



REAL PROPERTY **RESEARCH** GROUP

ATLANTA ■ WASHINGTON/BALTIMORE

Market Feasibility Analysis

Mainline Apartments Phase I

Fredericksburg (Falmouth), Stafford County, Virginia

Prepared for:

S. L. Nussbaum Realty

Project #23-8667

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EXECUTIVE SUMMARY

S. L. Nusbaum Realty Co. has retained Real Property Research Group, Inc. (RPRG) to evaluate the opportunity to develop Mainline Apartments Phase I, a proposed multifamily development located along Warrenton Road (US Route 17) in the Falmouth area of Stafford County, Virginia. This market study will be submitted to Virginia Housing (VH) as part of application for 4 percent tax credits. The project will be developed simultaneously with a sister project; both Phase I (140 units) and Phase II (120 units) will use low income housing tax credits to reduce rents. Work on both phases would occur simultaneously, and at completion, the combined product will include 260 units in one, two, and three bedroom floorplans. In addition, 114 for sale townhomes are proposed that will be sold to a third party residential builder. Mainline Apartments Phase I, the subject of this report, includes 140 one and two bedroom units targeting households with incomes at or below 60 percent of Area Median Income.

Based on our research, including a site visit on June 11th, 2023, we believe an opportunity exists to introduce an affordable general occupancy rental community at the subject site in the near term. RPRG offers the following key findings:

- **Site:** The site's location astride Warrenton Road provides easy access to a wide variety of services, institutions, employment nodes, and recreational amenities in both the local area and region. The on ramps to Interstate 95 are less than one-half mile from the site and offer connections south to Fredericksburg and Richmond and north to Stafford and the greater DC region. Warrenton Road west of Interstate 95 hosts several shopping centers anchored by supermarkets, Target, Walmart, and Lowes. Central Park, the largest shopping mall in the region, is four miles to the south. Long term plans spearheaded by Stafford County could dramatically transform the corridor over the next five to ten years with a greater variety of residential and retail options. The subject will be the first introduction of multifamily housing (market rate or affordable) east of Interstate 95 and north of the Rappahannock River heading north until the city limits of Stafford.
- **Economic Trends.** The regional economy was only moderately impacted by the COVID-19 lockdown in 2020 and then quickly reverted back to prior patterns of growth and low unemployment. At-Place Employment gained 16,653 jobs (18.6 percent) between 2012 and 2019, fell by 4,600 jobs in 2020 as a result of COVID related layoffs but then quickly recovered in 2020 and added 1,000 jobs above 2019 levels as of 2022. Until the full impact of the COVID-19 downturn became evident in 2020, the unemployment rate in Greater Fredericksburg had fallen to 2.9 percent in 2019, comparable to state and below national rates. After a spike in 2020, unemployment rates have reverted back to pre-COVID levels. The employment base is diverse. As of 2022, Government and Trade are the largest employment sectors in the local area accounting for 41 percent of the employment base followed by Education-Health, Professional-Business, and Leisure-Hospitality. The largest employers are medical centers, universities, federal, state, and local government, Geico, and national retailers (Walmart and Wegman's). Significantly, the 32,500 workers (84 percent of total employment) who commute daily into the market area represent an opportunity for attracting future tenants at Mainline.
- **Growth Trends.** Strong growth experienced during the last 13 years is projected to accelerate (on a nominal basis) over the 2023 to 2028 period. Between 2010 and 2023, the household base increased by 2.3 percent (866 households) annually. The market area's household growth will slow to an annual rate of 2.1 percent though increase nominally (1,035 households) over the next five years.
- **Demographic Analysis.** The market area is middle aged with a high proportion of smaller renter households. The market area has a median age of 37 years; the largest age cohort is adults aged 35 to 61 years with a 34 percent share. The proportion of childless households in the market area at 45 percent is larger than the share of households that contain children (30 percent); one-quarter of households live alone. One- and two-person households account for 63 percent



of all renters. RPRG projects that renter households will contribute roughly 30.9 percent of net household growth over the next five years, comparable to renter share of household growth over the past 13 years.

- **Income Analysis.** Households in the market area have a 2023 median household income of \$98,335, 89 percent of the region's median income of \$110,573. The median income for renters is lower at a still elevated \$64,807. Thirty-six percent of market area renter households earn between less than \$50,000; 36 percent earn between \$50,000 and \$99,999; and 28 percent earn \$100,000 or more (of which ten percent earn \$150,000 or more).
- **Competitive Analysis.** Based on the low vacancies reported in RPRG's survey of both the market rate and income-restricted general occupancy rental communities, the rental is strong, pointing to its ability to support the proposed subject apartments. The subject will be the first introduction of a rental community in southern Stafford County north of Fredericksburg and east of Interstate 95. The stabilized vacancy rate is low at 2.7 percent; vacancy rates range from 2.2 percent among the Lower Tier inventory up to 3.7 percent among tax credit projects.

Most tax credit communities are garden style products; three of the 13 properties offer townhomes. Tax credit properties generally provide more standard features such as black or white appliances, laminate counters, and carpeting; one-half provide in unit washer-dryers. However, most communities provide a full array of amenities given their large relative size. Except for Riverside Manor which offers select models with integral garages, the remaining 12 tax credit communities offer free surface parking. Compared to the Upper and Lower Tier properties, tax credit units have the greatest share of two bedroom models at 60 percent and three bedroom models at 36 percent; and the lowest share of one bedroom units at four percent.

For all LIHTC communities, rents target a range of households earning at or below 40, 50, and 60 percent AMI; the Upper Tier Hanover House offers four affordable units targeting households earning at or below 50 percent AMI. The average tax credit one bedroom unit has a net effective rent of \$1,296 for 731 square feet (\$1.77 per square foot). The average tax credit two bedroom unit has a net effective rent of \$1,518 for 1,038 square feet (\$1.46 per square foot). The average tax credit three bedroom units has a net effective rent of \$1,729 for 1,202 square feet (\$1.44 per square foot). The near-term development pipeline for multifamily rental units consists of four communities totaling 553 units which includes one tax credit property under construction in Stafford eight mile north of the subject and Phase II of the subject.

Conclusions and Recommendations

Net Demand for Rental Housing: The demand analysis indicates a marketplace with a significant pent-up demand of over 500 units after accounting for the four pipeline projects and subject. Demand is supported by a strong economic base, low vacancy rates, and the appeal of a Fredericksburg location based on its location astride Interstate 95 between the Northern Virginia suburbs and greater Richmond. Based on the results of the Net Demand Analysis and healthy market conditions, the introduction of the subject property and other identified pipeline should have little impact on current low vacancy rates.

Effective Demand – Affordability/Capture and Penetration: RPRG judges that the capture rates are low and readily achievable, particularly since the subject will be in an area currently underserved by affordable units and will offer new and attractive models. The Phase 1 capture rate of 4.3 percent and the overall capture rate of 6.0 percent for both phases are low. RPRG considers the calculated penetration rate for the tax credit units of 17 percent of income-restricted renter households to be low within the context of the Mainline Apartments. In essence, our analysis suggests that the most directly competitive rental units will need to capture roughly one out of five income-restricted renter households.



VH Demand Methodology: RPRG considers the key capture rate of 9.7 percent for the new units proposed for Mainline Phase I as both reasonable and readily achievable. Taking into consideration the reasonable capture rate, we have estimated a lease up pace of roughly 13 months, reflecting an average absorption pace of 10 units per month for the 140 new tax credit units to achieve 95 percent occupancy. For the project overall including Phase I and II, we have also estimated a lease up pace of roughly 13 months, reflecting an average absorption pace of 19 units per month for the 260 new tax credit units to achieve 95 percent occupancy.

Target Markets: Based on the contemporary set of community features and amenities, the proposed configuration of one and two bedroom units, and the subject's strategic location north of Fredericksburg and proximate to the Interstate 95 intersection, the primary target market will be younger workers and, to a lesser extent, families seeking attractive, affordable rental options. Younger workers include singles and roommates working at the employment nodes in Fredericksburg (Mary Washington Hospital, University of Mary Washington, Central Park) and in Stafford County (Stafford Hospital, Stafford County Government, Quantico Marine Base and related defense industries, Geico). Seventy percent of households in the market area are single or do not have children; 63 percent of renters are either one or two person households. The limited number of three bedroom units will appeal to larger families and roommate situations.

Product Recommendations and Evaluation:

The developer contemplates Mainline Apartments as a new addition to the affordable segment of the Mainline Market Area. Considered in the context of the overall competitive environment, the relative position of the subject is discussed below:

- **Project Size:** The proposed overall size of approximately 260 units for Mainline Apartments (at full build out) is larger than the average size of the surveyed tax credit communities (182 units) but comparable to the average size of the Lower Tier communities (246 units). Five of the surveyed tax credit communities are also sized in the 200 to 300 unit range. Moreover, the scale of the project is sufficient to support a full array of community amenities.
- **Structure Type:** The proposed three story garden style is similar in design to ten of the 13 tax credit communities that offer gardens exclusively.
- **Unit Distribution:** The proposed overall unit distribution in Mainline apartments is 32 percent one bedroom models (84 units), 58 percent two bedroom models (152 units), and nine percent three bedroom units (24 units). The one bedroom share at 32 percent is much larger than the four percent distribution of one bedroom units in the tax credit group though falls between the 26 percent share of the Lower Tier group and the 44 percent share of the Upper Tier group. Given the unique characteristics of the subject offering upscale features comparable to the Upper Tier and the most extensive set of amenities of any tax credit property, the 32 percent share of one bedrooms is warranted, particularly as over 60 percent of market area renter households contain one or two members. The 58 percent share of two bedroom units, comparable to the 60 percent share of two bedroom models in the tax credit group, will appeal to singles desiring extra space for an office or guest room, couples, roommates, and families with one child. The nine percent share of three bedroom units at the subject is well below the 36 percent share of tax credit units and the 26 percent of market area rents containing three or four members.
- **Unit Size:** The proposed floor plans at Mainline Apartments are comparable to the mid-range floor plans of surveyed tax credit and Lower Tier properties:
 - **One Bedroom:** The developer has proposed one bedroom floor plans sized at 731 square feet that are comparable to the average size of the tax credit one bedroom models (731 square feet) and the Lower Tier one bedroom models (743 square feet).



- **Two Bedroom:** The developer has proposed two bedroom floor plans sized at 956 square feet that are moderately smaller than the average size of the tax credit two bedroom models (1,038 square feet) and the Lower Tier two bedroom models (1,001 square feet). Five of the tax credit floor two bedroom plans and five of the Lower Tier two bedroom floor plans are sized within 40 square feet of the subject’s two bedroom floor plans.
- **Three Bedroom:** The developer has proposed three bedroom floor plans sized at 1,142 square feet that are moderately smaller than the average size of the tax credit two bedroom models (1,202 square feet). Four of the tax credit floor three bedroom plans and three of the Lower Tier two bedroom floor plans are sized within 40 square feet of the subject’s three bedroom floor plans

Phase I									
Bedrooms	Target AMI	Baths	Units		Gross Heated Area (SF)	Rent*	Util Allow*	Total Rent	Rent/ Sq Ft
			No.	%					
One	60%	1.0	60	43%	731	\$1,552	\$143	\$1,695	\$2.12
Two	60%	1.0	80	57%	956	\$1,851	\$184	\$2,035	\$1.94
Phase I Total/ Aver			140		860	\$1,723	\$166	\$1,889	\$2.00
Phase II									
Bedrooms	Target AMI	Baths	Units		Gross Heated Area (SF)	Rent*	Util Allow*	Total Rent	Rent/ Sq Ft**
			No.	%					
One	60%	1.0	24	20%	722	\$1,552	\$143	\$1,695	\$2.15
Two	60%	1.0	72	60%	968	\$1,851	\$184	\$2,035	\$1.91
Three	60%	1.0	24	20%	1,142	\$2,125	\$226	\$2,351	\$1.86
Phase II Total/ Aver			120		954	\$1,846	\$184	\$2,030	\$1.94
Project Total			260						

*Assumes all utilities except trash are paid by tenant. Utility allowances furnished by Virginia Housing/ Housing Choice Voucher Program, 7/1/22
 Source: S. L. Nussbaum

Total Unit Mix		
Bedrooms	No.	%
One	84	32%
Two	152	58%
Three	24	9%
Total	260	

- **Unit Features:** The developer has proposed unit features modeled after the Mezzo Apartments in Virginia Beach that are commensurate with other upscale communities in the market and far exceed any existing market area tax credit properties. Kitchens at Mainline will offer granite countertops and energy efficient stainless-steel appliances including dishwasher, stove/range, refrigerator, and microwave. Additional unit features will include kitchen islands, wood-like luxury vinyl tile flooring, in unit washer-dryers, custom cabinets, recessed lighting, and patios/balconies.
- **Community Amenities:** Even though most existing properties offer a full set of amenities, the developer proposed amenity package equals or exceeds offerings at other tax credit, Lower Tier, and Upper Tier properties. Amenities will include a clubhouse with resident lounge, complementary coffee bar, business center/ co- working spaces, package receivership, and 24 hour fitness center. Outdoor areas will offer a resort style pool and deck, dog park, playground, grill and lounging areas with fire pits, pickle ball courts, basketball court, and bike storage.
- **Parking:** The subject will only offer surface parking space at no extra charge that is similar to the profile of 12 of the 13 tax credit properties and nine of the 13 Lower Tier properties,
- **Rents:** Mainline is positioned as an upscale community offering affordable units in an attractive campus. The proposed 60 percent of AMI rents are within the higher range of the existing tax credit inventory and within the mid-range of the Lower Tier inventory.
 - **One Bedrooms:** The developer has proposed one bedroom 60 percent of AMI rents of \$1,552 that are at the upper end of the \$1,025 to \$1,550 60 percent rents among the tax



credit one bedroom models and within the mid-range of the top five one bedroom rents of \$1,476 to \$1,670 within the Lower Tier group.

- **Two Bedroom:** The developer has proposed two bedroom 60 percent of AMI rents of \$1,851 that are at the upper end of the \$1,070 to \$1,853 60 percent rents among the tax credit two bedroom models and within the mid-range of the top five two bedroom rents of \$1,790 to \$1,952 within the Lower Tier group.
- **Three Bedroom:** The developer has proposed three bedroom 60 percent of AMI rents of \$2,125 that are at the upper end of the \$1,235 to \$2,138 60 percent rents among the tax credit three bedroom models and within the mid-range of the top seven three bedroom rents of \$1,921 to \$2,290 within the Lower Tier group.

Conclusions and Absorption

The strategic location of Mainline Apartments are close to the intersection of Warrenton Road (US Route 17) and Interstate 95, providing easy and direct access to the Warrenton Road commercial corridor west of Interstate 95, central Fredericksburg (Central Park, Mary Washington Hospital, University of Mary Washington, and the historic downtown district), and the Stafford County Interstate 95 corridor through Stafford and Quantico. Support for development of the Mainline Apartments is manifested by a strong rental market with low stabilized vacancy rates (2.7 percent) and limited leasing specials, very strong pent up demand for 500+ units, low capture and penetration rates indicating a large pool of qualified renters and a limited supply of competitive inventory. Demand is buttressed by strong household growth and a solid economic base supported by major educational, medical, government, business service, and retail employment nodes. Despite the affordable nature of the rents, the proposed unit features, and community amenities will equal or exceed not only the existing tax credit inventory but all market rate communities (both Lower and Upper Tier). Floor plans are compatible with existing tax credit and Lower Tier properties.

Stafford County has designated the Warrenton Road corridor as one of five Targeted Growth Areas (TGA's) in the county where higher density suburban development patterns are encouraged over the next five to ten years. In the short term, the creation of a new residential node encompassing the 260 units at the subject and the adjacent 114 for sale townhomes will start this transformation process. In the long term, Warrenton Road should emerge as an attractive and vibrant neighborhood.

Though nearly four years old, the most recent examples of monthly lease-up paces demonstrate absorption paces of 14 to 27 units. In addition, while tax credit vacancies are low in the three percent range, historically tax credit properties are typically fully leased with waiting lists. As a result, we estimate a conservative monthly lease-up pace of ten units that translates to a lease up period of 13 months assuming a full occupancy level of 95 percent. For the project overall including Phase I and II, we have also estimated a lease up pace of roughly 13 months, reflecting an average absorption pace of 19 units per month for the 260 new tax credit units to achieve 95 percent occupancy.

Impact on Existing Market

RPRG does not anticipate that the subject will have an adverse impact on the existing rental market. The stabilized vacancy rates are low in the two to three percent range for all three rental categories; the pent up demand of 500+ units is substantial and indicates a strong opportunity for introducing new rental properties.



I. INTRODUCTION

A. Overview of Subject

The subject of this report is Mainline Apartments Phase I, a proposed multifamily development located along Warrenton Road (US Route 17) in the Falmouth area of Stafford County, Virginia. This market study will be submitted to Virginia Housing (VH) as part of application for 4 percent tax credits. The project will be developed simultaneously with a sister project; both Phase I (140 units) and Phase II (120 units) will use low income housing tax credits to reduce rents. Work on both phases would occur simultaneously, and at completion, the combined product will include 260 units in one, two, and three bedroom floorplans. In addition, 114 for sale townhomes are proposed that will be sold to a third party residential builder.

Mainline Apartments Phase I, the subject of this report, includes 140 one and two bedroom units targeting households with incomes at or below 60 percent of Area Median Income. In accordance with the Department of Housing and Urban Development's median household income for the Washington-Arlington-Alexandria, DC-VA-MD HUD Metro FMR Area; 2023 tax credit incomes are presented in Table 1

Table 1 HUD Rent & Income Limits

HUD 2023 Median Household Income											
Washington-Arlington-Alexandria, DC-VA-MD HUD Metro FMR Area \$152,100											
Very Low Income for 4 Person Household \$75,350											
2023 Computed Area Median Gross Income \$150,700											
Utility Allowance:											
1 Bedroom \$143											
2 Bedroom \$184											
3 Bedroom \$226											
Household Income Limits by Household Size:											
Household Size	30%	40%	50%	60%	80%	100%	120%	150%	200%		
1 Person	\$31,650	\$42,200	\$52,750	\$63,300	\$84,400	\$105,500	\$126,600	\$158,250	\$211,000		
2 Persons	\$36,180	\$48,240	\$60,300	\$72,360	\$96,480	\$120,600	\$144,720	\$180,900	\$241,200		
3 Persons	\$40,710	\$54,280	\$67,850	\$81,420	\$108,560	\$135,700	\$162,840	\$203,550	\$271,400		
4 Persons	\$45,210	\$60,280	\$75,350	\$90,420	\$120,560	\$150,700	\$180,840	\$226,050	\$301,400		
5 Persons	\$48,840	\$65,120	\$81,400	\$97,680	\$130,240	\$162,800	\$195,360	\$244,200	\$325,600		
6 Persons	\$52,470	\$69,960	\$87,450	\$104,940	\$139,920	\$174,900	\$209,880	\$262,350	\$349,800		
Imputed Income Limits by Number of Bedroom (Assuming 1.5 persons per bedroom):											
Persons	# Bed-rooms	30%	40%	50%	60%	80%	100%	120%	150%	200%	
1	0	\$31,650	\$42,200	\$52,750	\$63,300	\$84,400	\$105,500	\$126,600	\$158,250	\$211,000	
1.5	1	\$33,915	\$45,220	\$56,525	\$67,830	\$90,440	\$113,050	\$135,660	\$169,575	\$226,100	
3	2	\$40,710	\$54,280	\$67,850	\$81,420	\$108,560	\$135,700	\$162,840	\$203,550	\$271,400	
4.5	3	\$47,025	\$62,700	\$78,375	\$94,050	\$125,400	\$156,750	\$188,100	\$235,125	\$313,500	
6	4	\$52,470	\$69,960	\$87,450	\$104,940	\$139,920	\$174,900	\$209,880	\$262,350	\$349,800	
LIHTC Tenant Rent Limits by Number of Bedrooms (assumes 1.5 persons per bedroom):											
# Persons		30%		40%		50%		60%		80%	
		Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net
1 Bedroom		\$847	\$704	\$1,130	\$987	\$1,413	\$1,270	\$1,695	\$1,552	\$2,261	\$2,118
2 Bedroom		\$1,017	\$833	\$1,357	\$1,173	\$1,696	\$1,512	\$2,035	\$1,851	\$2,714	\$2,530
3 Bedroom		\$1,175	\$949	\$1,567	\$1,341	\$1,959	\$1,733	\$2,351	\$2,125	\$3,135	\$2,909

Source: U.S. Department of Housing and Urban Development



B. Purpose

The purpose of this market study is to perform a market feasibility analysis through an examination of site characteristics, the economic context, a demographic analysis of the defined market area, a competitive housing analysis, a derivation of demand, and affordability/ penetration rate analyses. In accordance with Virginia Housing's 2023 Market Study Guidelines, both net and effective demand will include all of the subject's units proposed for the development.

C. Format of Report

The report format is Comprehensive. Accordingly, the market study addresses all required items set forth in the 2023 Market Study Guidelines of Virginia Housing (VH). Furthermore, the market analyst has considered the recommended model content and market study index of the National Council of Housing Market Analysts (NCHMA.).

D. Client, Intended User, and Intended Use

The Client is S. L. Nusbaum Realty Co. (Developer). Along with the Client, the Intended Users are representatives of VH and potential investors.

E. Applicable Requirements

This market study is intended to conform to the requirements of the following:

- VH's 2023 Market Study Guidelines.
- National Council of Housing Market Analyst's (NCHMA) Model Content Standards and Market Study Checklist.

F. Scope of Work

To determine the appropriate scope of work for the assignment, we considered the intended use of the market study, the needs of the user, the complexity of the property, and other pertinent factors. Our concluded scope of work is described below:

- Please refer to Appendix 2 for a detailed list of NCHMA requirements and the corresponding pages of requirements within the report.
- Jerry Levin (Senior Analyst) conducted visits to the subject site, neighborhood, and market area on June 11th, 2023.
- Primary information gathered through field and phone interviews was used throughout the various sections of this report. The included rental community leasing agents, property managers, and officials. RPRG communicated with the City of Fredericksburg and Stafford County and Spotsylvania Planning Departments. We also reviewed the Virginia Housing (VH) website as well as local development websites and contacted the local HUD office. Rental communities were surveyed in June 2023.
- All pertinent information obtained was incorporated in the appropriate section(s) of this report.

G. Report Limitations

The conclusions reached in a market assessment are inherently subjective and should not be relied upon as a determinative predictor of results that will occur in the marketplace. There can be no



assurance that the estimates made or assumptions employed in preparing this report will in fact be realized or that other methods or assumptions might not be appropriate. The conclusions expressed in this report are as of the date of this report, and an analysis conducted as of another date may require different conclusions. The actual results achieved will depend on a variety of factors, including the performance of management, the impact of changes in general and local economic conditions, and the absence of material changes in the regulatory or competitive environment. Reference is made to the statement of Underlying Assumptions and Limiting Conditions contained in Appendix I of this report.

H. Other Pertinent Remarks

None

II. PROJECT DESCRIPTION

A. Project Overview

Mainline Apartments Phase I is a proposed multifamily development located along Warrenton Road (US Route 17) in the Falmouth area of Stafford County, Virginia. This market study will be submitted to Virginia Housing (VH) as part of application for 4 percent tax credits targeting households with incomes at or below 60 percent of Area Median Income. The project will be developed simultaneously with a sister project; both Phase I (140 units) and Phase II (120 units) will use low income housing tax credits to reduce rents. Work on both phases would occur simultaneously, and at completion, the combined product will include 260 units in one, two, and three bedroom floorplans. The site lies 0.4 mile east of the intersection with Interstate 95 and two miles north of the city of Fredericksburg. Mainline is patterned after an existing community also developed by the developer - Mezzo Apartments in Virginia Beach. The community will include extensive community amenities and offer upscale unit features. In addition, 114 for sale townhomes are proposed that will be sold to a third party residential builder.

B. Project Type and Target Markets

Mainline Apartments will offer affordable apartments targeted primarily to younger workers and families given the contemporary set of community features and amenities, the proposed configuration of one, two, and three bedroom units, and the subject's strategic location north of Fredericksburg proximate to the Interstate 95 intersection.

C. Building Types and Placement

The subject site contains 45 acres of which 19 acres are devoted to multi-family use, 14.7 acres are devoted to townhome use, and 11.3 acres are devoted to open space use. Mainline Apartments will consist of ten three-story, garden-style building (Figure 1) with a separate amenity building including a clubhouse housing a resident lounge, fitness center, business center/ co-working areas, and leasing office close to the entrance along Warrenton Road. Phase I, located on the southern and eastern portions of the site and the subject of this report, includes six residential buildings, a clubhouse, pool, pet park, pickle ball courts, basketball court, and community garden. Phase II, located on the northern portion of the site, will consist of four residential buildings and a playground and grilling areas (Figure 2). The townhouse for-sale section of the community is located along the eastern third of the parcel; open space covers the northern portion of the site. The main entrance to the site will be via an entry road intersecting at Warrenton Road at the southern edge of the parcel.

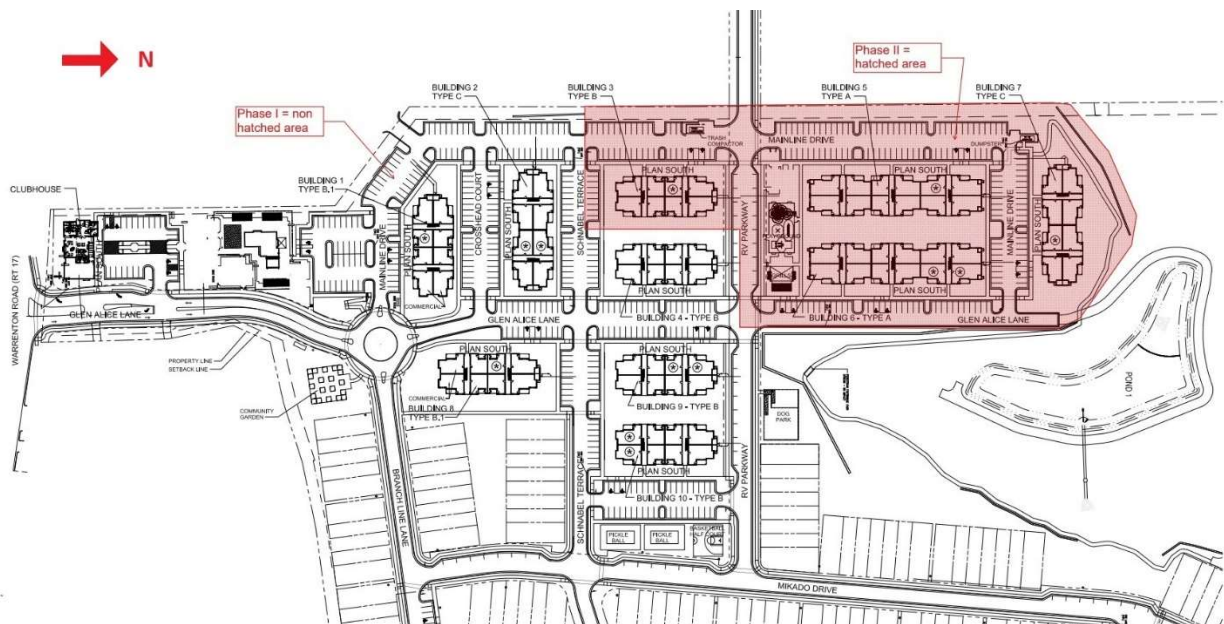
Figure 1 Picture of Existing Mezzo Apartments in Virginia Beach





Source: Mezzo Apartments website

Figure 2 Site Plan – Mainline Apartments



Source: S. L. Nussbaum

D. Detailed Project Description

1. Project Description

The 260 residential units at Mainline Apartment will include 84 one bedroom units (32 percent); 152 two bedroom units (58 percent); and 24 three bedroom units (9 percent) targeted to household earning at or below 60 percent of AMI (Table 2).

Phase I consists of 140 units containing 60 one bedroom units (43 percent) and 80 two bedroom units (57 percent):

- **One Bedroom** units will have one bathroom sized on average at 731 square feet. Proposed rents average \$1,552.
- **Two Bedroom** units will have two bathrooms sized on average at 956 square feet. Proposed rents average \$1,851.



Phase II consists of 120 unit containing 24 one bedroom units (20 percent), 72 two bedroom units (60 percent), and 24 three bedroom units (20 percent):

- **One Bedroom** units will have one bathroom sized on average at 722 square feet. Proposed rents average \$1,552.
- **Two Bedroom** units will have two bathrooms sized on average at 968 square feet. Proposed rents average \$1,851.
- **Three Bedroom** units will have two bathrooms sized on average at 1,142 square feet. Proposed rents average \$2,125.

Tenants will be responsible for all utility expenses. Proposed unit features/finishes and community amenities will be extensive and position the community as an upscale community exceeding features commonly associated with tax credit properties (Table 3). Free surface parking will be provided.

Table 2 Detailed Unit Mix and Rents, Mainline Apartments

Phase I									
Bedrooms	Target AMI	Baths	Units		Gross Heated Area (SF)	Rent*	Util Allow*	Total Rent	Rent/ Sq Ft**
			No.	%					
One	60%	1	60	43%	731	\$1,552	\$143	\$1,695	\$2.12
Two	60%	1	80	57%	956	\$1,851	\$184	\$2,035	\$1.94
Phase I Total/ Aver			140		860	\$1,723	\$166	\$1,889	\$2.00
Phase II									
Bedrooms	Target AMI	Baths	Units		Gross Heated Area (SF)	Rent*	Util Allow*	Total Rent	Rent/ Sq Ft**
			No.	%					
One	60%	1	24	20%	722	\$1,552	\$143	\$1,695	\$2.15
Two	60%	2	72	60%	968	\$1,851	\$184	\$2,035	\$1.91
Three	60%	2	24	20%	1,142	\$2,125	\$226	\$2,351	\$1.86
Phase II Total/ Aver			120		954	\$1,846	\$184	\$2,030	\$1.94
Project Total			260						

*Assumes all utilities except trash are paid by tenant. Utility allowances furnished by Virginia Housing/ Housing Choice Voucher Program, 7/1/22

** Calculation based on published rent

Source: S. L. Nussbaum

Total Unit Mix		
Bedrooms	No.	%
One	84	32%
Two	152	58%
Three	24	9%
Total	260	

Table 3 Unit Features and Community Amenities, Mainline Apartments

Unit Features	Community Amenities
<ul style="list-style-type: none"> • Stainless steel appliances – refrigerator, stove, microwave, garbage disposal, dishwasher • Granite counters • Central HVAC • Luxury wood plank vinyl flooring in living areas • In unit full size washer/ dryers • Private patio/ balcony • Recessed lighting • Kitchen island • Open kitchens with two-tone soft close cabinetry • Office nook/ workplace 	<ul style="list-style-type: none"> • 24 hour fitness center • Playground • Grilling areas • Pickle ball courts • Basketball court • Resident Clubhouse with lounge • Resort style pool with deck • Business center/ co-working areas • Dog park/ Pet washing station • Bike storage • Package delivery system • Electrical vehicle charging station • Community garden



Source: S. L. Nussbaum Realty Co.

2. Other Proposed Uses

None.

3. Proposed Timing of Development

Construction is estimated to begin in spring 2024 and conclude in fall 2025 prior to the first move-ins.

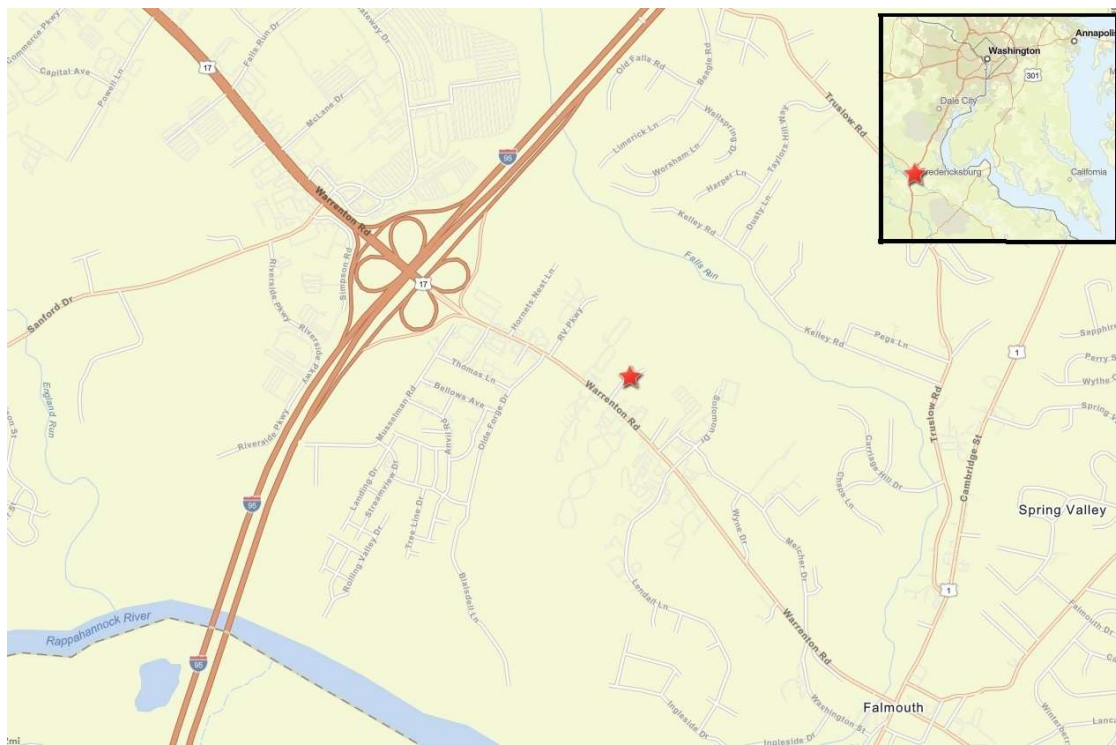
III. SITE AND NEIGHBORHOOD ANALYSIS

A. Site Analysis

1. Site Location

The Mainline site is located along Warrenton Road (US Route 17) in Falmouth (a census designated Place), Stafford County, Virginia (Map 1). The site lies between the on ramps to Interstate 95 (0.4 miles to the west) and the intersection with US Route 1 (1.1 mile to the east). The Rappahannock River and the city Fredericksburg lie two miles south of the site. Stafford, the county seat of Stafford County, lies seven miles to the north.

Map 1 Subject Site



2. Existing Uses

The subject site is mostly undeveloped except for three small single family homes and related access roads along the southern periphery closest to Warrenton Road (Figure 3). The northern two-thirds of the parcel is densely forested; the southern portion is cleared covered by grass, driveways, and the footprints of the residential structures. A line of trees divides the southern portion in half (Figure 4).

Figure 3 Aerial View of Site



Figure 4 Views of Existing Site





3. Size, Shape, and Topography

The 45-acre rectangularly shaped site is flat.

4. General Description of Land Uses Surrounding the Subject Site

The subject is located along Warrenton Road, an older commercial corridor characterized by a variety of uses including auto repair related facilities, small commercial establishments located in former single family homes, Paradise Diner, an industrial park), a gas station, a small chapel. In addition, several small single family homes are set back along the north and south sides of Warrenton Road.

5. Specific Identification of Land Uses Surrounding the Subject Site

Surrounding land uses are as follows (Figure 5):

- **North:** Forested tracts; Falls Run; large lot single family homes; Kelley Road
- **East:** Glen Alice Lane; single family home; Al's Sporting Goods; single family home: Paradise Diner; Falmouth Self Storage; Solomon Drive; one and three story offices.
- **South:** Warrenton Road; Tires and Wheels Unlimited; single family home, Quarles Diesel Gas Station; Grace Chapel; truck tire outlet
- **West:** Two abandoned single family homes; Auto Land Used Cars; Interstate Business Park

B. Neighborhood Analysis

1. General Description of on Neighborhood and Region

The immediate 1.5 mile stretch of Warrenton Road between Interstate 95 and US Route 1 is characterized by older, well-worn commercial uses devoted to auto related services, small commercial establishments, and distribution centers plus several churches, Charter Senior Living of Fredericksburg, Motel Six, and Red Roof Inn. Additional services along the road include Arby's, Dunkin Donuts, Paradise Diner, and 7-11. Rappahannock Landing, a large-scale townhome development started in 2014 by Lennar Homes, lies one-half mile southwest of the site. The development, containing 567 townhomes was completed in fall 2021; the final homes sold by Ryan Homes were priced in the upper \$300,000's.

Warrenton Road west of Interstate 95 is a more highly evolved commercial corridor with several shopping centers anchored by Target, PetSmart, Giant Food, Lowes, Aldi, Walmart, and Lidl. Other uses include Pohanka Honda of Fredericksburg, Panera Bread, Holiday Inn, Advance Auto Parts, UPS, CVS, the US Post Office, Starbucks, Dollar Tree, and Chick Fil A. The massive Del Webb Celebrate retirement community is located 2.2 miles west of the site. Large scale single family developments are located north and south of Warrenton Road west of Interstate 95. The city of Fredericksburg lies two miles south of the site that offers future residents the large-scale Central Park retail campus, Mary Washington Hospital, University of Mary Washington, and the charming historic downtown district.

Figure 5 Views of Land Uses Near Site



Industrial park west of site



Looking north across Warrenton Rd



Looking west along Warrenton Rd



Looking east along Warrenton Rd

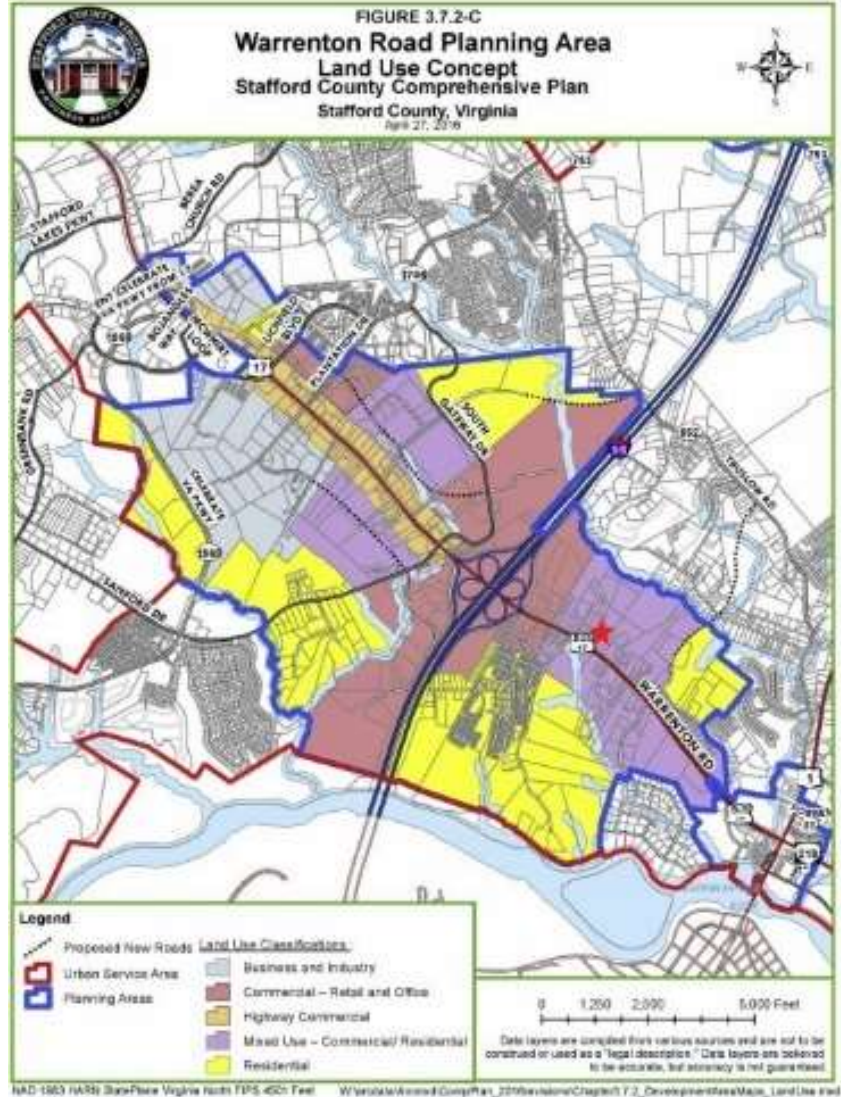


House on west side of site

2. Public Initiatives

While the current environment does not appear conducive to an upscale residential community, long term plans spearheaded by Stafford County could dramatically transform this corridor over the next five to ten years. The Property is located within the Warrenton Road Planning Area, which is a Targeted Growth Area (“TGA”) designated for higher density development in the County’s Comprehensive Plan. Five TGA’s have been identified in the Comprehensive Plan. TGA’s are areas of the County where a potential concentrated urban or higher density suburban development pattern is most appropriate. The 2,587 acre Warrenton Road Planning Area is situated along Warrenton Road (US-17), on the east and west side of Interstate 95 (Figure 6). To the west, the area extends to International Parkway and includes portions of land along Celebrate Virginia Parkway. To the east of Interstate 95, the Planning area extends to Washington Drive and the Falmouth Village Planning Area.

Figure 6 Warrenton Road Targeted Growth Area (TGA) Land Use Plans



Source: Stafford County Comprehensive Plan

The Comprehensive Plan calls for the development of 1,500 multifamily residential units within the Warrenton Road TGA at a recommended density of 11 to 14 dwelling units per acre. The use and density proposed in the Mainline project are consistent with the Comprehensive Plan’s recommendations for the Warrenton Road TGA. In total, the Planning Area is targeted to include 3,300 residential dwelling units, including 1,500 multi-family, 800 townhomes, and 1,000 single-family units, plus 4,750,000 square feet of commercial development. This area is also designated as an Economic Development Focus Area and a Redevelopment Area. Economic Development Priority Focus Areas, including Redevelopment Areas, provide incentives to encourage business development.



