the LIHTC comparables reported operating with waiting lists, many of which are extensive. The Woods at Birchwood, one of the age-restricted LIHTC comparables, reported a waiting list of two to five years in length, indicating unmet demand for senior affordable housing in the market.
- Senior population and households in the Subject's PMA are growing at a very high rate. Between 2010 and 2022, the population of seniors ages 62 and over in the PMA grew at an annual rate of 14.9 percent, and the population of seniors ages 65 and over in the PMA grew at an annual rate of 16.4 percent. Additionally, senior households ages 62 and over in the PMA grew at an annual rate of 8.4 percent between 2010 and 2022, and senior households ages 65 and over in the PMA grew at an annual rate of 11.4 percent. Annualized growth of the senior population in the PMA through 2027 is expected to be 4.3 percent for seniors ages 62 and over and 5.1 percent for seniors ages 65 and over. Annualized growth of senior households in the PMA through 2027 is expected to be 5.7 percent for all seniors ages 62 and over. Therefore, due to the rapidly growing population of seniors in the Subject's PMA, we believe that there will be adequate demand for the Subject upon completion in 2026.
- Finally, the Subject is located in Loudoun County, Virginia. Loudoun County is typically a target area for seniors to move to in order to be closer to their adult children, who live in markets with high job growth, such as the Washington, DC metropolitan area. This results in a large number of seniors converting from homeownership to rental housing. As mentioned previously, we expect this demographic to be a significant portion of demand for the Subject's units.

Strengths

- The Subject will offer excellent condition as a new construction development, similar to superior to the comparable properties;
- The Subject will offer elevator-serviced midrise design, similar to slightly superior to the comparables;
- The Subject's location is in close proximity to most major locational amenities, and offers good accessibility and excellent visibility;
- The Subject's achievable LIHTC rents at 30, 50, and 60 percent of AMI appear reasonable, and offer a significant market rent advantage;
- There is ample demand for affordable housing as evidenced by low capture rates, low vacancy rates, and extensive waiting lists at the comparable properties.

Weaknesses

- The Subject's amenities offered are generally slightly inferior to the majority of comparable properties.

Absorption Estimate

ABSORPTION

Property Name	Program	Tenancy	City	Year	Total Units	Absorption (units/month)	Distance to Subject
The Woods At Brambleton Town Center South	LIHTC	Family	Ashburn	2021	55	55	3.4 miles
Forest Glen Phase I*	LIHTC	Senior	Centreville	2020	119	5	6.1 miles
Ashburn Chase	LIHTC	Family	Ashburn	2020	96	55	9.9 miles
The Axiom At Cabin Branch	Market	Family	Clarksburg	2020	272	27	24.0 miles
Heronview Apartments	LIHTC	Family	Sterling	2019	46	30	8.3 miles
The Point At Ridgeline	LIHTC	Family	Herndon	2019	293	24	6.7 miles
The Woods At Birchwood*	LIHTC	Senior	Ashburn	2019	83	15	2.2 miles
Momentum At Shady Grove Metro	LIHTC	Family	Rockville	2019	110	16	23.6 miles
The Emerson Apartments	Market	Family	Centreville	2019	355	15	7.7 miles
The Fallstead At Lewinsville Center	LIHTC	Senior	Mclean	2018	82	21	17.8 miles
Average Affordable					111	28	
Average Market					314	21	
Overall Average					151	26	

*Comparable Property

We obtained absorption data from ten properties, located between 2.2 and 24.0 miles from the Subject site. These properties reported absorption rates ranging from five to 55 units per month, with an overall average of 26 units per month. The three senior LIHTC properties in the table above reported absorption rates ranging from five to 21 units per month, with an average of 14 units per month. However, Forest Glen Phase I, which reported an absorption rate of five units per month, burned down in a fire in May 2018, and was rebuilt and re-leased its units in 2020. Since this process likely impacted the delivery of units and the certificates of occupancy, in addition to the ongoing pandemic during 2020, we have not relied upon this data point in our conclusion. The remaining senior LIHTC properties averaged an absorption pace of 18 units per month. However, due to low vacancy rates and extensive waiting lists reported by the senior LIHTC comparables used in this report, we believe that the Subject will be able to achieve higher absorption than 18 units per month. Overall, we expect the proposed Subject will experience an absorption rate of 25 units per month. This equates to an absorption period of approximately five to six months for the Subject's overall Phase I development. With the assumption that the Subject begins preleasing units prior to the completion of construction, it appears feasible that the Subject's market-entry would facilitate a more expedient lease-up, given its affordable nature and excellent condition as completed. It should be noted that we do not expect the Subject's absorption to adversely impact other existing LIHTC properties, all of which reported low vacancy rates.

Conclusions

The Subject will be well-positioned in the market. As a newly constructed property, the Subject will be in similar to superior condition relative to the majority of the comparable properties. The market exhibits strong demand for affordable housing, with a weighted average vacancy rate of 0.4 percent at the comparable LIHTC properties. All but two of the LIHTC properties reported operating with a waiting list. Vacancy loss at the Subject is expected to be no more than five percent over a typical investment period. Given the low vacancy rates and waiting lists reported by the affordable comparables, as well as the rent advantages over the market rate rents, we believe that 2022 maximum allowable rents are achievable for the Subject at the 30, 50, and 60 percent of AMI levels. The Subject will be well-accepted in the market as a newly-constructed LIHTC property, and the concluded achievable LIHTC rents offer a market rent advantage.

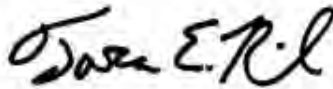
L. OTHER REQUIREMENTS

Novogradac affirms the following:

1. William Linthicum 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.



Kelly Gorman
Partner
Kelly.Gorman@novoco.com



Tara Rial
Manager
Tara.Rial@novoco.com



William Linthicum
Analyst
William.Linthicum@novoco.com

March 15, 2023
Date

ASSUMPTIONS AND LIMITING CONDITIONS

ASSUMPTIONS AND LIMITING CONDITIONS

1. In the event that the client provided a legal description, building plans, title policy and/or survey, etc., the market analyst has relied extensively upon such data in the formulation of all analyses.
2. The legal description as supplied by the client is assumed to be correct and the author assumes no responsibility for legal matters, and renders no opinion of property title, which is assumed to be good and merchantable.
3. All encumbrances, including mortgages, liens, leases, and servitudes, were disregarded in this valuation unless specified in the report. It was recognized, however, that the typical purchaser would likely take advantage of the best available financing, and the effects of such financing on property value were considered.
4. All information contained in the report, which others furnished, was assumed to be true, correct, and reliable. A reasonable effort was made to verify such information, but the author assumes no responsibility for its accuracy.
5. The report was made assuming responsible ownership and capable management of the property.
6. The sketches, photographs, and other exhibits in this report are solely for the purpose of assisting the reader in visualizing the property. The author made no property survey, and assumes no liability in connection with such matters. It was also assumed there is no property encroachment or trespass unless noted in the report.
7. The author of this report assumes no responsibility for hidden or unapparent conditions of the property, subsoil or structures, or the correction of any defects now existing or that may develop in the future. Equipment components were assumed in good working condition unless otherwise stated in this report.
8. It is assumed that there are no hidden or unapparent conditions for the property, subsoil, or structures, which would render it more or less valuable. No responsibility is assumed for such conditions or for engineering, which may be required to discover such factors.
9. The investigation made it reasonable to assume, for report purposes, that no insulation or other product banned by the Consumer Product Safety Commission has been introduced into the Subject premises. Visual inspection by the market analyst did not indicate the presence of any hazardous waste. It is suggested the client obtain a professional environmental hazard survey to further define the condition of the Subject soil if they deem necessary.
10. Any distribution of total property value between land and improvements applies only under the existing or specified program of property utilization. Separate valuations for land and buildings must not be used in conjunction with any other study or market study and are invalid if so used.
11. Possession of the report, or a copy thereof, does not carry with it the right of publication, nor may it be reproduced in whole or in part, in any manner, by any person, without the prior written consent of the author particularly as to value conclusions, the identity of the author or the firm with which he or she is connected. Neither all nor any part of the report, or copy thereof shall be disseminated to the general public by the use of advertising, public relations, news, sales, or other media for public communication without the prior written consent and approval of the market analyst. Nor shall the market analyst, firm, or professional organizations of which the market analyst is a member be identified without written consent of the market analyst.

12. Disclosure of the contents of this report is governed by the Bylaws and Regulations of the professional organization with which the market analyst is affiliated.
13. The author of this report is not required to give testimony or attendance in legal or other proceedings relative to this report or to the Subject property unless satisfactory additional arrangements are made prior to the need for such services.
14. The opinions contained in this report are those of the author and no responsibility is accepted by the author for the results of actions taken by others based on information contained herein.
15. Opinions of value contained herein are estimates. There is no guarantee, written or implied, that the Subject property will sell or lease for the indicated amounts.
16. All applicable zoning and use regulations and restrictions are assumed to have been complied with, unless nonconformity has been stated, defined, and considered in the market study report.
17. It is assumed that all required licenses, permits, covenants or other legislative or administrative authority from any local, state, or national governmental or private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in this report is based.
18. On all studies, Subject to satisfactory completion, repairs, or alterations, the report and conclusions are contingent upon completion of the improvements in a workmanlike manner and in a reasonable period of time.
19. All general codes, ordinances, regulations or statutes affecting the property have been and will be enforced and the property is not Subject to flood plain or utility restrictions or moratoriums, except as reported to the market analyst and contained in this report.
20. The party for whom this report is prepared has reported to the market analyst there are no original existing condition or development plans that would Subject this property to the regulations of the Securities and Exchange Commission or similar agencies on the state or local level.
21. Unless stated otherwise, no percolation tests have been performed on this property. In making the market study, it has been assumed the property is capable of passing such tests so as to be developable to its highest and best use.
22. No in-depth inspection was made of existing plumbing (including well and septic), electrical, or heating systems. The market analyst does not warrant the condition or adequacy of such systems.
23. No in-depth inspection of existing insulation was made. It is specifically assumed no Urea Formaldehyde Foam Insulation (UFFI), or any other product banned or discouraged by the Consumer Product Safety Commission has been introduced into the property. The market analyst reserves the right to review and/or modify this market study if said insulation exists on the Subject property.
24. Estimates presented in this report are assignable to parties to the development's financial structure.

ADDENDUM A

Statement of Qualifications

**STATEMENT OF PROFESSIONAL QUALIFICATIONS
KELLY MCNANY GORMAN**

I. Education

Virginia Tech, Blacksburg, VA
Bachelor of Arts in Urban Affairs and Planning

II. Professional Experience

Partner, Novogradac & Company LLP
Principal, Novogradac & Company LLP
Manager, Novogradac & Company LLP
Asset Manager, Housing Opportunities Commission of Montgomery County, MD
Senior Real Estate Analyst, Novogradac & Company LLP
Acquisitions Associate, Kaufman & Broad Multi-Housing Group, Inc. (KBMH)

III. Certifications, Professional Training and Continuing Education

Licensed Certified General Appraiser, CT License #RCG.0001437
Licensed Certified General Appraiser, FL License #RZ4397
Licensed Certified General Appraiser, NJ License #42RG00245500
Licensed Certified General Appraiser, NY License #46000051239
Licensed Certified General Appraiser, PA License #GA004390

Attended and presented at tax credit application training sessions and seminars, valuation of GP Interest sessions, numerous conferences and classes in real estate valuation, finance, asset management and affordable housing development using tax credits and tax exempt financing. Authored a variety of blogs and articles pertaining to valuation and market analysis, etc.

IV. Real Estate Assignments – Examples

A representative sample of Market Study, Due Diligence, Asset Management and Valuation Engagements includes the following:

- Managed and conducted market studies and appraisals of various LIHTC, affordable and market rate properties for numerous clients. Market analysis included; preliminary property screening, market analysis, comparable rent surveys, operating expense and demand analysis. Appraisals included various value scenarios including hypothetical land value as if vacant, insurable value, value of LIHTC, abatements and PILOTs, below market debt, ground leases, value of historic credits, etc. Work has been national in scope.
- Reviewed appraisals and market studies for various state agencies for LIHTC application. Market studies were reviewed for adherence to NCHMA, state guidelines and overall reasonableness. Appraisals reviewed for adherence to USPAP, state guidelines, reasonableness.
- On a national basis, conduct market studies and appraisals of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing program. This includes projects under the 221(d)3, 221(d)4, 223(f), and 232 programs.
- Completed numerous FannieMae and FreddieMac appraisals of affordable and market rate

multifamily properties for DUS Lenders.

- On a national basis complete appraisals of partnership interests for a variety of functions including partnership sale, charitable donation, partner disputes, determination of exit strategies, etc.
- Prepared appraisals for portfolios of mixed income properties in accordance with the International Finance Reporting Standards (IFRS) specifically IFRS 13 Fair Market Measurement. Appraisals are used to refinance the assets by creating a bond issuance on the Israeli bond market.
- Provided debt valuations for properties with below market debt. Analysis included review of cashflow to determine if repayment of debt can be expected, analysis of loan to value ratio, determine the discounted value of the stream of loan payments and compare to market.
- Managed and assisted in the preparation of Rent Comparability Studies according the HUD Section 8 Renewal Policy in the Chapter 9 guidelines. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Managed a portfolio of ten multifamily properties with a total of over 2,000 units. Portfolio includes a range of property types including an historic property, garden style, luxury high rise, two senior independent living and one assisted living facility. Responsible for the management, oversight, financial analysis and financial reporting. Coordinated the preparation of property operating budgets, capital budgets and long range plans. Monitored compliance with regulations, policies and procedures. Completed special property management projects consisting of research and reporting. Analyzed property management financial statements and multifamily rental markets surveys.
- Performed loan consulting engagements in which GoVal provided opinions regarding whether third party lenders would reasonably lend to NMTC projects based upon deal structure and likelihood of repayment. These engagements involved the analysis of sources of collateral, sources of repayment and reviewing transaction documents, surveying lenders and examining the deal structure.
- Performed a variety of asset management services for a lenders and syndicators including monitoring and reporting property performance on a monthly basis. Data points monitored include economic vacancy, levels of concessions, income and operating expense levels, NOI and status of capital projects. Data used to determine these effects on the project's ability to meet its income-dependent obligations. Recommendations included a workout for one of the 16 assets.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Tara Rial

I. Education

Loyola University Maryland, Baltimore, MD
Bachelors of Business Administration

II. Professional Experience

Manager, Novogradac & Company LLP
Analyst, Novogradac & Company LLP
Senior Research Associate, CoStar Group

III. Research Assignments

- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties, on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, large family, and acquisition with rehabilitation. Completed market studies in all states.
- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties, USDA Rural Development, and market rate multifamily developments. Analysis includes property screenings, valuation analysis, rent comparability studies, expense comparability analysis, determination of market rents, and general market analysis.
- Reviewed appraisals and market studies for various state agencies for LIHTC application. Market studies were reviewed for adherence to NCHMA, state guidelines and overall reasonableness. Appraisals reviewed for adherence to USPAP, state guidelines, reasonableness.
- Assisted with a variety of asset management services for a developer including monitoring and reporting property performance on a quarterly basis. Data points monitored include economic vacancy, levels of concessions, income and operating expense levels, NOI and status of capital projects.
- Conducted valuations of General Partnership or Limited Partnership Interests for LIHTC properties.
- Assisted in appraisal work for retail and commercial properties in various parts of the country for various lenders. The client utilized the study for underwriting purposes.

