

**A MARKET FEASIBILITY STUDY OF:**  
**THE VIEW AT**  
**BELLE ISLE**  
**APARTMENTS**

**A MARKET FEASIBILITY STUDY OF:**

# **THE VIEW AT BELLE ISLE**

# **APARTMENTS**

812 Hull Street  
Richmond, Virginia 23224

Effective Date: July 18, 2023  
Report Date: July 25, 2023

Prepared for:  
Austin Pittman  
Development Manager  
The Lawson Companies  
373 Edwin Drive  
Virginia Beach, VA 23462

Prepared by:  
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July 25, 2023

Austin Pittman  
Development Manager  
The Lawson Companies  
373 Edwin Drive  
Virginia Beach, VA 23462

Re: Market Study - Application for Proposed LIHTC Property in Richmond, Virginia

Dear Austin Pittman:

At your request, Novogradac & Company LLP, doing business under the brand name Novogradac Consulting ("Novogradac") has performed a market study of the multifamily rental market in the Richmond, Virginia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project. We previously completed a preliminary rent and demand analysis of the Subject in July 2021 and a market study in October 2021.

The purpose of this market study is to assess the viability of the proposed new construction LIHTC development (Subject). The Subject will offer 116 units, of which all units will be LIHTC rent restricted to 60 percent of AMI. The Subject will offer 85 one-bedroom units and 31 two-bedroom units. All of the Subject's units will target the general population. The Subject will be new construction with an anticipated 23-month construction timeframe starting January 2024. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions.

The scope of this report meets the requirements of Virginia Housing, including the following:

- Inspecting the site of the proposed Subject, and its general location.
- Analyzing the appropriateness of the proposed unit mix, rent levels, unit and complex amenities, and site.
- Estimating the market rents, absorption rates and stabilized occupancy levels for the market area.
- Investigating the general economic health and conditions of the multifamily rental market.
- Calculating income bands, given the proposed Subject rents.
- Estimating the number of income-eligible households.
- Reviewing relevant public records and contacting appropriate public agencies.
- Analyzing the economic and social conditions in the market area, in relation to the proposed project.
- Establishing the Subject's Primary and Secondary Market Area(s), if applicable.
- Surveying competing projects, both LIHTC and market-rate.

Novogradac adheres to the market study guidelines promulgated by the National Council of Housing Market Analysts (NCHMA). The NCHMA certification and checklist can be found in the Addenda of this report. Please refer to the checklist to find the sections in which content is located.

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

The Lawson Companies is the client in this engagement and intended user of this report. Furthermore, Virginia Housing is an authorized user of this market study and Virginia Housing may rely on representations made herein. As our client, the Lawson Companies owns this report and permission must be granted from them

before another third party can use this document. We assume that by reading this report another third party has accepted the terms of the original engagement letter including scope of work and limitations of liability. We are prepared to modify this document to meet any specific needs of the potential uses under a separate agreement.

The Stated Purpose of this assignment is for application. You agree not to use the Report other than for the Stated Purpose, and you agree to indemnify us for any claims, damages or losses that we may incur as the result of your use of the Report for other than the Stated Purpose. Without limiting the general applicability of this paragraph, under no circumstances may the Report be used in advertisements, solicitations and/or any form of securities offering.

The authors of this report certify that we are not part of the development team, owner of the Subject property, general contractor, nor are we affiliated with any member of the development team engaged in the development of the Subject property or the development's partners or intended partners.

Pursuant to Virginia Housing Requirements, we certify:

1. We have made a physical inspection of the site and market area.
2. The appropriate information has been used in the comprehensive evaluation of the need and demand for the proposed rental units.
3. To the best of our knowledge the market can support the demand shown in this study. We understand that any misrepresentation in this statement may result in the denial of participation in the Low Income Housing Tax Credit Program in Virginia as administered by Virginia Housing.
4. No one at this firm has any interest in the proposed development or a relationship with the ownership entity.
5. No one at this firm, nor anyone acting on behalf of the firm in connection with the preparation of this report, has communicated to others that the firm is representing Virginia Housing or in any way acting for, at the request of, or on behalf of Virginia Housing.
6. Compensation for our services is not contingent on this development receiving a LIHTC reservation or allocation.
7. Evidence of our NCHMA membership is included.

AUSTIN PITTMAN  
THE LAWSON COMPANIES  
JULY 25, 2023  
PAGE 3

Please do not hesitate to contact us if there are any questions regarding the report or if Novogradac can be of further assistance. It has been our pleasure to assist you with this project.

Respectfully submitted,  
Novogradac



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# **A. EXECUTIVE SUMMARY**

## EXECUTIVE SUMMARY

**Subject Site Description:** The Subject will be located at 812 Hull Street in Richmond, Virginia 23224.

**Surrounding Land Uses:** The Subject is located in a mixed-use neighborhood south of Downtown Richmond. The Subject site is rated as “Very Walkable” by Walk Score with a score of 76, indicating that most errands can be accomplished on foot. Land use to the north consists of commercial and retail uses, followed further north by multifamily residences in average to excellent condition. Further north are additional commercial and retail uses in average to good condition and the Hatcher Tobacco Flats. Hatcher Tobacco Flats is a 152-unit LIHTC development, which has been utilized as a comparable in our analysis. Land use to the east consists of commercial and retail uses, followed further east by additional commercial and retail uses in average to excellent condition. Uses south consist of a parking lot, single-family homes in average condition, and a house of worship. Further south are additional single-family homes in average to good condition and undeveloped land. Land uses west of the Subject consist of the Richmond Manchester General District Court and commercial and retail uses. Further west are single-family homes in average condition, commercial and retail uses, and City View Place. City View Place is a 32-unit LIHTC property that has been excluded from our analysis due to its dissimilar target AMI. We were unable to contact the property for waiting list and occupancy information. Overall, the majority of surrounding land uses are in average to excellent condition.

**Subject Property Description:** Novogradac has performed a comprehensive market study of the multifamily rental market in the Richmond, Virginia area relative to the Subject, a proposed new construction development. Construction of the Subject will begin in January 2024 and is expected to last for 23 months. Following construction, the Subject’s units will be LIHTC restricted at 60 percent of AMI. The proposed LIHTC rents at 60 percent of AMI are set below the 2023 maximum allowable levels. The Subject will consist of a four-story, elevator-serviced building design with 116 one and two-bedroom units.



**Proposed Rents:**

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

PROPOSED RENTS							
Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2023 LIHTC Maximum Allowable Gross Rent	2023 HUD Fair Market Rents
				@60%			
1BR / 1BA	500	28	\$1,084	\$102	\$1,186	\$1,200	\$1,183
1BR / 1BA	650	57	\$1,084	\$102	\$1,186	\$1,200	\$1,183
2BR / 2BA	856	31	\$1,299	\$125	\$1,424	\$1,440	\$1,336
		<b>116</b>					

Notes (1) Source of Utility Allowance provided by the Developer. UA amounts are based on custom-utility model.

The Subject’s proposed 60 percent rents will be set slightly below the 2023 maximum allowable LIHTC rents.

**Target Household Income Levels:**

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

FAMILY INCOME LIMITS		
Unit Type	Minimum Allowable Income	Maximum Allowable Income
@60%		
1BR	\$40,663	\$51,180
2BR	\$48,823	\$57,600

Economic Conditions

Employment in the PMA is concentrated in the healthcare/social assistance, educational services, and prof/scientific/tech services industries, which collectively comprise 39.5 percent of local employment. The large share of PMA employment in the healthcare industry is notable as this industry is historically stable and exhibits greater resilience during economic downturns. Relative to the overall nation, the PMA features comparatively greater employment in the educational services, prof/scientific/tech services, and accommodation/food services industries. Conversely, the PMA is underrepresented in the manufacturing, construction, and transportation/warehousing industries. Employment in the MSA declined sharply by 5.4 percent in 2020 amid the pandemic, slightly less than the overall nation. From April 2022 to April 2023, employment in the MSA increased at an annualized rate of 4.4 percent, compared 2.0 percent growth across the nation. The MSA unemployment rate increased by 4.0 percentage points in 2020 amid the pandemic, compared to a 4.4 percentage point increase for the overall nation. According to the latest labor statistics, the current MSA unemployment rate is 2.6 percent, slightly lower than the current national unemployment rate of 3.1 percent. Overall, the local economy appears to have recovered from the effects of the pandemic, though estimates of future economic growth are cautious due to recent concerns of inflation and potential recession.

Primary Market Area

The Subject property is located in Richmond, Virginia. The PMA is generally defined as South Richmond. The PMA boundaries are: Monument Avenue, Interstate 64, Venable Street, and Q Street to the north; Chimborazo Boulevard and Interstate 95 the east; Bellemeade Road, Hopkins Road, McGuire Drive, and E. Belt Boulevard to the south; and Western Hills Boulevard, Park Drive, and S. Arthur Ashe Boulevard to the west. The PMA encompasses 12.7 square miles. We believe that additional support will originate from areas outside of the established PMA. We estimate a leakage of 10 percent.

The Richmond, VA Metropolitan Statistical Area (MSA) will serve as the Secondary Market Area (SMA), which includes the cities of Richmond, Petersburg, Hopewell, and Colonial Heights, as well as the counties of Amelia, Caroline, Charles City, Chesterfield, Dinwiddie, Goochland, Hanover, Henrico, King William, New Kent, Powhatan, Prince George, and Sussex.

Demographic Data

Since 2000, PMA population and households have grown overall. Furthermore, both population and households are expected to grow through 2027. As of 2027, approximately 60.9 percent of renter households within the PMA have annual incomes below \$50,000, compared to 55.9 percent in the MSA. As proposed, the incomes for the Subject will range from \$40,663 to \$57,600. With a large percentage of renters with low income, we project that there will be substantial demand for new construction affordable housing units.

Vacancy

The following table illustrates vacancy rates at the comparable properties.