C. Site Visibility and Accessibility

1. Visibility

The site fronts on Warrenton Road/(US Route 17, the major east-west connector roads in southern Stafford County and thus enjoys excellent visibility for traffic travelling between Interstate 95 and US Route 1. In addition, the contemporary design elements will be in stark contrast to the existing older commercial uses along the route.

2. Vehicular Access

The subject enjoys excellent access to arterials that provide easy connections to local destinations and regional points of interest. Warrenton Road is the only east-west arterial in southern Stafford County and affords immediate access to the Interstate 95 ramps located less than one-half mile to the west as well as the intersection with US Route 1 located one mile to the east. Interstate 95 is the major regional interstate that continues north to northern Virginia and Washington, D.C., and south to Richmond and beyond. Route 1 runs parallel to Interstate-95 and can be used as an alternative north-south arterial. Central Park, the primary shopping node in the region, is located 4.5 miles south of the site via Interstate 95. Mary Washington Hospital, University of Mary Washington, and downtown historic Fredericksburg, located two to three miles southwest of the site, can be accessed via Route 1. Warrenton Road west of Interstate 95 is flanked by several shopping centers anchored by Target, Lowes, and Giant Food. The entrances to Celebrate Virginia Parkway, located 2.4 miles west along Warrenton Road, provide entrée to the massive Del Webb 55+ Celebrate campus.

3. Availability of Public and Inter Regional Transit

The Fredericksburg Regional Transit (FRED) bus service provides bus service to Stafford County, Fredericksburg, and Spotsylvania County. The D1 and D2 lines serve the Warrenton Road Corridor in Stafford County with stops which will be convenient to the subject's residents. Riders can transfer to lines that go into the City of Fredericksburg, including the Amtrak/VRE station, as well as further north to destinations in Stafford County.

Virginia Railway Express (VRE) provides commuter rail service from the Northern Virginia suburbs to Alexandria, Crystal City and downtown Washington, D.C. along the I-66 and I-95 corridors. The Fredericksburg line provides northbound service from the Fredericksburg and Leeland Road (Stafford County) stations in the mornings on weekdays. Southbound service begins in Washington, D.C. at 12:55 pm and continues until 6:40 pm on weekdays. The Fredericksburg station is located 3.8 miles southwest from the subject in the downtown district and the Leeland Road station is located 4.4 miles northeast from the subject in the Leeland area of Stafford County. VRE shares the Fredericksburg station with Amtrak, which provides daily, longer distance service around the clock to locations along the northeast corridor.

Richmond International Airport is the closest major airport to the subject site. It is located 59 miles south of the subject and is serviced by seven carriers with 166 daily departures; Dulles International Airport is located 63 miles to the north.

4. Pedestrian Access

Sidewalks are only present along scattered stretches of Warrenton Road. Considering the general lack of nearby, walkable amenities in the area, access to extensive sidewalk connections is not a primary concern.

5. Roadway Improvements Under Construction and Planned

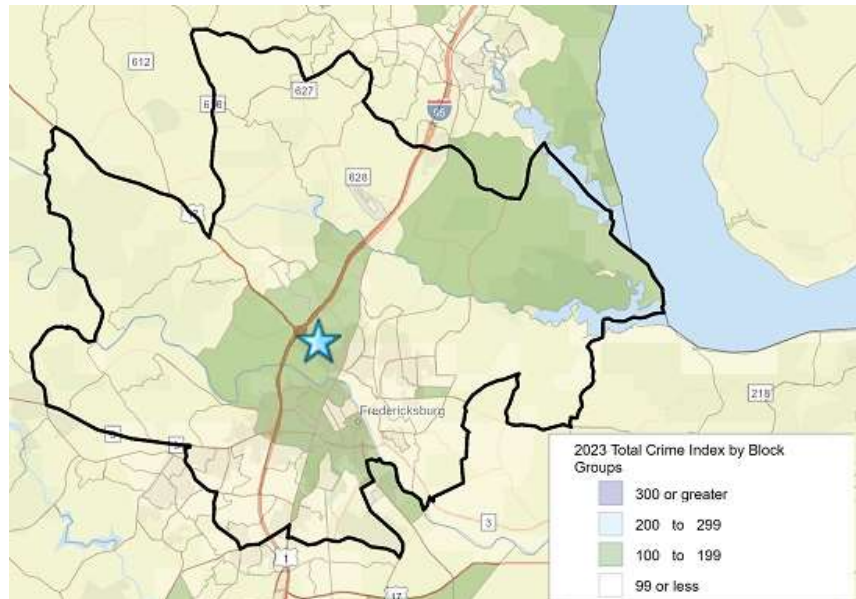
RPRG reviewed the Virginia Department of Transportation projects currently underway or proposed for the next six years and identified one major roadway project in the subject site's immediate area. Interstate 95 between exits 143 (Aquia Harbor) and exit 133 (Warrenton Road – Route 17) is undergoing reconstruction (designated as Fred Ex) to add express lanes and access ramps. VDOT expects all the work to be completed by early 2024. When completed, Fred Ex and the existing road network will create an uninterrupted Express Lane corridor between the Potomac and Rappahannock Rivers.

6. Public Safety

CrimeRisk is a census tract level index that measures the relative risk of crime compared to a national average. AGS analyzes known socio-economic indicators for local jurisdictions that report crime statistics to the FBI under the Uniform Crime Reports (UCR) program. An index of 100 reflects a total crime risk on par with the national average, with values below 100 reflecting below average risk and values above 100 reflecting above average risk. Based on detailed modeling of these relationships, CrimeRisk provides a detailed view of the risk of total crime as well as specific crime types at the census tract level. In accordance with the reporting procedures used in the UCR reports, aggregate indexes have been prepared for personal and property crimes separately as well as a total index. However, it must be recognized that these are un-weighted indexes, in that a murder is weighted no more heavily than purse snatching in this computation. The analysis provides a useful measure of the relative overall crime risk in an area but should be used in conjunction with other measures.

The 2023 CrimeRisk Index for the census tracts in the general vicinity of the subject site is displayed in green indicating low crime risk (Map 2). Based on this data and observations made during our site visit, RPRG does not believe crime nor the perception of crime will negatively impact the subject property's viability. The fire and police stations are located two to seven miles from the site.

Map 2 2023 Crime Risk Map





D. Residential Support Network

1. Key Facilities and Services near the Subject Site

The appeal of any given community is often based in part on its proximity to those facilities and services required daily. Key facilities and services and their driving distances from the subject site are listed in Table 4 and their locations are plotted on Map 3.

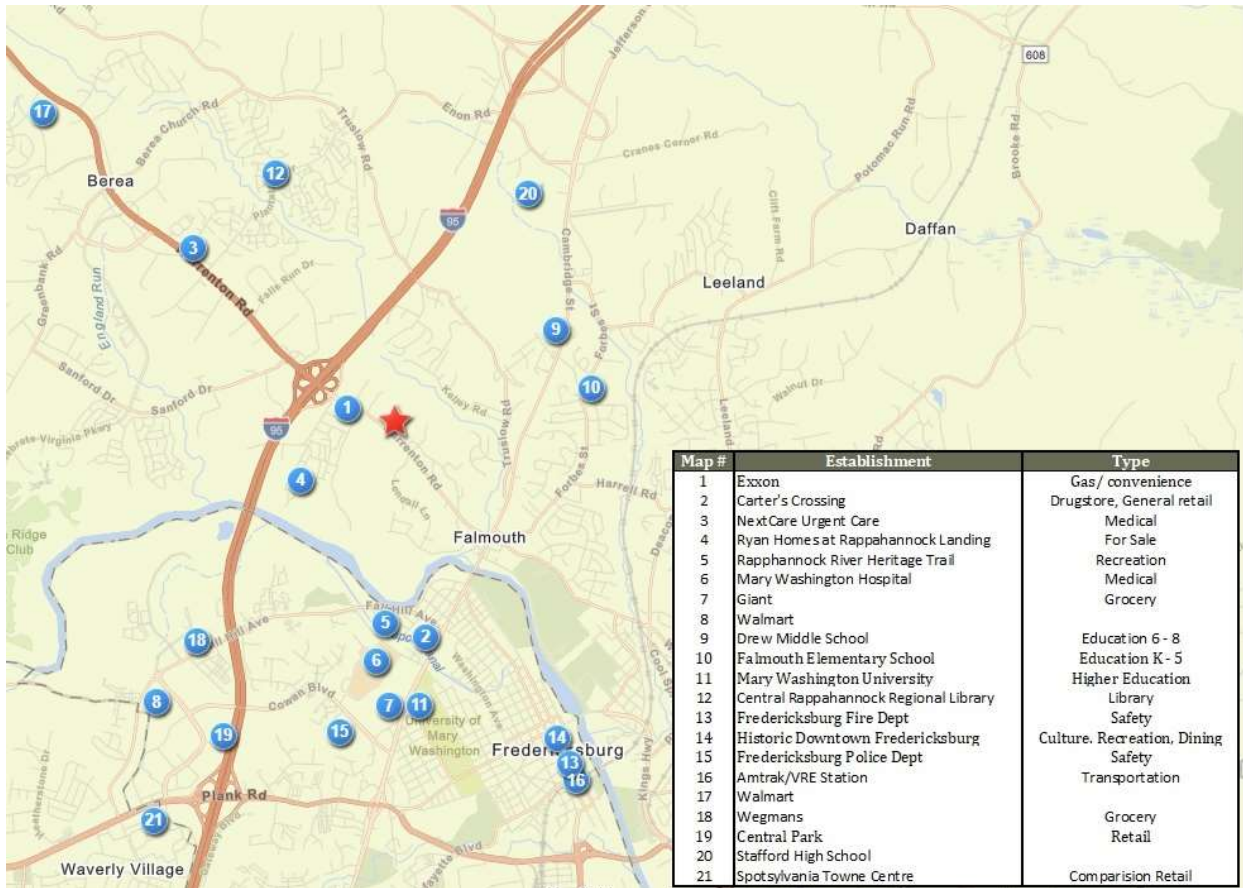
Table 4 Key Facilities and Services

Establishment	Type	Address	Jurisdiction	Distance (miles)
Exxon	Gas/ convenience	375 Warrenton Rd	Falmouth	0.3 NE
Carter's Crossing (Target, CVS, Petsmart, NextCare Urgent Care)	Drugstore, General Medical	515 Jefferson Davis Hwy 16 Litchfield Dirve	Falmouth Falmouth	1.1 NW 1.1 NW
Ryan Homes at Rappahannock Landing	For Sale	408 Rolling Valley Dr	Falmouth	1.1 SW
Rappahannock River Heritage Trail	Recreation	208 Normandy Ave	Fredericksburg	2.4 S
Mary Washington Hospital	Medical	1001 Sam Perry Blvd	Fredericksburg	2.6 S
Giant	Grocery	1245 Jefferson Davis Hwy	Fredericksburg	2.6 S
Drew Middle School	Education 6 - 8	501 Cambridge St	Falmouth	2.8 E
Falmouth Elementary School	Education K - 5	100 Forbes St	Falmouth	2.8 NE
Mary Washington University	Higher Education	1301 College Ave	Fredericksburg	2.8 S
Central Rappahannock Regional Library	Library	806 Lyons Blvd	Fredericksburg	3.1 S
Fredericksburg Fire Dept	Safety	601 Princess Anne Rd	Fredericksburg	3.1 S
Historic Downtown Fredericksburg	Culture. Recreation, Dining	900 Caroline Street, Fredericksburg	Fredericksburg	3.1 SE
Fredericksburg Police Dept	Safety	2200 Cowan Bld	Fredericksburg	3.4 S
Amtrak/VRE Station	Transportation	200 Lafayette Blvd	Fredericksburg	3.4 SE
Walmart	Retail	11 Village Parkway	Falmouth	3.8 NE
Wegmans	Grocery	2281 Carl D. Silver Pkwy	Fredericksburg	4,2 SW
Central Park (Walmart, Target, Hobby Lobby, Best Buy, Lowe's, Buy Buy Baby, Old Navy, Funland, dining, etc.)	Retail	1541 Carl D. Silver Pkwy	Fredericksburg	4.0 SW
Stafford High School	Education 9-12	63 Stafford Indians Lane	Stafford	4.7 NE
Spotsylvania Towne Centre (Macy's, Belk, Costco, JCPenney, Dicks)	Comparison Retail	137 Spotsylvania Mall	Fredericksburg	4.7 SW
Stafford County Courthouse & Government Center	Government	1300 Courthouse Road	Stafford	8.1 NE
Stafford Hospital	Medical	101 Hospital Center Blvd.	Stafford	8.4 NE

Compiled by Real Property Research Group, Inc.



Map 3 Location of Key Facilities and Services



2. Essential Services

a) Health Care

Two major hospital complexes are nearby – Mary Washington Hospital (MWH) (2.6 miles southwest) and Stafford Hospital (8.4 miles northeast). MWH is equipped with 437 licensed beds and offers specialty services such as trauma care, open heart surgery, neurosurgery, and advanced cancer care. MWH has evolved into a not-for-profit regional system of two hospitals and 28 healthcare facilities, including the 100 bed Stafford Hospital. A NextCare Urgent Care is located 1.1 miles to the northwest.

b) Education

The State of Virginia administers Standards of Learning Assessment Tests to monitor student performance and the quality of classroom instruction in public school systems throughout the state. The most comprehensive testing occurs in the 3rd and 8th grades as well as high school. Elementary and middle school students are tested in core areas including English, mathematics, science, and writing. High school tests are conducted upon students' completion of relevant coursework and focus on more specific subject areas such as algebra II, biology, and geometry, in addition to English and writing. The results of the tests can be used to compare the performance of students in various schools and school districts, and by extension the quality of the schools themselves. To construct this comparison, we compiled and analyzed data on the percentage of

students testing at the state-defined ‘proficient’ level or ‘advanced’ level in core subject areas. We compiled data for the 2018 to 2019 school year.

Based upon the Stafford County Public Schools’ on-line attendance zone maps, school-age residents of the subject site attending public schools would be assigned to Falmouth Elementary School; Drew Middle School; and Stafford High School. Composite test results placed Falmouth Elementary 16th out of 17 elementary schools, scoring lower (55.2 percent) than the county’s composite average (58.5 percent) (Table 5). Residents would attend Edward E. Drew Middle School which ranks 6th of eight middle schools in the county, scoring below the countywide composite average (40.7 versus 45.7 percent). High school students would attend Stafford High School which is ranked last of five schools in the county and achieved a composite score of 91.3 percent, less than the countywide composite average of 94.6 percent.

Table 5 Stafford County School Test Scores – 2021 to 2022

VA SOL 2022					VA SOL 2022						
Rank	School	Grade 3			Rank	School	Grade 8				
		English	Math	Composite			English	Math	Composite		
1	Winding Creek Elementary	65.3%	64.8%	65.1%	1	Rodney E. Thompson Middle	69.1%	49.7%	59.4%		
2	Grafton Village Elementary	65.9%	61.4%	63.6%	2	T. Benton Gayle Middle	63.4%	39.3%	51.3%		
3	Park Ridge Elementary	65.5%	61.7%	63.6%	3	Donald B. Dixon-Lyle R. Smith Middle	59.4%	34.4%	46.9%		
4	Margaret Brent Elementary	64.2%	60.5%	62.4%	4	Andrew G. Wright Middle	61.3%	28.3%	44.8%		
5	Ferry Farm Elementary	56.5%	65.2%	60.9%	5	H.H. Poole Middle	63.4%	23.7%	43.5%		
6	Rockhill Elementary	63.5%	57.9%	60.7%	6	Edward E. Drew Jr. Middle	60.2%	21.2%	40.7%		
7	Hartwood Elementary	58.0%	62.5%	60.2%	7	Stafford Middle	61.6%	19.6%	40.6%		
8	Widewater Elementary	56.7%	63.6%	60.2%	8	Shirley C. Heim Middle	57.9%	19.3%	38.6%		
9	Garrisonville Elementary	57.0%	60.8%	58.9%	Stafford County Average			62.0%	29.4%	45.7%	
10	Rocky Run Elementary	54.6%	62.5%	58.6%	Virginia State Average			60.0%	62.0%	61.0%	
11	Stafford Elementary	58.3%	58.6%	58.4%	High Schools						
12	Hampton Oaks Elementary	55.6%	56.6%	56.1%	VA SOL 2022						
13	Kate Waller Barrett Elementary	51.2%	58.2%	54.7%	Rank	School	English	Math	Composite	Grad Rate	
14	Conway Elementary	53.6%	54.2%	53.9%	1	North Stafford High	67.2%	83.1%	75.1%	93.4%	
15	Anthony Burns Elementary	56.4%	50.5%	53.4%	2	Mountain View High	65.9%	77.3%	71.6%	96.1%	
16	Falmouth Elementary	54.8%	49.5%	52.2%	3	Colonial Forge High	59.3%	75.4%	67.3%	96.4%	
17	Anne E. Moncure Elementary	51.4%	52.4%	51.9%	4	Brooke Point High	65.5%	61.7%	63.6%	95.6%	
Stafford County Average		0.5814882	58.9%	58.5%	5	Stafford Senior High	60.7%	52.5%	56.6%	91.3%	
Virginia State Average		44.0%	78.0%	61.0%	Stafford County Average			63.7%	70.0%	66.9%	94.6%
					Virginia State Average			75.0%	71.0%	73.0%	92.1%

Source: Va Department of Education

The University of Mary Washington is a public university in Fredericksburg, Virginia with nearly 4,400 undergraduates. Germanna Community College is a two year public college located in Stafford.

c) Shopping

The subject is convenient to a wide array of goods and services. The Warrenton Road corridor west of Interstate 95 (stretching 0.8 mile to 3.6 miles from the site) hosts a substantial number of shopping establishments required for daily living that include three supermarkets (Giant, Aldi, Lidl), Walmart Supercenter, CVS, Lowe’s Home Improvement, Target, PetSmart, Dollar Tree, Auto Zone, Big Lots, the UPS store, the US Post Office, Wawa, 7-11, and over a dozen fast food eateries (Starbucks, Dunkin Donuts, Popeyes, Sonic, Chick-Fil-A, Subway). An Arby’s, 7-11, and Dunkin Donut are located 0.3 mile east of the subject.

Perhaps the most notable shopping attraction in the region is Central Park, a 2.5 million square foot retail power center located four miles south of the site in Fredericksburg. Central Park is the largest outdoor shopping mall on the East Coast, with more than 250 retailers and restaurants, providing a wide array of shopping attractions. Anchor tenants include Best Buy, Hobby Lobby, Kohl’s, Target, Lowe’s Home Improvement, Walmart, and Old Navy. Central Park also contains a Regal Cinemas movie theatre, with 14 stadium seating screens.



Another major shopping attraction in the area is the Spotsylvania Towne Centre Shopping Mall located 4.7 miles southwest of the site anchored by Macy's, Belk, Costco, Dick's, JCPenney, and Paragon Theaters. The complex also includes The Village at Towne Centre, an open-air retail district providing a further variety of retailers and dining establishments.

d) *Recreational/ Cultural*

Spotsylvania, Stafford, and Westmoreland counties collaborated with Fredericksburg to fund the Central Rappahannock Regional Library. The closest branch to the subject is 3.1 miles south of the site. Central Park Fun Land is an indoor/outdoor family fun center situated within the Central Park outdoor shopping plaza. The facility offers a variety of attractions including rides, laser tag, go-karts, miniature golf, batting cages, mini bowling, rock climbing and bumper cars. The greater Fredericksburg region has several battlegrounds (Fredericksburg, Chancellorsville, Wilderness) from the civil war that have been preserved and are designated national parks. Informational tours are provided year-round. In addition to the immediate amenities, the site is accessible to both the Washington, D.C. and Richmond metropolitan area attractions.

The Rappahannock River Heritage Trail is a 1.5 mile paved walkway open to pedestrians and cyclists, which opened in 2013 located 2.4 miles south of the subject. The trail offers scenic views of the Rappahannock River. Stafford County is bordered by the Potomac River to the east and the Rappahannock River to the south, and the natural environment provides opportunities for fishing, boating, and hiking. Additionally, the Stafford County Department of Parks and Recreation manages eleven public parks and trail facilities in the county.

Downtown Historic Fredericksburg is approximately three miles southeast from the subject site to the south. Home to Mary Washington University, the city was founded in 1728 and offers a variety of small businesses, including antique shops, restaurants, and a variety of retail stores and services.

E. Overall Site Conclusion

The site's location astride Warrenton Road provides easy access to a wide variety of services, institutions, employment nodes, and recreational amenities in both the local area and region. The on ramps to Interstate 95 are less than one-half mile from the site and offer connections south to Fredericksburg and Richmond and north to Stafford and the greater DC region. Warrenton Road west of Interstate 95 hosts several shopping centers anchored by supermarkets, Target, Walmart, and Lowes. Central Park, the largest shopping mall in the region, is four miles to the south. Long term plans spearheaded by Stafford County could dramatically transform the corridor over the next five to ten years with a greater variety of residential and retail options. The subject will be the first introduction of multifamily housing (market rate or affordable) east of Interstate 95 and north of the Rappahannock River heading north until the city limits of Stafford.



IV. ECONOMIC CONTEXT

A. Introduction

This section focuses on economic trends and conditions in Greater Fredericksburg that include the city of Fredericksburg and Stafford and Spotsylvania Counties. For purposes of comparison, economic trends in Virginia and the nation are also discussed. The regional economy was only moderately impacted by the COVID-19 lockdown in 2020 and then quickly recovered to prior patterns of growth and low unemployment.

B. Labor Force, Resident Employment, and Unemployment

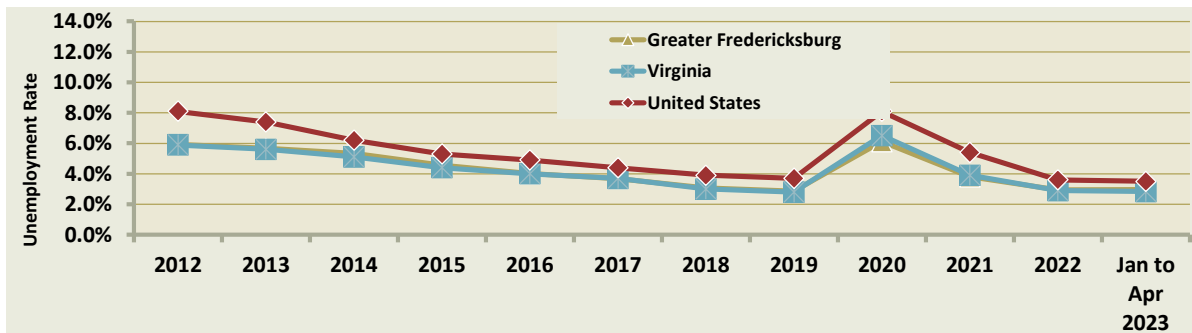
1. Trends in Annual Average Labor Force, Resident Employment, and Unemployment Rates

Greater Fredericksburg’s total labor force has grown steadily over the past 11+ years with a net increase of 20,180 since 2012 (14.1 percent) growing to 163,228 workers through April 2023. The labor force declined by less than 1,400 workers during the COVID years of 2020 and 2021 and then strongly rebounded in 2022 and the first four months of 2023 gaining over 8,000 workers (Table 6). The region’s employed residents grew steadily from 2012 to 2019, fell by 6,400 workers in response to the pandemic, and then quickly recovered starting in 2021. With the onset of the COVID-19 pandemic in 2020, the number of unemployed persons increased sharply to 9,487. The number of unemployed persons subsequently declined to 5,905 in 2021, indicating initial economic recovery and then fell to 4,859 as of the first four months of 2023, on par with the lowest levels since 2012 (Table 6).

Table 6 Labor Unemployment Rates

Annual Average Unemployment	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Jan to Apr 2023
Labor Force	143,048	144,041	144,962	144,394	146,985	149,826	151,870	156,475	155,097	155,093	159,638	163,228
Employment	134,569	135,876	137,231	137,814	141,098	144,288	147,209	152,010	145,610	149,188	154,928	158,369
Unemployment	8,479	8,165	7,731	6,580	5,887	5,538	4,661	4,465	9,487	5,905	4,710	4,859
Unemployment												
Greater Fredericksburg	5.9%	5.7%	5.3%	4.6%	4.0%	3.7%	3.1%	2.9%	6.1%	3.8%	3.0%	3.0%
Virginia	5.9%	5.6%	5.1%	4.4%	4.0%	3.7%	3.0%	2.8%	6.5%	3.9%	2.9%	2.8%
United States	8.1%	7.4%	6.2%	5.3%	4.9%	4.4%	3.9%	3.7%	8.1%	5.4%	3.6%	3.5%

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



The unemployment rates among Greater Fredericksburg residents paralleled Virginia’s statewide rates and stayed below national unemployment rates over the last 11+ years. Decreases in local and statewide unemployment rate mirrored national trends. Since peaking at 5.9 percent in 2012,



the rate has fallen consistently through 2019. The average Greater Fredericksburg rate was low at 2.9 percent in 2019, comparable to the statewide rate for Virginia of 2.8 percent and below the national rate (3.7 percent). The local unemployment rate surged to 6.1 percent in 2020 reflecting COVID – related layoffs, less than the state rate of 6.5 percent and the national rate of 8.1 percent but swiftly fell to 3.8 percent in 2021 as the economy recovered from the impact of the pandemic. As of January to April 2023, the region’s unemployment rate stood at 3.0 percent, equal to the lowest rates since 2012.

2. Commutation Patterns

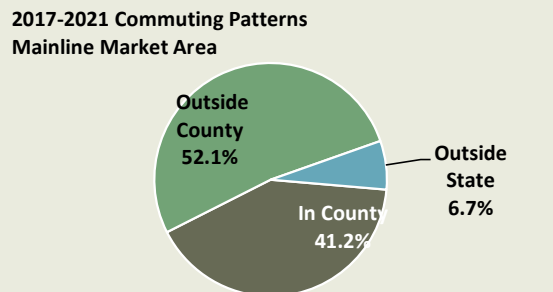
According to the 2017-2021 American Community Survey (ACS) data, 32.5 percent of workers residing in the Mainline Market Area commuted less than 20 minutes. Fourteen percent commuted 20 to 29 minutes; 14 percent commuted 30 to 44 minutes; and 29 percent commuted 45 minutes or more (Table 7).

Forty-one percent workers residing in the Mainline Market Area worked in Stafford County and 52 percent worked outside the county. Seven percent of market area workers commuted out of state for work.

Table 7 Commutation Data, Mainline Market Area

Travel Time to Work			Place of Work		
Workers 16 years+	#	%	Workers 16 years and over	#	%
Did not work at home:	55,840	89.2%	Worked in state of residence:	58,357	93.3%
Less than 5 minutes	1,386	2.2%	Worked in county of residence	25,763	41.2%
5 to 9 minutes	4,282	6.8%	Worked outside county of residence	32,594	52.1%
10 to 14 minutes	7,176	11.5%	Worked outside state of residence	4,221	6.7%
15 to 19 minutes	7,496	12.0%	Total	62,578	100%
20 to 24 minutes	5,654	9.0%			
25 to 29 minutes	3,347	5.3%			
30 to 34 minutes	4,470	7.1%			
35 to 39 minutes	1,685	2.7%			
40 to 44 minutes	2,401	3.8%			
45 to 59 minutes	5,424	8.7%			
60 to 89 minutes	7,341	11.7%			
90 or more minutes	5,178	8.3%			
Worked at home	6,738	10.8%			
Total	62,578				

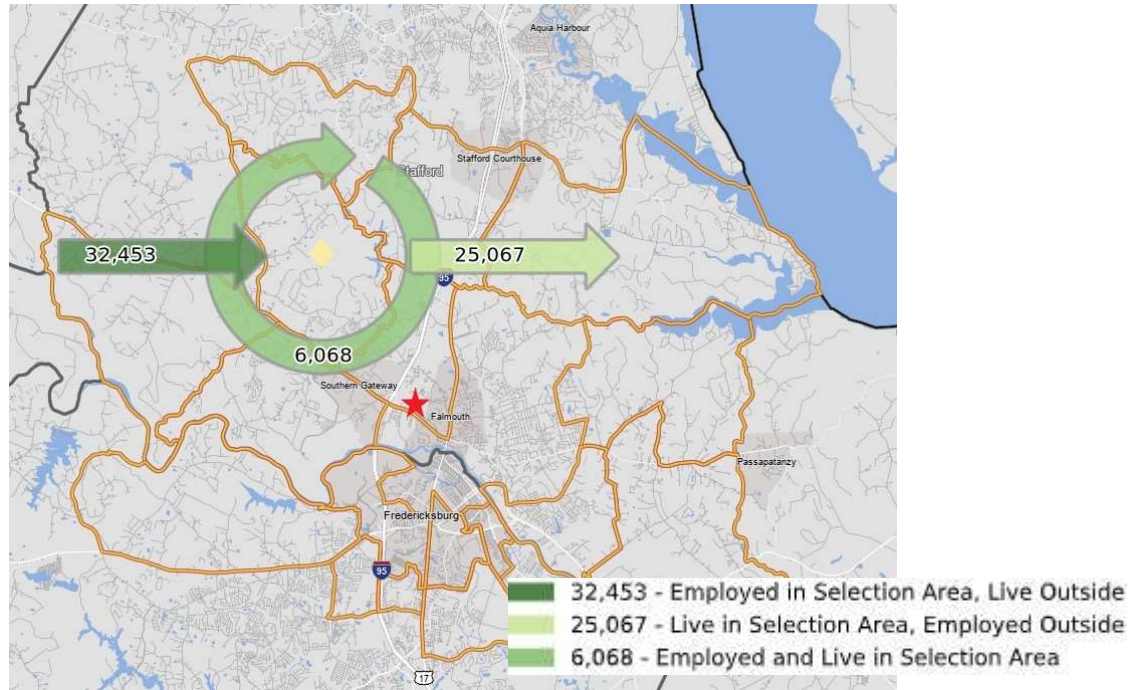
Source: American Community Survey 2017-2021



Source: American Community Survey 2017-2021

The On The Map analysis program from the US Census provides a snapshot of where workers who are employed in the targeted employment clusters actually live. This analysis uses census tracts that duplicate the boundaries of market area as delineated in orange in Map 4. The total employment as of 2020 in the market area is 38,521 workers. Significantly, the 32,453 workers (84 percent of total employment) who commute daily into the market area represent an opportunity for attracting future tenants at Mainline. In contrast, only 6,068 workers also live within the market area boundaries. The 25,067 workers who live in the market area and commute to employment outside of the market area indicate that this district also serves as a bedroom community.

Map 4 Inflow/ Outflow of Workers in Mainline Market Area



Source: US Census On The Map 2020

C. At-Place Employment

1. Trends in Total At-Place Employment

After the last recession ended, At-Place Employment in Greater Fredericksburg increased from 89,335 jobs in 2009 to 105,968 jobs in 2019 (Figure 7). Over this period, the region gained 16,663 jobs, an expansion of 18.6 percent with growth recorded each year. In 2020, the impact of the COVID slowdown contributed to the loss of 4,636 jobs (-4.4 percent) with employment falling to 101,332 jobs. However, the impact was short lived since 63 percent of the losses were recouped in 2021 and by 2022 exceeded the 2019 level by 1,700 nearly 1,000 jobs. As illustrated in the bottom of Figure 7, the local area's annual growth rate since 2015 has generally exceeded the national growth rate though the proportionate loss in 2020 was smaller than the national rate and local recovery was more moderate.

2. At-Place Employment by Industry Sector

As of 2022, Government and Trade-Transportation-Utilities are the largest employment sectors in Greater Fredericksburg, accounting for 20.3 and 20.4 percent of the employment base, respectively and larger than their respective national shares (Figure 8). The next three largest sectors in the local economy are Education-Health, Professional-Business, and Leisure-Hospitality, with shares ranging from approximately 12 to 15 percent of the local job base. Two of these sectors represent a smaller proportion of the local economy compared to the national share; the Leisure-Hospitality sector has a slightly larger share. Three sectors are much smaller in size, each accounting for four to seven percent of the region's job base – Other, Financial Activities, and Construction.



Figure 7 At-Place Employment

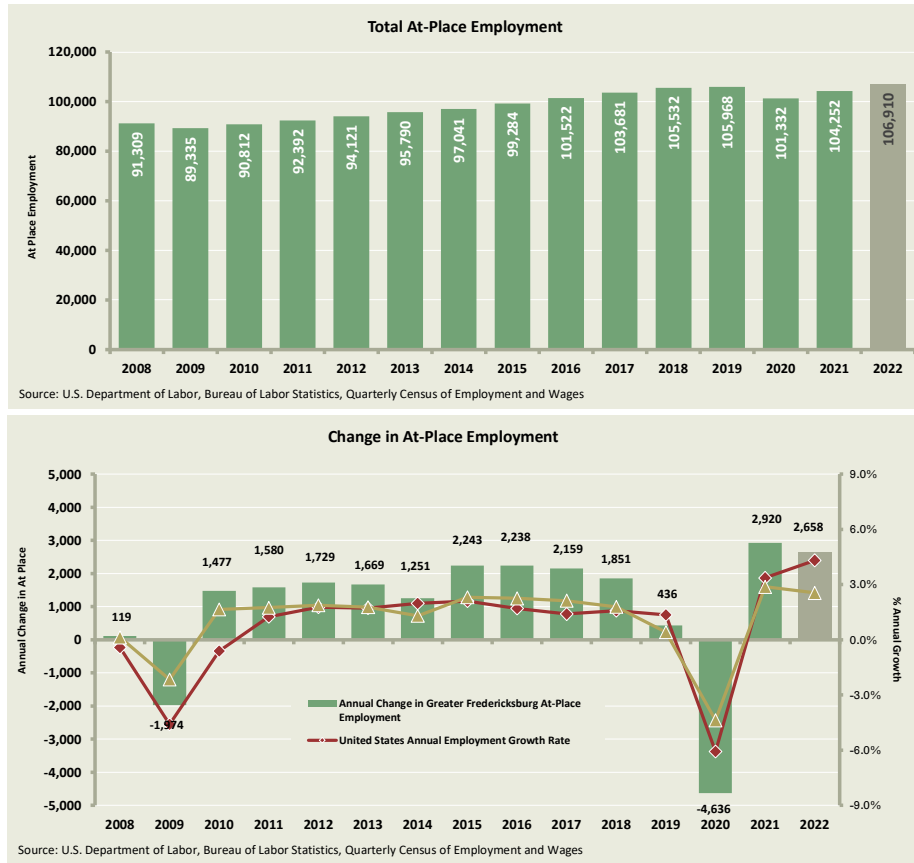
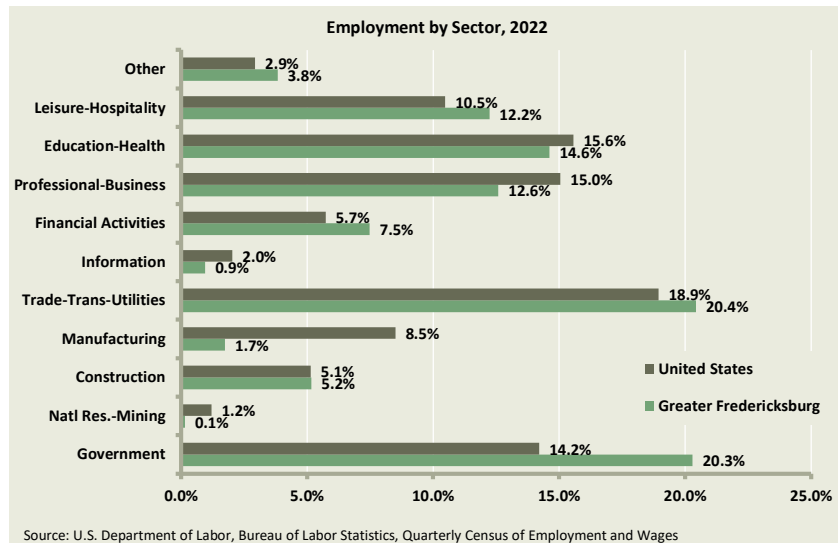


Figure 8 Total Employment by Sector, 2022, Greater Fredericksburg



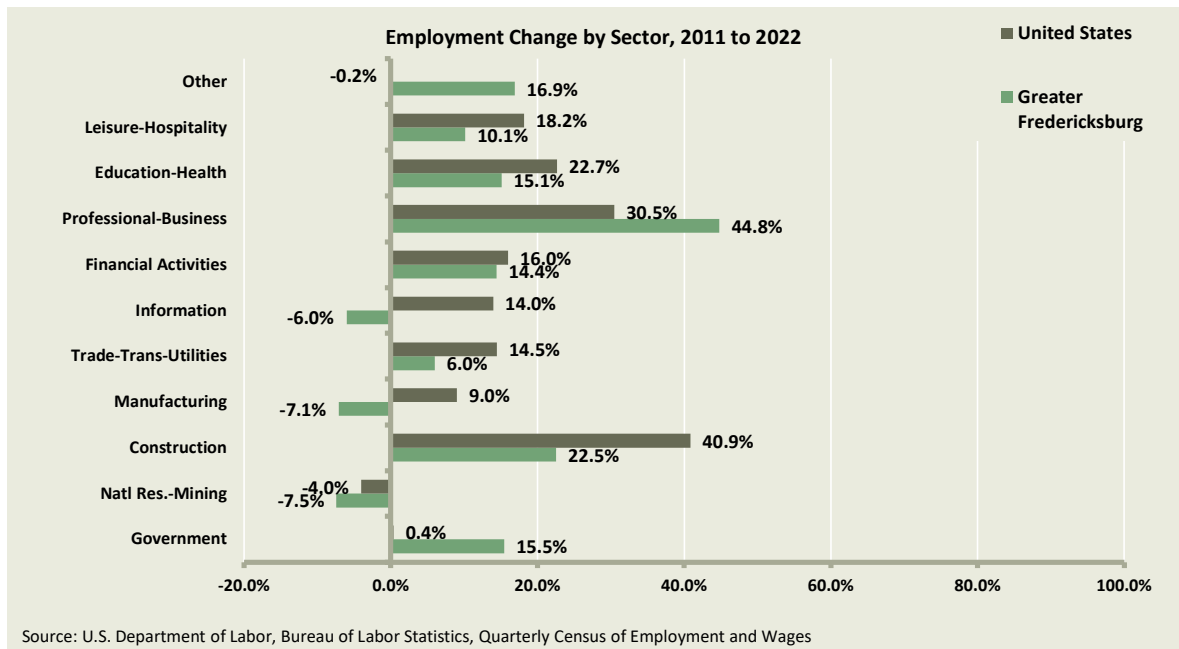
Sector	Other	Leisure-Hospitality	Education-Health	Professional-Business	Financial Activities	Information	Trade-Trans-Utilities	Manufacturing	Construction	Natl. Res.-Mining	Government	Total Employment
Jobs	4,658	13,077	15,627	13,451	7,999	1,014	21,839	1,862	5,526	159	21,698	106,910



3. Employment Change by Sector

Eight of 11 economic sectors added jobs in Greater Fredericksburg from 2011 through the 2022 (Figure 9). Professional-Business and Construction were two sectors with growth exceeding 20 percent (44.8 and 22.5 percent, respectively). Four sectors grew in the 10 to 20 percent range. The largest sector of Trade-Transportation-Utilities increased by 6.0 percent; Leisure-Hospitality increased by 10.1 percent. Three of the smaller sectors (Information, Manufacturing, and Natural Resources-Mining) posted losses. Three sectors recording positive growth outperformed the rate of growth compared to their national rates.

Figure 9 Employment Change by Sector, 2011 - 2022



D. Major Employers

The subject lies between two major employment nodes; the city of Fredericksburg due south of the site, and the Interstate 95 corridor heading north in Stafford County towards Stafford, Quantico, and Northern Virginia (on ramps located one-half mile west of the site).

Table 8 outlines the City of Fredericksburg’s largest employers in terms of number of employees as reported by the Virginia Economic Commission Q4 2022. Mary Washington Hospital, the Medix Health System, and the University of Mary Washington are the three largest employers in the city, each with more than 1,000 employees. Additional major employers include those in the Education-Health and Government sectors. Two retailers, Walmart and Wegmans, are also among the ten largest employers.

Table 9 outlines Stafford County’s largest employers in terms of number of employees as reported by the Virginia Economic Commission Q4 2022. Five of the largest are government institutions including two local entities (county government and the local public-school system), the state Virginia Department of Transportation, and two federal agencies (FBI and DOD). The largest private employers are Geico and Walmart. Other large private employers include the local hospital system

and McLane Mid Atlantic. In addition to Walmart, six of the largest employers are in the retail sector. Three large employers are in business services.

Table 8 Largest Employers, Fredericksburg

Rank	Name	Sector	Employment
1	Mary Washington Hospital	Healthcare	1,000 plus
2	Medicorp Health System	Healthcare Management	1,000 plus
3	University of Mary Washington (UMW)	Higher Education	1,000 plus
4	Fredericksburg City Public Schools	Public Education	500 - 999
5	City of Fredericksburg	Government	500 - 999
6	Walmart	Retail	250 - 499
7	Wegmans	Retail	250 - 499
8	Mary Washington Healthcare	Healthcare Management	250 - 499
9	Rappahannock Regional Jail	Government/ Safety	250 - 499
10	Snowden Services, Inc.	Medical	250 - 499

Source: Virginia Employment Commission, Quarterly Census of Employment and Wages, Q4 2022

Table 9 Largest Employers – Stafford County

Rank	Name	Sector	Employment
1	Stafford County Schools	Education	1,000 plus
2	GEICO	Insurance	1,000 plus
3	US FBI	Government	1,000 plus
4	US DOD	Government	1,000 plus
5	County of Stafford	Government	1,000 plus
6	Walmart	Retail	1,000 plus
7	McLane Mid Atlantic	Wholesalers	500-999
8	Mary Washington Hospital	Healthcare	500-999
9	Brothers RC Contractors LLC	Construction	250 - 499
10	Intuit	Business Services	250 - 499
11	Lowes Home Centers	Retail	250 - 499
12	Simventions Inc	Business Services	250 - 499
13	Target	Retail	250 - 499
14	Giant Food	Retail	250 - 499
15	WaWa	Retail	250 - 499
16	YMCA	Non Profit	250 - 499
17	McDonalds	Retail	250 - 499
18	VDOT	Government	250 - 499
19	Administaff	Business Services	250 - 499
10	Weis Markets	Retail	250 - 499

Source: Virginia Employment Commission, Quarterly Census of Employment and Wages, Q4 2022

E. Wage Data

The average annual wage in 2022 for Greater Fredericksburg was \$63,108, 11.3 percent lower than the state average of \$71,136 and 9.8 percent lower than the national average of \$69,985 (Table 10). The region's average annual wage in 2022 represents an increase of \$19,383, or 44.3 percent, since 2010.