- Conducted market studies for projects under the HUD Multifamily Accelerated Processing program.
- Assisted in the preparation of Rent Comparability Studies for expiring Section 8 contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Performed all aspects of data collection and data mining for web-based rent reasonableness systems for use by local housing authorities.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

William Linthicum

I. EDUCATION

Washington and Lee University
Bachelor of Science – Accounting; Digital Culture and Information

II. PROFESSIONAL EXPERIENCE

Analyst, Novogradac & Company LLP
Junior Analyst, Novogradac & Company LLP

III. REAL ESTATE ASSIGNMENTS

A representative sample of Due Diligence, Consulting, or Valuation Engagements includes:

- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low Income Housing Tax Credit properties. Analysis included property screenings, valuation analysis, capitalization rate analysis, expense comparability analysis, determination of market rents, and general market analysis.
- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, assisted living, large family, and acquisition with rehabilitation.
- Assisted in the preparation of Rent Comparability Studies for expiring Section 8 contracts and USDA contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Researched and analyzed local and national economy and economic indicators for specific projects throughout the United States. Research included employment industries analysis, employment historical trends and future outlook, and demographic analysis.
- Examined local and national housing market statistical trends and potential outlook in order to determine sufficient demand for specific projects throughout the United States.

ADDENDUM B

Data Sources

DATA SOURCES

Sources used in this study include data that is both written and oral, published and unpublished, and proprietary and non-proprietary. Real estate developers, housing officials, local housing, and planning authority employees, property managers and other housing industry participants were interviewed. In addition, we conducted a survey of proposed, comparable properties.

This report incorporates published data supplied by various agencies and organizations including:

- U.S. Census Bureau
- Virginia Housing Development Authority
- Virginia Employment Commission
- Virginia Workforce Connection
- CoStar
- ESRI, Business Information Solutions
- Ribbon Demographics
- Bankrate
- Zillow
- U.S. Department of Commerce, Bureau of Labor Statistics
- Department of Housing and Urban Development (HUD)
- Virginia Housing Market Study Requirements, 2023

ADDENDUM C

NCHMA Certification and Checklist

Certificate of Professional Designation

This certificate verifies that

Kelly McNany Gorman

Novogradac & Company LLP

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



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

Membership Term

1/1/2023 to 12/31/2023



Kaitlyn Snyder
Managing Director, NCHMA

NCHMA Market Study Index

Introduction: Members of the National Council of Housing Market Analysts provide the following checklist referencing various components necessary to conduct a comprehensive market study for rental housing. By completing the following checklist, the NCHMA Analyst certifies that he or she has performed all necessary work to support the conclusions included within the comprehensive market study. By completion of this checklist, the analyst asserts that he/she has completed all required items per section.

		Section(s)
Executive Summary		
1	Executive Summary	I
Scope of Work		
2	Scope of Work	Transmittal
Project Description		
3	Unit mix including bedrooms, bathrooms, square footage, rents, and income targeting	II
4	Utilities (and utility sources) included in rent	II
5	Target market/population description	II
6	Project description including unit features and community amenities	II
7	Date of construction/preliminary completion	II
8	If rehabilitation, scope of work, existing rents, and existing vacancies	II
Location		
9	Concise description of the site and adjacent parcels	III
10	Site photos/maps	III
11	Map of community services	III
12	Site evaluation/neighborhood including visibility, accessibility, and crime	III
Market Area		
13	PMA description	III
14	PMA Map	III
Employment and Economy		
15	At-Place employment trends	IV
16	Employment by sector	IV
17	Unemployment rates	IV
18	Area major employers/employment centers and proximity to site	IV
19	Recent or planned employment expansions/reductions	IV
Demographic Characteristics		
20	Population and household estimates and projections	IV
21	Area building permits	V
22	Population and household characteristics including income, tenure, and size	IV
23	For senior or special needs projects, provide data specific to target market	N/A
Competitive Environment		
24	Comparable property profiles and photos	Addenda
25	Map of comparable properties	V
26	Existing rental housing evaluation including vacancy and rents	V
27	Comparison of subject property to comparable properties	V
28	Discussion of availability and cost of other affordable housing options including homeownership, if applicable	V
29	Rental communities under construction, approved, or proposed	V
30	For senior or special needs populations, provide data specific to target market	N/A

NCHMA Market Study Index

Introduction: Members of the National Council of Housing Market Analysts provide the following checklist referencing various components necessary to conduct a comprehensive market study for rental housing. By completing the following checklist, the NCHMA Analyst certifies that he or she has performed all necessary work to support the conclusions included within the comprehensive market study. By completion of this checklist, the analyst asserts that he/she has completed all required items per section.

		Section(s)
Affordability, Demand, and Penetration Rate Analysis		
31	Estimate of demand	VI
32	Affordability analysis with capture rate	VI
33	Penetration rate analysis with capture rate	VI
Analysis/Conclusions		
34	Absorption rate and estimated stabilized occupancy for subject	V
35	Evaluation of proposed rent levels including estimate of market/achievable rents.	V
36	Precise statement of key conclusions	I
37	Market strengths and weaknesses impacting project	I
38	Product recommendations and/or suggested modifications to subject	I
39	Discussion of subject property's impact on existing housing	V
40	Discussion of risks or other mitigating circumstances impacting subject	V
41	Interviews with area housing stakeholders	V
Other Requirements		
42	Certifications	Addenda
43	Statement of qualifications	Addenda
44	Sources of data not otherwise identified	N/A

ADDENDUM D

Utility Allowance Schedule

**Allowances for
Tenant-Furnished Utilities
And Other Services**

**U.S. Department of Housing
and Urban Development**
Office of Public and Indian Housing

Locality: Loudoun County	Unit Type: Apartment	Date: 1/1/2023
------------------------------------	--------------------------------	--------------------------

Utility or Service		Monthly Dollar Allowances					
		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR
Heating	a. Natural Gas	29	36	42	49	58	65
	b. LPG/Propane	43	61	78	96	127	139
	c. Oil	54	76	98	120	153	174
	d. Electric	14	19	25	31	38	43
Cooking	a. Natural Gas	5	7	9	11	13	15
	b. LPG/Propane	15	20	26	32	41	47
	c. Electric	5	7	9	11	14	16
Other Electric/Lighting		28	33	37	42	49	54
Air Conditioning		4	5	7	8	10	12
Water Heating	a. Natural Gas	10	14	18	23	29	33
	b. LPG/Propane	31	44	56	69	87	100
	c. Oil	38	53	68	84	106	122
	d. Electric	13	18	23	28	35	40
Water <i>for Towns of:</i>	a. County	18	21	26	34	41	49
	b. Leesburg	26	33	46	65	85	105
	c. Purcellville/Middleburg/Hamilton	30	42	64	98	132	165
	d. Lovettsville/Round Hill	17	25	42	66	91	116
Sewer <i>for Towns of:</i>	a. County	23	28	38	53	68	83
	b. Leesburg	23	30	44	64	84	104
	c. Purcellville/Middleburg/Hamilton	39	54	84	130	175	221
	d. Lovettsville/Round Hill	26	40	66	106	145	185
Trash Collection		10	21	22	23	26	30
Range/Microwave		7	7	7	7	7	7
Refrigerator		7	7	7	7	7	7
Other--Specify							

Actual Family Allowances To be used by the family to compute allowance. Complete below for the actual unit rented.
Name of Family
Address of Unit
Number of Bedrooms

Utility or Service	Monthly Cost
Heating	
Cooking	
Other Electric	
Air Conditioning	
Water Heating	
Water	
Sewer	
Trash Collection	
Range/Microwave	
Refrigerator	
Other	
Total	\$

ADDENDUM E

Subject and Neighborhood Photographs

Subject Property & Neighborhood Photos



Subject site facing north



Subject site facing north



Subject site facing northeast



Subject site facing northwest



Subject site facing east



Subject site facing west



Portion of Subject site located across Tall Cedars Parkway facing south



Portion of Subject site located across Tall Cedars Parkway facing southwest



View along Tall Cedars Parkway facing east



View along Tall Cedars Parkway facing west



View along Pinebrook Road facing north



View along Pinebrook Road facing south



Vacant land directly north of Subject site



Dulles Landing shopping center north of Subject site



Dulles Landing shopping center north of Subject site



Rowhomes north of Subject site



Vacant land directly east of Subject site



South Riding Market Square shopping center east of Subject site



South Riding Market Square shopping center east of Subject site



Rowhomes east of Subject site



Single-family home south of Subject site



Rowhomes south of Subject site



Dulles South Recreation and Community Center south of Subject site



South Riding Center Park south of Subject site



Portion of overall site directly west of Subject site



CVS Pharmacy west of Subject site



Medical office building west of Subject site



House of worship west of Subject site



Commercial/retail uses west of Subject site

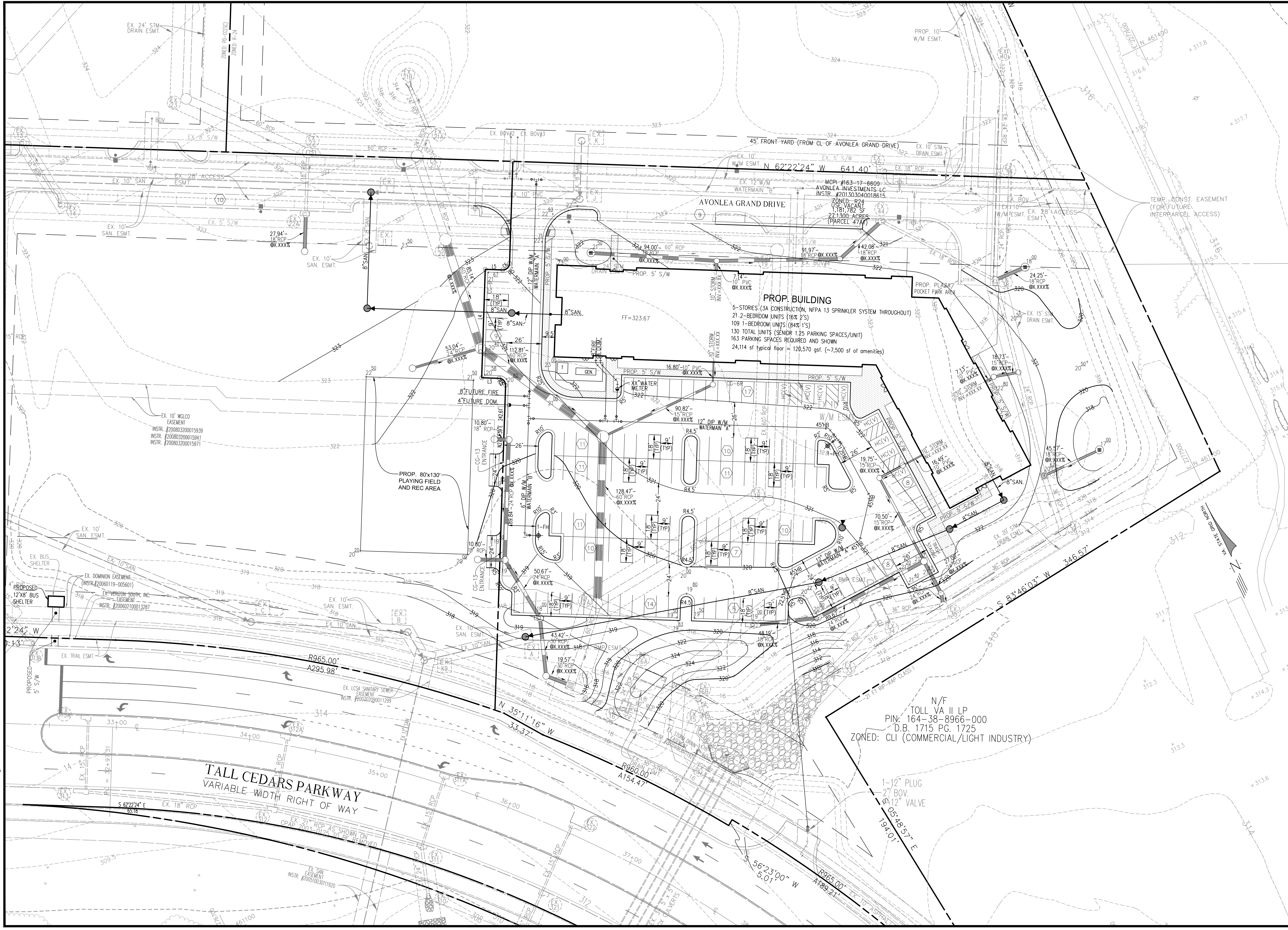


Stone Springs Hospital Center west of Subject site

ADDENDUM F

Site and Floor Plans

M:\JOBS\Avonlea\Block 2\UHTC Submission\2568-02-CDP.dwg, 3/2/2023 4:31:43 PM, 1:1



CONCEPT DEVELOPMENT PLAN

AVONLEA PLAZA - BLOCK 2

DULLES ELECTION DISTRICT

LOUDOUN COUNTY, VIRGINIA

Urban, Ltd.