**OVERALL VACANCY**

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Hatcher Tobacco Flats	LIHTC	Family	152	0	0.0%
Market Slip Apartments	LIHTC	Family	44	0	0.0%
Miller Lofts At Plant Zero	LIHTC	Family	197	1	0.5%
Old Stone Row	LIHTC/ Market	Family	96	5	5.2%
Port City I	LIHTC	Family	135	11	8.1%
Port City II	LIHTC	Family	147	8	5.4%
Tobacco Landing	LIHTC	Family	62	0	0.0%
908 Perry Street	Market	Family	44	0	0.0%
Hopper Lofts	Market	Family	149	6	4.0%
Link Apartments Manchester	Market	Family	187	3	1.6%
Lofts At Canal Walk	Market	Family	200	7	3.5%
Paper Company	Market	Family	88	0	0.0%
The Box*	Market	Family	118	46	39.0%
The Current*	Market	Family	215	21	9.8%
<b>Total LIHTC</b>			<b>833</b>	<b>25</b>	<b>3.0%</b>
<b>Total Market Rate</b>			<b>1,001</b>	<b>83</b>	<b>8.3%</b>
<b>Overall Total</b>			<b>1,834</b>	<b>108</b>	<b>5.9%</b>
<b>Total Market Rate*</b>			<b>668</b>	<b>16</b>	<b>2.4%</b>
<b>Overall Total*</b>			<b>1,501</b>	<b>41</b>	<b>2.7%</b>

\*Excludes properties in lease-up

The comparables reported vacancy rates ranging from zero to 39.0 percent, with an average of 5.9 percent. The average vacancy rate reported by the affordable comparables was 3.0 percent, while the average vacancy

rate reported by the market rate comparables was 8.3 percent. Port City I reported a slightly elevated vacancy rate of 8.1 percent. Management noted that there was some associated turnover with the rent increase to 2023 maximum rent levels; however, the property is working off of a waiting list to fill its units. Note that both The Box and The Current are in their initial lease-up. The Box opened in April 2023 and reported a vacancy rate of 39.0 percent, indicating an absorption rate of 21 units per month. Management for The Current could not comment on when the property initially opened and could not provide absorption data. Excluding these properties, the market rate vacancy rate is 2.4 percent, and the overall vacancy rate is 2.7 percent. Based on the performance of the LIHTC comparables, we expect the Subject will operate at a vacancy rate of 3.0 percent or less.

Absorption

Three of the comparables were able to report recent absorption data. Additionally, we have included absorption data for recently constructed multifamily properties within 25 miles of the Subject. This absorption information is presented in the following table.

ABSORPTION

Property Name	Program	Tenancy	City	Year	Total Units	Absorption (units/month)
The Box**	Market	Family	Richmond	2023	118	21
Model Tobacco	Market	Family	Richmond	2022	203	7
Port City II*	LIHTC	Family	Richmond	2022	147	17
The Oliver	LIHTC	Family	Richmond	2020	164	15
Alexander At 1090	LIHTC	Family	Richmond	2020	48	48
Cambridge Square Apartments	Market	Family	Mechanicsville	2020	207	17
Abberly Centerpointe	Market	Family	Midlothian	2019	271	12
The Jane At Moore's Lake	Market	Family	Chester	2019	385	26
Port City I*	LIHTC	Family	Richmond	2018	135	22
The Village At Westlake	Market	Family	Richmond	2018	252	42
<b>Average Affordable</b>					<b>124</b>	<b>26</b>
<b>Average Market</b>					<b>239</b>	<b>21</b>
<b>Overall Average</b>					<b>193</b>	<b>23</b>

\*Comparable Property

\*\*Property is in lease-up and is utilized as a comparable

The properties have reported absorption rates ranging from seven to 48 units per month. We believe the Subject would experience an absorption rate 20 units per month, indicating an absorption period of six months. It should be noted that we do not expect that this absorption will adversely impact other LIHTC properties, which are generally performing well.

Demand

The Novoco demand analysis illustrates demand for the Subject based on capture rates of income-eligible renter households. When viewing total income-eligible renter households the calculation illustrates an overall capture rate of 3.8 percent “As Proposed.”

To provide another level of analysis, we removed the households from the income-eligible renter demand pool that are currently suitably housed elsewhere in the PMA. We conducted an *annual demand analysis*, which is based on new income-eligible renter households moving into the area (in the Subject’s first year of operation only) and those income-eligible renter households that are rent-overburdened (paying over 35 percent of income to living costs). This annual Novoco capture rate is 6.9 percent for the first year of operation as a LIHTC property “As Proposed.” This suggests that the Subject will need to capture only a fraction of the available demand in its first year of operation in order to stabilize. This implies that no demand will be accommodated that is currently suitably housed elsewhere.

This calculation illustrates that there are approximately 1,606 units of demand in the first year of the Subject’s operation after completion, “As Proposed.” The Subject’s units will need to accommodate 110 total units of demand in order to stabilize at 95 percent occupancy. The demand analysis illustrates adequate demand for the Subject’s units. Additionally, both penetration rates are moderate and indicative of demand for additional affordable housing supply such as the Subject.

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

Project Wide Capture Rate - All Units	8.0%
Project Wide Absorption Period (Months)	6 months

This capture rate is below the overall Novoco capture rate As Proposed. The capture rate is considered low and indicative of adequate demand for the Subject.

Strengths

- The Subject will be new construction and will be among the newest multifamily developments in the market. Upon completion, the property will be similar to slightly superior to the comparable properties in terms of condition.
- Vacancy rates among the LIHTC properties range from zero to 8.1 percent, with an average of 3.0 percent. Further, three LIHTC comparables reported no vacancies and six maintain waiting lists for its LIHTC units, indicating strong demand for affordable housing in the market.
- The Subject site is located in close proximity to many services, public transportation, and retailers.

Weaknesses

- We have identified no weaknesses with the proposed Subject that would impact its marketability.

Recommendations

In general, we believe there is demand in the marketplace for the Subject. We recommend no changes for the Subject property.

# **B. INTRODUCTION AND SCOPE OF WORK**

## INTRODUCTION AND SCOPE OF WORK

<b>Report Description:</b>	Novogradac has performed a comprehensive market study of the multifamily rental market in the Richmond, Virginia area relative to the Subject, a proposed new construction development. Construction of the Subject will begin in January 2024 and is expected to last for 23 months. Following construction, the Subject's units will be LIHTC restricted at 60 percent of AMI. The proposed LIHTC rents at 60 percent of AMI are set slightly below the 2023 maximum allowable levels. The Subject will consist of a four-story, elevator-serviced building design with 116 one and two-bedroom units. We previously completed a preliminary rent analysis in July 2021 and a market study in October 2021 for the Subject. We have not performed any other services in the past three years for the Subject property.
<b>Developer/Client Information:</b>	The Lawson Companies.
<b>Intended Use and Users of the Report:</b>	The report will be submitted to the Virginia Housing for application purposes. The intended users of the report are The Lawson Companies and Virginia Housing.
<b>Scope of the Report:</b>	<ul style="list-style-type: none"><li>▪ Inspecting the site of the to-be-developed Subject and its general location.</li><li>▪ Analyzing the appropriateness of the proposed unit mix, rent levels, unit and complex amenities, and site.</li><li>▪ Estimating the market rents, absorption rates and stabilized vacancy levels for the market area.</li><li>▪ Investigating the general economic health and conditions of the rental market.</li><li>▪ Complete a by-bedroom capture rate analysis that analyzes the level of potential income eligible tenants in the primary market area.</li><li>▪ Reviewing relevant public records and contacting appropriate public agencies.</li><li>▪ Brief analysis of the economic and social conditions in the market area, in relation to the proposed project.</li><li>▪ Establishing the Subject's Primary Market Area, if applicable.</li><li>▪ Surveying competing projects, both LIHTC and market-rate.</li></ul>
<b>Effective Date:</b>	The Subject site was most recently inspected by Sarah Childs on July 18, 2023, which shall be the effective date of this report.
<b>Primary Contact for the Report:</b>	David Boisture, ASA, CRE (David.Boisture@novoco.com) and K. David Adamescu (David.Adamescu@novoco.com).

## **C. PROJECT DESCRIPTION**

**PROJECT DESCRIPTION**

The project description will discuss the physical features of the Subject property, as well as its current and proposed unit mix and rents.

**Subject Property Description:**

Novogradac has performed a comprehensive market study of the multifamily rental market in the Richmond, Virginia area relative to the Subject, a proposed new construction development. Construction of the Subject will begin in January 2024 and is expected to last for 23 months. Following construction, the Subject’s units will be LIHTC restricted at 60 percent of AMI. The proposed LIHTC rents at 60 percent of AMI are set slightly below the 2023 maximum allowable levels. The Subject will consist of a four-story, elevator-serviced building design with 116 one and two-bedroom units.

**Construction Type:**

The Subject is a proposed four-story, midrise, elevator-serviced new construction LIHTC development to be constructed with funding under the LIHTC program.

**Occupancy Type:**

The Subject targets family households.

**Proposed Rents:**

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

**PROPOSED RENTS**

Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2023 LIHTC Maximum Allowable Gross Rent	2023 HUD Fair Market Rents
				@60%			
1BR / 1BA	500	28	\$1,084	\$102	\$1,186	\$1,200	\$1,183
1BR / 1BA	650	57	\$1,084	\$102	\$1,186	\$1,200	\$1,183
2BR / 2BA	856	31	\$1,299	\$125	\$1,424	\$1,440	\$1,336
		<b>116</b>					

Notes (1) Source of Utility Allowance provided by the Developer. UA amounts are based on custom-utility model.

The Subject’s proposed 60 percent AMI rents will be set slightly below maximum allowable LIHTC rents for 2023.

**Assisted Housing Program:**

None of the 116 total units will operate with project-based rental assistance subsidies.

**Construction Date:**

Construction of the Subject will begin in January 2024 and is expected to last for 23 months.

**Target Household Income Levels:**

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



**FAMILY INCOME LIMITS**

Unit Type	Minimum Allowable Income	Maximum Allowable Income
	@60%	
1BR	\$40,663	\$51,180
2BR	\$48,823	\$57,600

**Utility Structure:**

The tenant will be responsible for electric cooking, heating, hot water, and other electric expenses, as well as water and sewer expenses. The landlord will be responsible for trash expenses and common area amenities. The Subject will utilize project-specific utility allowances of \$102 and \$125 for its one and two-bedroom units, respectively. The utility structure varies among the comparable properties; we have adjusted the comparables' rents in accordance with the utility schedule obtained from the Virginia Housing, effective August 16, 2022, the most recent schedule available. It should be noted that the developer's project-specific utility allowance differs from the total tenant-paid utilities listed below.

**HOUSING AUTHORITY UTILITY ALLOWANCE**

UTILITY AND SOURCE	Paid By	1BR	2BR
Heating - Electric	Tenant	\$16	\$19
Cooking - Electric	Tenant	\$5	\$9
Other Electric	Tenant	\$31	\$40
Air Conditioning	Tenant	\$9	\$13
Water Heating - Electric	Tenant	\$15	\$19
Water	Tenant	\$27	\$40
Sewer	Tenant	\$38	\$54
Trash	Landlord	\$20	\$20
<b>TOTAL - Paid By Landlord</b>		<b>\$20</b>	<b>\$20</b>
<b>TOTAL - Paid By Tenant</b>		<b>\$141</b>	<b>\$194</b>
<b>TOTAL - Paid By Tenant Provided by</b>		<b>\$102</b>	<b>\$125</b>
<b>DIFFERENCE</b>		<b>72%</b>	<b>64%</b>

Source: Richmond Housing Authority, effective 8/2022

**Unit Mix:** The following table illustrates the Subject’s unit mix and size:

<b>UNIT MIX AND SQUARE FOOTAGE</b>			
<b>Unit Type</b>	<b>Number of Units</b>	<b>Unit Size (SF)</b>	<b>Net Leasable</b>
1BR / 1BA	28	500	14,000
1BR / 1BA	57	650	37,050
2BR / 2BA	31	856	26,536
<b>TOTAL</b>	<b>116</b>		<b>77,586</b>

**Net Leasable Area:** Approximately 77,586 square feet as outlined in the table above.

**Unit Amenities:** The Subject’s units will offer a balcony/patio, blinds, coat closets, central air conditioning, carpeting, ceiling fans, walk-in closets, and washer/dryer hookups. Appliances will include a dishwasher, range/oven, and refrigerator. Washers and dryers will be available for rent for \$50 per month. Note that none of the comparables offer washer/dryer rentals. We researched pricing for washer/dryer rentals in the Richmond area. Rent-A-Center offers rent to own programs for washers and dryers at \$40 per week. This equates to approximately \$173 per month (assuming 31 days in the month). The Subject does not offer rent-to-own options. However, the monthly price represents a significant discount over area rental rates. Furthermore, the Subject offers the convenience of renting from the property, as opposed to paying the cost of having washer/dryer units delivered. We believe that washer/dryer rentals for \$50 per month is appropriate.