The average wage in Greater Fredericksburg is lower than the national average wage among ten of 11 sectors with the Government sector the only sector to have a higher average wage compared to the national average (\$80,180 versus \$76,542) (Figure 10). Information (\$107,964), Professional-



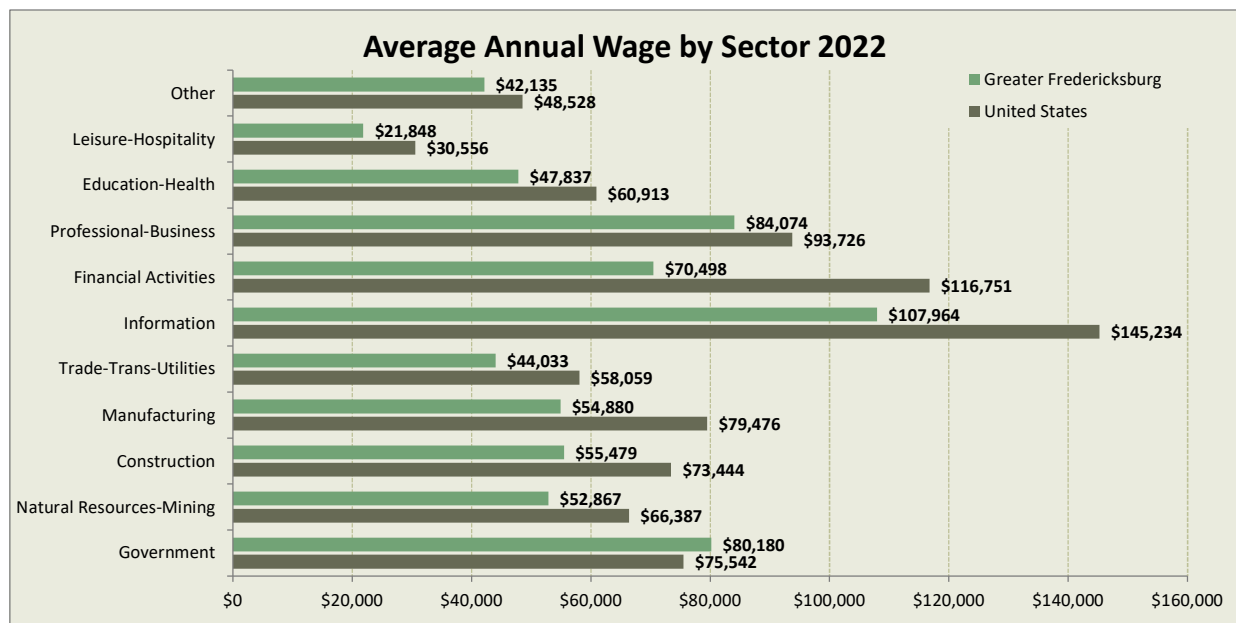
Business (\$84,074), and Government (\$80,180) are the highest paying sectors in Greater Fredericksburg. The largest sector, Trade-Transportation-Utilities, records an average annual wage of \$44,033, \$14,000 lower than the national sector wage of \$58,059.

Table 10 Wage Data, Greater Fredericksburg

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Greater Fredericksburg	\$43,725	\$45,529	\$46,634	\$46,699	\$47,945	\$48,396	\$48,922	\$50,710	\$51,913	\$53,730	\$58,495	\$60,834	\$63,108
Virginia	\$49,651	\$50,657	\$51,646	\$51,918	\$52,929	\$54,276	\$54,836	\$56,503	\$58,239	\$60,200	\$65,159	\$67,990	\$71,136
United States	\$46,751	\$48,043	\$49,289	\$49,808	\$51,364	\$52,942	\$53,621	\$55,390	\$57,266	\$59,209	\$64,021	\$67,610	\$69,985

Source: U.S. Department of Labor, Bureau of Labor Statistics, Quarterly Census of Employment and Wages

Figure 10 Annualized Wage Data by Sector



Source: U.S. Department of Labor, Bureau of Labor Statistics, Quarterly Census of Employment and Wages

F. Recent Economic Expansions, Contractions, and Projections

Several firms have recently announced expansion plans in Stafford County based on discussions with the staff of the Stafford County Economic Development Authority:

- **Amazon** is expanding its distribution facilities in the Centerport Parkway Business Park. The first facility opened in 2022 and will employ 400 workers. A second facility is planned and will employ 700 workers at full build out.
- **Stafford Regional Airport** expanded its runway to 6,000 feet as part of the Amazon investment in Centerport Parkway Business Park which will also make the facility more attractive to small-owner aircraft and provide corporate hangar opportunities for major firms with private planes.
- A new **Fed Ex** distribution facility opened in the Centerport Parkway Business Park in 2022 and will eventually employ 400 to 500 workers.
- **DHL Supply Chain** opened a distribution center in Venture Business Park off Courthouse Parkway in 2022 and will employ 450 workers.



- **Univision USA** recently opening a new production facility in Quantico Corporate Center employing 40 workers.

RPRG reviewed the State of Virginia's Employment Development Department's website to identify WARN Notices issued for the region since June 1st, 2022. No notices were posted.

G. Economic Conclusions

The regional economy was only moderately impacted by the COVID-19 lockdown in 2020 and then quickly reverted back to prior patterns of growth and low unemployment. At-Place Employment gained 16,653 jobs (18.6 percent) between 2012 and 2019, fell by 4,600 jobs in 2020 as a result of COVID related layoffs but then quickly recovered in 2020 and added 1,000 jobs above 2019 levels as of 2022. Until the full impact of the COVID-19 downturn became evident in 2020, the unemployment rate in Greater Fredericksburg had fallen to 2.9 percent in 2019, comparable to state and below national rates. After a spike in 2020, unemployment rates have fallen back to 3.0 percent comparable to pre-COVID levels.

The employment base is diverse. As of 2022, Government and Trade are the largest employment sectors in the local area accounting for 41 percent of the employment base followed by Education-Health, Professional-Business, and Leisure-Hospitality. The largest employers are medical centers, universities, federal, state, and local government, Geico, and national retailers (Walmart and Wegman's). Significantly, the 32,500 workers (84 percent of total employment) who commute daily into the market area represent an opportunity for attracting future tenants at Mainline. Additionally, the 25,000 workers who live in the market area and commute to employment outside of the market area indicate that this district also serves as a bedroom community.



V. MARKET AREA DEFINITION

A. Introduction

The primary market area for the Mainline Apartments Phase is defined as the geographic area from which future residents of the community would primarily be drawn and in which competitive rental housing alternatives are located. In defining the market area, RPRG sought to accommodate the joint interests of conservatively estimating housing demand and reflecting the realities and dynamics of the local rental housing marketplace.

B. Delineation of Market Area

The primary market area for the proposed Mainline Apartments Phase I is defined as the geographic area from which future residents of the community would primarily be drawn and in which competitive rental housing alternatives are located. In defining the primary market area, RPRG sought to accommodate the joint interests of conservatively estimating housing demand and reflecting the realities of the local rental housing marketplace.

The market area is depicted in Map 5. The area highlighted will be referred to as the Mainline Market Area, the primary market area, or simply the market area, in the remainder of this report. In defining the Mainline Market Area, RPRG focused on areas within the southern part of Stafford County south of Stafford, the city of Fredericksburg, and the northern section of Spotsylvania County bordering Stafford County and Fredericksburg. Route 17 (Warrenton Road), the location of the subject, effectively divides the market area in half on an east-west axis; Interstate 95 (one-half mile west of the subject) divides the market area in half on a north-south axis.

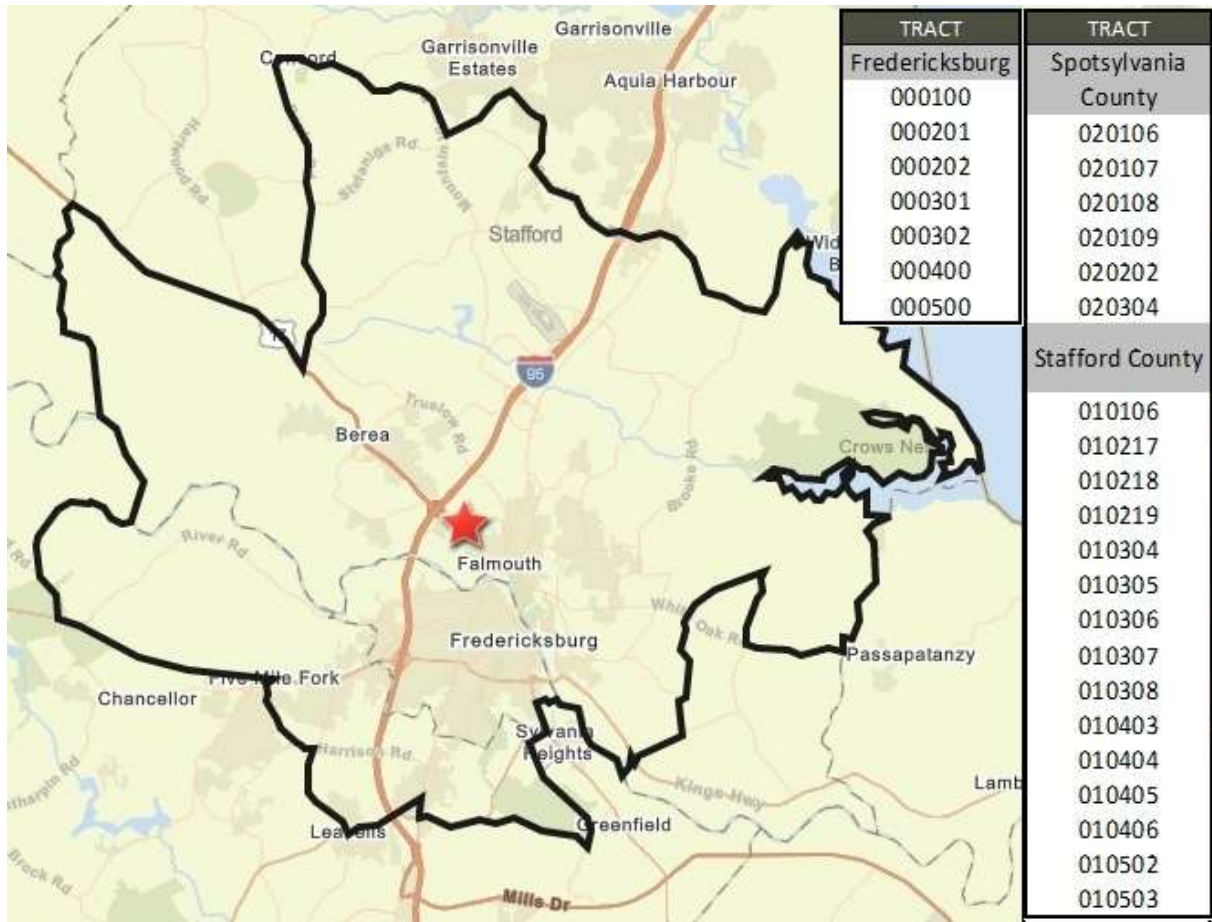
The following are the (rough) market area boundaries:

- **North:** Mountain View Road, Courthouse Road, Potomac River 8.6 miles
- **East:** Potomac River, Black Swamp Branch 22.6 miles
- **South:** White Oak Road, Forest Lane Road, Mine Road, Plank Road 6.7 miles
- **West:** Poole Road, Stafford County Line, Rappahannock River, Route 616, Harrison Road 12.3 miles

As appropriate for this analysis, the market area is compared and contrasted to the Greater Fredericksburg region as a whole, also referred to as the region or Secondary Market Area (SMA). The Greater Fredericksburg Region is defined by RPRG as the core city of Fredericksburg and Stafford and Spotsylvania Counties. The demand analysis is based only on the primary market area.



Map 5 Mainline Market Area



VI. DEMOGRAPHIC CONTEXT

A. Introduction and Methodology

RPRG analyzed recent trends in population and households in the Mainline Market Area and Greater Fredericksburg Region using various U.S. Census Bureau data sources including the 2010 and 2020 Censuses of Population and Housing and the American Community Survey (ACS) for 2016 to 2020. For small area estimates, we examined projections of population and households prepared by Esri, a national data vendor. Building permit trends collected from the HUD State of the Cities Data Systems (SOCDS) database were also considered.

All demographic data is based on historic Census data. Local area projections for the city of Fredericksburg and Stafford and Spotsylvania Counties are provided by the Weldon Cooper Center for Public Service at the University of Virginia and rely on the 2020 US Census, similar to Esri. Trended US Census data and Esri's estimates for 2023 were comparable; as such, we have elected to use Esri's estimate of population and households as of 2023 and then trended the 2010-2020 Census growth rate to project growth over the next five years as this is a more accurate reflection of ongoing growth and development trends in the market area.

B. Trends in Population and Households

Strong growth experienced during the last 13 years is projected to accelerate (on a nominal basis) over the 2023 to 2028 period.

1. Recent Past Trends

The Mainline Market Area grew at a healthy pace during the 2010 to 2023 period, faster than the Greater Fredericksburg Region as a whole. According to the U.S. Census data, the population of the market area grew by 27.2 percent between 2010 and 2023, a gain of 29,001 residents over the 13 year period (2.1 percent annual growth) (Table 11). During the same period, the number of in market area households increased by 29.7 percent, from 37,937 in 2010 to 49,199 in 2023, or an average annual increase of 2.3 percent (866 households).

Population and household growth rates were somewhat slower in the region during this period (though still robust). The population of the region increased by 24.1 percent between 2010 and 2023 while the household base increased by 26.1 percent, translating to 1.9 percent in annual population growth and 2.0 percent in household growth.

2. Estimated and Projected Trends

Based on trended census trends and Esri's projected change in growth rates, RPRG projects that the market area's population growth rate will fall to 1.9 percent annually between 2023 and 2028 though on a nominal basis will grow by 2,630 people annually, bringing the total population to 148,781 people. Growth in the market area's household base will fall to 2.1 percent but also grow on a nominal basis by 1,035 households annually, annually bringing total households to 54,372.

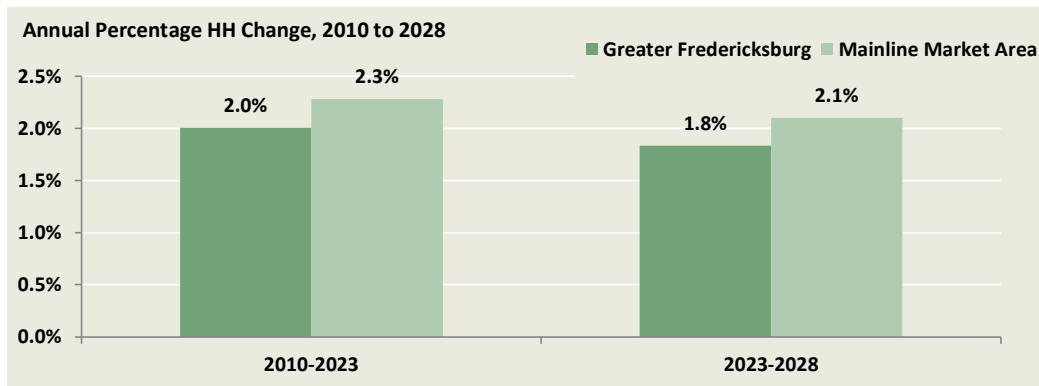
Population and household growth rates in the region over the next five years will fall on a percentage basis but also grow on a nominal basis compared to growth experienced over the previous 13 years. Region-wide annual growth between 2023 and 2028 is projected at 1.7 percent for population and 1.8 percent for households.



Table 11 Population and Household Projections

Greater Fredericksburg						Mainline Market Area					
Population	Count	Total Change		Annual Change		Count	Total Change		Annual Change		
		#	%	#	%		#	%	#	%	
2010	275,619					106,631					
2023	342,115	66,496	24.1%	5,115	1.9%	135,632	29,001	27.2%	2,231	2.1%	
2028	371,467	29,352	8.6%	5,870	1.7%	148,781	13,149	9.7%	2,630	1.9%	
Households	Count	Total Change		Annual Change		Count	Total Change		Annual Change		
		#	%	#	%		#	%	#	%	
2010	93,208					37,937					
2023	117,514	24,306	26.1%	1,870	2.0%	49,199	11,262	29.7%	866	2.3%	
2028	128,299	10,785	9.2%	2,157	1.8%	54,372	5,173	10.5%	1,035	2.1%	

Source: 2010 Census; 2020 Census; Esri; and Real Property Research Group, Inc.



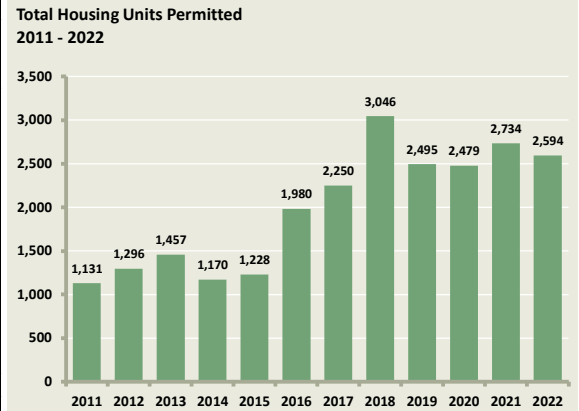
C. Building Permit Trends

Residential permit activity remained fairly stable between 2011 to 2015 in Greater Fredericksburg, averaging 1,256 permits annually (Table 12). Since 2016, permit activity has significantly increased (more than doubling) to an annual average of 2,511 permits, ranging from 1,980 permits in 2016 to a peak of 3,046 permits in 2018. The most recent year, 2022, recorded 2,594 permits issued. Roughly 76 percent of permitted units are in single-family structures and 24 percent are in multi-family structures with five or more units, which are typical of multi-family rental communities.

Table 12 Building Permits by Structure Type, Greater Fredericksburg

Greater Fredericksburg					
Year	Single - Unit	Two Units	3-4 Units	5+ Units	Ann. Total
2011	829	0	0	302	1,131
2012	1,025	14	0	257	1,296
2013	1,457	0	0	0	1,457
2014	1,170	0	0	0	1,170
2015	1,228	0	0	0	1,228
2016	1,852	0	0	128	1,980
2017	1,980	0	0	270	2,250
2018	1,737	0	0	1,309	3,046
2019	1,650	0	0	845	2,495
2020	1,847	0	0	632	2,479
2021	1,895	0	0	839	2,734
2022	1,531	0	0	1,063	2,594
2011-2022	18,201	14	0	5,645	23,860
Ann. Avg.	1,517	1	0	470	1,988

Source: U.S. Census Bureau, C-40 Building Permit Reports.





D. Demographic Characteristics

1. Age Distribution and Household Type

The Mainline Market Area’s median age of 37 is one year older than the region median age (36 years) (Table 13). Adults ages 35 to 61 years account for 34 percent of the market area, less than the region’s 36 percent share. Young adults aged 20 to 34 years comprise 20 to 21 percent of both areas. Children and youth under age 20 comprise one quarter of the market area population and 27 percent of the region’s population. Seniors aged 62 and older comprise 20 percent of the market area and 17 percent of the region’s population.

According to recently released 2020 Census data, the dominant household type in the market area is households without children with a 46 percent share, similar to the 47 percent share in the Greater Fredericksburg Region (Table 14). Households with children constitute 30 percent of households in the market area, a lesser share than in the region (one-third). Individuals living alone – a category that typically includes many young adults and seniors – accounted for one quarter of the households in the Mainline Market Area and 20 percent of the households throughout the region as of 2020.

Table 13 Age Distribution

2023 Age Distribution	Greater Fredericksburg		Mainline Market Area	
	#	%	#	%
Children/Youth	91,131	26.6%	34,498	25.4%
Under 5 years	20,352	5.9%	7,562	5.6%
5-9 years	22,604	6.6%	8,284	6.1%
10-14 years	24,272	7.1%	8,880	6.5%
15-19 years	23,903	7.0%	9,772	7.2%
Young Adults	69,604	20.3%	28,071	20.7%
20-24 years	20,203	5.9%	8,694	6.4%
25-34 years	49,401	14.4%	19,377	14.3%
Adults	121,807	35.6%	46,459	34.3%
35-44 years	47,041	13.8%	17,839	13.2%
45-54 years	44,135	12.9%	16,729	12.3%
55-61 years	30,631	9.0%	11,891	8.8%
Seniors	59,573	17.4%	26,604	19.6%
62-64 years	13,127	3.8%	5,096	3.8%
65-74 years	30,005	8.8%	12,974	9.6%
75-84 years	12,771	3.7%	6,338	4.7%
85 and older	3,670	1.1%	2,196	1.6%
TOTAL	342,115	100%	135,632	100%
Median Age	36		37	

Source: Esri; RPRG, Inc.

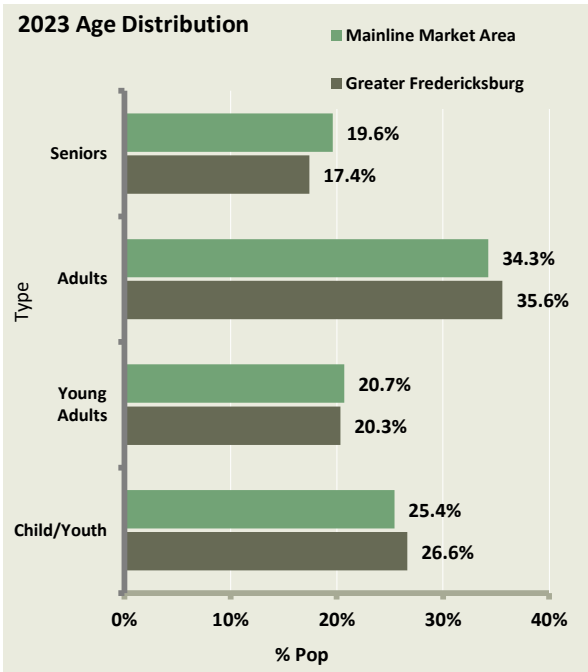
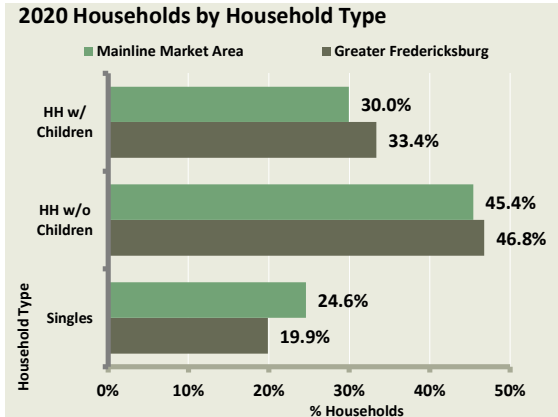




Table 14 Households by Household Type

2020 Households by Household Type	Greater Fredericksburg		Mainline Market Area	
	#	%	#	%
Married/ Cohabiting w/Children	29,288	26.4%	10,408	23.0%
Other w/ Children	7,800	7.0%	3,121	6.9%
Households w/ Children	37,088	33.4%	13,529	30.0%
Married/ Cohabiting wo/Children	39,950	36.0%	15,610	34.6%
Other Family w/o Children	9,499	8.5%	3,694	8.2%
Non-Family w/o Children	2,508	2.3%	1,223	2.7%
Households w/o Children	51,957	46.8%	20,527	45.4%
Singles	22,057	19.9%	11,111	24.6%
Total	111,102	100%	45,167	100%

Source: 2020 Census; RPRG, Inc.



2. Household Characteristics

As of the 2010 Census, 13,268 renter households resided in the Mainline Market Area representing 35.0 percent of all households, while 24,669 owner occupied households accounted for 65.0 percent (Table 15). Based on recently released 2020 Census Population and Housing Characteristics (PHC) data, the market area renter household base grew by 2,185 households to 15,453 while the owner base households grew to 33,262 households.

Table 15 Comparison of Census Trends to Esri Estimates

	Census		ESRI 2023	Census to Census 2010-20	Census to Esri 2020-23
	2010	2020			
Owner HHlds	24,669	29,714	33,262	5,045	3,548
Renter Hhlds	13,268	15,453	15,937	2,185	484
Total	37,937	45,167	49,199	7,230	4,032

Source: U.S. Census of Population and Housing 2010,2020; Esri

We note that the actual 2020 renter household count is roughly comparable to Esri’s 2023 renter household count. Obviously, Esri did not have the benefit of the most recent Census data released in May 2023 when they released their newest round of projections in June 2023. To arrive at a 2023 household estimate by tenure, we trended 2010 to 2020 household growth by tenure to 2023 and applied those owner/renter percentages to our 2023 household estimate (Table 16).

The Mainline Market Area rentership rate decreased to 34 percent in 2023 from 34.2 percent in 2020. The market area’s annual average growth by tenure over the past 13 years was 267 renter households (1.8 percent) and 599 owner households (2.1 percent). The last column of Table 16 (blue shaded) quantifies the market area’s net growth by tenure over the past 13 years; renter households contributed 30.9 percent of net household growth over this period.

Based on our research including an analysis of demographic and multi-family trends, RPRG projects renter households will continue to contribute roughly 30.9 percent of net household growth over the next five years, matching the renter share of household growth over the past 13 years (Table 17).



Table 16 Household Change by Tenure, 2000 to 2023

Greater Fredericksburg	2010		2020		2023		Change 2010-2023				% of Change 2010 - 2023
	#	%	#	%	#	%	Total Change		Annual Change		
Housing Units	#	%			#	%	#	%	#	%	
Owner Occupied	69,215	74.3%	81,196	73.1%	85,550	72.8%	16,335	23.6%	1,257	1.6%	67.2%
Renter Occupied	23,993	25.7%	29,906	26.9%	31,964	27.2%	7,971	33.2%	613	2.2%	32.8%
Total Occupied	93,208	100%	111,102	100%	117,514	100%	24,306	26.1%	1,870	1.8%	100%
Total Vacant	6,414		6,116		-296						
TOTAL UNITS	99,622		117,218		117,218						

Mainline Market Area	2010		2020		2023		Change 2010-2023				% of Change 2010 - 2023
	#	%	#	%	#	%	Total Change		Annual Change		
Housing Units	#	%			#	%	#	%	#	%	
Owner Occupied	24,669	65.0%	29,714	65.8%	32,457	66.0%	7,788	31.6%	599	2.1%	69.1%
Renter Occupied	13,268	35.0%	15,453	34.2%	16,742	34.0%	3,474	26.2%	267	1.8%	30.9%
Total Occupied	37,937	100%	45,167	100%	49,199	100%	11,262	29.7%	866	2.0%	100%
Total Vacant	2,695		2,360		2,749						
TOTAL UNITS	40,632		47,527		51,948						

Source: U.S. Census of Population and Housing, 2010, 2020; RPRG, Inc.

Table 17 Households by Tenure, 2023-2028

Mainline Market Area	2023		2028 RPRG HH by Tenure		RPRG Change by Tenure		Annual Change by Tenure	
	#	%	#	%	#	%	#	%
Housing Units	#	%	#	%	#	%	#	%
Owner Occupied	35,631	68.1%	39,208	68.2%	3,577	69.1%	715	2.0%
Renter Occupied	16,718	31.9%	18,314	31.8%	1,596	30.9%	319	1.9%
Total Occupied	52,349	100%	57,522	100%	5,173	100%	1,035	2.0%
Total Vacant	2,749		2,668					
TOTAL UNITS	55,098		60,190					

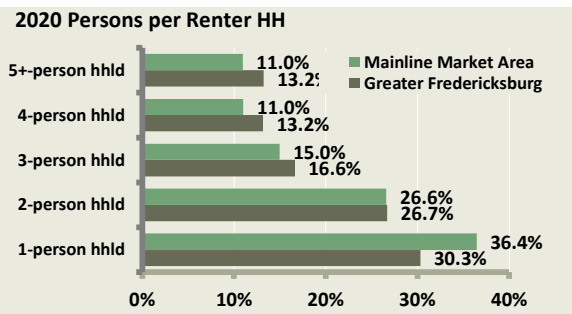
Source: Esri, RPRG, Inc.

According to recently released census data, single person households are the most common household type among renter households in the Mainline Market Area and SMA at 36 percent compared to 30 percent in Greater Fredericksburg (Table 18). Another one quarter of market area renter households are two person households (26.6 percent). Three and four person households constitute 26 percent of market area renter households and 11 percent of households have five or more persons.

Table 18 Renter Households by Persons per Household

Renter Occupied	Greater Fredericksburg		Mainline Market Area	
	#	%	#	%
1-person hhld	9,065	30.3%	5,631	36.4%
2-person hhld	7,980	26.7%	4,113	26.6%
3-person hhld	4,971	16.6%	2,311	15.0%
4-person hhld	3,935	13.2%	1,704	11.0%
5+-person hhld	3,955	13.2%	1,694	11.0%
TOTAL	29,906	100%	15,453	100%

Source: 2020 Census



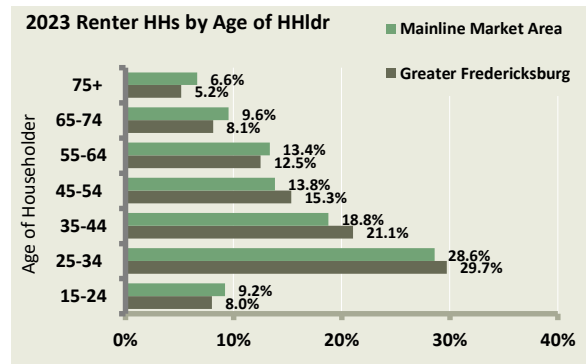


The market area and region have comparable shares of young renters (Table 19). Renters less than 35 years old comprise 38 percent of the market area and region. Adults 35-54 years represent 33 percent of renter households in the market area and 36 percent in the region. Active adults aged 55 to 74 years represent 23 percent of renters in the market area and 21 percent regionwide. Elderly renters, with householders aged 75 and older account for a seven percent share in the market area compared to five percent in the region as a whole.

Table 19 Renter Households by Age of Householder

Renter Households	Greater Fredericksburg		Mainline Market Area	
	#	%	#	%
Age of HHldr				
15-24 years	2,565	8.0%	1,547	9.2%
25-34 years	9,502	29.7%	4,790	28.6%
35-44 years	6,733	21.1%	3,144	18.8%
45-54 years	4,905	15.3%	2,314	13.8%
55-64 years	4,000	12.5%	2,236	13.4%
65-74 years	2,599	8.1%	1,601	9.6%
75+ years	1,659	5.2%	1,111	6.6%
Total	31,964	100%	16,742	100%

Source: Esri, Real Property Research Group, Inc.



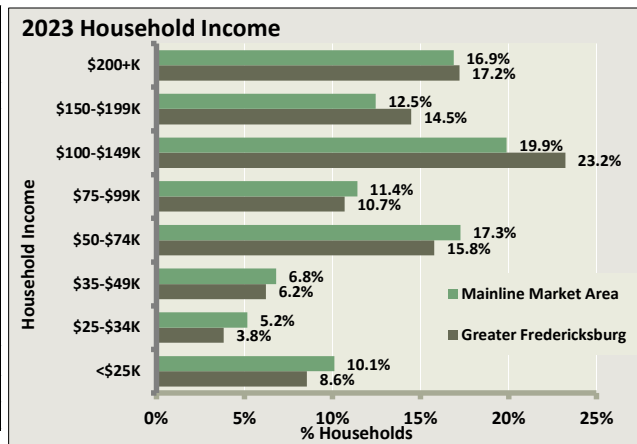
3. Income Characteristics

According to income distributions provided by Esri, households in the market area have a 2023 median household income of \$98,335, 89 percent of the region’s median household income of \$110,573 (Table 20). Twenty-two percent of households have an annual income under \$50,000; 29 percent of households have incomes between \$50,000 and \$99,999; another 49 percent have incomes of \$100,000 or more (of which 29 percent earn \$150,000 or greater).

Table 20 Household Income

Estimated 2023 Household Income	Greater Fredericksburg		Mainline Market Area	
	#	%	#	%
less than \$25,000	10,055	8.6%	4,972	10.1%
\$25,000 - \$34,999	4,499	3.8%	2,541	5.2%
\$35,000 - \$49,999	7,306	6.2%	3,351	6.8%
\$50,000 - \$74,999	18,559	15.8%	8,496	17.3%
\$75,000 - \$99,999	12,566	10.7%	5,613	11.4%
\$100,000 - \$149,999	27,292	23.2%	9,789	19.9%
\$150,000 - \$199,999	17,004	14.5%	6,128	12.5%
\$200,000 over	20,233	17.2%	8,309	16.9%
Total	117,514	100%	49,199	100%
Median Income	\$110,573		\$98,335	

Source: ESRI; Real Property Research Group, Inc.



As is typical in most jurisdictions, renter household incomes in the market area are lower than owner household incomes. Based on the U.S. Census Bureau’s American Community Survey data, Esri data, the breakdown of tenure and household estimates, RPRG estimates that the median income of renter households in the Mainline Market Area as of 2023 is \$64,807, 52 percent of the median income of homeowners (\$124,646) (Table 21). Thirty-six percent of market area renter

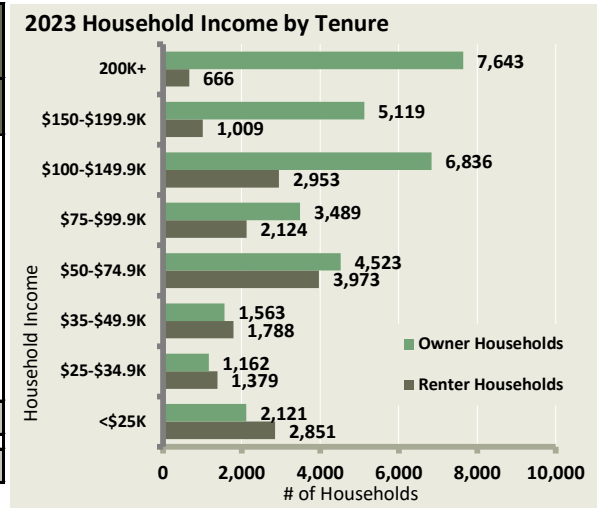


households earn less than \$50,000, 36 percent earn between \$50,000 and \$99,999, and 28 percent earn \$100,000 or greater (of which ten percent earn \$150,000 or more).

Table 21 Household Income by Tenure, Mainline Market Area

Estimated 2023 HH Income		Renter Households		Owner Households	
Mainline Market Area		#	%	#	%
less than \$25,000	\$25,000	2,851	17.0%	2,121	6.5%
\$25,000	\$34,999	1,379	8.2%	1,162	3.6%
\$35,000	\$49,999	1,788	10.7%	1,563	4.8%
\$50,000	\$74,999	3,973	23.7%	4,523	13.9%
\$75,000	\$99,999	2,124	12.7%	3,489	10.8%
\$100,000	\$149,999	2,953	17.6%	6,836	21.1%
\$150,000	\$199,999	1,009	6.0%	5,119	15.8%
\$200,000	over	666	4.0%	7,643	23.5%
Total		16,742	100%	32,457	100%
Median Income		\$64,807		\$124,646	

Source: American Community Survey 2017-2021 Estimates, Esri, RPRG



E. Cost-Burdened Renter Households

‘Rent Burden’ is defined as the ratio of a household’s gross monthly housing costs – rent paid to landlords plus utility costs – to that household’s monthly income. VH requires that household rent burdens under the LIHTC program be no higher than 35 percent.

Rent burden data from the 2017-2021 ACS highlights that lower-income renter households in the Mainline Market Area tend to pay a very high percentage of their monthly income toward housing costs (Table 22). Thirty-one percent of all renter households residing in the Mainline Market Area have rent burdens of 40 percent or higher. The cost-burdened situation of many low- to moderate-income renter households is a primary indicator of a need for new affordable income- and rent-restricted rental housing in the primary market area. Additionally, 3.8 percent of the rental housing stock within the market area can be considered substandard, i.e., lacking complete plumbing facilities, or overcrowded with more than 1.0 occupants per room.

**Table 22 Rent Burden by Household Income, 2017-2021 Mainline Market Area**

Rent Cost Burden		
Total Households	#	%
Less than 10.0 percent	513	3.5%
10.0 to 14.9 percent	1,225	8.4%
15.0 to 19.9 percent	1,769	12.1%
20.0 to 24.9 percent	1,856	12.7%
25.0 to 29.9 percent	1,590	10.9%
30.0 to 34.9 percent	1,551	10.6%
35.0 to 39.9 percent	1,098	7.5%
40.0 to 49.9 percent	1,004	6.9%
50.0 percent or more	3,378	23.1%
Not computed	657	4.5%
Total	14,641	100%
>40% income on rent	4,382	31.3%

Substandardness	
Total Households	
Owner occupied:	
Complete plumbing facilities:	29,709
1.00 or less occupants per room	29,507
1.01 or more occupants per room	202
Lacking complete plumbing facilities:	20
Overcrowded or lacking plumbing	222
Renter occupied:	
Complete plumbing facilities:	14,581
1.00 or less occupants per room	14,082
1.01 or more occupants per room	499
Lacking complete plumbing facilities:	60
Overcrowded or lacking plumbing	559
Substandard Housing	781
% Total Stock Substandard	1.8%
% Rental Stock Substandard	3.8%

VII. COMPETITIVE HOUSING ANALYSIS

A. Introduction and Sources of Information

This section presents data and analyses pertaining to the supply of housing in the Mainline Market Area. We provide data regarding structure types, structure age, and home values from the 2017-2021 American Community Survey (ACS). We pursued several avenues of research to identify multifamily projects that are in the planning stages or under construction in the market area. RPRG communicated with the staff of the City of Fredericksburg and Stafford and Spotsylvania County Planning Departments, reviewed local development and real estate websites, and spoke to local developers and management agents. We also reviewed Virginia Housing's (VH) list of awards for 2021 and 2022 and communicated with the local HUD office. Rental communities were surveyed in June 2023.

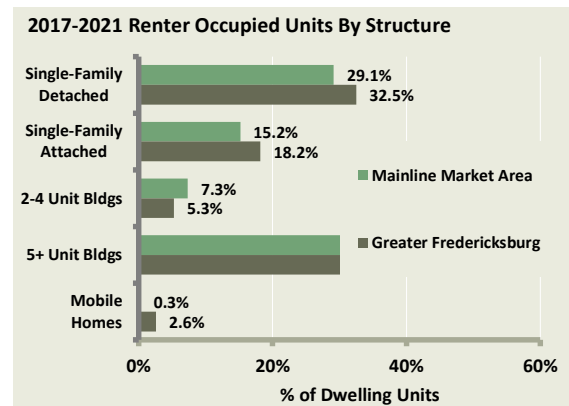
B. Overview of Market Area Housing Stock

Based on the 2017-2021 ACS survey, 44 percent of the renter-occupied housing stock of the Mainline Market Area was found in single family homes (29 percent in detached dwellings, 15 percent in attached dwellings). Another 48 percent of rentals were in larger multifamily rental structures (five units or larger) (Table 23). Seven percent of rentals were in smaller structures (2 to 4 units). The distribution of renter occupied units in the region was more heavily weighted toward single family detached structures (32.5 versus 29 percent) and less skewed towards larger multi family structures (41 percent versus 48 percent). The proportion of single family attached and smaller structures were similar in both areas.

Table 23 Renter Occupied Housing Units by Structure Type

Renter Occupied Housing Units	Greater Fredericksburg		Mainline Market Area	
	#	%	#	%
Single-Family Detached	9,075	32.5%	4,260	29.1%
Single-Family Attached	5,082	18.2%	2,220	15.2%
2-4 Unit Bldgs	1,471	5.3%	1,073	7.3%
5+ Unit Bldgs	11,572	41.4%	7,031	48.1%
Mobile Homes	719	2.6%	39	0.3%
Total	27,919	100%	14,623	100%

Source: American Community Survey 2017-2021



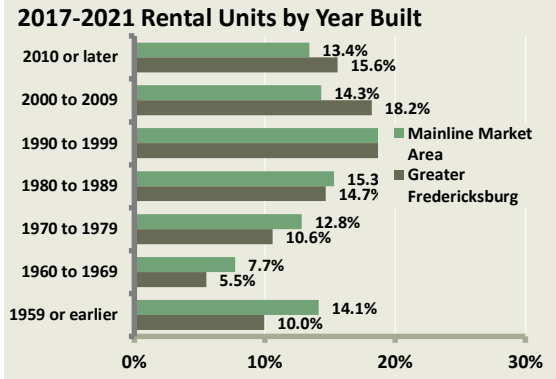
The housing stock of the Mainline Market Area is four years older than the Greater Fredericksburg Region (Table 24). The median year built for rental units in the Mainline Market Area is 1989 compared to 1993 in the region. Twenty-eight percent of the primary market area's rental units were constructed since 2000 and another 37.5 percent of rental units were built during the 1980's and 1990's. In contrast, 34 percent of the region's rental housing was built since 2000 and 40 percent were built during the 1980's and 1990's.