7112 Little River Turnpike

Arlington, Virginia 22203

Tel. 703.642.8080

Fax. 703.642.8251

www.urban-ll.com

PLAN DATE

03-02-03

REVISIONS

No.

DATE

DESCRIPTION

FILE No.

EXHIBIT-2568

DATE: DEC. 2022

CL = 2'

SCALE: 1"=30'

SHEET

2

OF

3



December 8th, 2022



December 8th, 2022



December 8th, 2021



December 8th, 2022

NOTE: SEE 2D ELEVATION SHEETS FOR INTENDED BRICK AND PANEL LOCATIONS FOR PRICING AND FINAL DESIGN INTENT. THESE PERSPECTIVE VIEWS WILL BE UPDATED TO MATCH THE ELEVATIONS.

www.grimmandparker.com



GP #22224

PERSPECTIVES

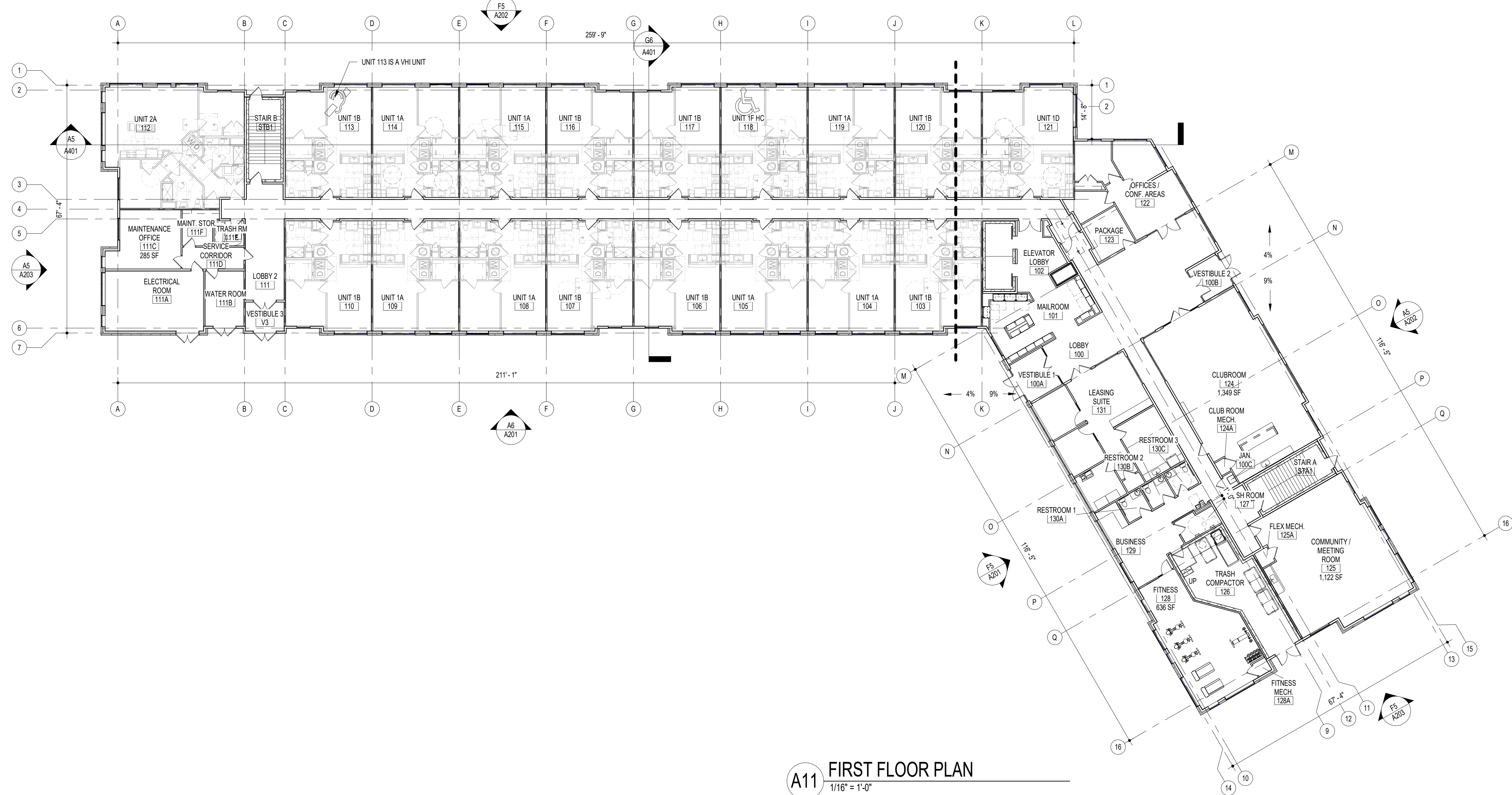
AVONLEA SENIOR FOUR / AVONLEA SENIOR NINE
24790 PINEBROOK ROAD, CHANTILLY, VA

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A001

3/3/2023
VIRGINIA HOUSING
SUBMISSION
© GRIMM AND PARKER ARCHITECTURE.



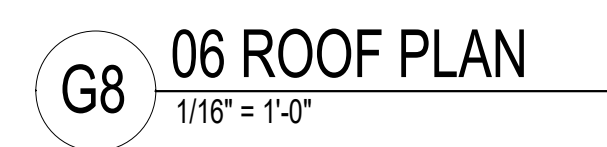


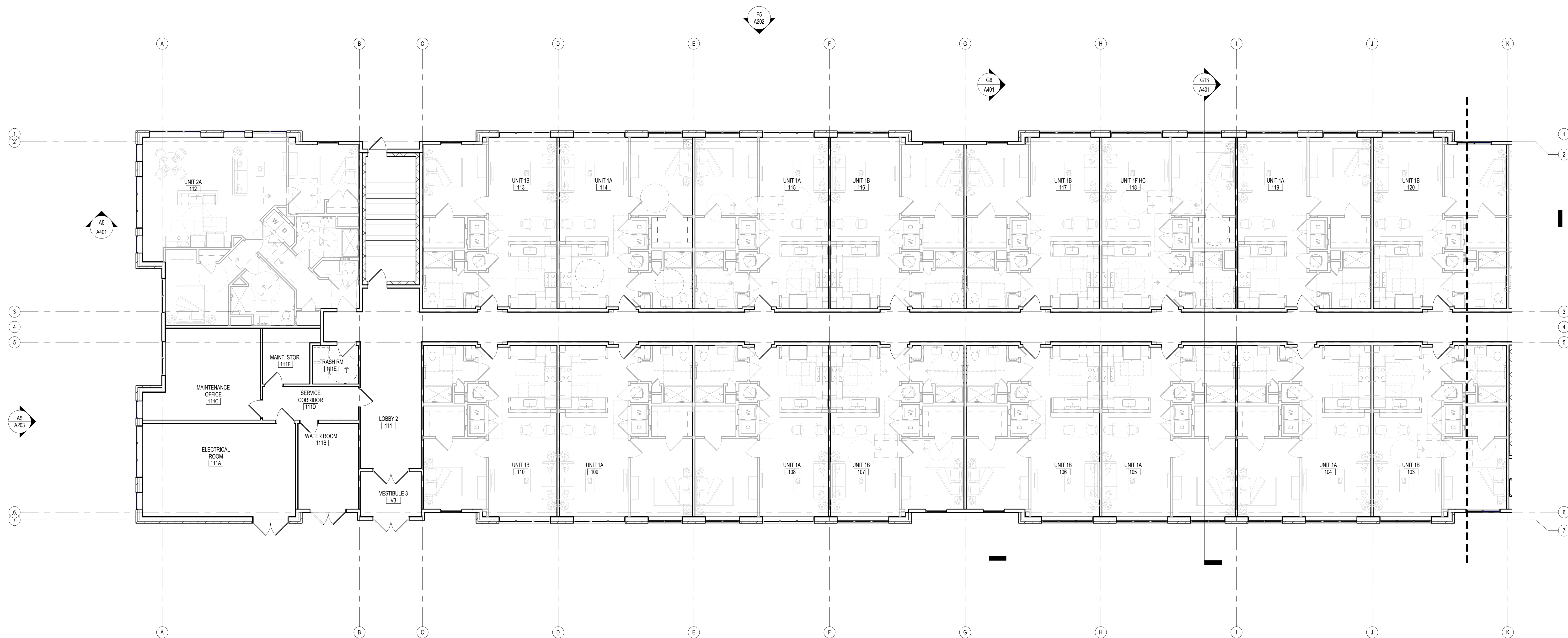
A11 FIRST FLOOR PLAN
1/16" = 1'-0"

- | UNIT ACCESSIBILITY SYMBOLS | | | |
|---|----------------------------|---|-------------------------------------|
|  | ANSI (TYPE A WHEN IN UNIT) |  | UNIVERSAL DESIGN |
| 504 | UFAS/SECTION 504 |  | VISION AND HEARING IMPAIRMENT (VHI) |
| B | ANSI TYPE B | R-I | ROLL-IN SHOWER |

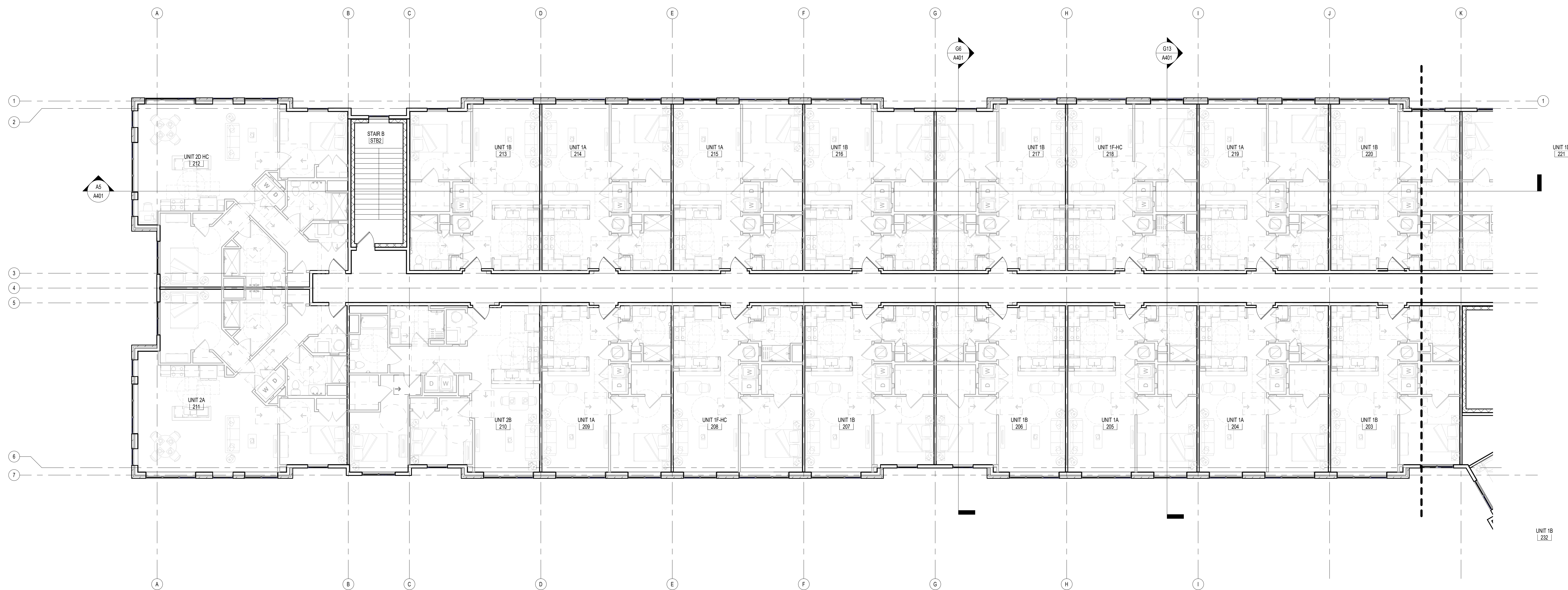
GP #22224

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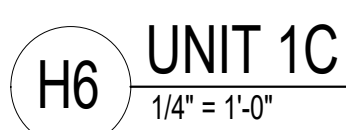


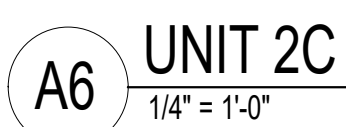
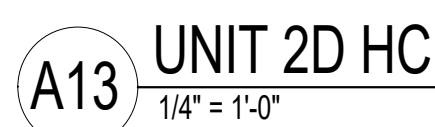






B5 02 SECOND FLOOR PLAN - 1/8" Scale
1/8" = 1'-0"