**Common Area Amenities:** The Subject will feature a clubhouse/community room, a computer lab, elevators, central laundry, off-street parking, a garage, on-site management, an exercise facility, and recreation areas.

**Parking:** The Subject will offer a total of 116 podium and off-street parking spaces (all offered on a first-come, first-served basis), which will equate to a parking ratio of 1.0 space per unit. The LIHTC comparables reported parking ratios of 1.0 to 2.0 parking spaces per unit. Overall, the parking offered at the Subject is reasonable.

**Number of Stories and Buildings:** The Subject will offer a four-story, elevator-serviced design.

**Americans with Disabilities Act of 1990:** We assume the property will not have any violations of the Americans with Disabilities Act of 1990.

**Quality of Construction Condition and Deferred Maintenance:**

We expect the Subject to be constructed using good-quality materials. As new construction, the Subject will not suffer from deferred maintenance and will be in excellent condition.

**Functional Utility:**

We have reviewed the Subject's floor plans and determined them to be reasonable. Note that the Subject's smaller one-bedroom unit sizes are at the low end of the range of comparable unit sizes. Hopper Lofts offers the smallest one-bedroom unit sizes among the comparable properties, and these units and these units are 98 percent occupied. We maintain that these units will be well-accepted into the market.

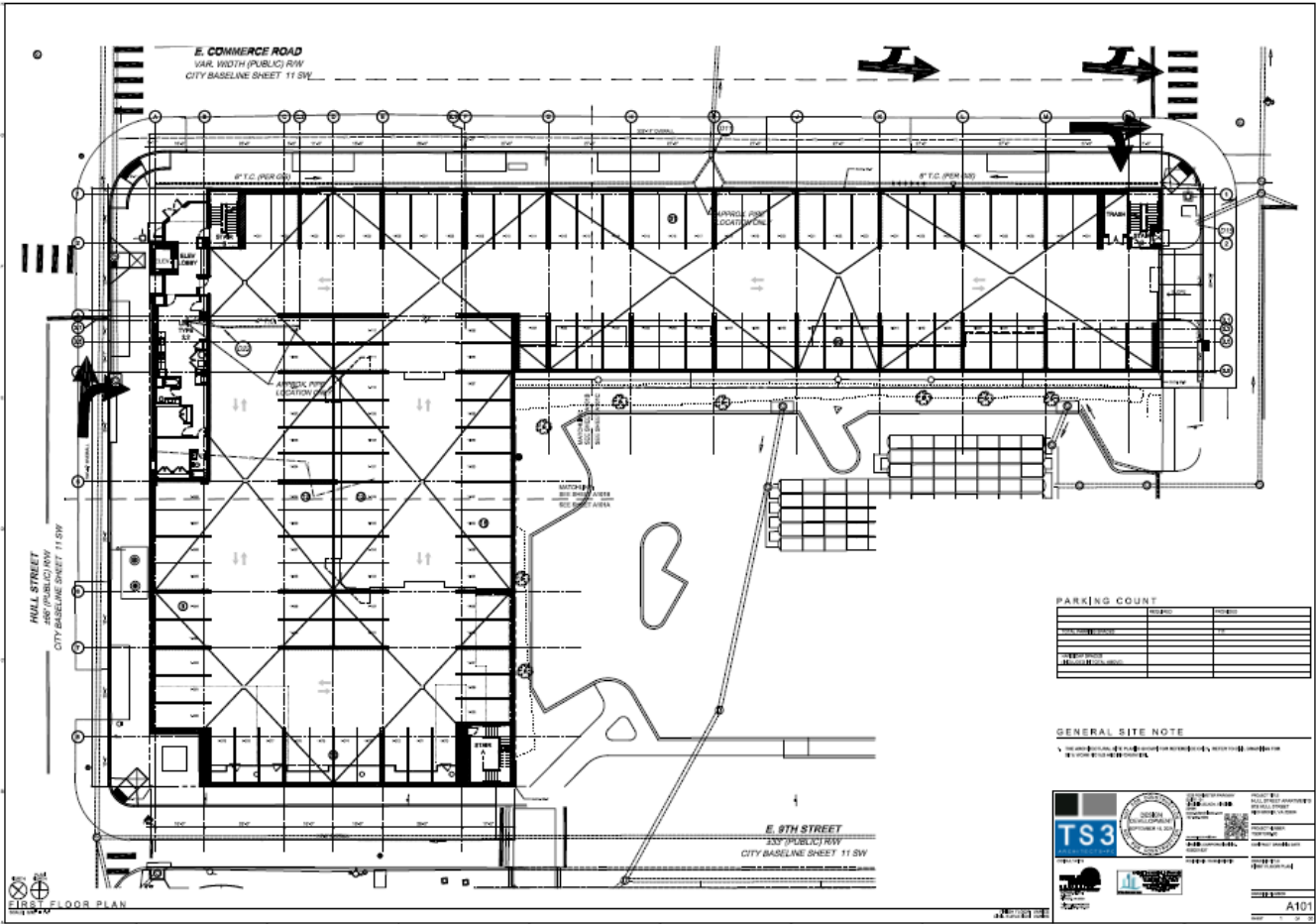
**Conclusion:**

The Subject property is a proposed 116-unit LIHTC development and will be in excellent condition following construction. As new construction with market-oriented floor plans, the Subject will not suffer from functional obsolescence and will provide good utility for its intended use. Additionally, the Subject will be amongst the newest supply in the market and will be generally similar to superior to the existing supply.

**Site Plans:**

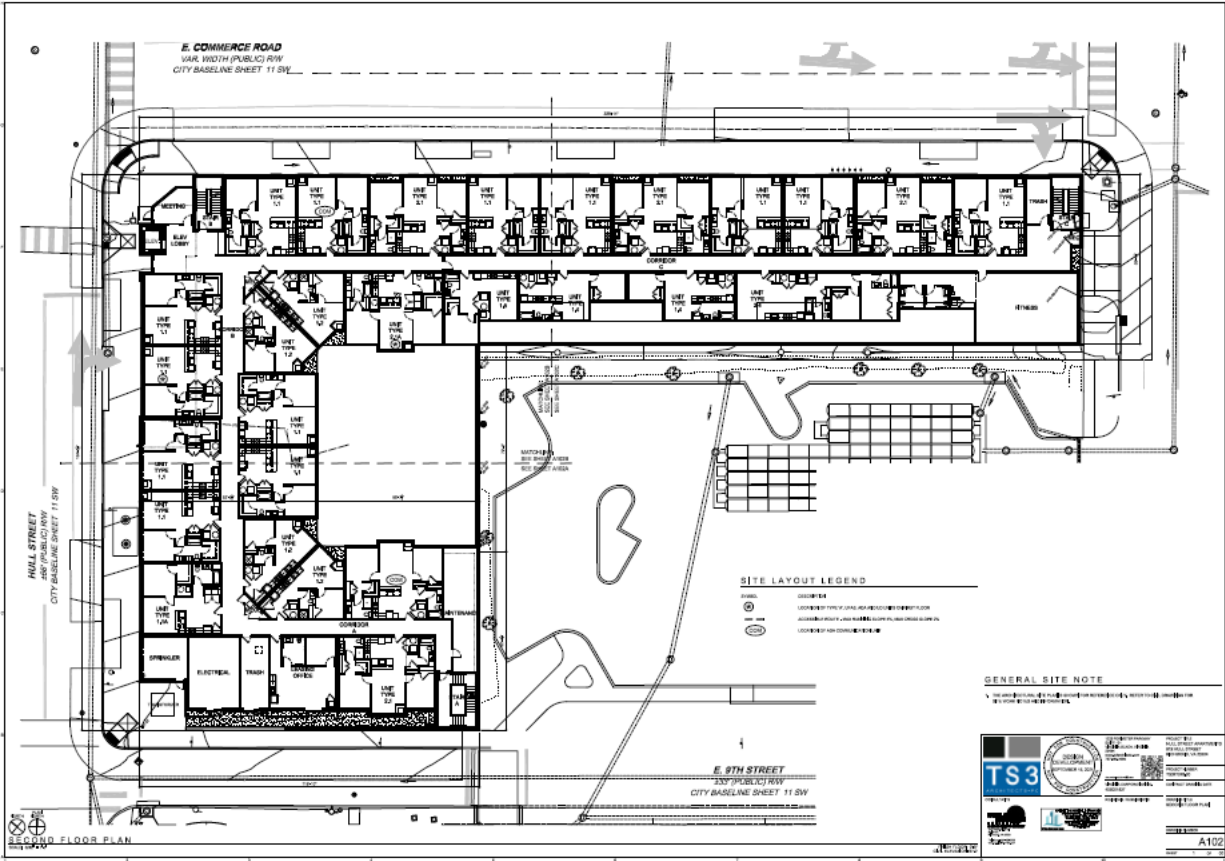
We have reviewed the Subject's floor plans and the overall site plan and determined them to be market-oriented.