Table 24 Dwelling Units by Year Built and Tenure

Renter Occupied	Greater Fredericksburg		Mainline Market Area	
	#	%	#	%
2010 or later	4,351	15.6%	1,965	13.4%
2000 to 2009	5,090	18.2%	2,096	14.3%
1990 to 1999	7,117	25.5%	3,255	22.2%
1980 to 1989	4,097	14.7%	2,242	15.3%
1970 to 1979	2,963	10.6%	1,881	12.8%
1960 to 1969	1,540	5.5%	1,132	7.7%
1959 or earlier	2,785	10.0%	2,070	14.1%
TOTAL	27,943	100%	14,641	100%
MEDIAN YEAR	1993		1989	

Source: American Community Survey 2017-2021

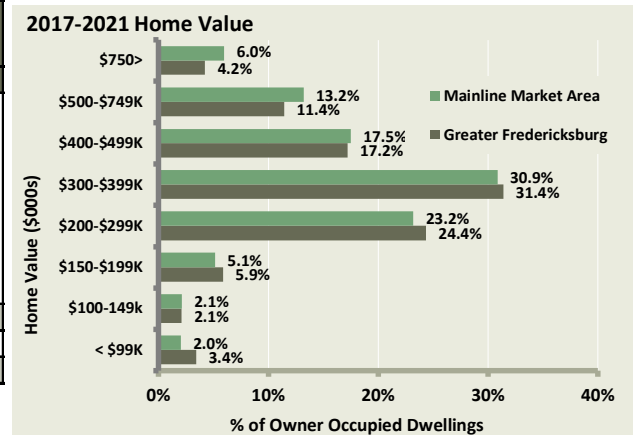


According to ACS data, the median value among owner-occupied housing units in the market area was \$356,837, three percent greater than the region’s median home value of \$345,438 (Table 25). This data is a less accurate and reliable indicator of home prices in an area than actual sales data but offers insight on relative housing values among two or more areas.

Table 25 Value of Owner Occupied Housing Stock

2017-2021 Home Value	Greater Fredericksburg		Mainline Market Area	
	#	%	#	%
less than \$99,999	2,754	3.4%	597	2.0%
\$100,000 - \$149,999	1,689	2.1%	626	2.1%
\$150,000 - \$199,999	4,733	5.9%	1,530	5.1%
\$200,000 - \$299,999	19,645	24.4%	6,896	23.2%
\$300,000 - \$399,999	25,337	31.4%	9,176	30.9%
\$400,000 - \$499,999	13,878	17.2%	5,205	17.5%
\$500,000 - \$749,999	9,225	11.4%	3,925	13.2%
\$750,000 over	3,407	4.2%	1,774	6.0%
Total	80,668	100%	29,729	100%
Median Value	\$345,438		\$356,837	

Source: American Community Survey 2017-2021



C. Multi-Family Rental Summary

To gauge the status of the rental market within which the proposed Mainline Apartments Phase I would compete, RPRG surveyed 33 general occupancy rental communities in the Mainline Market Area that includes 20 market rate communities and 13 tax credit communities. We have divided the market rate rental communities into two categories based on rent and age – seven Upper Tier communities and 13 Lower Tier communities. The threshold rents for Upper Tier communities are generally \$1,700 for one bedroom units, \$2,000 for two bedroom units, and \$2,500 for three bedroom units. All seven Upper Tier communities were built since 2011.

Profile sheets with detailed information on each surveyed community are attached as Appendix 3.

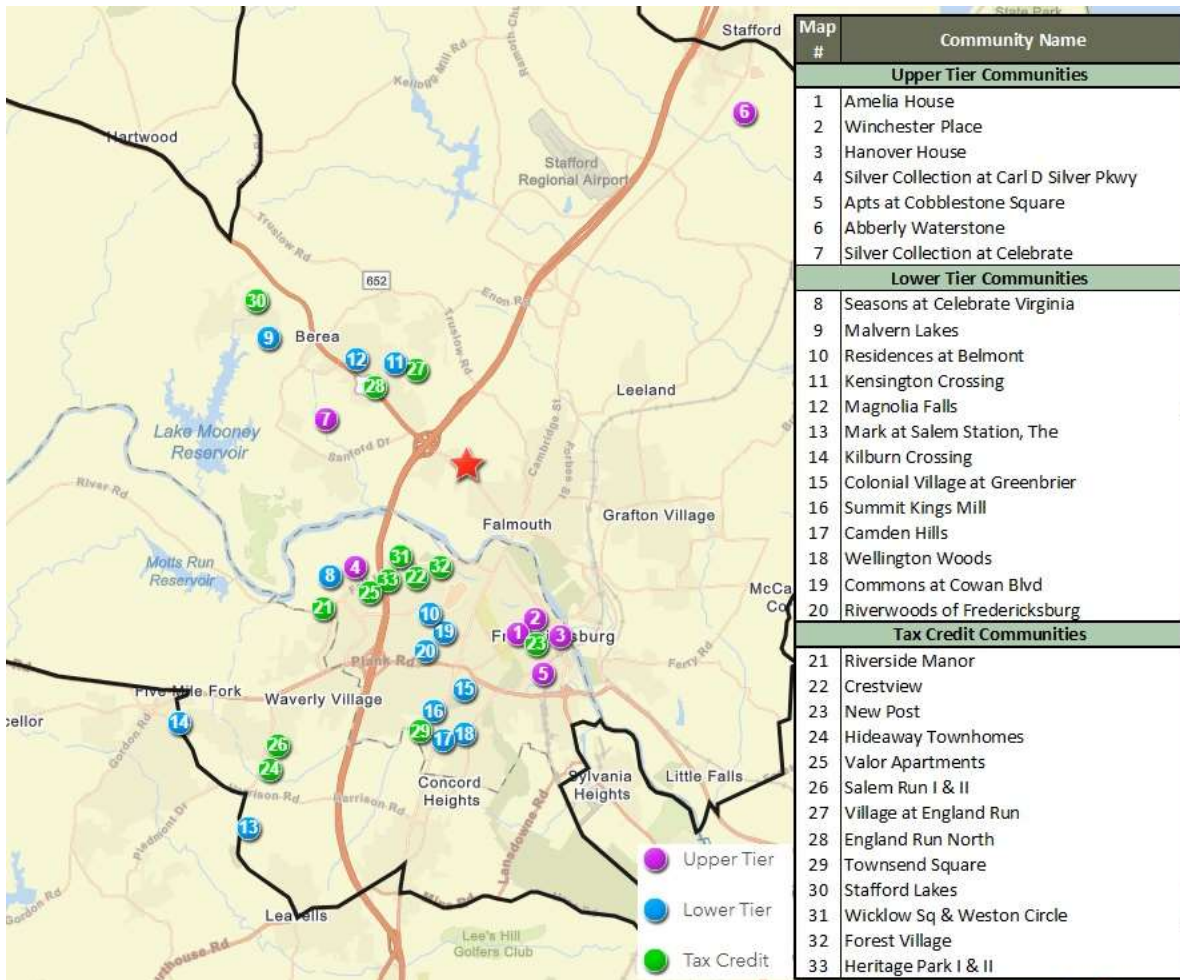


1. Location of Surveyed Rental Communities

Map 6 shows the locations of the 33 surveyed rental communities in relation to subject site. Eight communities are located in Stafford County including seven clustered along Warrenton Road west of Interstate 95 and the subject, and one community, Abberly Waterstone, located south of Stafford in the northern portion of the market area. Two of these communities, Abberly Waterstone and Silver Collection at Celebrate (south of Warrenton Road), are Upper Tier properties.

The area in Stafford County north of Fredericksburg, east of Interstate 95 and south of Stafford (the location of the Mainline) does not currently support any multifamily rental housing. Abberly Waterstone, located eight miles northeast of the subject, is the only existing apartment community in the entire area.

Map 6 Surveyed Rental Communities



Eleven properties are located in the northern half of Fredericksburg along the Interstate 95 corridor north of Plank Road including one Upper Tier community (Silver Collection at Carl D Silver Parkway). Another five communities are located in the historic core of Fredericksburg including four Upper Tier communities – Amelia House, Winchester Place, Hanover House, and Apartments at Cobblestone Square.



Five communities are located in the southern half of Fredericksburg city. The remaining four communities, the Mark at Salem Station and Kilburn Crossing and the tax credit properties of Salem I & II and Hideaway Townhomes, are located in Spotsylvania County west and southwest of the Fredericksburg city limits.

2. Age of Communities

The surveyed stock of Upper Tier market rate general occupancy rental communities has an average year built of 2019 (four years old), 22 years older than the Lower Tier communities with an average year placed in service of 1987 (36 years old) (Table 26). Three Upper Tier communities have opened since 2022 including Amelia House (2023), Winchester Place (2022), and Hanover House (2023). Only three Lower Tier communities opened after 2000 – Malvern Lakes (2001), Kilburn Crossing (2004), and Seasons at Celebrate Virginia (2011).

Table 26 Rental Summary, Surveyed Rental Communities

Map #	Community	Year Built	Year Rehab	Structure Type	Total Units	Vacant Units	Vacancy Rate	Avg 1BR Rent (1)	Avg 2BR Rent (1)	Avg 3BR Rent (1)	Incentives
Upper Tier Communities											
1	Amelia House#	2023		MRise	50	38	76.0%	\$2,293	\$3,325		two months free parking
2	Winchester Place#	2022		MRise	34	3	8.8%	\$2,293	\$3,325		None
3	Hanover House*#	2023		MRise	24	24	100.0%	\$1,991	\$2,586		None
4	Silver Collection at Carl D Silver Pkwy^	2019		MRise	369	21	5.7%	\$1,779	\$2,386	\$3,288	\$500 off 1BR
5	Apts at Cobblestone Square	2011		MRise	314	0	0.0%	\$1,956	\$2,313	\$2,773	Daily Pricing
6	Abberly Waterstone^	2017		Gar/Mrise	288	4	1.4%	\$2,035	\$2,309	\$2,713	None; Daily Pricing
7	Silver Collection at Celebrate	2017		Gar	278	10	3.6%	\$1,722	\$2,260	\$2,890	\$500 off 1BR
Upper Tier Total					1,357	100	7.4%				
Upper Tier Stabilized Total					1,249	35	2.8%				
Upper Tier Average					2019			\$2,010	\$2,644	\$2,916	
Lower Tier Communities											
8	Seasons at Celebrate Virginia	2011		Gar	482	0	0.0%	\$1,790	\$1,875	\$2,348	\$1000 off with June move in
9	Malvern Lakes	2001		Gar	150	5	3.3%	\$1,570	\$1,811		Daily Pricing; None
10	Residences at Belmont	1987	2008	Gar	300	21	7.0%	\$1,481	\$1,794		None; Daily Pricing
11	Kensington Crossing	1990	2004	Gar	476	13	2.7%	\$1,535	\$1,734	\$2,033	\$500 off 1st mo; Daily Pricing
12	Magnolia Falls	1989		Gar	200	4	2.0%	\$1,441	\$1,732		\$1000 off 2BR; Daily pricing
13	Mark at Salem Station, The	1996	2013	Gar	224	4	1.8%	\$1,674	\$1,719	\$1,945	Daily Pricing; None
14	Kilburn Crossing^	2004		Gar	220	3	1.4%	\$1,362	\$1,579	\$2,047	None
15	Colonial Village at Greenbrier	1965		Gar	258	3	1.2%	\$1,382	\$1,577	\$1,888	Daily Pricing; None
16	Summit Kings Mill	1987	2022	Gar	170	10	5.9%	\$1,380	\$1,574	\$1,975	1 mo free on select
17	Camden Hills	1972	2002	Gar	160	1	0.6%	\$1,304	\$1,574		None
18	Wellington Woods	1972		Gar	114	1	0.9%	\$1,404	\$1,534	\$1,809	None
19	Commons at Cowan Blvd	1980	2009	Gar	254	4	1.6%	\$1,355	\$1,527	\$1,819	\$300 off on notice
20	Riverwoods of Fredericksburg	1979	2007	Gar	187	0	0.0%	\$1,169	\$1,278		None
Lower Tier Total					3,195	69	2.2%				
Lower Tier Average					1987	2009		\$1,450	\$1,639	\$1,983	
Tax Credit Communities											
21	Riverside Manor**	2000		TH	188	5	2.7%		\$1,806	\$2,128	Daily Pricing; None
22	Crestview*	2000		Gar	180	5	2.8%	\$1,538	\$1,763	\$2,054	None
23	New Post*	2018		Gar	102	0	0.0%	\$1,293	\$1,714	\$1,967	None
24	Hideaway Townhomes*	1999	2023	TH	200	2	1.0%		\$1,669	\$1,875	\$300 off 1st mo.
25	Valor Apartments*	2017		Gar	248	2	0.8%	\$1,525	\$1,628	\$1,975	Reduced 2 BR pricing
26	Salem Run I & II**	1996		Gar	268	18	6.7%		\$1,589	\$1,987	None
27	Village at England Run*	1998		TH	105	5	4.8%		\$1,553	\$1,783	None
28	England Run North*	1999		Gar	340	9	2.6%		\$1,504	\$1,554	None
29	Townsend Square*	1995		Gar	200	20	10.0%		\$1,433	\$1,749	None
30	Stafford Lakes*	1996		Gar	150	0	0.0%		\$1,400	\$1,500	None
31	Wicklow Sq & Weston Circle*	1963	2003	Gar	246	6	2.4%	\$1,344	\$1,382	\$1,624	None
32	Forest Village*	1970	2002	Gar	71	6	8.5%	\$1,050	\$1,250	\$1,350	Reduced security deposit
33	Heritage Park I & II**	1973	2003	Gar	74	0	0.0%		\$1,100	\$1,250	None
Tax Credit Total					2,372	78	3.3%				
Tax Credit Average					1994	2008		\$1,350	\$1,522	\$1,754	
Total Stabilized Total/Average					6,924	247	3.6%				
Total Average					1997	2009		\$1,587	\$1,806	\$2,013	

(1) Rent is contract rent, and not adjusted for utilities or incentives

(#) In Lease Up

(*) LIHTC/ Affordable

(^*) HUD Insured

Source: Phone Survey, RPRG, Inc. June 2023



The average year placed in service for the tax credit communities is 1994 (29 years old). Four communities opened in 2000 and beyond – New Post in 2018, Valor Apartments in 2017, Riverside Manor in 2000, and Crestview in 2000. Eleven of the surveyed Lower Tier and tax credit communities have been substantially renovated since 2002.

3. Structure Type

Among the Upper Tier communities, one property (Abberly Waterstone) offers a mix of gardens and mid-rise structures; five offer mid-rise elevator served structures; and Silver Collection at Carl D. Silver Parkway offer garden units. All Lower Tier properties offer gardens. Among tax credit properties, ten communities offer garden units and three properties offer townhomes.

4. Community Size

The 33 surveyed rental communities contain 6,924 general occupancy units, with an average size of 210 units per community; Lower Tier communities (average size of 246 units) are larger than Upper Tier communities (average size of 194 units) and tax credit communities (average size of 182 units). Three Upper Tier communities are sized in the range from 24 to 50 units; the other four properties range in size from 278 to 369 units. Ten of the Lower Tier properties are in the 100 to 300 unit range; three are larger in the 300 to 500 unit range. Except for Forest Village with 71 units and Heritage Park I & II with 74 units, all other tax credit properties contain more than 100 units ranging from 102 units at New Post to the 340 units at England Run North.

5. Vacancy Rates

Based on our survey, the stabilized vacancy rate in the market area is low at 2.7 percent ranging from 2.2 percent among Lower Tier properties to 3.3 percent among tax credit properties; the Upper Tier vacancy rate of 2.8 percent lies between these two groups. Stabilized vacancy rates in the Upper Tier range from 0 to 5.7 percent and vacancy rates in the Lower Tier range from 0 to 7.0 percent. Only three of the 13 tax credit properties are fully leased; the remaining ten properties have vacancy rates ranging from 0.8 to 10.0 percent. Including the three properties in lease-up, the overall vacancy rate is 3.6 percent.

6. Rent Concessions

Leasing specials are mixed among the surveyed inventory. Three of the Upper Tier properties offer small concessions of two months free parking and \$500 off select units. Five Lower Tier communities offer leasing specials ranging from \$300 off the first month's rent to one month free. Three tax credit properties offer small concessions of reduced security deposit, \$300 off first month's rent and reduced two bedroom pricing. Nine of the communities feature daily pricing models.

7. Absorption History

Given the small size of the three most recently opened projects, it is difficult to ascertain lease-up paces. The 24 unit **Hanover House** will be opening in July 2023 and to date has not signed any leases. The 50 unit **Amelia House** will be opening July 3rd, 2023, and to date 13 of the units have been preleased. The 34 unit **Winchester Place** opened in June 2022 and to date 31 units have been leased which implies a lease-up pace of 2 to 3 units per month.

Prior to the two years, we have complete records on two larger communities that have opened in the past four years:



- The **Silver Collection at Carl D. Silver Parkway** is located north of Wegmans in the city of Fredericksburg. The 369-unit community opened on August 1, 2019, and the leasing staff estimated that the community stabilized in September 2020 for an absorption rate of 27 units per month.
- **Valor Apartments** opened in March 2017 with 128 LIHTC units. The property stabilized in November 2017 at an average absorption pace of 14 units per month. The second phase of Valor opened with 120 LIHTC units in May 2019 and leased-up in September 2019 for an average absorption of 24 units per month.

8. HUD Insured Projects

Three HUD-insured market rate general occupancy projects were surveyed in the market area: Abberly Waterstone with a vacancy rate of 1.4 percent, Silver Collection at Carl D. Silver Parkway with a vacancy rate of 5.7 percent; and Kilburn Crossing with a vacancy rate of 1.4 percent. Three HUD insured tax credit projects have vacancy rates ranging from 0 to 6.7 percent.

D. Analysis of Rental Products and Pricing

1. Payment of Utility Costs

Among the surveyed communities, 14 communities include no utilities in the rent (including four of seven Upper Tier communities); eight communities include trash; and nine communities include water, sewer, and trash (Table 27). One community includes trash and cooking and one community includes heat, cooking, and trash.

2. Unit Features

Dishwashers are common in this market and standard in all surveyed communities. Built-in microwaves are a standard unit feature at all the Upper Tier communities, but in just five of the Lower Tier communities and in two of the tax credit communities. In-unit washers and dryers are a standard feature at all but one of the Upper Tier communities. At Silver Collection at Carl D Silver Parkway, each unit has a hook up and residents have the option of renting the appliance through a third party vender. Among Lower Tier communities, seven out of 13 offer washer/dryers as a standard feature and one community provides them in select units; three communities offer hook ups, and two communities offer no in unit options. Seven of 13 tax credit communities provide washer/dryers in all units, one community provides them in select units, and three communities offer hook-ups. Two tax credit communities do not offer any in unit options.

All Upper Tier communities offer granite or quartz countertops; six of the seven communities also provide stainless steel appliances. Finishes are more modest at most Lower Tier communities with laminate counters and black or white appliances comprising half the market. The newer Lower Tier communities and several older ones have upgraded all or some of the kitchens. Of the tax credit communities, two communities offer stainless steel appliances and three offer granite counters – all the rest offer standard features such as black or white appliances, laminate counters, and carpeting.

For the most part, the Upper Tier communities provide upscale options for renters that include custom cabinets and fixtures, high ceilings, kitchen islands, wood plank style flooring in living areas, and tiled backsplashes. Six communities also offer elevators and interior hallways for some or all units.



Table 27 Utility Arrangement and Unit Features, Surveyed Rental Communities

Community	Total Units	One Bedroom Units				One Bedroom Den Units				Two Bedroom Units				Two Bedroom Den & Three Bedroom Units			
		Units	Rent (1)	SF	Rent/SF	Units	Rent (1)	SF	Rent/SF	Units	Rent (1)	SF	Rent/SF	Units	Rent (1)	SF	Rent/SF
Subject Property - 60% AMI	140	60	\$1,552	731	\$2.12					80	\$1,851	956	\$1.94				
Upper Tier Communities																	
Amelia House	50	32	\$2,268	941	\$2.41					18	\$3,295	1,342	\$2.46				
Winchester Place	34	18	\$2,268	941	\$2.41					10	\$3,295	1,342	\$2.46				
Hanover House Mkt	20	12	\$2,100	791	\$2.65					6	\$2,750	1,091	\$2.52				
Silver Collection at Carl D Silver Pkwy	369	189	\$1,737	784	\$2.22					162	\$2,346	1,109	\$2.12	18	\$3,246	1,526	\$2.13
Apts at Cobblestone Square	314	116	\$1,953	672	\$2.91	2	\$2,113	770	\$2.74	172	\$2,313	1,023	\$2.26	24	\$2,773	1,300	\$2.13
Abberly Waterstone	288	102	\$2,023	865	\$2.34					180	\$2,282	1,299	\$1.76	6	\$2,661	1,496	\$1.78
Silver Collection at Celebrate	279	121	\$1,680	753	\$2.23					146	\$2,260	1,172	\$1.93	12	\$2,890	1,398	\$2.07
Upper Tier Total/Average	1,354		\$2,004	821	\$2.44		\$2,113	770	\$2.74		\$2,649	1,197	\$2.21		\$2,892	1,430	\$2.02
Upper Tier Unit Distribution	1,354	590				2				694				60			
Upper Tier % of Total	100.0%	43.6%				0.1%				51.3%				4.4%			
Lower Tier Communities																	
Riverside Manor Mkt	45					24	\$1,590	868	\$1.83	31	\$1,952	1,334	\$1.46	14	\$2,270	1,436	\$1.58
Crestview Mkt	180					3	\$1,625	927	\$1.75	120	\$1,907	988	\$1.93	36	\$2,208	1,128	\$1.96
Malvern Lakes	150	27	\$1,563	800	\$1.95					90	\$1,811	1,076	\$1.68	30	\$2,000	1,320	\$1.52
Residences at Belmont	300	150	\$1,481	743	\$1.99					150	\$1,794	958	\$1.87				
Seasons at Celebrate Virginia	482	184	\$1,670	781	\$2.14	64	\$1,812	897	\$2.02	206	\$1,790	1,157	\$1.55	28	\$2,246	1,296	\$1.73
Mark at Salem Station, The	224	56	\$1,665	732	\$2.27	44	\$1,686	873	\$1.93	88	\$1,706	975	\$1.75	36	\$1,901	1,175	\$1.62
Kensington Crossing	188	48	\$1,476	791	\$1.87	32	\$1,520	930	\$1.63	84	\$1,692	997	\$1.70	24	\$1,991	1,247	\$1.60
Magnolia Falls	200	48	\$1,431	674	\$2.12					152	\$1,639	918	\$1.79				
Kilburn Crossing	216	18	\$1,362	826	\$1.65					156	\$1,579	1,145	\$1.38	42	\$2,001	1,367	\$1.46
Colonial Village at Greenbrier	243	52	\$1,346	716	\$1.88	15	\$1,463	863	\$1.70	132	\$1,568	891	\$1.76	33	\$1,730	1,044	\$1.66
Camden Hills	160	40	\$1,289	810	\$1.59					120	\$1,559	1,000	\$1.56				
Commons at Cowan Blvd	254	69	\$1,355	747	\$1.81					169	\$1,527	855	\$1.79	16	\$1,819	1,069	\$1.70
Wellington Woods	114	24	\$1,344	683	\$1.97					48	\$1,464	902	\$1.62	42	\$1,724	1,000	\$1.72
Summit Kings Mill	170	45	\$1,380	600	\$2.30					111	\$1,427	907	\$1.57	14	\$1,943	1,188	\$1.64
Riverwoods of Fredericksburg	187	60	\$1,124	753	\$1.49	19	\$1,208	897	\$1.35	76	\$1,238	907	\$1.36	32	\$1,273	1,044	\$1.22
Lower Tier Total/Average	3,113		\$1,422	743	\$1.91		\$1,558	894	\$1.74		\$1,644	1,001	\$1.64		\$1,925	1,193	\$1.61
Lower Tier Unit Distribution	3,113	821				201				1,733				347			
Lower Tier % of Total	100.0%	26.4%				6.5%				55.7%				11.1%			
Tax Credit Communities																	
New Post 60%*	102		\$1,550	700	\$2.21						\$1,853	975	\$1.90		\$2,128	1,100	\$1.93
Riverside Manor 60%*	143									99	\$1,760	1,336	\$1.32	44	\$2,083	1,436	\$1.45
Hideaway Townhomes 60%*	200									104	\$1,634	1,093	\$1.49	78	\$1,840	1,309	\$1.41
Valor Apartments 60%*	248	34	\$1,515	838	\$1.81					144	\$1,618	1,085	\$1.49	70	\$1,965	1,295	\$1.52
Hanover House 50%*	4	2	\$1,335	791	\$1.69					1	\$1,601	1,091	\$1.47				
Salem Run I & II 60%*	270									202	\$1,579	1,100	\$1.44	68	\$1,977	1,325	\$1.49
Crestview 60%*							\$1,435	868	\$1.65		\$1,559	988	\$1.58		\$1,829	1,128	\$1.62
Village at England Run 50%*	105									34	\$1,543	1,093	\$1.41	53	\$1,773	1,309	\$1.35
England Run North 60%*	204									62	\$1,530	1,132	\$1.35	142	\$1,560	1,270	\$1.23
New Post 50%*			\$1,268	700	\$1.81						\$1,514	975	\$1.55		\$1,736	1,100	\$1.58
England Run North 50%*	136									42	\$1,486	1,132	\$1.31	94	\$1,545	1,270	\$1.22
Townsend Square 60%*	200									156	\$1,423	894	\$1.59	44	\$1,739	1,063	\$1.64
Stafford Lakes 60%*	150									114	\$1,370	1,020	\$1.34	36	\$1,465	1,270	\$1.15
Wicklow Sq & Weston Circle 60%*	246	27	\$1,323	646	\$2.05					161	\$1,366	916	\$1.49	55	\$1,498	1,099	\$1.36
Forest Village 60%*	71	13	\$1,025	743	\$1.38					44	\$1,220	952	\$1.28	14	\$1,315	1,090	\$1.21
Heritage Park I & II 60%* & Mkt	74									48	\$1,070	825	\$1.30	26	\$1,215	969	\$1.25
New Post 40%*			\$985	700	\$1.41												
Tax Credit Total/Average	2,153		\$1,286	731	\$1.76		\$1,435	868	\$1.65		\$1,508	1,038	\$1.45		\$1,711	1,202	1.42332
Tax Credit Unit Distribution	2,012	76				0				1,211				724			
Tax Credit % of Total	93.5%	3.8%				0.0%				60.2%				36.0%			
Total/Average	6,620		\$1,538	760	\$2.02		\$1,606	877	\$1.83		\$1,772	1,052	\$1.68		\$1,946	1,228	\$1.59
Unit Distribution	6,479	1,487				203				3,638				1,131			
% of Total	97.9%	23.0%				3.1%				56.2%				17.5%			

(1) Rent is adjusted to include only incentives
Source: Phone Survey, RPRG, Inc. June 2023

Note: 4 communities contain studios comprising less than 1 percent of units

(*) LIHTC

3. Parking

Most properties provide free surface parking. Six properties in the Upper Tier group offer a combination of surface parking, detached garages for monthly fees ranging from \$125 to \$200, attached garages for monthly fees of \$250, and structured garages for a monthly fee of \$99 (Table



28). Seasons at Celebrate Virginia and Kensington Crossing are the only Lower Tier communities that offers detached garages for a monthly fee of \$150 and \$125. The Residences at Belmont offer covered spaces for a monthly fee of \$35. Riverside Manor is the only tax credit community that also offers attached garages.

Table 28 Parking Options

Community		Parking Option	Community		Parking Option
Upper Tier			Tax Credit		
Amelia House		Struct Gar \$99	Riverside Manor		Surf; Att Gar
Apts at Cobblestone Square		Surf; Det Gar \$125	Valor Apartments		Surface
Silver Collection at Celebrate		Surf; Det Gar \$200; Att Gar \$250	England Run North		Surface
Silver Collection at Carl D Silver Pkwy		Surf; Det Gar \$200; Att Gar \$250	Townsend Square		Surface
Abberly Waterstone		Surf; Det Gar \$200	Salem Run I and II		Surface
Winchester Place		Struct Gar \$99	Stafford Lakes		Surface
Hanover House		Surface	Hideaway Townhomes		Surface
Lower Tier			Crestview		Surface
Wellington Woods		Surface	New Post		Surface
Seasons at Celebrate Virginia		Surf; Det Gar \$150	Village at England Run		Surface
The Mark at Salem Station		Surface	Wicklow Sq & Weston Circle		Surface
Summit Kings Mill		Surface	Heritage Park I & II ^^		Surface
Kilburn Crossing		Surface	Forest Village		Surface
Residences at Belmont		Surf; Cover \$35			
Riverwood of Fredericksburg		Surface			
Magnolia Falls		Surface			
Kensington Crossing		Surf; Det Gar \$125			
Malvern Lakes		Surface			
Colonial Village at Greenbrier		Surface			
Commons at Cowan Blvd		Surface			

Source: Phone Survey, RPRG, Inc. June 2023

4. Community Amenities

Given the large sizes of market rate communities (except for three small Upper Tier communities), these properties provide a full range of upscale amenities including a clubhouse, residential lounge/ cyber cafe, 24-hour state-of-the-art fitness center, outdoor pool and sundeck, and grilling/ BBQ area (Table 29). Other common amenities include a business center, dog park, car wash, playground, sports courts, bike storage, volleyball, walking trails, and tennis courts (Table 28).

Of the three smaller Upper Tier communities, Hanover House provides no amenities and Amelia House and Winchester Place share a clubroom, free access to Anytime Fitness, and an outdoor patio.

Given the large size of many of the tax credit communities, many also offer a similar array of amenities including a clubhouse, lounge, fitness center, outdoor pool and sundeck, and playground. Several of the tax credit communities offer additional amenities such as a grilling area, dog park, tennis courts, business center, and volleyball.



Table 29 Community Amenities, Surveyed Rental Communities

Community	Clubhouse	Fitness Room	Outdoor Pool	Picnic/ Grilling Area	Playground	Tennis	Business Center	Pet Park/ Spa	Car Wash	Volleyball
Upper Tier Communities										
Amelia House	☒	☒	☐	☒	☐	☐	☐	☐	☐	☐
Winchester Place	☒	☒	☐	☒	☐	☐	☐	☐	☐	☐
Hanover House	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐
Silver Collection at Carl D Silver Pkwy	☒	☒	☒	☐	☐	☐	☐	☐	☒	☐
Apts at Cobblestone Square	☒	☒	☒	☒	☐	☐	☒	☒	☒	☐
Abberly Waterstone	☒	☒	☒	☐	☐	☐	☒	☐	☐	☒
Silver Collection at Celebrate	☒	☒	☒	☒	☐	☐	☒	☒	☒	☐
Lower Tier Communities										
Seasons at Celebrate Virginia	☒	☒	☒	☐	☐	☐	☒	☐	☒	☐
Malvern Lakes	☒	☒	☒	☐	☒	☒	☒	☐	☐	☐
Residences at Belmont	☒	☒	☒	☒	☐	☒	☐	☐	☐	☒
Kensington Crossing	☒	☒	☒	☐	☒	☒	☒	☐	☐	☐
Magnolia Falls	☒	☒	☒	☐	☒	☒	☐	☐	☐	☒
Mark at Salem Station, The	☒	☒	☒	☒	☒	☐	☐	☐	☐	☒
Kilburn Crossing	☒	☒	☒	☐	☒	☒	☒	☐	☒	☒
Colonial Village at Greenbrier	☒	☒	☒	☒	☒	☐	☐	☐	☐	☐
Summit Kings Mill	☒	☐	☒	☐	☒	☒	☐	☐	☐	☐
Camden Hills	☒	☐	☒	☐	☒	☐	☐	☐	☐	☐
Wellington Woods	☒	☐	☒	☐	☒	☐	☐	☐	☐	☐
Commons at Cowan Blvd	☒	☒	☒	☐	☒	☐	☐	☐	☐	☐
Riverwoods of Fredericksburg	☒	☒	☒	☐	☒	☐	☐	☐	☐	☐
Tax Credit Communities										
Riverside Manor	☒	☒	☒	☐	☐	☐	☒	☐	☐	☐
Crestview	☒	☒	☒	☒	☒	☐	☐	☐	☐	☐
New Post	☒	☒	☐	☐	☒	☐	☒	☐	☐	☐
Hideaway Townhomes	☒	☒	☒	☒	☒	☒	☐	☐	☐	☒
Valor Apartments	☒	☒	☒	☐	☒	☐	☒	☒	☒	☐
Salem Run I & II	☒	☒	☒	☐	☒	☒	☐	☐	☐	☒
Village at England Run	☒	☐	☒	☐	☒	☐	☐	☐	☐	☒
England Run North	☒	☒	☒	☐	☒	☒	☐	☐	☐	☒
Townsend Square	☒	☐	☒	☒	☐	☐	☒	☐	☐	☒
Stafford Lakes	☒	☐	☒	☐	☒	☐	☒	☐	☐	☐
Wicklow Sq & Weston Circle	☒	☒	☒	☐	☒	☒	☒	☐	☐	☒
Forest Village	☒	☐	☐	☐	☒	☐	☐	☐	☐	☐
Heritage Park I & II	☒	☐	☐	☐	☒	☐	☐	☐	☐	☐

Source: Phone Survey, RPRG, Inc. June 2023

5. Distribution of Units by Bedroom Type

The overall unit distribution for the Mainline Market Area is 56 percent two bedroom models, 26 percent one bedroom models (including dens), and 17.5 percent three bedroom models (including two bedroom dens) (Table 30). Not shown on this table, four communities contain studios comprising less than one percent of units. Compared to the Lower Tier, the Upper Tier has a greater concentration of one bedroom units (44 percent versus 26 percent) and lesser shares of two bedroom units (51 percent versus 56 percent) and three bedroom units (four percent versus 11 percent). Of the three groups, tax credit units have the greatest share of two bedroom models at 60 percent and three bedroom models at 36 percent; and the lowest share of one bedroom units at four percent.



Table 30 Unit Distribution, Size and Pricing, Surveyed Rental Communities

Community	Total Units	One Bedroom Units				One Bedroom Den Units				Two Bedroom Units				Two Bedroom Den & Three Bedroom Units			
		Units	Rent (1)	SF	Rent/SF	Units	Rent (1)	SF	Rent/SF	Units	Rent (1)	SF	Rent/SF	Units	Rent (1)	SF	Rent/SF
Phase I - 60% AMI	140	60	\$1,552	731	\$2.12					80	\$1,851	956	\$1.94				
Phase II - 60% AMI	120	24	\$1,552	722	\$2.15					72	\$1,851	968	\$1.91	24	\$2,125	1,142	\$1.86
Subject Property - 60% AMI	260	84								152				24			
Upper Tier Communities																	
Amelia House	50	32	\$2,278	941	\$2.42					18	\$3,305	1,342	\$2.46				
Winchester Place	34	18	\$2,278	941	\$2.42					10	\$3,305	1,342	\$2.46				
Hanover House Mkt	20	12	\$2,110	791	\$2.67					6	\$2,760	1,091	\$2.53				
Silver Collection at Carl D Silver Pkwy	369	189	\$1,747	784	\$2.23					162	\$2,356	1,109	\$2.12	18	\$3,266	1,526	\$2.14
Apts at Cobblestone Square	314	116	\$1,963	672	\$2.92	2	\$2,123	770	\$2.76	172	\$2,323	1,023	\$2.27	24	\$2,793	1,300	\$2.15
Abberly Waterstone	288	102	\$2,033	865	\$2.35					180	\$2,292	1,299	\$1.76	6	\$2,681	1,496	\$1.79
Silver Collection at Celebrate	279	121	\$1,690	753	\$2.24					146	\$2,270	1,172	\$1.94	12	\$2,910	1,398	\$2.08
Upper Tier Total/Average	1,354		\$2,014	821	\$2.45		\$2,123	770	\$2.76		\$2,659	1,197	\$2.22		\$2,912	1,430	\$2.04
Upper Tier Unit Distribution	1,354	590				2				694				60			
Upper Tier % of Total	100.0%	43.6%				0.1%				51.3%				4.4%			
Lower Tier Communities																	
Riverside Manor Mkt	45									31	\$1,962	1,334	\$1.47	14	\$2,290	1,436	\$1.59
Crestview Mkt	180					24	\$1,600	868	\$1.84	120	\$1,917	988	\$1.94	36	\$2,228	1,128	\$1.98
Malvern Lakes	150	27	\$1,573	800	\$1.97	3	\$1,635	927	\$1.76	90	\$1,821	1,076	\$1.69	30	\$2,020	1,320	\$1.53
Residences at Belmont	300	150	\$1,491	743	\$2.01					150	\$1,804	958	\$1.88				
Seasons at Celebrate Virginia	482	184	\$1,680	781	\$2.15	64	\$1,822	897	\$2.03	206	\$1,800	1,157	\$1.56	28	\$2,266	1,296	\$1.75
Mark at Salem Station, The	224	56	\$1,675	732	\$2.29	44	\$1,696	873	\$1.94	88	\$1,716	975	\$1.76	36	\$1,921	1,175	\$1.64
Kensington Crossing	188	48	\$1,486	791	\$1.88	32	\$1,530	930	\$1.65	84	\$1,702	997	\$1.71	24	\$2,011	1,247	\$1.61
Magnolia Falls	200	48	\$1,441	674	\$2.14					152	\$1,649	918	\$1.80				
Kilburn Crossing	216	18	\$1,372	826	\$1.66					156	\$1,589	1,145	\$1.39	42	\$2,021	1,367	\$1.48
Colonial Village at Greenbrier	243	52	\$1,356	716	\$1.89	15	\$1,473	863	\$1.71	132	\$1,578	891	\$1.77	33	\$1,750	1,044	\$1.68
Camden Hills	160	40	\$1,299	810	\$1.60					120	\$1,569	1,000	\$1.57				
Commons at Cowan Blvd	254	69	\$1,365	747	\$1.83					169	\$1,537	855	\$1.80	16	\$1,839	1,069	\$1.72
Wellington Woods	114	24	\$1,354	683	\$1.98					48	\$1,474	902	\$1.63	42	\$1,744	1,000	\$1.74
Summit Kings Mill	170	45	\$1,390	600	\$2.32					111	\$1,437	907	\$1.58	14	\$1,963	1,188	\$1.65
Riverwoods of Fredericksburg	187	60	\$1,134	753	\$1.51	19	\$1,218	897	\$1.36	76	\$1,248	907	\$1.38	32	\$1,293	1,044	\$1.24
Lower Tier Total/Average	3,113		\$1,432	743	\$1.93		\$1,568	894	\$1.75		\$1,654	1,001	\$1.65		\$1,945	1,193	\$1.63
Lower Tier Unit Distribution	3,113	821				201				1,733				347			
Lower Tier % of Total	100.0%	26.4%				6.5%				55.7%				11.1%			
Tax Credit Communities																	
New Post 60%*	102		\$1,560	700	\$2.23						\$1,863	975	\$1.91		\$2,138	1,100	\$1.94
Riverside Manor 60%*	143									99	\$1,770	1,336	\$1.33	44	\$2,103	1,436	\$1.46
Hideaway Townhomes 60%*	200									104	\$1,644	1,093	\$1.50	78	\$1,860	1,309	\$1.42
Valor Apartments 60%*	248	34	\$1,525	838	\$1.82					144	\$1,628	1,085	\$1.50	70	\$1,985	1,295	\$1.53
Hanover House 50%*	4	2	\$1,345	791	\$1.70					1	\$1,611	1,091	\$1.48				
Salem Run I & II 60%*	270									202	\$1,589	1,100	\$1.44	68	\$1,997	1,325	\$1.51
Crestview 60%*							\$1,445	868	\$1.66		\$1,569	988	\$1.59		\$1,839	1,128	\$1.63
Village at England Run 50%*	105									34	\$1,553	1,093	\$1.42	53	\$1,793	1,309	\$1.37
England Run North 60%*	204									62	\$1,540	1,132	\$1.36	142	\$1,580	1,270	\$1.24
New Post 50%*			\$1,278	700	\$1.83						\$1,524	975	\$1.56		\$1,746	1,100	\$1.59
England Run North 50%*	136									42	\$1,496	1,132	\$1.32	94	\$1,565	1,270	\$1.23
Townsend Square 60%*	200									156	\$1,433	894	\$1.60	44	\$1,759	1,063	\$1.65
Stafford Lakes 60%*	150									114	\$1,380	1,020	\$1.35	36	\$1,485	1,270	\$1.17
Wicklow Sq & Weston Circle 60%*	246	27	\$1,333	646	\$2.07					161	\$1,376	916	\$1.50	55	\$1,518	1,099	\$1.38
Forest Village 60%*	71	13	\$1,035	743	\$1.39					44	\$1,230	952	\$1.29	14	\$1,335	1,090	\$1.22
Heritage Park I & II 60%* & Mkt	74									48	\$1,080	825	\$1.31	26	\$1,235	969	\$1.27
New Post 40%*			\$995	700	\$1.42												
Tax Credit Total/Average	2,153		\$1,296	731	\$1.77		\$1,445	868	\$1.66		\$1,518	1,038	\$1.46		\$1,729	1,202	1.43829
Tax Credit Unit Distribution	2,012	76				0				1,211				724			
Tax Credit % of Total	93.5%	3.8%				0.0%				60.2%				36.0%			
Total/Average	6,620		\$1,548	760	\$2.04		\$1,616	877	\$1.84		\$1,782	1,052	\$1.69		\$1,966	1,228	\$1.60
Unit Distribution	6,479	1,487				203				3,638				1,131			
% of Total	97.9%	23.0%				3.1%				56.2%				17.5%			

(1) Rent is adjusted to include trash, and Incentives Note: 4 communities contain studios comprising less than 1 percent of units

(*) LIHTC

Source: Phone Survey, RPRG, Inc. June 2023



6. Effective Rents

The rents listed in Table 30 are net or effective rents, as opposed to published or street rents. We calculated effective rents to facilitate an ‘apples to apples’ comparison of tenants’ housing costs across the surveyed communities. To derive effective rents, we first applied downward adjustments to relevant published rents for units impacted by current rental incentives. Second, the effective rents reflect upward or downward adjustments to published rents to equalize the impact of utility expenses across properties. Specifically, the effective rents reflect the hypothetical situation where tenants of each community are responsible for all utility bills except trash (similar to the subject’s profile). For all LIHTC communities, rents target a range of households earning at or below 40, 50, and 60 percent AMI. The Upper Tier Hanover House offers four affordable units targeting households earning at or below 50 percent AMI.