ADDENDUM G

Subject Matrices and Property Profiles

SUMMARY MATRIX

#	Property Name	Distance	Type/Built/ Renovated	AMI	Unit Type	#	%	SF	Restriction	Rent (Adj)	Max Rent?	Waiting List	Vacant Units	Vacancy Rate		
S	Avonlea Senior Nine 24790 Pinebrook Road Chantilly, VA Loudoun County		Midrise 5-stories 2026 Senior	@30%, @50%, @50% (PBV), @60%	1BR/1BA	5	7.7%	694	@30%	\$724	Yes		N/A	N/A		
					1BR/1BA	18	27.7%	682	@50%	\$1,258	Yes		N/A	N/A		
					1BR/1BA	6	9.2%	694	@50% (PBV)	\$2,037	N/A		N/A	N/A		
					1BR/1BA	28	43.1%	690	@60%	\$1,525	Yes		N/A	N/A		
					2BR/2BA	2	3.1%	1,045	@30%	\$865	Yes		N/A	N/A		
					2BR/2BA	2	3.1%	1,162	@50% (PBV)	\$2,310	N/A		N/A	N/A		
					2BR/2BA	4	6.2%	1,162	@60%	\$1,826	Yes		N/A	N/A		
1	Forest Glen Phase I 14401 Woodmere Court Centreville, VA Fairfax County	6.1 miles	Midrise 4-stories 2020 Senior	@60%	1BR/1BA	101	84.9%	535	@60%	\$1,334	No	No	0	0%		
					2BR/1BA	18	15.1%	767	@60%	\$1,563	No	No	0	0%		
													119		0	0.0%
2	Forest Glen Phase II 14400 Woodmere Court Centreville, VA Fairfax County	6.0 miles	Midrise 4-stories 1997 Senior	@60%	1BR/1BA	101	84.9%	564	@60%	\$1,289	No	No	3	3.0%		
					2BR/1BA	18	15.1%	806	@60%	\$1,513	No	No	0	0%		
													119		3	2.5%
3	Stone Springs Apartments 42225 Glascock Field Drive Sterling, VA Loudoun County	1.3 miles	Midrise 4-stories 2019 Family	@60%	1BR/1BA	N/A	N/A	753	@60%	\$1,316	No	Yes	0	0%		
					2BR/2BA	N/A	N/A	1,072	@60%	\$1,571	No	Yes	0	0%		
					3BR/2BA	N/A	N/A	1,236	@60%	\$1,801	No	Yes	0	0%		
													128		0	0.0%
4	The Abbey At South Riding 43001 Thoroughgood Drive South Riding, VA Loudoun County	1.0 mile	Garden 3-stories 1999 Family	@50% (ADU) @60%	1BR/1BA	N/A	N/A	720	@50% (ADU)	\$851	No	Yes	0	0%		
					1BR/1BA	48	28.6%	720	@60%	\$1,459	Yes	Yes	0	0%		
					2BR/2BA	N/A	N/A	976	@50% (ADU)	\$936	No	Yes	0	0%		
					2BR/2BA	84	50.0%	976	@60%	\$1,743	Yes	Yes	0	0%		
					3BR/2BA	N/A	N/A	1,170	@50% (ADU)	\$1,013	No	Yes	0	0%		
					3BR/2BA	36	21.4%	1,170	@60%	\$1,998	Yes	Yes	0	0%		
													168		0	0.0%
5	The Woods At Birchwood 42951 Summer Grove Terrace Ashburn, VA Loudoun County	2.2 miles	Midrise 4-stories 2019 Senior	@40%, @50%, @60%	1BR/1BA	3	3.6%	763	@40%	\$746	No	Yes	0	0%		
					1BR/1BA	12	14.5%	763	@50%	\$886	No	Yes	0	0%		
					1BR/1BA	3	3.6%	857	@50%	\$985	No	Yes	0	0%		
					1BR/1BA	10	12.0%	763	@60%	\$1,061	No	Yes	0	0%		
					1BR/1BA	20	24.1%	857	@60%	\$1,061	No	Yes	0	0%		
					2BR/2BA	10	12.0%	1,183	@50%	\$1,167	No	Yes	0	0%		
					2BR/2BA	13	15.7%	1,183	@60%	\$1,300	No	Yes	0	0%		
					2BR/2BA	12	14.5%	1,203	@60%	\$1,300	No	Yes	0	0%		
													83		0	0.0%
6	The Woods At Brambleton 23601 Willshaw Square Ashburn, VA Loudoun County	2.4 miles	Garden 4-stories 2014 Family	@60%	0BR/1BA	N/A	N/A	510	@60%	\$1,110	No	Yes	0	0%		
					1BR/1BA	N/A	N/A	845	@60%	\$1,150	No	Yes	0	0%		
					2BR/2BA	N/A	N/A	1,108	@60%	\$1,188	No	Yes	0	0%		
					2BR/2BA	N/A	N/A	1,318	@60%	\$1,188	No	Yes	0	0%		
					3BR/2BA	2	1.0%	1,308	@60%	N/A	No	Yes	0	0%		
													202		0	0.0%
7	Broadlands Apartments 21799 Crescent Park Square Ashburn, VA Loudoun County	5.2 miles	Various 3-stories 2003 / 2020 Family	Market	1BR/1BA	N/A	N/A	806	Market	\$1,902	N/A	No	1	N/A		
					1BR/1BA	N/A	N/A	874	Market	\$1,937	N/A	No	0	N/A		
					2BR/2BA	N/A	N/A	1,184	Market	\$2,630	N/A	No	2	N/A		
					2BR/2.5BA	N/A	N/A	1,538	Market	\$2,546	N/A	No	3	N/A		
					3BR/2BA	N/A	N/A	1,436	Market	\$2,875	N/A	No	0	N/A		
					3BR/2.5BA	N/A	N/A	1,538	Market	\$2,950	N/A	No	0	N/A		
													292		6	2.1%
8	Preserve At Westfields 4950 Westcroft Blvd Chantilly, VA Fairfax County	5.6 miles	Midrise 5-stories 2020 Family	Market	0BR/1BA	N/A	N/A	495	Market	\$1,896	N/A	No	0	N/A		
					1BR/1BA	N/A	N/A	677	Market	\$2,097	N/A	No	N/A	N/A		
					1BR/1BA	N/A	N/A	791	Market	\$2,360	N/A	No	1	N/A		
					1BR/1BA	N/A	N/A	905	Market	\$2,623	N/A	No	N/A	N/A		
					2BR/2BA	N/A	N/A	1,165	Market	\$2,811	N/A	No	N/A	N/A		
					2BR/2BA	N/A	N/A	1,180	Market	\$3,066	N/A	No	1	N/A		
					2BR/2BA	N/A	N/A	1,194	Market	\$3,321	N/A	No	N/A	N/A		
					3BR/2BA	N/A	N/A	1,449	Market	\$3,672	N/A	No	0	N/A		
					3BR/2BA	N/A	N/A	1,540	Market	\$4,020	N/A	No	0	N/A		
					3BR/2BA	N/A	N/A	1,630	Market	\$4,368	N/A	No	0	N/A		
													312		3	1.0%
9	The Elms At Arcola 24710 Tribe Sq Sterling, VA Loudoun County	0.6 mile	Various 4-stories 2016 Family	Market	1BR/1BA	N/A	N/A	842	Market	\$1,806	N/A	No	N/A	N/A		
					1BR/1BA	N/A	N/A	872	Market	\$1,952	N/A	No	N/A	N/A		
					1BR/1BA	N/A	N/A	920	Market	\$1,982	N/A	No	N/A	N/A		
					1BR/1BA	N/A	N/A	1,044	Market	\$1,942	N/A	No	N/A	N/A		
					2BR/2BA	N/A	N/A	1,187	Market	\$2,199	N/A	No	0	N/A		
					2BR/2BA	N/A	N/A	1,238	Market	\$2,540	N/A	No	N/A	N/A		
					2BR/2BA	N/A	N/A	1,502	Market	\$2,699	N/A	No	N/A	N/A		
					2BR/2BA	N/A	N/A	1,515	Market	\$2,759	N/A	No	N/A	N/A		
					3BR/2BA	N/A	N/A	1,400	Market	\$2,695	N/A	No	N/A	N/A		
					3BR/2BA	N/A	N/A	1,626	Market	\$2,987	N/A	No	N/A	N/A		
													248		8	3.2%

[illegible]

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.				
	Units Surveyed	2,313	Weighted Occupancy	98.1%
	Market Rate	1,494	Market Rate	97.2%
	Tax Credit	819	Tax Credit	99.6%
	1.0 Bed x 1.0 Bath		2.0 Bed x 2.0 Bath	
RENT	Preserve At Westfields (Market)	\$2,623	Preserve At Westfields (Market)	\$3,321
	Preserve At Westfields (Market)	\$2,360	Preserve At Westfields (Market)	\$3,066
	Preserve At Westfields (Market)	\$2,097	Preserve At Westfields (Market)	\$2,811
	Avonlea Senior Nine (@50%)	\$2,037	The Elms At Arcola (Market)	\$2,759
	The Elms At Arcola (Market)	\$1,982	The Elms At Arcola (Market)	\$2,699
	The Elms At Arcola (Market)	\$1,952	Broadlands Apartments (Market)	\$2,630
	Westfield Village Apartments (Market)	\$1,946	Broadlands Apartments (Market)(2.5BA)	\$2,546
	The Elms At Arcola (Market)	\$1,942	The Elms At Arcola (Market)	\$2,540
	Broadlands Apartments (Market)	\$1,937	The Point At Ashburn (Market)	\$2,534
	Broadlands Apartments (Market)	\$1,902	Westfield Village Apartments (Market)	\$2,522
	Avonlea Senior Nine (AMR) (694 sf)	\$1,900	Westfield Village Apartments (Market)	\$2,477
	Avonlea Senior Nine (AMR) (690 sf)	\$1,900	Westfield Village Apartments (Market)	\$2,432
	Avonlea Senior Nine (AMR) (682 sf)	\$1,900	Avonlea Senior Nine (AMR) (1162 sf)	\$2,400
	The Point At Ashburn (Market)	\$1,881	The Point At Ashburn (Market)	\$2,389
	Westfield Village Apartments (Market)	\$1,860	Avonlea Senior Nine (@50%)	\$2,310
	The Point At Ashburn (Market)	\$1,819	Avonlea Senior Nine (AMR) (1045 sf)	\$2,300
	The Elms At Arcola (Market)	\$1,806	The Elms At Arcola (Market)	\$2,199
	Westfield Village Apartments (Market)	\$1,773	Westfield Village Apartments (Market)(1.0BA)	\$2,007
	The Point At Ashburn (Market)	\$1,757	The Point At Ashburn (Market)	\$1,883
	Avonlea Senior Nine (@60%)	\$1,525	Avonlea Senior Nine (@60%)	\$1,826
	Avonlea Senior Nine (@60%) (ALR)	\$1,525	Avonlea Senior Nine (@60%) (ALR)	\$1,826
	The Abbey At South Riding (@60%)	\$1,459	The Abbey At South Riding (@60%)	\$1,743
	Forest Glen Phase I (@60%)	\$1,334	Stone Springs Apartments (@60%)	\$1,571
	Stone Springs Apartments (@60%)	\$1,316	Forest Glen Phase I (@60%)(1.0BA)	\$1,563
	Forest Glen Phase II (@60%)	\$1,289	Forest Glen Phase II (@60%)(1.0BA)	\$1,513
	Avonlea Senior Nine (@50%)	\$1,258	Avonlea Senior Nine (@50%) (ALR)	\$1,506
	Avonlea Senior Nine (@50%) (ALR)	\$1,258	The Woods At Birchwood (@60%)	\$1,300
	Avonlea Senior Nine (@50%) (ALR)	\$1,258	The Woods At Birchwood (@60%)	\$1,300
	The Woods At Brambleton (@60%)	\$1,150	The Woods At Brambleton (@60%)	\$1,188
	The Woods At Birchwood (@60%)	\$1,061	The Woods At Brambleton (@60%)	\$1,188
	The Woods At Birchwood (@60%)	\$1,061	The Woods At Birchwood (@50%)	\$1,167
	The Woods At Birchwood (@50%)	\$985	The Abbey At South Riding (@50%)	\$936
	The Woods At Birchwood (@50%)	\$886	Avonlea Senior Nine (@30%)	\$865
	The Abbey At South Riding (@50%)	\$851	Avonlea Senior Nine (@30%) (ALR)	\$865
	The Woods At Birchwood (@40%)	\$746		
	Avonlea Senior Nine (@30%)	\$724		
	Avonlea Senior Nine (@30%) (ALR)	\$724		

SQUARE FOOTAGE	1.0 Bed x 1.0 Bath		2.0 Bed x 2.0 Bath	
	The Elms At Arcola (Market)	1,044	Broadlands Apartments (Market)(2.5BA)	1,538
	The Elms At Arcola (Market)	920	The Elms At Arcola (Market)	1,515
	Preserve At Westfields (Market)	905	The Elms At Arcola (Market)	1,502
	The Point At Ashburn (Market)	887	The Woods At Brambleton (@60%)	1,318
	Broadlands Apartments (Market)	874	The Point At Ashburn (Market)	1,246
	The Elms At Arcola (Market)	872	The Elms At Arcola (Market)	1,238
	The Woods At Birchwood (@50%)	857	The Woods At Birchwood (@60%)	1,203
	The Woods At Birchwood (@60%)	857	Preserve At Westfields (Market)	1,194
	The Woods At Brambleton (@60%)	845	The Elms At Arcola (Market)	1,187
	The Elms At Arcola (Market)	842	Broadlands Apartments (Market)	1,184
	The Point At Ashburn (Market)	817	The Woods At Birchwood (@50%)	1,183
	Broadlands Apartments (Market)	806	The Woods At Birchwood (@60%)	1,183
	Preserve At Westfields (Market)	791	Preserve At Westfields (Market)	1,180
	The Woods At Birchwood (@40%)	763	Preserve At Westfields (Market)	1,165
	The Woods At Birchwood (@50%)	763	Avonlea Senior Nine (@50%)	1,162
	The Woods At Birchwood (@60%)	763	Avonlea Senior Nine (@60%)	1,162
	Stone Springs Apartments (@60%)	753	The Point At Ashburn (Market)	1,148
	Westfield Village Apartments (Market)	749	The Woods At Brambleton (@60%)	1,108
	Westfield Village Apartments (Market)	749	Stone Springs Apartments (@60%)	1,072
	Westfield Village Apartments (Market)	749	The Point At Ashburn (Market)	1,049
	The Abbey At South Riding (@50%)	720	Westfield Village Apartments (Market)	1,045
	The Abbey At South Riding (@60%)	720	Westfield Village Apartments (Market)	1,045
	Avonlea Senior Nine (@30%)	694	Westfield Village Apartments (Market)	1,045
	Avonlea Senior Nine (@50%)	694	Avonlea Senior Nine (@30%)	1,045
	Avonlea Senior Nine (@60%)	690	The Abbey At South Riding (@50%)	976
	Avonlea Senior Nine (@50%)	682	The Abbey At South Riding (@60%)	976
	Preserve At Westfields (Market)	677	Westfield Village Apartments (Market)(1.0BA)	854
	The Point At Ashburn (Market)	639	Forest Glen Phase II (@60%)(1.0BA)	806
	Forest Glen Phase II (@60%)	564	Forest Glen Phase I (@60%)(1.0BA)	767
	Forest Glen Phase I (@60%)	535		