Subject Site Plan

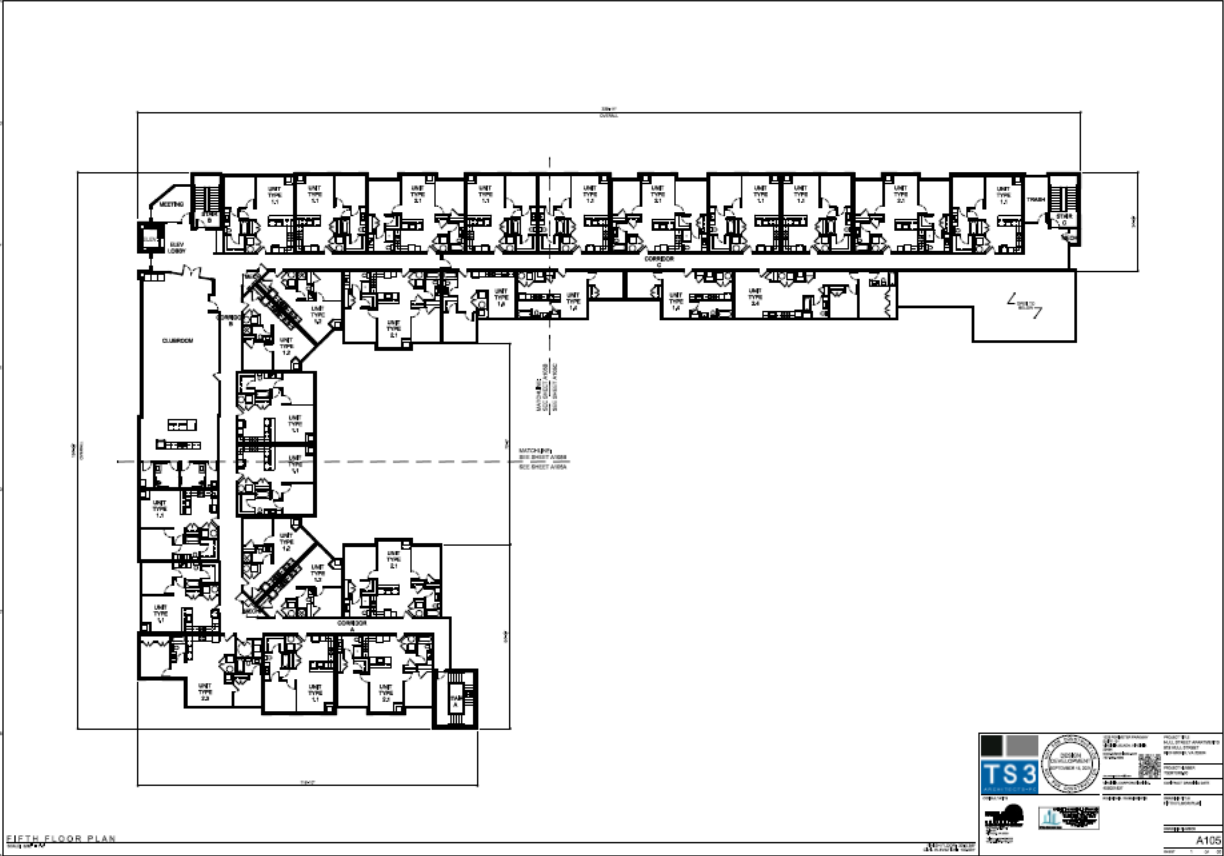


Source: Sponsor, July 2023

THE VIEW AT BELLE ISLE APARTMENTS – RICHMOND, VIRGINIA – MARKET STUDY



Source: Sponsor, July 2023



Source: Sponsor, July 2023

**THE VIEW AT BELLE ISLE APARTMENTS – RICHMOND, VIRGINIA – MARKET STUDY**

<b>Property Profile Report</b>												
<b>The View at Belle Isle Apartments</b>												
<b>Location</b>	812 Hull Street Richmond, VA 23224 Richmond County											
<b>Units</b>	116											
<b>Type</b>	Midrise (4 stories)											
<b>Utilities</b>												
<b>A/C</b>	not included – central					<b>Other Electric</b>			not included			
<b>Cooking</b>	not included – electric					<b>Water</b>			not included			
<b>Water Heat</b>	not included – electric					<b>Sewer</b>			not included			
<b>Heat</b>	not included – electric					<b>Trash Collection</b>			included			
<b>Unit Mix (face rent)</b>												
<b>Beds</b>	<b>Baths</b>	<b>Type</b>	<b>Units</b>	<b>Size (SF)</b>	<b>Rent</b>	<b>Concession (monthly)</b>	<b>Restriction</b>	<b>Waiting List</b>	<b>Vacant</b>	<b>Vacancy Rate</b>	<b>Max rent?</b>	
1	1	Midrise (4 stories)	28	500	\$1,084	\$0	@60%	n/a	N/A	N/A	No	
1	1	Midrise (4 stories)	57	650	\$1,084	\$0	@60%	n/a	N/A	N/A	No	
2	2	Midrise (4 stories)	31	856	\$1,299	\$0	@60%	n/a	N/A	N/A	No	
<b>Amenities</b>												
<b>In-Unit</b>	Balcony/Patio Blinds Carpeting Central A/C Dishwasher Ceiling Fan Oven Refrigerator Walk-In Closet Washer/Dryer hookup					<b>Security</b>			Intercom (Buzzer) Limited Access Patrol			
<b>Property</b>	Clubhouse/Meeting Room/Community Room Elevators Exercise Facility Garage Central Laundry Off-Street Parking On-Site Management Recreation Areas					<b>Premium</b>			none			
<b>Services</b>	none					<b>Other</b>			none			
<b>Comments</b>												
The Subject will offer 116 units, all of which will be LIHTC rent restricted at 60 percent of AMI. The Subject will offer 85 one-bedroom and 31 two-bedroom units. All of the Subject's units will target the general population. The property will offer washer/dryer rentals for \$50 per month.												

## **D. LOCATION**



## LOCATION

The location of a multifamily property can have a substantial negative or positive impact upon the performance, safety and appeal of the project. The site description will discuss the physical features of the site, as well as layout, access issues, and traffic flow.



Source: Google Earth, July 2023

<b>Subject Site Description:</b>	The Subject will be located at 812 Hull Street in Richmond, Virginia 23224.
<b>Size:</b>	The Subject will be located on 0.8558 acres, or 37,374 square feet.
<b>Shape:</b>	The overall site is generally L-shaped.
<b>Frontage:</b>	The Subject will be accessible via Commerce Road and Hull Street and will also have frontage along East 9 <sup>th</sup> Street and Decatur Street.
<b>Topography:</b>	The Subject site exhibits generally flat topography.
<b>Utilities:</b>	All utilities are provided to the site.

**Visibility/Views:**

The Subject site has good visibility from Commerce Road, Hull Street, East 9<sup>th</sup> Street, and Decatur Street. Views to the north consist of a parking lot and the Richmond Heritage Federal Credit Union. Views to the east consist of McDonalds, vacant land, and commercial/retail uses. Views to the south consist of a private parking lot and single-family homes in average condition. View to the west consist of the Richmond Manchester General District Court. Overall, visibility is considered good, and views are considered average.

**Surrounding Uses:**

The Subject is located in a mixed-use neighborhood south of Downtown Richmond. The Subject site is rated as “Very Walkable” by Walk Score with a score of 76, indicating that most errands can be accomplished on foot. The following depicts the surrounding uses of the Subject.



Parking lot north of Subject site



Commercial property northeast of Subject site

North: Land use to the north consists of commercial and retail uses, followed further north by multifamily residences in average to excellent condition. Further north are additional commercial and retail uses in average to good condition and the Hatcher Tobacco Flats. Hatcher Tobacco Flats is a 152-unt LIHTC development, which has been utilized as a comparable in our analysis.



Commercial use east of Subject site



Place of worship east of Subject site

East: Land use to the east consists of commercial and retail uses, followed further east by additional commercial and retail uses in average to excellent condition.



Single family-homes south of Subject site



Single family-homes south of Subject site

South: Uses south consist of a parking lot, single-family homes in average condition, and a house of worship. Further south are additional single-family homes in average to good condition and undeveloped land.



Richmond Manchester General District Court west of Subject site



Commercial property west of Subject site

West: Land uses west of the Subject consist of the Richmond Manchester General District Court and commercial and retail uses. Further west are single-family homes in average condition, commercial and retail uses, and City View Place. City View Place is a 32-unit LIHTC property that has been excluded from our analysis due to its dissimilar target AMI. We were unable to contact the property for waiting list and occupancy information.

**Access and Traffic Flow:**

The Subject will have frontage along Hull and Commerce Street, and the parking lot will be accessible via the north side of Decatur Street. Decatur Street is a two-lane residential roadway running northeast and southwest through Richmond. Commerce Road is a four-lane, lightly to moderately traveled road that provides access to Interstate 95 to the south. Additionally, in the north, Commerce Road becomes South 9<sup>th</sup> Street, which provides access into Downtown Richmond approximately 1.2 miles north of the Subject site. Hull Street is a two-way, moderately travelled road that generally traverses northeast/southwest throughout eastern Virginia. Hull Street also provides access to Interstate 95, which traverses north/south throughout the eastern United States. Interstate 95 provides access to Washington, DC 98.3 miles to the north and to Interstate 64, which traverses east/west and provides access to Charlottesville 68.1 miles to the west and Norfolk 79.7 miles to the east. Overall, traffic in the Subject’s immediate area is considered light to moderate, and access is considered good.

**Layout and Curb Appeal:**

Based on our review of the site plans provided by the developer, the Subject will have a functional layout and good curb appeal.

**Drainage:**

Appears adequate, however, no specific tests were performed. Further, Novogradac is not an expert in this field and cannot opine on this issue.

**Soil and Subsoil Conditions:**

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

**Detrimental Influences:**

No potential detrimental influences were identified.

**Flood Plain:**

According to Flood Insights and Flood Insurance Rate Map Community Panel Number 5101290039E, dated July 2014, the Subject site is located in Zone X. Zone X is defined as an area outside 500-year floodplain, which is determined to be outside the 0.2 percent annual chance floodplains. Novogradac does not offer expertise in this field and cannot opine on this issue. Further analysis by Novogradac is beyond the scope of the report.