- The average Upper Tier one bedroom unit has a net effective rent of \$2,014 for 821 square feet (\$2.45 per square foot). One-bedroom rents range from \$1,690 to \$2,278. Upper Tier one bedroom rents command a 41 percent premium compared to Lower Tier rents (\$1,432). The average tax credit one bedroom unit has a net effective rent of \$1,296 for 731 square feet (\$1.77 per square foot). One-bedroom tax credit rents range from \$995 to \$1,560.
- The average Upper Tier one bedroom den unit has a net effective rent of \$2,123 for 770 square feet (\$2.76 per square foot). The one bedroom den rent is \$2,123 for the sole Upper Tier model. Upper Tier one bedroom rents command a 35 percent premium compared to Lower Tier rents (\$1,568). The average tax credit one bedroom den unit has a net effective rent of \$1,445 for 868 square feet (\$1.66 per square foot). The one bedroom den rent of \$1,445 represents sole tax credit model.
- The average market rate two bedroom effective rent is \$2,659 for 1,197 square feet, or an average rent per square foot of \$2.22. Two-bedroom rents range from \$2,270 to \$3,305. Upper Tier one bedroom rents command a 61 percent premium compared to Lower Tier rents (\$1,654). The average tax credit two bedroom unit has a net effective rent of \$1,518 for 1,038 square feet (\$1.46 per square foot). Two-bedroom tax credit rents range from \$1,080 to \$1,863.
- The average market rate three-bedroom unit has a net effective rent of \$2,912 for 1,430 square feet (\$2.04 per square foot). Three bedroom rents range from \$2,681 to \$3,266. Upper Tier one bedroom rents command a 50 percent premium compared to Lower Tier rents (\$1,945). The average tax credit three bedroom unit has a net effective rent of \$1,729 for 1,202 square feet (\$1.44 per square foot). Three bedroom tax credit rents range from \$1,235 to \$2,138.

E. Subsidized Rental Communities

The Central Virginia Housing Coalition serves Caroline County, Fauquier County, King George County, Spotsylvania County, Stafford County, and Fredericksburg on behalf of Virginia Housing (VH) to provide affordable housing options and manage the Section 8 Housing Choice Voucher programs. Deep subsidy units include those where rental assistance is provided in the form of project-based Section 8 rent subsidies or other governmental programs, such as in public housing. In many subsidized arrangements, tenants pay an amount roughly equivalent to 30 percent of their income toward housing costs (rents plus utility costs), while the rent subsidy covers the remainder of the relevant housing costs. There are no public housing units in Stafford County; there are 1,180 low-income apartments in Stafford County that offer reduced rents to eligible households. Many of these properties accept Section 8 vouchers. There are currently 131 Section 8 vouchers available in the county; the waiting list for vouchers has been closed since 2021.



F. Derivation of Market Rent

RPRG has prepared a Derivation of Market Rent to better understand how the proposed contract rents for the 60 tax credit units without subsidies at Mainline Apartments Phase I compare with the surveyed rental market. The purpose of this exercise is to determine whether the proposed LIHTC rents for the subject offer a value relative to market-rate rent levels within a given market area. The rent derived for bedroom type is not to be confused with an appraisal or rent comparability study (RCS) based approach, which is more specific as it compares specific models in comparable rental communities to specific floor plans at the subject and is used for income/expense analysis and valuation.

The contract rents of comparable communities can be adjusted for differences in a variety of factors including curb appeal, structure age, square footage, the handling of utilities, and shared amenities. See Table 31 for relevant adjustments. Market-rate communities are the most desirable comparables to be used in this type of analysis, as the use of market-rate communities allows RPRG to derive an estimate of market rent.

Table 31 Market Rent Advantage – Adjustment Table

Rent Adjustments Summary	
B. Design, Location, Condition	
Structure - Midrise/ Garden	\$50.00
Year Built / Renovated	\$0.75
Quality/Street Appeal	\$10.00
Location	\$10.00
C. Unit Equipment / Amenities	
Number of Bedrooms	\$25.00
Number of Bathrooms	\$30.00
Unit Interior Square Feet	\$0.25
Balcony / Patio / Porch	\$5.00
AC Type:	\$5.00
Range / Refrigerator	\$25.00
Microwave / Dishwasher	\$5.00
Washer / Dryer: In Unit	\$25.00
Washer / Dryer: Hook-ups	\$5.00
D. Site Equipment / Amenities	
Parking (\$ Fee)	
Learning Center	\$10.00
Club House/Learning Center	\$10.00
Pool	\$10.00
Recreation Areas	\$5.00
Fitness Center	\$10.00

We elected to compare the units at the subject to the comparable floor plans at Apartments at Cobblestone Square, Seasons at Celebrate Virginia, and Abberly Waterstone. Once a particular floor plan’s market rent has been determined, it can be used to evaluate: a.) whether or not the subject project has a rent advantage or disadvantage versus competing communities, and b.) the extent of that rent advantage or disadvantage.

The derivation of achievable rent calculations for the 60 percent of AMI units are displayed in Table 32 and Table 33. The results of the calculations are summarized in Table 34. The recommended tax credit rents are equal to the allowable maximums for all unit types, given the assumed utility allowances of \$143 for one-bedroom units and \$184 for two-bedroom units.

Table 32 Market Rent Analysis – One Bedroom Units – 60% of AMI

One Bedroom Units - 60%							
Subject Property	Comparable Property #1		Comparable Property #2		Comparable Property #3		
Mainline Phase I 290 Warrenton Road Fredericksburg, VA 22405	Apts at Cobblestone Square		Seasons at Celebrate Virginia		Abberly Waterstone		
	627 Cobblestone Square		2001 Dogwood Dr.		140 Abberly Drive		
	Fredericksburg	VA	Fredericksburg	VA	Stafford	VA	
A. Rents Charged	Subject	Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Street Rent - 60% AMI	\$1,552	\$1,913	\$0	\$1,753	\$0	\$2,099	\$0
Utilities Included	T	None	\$10	None	\$10	T	\$0
Rent Concessions	\$0	None	\$0	\$1,000	(\$83)	\$0	\$0
Effective Rent	\$1,552	\$1,923		\$1,680		\$2,099	
<i>In parts B thru D, adjustments were made only for differences</i>							
B. Design, Location, Condition		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Structure / Stories	Garden/3	Midrise/4	(\$50)	Garden/3	\$0	Midrise/4	(\$50)
Year Built / Renovated	2025	2011	\$11	2011	\$11	2017	\$6
Quality/Street Appeal	Excellent	Excellent	\$0	Excellent	\$0	Excellent	\$0
Location	Above Average	Above Average	\$0	Above Average	\$0	Above Average	\$0
C. Unit Equipment / Amenities		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Number of Bedrooms	1	1	\$0	1	\$0	1	\$0
Number of Bathrooms	1	1	\$0	1	\$0	1	\$0
Unit Interior Square Feet	732	590	\$36	781	(\$12)	907	(\$44)
Balcony / Patio / Porch	Yes	Yes	\$0	Yes	\$0	Yes	\$0
AC Type:	Central	Central	\$0	Central	\$0	Central	\$0
Range / Refrigerator	Yes / Yes	Yes / Yes	\$0	Yes / Yes	\$0	Yes / Yes	\$0
Microwave / Dishwasher	Yes / Yes	Yes / Yes	\$0	Yes / Yes	\$0	Yes / Yes	\$0
Washer / Dryer: In Unit	Yes	Yes	\$0	Yes	\$0	Yes	\$0
D. Site Equipment / Amenities		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Parking (\$ Fee)	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Club House/Learning Center	yes	Yes	\$0	Yes	\$0	Yes	\$0
Pool	Yes	Yes	\$0	Yes	\$0	Yes	\$0
Recreation Areas	Yes	Yes	\$0	Yes	\$0	Yes	\$0
Fitness Center	yes	Yes	\$0	Yes	\$0	Yes	\$0
E. Adjustments Recap		Positive	Negative	Positive	Negative	Positive	Negative
Total Number of Adjustments		2	1	1	1	1	2
Sum of Adjustments B to D		\$47	(\$50)	\$11	(\$12)	\$6	(\$94)
F. Total Summary							
Gross Total Adjustment		\$97		\$23		\$100	
Net Total Adjustment		(\$3)		(\$1)		(\$88)	
G. Adjusted And Achievable Rents		Adj. Rent		Adj. Rent		Adj. Rent	
Adjusted Rent		\$1,920		\$1,679		\$2,011	
% of Effective Rent		99.8%		99.9%		95.8%	
Estimated Market Rent	\$1,870						
Rent Advantage \$	\$318						
Rent Advantage %	17.0%						

Table 33 Market Rent Analysis- Two Bedroom Units – 60% of AMI

Two Bedroom Units - 60% of AMI								
Subject Property		Comparable Property #1		Comparable Property #2		Comparable Property #3		
Mainline Phase I 290 Warrenton Road Fredericksburg, VA 22405		Apts at Cobblestone Square		Seasons at Celebrate Virginia		Abberly Waterstone		
		627 Cobblestone Square		2001 Dogwood Dr.		140 Abberly Drive		
		Fredericksburg	VA	Fredericksburg	VA	Stafford	VA	
A. Rents Charged		Subject	Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.
Street Rent - 60%		\$1,851	\$2,158	\$0	\$1,873	\$0	\$2,321	\$0
Utilities Included		T	None	\$10	None	\$10	T	\$0
Rent Concessions			None	\$0	\$83	(\$83)	None	\$0
Effective Rent		\$1,851	\$2,168		\$1,800		\$2,321	
<i>In parts B thru D, adjustments were made only for differences</i>								
B. Design, Location, Condition		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.	
Structure / Stories		Garden/3	Midrise/4	(\$50)	Garden/3	\$0	Midrise/4	(\$50)
Year Built / Condition		2025	2011	\$11	2011	\$11	2017	\$6
Quality/Street Appeal		Excellent	Excellent	\$0	Excellent	\$0	Excellent	\$0
Location		Above Average	Above Average	\$0	Above Average	\$0	Above Average	\$0
C. Unit Equipment / Amenities		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.	
Number of Bedrooms		2	2	\$0	2	\$0	2	\$0
Number of Bathrooms		2	2	\$0	2	\$0	2	\$0
Unit Interior Square Feet		956	895	\$15	1,157	\$0	1,279	(\$81)
Balcony / Patio / Porch		Yes	Yes	\$0	Yes	\$0	Yes	\$0
AC: (C)entral / (W)all / (N)on		Central	Central	\$0	Central	\$0	Central	\$0
Range / Refrigerator		Yes / Yes	Yes / Yes	\$0	Yes / Yes	\$0	Yes / Yes	\$0
Microwave / Dishwasher		Yes / Yes	Yes / Yes	\$0	Yes / Yes	\$0	Yes / Yes	\$0
Washer / Dryer: In Unit		Yes	Yes	\$0	Yes	\$0	Yes	\$0
D. Site Equipment / Amenities		Data	\$ Adj.	Data	\$ Adj.	Data	\$ Adj.	
Parking (\$ Fee)		\$0	\$0	\$40	\$0	\$0	\$0	\$0
Club House/Learning Center		yes	Yes	\$0	Yes	\$0	Yes	\$0
Pool		Yes	Yes	\$0	Yes	\$0	Yes	\$0
Recreation Areas		Yes	Yes	\$0	Yes	\$0	Yes	\$0
Fitness Center		yes	Yes	\$0	Yes	\$0	Yes	\$0
E. Adjustments Recap		Positive	Negative	Positive	Negative	Positive	Negative	
Total Number of Adjustments		3	1	1	0	1	2	
Sum of Adjustments B to D		\$66	(\$50)	\$11	\$0	\$6	(\$131)	
F. Total Summary								
Gross Total Adjustment		\$116		\$11		\$137		
Net Total Adjustment		\$16		\$11		(\$125)		
G. Adjusted And Achievable Rents		Adj. Rent		Adj. Rent		Adj. Rent		
Adjusted Rent		\$2,184		\$1,811		\$2,196		
% of Effective Rent		100.7%		100.6%		94.6%		
Estimated Market Rent		\$2,064						
Rent Advantage \$		\$213						
Rent Advantage %		10.3%						

After adjustments, the estimated market rent for a one bedroom unit is \$1,870, providing the subject's 60 percent of AMI one bedroom units with a market advantage of 17.0 percent. The estimated market rent for a two bedroom unit is \$2,064, resulting in the subject's 60 percent of AMI units having a 10.3 percent rent advantage.

Table 34 Market Rent Advantage – Summary

	One Bedroom Units	Two Bedroom Units
60% AMI Units		
Subject Rent	\$1,552	\$1,851
Estimated Market Rent	\$1,870	\$2,064
Rent Advantage (\$)	\$318	\$213
Rent Advantage (%)	17.0%	10.3%



G. Achievable Restricted Rents

The market rent derived above is an estimate of what a willing landlord might reasonably expect to receive, and a willing tenant might reasonably expect to pay for a unit at the subject. However, as a tax credit community, the maximum rent that a project owner can charge for a low-income unit is a gross rent based on bedroom size and applicable HUD's median household income for the subject area. If these LIHTC maximum gross/net rents are below the market rent (adjusted downward by ten percent), then the maximum rents also function as the achievable rents for each unit type and income band. Conversely, if the adjusted market rents are below the LIHTC maximum rents, then the adjusted market rents (less ten percent) act as the achievable rents. Therefore, achievable rents are the lower of the market rent or maximum LIHTC rent.

As shown in Table 35, the maximum LIHTC rents for the 60 percent of AMI units are below the estimated adjusted market rents. Therefore, the maximum LIHTC rents are the achievable rents for the LIHTC units. All proposed 60 percent LIHTC rents for the subject are equal to the achievable rents.

Table 35 Achievable Restricted Rents

60% AMI Units	One Bedroom Units	Two Bedroom Units
Estimated Market Rent	\$1,870	\$2,064
Less 10%	\$1,683	\$1,857
Maximum LIHTC Rent*	\$1,552	\$1,851
Achievable Rent	\$1,552	\$1,851
SUBJECT RENT	\$1,552	\$1,851

*Assumes utility allowances of \$143(1BR); \$184(2BR)

H. Proposed and Under Construction Rental Communities

Based on our research, RPRG has identified four short-term market area pipeline projects totaling 553 units that are likely to deliver over the next three years (Table 36). The locations of the pipeline projects are identified on Map 7. 408 Lafayette is located in central Fredericksburg; Potomac Church Apartments, a LIHTC project, is located in the northern portion of the market area near Stafford Hospital and Abberly Waterstone. Attain is located in Spotsylvania County just west of the boundary with Fredericksburg in Spotsylvania Town Center. The second phase of the subject is located on the northern portion of the site. Of these projects, two are currently under construction totaling 415 units and two are in predevelopment totaling 138 units.

Four projects are considered longer term since they require either rezoning or approvals of special exception. Belmont Park is located along Warrenton Road close to the subject in the Warrenton Road Targeted Growth Area (TGA). The three other projects are located in Fredericksburg.

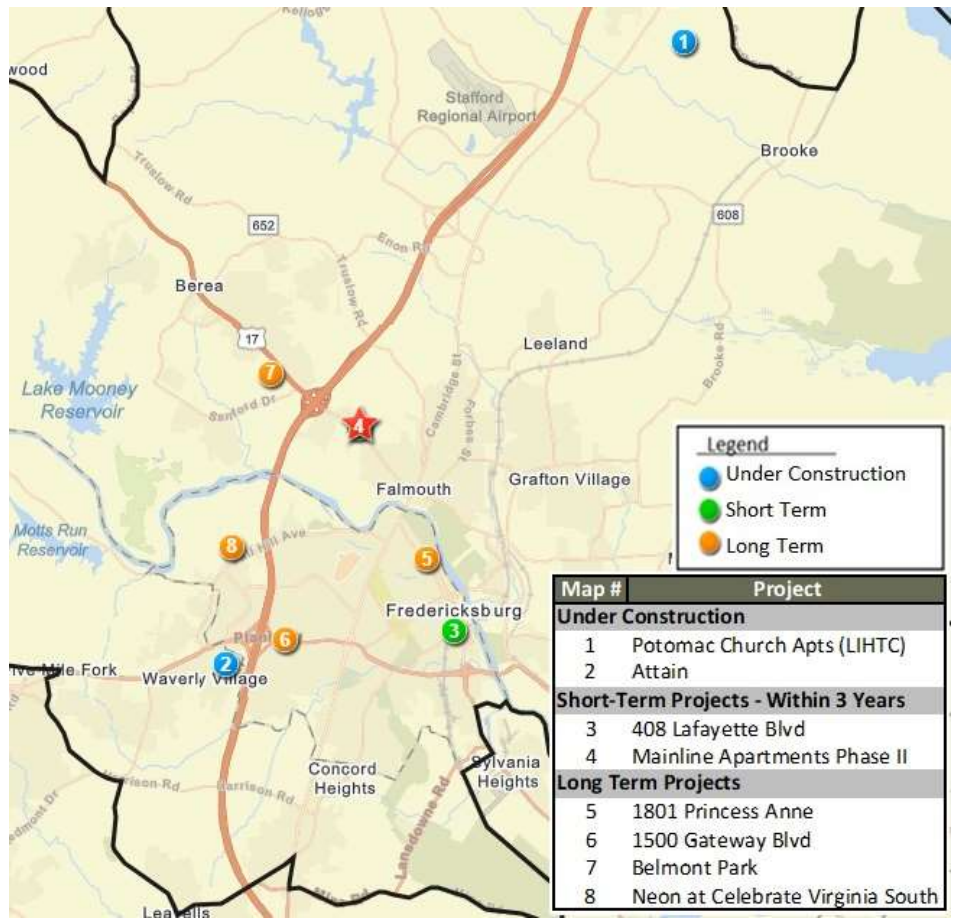
Table 36 Pipeline Projects – Mainline Market Area

Project	Address	City/ County	Developer	No. Units	Status	Delivery
Under Construction						
Potomac Church Apts (LIHTC)	SE corner of Old Potomac Church Rd/ Old Potomac Church Rd (east of Abberly Waterstone Apts)	Stafford, Stafford County	Marlyn Development Corp	144	Site plan approved. Approved for 4% tax credits by VH in 2021 round. Under construction	2023
Attain (formerly Aura at Town Center)	3102 Plank Rd	Fredericksburg, Stafford County	Bonaventure Investments	271	Rezoning and site plan approved. Approved for HUD financing. Groundbreaking occurred on April 22, 2022.	2024
Subtotal - Under Construction				415		
Short-Term Projects - Within 3 Years						
408 Lafayette Blvd	408 Lafayette Blvd	Fredericksburg	Janney	18	Under review by ArchReview Board; approval expected by late summer	2024
Mainline Apartments Phase II (LIHTC)	290 Warrenton Rd	Fredericksburg (Falmouth)	S. L. Nussbaum	120	Second phase of subject; being submitted to VH fr 4% tax credits. One, two, three bedrooms targeted to 60% AMI	2025
Subtotal - Short Term				138		
TOTAL - Under Construction & Short-Term				553		
Long Term Projects						
1801 Princess Anne	1801 Princess Anne St	Fredericksburg	N/A	9	Conversion of commercial building into nine units. Developer still has to respond to several city concerns	TBD
1500 Gateway Blvd	1500 Gateway Blvd	Fredericksburg	Ideal Realty LLC	288	Mixed use development includes 649 residential units - 187 th's, 174 " 2 over 2 attached, and 288 MF units. Approved by Planning Commission; rezoning is set to go before City Council July 2023.	TBD
Belmont Park	SW corner of Interstate 95/ US 17 Interchange	Falmouth, Stafford County	Mid-Atlantic Real Estate Investments, Inc.	303	Rezoning required to convert to mixed use development containing 303 MF units, 412 age restricted units, 435,400 sf retail, and 162,500 sf office. Part of Warrenton Road TGA. No forward movement	TBD
Neon at Celebrate Virginia South	NE corner Gordon Shelton Blvd/ Carl Silver Parkway	Fredericksburg	Silver Companies	372	Mixed development includes 50,000 sf clubhouse and 16,000 sf co working space. Will contain 758 units at full build out (2031). Application for special exception and rezoning - timetable uncertain	TBD
Subtotal - Long Term/Speculative				972		

Source: City of Fredericksburg; Stafford County, Spotsylvania Planning Depts, VH website; local HUD office, local development websites; compiled by RPRG, June 2023



Map 7 Multi-Family Pipeline



VIII. CONCLUSIONS AND RECOMMENDATIONS

A. Key Findings

Based on the preceding review of neighborhood characteristics, demographics, and competitive rental conditions in the Mainline Market Area, RPRG offers the following key findings:

Site: The site's location astride Warrenton Road provides easy access to a wide variety of services, institutions, employment nodes, and recreational amenities in both the local area and region.

- The on ramps to Interstate 95 are less than one-half mile from the site and offer connections south to Fredericksburg and Richmond and north to Stafford and the greater DC region.
- Warrenton Road west of Interstate 95 hosts several shopping centers anchored by supermarkets, Target, Walmart, and Lowes. Central Park, the largest shopping mall in the region, is four miles to the south.
- Long term plans spearheaded by Stafford County could dramatically transform the corridor over the next five to ten years with a greater variety of residential and retail options.
- The subject will be the first introduction of multifamily housing (market rate or affordable) east of Interstate 95 and north of the Rappahannock River heading north until the city limits of Stafford.

Economic Trends: The regional economy was only moderately impacted by the COVID-19 lockdown in 2020 and then quickly reverted back to prior patterns of growth and low unemployment.

- At-Place Employment gained 16,653 jobs (18.6 percent) between 2012 and 2019, fell by 4,600 jobs in 2020 as a result of COVID related layoffs but then quickly recovered in 2020 and added 1,000 jobs above 2019 levels as of 2022.
- Until the full impact of the COVID-19 downturn became evident in 2020, the unemployment rate in Greater Fredericksburg had fallen to 2.9 percent in 2019, comparable to state and below national rates. After a spike in 2020, unemployment rates have reverted back to pre-COVID levels.
- The employment base is diverse. As of 2022, Government and Trade are the largest employment sectors in the local area accounting for 41 percent of the employment base followed by Education-Health, Professional-Business, and Leisure-Hospitality.
- The largest employers are medical centers, universities, federal, state, and local government, Geico, and national retailers (Walmart and Wegman's).
- Significantly, the 32,500 workers (84 percent of total employment) who commute daily into the market area represent an opportunity for attracting future tenants at Mainline. Additionally, the 25,000 workers who live in the market area and commute to employment outside of the market area indicate that this district also serves as a bedroom community.).

Growth Trends: Strong growth experienced during the last 13 years is projected to accelerate (on a nominal basis) over the 2023 to 2028 period.

- Between 2010 and 2023, the household base increased by 2.3 percent (866 households) annually.



- The market area's household growth will slow to an annual rate of 2.1 percent though increase nominally (1,035 households) over the next five years.

Demographic Analysis: The market area is middle aged with a high proportion of smaller renter households.

- The market area has a median age of 37 years; the largest age cohort is adults aged 35 to 61 years with a 34 percent share.
- The proportion of childless households in the market area at 45 percent is larger than the share of households that contain children (30 percent); one-quarter of households live alone.
- One- and two-person households account for 63 percent of all renters.
- RPRG projects that renter households will contribute roughly 30.9 percent of net household growth over the next five years, comparable to renter share of household growth over the past 13 years.
- Households in the market area have a 2023 median household income of \$98,335, 89 percent of the region's median income of \$110,573. The median income for renters is lower at a still elevated \$64,807.
- Thirty-six percent of market area renter households earn between less than \$50,000; 36 percent earn between \$50,000 and \$99,999; and 28 percent earn \$100,000 or more (of which ten percent earn \$150,000 or more).

Competitive Analysis: Based on the low vacancies reported in RPRG's survey of both the market rate and income-restricted general occupancy rental communities, the rental is strong, pointing to its ability to support the proposed subject apartments. The subject will be the first introduction of a rental community in southern Stafford County north of Fredericksburg and east of Interstate 95.

- The stabilized vacancy rate is low at 2.7 percent; vacancy rates range from 2.2 percent among the Lower Tier inventory up to 3.7 percent among tax credit projects.
- Most rental communities are clustered west of Interstate 95 in Stafford County and to the south in Fredericksburg. Abberly Waterstone, located in Stafford eight miles north of the subject, is the only rental project located east of Interstate 95.
- Most tax credit communities are garden style products; three of the 13 properties offer townhomes. Tax credit properties generally provide more standard features such as black or white appliances, laminate counters, and carpeting; one-half provide in unit washer-dryers. However, most communities provide a full array of amenities given their large relative size.
- Except for Riverside Manor which offers select models with integral garages, the remaining 12 tax credit communities offer free surface parking.
- Compared to the Upper and Lower Tier properties, tax credit units have the greatest share of two bedroom models at 60 percent and three bedroom models at 36 percent; and the lowest share of one bedroom units at four percent.
- The market rate rental communities have a varied building structure and range in size from 24 units up to 482 units. Effective rents for Upper Tier one bedroom apartments average \$2,014 (\$2.45 per square foot); two bedroom apartments average \$2,659 (\$2.72 per square foot); and three bedroom apartments average \$2,912 (\$2.04 per square foot). Upper Tier models command rent premiums ranging from 35 to 61 percent of Lower Tier models.
- For all LIHTC communities, rents target a range of households earning at or below 40, 50, and 60 percent AMI; the Upper Tier Hanover House offers four affordable units targeting

households earning at or below 50 percent AMI. The average tax credit one bedroom unit has a net effective rent of \$1,296 for 731 square feet (\$1.77 per square foot). One-bedroom tax credit rents range from \$995 to \$1,560. The average tax credit two bedroom unit has a net effective rent of \$1,518 for 1,038 square feet (\$1.46 per square foot). Two-bedroom tax credit rents range from \$1,080 to \$1,863. The average tax credit three bedroom units has a net effective rent of \$1,729 for 1,202 square feet (\$1.44 per square foot). Three bedroom tax credit rents range from \$1,235 to \$2,138.

- The near-term development pipeline for multifamily rental units consists of four communities totaling 553 units which includes one tax credit property under construction in Stafford eight mile north of the subject and Phase II of the subject.

B. Derivation of Demand

1. Methodology

In this section, RPRG presents a Derivation of Demand calculation that is intended to gauge whether sufficient demand from renter households exists in the Mainline to absorb the number of units proposed for the subject project plus those units proposed at other pipeline rental communities that are expected to be brought on-line over a coming three-year period. The result of this analysis can be either a positive number (which shows the extent to which available demand for rental units would exceed available supply), a negative number (which shows the extent to which available supply would exceed the number of units needed/demanded over the period in question), or very rarely zero (in which case rental supply and rental demand would be perfectly in balance in terms of number of units demanded versus number of units supplied). The Net Demand analysis is conducted over a standard three-year period spanning June 2023 to June 2026.

RPRG's Derivation of Demand examines the balance of the demand for new rental housing units of all types (i.e., luxury market-rate, more affordable market-rate, tax credit, rent-subsidized, and age-restricted) versus the upcoming supply of rental housing units of all types. The Derivation of Demand calculation is an incremental or net analysis, in that it focuses upon the change in demand over the period in question, as opposed to focusing on the market's total demand. Considerations such as household incomes, floor plan types, and proposed rents for the subject and other pipeline projects are not factored into the Derivation of Demand; rather, we address the interplay of these factors within the subsequent related Affordability Analysis and Penetration Analysis sections.

RPRG sums demand generated from three broad sources in order to arrive at 'Total Demand for New Rental Units' over the three year period:

- **Projected Change in the Household Base.** Recall that in the Growth Trends section of this report, we presented projections of household change within the primary market area over the 2010 to 2028 period. We factor in three years' worth of the household change suggested by the annual rate of household growth or decline (2023 to 2026). Note that net household change incorporates growth or decline stemming from both organic changes within existing households (i.e., new household formation as children move out of their parents' homes, divorces, roommates electing to begin renting separately) and household migration into and out of the market area.
- **Need for Housing Stock Upgrades.** In accordance with HUD MAP Guide Chapter 7.5 Section I Paragraph c, demand for new housing units within a primary market area is generated when the stock of available housing units ceases to meet the housing needs of households that wish to remain residents of that primary market. In such instances, the housing stock needs to be upgraded either through the renovation of existing units or the

construction of new units. That a particular housing unit has ceased to meet the housing needs of a market area's households becomes evident in any number of ways, including:

- **Physical Removal or Demolition.** Clearly, if a unit is demolished or otherwise physically removed from a market, it is no longer available to serve local households. Several factors contribute to the removal of housing units. Housing units are occasionally removed from any given market through disasters such as fires and various types of weather phenomenon. While such disasters occur somewhat randomly, the decision whether to repair or demolish a unit is based on the economic value of the property. Thus, a unit being permanently lost in a disaster should be correlated with factors such as its age, structure type, and physical condition. Demolitions can also be instigated through the loss of economic value or in response to a situation where vacant land has become more valuable than the land plus its existing structure. Based on American Housing Survey data, researchers have analyzed Components of Inventory Change (CINCH) (Table 37). CINCH data indicated that renter-occupied or vacant units were far more likely to be demolished than owner-occupied units; among renter-occupied and vacant units, single-family detached units were more likely to be demolished than multifamily units.

Table 37 Components of Inventory Change in Housing (CINCH)

A. Characteristics	C. Present in 2011	D. 2011 units present in 2013	2011 Unit change							TOTAL Lost to Stock	Total exclude MH	2011-13 Annual
			E. Change in characteristics	F. lost due to conversion /merger	G. house or mobile home moved out	H. changed to non residential use	I. lost through demolition or disaster	J. badly damaged or condemned	K. lost in other ways			
Total Housing Stock	132,420	130,852		98	161	202	470	212	424	1,567	1,406	703
				0.07%	0.12%	0.15%	0.35%	0.16%	0.32%	1.18%	1.06%	0.53%
Occupancy												
Occupied units	114,907	105,864	8,313	58	99	68	238	59	207	729	630	315
				0.05%	0.09%	0.06%	0.21%	0.05%	0.18%	0.63%	0.55%	0.27%
Vacant	13,381	5,123	7,642	38	50	85	175	110	158	616	566	283
				0.28%	0.37%	0.64%	1.31%	0.82%	1.18%	4.60%	4.23%	2.11%
Seasonal	4,132	2,132	1,778	2	11	49	57	43	59	221	210	105
				0.05%	0.27%	1.19%	1.38%	1.04%	1.43%	5.35%	5.08%	2.54%
Region (All Units)												
Northeast	23,978	23,718		38	0	28	55	40	99	260	260	130
				0.16%	0.00%	0.12%	0.23%	0.17%	0.41%	1.08%	1.08%	0.54%
Midwest	29,209	28,849		14	28	49	117	56	95	359	331	166
				0.05%	0.10%	0.17%	0.40%	0.19%	0.33%	1.23%	1.13%	0.57%
South	50,237	49,526		29	120	75	235	94	159	712	592	296
				0.06%	0.24%	0.15%	0.47%	0.19%	0.32%	1.42%	1.18%	0.59%
West	28,996	28,759		17	13	50	63	23	71	237	224	112
				0.06%	0.04%	0.17%	0.22%	0.08%	0.24%	0.82%	0.77%	0.39%
Owner occupied												
Owner occupied	76,092	69,324	6,418	14	83	14	116	26	97	350	267	134
				0.02%	0.11%	0.02%	0.15%	0.03%	0.13%	0.46%	0.35%	0.18%
Renter occupied												
Renter occupied	38,815	31,181	7,253	45	16	54	122	33	110	380	364	182
				0.12%	0.04%	0.14%	0.31%	0.09%	0.28%	0.98%	0.94%	0.47%
Metro Status												
In Central Cities	37,400	36,974		49	3	70	124	67	112	425	422	211
				0.13%	0.01%	0.19%	0.33%	0.18%	0.30%	1.14%	1.13%	0.56%
In Suburbs	65,872	65,311		26	57	54	169	69	186	561	504	252
				0.04%	0.09%	0.08%	0.26%	0.10%	0.28%	0.85%	0.77%	0.38%
Outside Metro Area	29,148	28,567		23	101	78	177	76	125	580	479	240
				0.08%	0.35%	0.27%	0.61%	0.26%	0.43%	1.99%	1.64%	0.82%

Source: American Housing Survey, Components of Inventory Change 2011-2013; Prepared by Ecometrica, Inc. for U.S. Department of Housing & Urban Development Office of Policy Development & Research; April 2016. Note: Data in Thousands

- **Permanent Abandonment.** Housing units can be technically removed from the stock available to serve households without being physically removed. This happens when a housing unit's owner elects to permanently abandon the unit – due to obsolescence, overwhelming repair costs, or other factors – without going through the steps (and costs) of demolishing it. If a dilapidated unit was occupied up until the time of

permanent abandonment, the former occupant represents a source of demand for other units in the area.

- **Overcrowding.** As defined by the U.S. Census Bureau, a housing unit is classified as overcrowded if the household occupying the unit has more people than the housing unit has rooms. Particularly in markets with High housing costs, lower-income individuals and families are often driven into an overcrowded housing situation. Overcrowded households constitute pent-up demand for new housing units not typically captured in household growth projections; were two affordable units to become available, an overcrowded household would likely split into two households and generate an additional net unit of housing demand.
- **Mismatch between Household Incomes and Housing Stock Quality.** While permanent abandonment and overcrowding are two factors likely to lead to net new demand for affordable housing units, limited recent housing construction in a stable, long-established neighborhood can be an indicator of pent-up demand for new housing units serving middle- to upper-income households. Areas that exhibit this phenomenon are often downtown, inner city, or inner ring suburban locations that currently have – and have had for years – limited to no undeveloped land available for new housing construction/growth. When a neighborhood is stable in terms of overall household numbers but near the point of build-out for many years, many resident households develop a desire for a modern housing unit and the wherewithal to rent or purchase one but have no stock of modern units from which to choose. Such households are ‘under-housed’ in that the quality of the housing stock in the area where they live (and wish to remain) does not match the type of housing they demand and can afford. Such pent-up demand is rarely captured in public projections of household growth and is difficult to translate to specific calculations. However, this pent-up demand is a very real factor driving demand for new housing units in stable, established residential neighborhoods
- **Competitive Multifamily Vacancy Rates.** The final source of demand that factors into RPRG’s calculation of demand for rental units is the observed vacancy rate in the primary market area’s competitive rental market. RPRG assumes that a 5.0 percent vacancy rate is required to keep a rental market relatively elastic. Elasticity in this context means that an adequate number of quality housing units are vacant and available at any given time so that households seeking rental units can be accommodated and can have some choice among units. When the market vacancy rate is below 5.0 percent, additional units are needed to ensure an adequate number of available units from which to choose. When the market vacancy rate is above 5.0 percent, the market has the capacity to absorb some additional demand (whereby that amount of demand would not need to be met through the development of new units).

In considering competitive vacancy rates, we focus on multifamily units for several reasons. One of the primary reasons is that the scattered market in single-family homes, condominiums, and other properties is extremely fluid and cannot be relied upon to consistently serve renter households, since the inventory can convert to homeownership very quickly. We leave rent-subsidized multifamily properties out of this calculation to avoid overestimating demand, as the subsidized rental market is generally fully subscribed with waiting lists.

2. Demand Analysis

We apply the discussion of sources of demand for new rental units to the Mainline Market Area (Table 38). The steps in our Derivation of Rental Demand analysis are as follows:



- Per the household trend information discussed previously, RPRG estimates there are 49,199 households in the market area as of 2023, and projects that this number will increase to 54,372 by 2028. Based on this estimate and projection, RPRG derived the number of households in the market area as of June 2023 to June 2026 via interpolation.

RPRG computes that 49,630 households reside in the market area in June 2023, increasing to 52,734 households in June 2026. The Mainline Market Area would thus gain 3,104 net new households during the three-year study period.

- Using national statistical observations from 2011 and 2013 CINCH data, Econometrica determined that the average annual loss of occupied housing units in the United States between 2011 and 2013 (for all reasons other than the moving of homes, particularly mobile homes) was 0.27 percent of the total occupied stock (See Table 37). This blended rate includes an annual loss of 0.47 percent of renter-occupied units and 0.18 percent of owner-occupied units. In the interest of conservatively estimating demand, we assume the lower blended rate of 0.27 percent rather than the Higher renter-occupied rate of 0.47 percent. We determined the size of the housing stock in 2023, 2024, and 2025 via interpolation of household projections. Applying the removal rate over the three years in question, we estimate that 429 units are likely to be lost in the Mainline Market Area.
- Combining removals and household changes, the market would have total demand for 3,533 new housing units in the market area between June 2023 to June 2026.
- RPRG projects renter households will contribute roughly 30.9 percent of net household growth over the next five years, comparable to the proportion of net household growth attributed to renters over the past 13 years. Applying this rate to total housing demand yields rental demand for 1,090 units.
- The stabilized vacancy rate among the surveyed properties was 2.7 percent or 182 vacant units out of 6,816 units. Three properties in lease-up contain 65 vacant units out of 108 units. RPRG assumes a 95 percent occupancy to insure elasticity in the market. Given the total surveyed marketplace of 6,924 multifamily units, approximately 346 vacancies would be required to arrive at a 5.0 percent vacancy rate. Subtracting the 247 overall vacant units from the 346 units required to reach 5.0 percent vacancy reveals additional demand for 99 rental units. Thus, these 99 units are added to demand,
- Combining household growth, rentership rates, necessary unit replacement, and the preferred structural vacancy rate, there will be a total demand for 1,189 additional rental units in the market area over the three-year period.
- Total rental demand must be balanced against new rental stock likely to be added between June 2023 and June 2026. We include the four pipeline projects we believe are reasonably likely to be delivered over the three-year period. The near-term pipeline projects and the subject combine for a total of 693 rental units, or 658 units assuming a structural vacancy rate of five percent.
- Subtracting 658 units in the pipeline from the total demand for 1,189 units over the three years, we determine that the market area will have an overall surplus demand of approximately 531 rental housing units.

Table 38 Derivation of Demand

Demand			
<i>Projected Change in Household Base</i>			<i>Units</i>
June 2023 Households			49,630
June 2026 Households			52,734
Net Change in Households			3,104
	Housing Stock	Removal Rate	Units Removed
Add: Units Removed from Housing Stock			
2023 Housing Stock	51,948	0.27%	140
2024 Housing Stock	52,972	0.27%	143
2025 Housing Stock	53,993	0.27%	146
Total Units Removed from Housing Stock			429
New Housing Demand			3,533
Average Percent Renter Households over Analysis Period			30.9%
New Rental Housing Demand			1,090
Add: Multifamily Competitive Vacancy	Inventory		Vacant
Stabilized Communities	6,816		182
Communities Under Lease Up	108		65
Total Competitive Inventory	6,924		247
Market Vacancy at 5%			346
Less: Current Vacant Units			-247
Vacant Units Required to Reach 5% Market Vacancy			99
Total Demand for New Rental Units			1,189
Planned Additions to the Supply			
		Total Units	95% Occupancy
Potomac Church Apts (LIHTC) U/C		144	137
Attain U/C		271	257
408 Lafayette Blvd		18	17
Mainline Apartments Phase II		120	114
Subject Property		140	133
Total New Rental Supply		693	658
Excess Demand for Rental Housing			531

Source: RPRG, Inc.

3. Conclusions on Net Demand and Impact on Stabilized Occupancy

The demand analysis indicates a marketplace with a significant pent-up demand of over 500 units after accounting for the four pipeline projects and subject. Demand is supported by a strong economic base, low vacancy rates, and the appeal of a Fredericksburg location based on its location astride Interstate 95 between the Northern Virginia suburbs and greater Richmond. Based on the results of the Net Demand Analysis and healthy market conditions, the introduction of the subject property and other identified pipeline should have little impact on current low vacancy rates.

C. Effective Demand – Affordability/Capture & Penetration Analyses

1. Methodology

In this section, we test whether sufficient income-qualified households would be available to support the specific units at the subject property and properties in the same broad segment of the rental market in terms of pricing. This analysis is conducted independently of the Net Demand Analysis as units at the subject property are likely to be filled by a combination of new households (either moving to or created in the market area) and existing households moving within the market area. The total demand – comprised of the net or incremental demand and the demand from existing households – is the relevant frame of reference for the analysis.

The Affordability/Capture Analysis tests the percentage of income-qualified households in the primary market area that the subject community must capture to achieve full occupancy. The Penetration Analysis tests the percentage of income-qualified households in the market area that the subject community and comparable competitive communities combined must capture to achieve full occupancy. The combination of the Net Demand, Affordability/Capture and Penetration Analyses determines if the primary market area can support additional rental units and if sufficient households exist in the targeted income range to support the proposed units.

The first component of the Effective Demand involves looking at total income and renter income among Mainline Market Area households for the target year. The Developer projects that Mainline Apartments Phase I will initially be placed in service in 2025 and, as such, 2025 is used as the target year for these analyses. RPRG calculated 2025 income distributions for total households and renter households based on Esri and Census trended household projections, income estimates from the 2017-2021 ACS, and income projections from Esri (Table 39).