1.0 Bed x 1.0 Bath			2.0 Bed x 2.0 Bath	
RENT PER SQUARE FOOT	Preserve At Westfields (Market)	\$3.10	Preserve At Westfields (Market)	\$2.78
	Preserve At Westfields (Market)	\$2.98	Preserve At Westfields (Market)	\$2.60
	Avonlea Senior Nine (@50%)	\$2.94	Westfield Village Apartments (Market)	\$2.41
	Preserve At Westfields (Market)	\$2.90	Preserve At Westfields (Market)	\$2.41
	Avonlea Senior Nine (AMR) (690 sf)	\$2.79	Westfield Village Apartments (Market)	\$2.37
	Avonlea Senior Nine (AMR) (682 sf)	\$2.75	Westfield Village Apartments (Market)(1.0BA)	\$2.35
	The Point At Ashburn (Market)	\$2.75	Westfield Village Apartments (Market)	\$2.33
	Avonlea Senior Nine (AMR) (694 sf)	\$2.74	Broadlands Apartments (Market)	\$2.22
	Westfield Village Apartments (Market)	\$2.60	Avonlea Senior Nine (AMR) (1162 sf)	\$2.20
	Forest Glen Phase I (@60%)	\$2.49	The Point At Ashburn (Market)	\$2.08
	Westfield Village Apartments (Market)	\$2.48	Avonlea Senior Nine (AMR) (1045 sf)	\$2.07
	Westfield Village Apartments (Market)	\$2.37	The Elms At Arcola (Market)	\$2.05
	Broadlands Apartments (Market)	\$2.36	Forest Glen Phase I (@60%)(1.0BA)	\$2.04
	Forest Glen Phase II (@60%)	\$2.29	The Point At Ashburn (Market)	\$2.03
	The Elms At Arcola (Market)	\$2.24	Avonlea Senior Nine (@50%)	\$1.99
	The Point At Ashburn (Market)	\$2.23	Forest Glen Phase II (@60%)(1.0BA)	\$1.88
	Broadlands Apartments (Market)	\$2.22	The Elms At Arcola (Market)	\$1.85
	Avonlea Senior Nine (@60%)	\$2.21	The Elms At Arcola (Market)	\$1.82
	Avonlea Senior Nine (@60%) (ALR)	\$2.21	The Elms At Arcola (Market)	\$1.80
	The Elms At Arcola (Market)	\$2.15	The Point At Ashburn (Market)	\$1.80
	The Elms At Arcola (Market)	\$2.14	The Abbey At South Riding (@60%)	\$1.79
	The Point At Ashburn (Market)	\$2.12	Broadlands Apartments (Market)(2.5BA)	\$1.66
	The Abbey At South Riding (@60%)	\$2.03	Avonlea Senior Nine (@60%)	\$1.57
	The Elms At Arcola (Market)	\$1.86	Avonlea Senior Nine (@60%) (ALR)	\$1.57
	Avonlea Senior Nine (@50%)	\$1.84	Stone Springs Apartments (@60%)	\$1.47
	Avonlea Senior Nine (@50%) (ALR)	\$1.84	Avonlea Senior Nine (@50%) (ALR)	\$1.30
	Avonlea Senior Nine (@50%) (ALR)	\$1.81	The Woods At Birchwood (@60%)	\$1.10
	Stone Springs Apartments (@60%)	\$1.75	The Woods At Birchwood (@60%)	\$1.08
	The Woods At Birchwood (@60%)	\$1.39	The Woods At Brambleton (@60%)	\$1.07
	The Woods At Brambleton (@60%)	\$1.36	The Woods At Birchwood (@50%)	\$0.99
	The Woods At Birchwood (@60%)	\$1.24	The Abbey At South Riding (@50%)	\$0.96
	The Abbey At South Riding (@50%)	\$1.18	The Woods At Brambleton (@60%)	\$0.90
	The Woods At Birchwood (@50%)	\$1.16	Avonlea Senior Nine (@30%)	\$0.83
	The Woods At Birchwood (@50%)	\$1.15	Avonlea Senior Nine (@30%) (ALR)	\$0.83
	Avonlea Senior Nine (@30%)	\$1.04		
	Avonlea Senior Nine (@30%) (ALR)	\$1.04		
	The Woods At Birchwood (@40%)	\$0.98		

PROPERTY PROFILE REPORT

Forest Glen Phase I

Effective Rent Date	2/27/2023
Location	14401 Woodmere Court Centreville, VA 20120 Fairfax County
Distance	6.1 miles
Units	119
Vacant Units	0
Vacancy Rate	0.0%
Type	Midrise (age-restricted) (4 stories)
Year Built/Renovated	2020 / N/A
Marketing Began	5/01/2020
Leasing Began	2/25/2020
Last Unit Leased	4/25/2022
Major Competitors	None identified
Tenant Characteristics	None identified
Contact Name	Nhu-Y Johnson
Phone	703-817-2164



Market Information

Program	@60%
Annual Turnover Rate	17%
Units/Month Absorbed	5
HCV Tenants	33%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased 3-4%
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	included -- gas
Heat	included -- gas
Other Electric	not included
Water	included
Sewer	included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (4 stories)	101	535	\$1,420	\$0	@60%	No	0	0.0%	no	None
2	1	Midrise (4 stories)	18	767	\$1,675	\$0	@60%	No	0	0.0%	no	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,420	\$0	\$1,420	-\$86	\$1,334
2BR / 1BA	\$1,675	\$0	\$1,675	-\$112	\$1,563

Forest Glen Phase I, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Hand Rails	Oven		
Pull Cords	Refrigerator		
Vinyl Plank Flooring	Walk-In Closet		
Property		Premium	Other
Carport(\$30.00)	Clubhouse/Meeting Room/Community	None	None
Elevators	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		

Comments

The property was burned down in a fire in May 2018 and rebuilt in 2020. The property does accept Housing Choice Vouchers. The contact reported that the Phase I building of Forest Glen charges slightly higher rents because it is a newly constructed building after the fire in 2018. The property does not currently have a waiting list, but they have maintained a waiting list in the past, typically just for two-bedroom units.

Forest Glen Phase I, continued

Trend Report

Vacancy Rates

1Q19	2Q22	3Q22	1Q23
N/A	32.8%	0.0%	0.0%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	N/A	\$1,289	\$0	\$1,289	\$1,203
2022	2	27.7%	\$1,361	\$0	\$1,361	\$1,275
2022	3	0.0%	\$1,361	\$0	\$1,361	\$1,275
2023	1	0.0%	\$1,420	\$0	\$1,420	\$1,334

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	N/A	\$1,539	\$0	\$1,539	\$1,427

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	2	61.1%	\$1,625	\$0	\$1,625	\$1,513
2022	3	0.0%	\$1,625	\$0	\$1,625	\$1,513
2023	1	0.0%	\$1,675	\$0	\$1,675	\$1,563

Trend: Comments

1Q19	The property burned down in May 2018 and is proposed to be rebuilt.
2Q22	The property burned down in May 2018 and was rebuilt in 2020. The contact stated that elevated vacancy rate is due to the property still being in lease-up. It is likely that COVID-19 is the cause for the slow leasing pace since the completion of the property in 2020. The property is currently achieving 2021 maximum allowable rents, and the contact stated that property management plans on increasing to the 2022 maximum allowable levels in the near future. The property accepts Housing Choice Vouchers. There is a waitlist for two-bedroom units.
3Q22	The property was burned down in a fire in May 2018 and rebuilt in 2020. The contact stated the property completed the lease-up and has zero vacancy. The property does accept Housing Choice Vouchers. Rents are currently at 2021 max rents until the ownership makes a decision on whether or not to increase them.
1Q23	The property was burned down in a fire in May 2018 and rebuilt in 2020. The property does accept Housing Choice Vouchers. The contact reported that the Phase I building of Forest Glen charges slightly higher rents because it is a newly constructed building after the fire in 2018. The property does not currently have a waiting list, but they have maintained a waiting list in the past, typically just for two-bedroom units.

Photos



PROPERTY PROFILE REPORT

Forest Glen Phase II

Effective Rent Date	2/27/2023
Location	14400 Woodmere Court Centreville, VA 20120 Fairfax County
Distance	6 miles
Units	119
Vacant Units	3
Vacancy Rate	2.5%
Type	Midrise (age-restricted) (4 stories)
Year Built/Renovated	1997 / 2017
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Most from Northern Virginia; some from NY or PA; 20% former homeowners; average age is 65
Contact Name	James
Phone	(703) 802-9502



Market Information

Program	@60%
Annual Turnover Rate	N/A
Units/Month Absorbed	N/A
HCV Tenants	24%
Leasing Pace	Within 2 to 4 weeks
Annual Chg. in Rent	Increased 4%
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	included -- gas
Heat	included -- gas
Other Electric	not included
Water	included
Sewer	included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (4 stories)	101	564	\$1,375	\$0	@60%	No	3	3.0%	no	None
2	1	Midrise (4 stories)	18	806	\$1,625	\$0	@60%	No	0	0.0%	no	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,375	\$0	\$1,375	-\$86	\$1,289
2BR / 1BA	\$1,625	\$0	\$1,625	-\$112	\$1,513

Forest Glen Phase II, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher	Video Surveillance	
Garbage Disposal	Grab Bars		
Hand Rails	Oven		
Pull Cords	Refrigerator		
Vinyl Plank Flooring	Walk-In Closet		
Property		Premium	Other
Carport(\$30.00)	Clubhouse/Meeting Room/Community	None	None
Elevators	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		

Comments

The property accepts Housing Choice Voucher tenants, but was unable to provide the amount of tenants using them. The contact reported that the property does not currently maintain a waiting list, but they have maintained a waiting list in the past, typically just for two-bedroom units. Additionally, the contact mentioned that the three vacancies are not preleased as they are undergoing some maintenance prior to leasing.

Forest Glen Phase II, continued

Trend Report

Vacancy Rates

4Q21	2Q22	3Q22	1Q23
9.2%	10.1%	0.8%	2.5%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	4	7.9%	\$1,361	\$0	\$1,361	\$1,275
2022	2	8.9%	\$1,314	\$0	\$1,314	\$1,228
2022	3	1.0%	\$1,361	\$0	\$1,361	\$1,275
2023	1	3.0%	\$1,375	\$0	\$1,375	\$1,289

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	4	16.7%	\$1,625	\$0	\$1,625	\$1,513
2022	2	16.7%	\$1,567	\$0	\$1,567	\$1,455
2022	3	0.0%	\$1,625	\$0	\$1,625	\$1,513
2023	1	0.0%	\$1,625	\$0	\$1,625	\$1,513

Trend: Comments

4Q21	N/A
2Q22	The property maintains a waiting list for two-bedroom units. Major renovations to Forest Glen were finished in early 2017 which included new flooring, new HVAC, new cabinetry, and new appliances. The contact stated that the slightly elevated vacancy rate is due to a number of tenants passing away recently due to causes unrelated to COVID-19. The property is currently achieving the 2021 maximum allowable rents, and the contact stated that property management plans on increasing the rents to the 2022 maximum allowable rents in the coming months. The property accepts Housing Choice Voucher tenants.
3Q22	The property maintains a waiting list for two-bedroom units..The property accepts Housing Choice Voucher tenants, but was unable to provide the amount of tenants using them. The contact was unable to provide the turnover rate because no one has left since they opened phase II. The contact state the property accepts residents under age 62 if they have a disability.
1Q23	The property accepts Housing Choice Voucher tenants, but was unable to provide the amount of tenants using them. The contact reported that the property does not currently maintain a waiting list, but they have maintained a waiting list in the past, typically just for two-bedroom units. Additionally, the contact mentioned that the three vacancies are not preleased as they are undergoing some maintenance prior to leasing.

Photos



PROPERTY PROFILE REPORT

Stone Springs Apartments

Effective Rent Date	2/27/2023
Location	42225 Glascock Field Drive Sterling, VA 20166 Loudoun County
Distance	1.3 miles
Units	128
Vacant Units	0
Vacancy Rate	0.0%
Type	Midrise (4 stories)
Year Built/Renovated	2019 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	N/A
Tenant Characteristics	N/A
Contact Name	703-454-0199
Phone	Leasing office



Market Information

Program	@60%
Annual Turnover Rate	5%
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased 1.5%
Concession	None
Waiting List	Yes; over 200 households

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included
Heat	not included
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (4 stories)	N/A	753	\$1,316	\$0	@60%	Yes	0	N/A	no	None
2	2	Midrise (4 stories)	N/A	1,072	\$1,571	\$0	@60%	Yes	0	N/A	no	None
3	2	Midrise (4 stories)	N/A	1,236	\$1,801	\$0	@60%	Yes	0	N/A	no	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,316	\$0	\$1,316	\$0	\$1,316
2BR / 2BA	\$1,571	\$0	\$1,571	\$0	\$1,571
3BR / 2BA	\$1,801	\$0	\$1,801	\$0	\$1,801

Stone Springs Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
Dishwasher	Ceiling Fan	Patrol	
Garbage Disposal	Hand Rails		
Microwave	Oven		
Refrigerator	Vinyl Plank Flooring		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Elevators	Exercise Facility		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Recreation Areas	Swimming Pool		

Comments

The property accepts Housing Choice Vouchers, but could not estimate how many tenants are currently using them. The contact did not believe that rents are at the maximum allowable levels.