Source: FEMA Flood Map Service Center

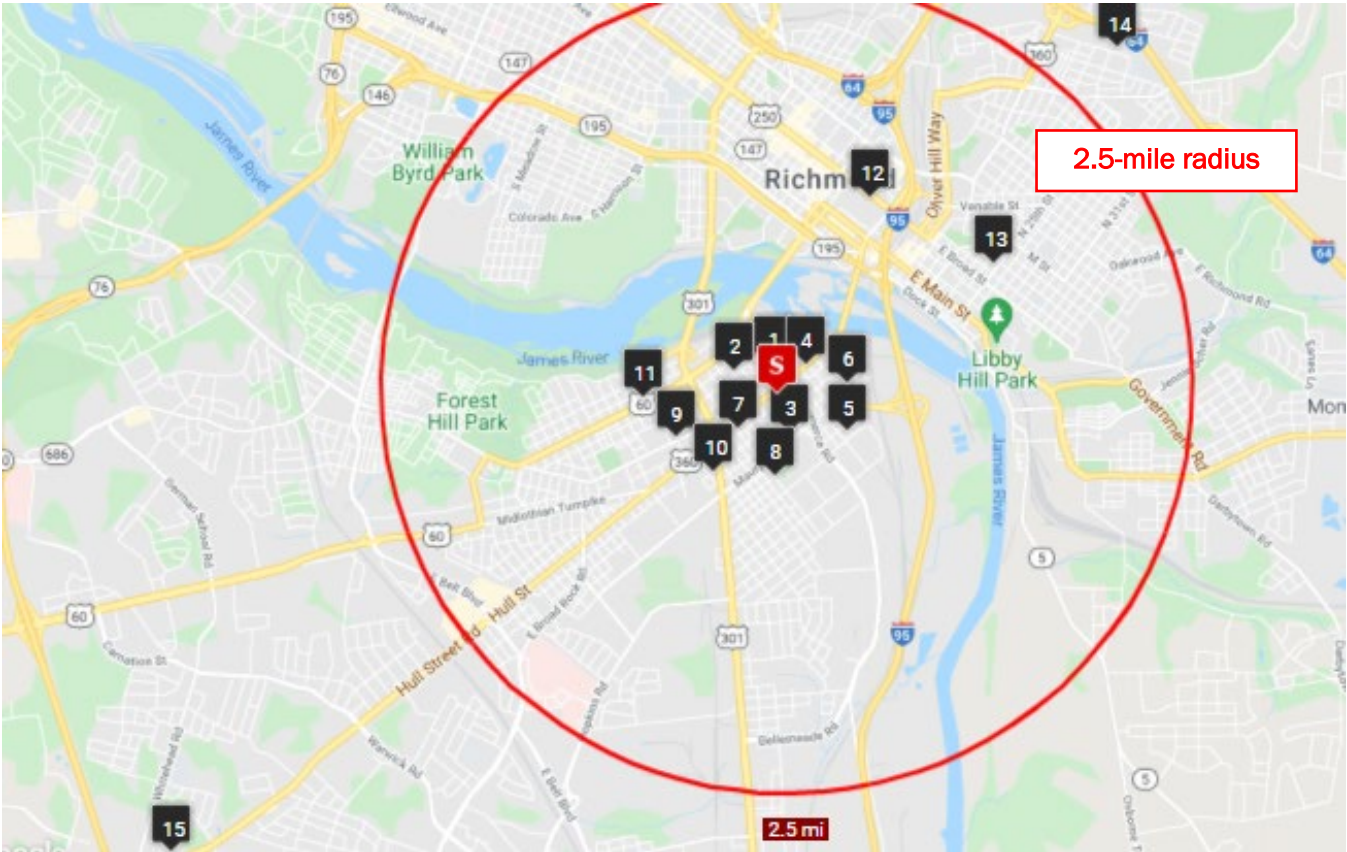
**Locational Amenities:**

The following table and map illustrate the Subject’s proximity to necessary services. Map numbers correspond with the *Locational Amenities Map*, presented below.

THE VIEW AT BELLE ISLE APARTMENTS – RICHMOND, VIRGINIA – MARKET STUDY

LOCATIONAL AMENITIES

#	Service or Amenity	Distance Subject
1	Commerce & Hull Bus Stop	0.0 miles
2	Richmond Heritage Federal Credit Union	0.1 miles
3	Richmond Sheriff	0.1 miles
4	Manchester Market	0.2 miles
5	Valero	0.3 miles
6	Miller Lofts Ball Park	0.3 miles
7	Hull Street Branch- Richmond Public Library	0.3 miles
8	Blackwell Elementary School	0.4 miles
9	Rite Aid Pharmacy	0.5 miles
10	Family Dollar	0.5 miles
11	Richmond Fire Station 17	0.9 miles
12	Charlotte Williams Memorial Hospital	1.2 miles
13	United States Postal Service	1.5 miles
14	Armstrong High School	2.9 miles
15	River City Middle School	4.7 miles



Source: Google Earth, July 2023

**Public Transportation:**

The GRTC Transit System provides public transportation for the greater Richmond, VA area. The nearest bus stops are located adjacent to the Subject site on Commerce Road and Hull Street. The GRTC Transit System runs Sunday through Saturday. Typical fares are \$1.50 for one-way local routes.

**Crime Statistics:**

The following table show crime statistics from 2022 for the PMA.

**2022 CRIME INDICES**

	PMA	Richmond, VA Metropolitan Statistical Area
<b>Total Crime*</b>	<b>198</b>	<b>104</b>
<b>Personal Crime*</b>	<b>250</b>	<b>102</b>
Murder	539	197
Rape	148	88
Robbery	344	124
Assault	211	90
<b>Property Crime*</b>	<b>191</b>	<b>104</b>
Burglary	172	91
Larceny	193	110
Motor Vehicle Theft	223	86

Source: Esri Demographics 2022, Novogradac , July 2023

\*Unweighted aggregations

The table above illustrates the crime risk as an index where 100 represents the national average. Indices above 100 are above the national average, and indices below 100 are below the national average. Total, personal, and property crime indices in the PMA are above that of the MSA and the nation. The Subject will offer an intercom, limited access, and a courtesy patrol. The majority of the comparable properties offer similar or fewer security features than the Subject. We believe that the Subject’s security features will be competitive and market oriented.

**Conclusion:**

The Subject’s neighborhood appears to be a good location for a multifamily development. The majority of the local amenities are located within approximately 4.7 miles of the Subject. The Subject is located in a mixed-use neighborhood with multifamily housing, commercial and retail uses, and single-family homes. The Subject is a compatible use within the existing neighborhood.

**PHOTOGRAPHS OF SUBJECT AND NEIGHBORHOOD**



View of Subject site facing southeast



View of Subject site facing northeast



View of Subject site facing east



View of Subject site



View of Subject site



View of Subject site



THE VIEW AT BELLE ISLE APARTMENTS – RICHMOND, VIRGINIA – MARKET STUDY



View north along Commerce Road



View south along Commerce Road



Commercial use west of Subject



Commercial use west of Subject



Commercial use west of Subject



Commercial use east of Subject



Commercial use east of Subject



Commercial use east of Subject



Single-family homes in Subject neighborhood



Single-family homes in Subject neighborhood



Single-family homes in Subject neighborhood



Single-family homes in Subject neighborhood

## **E. MARKET AREA DEFINITION**

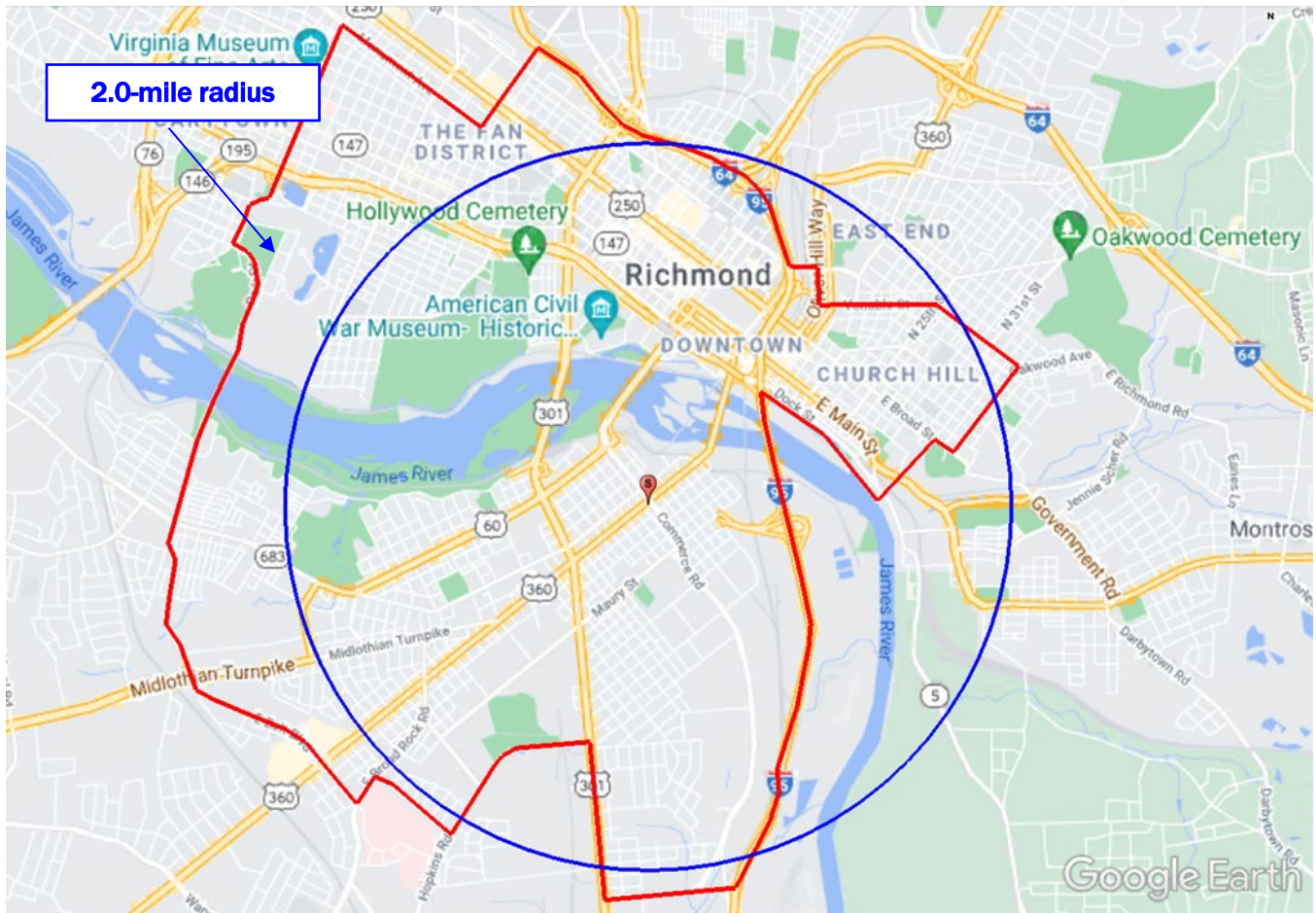
## MARKET AREA

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

We determined the Primary Market Area (PMA) based on our conversations with local market participants including property managers, as well as our physical inspection of the market. The PMA is generally defined as South Richmond. The PMA boundaries are: Monument Avenue, Interstate 64, Venable Street, and Q Street to the north; Chimborazo Boulevard and Interstate 95 the east; Bellemeade Road, Hopkins Road, McGuire Drive, and E. Belt Boulevard to the south; and Western Hills Boulevard, Park Drive, and S. Arthur Ashe Boulevard to the west. The PMA encompasses 12.7 square miles. We believe that additional support will originate from areas outside of the established PMA. We estimate a leakage of 10 percent.

The Richmond, VA Metropolitan Statistical Area (MSA) will serve as the Secondary Market Area (SMA), which includes the cities of Richmond, Petersburg, Hopewell, and Colonial Heights, as well as the counties of Amelia, Caroline, Charles City, Chesterfield, Dinwiddie, Goochland, Hanover, Henrico, King William, New Kent, Powhatan, Prince George, and Sussex.