Table 39 2025 Total and Renter Income Distribution, Mainline Market Area

Mainline Market Area		2025 Total Households		2025 Renter Households	
		#	%	#	%
less than	\$15,000	3,147	6.1%	1,801	10.6%
	\$15,000 \$24,999	1,723	3.4%	986	5.8%
	\$25,000 \$34,999	2,436	4.8%	1,319	7.8%
	\$35,000 \$49,999	3,228	6.3%	1,718	10.1%
	\$50,000 \$74,999	8,577	16.7%	4,001	23.5%
	\$75,000 \$99,999	5,789	11.3%	2,185	12.9%
	\$100,000 \$149,999	10,409	20.3%	3,133	18.4%
	\$150,000 Over	15,958	31.1%	1,854	10.9%
Total		51,268	100%	16,997	100%
Median Income		\$103,522		\$66,711	

Source: American Community Survey 2017-2021 Estimates, Esri, RPRG

A particular housing unit is typically said to be affordable to households that would be expending a certain percentage of their annual income

or less on the expenses related to living in that unit. In the case of rental units, these expenses are generally of two types – monthly contract rents paid to property owners and payment of utility bills for which the tenant is responsible. The sum of the contract rent and utility bills is referred to as a household's 'gross rent burden'. For the Affordability/Capture and Penetration Analyses, RPRG employs a 35 percent gross rent burden. The 35 percent rent burden is the rent burden mandated by VH for use in evaluating proposed general occupancy LIHTC communities. Rent burdens of 35 percent are also typically used in underwriting multifamily rental communities in the Mid-Atlantic region, particularly communities with rents targeting low- and moderate-income households in areas with high housing costs.



All of the tax credit units in the subject will be restricted to households with incomes at 60 percent of AMI. The household sizes assume 1.5 persons per bedroom for the one and two bedroom models. The analysis uses developer proposed rents.

2. Affordability Analysis

The steps in our Affordability Analysis for the Mainline Apartments Phase I at proposed rents are as follows (Table 40).

- The overall shelter cost (gross rent) for a one-bedroom unit at 60 percent of AMI, would be \$1,695 per month (\$1,552 rent plus a \$143 utility allowance for utility costs beyond those for trash removal).
- By applying a 35 percent rent burden to this gross rent, we determined that the one-bedroom unit at 30 percent of AMI would be affordable to households earning at least \$58,114 per year. The projected number of primary market area renter households earning at least \$58,114 in 2025 is 9,875.
- A household occupying a one-bedroom unit (assuming 1.5 persons/bedroom) and earning 60 percent of AMI for the Washington-Arlington – Alexandria HUD Metro FMR Area would have a maximum income of \$67,830. According to the interpolated income distribution for 2025, there would be 8,320 renter households in the primary market area with incomes exceeding the upper income bound.
- Subtracting the 8,320 renter households with incomes above the 60 percent maximum income limit from the 9,875 renter households that could afford to rent this unit, we calculate that 1,555 households in the primary market area as of 2025 would be in the band of affordability for the subject’s 60 percent one-bedroom units. Mainline Apartments Phase I would need to capture 3.9 percent of these income-qualified renter households to absorb the 60 sixty percent one bedroom units as of 2025.
- The subject’s two bedroom units would need to capture 5.7 percent of these income-qualified renter households to absorb the 80 sixty percent two bedroom units as of 2025.
- Overall, the capture rate for all units is 4.3 percent.

Table 40 2023 Affordability Analysis for Mainline Apartments - Phase I

60% AMI	35% Rent Burden	One Bedroom Units		Two Bedroom Units	
		Min.	Max.	Min.	Max.
Number of Units		60		80	
Net Rent		\$1,552		\$1,851	
Gross Rent		\$1,695		\$2,035	
Income Range (Min, Max)		\$58,114	\$67,830	\$69,771	\$81,420
Renter Households					
Range of Qualified Hhlds		9,875	8,320	8,009	6,611
# Qualified Hhlds		1,555		1,398	
Renter HH Capture Rate		3.9%		5.7%	

Income Target	# Units	Renter Households = 16,997				
		Band of Qualified Hhlds		# Qualified Hhls	Capture Rate	
60% AMI	140	<i>Income Households</i>	\$58,114 9,875	\$81,420 6,611	3,264	4.3%

Source: Income Projections, RPRG, Inc.



Looking at the overall capture rate for the both phases of Mainline Apartments, the 260 units would need to capture 6.0 percent of income qualified renter households (Table 41).

Table 41 2023 Affordability Analysis for Mainline Apartments – Phase I & Phase II

60% AMI	35% Rent Burden	One Bedroom Units		Two Bedroom Units		Three Bedroom Units	
		Min.	Max.	Min.	Max.	Min.	Max.
Number of Units		84		152		24	
Net Rent		\$1,552		\$1,851		\$2,125	
Gross Rent		\$1,695		\$2,035		\$2,351	
Income Range (Min, Max)		\$58,114	\$67,830	\$69,771	\$81,420	\$80,606	\$94,050
Renter Households							
Range of Qualified Hhlds		9,875	8,320	8,009	6,611	6,682	5,507
# Qualified Hhlds		1,555		1,398		1,175	
Renter HH Capture Rate		5.4%		10.9%		2.0%	

Income Target	# Units	Renter Households = 16,997				
		Band of Qualified Hhlds		# Qualified HHs	Capture Rate	
60% AMI	260	<i>Income Households</i>	\$58,114 9,875	\$94,050 5,507	4,368	6.0%

Source: Income Projections, RPRG, Inc.

3. Penetration Analysis

To provide further insight into the market dynamics, we have also conducted a Penetration Analysis (Table 42). The Penetration Analysis evaluates the capacity of the market area to serve the entire inventory of directly competitive rental units. Our analysis utilizes the same target date of 2025; the same 35 percent rent burden; and income levels as presented in the Affordability Analysis for the tax credit units.

As of 2025, the competitive supply of 60 percent AMI one, two, and three bedroom rental stock consists of a total of 1,970 units, of which 264 units are in the development pipeline plus the 140 one and two bedroom sixty percent AMI tax credit units at the subject. The minimum rents used in this analysis are the one bedroom 60 percent AMI rents of \$1,035 at Forest Village. The incomes of households who could afford the directly competitive supply range from \$40,388 to \$94,050. An estimated 11,490 renter households will be in the band of affordability for all 60 percent of AMI one, two, and three bedroom units as of 2025. The existing and planned affordable supply would need to capture 17.1 percent of these renter households in order to reach full occupancy.

4. Conclusions on Affordability and Penetration

RPRG judges that the capture rates are low and readily achievable, particularly since the subject will be in an area currently underserved by affordable units and will offer new and attractive models. The Phase 1 capture rate of 4.3 percent and the overall capture rate of 6.0 percent for both phases are low.

RPRG considers the calculated penetration rate for the tax credit units of 17 percent of income-restricted renter households to be low within the context of the Mainline Apartments. In essence, our analysis suggests that the most directly competitive rental units will need to capture roughly one out of five income-restricted renter households.

Table 42 Penetration Analysis for Mainline Apartment Phase I, Assuming 35% Rent Burden

1,2,3 BR - 60% Units	
Competitive Units	Units
New Post*	102
Riverside Manor	143
Hideaway TH's	182
Valor Apts	178
Salem Run I & II	270
Crestview	173
England Run North	136
Wicklow Sq & Weston Circle	243
Forest Village	71
Heritage Park I & II	68
subtotal	1,566
Pipeline Units	Units
Potomac Church	144
Mainline Phase II	120
subtotal	264
Subject Property	Units
Mainline Phase I	140
Total	1,970

Income Target	Total Competitive Units	Renter Households = 16,997		# Qualified HHs	Penetration Rate
		Band of Qualified Hhlds			
		One Bedroom	Three Bedroom		
60% Units	1,970	\$40,388 16,997	\$94,050 5,507	11,490	17.1%

Source: 2010 U.S. Census, Esri, Estimates, RPRG, Inc.

D. VH Demand Methodology

1. VH Demand Analysis

Virginia Housing (VH) mandates a particular demand methodology in evaluating applications for Low-Income Housing Tax Credits. VH opts for a need-driven demand methodology which factors the topics of cost-burdened renters and substandard rental housing into the demand equation. In this section, RPRG calculates demand according to the VH methodology for Mainline Apartments Phase I. VH's demand methodology for general occupancy LIHTC projects such as the subject accounts for as many as three primary components of potential need/demand (a fourth component describing existing tenants likely to remain is not applicable since this is new construction):

- **Household Growth or Decline.** The household trend required by VH is the net increase or decrease in the number of income-qualified renter households in the primary market area between a base year of 2023 and a target year of 2026.
- **Cost Burdened Renters.** VH's second component of demand is cost burdened renters, a designation which is typically defined as those renter households paying more than 35 percent of household income for housing costs. To be conservative, RPRG uses the 2017-2021 ACS data on cost-burdened renter households presented earlier in Table 22 to estimate the percentage and number of income-qualified renters for the subject project that will be cost-



burdened as of 2023 as conservatively defined by spending 40 percent of income on rent, or 31.3 percent of renters.

- Renter Households in Substandard Housing.** VH’s third component of demand accounts for income-qualified renter households living in substandard units, defined as overcrowded units (having 1.01 or more persons per room) and/or units lacking complete plumbing facilities. According to the 2017-2021 ACS, the percentage of renter households in the primary market area that lived in substandard conditions was 3.8 percent.

Table 43 outlines the detailed VH demand calculations for Mainline Apartments Phase I that stem from the three demand components. Total demand available for the 140-unit proposed affordable project is expected to include 271 net new renter households, 1,348 cost-burdened households, and 164 households currently residing in substandard housing. The calculation thus yields a total demand for 1,784 units of rental housing serving the targeted income bands.

Comparable one, two, and three bedroom units that are presently available or that would likely be available constitute supply that must be subtracted from total VH demand to arrive at VH net demand. Based on the known vacancy rates for the rental communities in our survey, there are 72 vacant units in the competitive supply. The pipeline consists of 264 affordable one, two, and three bedroom units (60% AMI) at two tax credit projects (including Phase II). Subtracting the vacant existing and pipeline units, VH net demand totals 1,448 units.

Given net demand of 1,448 units, the 140-unit new rental project on the Mainline Apartments Phase I site would need to capture 9.7 percent of income-qualified renter households per VH’s demand methodology.

Table 43 VH Demand by Overall Income Targeting

	<i>Income Target</i>	60% AMI
<i>Minimum Income Limit</i>		\$58,114
<i>Maximum Income Limit</i>		\$94,050
(A) Renter Income Qualification Percentage		25.7%
Demand from New Renter Households - <i>Calculation (C-B)*F*A</i>		271
+ Demand from Rent Overburdened HHs - <i>Calculation: B*E*F*A</i>		1,348
+ Demand from Substandard Housing - <i>Calculation B*D*F*A</i>		164
Total Income Qualified Renter Demand		1,784
Less: Comparable Vacant Units		72
Less: Comparable Pipeline Units		264
Net Demand		1,448
Subject Proposed Units		140
Capture Rate		9.7%
Estimated Absorption Period		13 months

Demand Calculation Inputs	
A). % of Renter HHlds with Qualifying Income	see above
B). 2023 Households	49,199
C). 2026 Households	52,303
D). Substandard Housing (% of Rental Stock)	3.8%
E). Rent Overburdened (% of Renter HHlds at >40%)	31.3%
F). Renter Percentage (% of all 2023 HHlds)	34.0%

2. Conclusions on VH Demand

RPRG considers the key capture rates for the new units proposed for Mainline Phase I as both reasonable and readily achievable. Taking into consideration the reasonable capture rate, we have estimated a lease up pace of roughly 13 months, reflecting an average absorption pace of 10 units per month for the 140 new tax credit units to achieve 95 percent occupancy. For the project



overall including Phase I and II, we have also estimated a lease up pace of roughly 13 months, reflecting an average absorption pace of 19 units per month for the 260 new tax credit units to achieve 95 percent occupancy.

E. Target Markets

Based on the contemporary set of community features and amenities, the proposed configuration of one and two bedroom units, and the subject’s strategic location north of Fredericksburg and proximate to the Interstate 95 intersection, the primary target market will be younger workers and, to a lesser extent, families seeking attractive, affordable rental options. Younger workers include singles and roommates working at the employment nodes in Fredericksburg (Mary Washington Hospital, University of Mary Washington, Central Park) and in Stafford County (Stafford Hospital, Stafford County Government, Quantico Marine Base and related defense industries, Geico). Seventy percent of households in the market area are single or do not have children; 63 percent of renters are either one or two person households.

F. Product Evaluation and Recommendations

The developer contemplates Mainline Apartments as a new addition to the affordable segment of the Mainline Market Area. Considered in the context of the overall competitive environment, the relative position of the subject is discussed below (Table 44).

- Location:** The subject is strategically located along Warrenton Road, the major east-west arterial in southern Stafford County that provides quick and convenient access to Interstate 95 and US Route 1 and nearby employment, shopping, institutional, and recreational centers. The county has designated the immediate area surrounding the subject as a Targeted Growth Area that will ultimately transform the corridor into a more intensively developed residential and commercial core over the next five to ten years. The eastern portion of the Warrenton Road corridor is underserved by rental communities; at present there are no multifamily communities. However, not only will the Mainline Apartments Phase I and Phase II be opening in 2025, the developer expects the adjacent 114 townhome parcel will also start sales and thus establish a new paradigm for the area.

Table 44 Proposed Unit Mix and Rents – Mainline Apartments

Phase I									
Bedrooms	Target AMI	Baths	Units		Gross Heated Area (SF)	Rent*	Util Allow*	Total Rent	Rent/ Sq Ft
			No.	%					
One	60%	1.0	60	43%	731	\$1,552	\$143	\$1,695	\$2.12
Two	60%	1.0	80	57%	956	\$1,851	\$184	\$2,035	\$1.94
Phase I Total/ Aver			140		860	\$1,723	\$166	\$1,889	\$2.00
Phase II									
Bedrooms	Target AMI	Baths	Units		Gross Heated Area (SF)	Rent*	Util Allow*	Total Rent	Rent/ Sq Ft**
			No.	%					
One	60%	1.0	24	20%	722	\$1,552	\$143	\$1,695	\$2.15
Two	60%	1.0	72	60%	968	\$1,851	\$184	\$2,035	\$1.91
Three	60%	1.0	24	20%	1,142	\$2,125	\$226	\$2,351	\$1.86
Phase II Total/ Aver			120		954	\$1,846	\$184	\$2,030	\$1.94
Project Total			260						

*Assumes all utilities except trash are paid by tenant. Utility allowances furnished by Virginia Housing/ Housing Choice Voucher Program, 7/1/22
 Source: S. L. Nussbaum

Total Unit Mix		
Bedrooms	No.	%
One	84	32%
Two	152	58%
Three	24	9%
Total	260	



- **Project Size:** The proposed overall size of approximately 260 units for Mainline Apartments (at full build out) is larger than the average size of the surveyed tax credit communities (182 units) but comparable to the average size of the Lower Tier communities (246 units). Five of the surveyed tax credit communities are also sized in the 200 to 300 unit range. Moreover, the scale of the project is sufficient to support a full array of community amenities.
- **Structure Type:** The proposed three story garden style is similar in design to ten of the 13 tax credit communities that offer gardens exclusively.
- **Unit Distribution:** The proposed overall unit distribution in Mainline apartments is 32 percent one bedroom models (84 units), 58 percent two bedroom models (152 units), and nine percent three bedroom units (24 units). The one bedroom share at 32 percent is much larger than the four percent distribution of one bedroom units in the tax credit group though falls between the 26 percent share of the Lower Tier group and the 44 percent share of the Upper Tier group. Given the unique characteristics of the subject offering upscale features comparable to the Upper Tier and the most extensive set of amenities of any tax credit property, the 32 percent share of one bedrooms is warranted, particularly as over 60 percent of market area renter households contain one or two members. The 58 percent share of two bedroom units, comparable to the 60 percent share of two bedroom models in the tax credit group, will appeal to singles desiring extra space for an office or guest room, couples, roommates, and families with one child. The nine percent share of three bedroom units at the subject is well below the 36 percent share of tax credit units and the 26 percent of market area rents containing three or four members.
- **Unit Size:** The proposed floor plans at Mainline Apartments are comparable to the mid-range floor plans of surveyed tax credit and Lower Tier properties:
 - **One Bedroom:** The developer has proposed one bedroom floor plans sized at 731 square feet that are comparable to the average size of the tax credit one bedroom models (731 square feet) and the Lower Tier one bedroom models (743 square feet).
 - **Two Bedroom:** The developer has proposed two bedroom floor plans sized at 956 square feet that are moderately smaller than the average size of the tax credit two bedroom models (1,038 square feet) and the Lower Tier two bedroom models (1,001 square feet). Five of the tax credit floor two bedroom plans and five of the Lower Tier two bedroom floor plans are sized within 40 square feet of the subject's two bedroom floor plans.
 - **Three Bedroom:** The developer has proposed three bedroom floor plans sized at 1,142 square feet that are moderately smaller than the average size of the tax credit two bedroom models (1,202 square feet). Four of the tax credit floor three bedroom plans and three of the Lower Tier two bedroom floor plans are sized within 40 square feet of the subject's three bedroom floor plans.
- **Unit Features:** The developer has proposed unit features modeled after the Mezzo Apartments in Virginia Beach that are commensurate with other upscale communities in the market and far exceed any existing market area tax credit properties. Kitchens at Mainline will offer granite countertops and energy efficient stainless-steel appliances including dishwasher, stove/range, refrigerator, and microwave. Additional unit features will include kitchen islands, wood-like luxury vinyl tile flooring, in unit washer-dryers, custom cabinets, recessed lighting, and patios/balconies.
- **Community Amenities:** Even though most existing properties offer a full set of amenities, the developer proposed amenity package equals or exceeds offerings at other tax credit,



Lower Tier, and Upper Tier properties. Amenities will include a clubhouse with resident lounge, complementary coffee bar, business center/ co- working spaces, package receivership, and 24 hour fitness center. Outdoor areas will offer a resort style pool and deck, dog park, playground, grill and lounging areas with fire pits, pickle ball courts, basketball court, and bike storage.

- **Parking:** The subject will only offer surface parking space at no extra charge that is similar to the profile of 12 of the 13 tax credit properties and nine of the 13 Lower Tier properties.

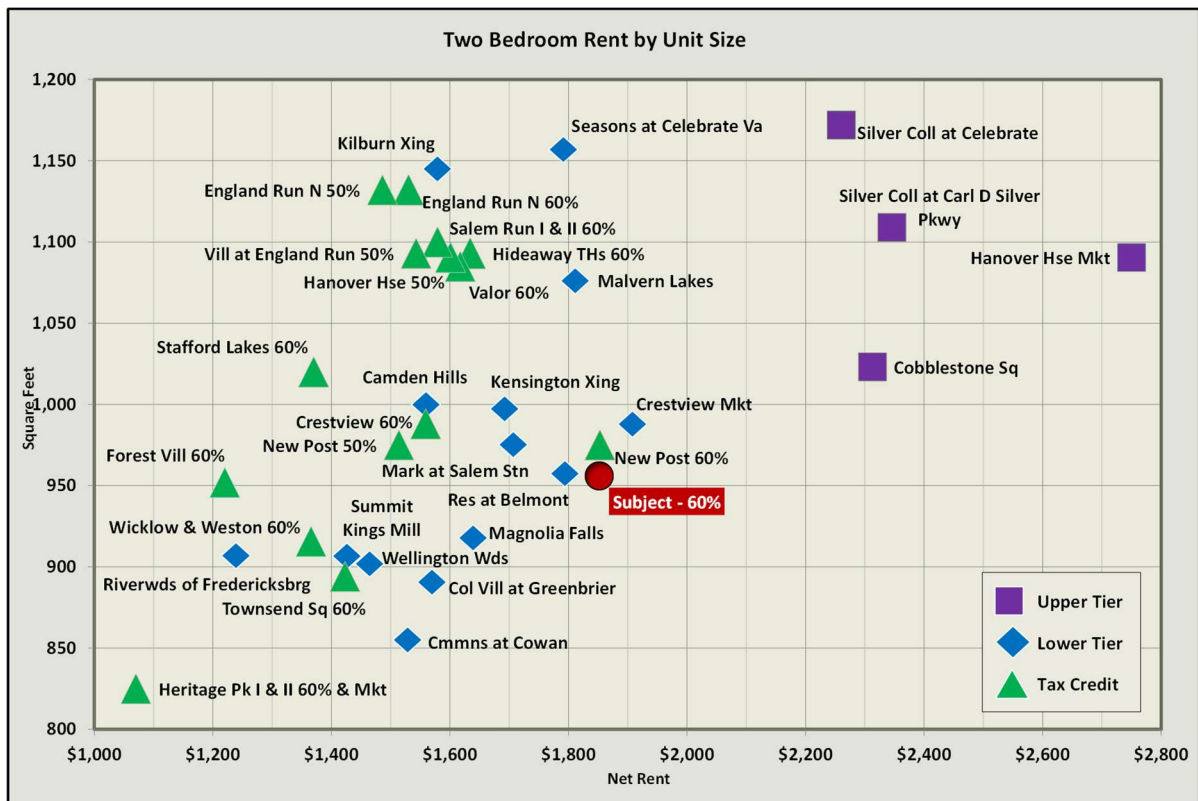
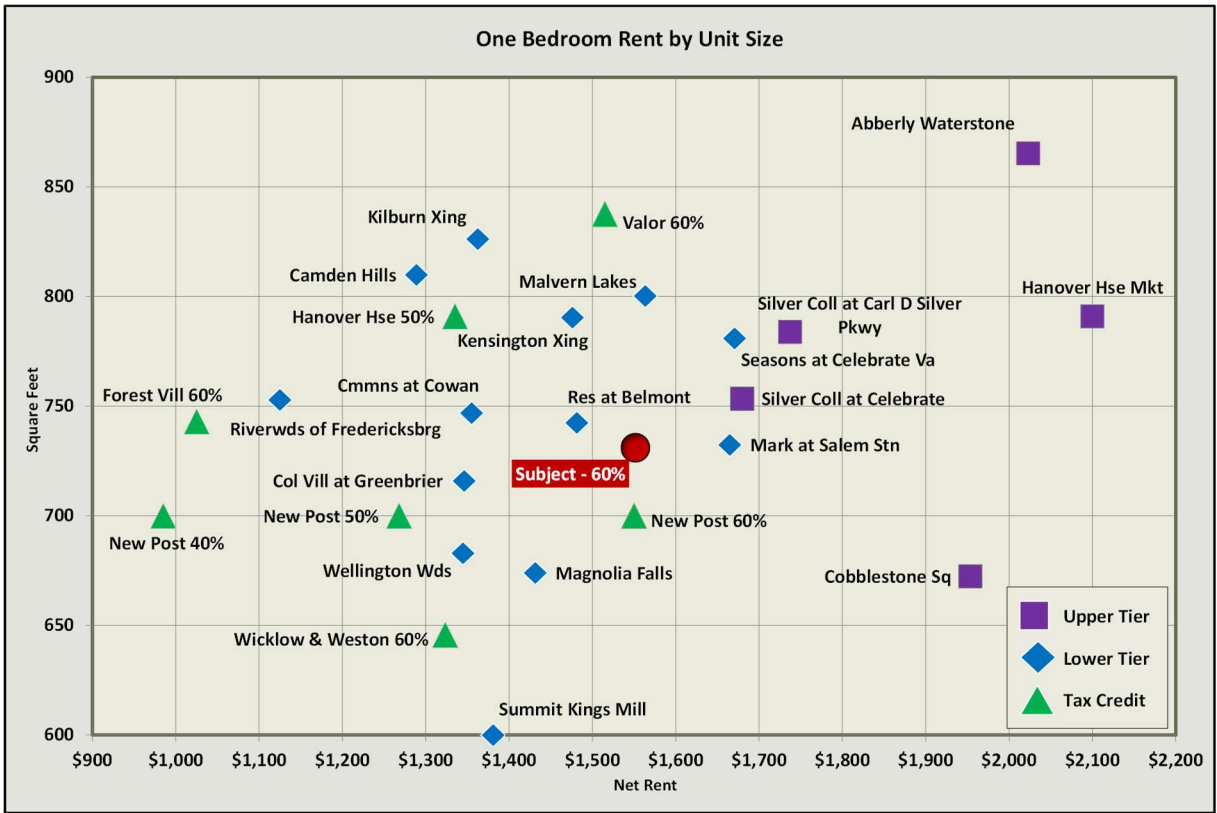
G. Price Position

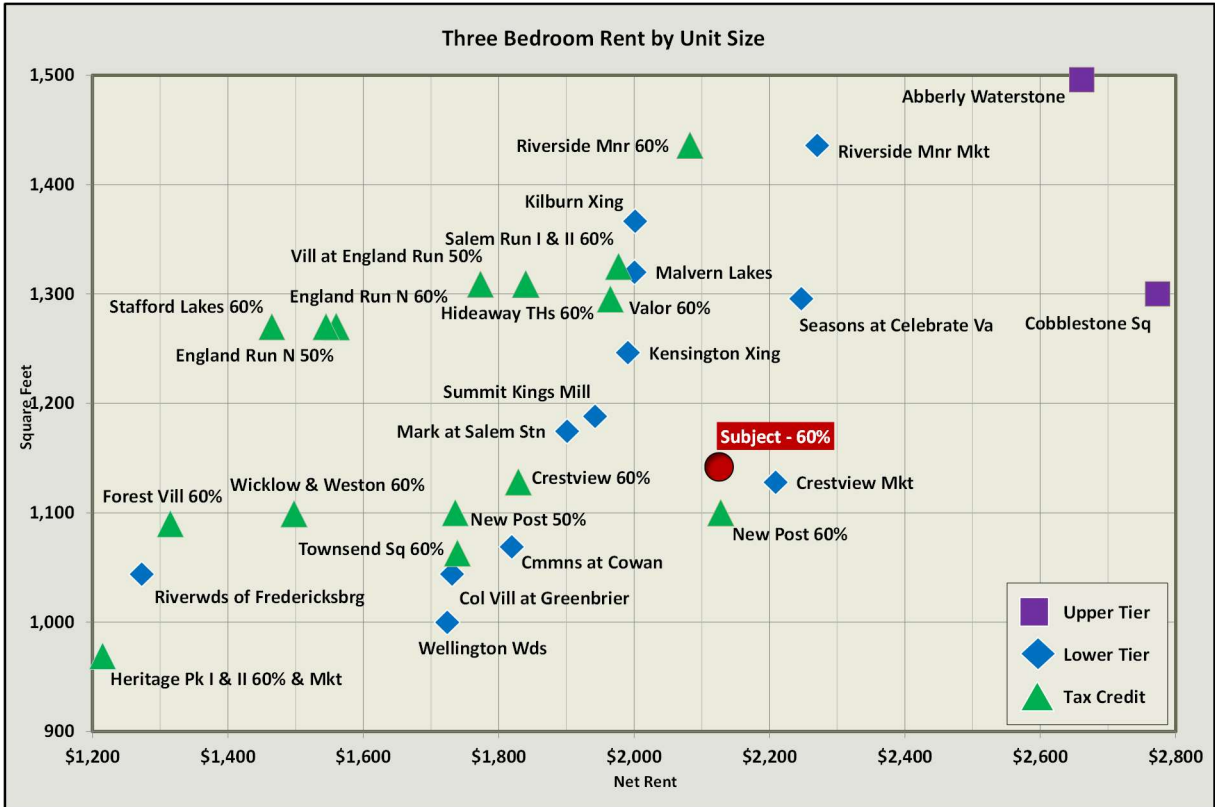
As discussed in the introduction to this section, Mainline is positioned as an upscale community offering affordable units in an attractive campus. The proposed 60 percent of AMI rents are within the higher range of the existing tax credit inventory and within the mid-range of the Lower Tier inventory. The scatter grams in Figure 11 illustrate the relative position of the proposed pricing for both Phase I and Phase II.

- **One Bedroom:** The developer has proposed one bedroom 60 percent of AMI rents of \$1,552 that are at the upper end of the \$1,025 to \$1,550 60 percent rents among the tax credit one bedroom models and within the mid-range of the top five one bedroom rents of \$1,476 to \$1,670 within the Lower Tier group.
- **Two Bedroom:** The developer has proposed two bedroom 60 percent of AMI rents of \$1,851 that are at the upper end of the \$1,070 to \$1,853 60 percent rents among the tax credit two bedroom models and within the mid-range of the top five two bedroom rents of \$1,790 to \$1,952 within the Lower Tier group.
- **Three Bedroom:** The developer has proposed three bedroom 60 percent of AMI rents of \$2,125 that are at the upper end of the \$1,235 to \$2,138 60 percent rents among the tax credit three bedroom models and within the mid-range of the top seven three bedroom rents of \$1,921 to \$2,290 within the Lower Tier group.



Figure 11 Price Position, Proposed Rents







IX. CONCLUDING REMARKS

A. Conclusions and Absorption

The strategic location of Mainline Apartments are close to the intersection of Warrenton Road (US Route 17) and Interstate 95, providing easy and direct access to the Warrenton Road commercial corridor west of Interstate 95, central Fredericksburg (Central Park, Mary Washington Hospital, University of Mary Washington, and the historic downtown district), and the Stafford County Interstate 95 corridor through Stafford and Quantico. Support for development of the Mainline Apartments is manifested by a strong rental market with low stabilized vacancy rates (2.7 percent) and limited leasing specials, very strong pent up demand for 500+ units, a low capture and penetration rates indicating a large pool of qualified renters and a limited supply of competitive inventory. Demand is buttressed by strong household growth and a solid economic base supported by major educational, medical, government, business service, and retail employment nodes. Despite the affordable nature of the rents, the proposed unit features, and community amenities will equal or exceed not only the existing tax credit inventory but all market rate communities (both Lower and Upper Tier). Floor plans are compatible with existing tax credit and Lower Tier properties.

Stafford County has designated the Warrenton Road corridor as one of five Targeted Growth Areas (TGA's) in the county where higher density suburban development patterns are encouraged over the next five to ten years. In the short term, the creation of a new residential node encompassing the 260 units at the subject and the adjacent 114 for sale townhomes will start this transformation process. In the long term, Warrenton Road should emerge as an attractive and vibrant neighborhood.

Though nearly four years old, the most recent examples of monthly lease-up paces demonstrate absorption paces of 14 to 27 units. In addition, while tax credit vacancies are low in the three percent range, historically tax credit properties are typically fully leased with waiting lists. As a result, we estimate a conservative monthly lease-up pace of ten units that translates to a lease up period of 13 months assuming a full occupancy level of 95 percent. For the project overall including Phase I and II, we have also estimated a lease up pace of roughly 13 months, reflecting an average absorption pace of 19 units per month for the 260 new tax credit units to achieve 95 percent occupancy.

B. Impact on Existing Market

RPRG does not anticipate that the subject will have an adverse impact on the existing rental market. The stabilized vacancy rates are low in the two to three percent range for all three rental categories; the pent up demand of 500+ units is substantial and indicates a strong opportunity for introducing new rental properties.

We hope you find this analysis helpful in your decision making process.

Handwritten signature of Jerry Levin in black ink.

Jerry Levin
Senior Analyst

Handwritten signature of Robert M. Lefenfeld in black ink.

Robert M. Lefenfeld
Founding Principal



X. APPENDIX 1 UNDERLYING ASSUMPTIONS AND LIMITING CONDITIONS

In conducting the analysis, we will make the following assumptions, except as otherwise noted in our report:

1. There are no zoning, building, safety, environmental or other federal, state or local laws, regulations or codes which would prohibit or impair the development, marketing or operation of the subject project in the manner contemplated in our report, and the subject project will be developed, marketed and operated in compliance with all applicable laws, regulations and codes.
2. No material changes will occur in (a) any federal, state or local law, regulation or code (including, without limitation, the Internal Revenue Code) affecting the subject project, or (b) any federal, state or local grant, financing or other program which is to be utilized in connection with the subject project.
3. The local, national, and international economies will not deteriorate, and there will be no significant changes in interest rates or in rates of inflation or deflation.
4. The subject project will be served by adequate transportation, utilities, and governmental facilities.
5. The subject project will not be subjected to any war, energy crisis, embargo, strike, earthquake, flood, fire or other casualty or act of God.
6. The subject project will be on the market at the time and with the product anticipated in our report, and at the price position specified in our report.
7. The subject project will be developed, marketed and operated in a Highly professional manner.
8. No projects will be developed which will be in competition with the subject project, except as set forth in our report.
9. There are neither existing judgments nor any pending or threatened litigation, which could hinder the development, marketing or operation of the subject project.



The analysis will be subject to the following limiting conditions, except as otherwise noted in our report:

1. The analysis contained in this report necessarily incorporates numerous estimates and assumptions with respect to property performance, general and local business and economic conditions, the absence of material changes in the competitive environment and other matters. Some estimates or assumptions, however, inevitably will not materialize, and unanticipated events and circumstances may occur; therefore, actual results achieved during the period covered by our analysis will vary from our estimates and the variations may be material.
2. Our absorption estimates are based on the assumption that the product recommendations set forth in our report will be followed without material deviation.
3. All estimates of future dollar amounts are based on the current value of the dollar, without any allowance for inflation or deflation.
4. We have no responsibility for considerations requiring expertise in other fields. Such considerations include, but are not limited to, legal matters, environmental matters, architectural matters, geologic considerations, such as soils and seismic stability, and civil, mechanical, electrical, structural, and other engineering matters.
5. Information, estimates, and opinions contained in or referred to in our report, which we have obtained from sources outside of this office, are assumed to be reliable and have not been independently verified.
6. The conclusions and recommendations in our report are subject to these Underlying Assumptions and Limiting Conditions and to any additional assumptions or conditions set forth in the body of our report.



XI. APPENDIX 2 NCHMA CHECKLIST

Introduction: The National Council of Housing Market Analysts provides a checklist referencing all components of their market study. This checklist is intended to assist readers on the location and content of issues relevant to the evaluation and analysis of market studies. The page number of each component referenced is noted in the right column. In cases where the item is not relevant, the author has indicated "N/A" or not applicable. Where a conflict with or variation from client standards or client requirements exists, the author has indicated a "V" (variation) with a comment explaining the conflict. More detailed notations or explanations are also acceptable.

	Component (*First occurring page is noted)	*Page(s)
Executive Summary		
1.	Executive Summary	vi
Project Summary		
2.	Project description with exact number of bedrooms and baths proposed income limitation, proposed rents, and utility allowances	5
3.	Utilities (and utility sources) included in rent	5
4.	Project design description	5
5.	Unit and project amenities; parking	5
6.	Public programs included	N/A
7.	Target population description	5
8.	Date of construction/preliminary completion	7
9.	If rehabilitation, existing unit breakdown and rents	N/A
10.	Reference to review/status of project plans	N/A
Location and Market Area		
11.	Market area/secondary market area description	27
12.	Concise description of the site and adjacent parcels	8
13.	Description of site characteristics	8
14.	Site photos/maps	8,10
15.	Map of community services	15
16.	Visibility and accessibility evaluation	13
17.	Crime information	14
Employment and Economy		
18.	Employment by industry	21



19.	Historical unemployment rate	19
20.	Area major employers	23
21.	Five-year employment growth	N/A
22.	Typical wages by occupation	24
23.	Discussion of commuting patterns of area workers	20
Demographic Characteristics		
24.	Population and household estimates and projections	29
25.	Area building permits	30
26.	Distribution of income	34
27.	Households by tenure	32
Competitive Environment		
28.	Comparable property profiles	82
29.	Map of comparable properties	39
30.	Comparable property photos	82
31.	Existing rental housing evaluation	42
32.	Comparable property discussion	42
33.	Area vacancy rates, including rates for tax credit and government-subsidized communities	41
34.	Comparison of subject property to comparable properties	66
35.	Availability of Housing Choice Vouchers	47
36.	Identification of waiting lists	47
37.	Description of overall rental market including share of market-rate and affordable properties	38
38.	List of existing LIHTC properties	38
39.	Discussion of future changes in housing stock	N/A
40.	Discussion of availability and cost of other affordable housing options, including homeownership	N/A
41.	Tax credit and other planned or under construction rental communities in market area	51
Analysis/Conclusions		
42.	Calculation and analysis of Capture Rate	62
43.	Calculation and analysis of Penetration Rate	63
44.	Evaluation of proposed rent levels	68
45.	Derivation of Achievable Market Rent and Market Advantage	48
46.	Derivation of Achievable Restricted Rent	51



47.	Precise statement of key conclusions	71
48.	Market strengths and weaknesses impacting project	71
49.	Recommendation and/or modification to project description	N/A
50.	Discussion of subject property's impact on existing housing	71
51.	Absorption projection with issues impacting performance	71
52.	Discussion of risks or other mitigating circumstances impacting project	N/A
53.	Interviews with area housing stakeholders	N/A

Certifications

54.	Preparation date of report	Cover
55.	Date of field work	Cover
56.	Certifications	Back
57.	Statement of qualifications	78
58.	Sources of data not otherwise identified	N/A
59.	Utility allowance schedule	81



XII. APPENDIX 3 NCHMA CERTIFICATION

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

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

While the document specifies Real Property Research Group, Inc., the certification is always signed by the individual completing the study and attesting to the certification.

Real Property Research Group, Inc.



Gerald Levin
Name

Senior Analyst
Title

June 25th, 2023



XIII. APPENDIX 4 RESUMES

TAD SCEPANIAK **Managing Principal**

Tad Scepianiak assumed the role of Real Property Research Group's Managing Principal in November 2017 following more than 15 years with the firm. Tad has extensive experience conducting market feasibility studies on a wide range of residential and mixed-use developments for developers, lenders, and government entities. Tad directs the firm's research and production of feasibility studies including large-scale housing assessments to detailed reports for a specific project on a specific site. He has extensive experience analyzing affordable rental communities developed under the Low Income Housing Tax Credit (LIHTC) program and market-rate apartments developed under the HUD 221(d)(4) program and conventional financing. Tad is the key contact for research contracts many state housing finance agencies, including several that commission market studies for LIHTC applications.

Tad is Immediate Past Chair of the National Council of Housing Market Analysts (NCHMA) and previously served as Vice Chair and Co-Chair of Standards Committee. He has taken a lead role in the development of the organization's Standard Definitions and Recommended Market Study Content, and he has authored and co-authored white papers on market areas, derivation of market rents, and selection of comparable properties. Tad is also a founding member of the Atlanta chapter of the Lambda Alpha Land Economics Society.

Areas of Concentration:

- Low Income Tax Credit Rental Housing: Mr. Scepianiak has worked extensively with the Low Income Tax credit program throughout the United States, with special emphasis on the Southeast and Mid-Atlantic regions.
- Senior Housing: Mr. Scepianiak has conducted feasibility analysis for a variety of senior oriented rental housing. The majority of this work has been under the Low Income Tax Credit program; however his experience includes assisted living facilities and market rate senior rental communities.
- Market rate Rental Housing: Mr. Scepianiak has conducted various projects for developers of market rate rental housing. The studies produced for these developers are generally used to determine the rental housing needs of a specific submarket and to obtain financing.
- Public Housing Authority Consultation: Tad has worked with Housing Authorities throughout the United States to document trends rental and for sale housing market trends to better understand redevelopment opportunities. He has completed studies examining development opportunities for housing authorities through the Choice Neighborhood Initiative or other programs in Florida, Georgia, North Carolina, South Carolina, Texas, and Tennessee.

Education:

Bachelor of Science – Marketing; Berry College – Rome, Georgia



ROBERT M. LEFENFELD
Founding Principal

Mr. Lefenfeld, Founding Principal of the firm, with over 30 years of experience in the field of residential market research. Before founding Real Property Research Group in 2001, Bob served as an officer of research subsidiaries of Reznick Fedder & Silverman and Legg Mason. Between 1998 and 2001, Bob was Managing Director of RF&S Realty Advisors, conducting residential market studies throughout the United States. From 1987 to 1995, Bob served as Senior Vice President of Legg Mason Realty Group, managing the firm's consulting practice and serving as publisher of a Mid-Atlantic residential data service, Housing Market Profiles. Prior to joining Legg Mason, Bob spent ten years with the Baltimore Metropolitan Council as a housing economist. Bob also served as Research Director for Regency Homes between 1995 and 1998, analyzing markets throughout the Eastern United States and evaluating the company's active building operation.

Bob provides input and guidance for the completion of the firm's research and analysis products. He combines extensive experience in the real estate industry with capabilities in database development and information management. Over the years, he has developed a series of information products and proprietary databases serving real estate professionals.

Bob has lectured and written extensively about residential real estate market analysis. Bob has created and teaches the market study module for the MBA HUD Underwriting course and has served as an adjunct professor for the Graduate Programs in Real Estate Development, School of Architecture, Planning and Preservation, University of Maryland College Park. He is the past National Chair of the National Council of Housing Market Analysts (NCHMA) and currently chairs its FHA Committee.

Areas of Concentration:

- **Strategic Assessments:** Mr. Lefenfeld has conducted numerous corridor analyses throughout the United States to assist building and real estate companies in evaluating development opportunities. Such analyses document demographic, economic, competitive, and proposed development activity by submarket and discuss opportunities for development.
- **Feasibility Analysis:** Mr. Lefenfeld has conducted feasibility studies for various types of residential developments for builders and developers. Subjects for these analyses have included for-sale single-family and townhouse developments, age-restricted rental and for-sale developments, large multi-product PUDs, urban renovations and continuing care facilities for the elderly.
- **Information Products:** Bob has developed a series of proprietary databases to assist clients in monitoring growth trends. Subjects of these databases have included for sale housing, pipeline information, and rental communities.

Education:

Master of Urban and Regional Planning; The George Washington University.
Bachelor of Arts - Political Science; Northeastern University.



GERALD R. LEVIN
Senior Analyst

Mr. Levin has over 30 years of experience in all aspects of real estate development, financial and market feasibility analyses, financing and due diligence, project management, marketing, and development programming. Along with research experience with Real Property Research Group and Gladstone Associates, his work experience has included development and asset management. Prior to joining Real Property Research Group as a Director, Mr. Levin was part of senior management at Landex Corporation, a regional development and property management firm specializing in redevelopment of multi-family properties, and at Struever Bros., Eccles & Rouse, Baltimore's largest developer of historic properties. He served 12 years as Vice President of Chevy Chase/ B. F. Saul Co. in Washington DC where he managed \$300 million plus residential and commercial real estate portfolios in both the development and work-out departments; served as Director of Development for RS Properties in Baltimore, a real estate investment firm specializing in the historic redevelopment of urban properties; and served as Financial Services Officer for the Baltimore Economic Development Corporation.