Stone Springs Apartments, continued

Trend Report

Vacancy Rates

4Q22	1Q23
0.0%	0.0%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	4	N/A	\$1,316	\$0	\$1,316	\$1,316
2023	1	N/A	\$1,316	\$0	\$1,316	\$1,316

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	4	N/A	\$1,571	\$0	\$1,571	\$1,571
2023	1	N/A	\$1,571	\$0	\$1,571	\$1,571

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	4	N/A	\$1,801	\$0	\$1,801	\$1,801
2023	1	N/A	\$1,801	\$0	\$1,801	\$1,801

Trend: Comments

4Q22	The property accepts Housing Choice Vouchers, but could not estimate how many tenants are currently using them. The contact did not believe that rents are at the maximum allowable levels.
1Q23	N/A

Photos



PROPERTY PROFILE REPORT

The Abbey At South Riding

Effective Rent Date	2/24/2023
Location	43001 Thoroughgood Drive South Riding, VA 20152 Loudoun County
Distance	1 mile
Units	168
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	1999 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Chantilly Crossing
Tenant Characteristics	Mainly families from Loudoun County area
Contact Name	Samantha
Phone	703-327-9311



Market Information

Program	@50% (ADU), @60%
Annual Turnover Rate	20%
Units/Month Absorbed	N/A
HCV Tenants	5%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased to 2022 max (only for 60% AMI)
Concession	None
Waiting List	Yes; 10-20 households

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- gas
Heat	not included -- gas
Other Electric	not included
Water	included
Sewer	included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	720	\$900	\$0	@50% (ADU)	Yes	0	N/A	no	None
1	1	Garden (3 stories)	48	720	\$1,508	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	N/A	976	\$1,000	\$0	@50% (ADU)	Yes	0	N/A	no	None
2	2	Garden (3 stories)	84	976	\$1,807	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	N/A	1,170	\$1,100	\$0	@50% (ADU)	Yes	0	N/A	no	None
3	2	Garden (3 stories)	36	1,170	\$2,085	\$0	@60%	Yes	0	0.0%	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$900	\$0	\$900	-\$49	\$851	1BR / 1BA	\$1,508	\$0	\$1,508	-\$49	\$1,459
2BR / 2BA	\$1,000	\$0	\$1,000	-\$64	\$936	2BR / 2BA	\$1,807	\$0	\$1,807	-\$64	\$1,743
3BR / 2BA	\$1,100	\$0	\$1,100	-\$87	\$1,013	3BR / 2BA	\$2,085	\$0	\$2,085	-\$87	\$1,998

The Abbey At South Riding, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Coat Closet	Ceiling Fan		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Tile Flooring	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Clubhouse/Meeting Room/Community	Exercise Facility	None	None
Off-Street Parking	On-Site Management		
Playground	Swimming Pool		

Comments

The property representative confirmed rents were at 2022 maximum allowable but also stated they had 15 units set aside as part of Loudon County's Affordable Dwelling Unit (ADU) program which are restricted to 50 percent of AMI. The contact also stated they had about 10 to 20 people on their general waiting list.

The Abbey At South Riding, continued

Trend Report

Vacancy Rates

4Q21	2Q22	4Q22	1Q23
0.0%	0.0%	0.0%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	4	N/A	\$900	\$0	\$900	\$851
2023	1	N/A	\$900	\$0	\$900	\$851

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	4	N/A	\$1,000	\$0	\$1,000	\$936
2023	1	N/A	\$1,000	\$0	\$1,000	\$936

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	4	N/A	\$1,100	\$0	\$1,100	\$1,013
2023	1	N/A	\$1,100	\$0	\$1,100	\$1,013

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	4	0.0%	\$1,370	\$0	\$1,370	\$1,321
2022	2	0.0%	\$1,508	\$0	\$1,508	\$1,459
2022	4	0.0%	\$1,508	\$0	\$1,508	\$1,459
2023	1	0.0%	\$1,508	\$0	\$1,508	\$1,459

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	4	0.0%	\$1,645	\$0	\$1,645	\$1,581
2022	2	0.0%	\$1,807	\$0	\$1,807	\$1,743
2022	4	0.0%	\$1,807	\$0	\$1,807	\$1,743
2023	1	0.0%	\$1,807	\$0	\$1,807	\$1,743

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	4	0.0%	\$1,900	\$0	\$1,900	\$1,813
2022	2	0.0%	\$2,085	\$0	\$2,085	\$1,998
2022	4	0.0%	\$2,085	\$0	\$2,085	\$1,998
2023	1	0.0%	\$2,085	\$0	\$2,085	\$1,998

Trend: Comments

4Q21	The contact reported the property increased rents to 2021 maximum allowable rates and has generally been unaffected by the ongoing COVID-19 pandemic. She stated units are generally leased up quickly when available as demand for affordable housing in the area remains strong.
2Q22	N/A
4Q22	The property representative confirmed rents were still at 2022 maximum allowable but also stated they had 15 units set aside as part of Loudon County's Affordable Dwelling Unit (ADU) program which are restricted to 50 percent of AMI. The contact also stated they had about 10 to 20 people on their general waiting list.
1Q23	The property representative confirmed rents were at 2022 maximum allowable but also stated they had 15 units set aside as part of Loudon County's Affordable Dwelling Unit (ADU) program which are restricted to 50 percent of AMI. The contact also stated they had about 10 to 20 people on their general waiting list.

Photos





PROPERTY PROFILE REPORT

The Woods At Birchwood

Effective Rent Date	2/27/2023
Location	42951 Summer Grove Terrace Ashburn, VA 20148 Loudoun County
Distance	2.2 miles
Units	83
Vacant Units	0
Vacancy Rate	0.0%
Type	Midrise (age-restricted) (4 stories)
Year Built/Renovated	2019 / N/A
Marketing Began	N/A
Leasing Began	1/24/2019
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Seniors 55+
Contact Name	Nef
Phone	(703) 722-2763



Market Information

Program	@40%, @50%, @60%
Annual Turnover Rate	4%
Units/Month Absorbed	15
HCV Tenants	10%
Leasing Pace	Preleased
Annual Chg. in Rent	Increased 3%
Concession	None
Waiting List	Yes; two to five years in length

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (4 stories)	3	763	\$746	\$0	@40%	Yes	0	0.0%	no	None
1	1	Midrise (4 stories)	12	763	\$886	\$0	@50%	Yes	0	0.0%	no	None
1	1	Midrise (4 stories)	3	857	\$985	\$0	@50%	Yes	0	0.0%	no	None
1	1	Midrise (4 stories)	10	763	\$1,061	\$0	@60%	Yes	0	0.0%	no	None
1	1	Midrise (4 stories)	20	857	\$1,061	\$0	@60%	Yes	0	0.0%	no	None
2	2	Midrise (4 stories)	10	1,183	\$1,167	\$0	@50%	Yes	0	0.0%	no	None
2	2	Midrise (4 stories)	13	1,183	\$1,300	\$0	@60%	Yes	0	0.0%	no	None
2	2	Midrise (4 stories)	12	1,203	\$1,300	\$0	@60%	Yes	0	0.0%	no	None

The Woods At Birchwood, continued

Unit Mix

@40%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$746	\$0	\$746	\$0	\$746	1BR / 1BA	\$886 - \$985	\$0	\$886 - \$985	\$0	\$886 - \$985
						2BR / 2BA	\$1,167	\$0	\$1,167	\$0	\$1,167
@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent						
1BR / 1BA	\$1,061	\$0	\$1,061	\$0	\$1,061						
2BR / 2BA	\$1,300	\$0	\$1,300	\$0	\$1,300						

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher	Video Surveillance	
Exterior Storage(\$12.00)	Ceiling Fan		
Garbage Disposal	Grab Bars		
Microwave	Oven		
Pull Cords	Refrigerator		
Vinyl Plank Flooring	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Clubhouse/Meeting Room/Community	Courtyard	None	None
Elevators	Exercise Facility		
Garage	Off-Street Parking		
On-Site Management	Picnic Area		
Playground			

Comments

The representative stated that they get calls and applications everyday and from younger tenants as well that don't realize the property is senior restricted. The waiting list is approximately two years in length for one-bedroom units and five years for two-bedroom units.

The Woods At Birchwood, continued

Trend Report

Vacancy Rates

1Q22	2Q22	4Q22	1Q23
0.0%	4.8%	2.4%	0.0%

Trend: @40%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	1	0.0%	\$724	\$0	\$724	\$724
2022	2	0.0%	\$724	\$0	\$724	\$724
2022	4	0.0%	\$886	\$0	\$886	\$886
2023	1	0.0%	\$746	\$0	\$746	\$746

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	1	0.0%	\$860	\$0	\$860	\$860
2022	2	0.0%	\$860	\$0	\$860	\$860
2022	4	0.0%	\$886	\$0	\$886	\$886

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	1	0.0%	\$956	\$0	\$956	\$956
2022	2	0.0%	\$956	\$0	\$956	\$956
2022	4	0.0%	\$985	\$0	\$985	\$985
2023	1	0.0%	\$886 - \$985	\$0	\$886 - \$985	\$886 - \$985

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	1	0.0%	\$1,133	\$0	\$1,133	\$1,133
2022	2	0.0%	\$1,133	\$0	\$1,133	\$1,133
2022	4	0.0%	\$1,167	\$0	\$1,167	\$1,167
2023	1	0.0%	\$1,167	\$0	\$1,167	\$1,167

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	1	0.0%	\$1,005 - \$1,030	\$0	\$1,005 - \$1,030	\$1,005 - \$1,030
2022	2	10.0%	\$1,005 - \$1,030	\$0	\$1,005 - \$1,030	\$1,005 - \$1,030
2022	4	0.0%	\$1,061	\$0	\$1,061	\$1,061
2023	1	0.0%	\$1,061	\$0	\$1,061	\$1,061

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	1	0.0%	\$1,262	\$0	\$1,262	\$1,262
2022	2	4.0%	\$1,262	\$0	\$1,262	\$1,262
2022	4	8.0%	\$1,300	\$0	\$1,300	\$1,300
2023	1	0.0%	\$1,300	\$0	\$1,300	\$1,300

Trend: Comments

1Q22	The property was completed at the end of January 2019. The contact stated that move outs were rare with approximately three per year. The contact also stated that the waiting list for the 2 bedroom units is roughly 4 years in length and the 1 bedroom waiting list is roughly 2 years in length.
2Q22	The property was completed at the end of January 2019. The contact stated that move outs were rare with approximately three per year. The contact also stated that the waiting list for the two-bedroom units is roughly four years in length and the one-bedroom waiting list is roughly two years in length. The property is currently charging the 2021 maximum allowable rents, and the contact believes they will increase to the 2022 maximum allowable rents sometime in late summer 2022. The property accepts Housing Choice Vouchers. All vacant units are pre-leased.
4Q22	The property representative provided updated rents. The property only has two vacancies but is 100 percent preleased. The representative stated that they get calls and applications everyday and from younger tenants as well that don't realize the property is senior restricted. The waiting list is still between two to four years and the representative stated there's definitely demand for more housing.
1Q23	The representative stated that they get calls and applications everyday and from younger tenants as well that don't realize the property is senior restricted. The waiting list is approximately two years in length for one-bedroom units and five years for two-bedroom units.

Photos



PROPERTY PROFILE REPORT

The Woods At Brambleton

Effective Rent Date	2/24/2023
Location	23601 Willshaw Square Ashburn, VA 20148 Loudoun County
Distance	2.4 miles
Units	202
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (4 stories)
Year Built/Renovated	2014 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None Identified
Tenant Characteristics	Did not disclose
Contact Name	Kellyanne
Phone	703-722-2424



Market Information

Program	@60%
Annual Turnover Rate	10%
Units/Month Absorbed	N/A
HCV Tenants	10%
Leasing Pace	Preleased
Annual Chg. in Rent	Increased 6-7%
Concession	None
Waiting List	Yes; 200 households

Utilities

A/C	not included -- central
Cooking	not included -- gas
Water Heat	not included -- gas
Heat	not included -- gas
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Garden (4 stories)	N/A	510	\$1,110	\$0	@60%	Yes	0	N/A	no	None
1	1	Garden (4 stories)	N/A	845	\$1,150	\$0	@60%	Yes	0	N/A	no	None
2	2	Garden (4 stories)	N/A	1,108	\$1,188	\$0	@60%	Yes	0	N/A	no	None
2	2	Garden (4 stories)	N/A	1,318	\$1,188	\$0	@60%	Yes	0	N/A	no	None
3	2	Garden (4 stories)	2	1,308	N/A	\$0	@60%	Yes	0	0.0%	no	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$1,110	\$0	\$1,110	\$0	\$1,110
1BR / 1BA	\$1,150	\$0	\$1,150	\$0	\$1,150
2BR / 2BA	\$1,188	\$0	\$1,188	\$0	\$1,188
3BR / 2BA	N/A	\$0	N/A	\$0	N/A

The Woods At Brambleton, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Video Surveillance	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Courtyard	Exercise Facility	None	None
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Swimming Pool			

Comments

The property representative confirmed prices have changed slightly since the last interview. The waiting list is closed for all unit types except the one-bedrooms, which is about a year and half in length. The representative stated that there is no waiting list for studio units because they're rarely available. The representative added that there is rarely vacancies and that all units are filled from the waiting lists. The property also manages the Woods At Brambleton Town Center. Representative was unable to quote the rents for three-bedroom apartments as they are rarely available.