### Primary Market Area Map



Source: Google Earth, July 2023



# **F. EMPLOYMENT AND ECONOMY**

## ECONOMIC ANALYSIS

The Richmond area has a diverse economy that has employment concentrated in the healthcare/social assistance, educational services, and professional/scientific/technology services sectors.

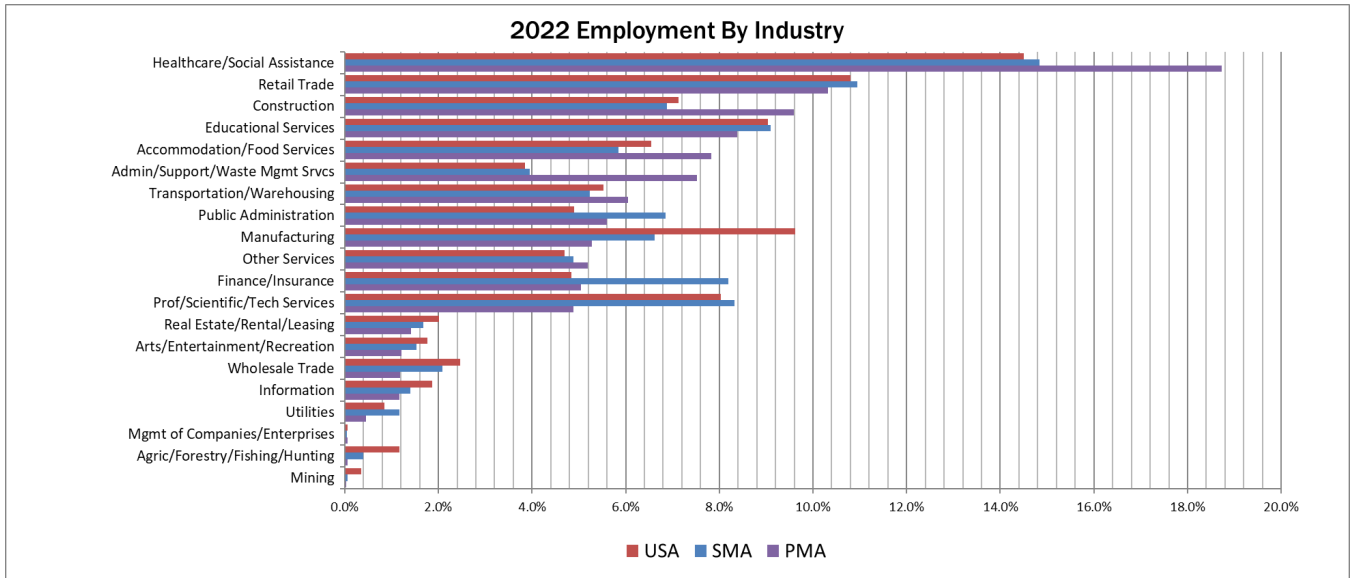
The following chart illustrates employment by industry as of 2022.

### 2022 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Healthcare/Social Assistance	6,734	18.7%	23,506,187	14.5%
Retail Trade	3,713	10.3%	17,507,949	10.8%
Construction	3,451	9.6%	11,547,924	7.1%
Educational Services	3,012	8.4%	14,659,582	9.0%
Accommodation/Food Services	2,814	7.8%	10,606,051	6.5%
Admin/Support/Waste Mgmt Svcs	2,705	7.5%	6,232,373	3.8%
Transportation/Warehousing	2,178	6.1%	8,951,774	5.5%
Public Administration	2,015	5.6%	7,945,669	4.9%
Manufacturing	1,896	5.3%	15,599,642	9.6%
Other Services	1,869	5.2%	7,599,442	4.7%
Finance/Insurance	1,812	5.0%	7,841,074	4.8%
Prof/Scientific/Tech Services	1,759	4.9%	13,016,941	8.0%
Real Estate/Rental/Leasing	510	1.4%	3,251,994	2.0%
Arts/Entertainment/Recreation	435	1.2%	2,872,222	1.8%
Wholesale Trade	425	1.2%	4,005,422	2.5%
Information	418	1.2%	3,018,466	1.9%
Utilities	163	0.5%	1,362,753	0.8%
Mgmt of Companies/Enterprises	22	0.1%	97,694	0.1%
Agric/Forestry/Fishing/Hunting	20	0.1%	1,885,413	1.2%
Mining	11	0.0%	581,692	0.4%
<b>Total Employment</b>	<b>35,962</b>	<b>100.0%</b>	<b>162,090,264</b>	<b>100.0%</b>

Source: Esri Demographics 2022, Novogradac, June 2023

Employment in the PMA is concentrated in the healthcare/social assistance, retail trade, and construction industries, which collectively comprise 38.6 percent of local employment. The large share of PMA employment in the retail trade and construction is notable as both industries are historically volatile, and prone to contraction during economic downturns. However, the PMA also has a significant share of employment in the healthcare/social assistance industry, which historically exhibits greater stability during economic downturns. Relative to the overall nation, the PMA features comparatively greater employment in the healthcare/social assistance, construction, accommodation/food services, and administrative/support/waste management services industries. Conversely, the PMA is underrepresented in the retail trade, educational services, manufacturing, and professional/scientific/technology services industries.



**Growth by Industry**

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

**2010-2022 CHANGE IN EMPLOYMENT - PMA**

Industry	2010		2022		2010-2022	
	Number Employed	Percent Employed	Number Employed	Percent Employed	Growth	Annualized Percent
Healthcare/Social Assistance	5,121	17.1%	6,734	18.7%	1,613	2.6%
Retail Trade	3,770	12.6%	3,713	10.3%	-57	-0.1%
Construction	1,760	5.9%	3,451	9.6%	1,691	8.0%
Educational Services	2,282	7.6%	3,012	8.4%	730	2.7%
Accommodation/Food Services	2,110	7.1%	2,814	7.8%	704	2.8%
Admin/Support/Waste Mgmt Svcs	1,664	5.6%	2,705	7.5%	1,041	5.2%
Transportation/Warehousing	1,329	4.5%	2,178	6.1%	849	5.3%
Public Administration	2,178	7.3%	2,015	5.6%	-163	-0.6%
Manufacturing	2,161	7.2%	1,896	5.3%	-265	-1.0%
Other Services	1,632	5.5%	1,869	5.2%	237	1.2%
Finance/Insurance	2,003	6.7%	1,812	5.0%	-191	-0.8%
Prof/Scientific/Tech Services	1,462	4.9%	1,759	4.9%	297	1.7%
Real Estate/Rental/Leasing	476	1.6%	510	1.4%	34	0.6%
Arts/Entertainment/Recreation	383	1.3%	435	1.2%	52	1.1%
Wholesale Trade	803	2.7%	425	1.2%	-378	-3.9%
Information	537	1.8%	418	1.2%	-119	-1.8%
Utilities	111	0.4%	163	0.5%	52	3.9%
Mgmt of Companies/Enterprises	16	0.1%	22	0.1%	6	3.1%
Agric/Forestry/Fishing/Hunting	53	0.2%	20	0.1%	-33	-5.2%
Mining	13	0.0%	11	0.0%	-2	-1.3%
<b>Employment</b>	<b>29,864</b>	<b>100.0%</b>	<b>35,962</b>	<b>100.0%</b>	<b>6,098</b>	<b>1.7%</b>

Source: Esri Demographics 2022, Novogradac, June 2023

Total employment in the PMA increased at an annualized rate of 1.7 percent between 2010 and 2022. The industries which expanded most substantially during this period include construction,



transportation/warehousing, and administrative/support/waste management services. Conversely, the wholesale trade, information and manufacturing sectors experienced the least growth. Overall, we view the lessening reliance on the volatile manufacturing and retail trade sectors, and concurrent rise in healthcare-related employment as a positive aspect of the local economy.

### Major Employers

The following table details the major private employers within the Richmond area. It is the most recent data available from the Greater Richmond Partnership.

#### MAJOR EMPLOYERS RICHMOND CITY

Employer Name	Industry	# Of Employees
Virginia Commonwealth University Health Systems	Healthcare	13,500
Capital One Financial Corp.	Financial Services	13,000
HCA Virginia Health System	Healthcare	11,000
Bon Secours Richmond	Healthcare	8,416
Dominion Energy	Energy	5,433
Truist Bank	Financial Services	4,549
Amazon.com	Retail	4,100
Altria Group Inc.	Tobacco	3,850
Federal Reserve Bank Richmond	Financial Services	2,700
Anthem Blue Cross Blue Shield	Insurance	2,655
Wells Fargo	Financial Services	2,582
United Parcel Service	Distribution/Delivery	2,490
DuPont	Chemicals	2,436
Bank of America	Financial Services	1,921
Markel Corporation	Insurance	1,886
Verizon Communications	Telecommunications	1,700
University of Richmond	Education	1,578
General Dynamics Corp.	Defense	1,450
Estes Express Line	Logistics	1,345
T-Mobile USA Inc.	Telecommunications	1,316
<b>Totals</b>		<b>87,907</b>

Source: Greater Richmond Partnership, Retrieved June 2023

As seen in the previous table, the largest employers within Richmond are concentrated in the financial services, healthcare, insurance, and telecommunications sectors. Additional employers in the region include a mix of retail trade, energy, distribution/delivery, chemicals and fibers, education, and defense companies.

### Employment Expansion/Contractions

The following table illustrates layoffs and closures in Richmond from March 2020 through year-to-date 2023. These are provided from the Worker Adjustment and Retraining Notification (WARN) filings, according to the Virginia Employment Commission.