Areas of Concentration:

- Feasibility Analysis: Mr. Levin's experience has encompassed a wide range of studies including: residential (single-family, townhouse, multi-family, condominium, senior, active adult, lot sales, tax credit), industrial, office, retail, research & development, special purpose (retreat facilities, performing arts Centers, self-storage facilities, convention centers, conference facilities), and mixed- use development. Recent studies have focused on family and senior tax credit communities, inner-city revitalization projects, and due diligence for investment funds in locations throughout the Mid-Atlantic and Midwest.
- Site Analysis and Development Programming: Mr. Levin has a comprehensive background in development including analysis of zoning and public ordinance compatibility, the neighborhood setting, availability of utilities, public transit and road connections, market feasibility, community issues, and developer experience. His development experience has included preparation of development profiles based on site features and market, development of public/ private partnerships to showcase "anchor" projects impacted by public infrastructure (i.e., transit stations), project scheduling, coordination of financing, due diligence, community participation, and coordination of critical issues – environment review, historic certification, historic tax credits, transportation linkages, and parking.
- Financial Analyses and Financial Packaging: Mr. Levin has a broad background in the preparation of proforma development budgets and operating statements, analysis of economic returns to owners and investors, the preparation of financial loan packages for review by potential lenders, investors, and owners including project overview, project financial information, market overview, status of required public approvals/ actions, and the oversight of the due diligence process required for transfer of property and loan closings.

Education:

Master of Urban and Regional Planning; University of North Carolina at Chapel Hill
Bachelor of Arts, Economics; Yale University



XIV. APPENDIX 5 UTILITY ALLOWANCE SCHEDULE

Virginia Housing | Housing Choice Voucher Program

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

Family Name: _____

Unit Address: _____

Voucher Size*: _____ Unit Bedroom Size*: _____

**Use smaller size to calculate tenant-supplied utilities and appliances.*

		Unit Type: 2 Exposed Walls				Effective Date: 07/01/2022			
Utility	Usage	Monthly Dollar Amount							
		0 BR	1 BR	2BR	3BR	4BR	5 BR	6 BR	7BR
Appliance	Range/Microwave	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00
	Refrigerator	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00
Bottled Gas	Cooking	\$11.00	\$15.00	\$19.00	\$23.00	\$29.00	\$34.00	\$38.00	\$42.00
	Home Heating	\$64.00	\$89.00	\$114.00	\$140.00	\$177.00	\$204.00	\$229.00	\$254.00
	Water Heating	\$27.00	\$37.00	\$48.00	\$58.00	\$74.00	\$85.00	\$95.00	\$106.00
Electricity	Cooking	\$4.00	\$5.00	\$6.00	\$8.00	\$10.00	\$11.00	\$13.00	\$14.00
	Cooling (A/C)	\$7.00	\$9.00	\$13.00	\$15.00	\$19.00	\$22.00	\$24.00	\$27.00
	Home Heating	\$24.00	\$34.00	\$43.00	\$54.00	\$67.00	\$78.00	\$87.00	\$97.00
	Other Electric	\$14.00	\$19.00	\$24.00	\$30.00	\$38.00	\$43.00	\$49.00	\$54.00
	Water Heating	\$12.00	\$16.00	\$21.00	\$25.00	\$32.00	\$37.00	\$41.00	\$46.00
Natural Gas	Cooking	\$2.00	\$2.00	\$3.00	\$3.00	\$4.00	\$5.00	\$5.00	\$6.00
	Home Heating	\$8.00	\$12.00	\$15.00	\$18.00	\$22.00	\$25.00	\$28.00	\$32.00
	Water Heating	\$3.00	\$4.00	\$5.00	\$7.00	\$8.00	\$10.00	\$11.00	\$12.00
Oil	Home Heating	\$45.00	\$63.00	\$81.00	\$98.00	\$126.00	\$145.00	\$163.00	\$181.00
	Water Heating	\$19.00	\$26.00	\$33.00	\$41.00	\$52.00	\$59.00	\$67.00	\$74.00
Sewer	Other	\$23.00	\$32.00	\$41.00	\$50.00	\$63.00	\$72.00	\$81.00	\$90.00
Trash Collection	Other	\$14.00	\$14.00	\$14.00	\$14.00	\$14.00	\$14.00	\$14.00	\$14.00
Water	Other	\$20.00	\$28.00	\$36.00	\$44.00	\$56.00	\$64.00	\$72.00	\$80.00
UTILITY ALLOWANCE TOTAL:		\$	\$ 143	\$ 184	\$ 226	\$	\$	\$	\$



XV. APPENDIX 6 RENTAL COMMUNITY PROFILES

Abberly Waterstone



ADDRESS
140 Abberly Dr, Stafford, VA, 22554

COMMUNITY TYPE
Market Rate - General

STRUCTURE TYPE
4 Story - Mix

UNITS
288

VACANCY
1.4 % (4 Units) as of 06/12/23

OPENED IN
2017



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	35%	\$2,023	865	\$2.34
Two	63%	\$2,282	1,299	\$1.76
Three	2%	\$2,661	1,496	\$1.78

Community Amenities
Clubhouse, Fitness Room, Outdoor Pool, Business Center, Car Wash, Computer Center, Firepit, Dog Park, EV Charging Station, Outdoor Kitchen, Elevator Served

Features

Standard	Dishwasher, Disposal, Microwave, Patio Balcony
Standard - Full	In Unit Laundry
Central / Heat Pump	Air Conditioning
Carpet	Flooring Type 1
Vinyl/Linoleum	Flooring Type 2
Granite	Countertops
Black	Appliances

Parking

Parking Description	Free Surface Parking
Parking Description #2	Detached Garage — \$200.00

Contacts

Owner / Mgmt.	HHHunt
Phone	540-322-2789

Comments

Granite ctrs, Blk appl, wood-plank floors, garden tubs, mocha wood cabinets. Select units: island, dual vanities. Dog park, EV Car charge stations, clubhouse w/demo kitchen; lounge, sundeck, billiards, game room, outdoor pavilion. 232 units in 4 story elevator bldgs. 56 units in 2-story garden bldgs w/ private entrance for each unit.

Floorplans (Published Rents as of 06/12/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Amber Mid Rise - Elevator		1	1.0	48	\$1,967	806	\$2.44	Market	-
Cobalt Mid Rise - Elevator		1	1.0	3	\$1,942	814	\$2.39	Market	-
Carbon Mid Rise - Elevator		1	1.0	48	\$2,099	907	\$2.31	Market	-
Copper Mid Rise - Elevator		1	1.5	3	\$2,207	1,199	\$1.84	Market	-
Garnet Mid Rise - Elevator		2	2.0	10	\$2,242	1,101	\$2.04	Market	-
Granite Mid Rise - Elevator		2	2.0	39	\$2,230	1,194	\$1.87	Market	-
Marble Garden		2	2.0	28	\$2,298	1,260	\$1.82	Market	-
Opal Mid Rise - Elevator		2	2.0	24	\$2,321	1,279	\$1.81	Market	-
Platinum Mid Rise - Elevator		2	2.5	16	\$2,288	1,327	\$1.72	Market	-
Onyx Garden		2	2.0	28	\$2,252	1,339	\$1.68	Market	-
Quartz Mid Rise - Elevator		2	2.0	21	\$2,382	1,454	\$1.64	Market	-
Titanium Mid Rise - Elevator		2	2.0	14	\$2,614	1,496	\$1.75	Market	-
Topaz Mid Rise - Elevator		3	2.0	6	\$2,713	1,496	\$1.81	Market	-

Historic Vacancy & Eff. Rent (1)			
Date	06/12/23	05/27/22	04/05/22
% Vac	1.4%	1.7%	0.7%
One	\$2,033	\$1,994	\$1,831
Two	\$2,366	\$2,317	\$2,104
Three	\$0	\$2,713	\$2,428

Adjustments to Rent	
Incentives	None; Daily Pricing
Utilities in Rent	Trash
Heat Source	Electric

Abberly Waterstone

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent

(2) Published Rent is rent as quoted by management.

Amelia House



ADDRESS
708 Amelia Street, Fredricksburg, VA, 22401

COMMUNITY TYPE
Market Rate - General

STRUCTURE TYPE
4 Story – Mid Rise

UNITS
50

VACANCY
76.0 % (38 Units) as of 06/19/23

OPENED IN
2023



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	64%	\$2,268	941	\$2.41
Two	36%	\$3,295	1,342	\$2.46

Community Amenities
Elevators, Elevator Served

Features

SS	Appliances
Granite	Countertops
Hardwood	Flooring Type 1
Ceramic	Flooring Type 2
Standard - Full	In Unit Laundry
Standard	Dishwasher, Disposal, Microwave

Parking	
Parking Description	Paid Structured Parking/On Site — \$99.00
Parking Description #2	

Contacts	
Owner / Mgmt.	Brett Pritchard
Phone	540 898 3242 x 1012

Comments

Granite counter, ss appliances (dw, gd, mw), wd, luxury wood plank flooring, tile, kitchen island
Structured parking \$99, kitchen island, walk- in closets, balconies, some loft units
Putting green, private clubroom, lounge, terrace, free admission to Anytime Fitness

Floorplans (Published Rents as of 06/19/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
		1	1.0	32	\$2,293	941	\$2.44		-
		2	2.0	18	\$3,325	1,342	\$2.48		-

Historic Vacancy & Eff. Rent (1)	
Date	06/19/23
% Vac	76.0%
One	\$2,293
Two	\$3,325

Adjustments to Rent	
Incentives	two months free parking
Utilities in Rent	Water/Sewer, Trash

Amelia House

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
(2) Published Rent is rent as quoted by management.

Apts at Cobblestone Square



ADDRESS
627 Cobblestone Circle, Fredericksburg, VA, 22401

COMMUNITY TYPE
Market Rate - General

STRUCTURE TYPE
4 Story – Mid Rise

UNITS
314

VACANCY
N/A as of 06/13/2023

OPENED IN
2011



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	37%	\$1,953	672	\$2.91
One/Den	1%	\$2,113	770	\$2.74
Two	55%	\$2,313	1,023	\$2.26
Three	8%	\$2,773	1,300	\$2.13

Community Amenities
Clubhouse, Community Room, Fitness Room, Outdoor Pool, Playground, Business Center, Car Wash, EV Charging Station, Elevators, Elevator Served

Features

Standard	Dishwasher, Disposal, Microwave, IceMaker, Patio Balcony
Standard - Full	In Unit Laundry
Central / Heat Pump	Air Conditioning
In Building/Fee	Storage
Select Units	High Ceilings
Carpet	Flooring Type 1
Ceramic	Flooring Type 2
SS	Appliances
Granite	Countertops
Community Security	Gated Entry, Intercom, Keyed Bldg Entry

Parking

Parking Description	Free Surface Parking
Parking Description #2	Detached Garage — \$125.00

Contacts

Owner / Mgmt.	MAA
Phone	540-802-4150

Comments

Standard finishes include 42" cabinetry, walk-in closet. BBQ/picnic areas. Game room with billiards, recycling, courtyard,grills, walking trails, gazebo, bike storage. Select units feature a separate shower and soaking tub. Opened 11/29/2011; Const. complete 7/12. Leased up Sept 2012. Located 2 blocks from VRE and Amtrak station. Valet Trash \$25. Pest \$7
Historic rent used for Amelia, Sophia small & large, Kenmore, Pelham, Charles
MAA does not provide occupancy info

Floorplans (Published Rents as of 06/13/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Amelia Mid Rise - Elevator		1	1.0	1	\$1,913	590	\$3.24	Market	-
Liberty Mid Rise - Elevator		1	1.0	22	\$1,918	635	\$3.02	Market	-
Sophia/Sm Mid Rise - Elevator	Loft	1	1.5	8	\$2,021	645	\$3.13	Market	-
William Mid Rise - Elevator		1	1.0	44	\$1,933	660	\$2.93	Market	-
Caroline Mid Rise - Elevator		1	1.0	32	\$2,003	680	\$2.95	Market	-
Sophia/Lg Mid Rise - Elevator	Den	1	1.5	2	\$2,113	770	\$2.74	Market	-
Kenmore Mid Rise - Elevator		1	1.0	8	\$1,898	830	\$2.29	Market	-
Pelham Mid Rise - Elevator		1	1.0	1	\$2,000	835	\$2.40	Market	-
Charles Mid Rise - Elevator		2	2.0	16	\$2,158	895	\$2.41	Market	-
Hanover Mid Rise - Elevator		2	2.0	116	\$2,323	1,013	\$2.29	Market	-
Charlotte/Cornell Mid Rise - Elevator		2	2.0	40	\$2,346	1,105	\$2.12	Market	-
Winchester Mid Rise - Elevator		3	2.0	24	\$2,773	1,300	\$2.13	Market	-

Historic Vacancy & Eff. Rent (1)			
Date	06/13/23	06/12/23	03/27/23
% Vac	N/A	1.0%	1.9%
One	\$1,711	\$0	\$1,707
One/Den	\$2,113	\$0	\$2,113
Two	\$2,276	\$0	\$1,882
Three	\$2,773	\$0	\$2,588

Adjustments to Rent

Incentives	Daily Pricing
Utilities in Rent	
Heat Source	Electric

Initial Absorption

Opened: 2011-11-29	Months: 9.0
Closed: 2012-09-28	31.4 units/month

Apts at Cobblestone Square

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent

(2) Published Rent is rent as quoted by management.

Camden Hills



ADDRESS
136 Wellington Lakes Drive, Fredericksburg, VA, 22401

COMMUNITY TYPE
Market Rate - General

STRUCTURE TYPE
3 Story – Garden

UNITS
160

VACANCY
0.6 % (1 Units) as of 06/12/23

OPENED IN
1972



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	25%	\$1,289	810	\$1.59
Two	75%	\$1,559	1,000	\$1.56

Community Amenities
Clubhouse, Central Laundry, Outdoor Pool, Playground

Features	
Standard	Dishwasher, Disposal, Patio Balcony
Not Available	Microwave, IceMaker, In Unit Laundry, Fireplace, Storage, High Ceilings
Select Units	Ceiling Fan
Central / Heat Pump	Air Conditioning
Carpet	Flooring Type 1
Vinyl/Linoleum	Flooring Type 2
White	Appliances
Laminate	Countertops

Parking	
Parking Description	Free Surface Parking
Parking Description #2	

Contacts	
Owner / Mgmt.	Acento
Phone	540-479-3601

Comments
Renovated units have W/D, new kitchen counters and cabinets
W/S monthly rates: 1BR \$20-\$30, 2BR \$30-\$40
Leasing office is located: 1704 Lafayette Blvd, Fredericksburg, VA, 22401

Floorplans (Published Rents as of 06/12/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Garden		1	1.0	20	\$1,279	810	\$1.58	Market	-
W/D Garden		1	1.0	20	\$1,329	810	\$1.64	Market	-
Garden		2	1.0	60	\$1,449	1,000	\$1.45	Market	-
W/D Garden		2	1.0	60	\$1,699	1,000	\$1.70	Market	-

Historic Vacancy & Eff. Rent (1)			
Date	06/12/23	05/27/22	04/05/22
% Vac	0.6%	0.0%	0.0%
One	\$1,304	\$1,248	\$1,248
Two	\$1,574	\$1,369	\$1,369

Adjustments to Rent	
Incentives	None
Utilities in Rent	Cooking, Trash
Heat Source	Natural Gas

Camden Hills

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
(2) Published Rent is rent as quoted by management.

Colonial Village at Greenbrier



ADDRESS 1 Greenbriars Drive, Fredericksburg, VA, 22401 **COMMUNITY TYPE** Market Rate - General **STRUCTURE TYPE** 3 Story - Garden **UNITS** 258 **VACANCY** 1.2 % (3 Units) as of 06/12/23 **OPENED IN** 1965



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
Studio	4%	\$1,398	408	\$3.43
One	20%	\$1,346	716	\$1.88
One/Den	6%	\$1,463	863	\$1.70
Two	51%	\$1,568	891	\$1.76
Two/Den	6%	\$1,553	953	\$1.63
Three	7%	\$1,878	1,120	\$1.68

Community Amenities
 Clubhouse, Community Room, Fitness Room, Central Laundry, Outdoor Pool, Playground, Picnic Area

Features

Standard	Dishwasher, Disposal, IceMaker, Ceiling Fan, Patio Balcony, Cable TV
Select Units	In Unit Laundry, Accessibility
Central / Heat Pump	Air Conditioning
Carpet	Flooring Type 1
Hardwood	Flooring Type 2
Black	Appliances
Granite	Countertops
Community Security	Patrol

Parking

Parking Description	Free Surface Parking
Parking Description #2	Fee for Reserved — \$20.00

Contacts

Owner / Mgmt.	MAA
Phone	540-573-2469

Comments

2BR/2BA & 3BR/2BA has W/D in unit. Grilling/picnic areas, walking paths, wooded views. Unit mix is estimate. Basic cable/ Fitness center fee: \$45/month mandatory fee. Trash fee: \$10; Pest Control fee: \$7.
 **6/12/23 Don't participate in market surveys
 Rent and occupancy found online
 Historic rent used for Elwood I

Floorplans (Published Rents as of 06/12/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Chatham Garden		0	1.0	11	\$1,408	408	\$3.45	Market	-
Kenmore I/II Garden		1	1.0	52	\$1,356	716	\$1.89	Market	-
Kenmore IV Garden	Den	1	1.0	15	\$1,473	863	\$1.71	Market	-
Elwood V Garden		2	2.0	62	\$1,648	848	\$1.94	Market	-
Elwood I Garden		2	1.0	17	\$1,531	900	\$1.70	Market	-
Elwood III Garden		2	1.5	35	\$1,553	921	\$1.69	Market	-
Elwood IV Garden	Den	2	1.5	15	\$1,563	953	\$1.64	Market	-
Elwood II Garden		2	1.0	18	\$1,433	970	\$1.48	Market	-
Belvedere Garden		3	2.0	18	\$1,888	1,120	\$1.69	Market	-

Historic Vacancy & Eff. Rent (1)			
Date	06/12/23	03/27/23	12/07/22
% Vac	1.2%	1.9%	6.6%
Studio	\$1,408	\$1,326	\$1,326
One	\$678	\$683	\$677
One/Den	\$1,473	\$1,616	\$1,308
Two	\$1,233	\$1,326	\$1,274
Two/Den	\$1,563	\$1,616	\$1,628
Three	\$1,888	\$2,126	\$1,848

Adjustments to Rent

Incentives	Daily Pricing: None
Utilities in Rent	Trash
Heat Source	Natural Gas

Colonial Village at Greenbrier

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Commons at Cowan Blvd



ADDRESS
2352 Cowan Boulevard, Fredericksburg, VA, 22401

COMMUNITY TYPE
Market Rate - General

STRUCTURE TYPE
2 Story - Garden

UNITS
254

VACANCY
1.6 % (4 Units) as of 06/12/23

OPENED IN
1980



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	27%	\$1,355	747	\$1.81
Two	67%	\$1,527	855	\$1.79
Three	6%	\$1,819	1,069	\$1.70

Community Amenities

Clubhouse, Community Room, Fitness Room, Central Laundry, Outdoor Pool, Volleyball, Playground

Features

Standard	Dishwasher, Disposal, Patio Balcony
Hook Ups	In Unit Laundry
Central / Heat Pump	Air Conditioning
In Building/Fee	Storage
Carpet	Flooring Type 1
Vinyl/Linoleum	Flooring Type 2
White	Appliances
Laminate	Countertops

Parking

Parking Description	Free Surface Parking
Parking Description #2	

Contacts

Owner / Mgmt.	Acento Real Estate Partners
Phone	540-371-6655

Comments

Select units in phase I have been upgraded w/ new appliances (white), wooded cabinetry, laminate countertops, in-unit washer and dryer. Open pit grilling area. Upgraded units have a premium of \$75, included in range of rents below.

Floorplans (Published Rents as of 06/12/2023) (2)

Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Phase II Garden		1	1.0	17	\$1,360	603	\$2.26	Market	-
Phase I Garden		1	1.0	52	\$1,354	794	\$1.70	Market	-
Phase II Garden		2	1.5	89	\$1,499	778	\$1.93	Market	-
Phase I Garden		2	1.0	80	\$1,559	941	\$1.66	Market	-
Phase II Garden		3	2.0	16	\$1,819	1,069	\$1.70	Market	-

Historic Vacancy & Eff. Rent (1)

Date	06/12/23	03/27/23	12/07/22
% Vac	1.6%	1.2%	3.9%
One	\$1,360	\$1,271	\$1,208
Two	\$1,529	\$1,428	\$1,332
Three	\$1,819	\$1,769	\$1,699

Adjustments to Rent

Incentives	\$300 off units on notice to vacate
Utilities in Rent	
Heat Source	Electric

Commons at Cowan Blvd

Crestview



ADDRESS
100 Crestview Way, Fredericksburg, VA, 22401

COMMUNITY TYPE
LIHTC - General

STRUCTURE TYPE
3 Story – Garden

UNITS
180

VACANCY
2.8 % (5 Units) as of 06/12/23

OPENED IN
2000



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One/Den	0%	\$1,513	868	\$1.74
Two	0%	\$1,733	988	\$1.75
Three	0%	\$2,019	1,128	\$1.79

Community Amenities
Clubhouse, Community Room, Fitness Room, Outdoor Pool, Playground, Picnic Area

Features	
Standard	Dishwasher, Disposal, Patio Balcony
Not Available	Microwave, IceMaker, Ceiling Fan, Fireplace, High Ceilings
Standard - Full	In Unit Laundry
Standard - In Unit	Storage
Carpet	Flooring Type 1
Vinyl/Linoleum	Flooring Type 2
Select Units	Accessibility
White	Appliances
Laminate	Countertops

Parking		Contacts	
Parking Description	Free Surface Parking	Owner / Mgmt.	Highmark Residential
Parking Description #2		Phone	540-299-2567

Comments

Storage closet on each balcony/patio. No W/L.
Walk-in closet, pantry, breakfast bar.
Public Transportation on site.
Unit mis: 1bd-24, 2bd-120, 3bd-36

Floorplans (Published Rents as of 06/12/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Crest Garden	Den	1	1.0		\$1,460	868	\$1.68	LIHTC	60%
Crest Garden	Den	1	1.0		\$1,615	868	\$1.86	Market	-
Tide Garden		2	2.0		\$1,589	988	\$1.61	LIHTC	60%
Tide Garden		2	2.0		\$1,937	988	\$1.96	Market	-
Wave Garden		3	2.0		\$1,864	1,128	\$1.65	LIHTC	60%
Wave Garden		3	2.0		\$2,243	1,128	\$1.99	Market	-

Historic Vacancy & Eff. Rent (1)			
Date	06/12/23	03/27/23	05/27/22
% Vac	2.8%	2.2%	0.0%
One/Den	\$1,538	\$1,324	\$1,126
Two	\$1,763	\$1,526	\$1,229
Three	\$2,054	\$1,766	\$1,419

Adjustments to Rent	
Incentives	None
Utilities in Rent	Water/Sewer, Trash
Heat Source	Electric

Initial Absorption	
Opened: 2000-04-01	Months: 6.0
Closed: 2000-10-31	30.0 units/month

Crestview

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
(2) Published Rent is rent as quoted by management.

England Run North



ADDRESS
18 Newcastle Place, Fredericksburg, VA

COMMUNITY TYPE
LIHTC - General

STRUCTURE TYPE
3 Story - Garden

UNITS
340

VACANCY
2.6 % (9 Units) as of 06/12/23

OPENED IN
1999



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
Two	31%	\$1,512	1,132	\$1.34
Three	69%	\$1,554	1,270	\$1.22

Community Amenities
Clubhouse, Fitness Room, Central Laundry, Outdoor Pool, Tennis, Volleyball, Playground

Features	
Standard	Dishwasher, Disposal, Patio Balcony
Not Available	Microwave, IceMaker, Ceiling Fan, Fireplace, High Ceilings
Standard - Full	In Unit Laundry
Central / Heat Pump	Air Conditioning
Standard - In Building	Storage
Carpet	Flooring Type 1
Vinyl/Linoleum	Flooring Type 2
Community Security	Gated Entry, Intercom

Parking	
Parking Description	Free Surface Parking
Parking Description #2	

Contacts	
Owner / Mgmt.	Fairfield Residential
Phone	540-368-2362

Comments
Phase II (50% LIHTC) completed in 2001. No WL.
6/12/23-60% rent is lower than 50% for 1BR

Floorplans (Published Rents as of 06/12/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Garden		2	2.0	42	\$1,486	1,132	\$1.31	LIHTC	50%
Garden		2	2.0	62	\$1,530	1,132	\$1.35	LIHTC	60%
Garden		3	2.0	94	\$1,545	1,270	\$1.22	LIHTC	50%
Garden		3	2.0	142	\$1,560	1,270	\$1.23	LIHTC	60%

Historic Vacancy & Eff. Rent (1)			
Date	06/12/23	05/27/22	04/05/22
% Vac	2.6%	0.0%	0.0%
Two	\$1,508	\$1,424	\$1,424
Three	\$1,553	\$1,473	\$1,641

Adjustments to Rent	
Incentives	None
Utilities in Rent	
Heat Source	Electric

England Run North

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(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
(2) Published Rent is rent as quoted by management.

Forest Village



ADDRESS
1300 Forest Village, Fredericksburg, VA, 22041

COMMUNITY TYPE
LIHTC - General

STRUCTURE TYPE
3 Story – Garden

UNITS
71

VACANCY
8.5 % (6 Units) as of 06/19/23

OPENED IN
1970



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	18%	\$1,025	743	\$1.38
Two	62%	\$1,220	952	\$1.28
Three	20%	\$1,315	1,090	\$1.21

Community Amenities
Clubhouse, Community Room, Central Laundry, Playground

Features	
Standard	Dishwasher, Disposal
Not Available	Microwave, IceMaker, Ceiling Fan, In Unit Laundry, Fireplace, Patio Balcony, Storage, High Ceilings, Accessibility
Central / Heat Pump	Air Conditioning
Carpet	Flooring Type 1
Vinyl/Linoleum	Flooring Type 2
White	Appliances
Laminate	Countertops

Parking		Contacts	
Parking Description	Free Surface Parking	Owner / Mgmt.	AGPM
Parking Description #2		Phone	540-371-2200

Comments

Community is part of mixed-income community that includes Section 8 units. Hiking/biking trails. Overall, the community consists of 192 units: 121 Section 8 units and 71 LIHTC units. Unit Distribution - 1 efficiency, 60 1BR, 114 2BR, 16 3BR and 1 4BR. Waitlist: ~2 years

Floorplans (Published Rents as of 06/19/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Garden		1	1.0	13	\$1,050	743	\$1.41	LIHTC	60%
Garden		2	1.0	44	\$1,250	952	\$1.31	LIHTC	60%
Garden		3	1.0	14	\$1,350	1,090	\$1.24	LIHTC	60%

Historic Vacancy & Eff. Rent (1)			
Date	06/19/23	03/27/23	05/27/22
% Vac	8.5%	0.0%	0.0%
One	\$1,050	\$1,050	\$1,050
Two	\$1,250	\$1,150	\$1,150
Three	\$1,350	\$1,250	\$1,250

Adjustments to Rent	
Incentives	Reduced security deposit
Utilities in Rent	Water/Sewer, Trash
Heat Source	Natural Gas

Forest Village

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Hanover House



ADDRESS 100 Hanover Street, Fredericksburg, VA, 22401
 COMMUNITY TYPE LIHTC - General
 STRUCTURE TYPE 4 Story - Adaptive Reuse
 UNITS 24
 VACANCY 100.0 % (24 Units) as of 06/15/23
 OPENED IN 2022

Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
Studio	13%	\$1,315	456	\$2.88
One	58%	\$1,991	774	\$2.57
Two	29%	\$2,586	1,060	\$2.44

Community Amenities

Features

Standard Dishwasher, Disposal, Ceiling Fan
SS Appliances
Quartz Countertops
Central / Heat Pump Air Conditioning

Parking		Contacts	
Parking Description	Free Surface Parking	Owner / Mgmt.	Mitchell Properties
Parking Description #2		Phone	540-371-6805

Comments

2,755-square-foot ground-level commercial space
 4 units are LIHTC
 Opening July 1, 2023

Floorplans (Published Rents as of 06/15/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
		0	1.0	1	\$1,246	453	\$2.75	LIHTC	50%
		0	1.0	2	\$1,350	458	\$2.95	Market	-
		1	1.0	2	\$1,335	674	\$1.98	LIHTC	50%
		1	1.0	12	\$2,100	791	\$2.65	Market	-
		2	2.0	1	\$1,601	876	\$1.83	LIHTC	50%
		2	2.0	6	\$2,750	1,091	\$2.52	Market	-

Historic Vacancy & Eff. Rent (1)	
Date	06/15/23
% Vac	100.0%
Studio	\$1,298
One	\$1,718
Two	\$2,176

Adjustments to Rent	
Incentives	
Utilities in Rent	

Hanover House

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Heritage Park I & II



ADDRESS
1003 Heritage Park Place, Fredericksburg, VA, 22401

COMMUNITY TYPE
LIHTC - General

STRUCTURE TYPE
3 Story – Garden

UNITS
74

VACANCY
0.0 % (0 Units) as of 06/12/23

OPENED IN
1973



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
Two	65%	\$1,070	825	\$1.30
Three	35%	\$1,215	969	\$1.25

Community Amenities
Clubhouse, Community Room, Central Laundry, Playground, Dog Park

Features

Standard	Dishwasher, Disposal
Central / Heat Pump	Air Conditioning
Carpet	Flooring Type 1
Vinyl/Linoleum	Flooring Type 2
White	Appliances
Laminate	Countertops

Parking		Contacts	
Parking Description	Free Surface Parking	Owner / Mgmt.	Humphrey Mgmt
Parking Description #2		Phone	540-371-9362

Comments

Community has 202 units, of which 128 are project-based Section 8. 132 2BRs, 70 3BRs, 5 of the 70 are market rate
 Totals in this profile reflect only the 74 LIHTC units without project-based Section 8.
 LIHTC W/L 18+ months. Section 8 W/L: 4-5 years. HUD insured.
 WL:8-24 months

Floorplans (Published Rents as of 06/12/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Garden		2	1.0	48	\$1,100	825	\$1.33	LIHTC	60%
Garden		3	1.0	5	\$1,250	969	\$1.29	Market	-
Garden		3	1.0	21	\$1,250	969	\$1.29	LIHTC	60%

Historic Vacancy & Eff. Rent (1)			
Date	06/12/23	03/27/23	05/27/22
% Vac	0.0%	0.0%	0.0%
Two	\$1,100	\$1,100	\$1,100
Three	\$1,250	\$1,313	\$1,313

Adjustments to Rent	
Incentives	None
Utilities in Rent	Water/Sewer, Trash
Heat Source	Electric

Heritage Park I & II

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(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Hideaway Townhomes



ADDRESS
5600 Salem Run Blvd, Fredericksburg, VA, 22407

COMMUNITY TYPE
LIHTC - General

STRUCTURE TYPE
2 Story – Townhouse

UNITS
200

VACANCY
1.0 % (2 Units) as of 06/19/23

OPENED IN
1999



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
Two	52%	\$1,634	1,093	\$1.49
Three	39%	\$1,840	1,309	\$1.41
Four+	9%	\$2,114	1,734	\$1.22

Community Amenities
Clubhouse, Community Room, Fitness Room, Outdoor Pool, Basketball, Tennis, Volleyball, Playground

Features

Standard	Dishwasher, Disposal, Patio Balcony
Select Units	Ceiling Fan
Hook Ups	In Unit Laundry
Central / Heat Pump	Air Conditioning
Standard - In Building	Storage
Carpet	Flooring Type 1
Vinyl/Linoleum	Flooring Type 2
SS	Appliances
Granite	Countertops

Parking		Contacts	
Parking Description	Free Surface Parking	Owner / Mgmt.	Two Coast Living
Parking Description #2		Phone	540-425-3118

Comments

Formerly Greens at Salem Run. Baseball field, billiards, walking trail, grilling/picnic area.
2023 updates- lighting, hardware, flooring.
W/S flat rates: 2BR-\$106,3BR-\$116, 4BR-\$136

Floorplans (Published Rents as of 06/19/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Townhouse		2	2.5	104	\$1,669	1,093	\$1.53	LIHTC	60%
Townhouse		3	2.5	78	\$1,875	1,309	\$1.43	LIHTC	60%
Townhouse		4	2.5	18	\$2,149	1,734	\$1.24	LIHTC	60%

Historic Vacancy & Eff. Rent (1)			
Date	06/19/23	03/27/23	05/27/22
% Vac	1.0%	3.5%	1.0%
Two	\$1,669	\$1,460	\$1,230
Three	\$1,875	\$1,675	\$1,455
Four+	\$2,149	\$1,965	\$1,842

Adjustments to Rent	
Incentives	\$300 off 1st mo.
Utilities in Rent	Trash
Heat Source	Electric

Hideaway Townhomes

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
(2) Published Rent is rent as quoted by management.

Kensington Crossing



ADDRESS 101 Knights Court, Fredericksburg, VA, 22406 **COMMUNITY TYPE** Market Rate - General **STRUCTURE TYPE** 3 Story – Garden **UNITS** 476 **VACANCY** 2.7 % (13 Units) as of 06/13/23 **OPENED IN** 1990



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	10%	\$1,476	791	\$1.87
One/Den	7%	\$1,520	930	\$1.63
Two	18%	\$1,692	997	\$1.70
Three	5%	\$1,991	1,247	\$1.60

Community Amenities
 Clubhouse, Fitness Room, Outdoor Pool, Tennis, Playground, Business Center, Dog Park, Outdoor Kitchen

Features

Standard	Dishwasher, Disposal, Ceiling Fan, Patio Balcony
Not Available	Microwave
Hook Ups	In Unit Laundry
Central / Heat Pump	Air Conditioning
Select Units	Fireplace, High Ceilings
Standard - In Building	Storage
Carpet	Flooring Type 1
Hardwood	Flooring Type 2
SS	Appliances
Granite	Countertops

Parking		Contacts	
Parking Description	Free Surface Parking	Owner / Mgmt.	ZRS Mgmt
Parking Description #2	Detached Garage — \$125.00	Phone	540-306-4991

Comments

Phase II: 168 units, built 1998. Phase III: 120 units, built 2001. Vaulted ceiling, billards, upd kitchen, grilling area
 Formerly named Madison England Run I,II,& III, changed as of June 23,2017.
 Phase I was renovated to match newer phases. Major employers: Geico, military. Trash \$33

Floorplans (Published Rents as of 06/13/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Dogwood		1	1.0	24	\$1,466	720	\$2.04	-	-
Cambridge		1	1.0	24	\$1,569	861	\$1.82	-	-
Magnolia	Den	1	1.0	32	\$1,562	930	\$1.68	-	-
Willow		2	1.0	30	\$1,696	930	\$1.82	-	-
Elm		2	1.5	12	\$1,590	972	\$1.64	-	-
Maple		2	2.0	12	\$1,808	972	\$1.86	-	-
Excaliber		2	2.0	30	\$1,801	1,085	\$1.66	-	-
Oak		3	2.0	12	\$1,975	1,168	\$1.69	-	-
Monarch		3	2.0	12	\$2,091	1,325	\$1.58	-	-

Historic Vacancy & Eff. Rent (1)			
Date	06/13/23	05/31/22	04/12/22
% Vac	2.7%	2.5%	4.6%
One	\$1,012	\$1,029	\$1,052
One/Den	\$1,562	\$1,683	\$1,685
Two	\$1,724	\$1,725	\$1,660
Three	\$2,033	\$2,194	\$2,167

Adjustments to Rent	
Incentives	\$500 off 1st mo; Daily Pricing
Utilities in Rent	
Heat Source	Electric

Kensington Crossing

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Kilburn Crossing



ADDRESS
6601 Charmed Way, Fredericksburg, VA, 22407

COMMUNITY TYPE
Market Rate - General

STRUCTURE TYPE
3 Story – Garden

UNITS
220

VACANCY
1.4 % (3 Units) as of 06/13/23

OPENED IN
2004



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	8%	\$1,362	826	\$1.65
Two	71%	\$1,579	1,145	\$1.38
Three	13%	\$2,047	1,375	\$1.49
Three/Den	6%	\$1,910	1,350	\$1.41

Community Amenities
Clubhouse, Community Room, Fitness Room, Outdoor Pool, Basketball, Tennis, Volleyball, Playground, Business Center, Car Wash, Computer Center, Picnic Area

Features

Standard	Dishwasher, Disposal, Microwave, IceMaker, Ceiling Fan
Standard - Full	In Unit Laundry
Central / Heat Pump	Air Conditioning
Standard - Gas	Fireplace
Select Units	Patio Balcony, High Ceilings, Accessibility
Carpet	Flooring Type 1
Vinyl/Linoleum	Flooring Type 2
SS	Appliances
Granite	Countertops
Community Security	Gated Entry, Intercom

Parking

Parking Description	Free Surface Parking
Parking Description #2	Fee for Reserved — \$30.00

Contacts

Owner / Mgmt.	Sandhurst Apartment Mgt
Phone	540-210-1018

Comments

New mgmt as of 07/06/18. Vaulted ceilings on top floor. Granite counters and black or stainless steel appliances. Preferred employers include Medcorp and University of Mary Washington. Some accessible units. Soccer field, bbq/picnic area, ss apps, breakfast bar. Valet trash \$30. Pest \$2.

Floorplans (Published Rents as of 06/13/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Garden	Patio/Balcony	1	1.0	12	\$1,346	804	\$1.67	Market	-
SUNROOM Garden	Sunroom	1	1.0	6	\$1,393	871	\$1.60	Market	-
Garden	Patio/Balcony	2	1.0	2	\$1,554	984	\$1.58	Market	-
SUNROOM Garden	Sunroom	2	1.0	2	\$1,655	1,051	\$1.57	Market	-
Garden	Patio/Balcony	2	2.0	114	\$1,572	1,125	\$1.40	Market	-
SUNROOM Garden	Sunroom	2	2.0	38	\$1,598	1,219	\$1.31	Market	-
Garden	Den	3	2.0	14	\$1,910	1,350	\$1.41	Market	-
Garden	Patio/Balcony	3	2.0	14	\$2,098	1,350	\$1.55	Market	-
SUNROOM Garden	Sunroom	3	2.0	14	\$1,995	1,400	\$1.43	Market	-

Historic Vacancy & Eff. Rent (1)			
Date	06/13/23	03/27/23	12/01/22
% Vac	1.4%	2.3%	2.7%
One	\$1,369	\$1,539	\$1,858
Two	\$1,595	\$1,756	\$1,694
Three	\$1,364	\$1,692	\$1,501
Three/Den	\$1,910	\$2,349	\$2,217

Adjustments to Rent

Incentives	None
Utilities in Rent	
Heat Source	Natural Gas

Kilburn Crossing

Magnolia Falls



ADDRESS
2500 Green Tree Road, Fredericksburg, VA, 22406

COMMUNITY TYPE
Market Rate - General

STRUCTURE TYPE
2 Story - Garden

UNITS
200

VACANCY
2.0 % (4 Units) as of 06/13/23

OPENED IN
1989



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	24%	\$1,431	674	\$2.12
Two	76%	\$1,639	918	\$1.79

Community Amenities
Clubhouse, Fitness Room, Outdoor Pool, Tennis, Volleyball, Playground

Features	
Standard	Dishwasher, Disposal, Ceiling Fan, Patio Balcony
Not Available	Microwave
Standard - Full	In Unit Laundry
Central / Heat Pump	Air Conditioning
Select Units	Fireplace
Carpet	Flooring Type 1
Vinyl/Linoleum	Flooring Type 2
SS	Appliances
Granite	Countertops

Parking	
Parking Description	Free Surface Parking
Parking Description #2	

Contacts	
Owner / Mgmt.	ZRS Mgmt
Phone	540-306-5130

Comments
Formerly named Madison Falls Run. Pest fee \$4, Trash \$29

Floorplans (Published Rents as of 06/13/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Dogwood Garden		1	1.0	48	\$1,441	674	\$2.14	Market	-
Willow Garden		2	1.0	82	\$1,674	911	\$1.84	Market	-
Maple Garden		2	2.0	70	\$1,799	926	\$1.94	Market	-

Historic Vacancy & Eff. Rent (1)			
Date	06/13/23	05/31/22	04/12/22
% Vac	2.0%	4.5%	4.0%
One	\$1,441	\$1,593	\$1,564
Two	\$1,737	\$1,732	\$1,701

Adjustments to Rent	
Incentives	\$1000 off 2BR; Daily pricing
Utilities in Rent	Trash
Heat Source	Electric

Magnolia Falls

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
(2) Published Rent is rent as quoted by management.

Malvern Lakes



ADDRESS
75 Malvern Lakes Circle, Fredericksburg, VA, 22406

COMMUNITY TYPE
Market Rate - General

STRUCTURE TYPE
3 Story – Garden

UNITS
150

VACANCY
3.3 % (5 Units) as of 06/13/23

OPENED IN
2001



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	18%	\$1,563	800	\$1.95
One/Den	2%	\$1,625	927	\$1.75
Two	60%	\$1,811	1,076	\$1.68
Three/Den	20%	\$2,000	1,320	\$1.52

Community Amenities
Clubhouse, Community Room, Fitness Room, Outdoor Pool, Basketball, Tennis, Playground, Business Center

Features

Standard	Dishwasher, Disposal, Ceiling Fan, Patio Balcony
Not Available	Microwave
Standard - Full	In Unit Laundry
Central / Heat Pump	Air Conditioning
Select Units	Fireplace
Standard - In Building	Storage
Carpet	Flooring Type 1
SS	Appliances
Granite	Countertops
Community Security	Gated Entry, Intercom

Parking

Parking Description	Free Surface Parking
Parking Description #2	

Contacts

Owner / Mgmt.	Pride Rock
Phone	540-286-6400

Comments

Mix of tenants - some commuters, military. Preferred employer discount of 4%. Trash fee: \$3
Rents are Classic units vs. Renovated Units.