The Woods At Brambleton, continued

Trend Report

Vacancy Rates

4Q21	2Q22	4Q22	1Q23
0.0%	0.0%	0.0%	0.0%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	4	N/A	\$1,075	\$0	\$1,075	\$1,075
2022	2	N/A	\$1,075	\$0	\$1,075	\$1,075
2022	4	N/A	\$1,075	\$0	\$1,075	\$1,075
2023	1	N/A	\$1,150	\$0	\$1,150	\$1,150

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	4	N/A	\$1,120	\$0	\$1,120	\$1,120
2022	2	N/A	\$1,120	\$0	\$1,120	\$1,120
2022	4	N/A	\$1,120	\$0	\$1,120	\$1,120
2023	1	N/A	\$1,188	\$0	\$1,188	\$1,188

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	4	0.0%	\$1,120	\$0	\$1,120	\$1,120
2022	2	0.0%	\$1,120	\$0	\$1,120	\$1,120
2022	4	0.0%	\$1,120	\$0	\$1,120	\$1,120
2023	1	0.0%	N/A	\$0	N/A	N/A

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	4	N/A	\$1,040	\$0	\$1,040	\$1,040
2022	2	N/A	\$1,030	\$0	\$1,030	\$1,030
2022	4	N/A	\$1,040	\$0	\$1,040	\$1,040
2023	1	N/A	\$1,110	\$0	\$1,110	\$1,110

Trend: Comments

4Q21	The contact stated rents for the three-bedroom units is the same as the two-bedroom units because rents have not been raised since there is low turnover in those particular units. She stated rents are kept below the maximum allowable despite very strong demand in order to maintain affordability for a wider range of households.
2Q22	The contact stated rents for the three-bedroom units is the same as the two-bedroom units because rents have not been raised since there are only two three-bedroom units, which have very little turnover. The contact stated rents are kept below the maximum allowable despite very strong demand in order to maintain affordability for a wider range of households. Only the one-bedroom units have a waiting list open, which is currently two years long. The waiting list is closed for the remaining bedroom types.
4Q22	The property representative confirmed rent prices have not changed since our previous interview. The waiting list is closed for all unit types except the one-bedrooms, which is about a year and half in length. The representative stated that there is no waiting list for studio units because they're rarely available. The representative added that there is rarely vacancies and that all units are filled from the waiting lists. The property also manages the Woods At Brambleton Town Center
1Q23	The property representative confirmed prices have changed slightly since the last interview. The waiting list is closed for all unit types except the one-bedrooms, which is about a year and half in length. The representative stated that there is no waiting list for studio units because they're rarely available. The representative added that there is rarely vacancies and that all units are filled from the waiting lists. The property also manages the Woods At Brambleton Town Center. Representative was unable to quote the rents for three-bedroom apartments as they are rarely available.

Photos



PROPERTY PROFILE REPORT

Broadlands Apartments

Effective Rent Date	2/24/2023
Location	21799 Crescent Park Square Ashburn, VA 20148 Loudoun County
Distance	5.2 miles
Units	292
Vacant Units	6
Vacancy Rate	2.1%
Type	Various (3 stories)
Year Built/Renovated	2003 / 2020
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mix of professionals. 50% work in DC, 50% in Ashburn and surrounding areas
Contact Name	Oni
Phone	703-729-3600



Market Information

Program	Market
Annual Turnover Rate	40%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased 5-30%
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- gas
Water Heat	not included -- gas
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	not included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	874	\$1,916	\$0	Market	No	0	N/A	N/A	HIGH*
1	1	Garden (3 stories)	N/A	806	\$1,881	\$0	Market	No	1	N/A	N/A	LOW*
2	2	Garden (3 stories)	N/A	1,184	\$2,608	\$0	Market	No	2	N/A	N/A	None
2	2.5	Townhouse (3 stories)	N/A	1,538	\$2,524	\$0	Market	No	3	N/A	N/A	None
3	2	Garden (3 stories)	N/A	1,436	\$2,852	\$0	Market	No	0	N/A	N/A	None
3	2.5	Townhouse (3 stories)	N/A	1,538	\$2,927	\$0	Market	No	0	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,881 - \$1,916	\$0	\$1,881 - \$1,916	\$21	\$1,902 - \$1,937
2BR / 2BA	\$2,608	\$0	\$2,608	\$22	\$2,630
2BR / 2.5BA	\$2,524	\$0	\$2,524	\$22	\$2,546
3BR / 2BA	\$2,852	\$0	\$2,852	\$23	\$2,875
3BR / 2.5BA	\$2,927	\$0	\$2,927	\$23	\$2,950

Broadlands Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpeting	Central A/C	Perimeter Fencing	
Dishwasher	Ceiling Fan		
Fireplace	Garbage Disposal		
Microwave	Oven		
Refrigerator	Vaulted Ceilings		
Vinyl Plank Flooring	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Exercise Facility	None	None
Garage(\$190.00)	Off-Street Parking(\$50.00)		
On-Site Management	Picnic Area		
Swimming Pool	Tennis Court		

Comments

The contact reported that some of the of the units have been upgraded with granite counters, Whirlpool brushed nickel appliances, light fixtures, blinds, faux wood flooring, and fixtures. Prices for these units and are priced roughly \$200 higher than the non renovated or classic style units. A mixture of both renovated and unrenovated units is shown in the property profile. The property offers 50 detached garages for an additional \$190 per month. The property is beginning to transition to being more energy efficient and recently changed out lightbulbs and faucets to more efficient models.

Broadlands Apartments, continued

Trend Report

Vacancy Rates

2Q22	3Q22	4Q22	1Q23
4.1%	1.4%	3.4%	2.1%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	2	8.0%	\$1,774 - \$2,109	\$0	\$1,774 - \$2,109	\$1,795 - \$2,130
2022	3	2.0%	\$1,774 - \$2,109	\$0	\$1,774 - \$2,109	\$1,795 - \$2,130
2022	4	N/A	\$1,704 - \$1,944	\$0	\$1,704 - \$1,944	\$1,725 - \$1,965
2023	1	N/A	\$1,881 - \$1,916	\$0	\$1,881 - \$1,916	\$1,902 - \$1,937

2BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	2	7.5%	\$2,607	\$0	\$2,607	\$2,629
2022	3	1.5%	\$2,940	\$0	\$2,940	\$2,962
2022	4	N/A	\$2,602 - \$2,842	\$0	\$2,602 - \$2,842	\$2,624 - \$2,864
2023	1	N/A	\$2,524	\$0	\$2,524	\$2,546

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	2	N/A	\$2,329 - \$2,456	\$0	\$2,329 - \$2,456	\$2,351 - \$2,478
2022	3	1.4%	\$2,329 - \$2,697	\$0	\$2,329 - \$2,697	\$2,351 - \$2,719
2022	4	N/A	\$2,417	\$0	\$2,417	\$2,439
2023	1	N/A	\$2,608	\$0	\$2,608	\$2,630

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	2	0.0%	\$2,790	\$0	\$2,790	\$2,813
2022	3	0.0%	\$2,790	\$0	\$2,790	\$2,813
2022	4	N/A	\$2,808 - \$3,058	\$0	\$2,808 - \$3,058	\$2,831 - \$3,081
2023	1	N/A	\$2,927	\$0	\$2,927	\$2,950

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	2	N/A	\$2,399	\$0	\$2,399	\$2,422
2022	3	0.0%	\$2,599	\$0	\$2,599	\$2,622
2022	4	N/A	\$2,693	\$0	\$2,693	\$2,716
2023	1	N/A	\$2,852	\$0	\$2,852	\$2,875

Trend: Comments

2Q22	The contact reported that some of the of the units have been upgraded with granite counters, whirlpool brushed nickel appliances, light fixtures, blinds, faux wood flooring, and fixtures. Prices for these units and are priced roughly \$200 higher than the non renovated or classic style units. The property offers 50 detached garages for an additional \$190 per month. The property is beginning to transition to being more energy efficient and recently changed out lightbulbs and faucets to more efficient models. The contact could not comment on specific unit vacancies.
3Q22	The contact reported that some of the of the units have been upgraded with granite counters, Whirlpool brushed nickel appliances, light fixtures, blinds, faux wood flooring, and fixtures. Prices for these units and are priced roughly \$200 higher than the non renovated or classic style units. A mixture of both renovated and unrenovated units is shown in the property profile. The property offers 50 detached garages for an additional \$190 per month. The property is beginning to transition to being more energy efficient and recently changed out lightbulbs and faucets to more efficient models.
4Q22	N/A
1Q23	N/A

Photos



PROPERTY PROFILE REPORT

Preserve At Westfields

Effective Rent Date	2/24/2023
Location	4950 Westcroft Blvd Chantilly, VA 20151 Fairfax County
Distance	5.6 miles
Units	312
Vacant Units	3
Vacancy Rate	1.0%
Type	Midrise (5 stories)
Year Built/Renovated	2020 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy from local area
Contact Name	Crystal
Phone	980-270-1680



Market Information

Program	Market
Annual Turnover Rate	23%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Changes daily
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	not included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Midrise (5 stories)	N/A	495	\$1,886	\$0	Market	No	0	N/A	N/A	None
1	1	Midrise (5 stories)	N/A	791	\$2,339	\$0	Market	No	1	N/A	N/A	AVG*
1	1	Midrise (5 stories)	N/A	905	\$2,602	\$0	Market	No	N/A	N/A	N/A	HIGH*
1	1	Midrise (5 stories)	N/A	677	\$2,076	\$0	Market	No	N/A	N/A	N/A	LOW*
2	2	Midrise (5 stories)	N/A	1,180	\$3,044	\$0	Market	No	1	N/A	N/A	AVG*
2	2	Midrise (5 stories)	N/A	1,194	\$3,299	\$0	Market	No	N/A	N/A	N/A	HIGH*
2	2	Midrise (5 stories)	N/A	1,165	\$2,789	\$0	Market	No	N/A	N/A	N/A	LOW*
3	2	Midrise (5 stories)	N/A	1,540	\$3,997	\$0	Market	No	0	N/A	N/A	AVG*
3	2	Midrise (5 stories)	N/A	1,630	\$4,345	\$0	Market	No	0	N/A	N/A	HIGH*
3	2	Midrise (5 stories)	N/A	1,449	\$3,649	\$0	Market	No	0	N/A	N/A	LOW*

Preserve At Westfields, continued

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$1,886	\$0	\$1,886	\$10	\$1,896
1BR / 1BA	\$2,076 - \$2,602	\$0	\$2,076 - \$2,602	\$21	\$2,097 - \$2,623
2BR / 2BA	\$2,789 - \$3,299	\$0	\$2,789 - \$3,299	\$22	\$2,811 - \$3,321
3BR / 2BA	\$3,649 - \$4,345	\$0	\$3,649 - \$4,345	\$23	\$3,672 - \$4,368

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher		
Exterior Storage	Ceiling Fan		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Vinyl Plank Flooring	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Commercial/Retail	Courtyard		
Elevators	Exercise Facility		
Garage(\$125.00)	Jacuzzi		
Off-Street Parking	On-Site Management		
Picnic Area	Recreation Areas		
Sauna	Swimming Pool		
Wi-Fi			

Comments

The contact stated the building is still under construction and many of the units have been pre-leased. The contact reported two vacant units for immediate move in and those consist of a one bedroom and two bedroom type, with a few more available in April. The property accepts Housing Choice Vouchers. The contact referred me to the property website for information on rents.

Preserve At Westfields, continued

Trend Report

Vacancy Rates

2Q22	4Q22	1Q23
1.0%	1.0%	1.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	2	N/A	\$2,348 - \$2,476	\$0	\$2,348 - \$2,476	\$2,369 - \$2,497
2022	4	N/A	\$1,854 - \$2,850	\$0	\$1,854 - \$2,850	\$1,875 - \$2,871
2023	1	N/A	\$2,076 - \$2,602	\$0	\$2,076 - \$2,602	\$2,097 - \$2,623

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	2	N/A	\$3,020 - \$3,057	\$0	\$3,020 - \$3,057	\$3,042 - \$3,079
2022	4	N/A	\$2,587 - \$3,952	\$0	\$2,587 - \$3,952	\$2,609 - \$3,974
2023	1	N/A	\$2,789 - \$3,299	\$0	\$2,789 - \$3,299	\$2,811 - \$3,321

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	2	N/A	\$3,425 - \$3,925	\$0	\$3,425 - \$3,925	\$3,448 - \$3,948
2022	4	N/A	\$3,531 - \$4,984	\$0	\$3,531 - \$4,984	\$3,554 - \$5,007
2023	1	N/A	\$3,649 - \$4,345	\$0	\$3,649 - \$4,345	\$3,672 - \$4,368

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	2	N/A	\$2,083	\$0	\$2,083	\$2,093
2022	4	N/A	\$2,083	\$0	\$2,083	\$2,093
2023	1	N/A	\$1,886	\$0	\$1,886	\$1,896

Trend: Comments

2Q22	Phase II of the market rate development is currently under construction, with a planned opening in November 2022. The contact stated demand for units was higher than usual. The property accepts Housing Choice Vouchers.
4Q22	Phase II of the market rate development is currently under construction, with a planned opening in December 2022. The property accepts Housing Choice Vouchers. The contact referred me to the property website for information on rents and vacancies, and was unable to provide updated rents for studio units as there are no vacancies or upcoming vacancies.
1Q23	The contact stated the building is still under construction and many of the units have been pre-leased. The contact reported two vacant units for immediate move in and those consist of a one bedroom and two bedroom type, with a few more available in April. The property accepts Housing Choice Vouchers. The contact referred me to the property website for information on rents.

Photos



PROPERTY PROFILE REPORT

The Elms At Arcola

Effective Rent Date	2/24/2023
Location	24710 Tribe Sq Sterling, VA 20166 Loudoun County
Distance	0.6 miles
Units	248
Vacant Units	8
Vacancy Rate	3.2%
Type	Various (4 stories)
Year Built/Renovated	2016 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Families and couples
Contact Name	Property Manager
Phone	855-266-0859



Market Information

Program	Market
Annual Turnover Rate	15%
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	Within one week
Annual Chg. in Rent	Changes daily
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	not included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	1,044	\$1,921	\$0	Market	No	N/A	N/A	N/A	HIGH*
1	1	Garden (3 stories)	N/A	842	\$1,785	\$0	Market	No	N/A	N/A	N/A	LOW*
1	1	Midrise (4 stories)	N/A	920	\$1,961	\$0	Market	No	N/A	N/A	N/A	HIGH*
1	1	Midrise (4 stories)	N/A	872	\$1,931	\$0	Market	No	N/A	N/A	N/A	LOW*
2	2	Garden (3 stories)	N/A	1,502	\$2,677	\$0	Market	No	N/A	N/A	N/A	HIGH*
2	2	Garden (3 stories)	N/A	1,187	\$2,177	\$0	Market	No	0	N/A	N/A	LOW*
2	2	Midrise (4 stories)	N/A	1,515	\$2,737	\$0	Market	No	N/A	N/A	N/A	HIGH*
2	2	Midrise (4 stories)	N/A	1,238	\$2,518	\$0	Market	No	N/A	N/A	N/A	LOW*
3	2	Garden (3 stories)	N/A	1,626	\$2,964	\$0	Market	No	N/A	N/A	N/A	HIGH*
3	2	Garden (3 stories)	N/A	1,400	\$2,672	\$0	Market	No	N/A	N/A	N/A	LOW*

The Elms At Arcola, continued

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,785 - \$1,961	\$0	\$1,785 - \$1,961	\$21	\$1,806 - \$1,982
2BR / 2BA	\$2,177 - \$2,737	\$0	\$2,177 - \$2,737	\$22	\$2,199 - \$2,759
3BR / 2BA	\$2,672 - \$2,964	\$0	\$2,672 - \$2,964	\$23	\$2,695 - \$2,987

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Vinyl Plank Flooring	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Courtyard	Elevators		
Exercise Facility	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Recreation Areas		
Swimming Pool	Wi-Fi		

Comments

The contact reported that there are currently eight vacant units. The property accepts Housing Choice Vouchers, but the contact could not provide an estimate of how many tenants are currently using them. The contact reported that rents change on a daily basis and are based on demand for each unit type. Additionally, the larger floor plans for each unit type include lofts.