**WARN LISTINGS  
RICHMOND CITY**

Company	Industry	Employees Affected	Layoff Date
Specialized Bicycle Components, Inc	Retail	1	1/13/2023
First Transit	Transportation	95	12/1/2022
Genworth	Financial Services	95	3/27/2021
TitleMax of Virginia, Inc. and TMX Finance of Virginia, Inc.	Title Lending	38	1/16/2021
VCU Health System	Healthcare/Social Assistance	635	12/19/2020
ExpressJet Airlines LLC	Airline Travel	36	10/1/2020
Avis Budget Car Rental	Transportation	4	9/4/2020
Sur La Table	Retail	29	9/1/2020
Marriott - Richmond	Hospitality	50	8/31/2020
PostalMile, Inc.	Delivery	31	8/28/2020
The Salvation Army	Charitable Organization	38	5/30/2020
Nordstrom	Retail	189	5/14/2020
Cenveo Corporation	Manufacturing	184	5/4/2020
Eastern Specialty Finance, Inc.	Financial Services	4	5/1/2020
Enterprise Holdings	Car Rental	78	4/24/2020
First Home Care Mental Health Services	Healthcare/Social Assistance	18	4/11/2020
Bear Down Logistics	Delivery	75	4/8/2020
Asbury Automotive Group-Crown MINI	Car Dealer	6	4/6/2020
Asbury Automotive Group-Richmond BMW	Car Dealer	11	4/3/2020
Asbury Automotive Group-Crown Acura	Car Dealer	8	4/3/2020
Kaiser Aluminum	Aluminum Production	78	4/3/2020
SMI Hotel Group	Hospitality	77	4/1/2020
Delaware North Companies, Inc.	Food Services/Hospitality	80	3/30/2020
Paper Source	Retail	11	3/29/2020
Hilton Richmond Downtown	Hospitality	109	3/23/2020
Take 5 Oil Change-Driven Brands Shared Services, LLC	Automotive Services	5	3/22/2020
Bloomin's Brands (Outback Steakhouse)	Restaurant	326	3/21/2020
Bloomin' Brands (Carrabba's Italian Grill)	Restaurant	115	3/21/2020
Bloomin' Brands (Fleming's)	Retail	40	3/21/2020
Jim's Formal Wear	Hospitality	44	3/20/2020
Omni Richmond Hotel	Restaurant	103	3/19/2020
Three Notch'd Brewing Company	Brewing/Distribution	9	3/17/2020
P.F. Chang's China Bistro	Hospitality	75	3/17/2020
Hooters of America, LLC	Restaurant	56	3/16/2020
Collegiate Hotel Group	Food Services	66	3/16/2020
Aramark (at VCU Health Systems)	Healthcare/Social Assistance	572	3/13/2020
<b>Total</b>		<b>3,391</b>	

Source: Virginia Employment Commission, Retrieved June 2023

According to the Virginia Employment Commission, there have been 3,391 job losses in the City of Richmond since March 2020. This represents less than one percent of the workforce in the MSA. Further, note that the majority of WARN notices are a result of the COVID-19 pandemic.

We attempted to contact the Richmond Economic Development Authority (EDA) for recent business expansion information. However, despite numerous messages our calls have not been returned. We conducted internet research regarding recent business expansions and contractions in the area and identified the following expansion announcements.

- In May 2023, Richmond National Group, an insurance company, announced it will be investing \$350 million to expand its headquarters in Richmond. The expansion is expected to create 103 new jobs.
- In March 2023, SanMar, a wholesale accessories and apparel company, announced it will be investing \$50 million to establish a new distribution center in the northern Richmond area. The project is expected to create approximately 1,000 new jobs.
- In November 2022, CoStar, a real estate information and analytics company, broke ground on the company's new \$460 million, 26-story, 750,000 square foot office and retail space. The expansion is expected to create 2,000 new jobs.
- In November 2022, Super Radiator Coils completed a 56,000 square foot expansion of their existing manufacturing facility in northern Chesterfield County. The expansion marks the third expansion of the specialty coil manufacturer and will add up to 50 additional jobs.
- In August 2022, the LEGO group, a toys producer, announced that it will invest over \$1 billion to establish a new manufacturing plant in Chesterfield. The firm will be expanding into 1.7 million square foot facility, creating over 1,760 jobs for the Greater Richmond area.
- In July 2022, EAB, a marketing and recruitment firm, expects to add at least 200 jobs with a \$6 million expansion in the Henrico County area. The firm will be expanding into a new 70,000 square foot space.
- In July 2022, Mondelez International Inc., a snack food company, opened a 68,000 square foot expansion of its Richmond location and completed the construction of a new sales fulfillment center which is expected to create 80 new jobs. Over the next three years, the estimated investment of \$122.5 million will support the companies supply chain operations in the area.
- In March 2022, Walgreens announced it will invest \$34.2 million to establish a new micro-fulfillment center in Hanover County. The new expansion is expected to create 250 new jobs.
- In March 2022, Thermo Fisher Scientific, a supplier of scientific instrumentation, announced it will add 500 people to its workforce in and around Richmond, VA, through a \$97 million expansion of clinical research operations. The company said it plans to open three new bioanalytical labs totaling nearly 150,000 square feet of space over the next three years.

### Employment and Unemployment Trends

The table below illustrates the total workforce, total employed, and unemployment rate for the Richmond, VA MSA from 2007 to 2023 (year to date) with comparisons between May 2022 to May 2023.

**EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)**

Year	Richmond, VA Metropolitan Statistical Area				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2007	594,827	-	3.4%	-	146,047,000	-	4.6%	-
2008	600,856	1.0%	4.5%	1.1%	145,363,000	-0.5%	5.8%	1.2%
2009	577,465	-3.9%	7.7%	3.2%	139,878,000	-3.8%	9.3%	3.5%
2010	578,211	0.1%	8.2%	0.5%	139,064,000	-0.6%	9.6%	0.3%
2011	589,751	2.0%	7.3%	-0.9%	139,869,000	0.6%	9.0%	-0.7%
2012	599,925	1.7%	6.5%	-0.9%	142,469,000	1.9%	8.1%	-0.9%
2013	608,832	1.5%	5.9%	-0.5%	143,929,000	1.0%	7.4%	-0.7%
2014	621,804	2.1%	5.4%	-0.5%	146,305,000	1.7%	6.2%	-1.2%
2015	628,844	1.1%	4.6%	-0.8%	148,833,000	1.7%	5.3%	-0.9%
2016	638,687	1.6%	4.1%	-0.5%	151,436,000	1.7%	4.9%	-0.4%
2017	653,224	2.3%	3.8%	-0.2%	153,337,000	1.3%	4.4%	-0.5%
2018	659,579	1.0%	3.2%	-0.7%	155,761,000	1.6%	3.9%	-0.4%
2019	669,080	1.4%	2.9%	-0.3%	157,538,000	1.1%	3.7%	-0.2%
2020	632,928	-5.4%	7.0%	4.0%	147,795,000	-6.2%	8.1%	4.4%
2021	649,799	2.7%	4.2%	-2.8%	152,581,000	3.2%	5.4%	-2.7%
2022	678,487	4.4%	3.0%	-1.2%	158,291,000	3.7%	3.7%	-1.7%
2023 YTD Average*	699,057	3.0%	3.0%	0.0%	160,463,667	1.4%	3.6%	0.0%
May-2022	677,034	-	3.0%	-	158,609,000	-	3.4%	-
May-2023	711,009	5.0%	2.8%	-0.2%	161,002,000	1.5%	3.4%	0.0%

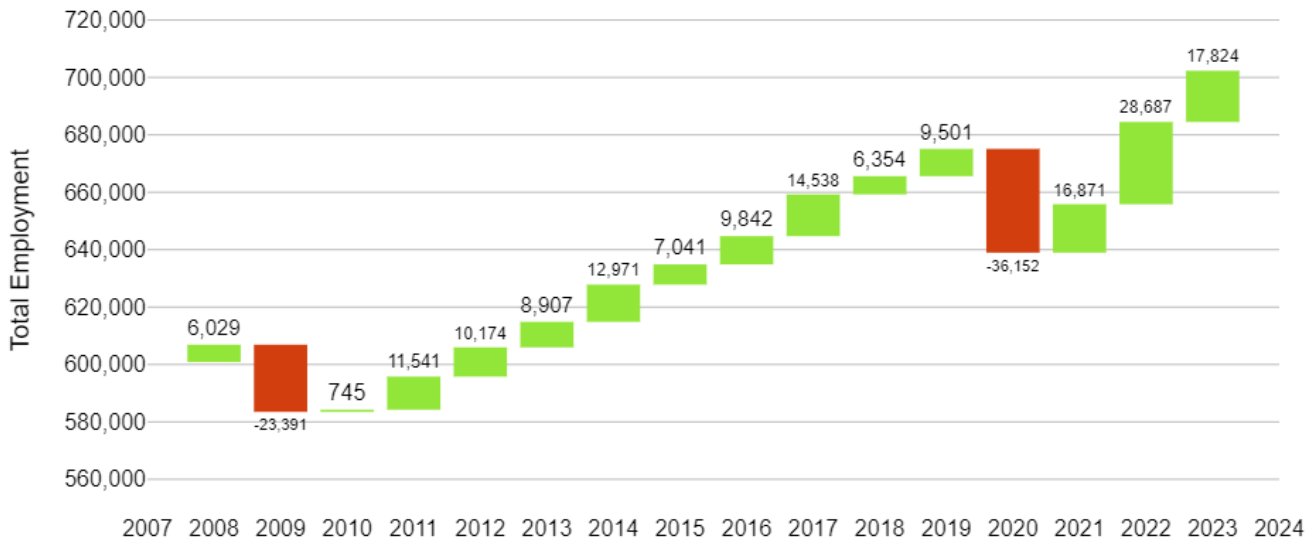
Source: U.S. Bureau of Labor Statistics, July 2023

\*2023 data is through May

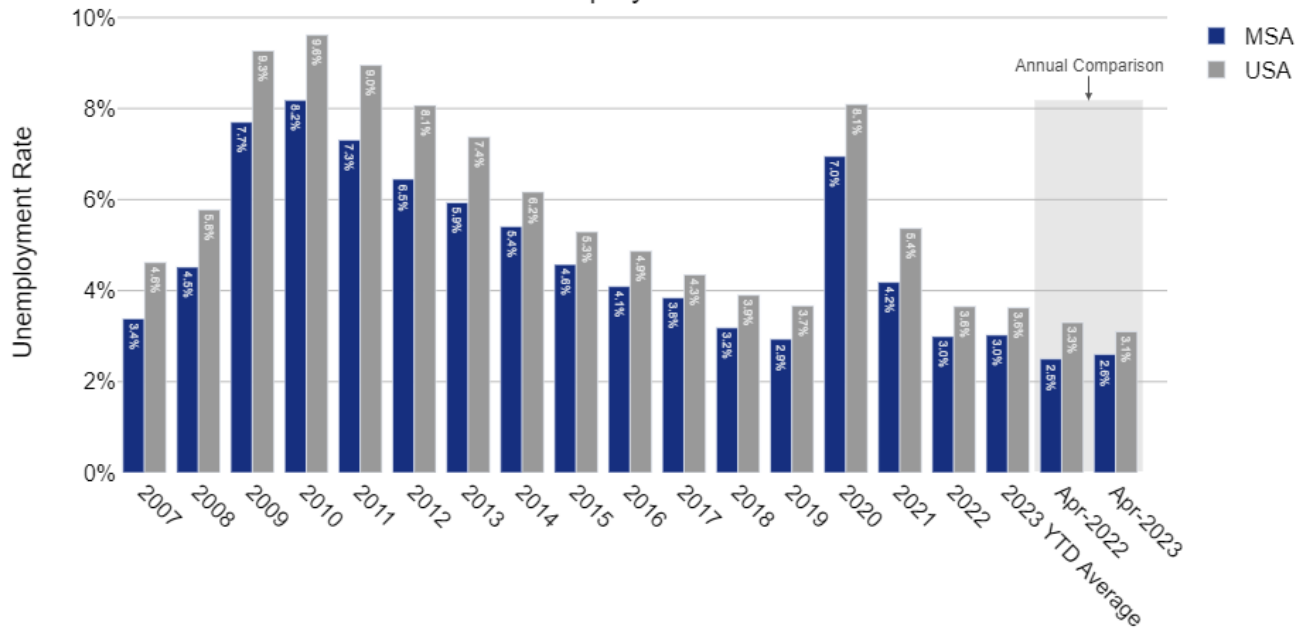
Employment in the MSA recovered and surpassed pre-Great Recession levels in 2013, a year earlier than the nation. During the period preceding the onset of COVID-19 (2012 - 2019), job growth in the MSA was generally similar to the nation. Employment in the MSA declined sharply by 5.4 percent in 2020 amid the pandemic, less than the overall nation. From May 2022 to May 2023, employment in the MSA increased at an annualized rate of 5.0 percent, compared 1.5 percent growth across the nation.