Floorplans (Published Rents as of 06/13/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
A1 Garden		1	1.0	19	\$1,548	787	\$1.97	Market	-
A2 Garden	Sunroom	1	1.0	8	\$1,600	832	\$1.92	Market	-
A3 Garden	Den	1	1.0	3	\$1,625	927	\$1.75	Market	-
B1 Garden		2	2.0	50	\$1,800	1,062	\$1.69	Market	-
B2 Garden	Sunroom	2	2.0	40	\$1,825	1,094	\$1.67	Market	-
C1 Garden	Den	3	2.0	30	\$2,000	1,320	\$1.52	Market	-

Historic Vacancy & Eff. Rent (1)			
Date	06/13/23	05/31/22	04/12/22
% Vac	3.3%	0.7%	0.0%
One	\$1,049	\$979	\$929
One/Den	\$1,625	\$1,525	\$1,449
Two	\$1,813	\$1,756	\$1,596
Three/Den	\$2,000	\$1,810	\$1,696

Adjustments to Rent

Incentives	Daily Pricing: None
Utilities in Rent	
Heat Source	Natural Gas

Malvern Lakes

Mark at Salem Station, The



ADDRESS
11132 Sunburst Lane, Fredericksburg, VA, 22407

COMMUNITY TYPE
Market Rate - General

STRUCTURE TYPE
3 Story – Garden

UNITS
224

VACANCY
1.8 % (4 Units) as of 06/14/23

OPENED IN
1996



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	25%	\$1,665	732	\$2.27
One/Den	20%	\$1,686	873	\$1.93
Two	39%	\$1,706	975	\$1.75
Two/Den	5%	\$1,813	1,132	\$1.60
Three	11%	\$1,945	1,196	\$1.63

Community Amenities
Clubhouse, Community Room, Fitness Room, Outdoor Pool, Volleyball, Playground

Features

Standard	Dishwasher, Disposal, Microwave, Ceiling Fan, Patio Balcony, High Ceilings
Standard - Stacked	In Unit Laundry
Central / Heat Pump	Air Conditioning
In Building/Fee	Storage
Carpet	Flooring Type 1
Vinyl/Linoleum	Flooring Type 2
Select Units	Accessibility
SS	Appliances
Granite	Countertops

Parking

Parking Description	Free Surface Parking
Parking Description #2	

Contacts

Owner / Mgmt.	Gates Hudson
Phone	540-898-1565

Comments

Breakfast bars, walk-in closets.
Historic rent used for Dogwood Loft
Renovating 2-3 units per month. 25 finished, 1 in progress. 50% Renovated, 8 more this yr. after this yr. renov. Will be done on turnovers or as needed. Premium for renovated units: Contemporary\$120; \$220 Luxury. Trash \$10

Floorplans (Published Rents as of 06/14/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Birch Garden		1	1.0	24	\$1,645	709	\$2.32	Market	-
Aspen Garden		1	1.0	32	\$1,680	750	\$2.24	Market	-
Birch Loft Garden	Den	1	1.0	12	\$1,730	829	\$2.09	Market	-
Bradford Garden	Den	1	1.0	32	\$1,670	890	\$1.88	Market	-
Cypress Garden		2	2.0	64	\$1,740	971	\$1.79	Market	-
Dogwood Garden		2	2.0	24	\$1,615	987	\$1.64	Market	-
Dogwood Loft Garden	Den	2	2.0	12	\$1,813	1,132	\$1.60	Market	-
Elm Garden		3	2.0	24	\$1,945	1,196	\$1.63	Market	-

Historic Vacancy & Eff. Rent (1)			
Date	06/14/23	03/27/23	05/31/22
% Vac	1.8%	2.7%	1.8%
One	\$831	\$792	\$820
One/Den	\$1,700	\$1,646	\$1,879
Two	\$1,678	\$1,228	\$1,400
Two/Den	\$0	\$1,813	\$2,000
Three	\$1,945	\$2,210	\$2,445

Adjustments to Rent

Incentives	Daily Pricing; None
Utilities in Rent	
Heat Source	Electric

Mark at Salem Station, The

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
(2) Published Rent is rent as quoted by management.

New Post



ADDRESS 2000 Liberty Street, Fredericksburg, VA, 22408
COMMUNITY TYPE LIHTC - General
STRUCTURE TYPE 3 Story – Garden
UNITS 102
VACANCY 0.0 % (0 Units) as of 06/12/23
OPENED IN 2018



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	0%	\$1,268	700	\$1.81
Two	0%	\$1,684	975	\$1.73
Three	0%	\$1,932	1,100	\$1.76

Community Amenities
Clubhouse, Community Room, Fitness Room, Central Laundry, Playground, Business Center, Computer Center

Features

Standard	Dishwasher, Disposal, Microwave, IceMaker, Ceiling Fan
Hook Ups	In Unit Laundry
Central / Heat Pump	Air Conditioning
Carpet	Flooring Type 1
Vinyl/Linoleum	Flooring Type 2
Black	Appliances
Laminate	Countertops

Parking		Contacts	
Parking Description	Free Surface Parking	Owner / Mgmt.	Humanities Foundation
Parking Description #2		Phone	540-220-7563

Comments

Opened 03/2018.
 WL ~6 to 8 months.

Floorplans (Published Rents as of 06/12/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Garden		1	1.0		\$1,010	700	\$1.44	LIHTC	40%
Garden		1	1.0		\$1,575	700	\$2.25	LIHTC	60%
Garden		1	1.0		\$1,293	700	\$1.85	LIHTC	50%
Garden		2	2.0		\$1,544	975	\$1.58	LIHTC	50%
Garden		2	2.0		\$1,883	975	\$1.93	LIHTC	60%
Garden		3	2.0		\$1,771	1,100	\$1.61	LIHTC	50%
Garden		3	2.0		\$2,163	1,100	\$1.97	LIHTC	60%

Historic Vacancy & Eff. Rent (1)			
Date	06/12/23	03/29/23	05/27/22
% Vac	0.0%	0.0%	0.0%
One	\$1,293	\$1,087	\$990
Two	\$1,714	\$1,318	\$1,193
Three	\$1,967	\$1,468	\$1,368

Adjustments to Rent	
Incentives	None
Utilities in Rent	Water/Sewer, Trash
Heat Source	Electric

Initial Absorption	
Opened: 2018-03-15	Months: 6.0
Closed: 2018-09-25	15.8 units/month

New Post

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Residences at Belmont



ADDRESS
2529 Belmont Terrace, Fredericksburg, VA, 22401

COMMUNITY TYPE
Market Rate - General

STRUCTURE TYPE
3 Story – Garden

UNITS
300

VACANCY
7.0 % (21 Units) as of 06/13/23

OPENED IN
1987



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	50%	\$1,481	743	\$1.99
Two	50%	\$1,794	958	\$1.87

Community Amenities
Clubhouse, Community Room, Fitness Room, Hot Tub, Sauna, Outdoor Pool, Tennis, Volleyball

Features

Standard	Dishwasher, Disposal, Microwave, Ceiling Fan, Patio Balcony
Not Available	IceMaker, High Ceilings
Standard - Full	In Unit Laundry
Central / Heat Pump	Air Conditioning
Select Units	Fireplace, Accessibility
Standard - In Building	Storage
Carpet	Flooring Type 1
Vinyl/Linoleum	Flooring Type 2
SS	Appliances
Laminate	Countertops

Parking		Contacts	
Parking Description	Free Surface Parking	Owner / Mgmt.	Capreit Properties
Parking Description #2	Covered Spaces — \$35.00	Phone	540-371-7005

Comments

Select units have been renovated to include new appliances (SS), wood cabinets, laminate counters, new carpet & lighting. These upgraded units are available for an additional premium included in the range of rents below.
Walking trails.

Floorplans (Published Rents as of 06/13/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Orchid Garden		1	1.0	75	\$1,470	732	\$2.01	Market	-
Oak Garden		1	1.0	75	\$1,493	753	\$1.98	Market	-
Magnolia Garden		2	1.0	75	\$1,767	915	\$1.93	Market	-
Dogwood Garden		2	1.0	75	\$1,822	1,000	\$1.82	Market	-

Historic Vacancy & Eff. Rent (1)			
Date	06/13/23	03/29/23	05/31/22
% Vac	7.0%	2.3%	3.0%
One	\$1,481	\$1,692	\$1,500
Two	\$1,794	\$1,568	\$1,659

Adjustments to Rent	
Incentives	None; Daily Pricing
Utilities in Rent	
Heat Source	Electric

Residences at Belmont

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(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
(2) Published Rent is rent as quoted by management.

Riverside Manor



ADDRESS
101 Riverside Manor Road, Fredericksburg, VA, 22401

COMMUNITY TYPE
LIHTC - General

STRUCTURE TYPE
2 Story – Townhouse

UNITS
188

VACANCY
2.7 % (5 Units) as of 06/13/23

OPENED IN
2000



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
Two	69%	\$1,806	1,335	\$1.35
Three	31%	\$2,128	1,436	\$1.48

Community Amenities
Clubhouse, Community Room, Fitness Room, Outdoor Pool, Business Center, Picnic Area

Features

Standard	Dishwasher, Disposal, Patio Balcony
Not Available	Microwave, IceMaker, Ceiling Fan, Fireplace, High Ceilings, Accessibility
Standard - Full	In Unit Laundry
Central / Heat Pump	Air Conditioning
In Building/Fee	Storage
Carpet	Flooring Type 1
Vinyl/Linoleum	Flooring Type 2
SS	Appliances
Granite	Countertops
Community Security	Monitored Unit Alarms

Parking	
Parking Description	Free Surface Parking
Parking Description #2	Attached Garage

Contacts	
Owner / Mgmt.	Highmark Residential
Phone	540-412-8562

Comments

143 LIHTC units and 45 market-rate units. No wait list.
 Vacant units: 1 Market; 4 LIHTC
 Trash \$12-\$20.
 Total: 100 2BR units, 88 3BR units.

Floorplans (Published Rents as of 06/13/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Townhouse		2	2.5	24	\$1,928	1,280	\$1.51	Market	-
Townhouse		2	2.5	76	\$1,734	1,280	\$1.35	LIHTC	60%
Townhouse	Garage	2	2.5	7	\$2,035	1,520	\$1.34	Market	-
Townhouse	Garage	2	2.5	23	\$1,848	1,520	\$1.22	LIHTC	60%
Townhouse		3	2.5	7	\$2,188	1,360	\$1.61	Market	-
Townhouse		3	2.5	22	\$2,017	1,360	\$1.48	LIHTC	60%
Townhouse	Garage	3	2.5	7	\$2,351	1,512	\$1.55	Market	-
Townhouse	Garage	3	2.5	22	\$2,148	1,512	\$1.42	LIHTC	60%

Historic Vacancy & Eff. Rent (1)			
Date	06/13/23	03/29/23	05/27/22
% Vac	2.7%	2.1%	0.0%
Two	\$1,886	\$1,866	\$1,790
Three	\$2,176	\$2,103	\$1,986

Adjustments to Rent	
Incentives	Daily Pricing: None
Utilities in Rent	
Heat Source	Electric

Riverside Manor

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(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Riverwoods of Fredericksburg



ADDRESS 2000 Woodlyn Drive, Fredericksburg, VA, 22401 **COMMUNITY TYPE** Market Rate - General **STRUCTURE TYPE** 2 Story – Garden **UNITS** 187 **VACANCY** 0.0 % (0 Units) as of 06/13/23 **OPENED IN** 1979



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	32%	\$1,124	753	\$1.49
One/Den	10%	\$1,208	897	\$1.35
Two	41%	\$1,238	907	\$1.36
Two/Den	17%	\$1,273	1,044	\$1.22

Community Amenities
Clubhouse, Fitness Room, Outdoor Pool, Playground

Features

Standard	Dishwasher, Disposal, Patio Balcony
Not Available	Microwave, IceMaker, Fireplace, High Ceilings
Select Units	Ceiling Fan, Accessibility
Standard - Full	In Unit Laundry
Central / Heat Pump	Air Conditioning
Standard - In Unit	Storage
Carpet	Flooring Type 1
Vinyl/Linoleum	Flooring Type 2
White	Appliances
Laminate	Countertops

Parking		Contacts	
Parking Description	Free Surface Parking	Owner / Mgmt.	Rehab America, Inc.
Parking Description #2		Phone	540-371-6770

Comments

VHDA bond-financed property. No longer tax credit but restricted to 60% AMI; 139 of 187 units renovated: new kitchens and baths, hardware, and light fixtures.

Floorplans (Published Rents as of 06/13/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Birch/Hickory Garden		1	1.0	17	\$1,020	687	\$1.48	Market	-
Maple Garden		1	1.0	43	\$1,200	779	\$1.54	Market	-
Willow Garden	Den	1	1.0	19	\$1,233	897	\$1.37	Market	-
Elm Garden		2	2.0	76	\$1,268	907	\$1.40	Market	-
Oak Garden	Den	2	2.0	32	\$1,303	1,044	\$1.25	Market	-

Historic Vacancy & Eff. Rent (1)			
Date	06/13/23	03/29/23	05/31/22
% Vac	0.0%	0.0%	0.0%
One	\$600	\$708	\$708
One/Den	\$1,233	\$1,140	\$1,140
Two	\$634	\$577	\$577
Two/Den	\$1,303	\$1,193	\$1,193

Adjustments to Rent	
Incentives	None
Utilities in Rent	Water/Sewer, Trash
Heat Source	Natural Gas

Riverwoods of Fredericksburg

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Salem Run I & II



ADDRESS
5715 Castlebridge Road, Fredericksburg, VA, 22402

COMMUNITY TYPE
LIHTC - General

STRUCTURE TYPE
2 Story - Garden

UNITS
268

VACANCY
6.7 % (18 Units) as of 06/13/23

OPENED IN
1996



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
Two	75%	\$1,579	1,100	\$1.44
Three	25%	\$1,977	1,325	\$1.49

Community Amenities
Clubhouse, Fitness Room, Central Laundry, Outdoor Pool, Tennis, Volleyball, Playground, Picnic Area

Features	
Standard	Dishwasher, Disposal, Patio Balcony
Standard - Full	In Unit Laundry
Central / Heat Pump	Air Conditioning
Carpet	Flooring Type 1
Vinyl/Linoleum	Flooring Type 2
Select Units	Accessibility
White	Appliances
Laminate	Countertops

Parking		Contacts	
Parking Description	Free Surface Parking	Owner / Mgmt.	Grady Mgmt
Parking Description #2		Phone	540-785-7089

Comments
Phase II opened in 1998 6/2023- no longer offering 50% pricing Walk-in closets, breakfast bar, european step-saver kitchen

Floorplans (Published Rents as of 06/13/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Garden		2	2.0	202	\$1,589	1,100	\$1.44	LIHTC	60%
Garden		3	2.0	68	\$1,987	1,325	\$1.50	LIHTC	60%

Historic Vacancy & Eff. Rent (1)			
Date	06/13/23	03/29/23	05/31/22
% Vac	6.7%	0.7%	0.0%
Two	\$1,589	\$1,589	\$1,589
Three	\$1,987	\$1,987	\$0

Adjustments to Rent	
Incentives	None
Utilities in Rent	Trash
Heat Source	Electric

Salem Run I & II

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(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
(2) Published Rent is rent as quoted by management.

Seasons at Celebrate Virginia



ADDRESS
2001 Dogwood Dr, Fredericksburg, VA, 22401

COMMUNITY TYPE
Market Rate - General

STRUCTURE TYPE
3 Story – Garden

UNITS
482

VACANCY
N/A as of 06/13/2023

OPENED IN
2011



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	38%	\$1,670	781	\$2.14
One/Den	13%	\$1,812	897	\$2.02
Two	43%	\$1,790	1,157	\$1.55
Two/Den	0%	\$1,995	1,242	\$1.61
Three	5%	\$2,265	1,300	\$1.74

Community Amenities
Clubhouse, Community Room, Fitness Room, Outdoor Pool, Business Center, Car Wash, Picnic Area, Dog Park, Pet Spa

Features

Standard	Dishwasher, Disposal, Microwave, IceMaker, Ceiling Fan
Standard - Full	In Unit Laundry
Central / Heat Pump	Air Conditioning
Select Units	Patio Balcony, Storage, High Ceilings, Accessibility
Carpet	Flooring Type 1
Hardwood	Flooring Type 2
SS	Appliances
Granite	Countertops
Community Security	Gated Entry, Intercom, Keyed Bldg Entry

Parking	
Parking Description	Free Surface Parking
Parking Description #2	Detached Garage — \$150.00

Contacts	
Owner / Mgmt.	MAA
Phone	540-548-1720

Comments

5/14: Combined with Seasons Phase II and sharing leasing office/amenities. Theatre room, courtyards, game room with billiards.
Ph I absptn: 46 units/mo; Ph II built in 2012 and leased up 17 units/mo. Community fee(Amenity/Trash/Pest): \$18/mo.
MAA no longer provides occupancy information

Floorplans (Published Rents as of 06/13/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
The Chancellor Garden		1	1.0	184	\$1,753	781	\$2.24	Market	-
The Chancellor SUNROOM Garden	Den	1	1.0	4	\$1,923	859	\$2.24	Market	-
The Madison Garden	Den	1	1.0	60	\$1,893	900	\$2.10	Market	-
The Washington Garden		2	2.0	206	\$1,873	1,157	\$1.62	Market	-
The Washington SUNROOM Garden	Den	2	2.0	2	\$2,078	1,242	\$1.67	Market	-
The Monroe Garden		3	2.0	26	\$2,348	1,300	\$1.81	Market	-

Historic Vacancy & Eff. Rent (1)			
Date	06/13/23	03/29/23	12/01/22
% Vac	N/A	2.9%	3.5%
One	\$584	\$562	\$726
One/Den	\$1,908	\$1,893	\$2,134
Two	\$937	\$1,033	\$985
Two/Den	\$2,078	\$2,228	\$1,933
Three	\$2,348	\$2,353	\$3,058

Adjustments to Rent	
Incentives	\$1000 off with June move in
Utilities in Rent	
Heat Source	Electric

Initial Absorption	
Opened: 2011-03-01	Months: 5.0
Closed: 2011-08-31	46.4 units/month

Seasons at Celebrate Virginia

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
(2) Published Rent is rent as quoted by management.

Silver Collection at Carl D Silver Pkwy



ADDRESS 1101 Ashford Circle, Fredericksburg, VA, 22401 **COMMUNITY TYPE** Market Rate - General **STRUCTURE TYPE** 4 Story – Mid Rise **UNITS** 369 **VACANCY** 5.7 % (21 Units) as of 06/13/23 **OPENED IN** 2019



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	51%	\$1,737	784	\$2.22
Two	44%	\$2,346	1,109	\$2.12
Three	5%	\$3,246	1,526	\$2.13

Community Amenities
Clubhouse, Fitness Room, Sauna, Outdoor Pool, Car Wash, Elevators, Pet Spa, Dog Park, Firepit

Features

Standard	Dishwasher, Disposal, Microwave, Ceiling Fan, Patio Balcony, High Ceilings
Standard - Full	In Unit Laundry
Central / Heat Pump	Air Conditioning
In Building/Fee	Storage
Carpet	Flooring Type 1
Vinyl/Linoleum	Flooring Type 2
SS	Appliances
Quartz	Countertops
Community Security	Keyed Bldg Entry

Parking	
Parking Description	Free Surface Parking
Parking Description #2	Attached Garage – \$250.00
Detached Garage	\$200.00

Contacts	
Owner / Mgmt.	Silver Company
Phone	540-277-1999

Comments

Cabana w/ grills & fire pit; spa w/ steam/sauna/massage rooms; daily continental bfast, billiards. Walk-in closets, Kitchen island/breakfast bars. Garages have corridor access to building (84 onsite). Trash: \$25. Pool view premium: \$25.

Floorplans (Published Rents as of 06/13/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
A1 Mid Rise - Elevator		1	1.0	93	\$1,743	728	\$2.39	Market	-
A2 Mid Rise - Elevator		1	1.0	96	\$1,815	838	\$2.17	Market	-
B1 Mid Rise - Elevator		2	2.0	48	\$2,388	997	\$2.39	Market	-
B2 Mid Rise - Elevator		2	2.0	84	\$2,363	1,133	\$2.09	Market	-
B3 Mid Rise - Elevator		2	2.0	6	\$2,450	1,173	\$2.09	Market	-
B4 Mid Rise - Elevator		2	2.0	24	\$2,450	1,233	\$1.99	Market	-
C1 Mid Rise - Elevator		3	2.0	18	\$3,288	1,526	\$2.15	Market	-

Historic Vacancy & Eff. Rent (1)			
Date	06/13/23	03/29/23	05/31/22
% Vac	5.7%	3.5%	0.5%
One	\$1,779	\$1,785	\$1,830
Two	\$2,413	\$2,376	\$2,296
Three	\$3,288	\$3,163	\$3,263

Adjustments to Rent	
Incentives	\$500 off 1BR
Utilities in Rent	
Heat Source	Electric

Silver Collection at Carl D Silver Pkwy

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
 (2) Published Rent is rent as quoted by management.

Silver Collection at Celebrate



ADDRESS 2530 Celebrate Virginia Pkwy, Fredericksburg, VA, 22406 **COMMUNITY TYPE** Market Rate - General **STRUCTURE TYPE** 3 Story – Garden **UNITS** 278 **VACANCY** 3.6 % (10 Units) as of 06/19/23 **OPENED IN** 2017



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	44%	\$1,680	753	\$2.23
Two	53%	\$2,260	1,172	\$1.93
Three	4%	\$2,890	1,398	\$2.07

Community Amenities
Clubhouse, Fitness Room, Sauna, Outdoor Pool, Car Wash, Dog Park, Pet Spa, Outdoor Kitchen, Firepit

Features

Standard	Dishwasher, Disposal, Microwave, Patio Balcony, High Ceilings
Hook Ups	In Unit Laundry
Central / Heat Pump	Air Conditioning
Hardwood	Flooring Type 1
SS	Appliances
Quartz	Countertops

Parking

Parking Description	Free Surface Parking
Parking Description #2	Attached Garage — \$250.00
Detached Garage	\$200.00

Contacts

Owner / Mgmt.	Pegasus Residential
Phone	540-401-6564

Comments

Valet trash \$25. Pest \$7.

Floorplans (Published Rents as of 06/19/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Arlington Garden		1	1.0	40	\$1,650	706	\$2.34	-	
Ashland Garden		1	1.0	41	\$1,725	721	\$2.39	-	
Alexandria Garden		1	1.0	40	\$1,790	834	\$2.15	-	
Belmont Garden		2	2.0	24	\$2,290	1,122	\$2.04	-	
Blackstone Garden		2	2.0	24	\$2,085	1,140	\$1.83	-	
Berkley Garden		2	2.0	25	\$2,155	1,154	\$1.87	-	
Bel Aire Garden		2	2.0	25	\$2,180	1,182	\$1.84	-	
Bel Aire B Garden		2	2.0	24	\$2,430	1,217	\$2.00	-	
Bel Aire A Garden		2	2.0	24	\$2,430	1,217	\$2.00	-	
Cascade Garden		3	2.0	12	\$2,890	1,398	\$2.07	-	

Historic Vacancy & Eff. Rent (1)			
Date	06/19/23	05/31/22	04/12/22
% Vac	3.6%	0.4%	1.1%
One	\$1,722	\$1,813	\$1,702
Two	\$2,262	\$2,266	\$2,149
Three	\$2,890	\$2,795	\$2,750

Adjustments to Rent

Incentives	\$500 off 1BR
Utilities in Rent	
Heat Source	Electric

Silver Collection at Celebrate

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
(2) Published Rent is rent as quoted by management.

Stafford Lakes



ADDRESS
35 Stonehaven Drive, Fredericksburg, VA, 22407

COMMUNITY TYPE
LIHTC - General

STRUCTURE TYPE
Garden

UNITS
150

VACANCY
0.0 % (0 Units) as of 06/13/23

OPENED IN
1996



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
Two	76%	\$1,370	1,020	\$1.34
Three	24%	\$1,465	1,270	\$1.15

Community Amenities
Clubhouse, Outdoor Pool, Playground, Business Center

Features

Standard	Dishwasher, Disposal, Patio Balcony
Not Available	Microwave
Standard - Full	In Unit Laundry
Central / Heat Pump	Air Conditioning
White	Appliances
Laminate	Countertops

Parking

Parking Description	Free Surface Parking
Parking Description #2	

Contacts

Owner / Mgmt.	Amurcon Realty
Phone	(540)286-0950

Comments

tax credit community. Half the units are 50% AMI and half are 60% AMI, however, charge same rents for all units. Only advertise 60% income requirements, but they find they still get plenty of people who actually qualify at 50% when they advertise 60%. Recycling and 2 playgrounds.

Floorplans (Published Rents as of 06/13/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
		2	1.0	114	\$1,400	1,020	\$1.37	LIHTC	60%
		3	2.0	36	\$1,500	1,270	\$1.18	LIHTC	60%

Historic Vacancy & Eff. Rent (1)			
Date	06/13/23	05/31/22	04/05/22
% Vac	0.0%	0.0%	0.0%
Two	\$1,400	\$1,295	\$1,250
Three	\$1,500	\$1,450	\$1,400

Adjustments to Rent

Incentives	None
Utilities in Rent	Water/Sewer, Trash
Heat Source	Natural Gas

Stafford Lakes

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(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent

(2) Published Rent is rent as quoted by management.

Summit Kings Mill



ADDRESS 214 Kings Mill Court, Fredericksburg, VA, 22401 **COMMUNITY TYPE** Market Rate - General **STRUCTURE TYPE** 2 Story - Garden **UNITS** 170 **VACANCY** 5.9 % (10 Units) as of 06/13/23 **OPENED IN** 1987



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	26%	\$1,380	600	\$2.30
Two	65%	\$1,427	907	\$1.57
Two/Den	4%	\$1,900	1,110	\$1.71
Three	5%	\$1,975	1,247	\$1.58

Community Amenities
Clubhouse, Community Room, Outdoor Pool, Tennis, Playground

Features

Standard	Dishwasher, Disposal, Patio Balcony
Not Available	Microwave, IceMaker, Fireplace, High Ceilings
Select Units	Ceiling Fan
Hook Ups	In Unit Laundry
Central / Heat Pump	Air Conditioning
Standard - In Building	Storage
Carpet	Flooring Type 1
Vinyl/Linoleum	Flooring Type 2
Black	Appliances
Granite	Countertops

Parking		Contacts	
Parking Description	Free Surface Parking	Owner / Mgmt.	First Communities
Parking Description #2		Phone	252-590-0671

Comments

Formerly Kendalwood. Renovations when the new owner took over. Apartments have new carpet, laminate wood plank flooring, backsplash, appliances and counters. Trash fee \$10. Grilling/picnic area, maple cabinets, white GE apps
Rent for Madison and Monroe were estimated by leasing because they were not available

Floorplans (Published Rents as of 06/13/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Jackson Garden		1	1.0	45	\$1,380	600	\$2.30	Market	-
Lee Garden		2	2.0	95	\$1,560	900	\$1.73	Market	-
Grant Garden		2	2.0	16	\$1,535	947	\$1.62	Market	-
Madison Garden	Den	2	2.0	6	\$1,900	1,110	\$1.71	Market	-
Monroe Garden		3	2.0	8	\$1,975	1,247	\$1.58	Market	-

Historic Vacancy & Eff. Rent (1)			
Date	06/13/23	12/07/22	05/31/22
% Vac	5.9%	2.4%	0.0%
One	\$1,380	\$1,548	\$1,534
Two	\$1,032	\$1,205	\$1,220
Two/Den	\$1,900	\$1,910	\$1,908
Three	\$1,975	\$2,005	\$2,034

Adjustments to Rent	
Incentives	1 month free on Lee and Grant floorplans
Utilities in Rent	
Heat Source	Natural Gas

Summit Kings Mill

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
(2) Published Rent is rent as quoted by management.

Townsend Square



ADDRESS
1100 Townsend Blvd, Fredericksburg, VA, 22410

COMMUNITY TYPE
LIHTC - General

STRUCTURE TYPE
3 Story – Garden

UNITS
200

VACANCY
10.0 % (20 Units) as of 06/13/23

OPENED IN
1995



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
Two	78%	\$1,423	894	\$1.59
Three	22%	\$1,739	1,063	\$1.64

Community Amenities
Clubhouse, Fitness Room, Outdoor Pool, Volleyball, Playground, Business Center, Picnic Area

Features	
Standard	Dishwasher, Disposal, Ceiling Fan, Accessibility
Standard - Full	In Unit Laundry
Central / Heat Pump	Air Conditioning
In Building/Fee	Storage
Carpet	Flooring Type 1
Vinyl/Linoleum	Flooring Type 2
White	Appliances
Laminate	Countertops
Community Security	Patrol

Parking	
Parking Description	Free Surface Parking
Parking Description #2	

Contacts	
Owner / Mgmt.	Acento
Phone	540-899-7711

Comments
Conference center, grilling areas, horseshoe pit, sundeck, bike storage. Security patrol during night hours. Located in City of Fredricksburg, not Spotsylvania County. Fredericksburg Regional Transit stop on site.

Floorplans (Published Rents as of 06/13/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Garden		2	2.0	156	\$1,433	894	\$1.60	LIHTC	60%
Garden		3	2.0	44	\$1,749	1,063	\$1.65	LIHTC	60%

Historic Vacancy & Eff. Rent (1)			
Date	06/13/23	03/29/23	05/31/22
% Vac	10.0%	1.5%	4.0%
Two	\$1,433	\$1,448	\$1,450
Three	\$1,749	\$1,849	\$1,790

Adjustments to Rent	
Incentives	None
Utilities in Rent	Trash
Heat Source	Electric

Townsend Square

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(2) Published Rent is rent as quoted by management.

Valor Apartments



ADDRESS 1150 Noble Way, Fredericksburg, VA, 22401 **COMMUNITY TYPE** LIHTC - General **STRUCTURE TYPE** 3 Story – Garden **UNITS** 248 **VACANCY** 0.8 % (2 Units) as of 06/13/23 **OPENED IN** 2017



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	14%	\$1,515	838	\$1.81
Two	58%	\$1,618	1,085	\$1.49
Three	28%	\$1,965	1,295	\$1.52

Community Amenities
Clubhouse, Fitness Room, Outdoor Pool, Playground, Business Center, Car Wash, Firepit, Outdoor Kitchen, Picnic Area

Features

Standard	Dishwasher, Disposal, Microwave, Patio Balcony
Standard - Full	In Unit Laundry
Central / Heat Pump	Air Conditioning
Carpet	Flooring Type 1
Vinyl/Linoleum	Flooring Type 2
Black	Appliances
Granite	Countertops

Parking		Contacts	
Parking Description	Free Surface Parking	Owner / Mgmt.	SL Nusbaum
Parking Description #2		Phone	540- 548-9191

Comments

Bldgs have 3 or 4 floors. Sundeck and cabana around pool. Ph I: opened Mar 2017 w/ 128 units; leased-up Nov 2017. Ph II: opened w/ 120 units in May 2019; leased-up Sep 2019
2BR usually are \$1725-1750

Floorplans (Published Rents as of 06/13/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Hero Garden		1	1.0	9	\$1,525	789	\$1.93	LIHTC	60%
Braveheart Garden		1	1.0	9	\$1,525	789	\$1.93	LIHTC	60%
Valor Garden		1	1.0	16	\$1,525	893	\$1.71	LIHTC	60%
Knight Garden		2	2.0	36	\$1,725	966	\$1.79	LIHTC	60%
Conqueror Garden		2	2.0	36	\$1,595	1,043	\$1.53	LIHTC	60%
Brio Garden		2	2.0	24	\$1,595	1,150	\$1.39	LIHTC	60%
Bravado Garden		2	2.0	48	\$1,595	1,173	\$1.36	LIHTC	60%
Lionheart Garden		3	2.0	30	\$1,975	1,233	\$1.60	LIHTC	60%
Crown Garden		3	2.0	40	\$1,975	1,342	\$1.47	LIHTC	60%

Historic Vacancy & Eff. Rent (1)			
Date	06/13/23	03/29/23	05/31/22
% Vac	0.8%	0.0%	0.0%
One	\$1,525	\$1,495	\$1,293
Two	\$1,595	\$1,725	\$1,570
Three	\$1,975	\$1,975	\$1,833

Adjustments to Rent	
Incentives	June Reduced 2BR pricing of \$1595
Utilities in Rent	Trash
Heat Source	Electric

Initial Absorption	
Opened: 2017-03-01	Months: 8.0
Closed: 2017-11-01	16.0 units/month

Valor Apartments

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent
(2) Published Rent is rent as quoted by management.

Village at England Run



ADDRESS
101 England Pointe Drive, Fredericksburg, VA, 22406

COMMUNITY TYPE
LIHTC - General

STRUCTURE TYPE
2 Story - Townhouse

UNITS
105

VACANCY
4.8 % (5 Units) as of 06/15/23

OPENED IN
1998



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
Two	32%	\$1,543	1,093	\$1.41
Three	50%	\$1,773	1,309	\$1.35
Four+	17%	\$1,954	1,358	\$1.44

Community Amenities
Clubhouse, Outdoor Pool, Volleyball, Playground

Features

Standard	Dishwasher, Disposal, Patio Balcony
Not Available	Microwave, IceMaker, Ceiling Fan, Fireplace
Hook Ups	In Unit Laundry
Central / Heat Pump	Air Conditioning
Standard - In Unit	Storage
Carpet	Flooring Type 1

Parking		Contacts	
Parking Description	Free Surface Parking	Owner / Mgmt.	Artcraft Mgmt
Parking Description #2		Phone	540-370-4055

Comments

Waitlist: 2-3 months. Planned community activities.
Flat water fee: 2BR \$30; 3BR \$40; 4BR \$50

Floorplans (Published Rents as of 06/15/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Townhouse		2	2.0	34	\$1,553	1,093	\$1.42	LIHTC	50%
Townhouse		3	2.0	53	\$1,783	1,309	\$1.36	LIHTC	50%
Townhouse		4	2.0	18	\$1,964	1,358	\$1.45	LIHTC	50%

Historic Vacancy & Eff. Rent (1)			
Date	06/15/23	05/31/22	04/05/22
% Vac	4.8%	0.0%	0.0%
Two	\$1,553	\$1,341	\$1,140
Three	\$1,783	\$1,543	\$1,299
Four+	\$1,964	\$1,700	\$1,399

Adjustments to Rent	
Incentives	None
Utilities in Rent	Trash
Heat Source	Electric

Village at England Run

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(2) Published Rent is rent as quoted by management.

Wellington Woods



ADDRESS
1704 Lafayette Blvd, Fredericksburg, VA, 22401

COMMUNITY TYPE
Market Rate - General

STRUCTURE TYPE
3 Story – Garden

UNITS
114

VACANCY
0.9 % (1 Units) as of 06/12/23

OPENED IN
1972



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	21%	\$1,344	683	\$1.97
Two	42%	\$1,464	902	\$1.62
Three	37%	\$1,724	1,000	\$1.72

Community Amenities
Clubhouse, Community Room, Central Laundry, Outdoor Pool, Playground

Features

Standard	Dishwasher, Disposal, Patio Balcony
Not Available	Microwave, IceMaker, Ceiling Fan, In Unit Laundry, Fireplace, Storage, High Ceilings
Central / Heat Pump	Air Conditioning
Carpet	Flooring Type 1
Vinyl/Linoleum	Flooring Type 2
White	Appliances
Laminate	Countertops

Parking		Contacts	
Parking Description	Free Surface Parking	Owner / Mgmt.	Acento Management
Parking Description #2		Phone	540-371-5335

Comments

Vacancies: 2-2BR.
sundeck, walk-in closets

Floorplans (Published Rents as of 06/12/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Garden		1	1.0	24	\$1,404	683	\$2.06	Market	-
Garden		2	1.0	48	\$1,534	902	\$1.70	Market	-
Garden		3	1.5	42	\$1,809	1,000	\$1.81	Market	-

Historic Vacancy & Eff. Rent (1)			
Date	06/12/23	05/31/22	04/12/22
% Vac	0.9%	0.0%	0.0%
One	\$1,404	\$1,147	\$1,147
Two	\$1,534	\$1,286	\$1,286
Three	\$1,809	\$1,482	\$1,482

Adjustments to Rent	
Incentives	None
Utilities in Rent	Heat, Cooking, Trash
Heat Source	Natural Gas

Wellington Woods

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Wicklow Sq & Weston Circle



ADDRESS
1097 Wicklow Drive, Apt 101, Fredericksburg, VA, 22401

COMMUNITY TYPE
LIHTC - General

STRUCTURE TYPE
3 Story – Garden

UNITS
246

VACANCY
2.4 % (6 Units) as of 06/19/23

OPENED IN
1963



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
One	11%	\$1,323	646	\$2.05
One/Den	1%	\$1,275	630	\$2.02
Two	65%	\$1,366	916	\$1.49
Two/Den	5%	\$1,169	886	\$1.32
Three	17%	\$1,589	1,158	\$1.37

Community Amenities
Clubhouse, Community Room, Fitness Room, Central Laundry, Outdoor Pool, Tennis, Volleyball, Playground, Business Center

Features

Standard	Dishwasher, Disposal, Ceiling Fan, Patio Balcony
Select Units	In Unit Laundry, High Ceilings, Accessibility
Carpet	Flooring Type 1
Vinyl/Linoleum	Flooring Type 2
Black	Appliances
Laminate	Countertops
Community Security	Gated Entry, Intercom

Parking

Parking Description	Free Surface Parking
Parking Description #2	

Contacts

Owner / Mgmt.	Fairfield Management
Phone	540-264-3951

Comments

Formerly Fall Hill Ph I (Wicklow Sq) & Ph II (Weston Circle). Weston, 150 tax credit units completed in 2003. Absorbed 15 units per month, April 2003 to January 2004. Wicklow-laundry rm in each bldg; Weston-full size in-unit W/D.

Onsite bus stop.

2 vacant at Wicklow and 4 vacant at Weston. Higher vacancy due to change in ownership. No LS. Higher rents for Weston Models have new luxury wood vinyl plank flooring

Floorplans (Published Rents as of 06/19/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Wicklow Garden		1	1.0	9	\$1,300	515	\$2.52	LIHTC	60%
Wicklow Garden	Den	1	1.0	3	\$1,300	630	\$2.06	LIHTC	60%
Weston Garden		1	1.0	18	\$1,373	711	\$1.93	LIHTC	60%
Wicklow Garden		2	1.0	60	\$1,199	776	\$1.55	LIHTC	60%
Weston Garden		2	1.0	6	\$1,513	868	\$1.74	LIHTC	60%
Wicklow Garden	Den	2	2.0	12	\$1,199	886	\$1.35	LIHTC	60%
Weston Garden		2	2.0	95	\$1,513	1,007	\$1.50	LIHTC	60%
Wicklow Garden		3	2.0	12	\$1,500	1,144	\$1.31	LIHTC	60%
Weston Garden		3	2.0	31	\$1,673	1,164	\$1.44	LIHTC	60%

Historic Vacancy & Eff. Rent (1)			
Date	06/19/23	03/29/23	05/31/22
% Vac	2.4%	0.0%	0.0%
One	\$891	\$825	\$692
One/Den	\$1,300	\$1,238	\$1,038
Two	\$1,056	\$1,128	\$813
Two/Den	\$1,199	\$1,504	\$1,084
Three	\$1,586	\$1,731	\$1,300

Adjustments to Rent

Incentives	None
Utilities in Rent	Water/Sewer, Trash
Heat Source	Electric

Wicklow Sq & Weston Circle

(1) Effective Rent is Published Rent, net of concessions and assumes that no utilities are included in rent

(2) Published Rent is rent as quoted by management.

Winchester Place



ADDRESS
606 Amelia Street, Fredricksburg, VA, 22401

COMMUNITY TYPE
Market Rate - General

STRUCTURE TYPE
3 Story - Mid Rise

UNITS
34

VACANCY
8.8 % (3 Units) as of 06/19/23

OPENED IN
2022



Unit Mix & Effective Rent (1)				
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt
Studio	18%	\$1,372	546	\$2.51
One	53%	\$2,268	941	\$2.41
Two	29%	\$3,295	1,342	\$2.46

Community Amenities
Elevators, Elevator Served

Features

Select Units	Dishwasher
Standard	Disposal, Microwave
Standard - Full	In Unit Laundry
Central / Heat Pump	Air Conditioning
Hardwood	Flooring Type 1
Ceramic	Flooring Type 2
SS	Appliances
Granite	Countertops

Parking		Contacts	
Parking Description	Paid Structured Parking/On Site -- \$99.00	Owner / Mgmt.	Brett Pritchard
Parking Description #2		Phone	540 898 3242 x 1012

Comments

Granite counter, ss appliances (dw, gd, mw), wd, luxury wood plank flooring, tile, kitchen island
Structured parking \$99, kitchen island, walk-in closets, balconies, some loft units
Putting green, private clubroom, lounge, terrace, free admission to Anytime Fitness

Floorplans (Published Rents as of 06/19/2023) (2)									
Description	Feature	BRs	Bath	# Units	Rent	SqFt	Rent/SF	Program	IncTarg%
Mid Rise - Elevator		0	1.0	6	\$1,395	546	\$2.55		-
Mid Rise - Elevator		1	1.0	18	\$2,293	941	\$2.44		-
Mid Rise - Elevator		2	2.0	10	\$3,325	1,342	\$2.48		-

Historic Vacancy & Eff. Rent (1)	
Date	06/19/23
% Vac	8.8%
Studio	\$1,395
One	\$2,293
Two	\$3,325

Adjustments to Rent	
Incentives	None
Utilities in Rent	Water/Sewer, Trash

Winchester Place

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(2) Published Rent is rent as quoted by management.