The Elms At Arcola, continued

Trend Report

Vacancy Rates

2Q22	4Q22	1Q23
0.0%	1.6%	3.2%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	2	N/A	\$2,043 - \$2,186	\$0	\$2,043 - \$2,186	\$2,064 - \$2,207
2022	4	N/A	\$2,543 - \$2,743	\$0	\$2,543 - \$2,743	\$2,564 - \$2,764
2023	1	N/A	\$1,785 - \$1,961	\$0	\$1,785 - \$1,961	\$1,806 - \$1,982

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	2	N/A	\$3,049 - \$3,289	\$0	\$3,049 - \$3,289	\$3,071 - \$3,311
2022	4	N/A	\$1,886 - \$3,067	\$0	\$1,886 - \$3,067	\$1,908 - \$3,089
2023	1	N/A	\$2,177 - \$2,737	\$0	\$2,177 - \$2,737	\$2,199 - \$2,759

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	2	N/A	\$2,701	\$0	\$2,701	\$2,724
2022	4	N/A	\$2,524 - \$2,638	\$0	\$2,524 - \$2,638	\$2,547 - \$2,661
2023	1	N/A	\$2,672 - \$2,964	\$0	\$2,672 - \$2,964	\$2,695 - \$2,987

Trend: Comments

2Q22	The contact stated demand was very high at the moment, as the property has no vacancies. The property accepts Housing Choice Vouchers.
4Q22	The property accepts Housing Choice Vouchers, but the contact could not provide an estimate of how many tenants are currently using them. The contact noted that the one-bedroom rents are higher because there are fewer units coming available and the demand for these units is high. The contact reported that rents change on a daily basis and are based on demand for each unit type. Additionally, the larger floor plans for each unit type include lofts.
1Q23	The contact reported that there are currently eight vacant units. The property accepts Housing Choice Vouchers, but the contact could not provide an estimate of how many tenants are currently using them. The contact reported that rents change on a daily basis and are based on demand for each unit type. Additionally, the larger floor plans for each unit type include lofts.

Photos



PROPERTY PROFILE REPORT

The Point At Ashburn

Effective Rent Date	2/24/2023
Location	22555 Leanne Terrace Ashburn, VA 20148 Loudoun County
Distance	4.6 miles
Units	413
Vacant Units	20
Vacancy Rate	4.8%
Type	Garden (4 stories)
Year Built/Renovated	2010 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None Identified
Tenant Characteristics	Mostly younger tenancy employed in various industries like healthcare, education, and govt jobs
Contact Name	Trisha
Phone	571-223-2002



Market Information

Program	Market
Annual Turnover Rate	23%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased up to 11%
Concession	\$750 off first month's rent
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- gas
Heat	not included -- gas
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	not included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (4 stories)	176	817	\$1,861	\$63	Market	No	11	6.2%	N/A	AVG*
1	1	Garden (4 stories)	N/A	887	\$1,923	\$63	Market	No	N/A	N/A	N/A	HIGH*
1	1	Garden (4 stories)	N/A	639	\$1,799	\$63	Market	No	N/A	N/A	N/A	LOW*
2	2	Garden (4 stories)	227	1,148	\$2,430	\$63	Market	No	9	4.0%	N/A	AVG*
2	2	Garden (4 stories)	N/A	1,246	\$2,575	\$63	Market	No	N/A	N/A	N/A	HIGH*
2	2	Garden (4 stories)	N/A	1,049	\$1,924	\$63	Market	No	N/A	N/A	N/A	LOW*
3	2	Garden (4 stories)	10	1,246	\$2,870	\$63	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,799 - \$1,923	\$63	\$1,736 - \$1,860	\$21	\$1,757 - \$1,881
2BR / 2BA	\$1,924 - \$2,575	\$63	\$1,861 - \$2,512	\$22	\$1,883 - \$2,534
3BR / 2BA	\$2,870	\$63	\$2,807	\$23	\$2,830

The Point At Ashburn, continued

Amenities

In-Unit

Balcony/Patio
Cable/Satellite/Internet
Central A/C
Exterior Storage
Garbage Disposal
Oven
Vinyl Plank Flooring
Washer/Dryer

Blinds
Carpeting
Dishwasher
Ceiling Fan
Microwave
Refrigerator
Walk-In Closet
Washer/Dryer hookup

Security

Limited Access

Services

None

Property

Business Center/Computer Lab
Commercial/Retail
Exercise Facility
Off-Street Parking
Picnic Area

Clubhouse/Meeting Room/Community
Courtyard
Garage
On-Site Management
Swimming Pool

Premium

None

Other

None

Comments

The property does accept Housing Choice Voucher tenants, although the utilization rate was not available. One free parking space is included in rent. An assigned parking space is available for \$25 per month, and an additional parking space is available for \$75 per month. The contact also reported the property is currently offering a concession of \$750 off the first month's rent.

The Point At Ashburn, continued

Trend Report

Vacancy Rates

1Q22	2Q22	4Q22	1Q23
1.2%	0.5%	3.1%	4.8%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	1	N/A	\$1,548 - \$2,440	\$0	\$1,548 - \$2,440	\$1,569 - \$2,461
2022	2	N/A	\$1,779 - \$1,984	\$0	\$1,779 - \$1,984	\$1,800 - \$2,005
2022	4	N/A	\$1,848 - \$2,000	\$0	\$1,848 - \$2,000	\$1,869 - \$2,021
2023	1	N/A	\$1,799 - \$1,923	\$63	\$1,736 - \$1,860	\$1,757 - \$1,881

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	1	N/A	\$1,905 - \$3,436	\$0	\$1,905 - \$3,436	\$1,927 - \$3,458
2022	2	N/A	\$2,139 - \$2,414	\$0	\$2,139 - \$2,414	\$2,161 - \$2,436
2022	4	2.6%	\$2,291 - \$2,568	\$0	\$2,291 - \$2,568	\$2,313 - \$2,590
2023	1	N/A	\$1,924 - \$2,575	\$63	\$1,861 - \$2,512	\$1,883 - \$2,534

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	1	N/A	\$2,603	\$0	\$2,603	\$2,626
2022	2	0.0%	\$2,540	\$0	\$2,540	\$2,563
2022	4	0.0%	\$2,860	\$0	\$2,860	\$2,883
2023	1	0.0%	\$2,870	\$63	\$2,807	\$2,830

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	1	N/A	\$1,469	\$0	\$1,469	\$1,479
2022	2	N/A	\$1,400 - \$1,460	\$0	\$1,400 - \$1,460	\$1,410 - \$1,470
2022	4	0.0%	\$1,802	\$0	\$1,802	\$1,812

Trend: Comments

1Q22	The property was FKA Residences at Moorefield Village. Rents are updated daily based on availability. The contact reported no significant impacts on collections or operations as a result of the COVID-19 pandemic.
2Q22	The property does accept Housing Choice Voucher tenants, although the utilization rate was not available.
4Q22	The property does accept Housing Choice Voucher tenants, although the utilization rate was not available. One free parking space is included in rent. An assigned parking space is available for \$25 per month, and an additional parking space is available for \$75 per month.
1Q23	The property does accept Housing Choice Voucher tenants, although the utilization rate was not available. One free parking space is included in rent. An assigned parking space is available for \$25 per month, and an additional parking space is available for \$75 per month. The contact also reported the property is currently offering a concession of \$750 off the first month's rent.

Photos



PROPERTY PROFILE REPORT

Westfield Village Apartments

Effective Rent Date	2/24/2023
Location	5115 Woodmere Drive Centreville, VA 20120 Fairfax County
Distance	5.2 miles
Units	229
Vacant Units	5
Vacancy Rate	2.2%
Type	Lowrise (3 stories)
Year Built/Renovated	1988 / 2011
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mostly younger tenants; few seniors
Contact Name	Ana
Phone	703-631-9535



Market Information

Program	Market
Annual Turnover Rate	29%
Units/Month Absorbed	N/A
HCV Tenants	5%
Leasing Pace	Within one month
Annual Chg. in Rent	Changes daily
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	not included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Lowrise (3 stories)	96	749	\$1,839	\$0	Market	No	N/A	N/A	N/A	AVG*
1	1	Lowrise (3 stories)	N/A	749	\$1,925	\$0	Market	No	N/A	N/A	N/A	HIGH*
1	1	Lowrise (3 stories)	N/A	749	\$1,752	\$0	Market	No	N/A	N/A	N/A	LOW*
2	1	Lowrise (3 stories)	24	854	\$1,985	\$0	Market	No	0	0.0%	N/A	AVG*
2	2	Lowrise (3 stories)	67	1,045	\$2,455	\$0	Market	No	N/A	N/A	N/A	AVG*
2	2	Lowrise (3 stories)	N/A	1,045	\$2,500	\$0	Market	No	N/A	N/A	N/A	HIGH*
2	2	Lowrise (3 stories)	N/A	1,045	\$2,410	\$0	Market	No	N/A	N/A	N/A	LOW*
3	2	Lowrise (3 stories)	42	1,314	\$2,554	\$0	Market	No	N/A	N/A	N/A	AVG*

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,752 - \$1,925	\$0	\$1,752 - \$1,925	\$21	\$1,773 - \$1,946
2BR / 1BA	\$1,985	\$0	\$1,985	\$22	\$2,007
2BR / 2BA	\$2,410 - \$2,500	\$0	\$2,410 - \$2,500	\$22	\$2,432 - \$2,522
3BR / 2BA	\$2,554	\$0	\$2,554	\$23	\$2,577

Westfield Village Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher		
Fireplace	Garbage Disposal		
Oven	Refrigerator		
Vinyl Plank Flooring	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Car Wash	Carport(\$100.00)	None	None
Elevators	Exercise Facility		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Swimming Pool			

Comments

This market rate property is located in the Sully Station area of Centreville. It is within walking distance to a community shopping center. However, it has no visibility from a major street. The majority of tenants move here from outside the region. The property does accept Housing Choice Vouchers. The contact reported that there are no vacant three bedroom units as those are a very popular layout.

Westfield Village Apartments, continued

Trend Report

Vacancy Rates

1Q16	1Q19	4Q22	1Q23
3.1%	3.5%	2.6%	2.2%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	1	3.1%	\$1,251	\$0	\$1,251	\$1,272
2019	1	4.2%	\$1,685	\$0	\$1,685	\$1,706
2022	4	N/A	\$1,986 - \$2,561	\$0	\$1,986 - \$2,561	\$2,007 - \$2,582
2023	1	N/A	\$1,752 - \$1,925	\$0	\$1,752 - \$1,925	\$1,773 - \$1,946

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	1	4.2%	\$1,491	\$0	\$1,491	\$1,513
2019	1	4.2%	\$1,761	\$0	\$1,761	\$1,783
2022	4	0.0%	\$1,761	\$0	\$1,761	\$1,783
2023	1	0.0%	\$1,985	\$0	\$1,985	\$2,007

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	1	1.5%	\$1,702	\$0	\$1,702	\$1,724
2019	1	4.5%	\$2,105	\$0	\$2,105	\$2,127
2022	4	N/A	\$1,665 - \$2,453	\$0	\$1,665 - \$2,453	\$1,687 - \$2,475
2023	1	N/A	\$2,410 - \$2,500	\$0	\$2,410 - \$2,500	\$2,432 - \$2,522

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	1	4.8%	\$2,033	\$0	\$2,033	\$2,056
2019	1	0.0%	\$2,341	\$0	\$2,341	\$2,364
2022	4	N/A	\$2,564 - \$3,355	\$0	\$2,564 - \$3,355	\$2,587 - \$3,378
2023	1	N/A	\$2,554	\$0	\$2,554	\$2,577

Trend: Comments

1Q16	This market rate property is located in the Sully Station area of Centreville. It is within walking distance to a community shopping center. However, it has no visibility from a major street. The majority of tenants move here from outside the region. The leasing agent rates the local apartment as average at this time. The agent could not provide information regarding turnover and rent trends. The property accepts Housing Choice Vouchers, but the contact was unable to provide the number of tenants using vouchers. Rents change on a daily basis.
1Q19	This market rate property is located in the Sully Station area of Centreville. It is within walking distance to a community shopping center. However, it has no visibility from a major street. The majority of tenants move here from outside the region.
4Q22	This market rate property is located in the Sully Station area of Centreville. It is within walking distance to a community shopping center. However, it has no visibility from a major street. The majority of tenants move here from outside the region. The property does accept Housing Choice Vouchers. The contact was unable to answer as to why the one-bedroom rents are above the two-bedroom rents. However, the property uses a daily rent system and there are fewer vacancies for one-bedroom units, which could drive the rent up. The contact was unable to provide updated rents for the two-bedroom one-bathroom floorplan as there are no vacant units or upcoming available units, and he could not provide the rent for the last leased unit either.
1Q23	This market rate property is located in the Sully Station area of Centreville. It is within walking distance to a community shopping center. However, it has no visibility from a major street. The majority of tenants move here from outside the region. The property does accept Housing Choice Vouchers. The contact reported that there are no vacant three bedroom units as those are a very popular layout.

Photos