During the period preceding the onset of COVID-19 (2012 - 2019), the MSA generally experienced a lower unemployment rate relative to the nation. The MSA unemployment rate increased by 4.0 percentage points in 2020 amid the pandemic, compared to a 4.4 percentage point increase for the overall nation. According to the latest labor statistics, the current MSA unemployment rate is 2.8 percent, slightly lower than the current national unemployment rate of 3.4 percent. Overall, the local economy appears to have recovered from the effects of the pandemic, though estimates of future economic growth are cautious due to recent concerns of inflation and potential recession.

### MSA Job Growth



### Unemployment Rate



## Wages by Occupation

The following table illustrates the wages by occupation for the Richmond, VA MSA.

### RICHMOND, VA METROPOLITAN STATISTICAL AREA - 2ND QTR 2022 AREA WAGE ESTIMATES

Occupation	Number of Employees	Mean Hourly Wage	Mean Annual Wage
<b>All Occupations</b>	<b>629,790</b>	<b>\$28.88</b>	<b>\$60,060</b>
Management Occupations	34,490	\$63.83	\$132,760
Legal Occupations	6,290	\$56.89	\$118,340
Computer and Mathematical Occupations	25,720	\$50.40	\$104,840
Healthcare Practitioners and Technical Occupations	41,130	\$43.44	\$90,350
Architecture and Engineering Occupations	8,360	\$43.21	\$89,880
Business and Financial Operations Occupations	57,800	\$39.71	\$82,590
Life, Physical, and Social Science Occupations	5,530	\$34.86	\$72,500
Arts, Design, Entertainment, Sports, and Media Occupations	8,080	\$31.47	\$65,450
Educational Instruction and Library Occupations	36,120	\$28.59	\$59,460
Installation, Maintenance, and Repair Occupations	26,460	\$26.08	\$54,240
Community and Social Service Occupations	15,860	\$25.41	\$52,850
Protective Service Occupations	16,480	\$24.09	\$50,110
Construction and Extraction Occupations	28,460	\$24.07	\$50,060
Sales and Related Occupations	57,670	\$23.27	\$48,410
Production Occupations	23,050	\$21.61	\$44,960
Office and Administrative Support Occupations	81,000	\$21.24	\$44,170
Transportation and Material Moving Occupations	56,400	\$19.76	\$41,100
Farming, Fishing, and Forestry Occupations	660	\$19.22	\$39,980
Personal Care and Service Occupations	12,970	\$16.26	\$33,810
Healthcare Support Occupations	20,930	\$16.10	\$33,480
Building and Grounds Cleaning and Maintenance Occupations	17,310	\$15.79	\$32,850
Food Preparation and Serving Related Occupations	49,030	\$14.75	\$30,690

Source: Department Of Labor, Occupational Employment Statistics, 5/2022, retrieved 6/2023

The table above shows the average hourly and annual wages by occupation classification. The classification with the lowest average hourly wage is food preparation and serving related occupations at \$14.75 per hour. The highest average hourly wage, of \$63.83, is for those in management occupations. Qualifying income for the Subject's affordable units will range between \$40,663 and \$57,600. This encompasses a significant amount of the employment based on wages in the area. An element not reflected in the data is that many positions represent part-time employment, and starting rates are typically lower than mean wage rates. We expect that part-time employment and entry-level positions will be common amongst the Subject's tenant base.

## Commuting Patterns

The chart below shows the travel time to work for commuters in the PMA according to ESRI data.

COMMUTING PATTERNS		
ACS Commuting Time to Work	Number of Commuters	Percentage
Travel Time < 5 min	401	1.1%
Travel Time 5-9 min	2,446	6.7%
Travel Time 10-14 min	4,788	13.1%
Travel Time 15-19 min	6,559	18.0%
Travel Time 20-24 min	7,972	21.8%
Travel Time 25-29 min	3,223	8.8%
Travel Time 30-34 min	6,345	17.4%
Travel Time 35-39 min	884	2.4%
Travel Time 40-44 min	791	2.2%
Travel Time 45-59 min	1,452	4.0%
Travel Time 60-89 min	1,033	2.8%
Travel Time 90+ min	601	1.6%
<b>Weighted Average</b>	<b>26 minutes</b>	

Source: US Census 2022, Novogradac, June 2023

As shown in the preceding table, the weighted average commute time in the PMA is approximately 26 minutes. Approximately 60.7 percent of PMA commuters travel under 24 minutes, indicating many households work in the local area. The average commute time across the overall nation is approximately 26 minutes.

## Conclusion

Employment in the PMA is concentrated in the healthcare/social assistance, educational services, and prof/scientific/tech services industries, which collectively comprise 39.5 percent of local employment. The large share of PMA employment in the healthcare industry is notable as this industry is historically stable and exhibits greater resilience during economic downturns. Relative to the overall nation, the PMA features comparatively greater employment in the educational services, prof/scientific/tech services, and accommodation/food services industries. Conversely, the PMA is underrepresented in the manufacturing, construction, and transportation/warehousing industries. Employment in the MSA declined sharply by 5.4 percent in 2020 amid the pandemic, slightly less than the overall nation. From April 2022 to April 2023, employment in the MSA increased at an annualized rate of 4.4 percent, compared 2.0 percent growth across the nation. The MSA unemployment rate increased by 4.0 percentage points in 2020 amid the pandemic, compared to a 4.4 percentage point increase for the overall nation. According to the latest labor statistics, the current MSA unemployment rate is 2.6 percent, slightly lower than the current national unemployment rate of 3.1 percent. Overall, the local economy appears to have recovered from the effects of the pandemic, though estimates of future economic growth are cautious due to recent concerns of inflation and potential recession.

# **G. DEMOGRAPHIC CHARACTERISTICS**



## DEMOGRAPHIC CHARACTERISTICS

The following tables illustrate general population and households in the PMA, the MSA and the nation from 2000 through 2027.

### POPULATION

Year	PMA		Richmond, VA Metropolitan Statistical Area		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	52,983	-	1,047,349	-	281,250,431	-
2010	61,970	1.7%	1,186,663	1.3%	308,738,557	1.0%
2022	76,976	2.0%	1,339,185	1.0%	335,707,629	0.7%
2027	78,557	0.4%	1,370,508	0.5%	339,902,535	0.2%

Source: Esri Demographics 2022, Novogradac, July 2023

### HOUSEHOLDS

Year	PMA		Richmond, VA Metropolitan Statistical Area		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	24,686	-	412,499	-	105,409,443	-
2010	27,444	1.1%	461,011	1.2%	116,713,945	1.1%
2022	37,485	3.0%	529,722	1.2%	128,657,502	0.8%
2027	38,702	0.6%	543,941	0.5%	130,651,704	0.3%

Source: Esri Demographics 2022, Novogradac, July 2023

Historical population growth in the PMA exceeded the MSA between 2000 and 2010. Both geographic areas experienced population growth greater than the nation during the same time period. Growth in the PMA accelerated between 2010 and 2022, and outpaced growth in the MSA and the nation. According to ESRI demographic projections, annualized PMA growth is expected to slow to 0.4 percent through 2027, which is above growth expectations for the MSA and the nation.

Historical household growth in the PMA trailed the MSA between 2000 and 2010. However, household growth in the PMA was similar to the nation during that time period. Growth in the PMA accelerated between 2010 and 2022, and outpaced growth in the MSA and the nation. According to ESRI demographic projections, annualized PMA growth is expected to slow to 0.6 percent through 2027, which is above the MSA and nation.

Population by Age

POPULATION BY AGE IN 2022

Age Cohort	PMA		Richmond, VA Metropolitan Statistical Area		USA	
	Number	Percentage	Number	Percentage	Number	Percentage
0-4	3,146	4.1%	72,020	5.4%	19,580,019	5.8%
5-9	2,858	3.7%	78,018	5.8%	20,411,473	6.1%
10-14	2,563	3.3%	82,740	6.2%	20,839,679	6.2%
15-19	6,709	8.7%	85,697	6.4%	21,055,883	6.3%
20-24	15,233	19.8%	90,422	6.8%	21,848,030	6.5%
25-29	9,341	12.1%	93,111	7.0%	23,551,216	7.0%
30-34	6,416	8.3%	89,942	6.7%	23,308,636	6.9%
35-39	4,431	5.8%	88,011	6.6%	22,314,935	6.6%
40-44	3,652	4.7%	83,858	6.3%	20,743,218	6.2%
45-49	3,062	4.0%	81,983	6.1%	19,926,312	5.9%
50-54	3,416	4.4%	85,579	6.4%	20,454,889	6.1%
55-59	3,731	4.8%	91,078	6.8%	21,675,159	6.5%
60-64	3,771	4.9%	88,435	6.6%	21,428,828	6.4%
65-69	3,010	3.9%	76,515	5.7%	18,869,628	5.6%
70-74	2,181	2.8%	60,901	4.5%	15,359,741	4.6%
75-79	1,505	2.0%	40,825	3.0%	10,716,234	3.2%
80-84	905	1.2%	24,483	1.8%	6,733,098	2.0%
85+	1,046	1.4%	25,567	1.9%	6,890,651	2.1%
<b>Total</b>	<b>76,976</b>	<b>100.0%</b>	<b>1,339,185</b>	<b>100.0%</b>	<b>335,707,629</b>	<b>100.0%</b>

Source: Esri Demographics 2022, Novogradac, July 2023

POPULATION BY AGE IN 2027 ESTIMATE

Age Cohort	PMA		Richmond, VA Metropolitan Statistical Area		USA	
	Number	Percentage	Number	Percentage	Number	Percentage
0-4	3,273	4.2%	73,951	5.4%	19,898,859	5.9%
5-9	2,845	3.6%	77,189	5.6%	20,152,006	5.9%
10-14	2,634	3.4%	81,733	6.0%	20,825,860	6.1%
15-19	6,812	8.7%	86,124	6.3%	20,919,994	6.2%
20-24	15,805	20.1%	89,634	6.5%	21,116,935	6.2%
25-29	8,999	11.5%	85,606	6.2%	21,677,245	6.4%
30-34	5,861	7.5%	93,167	6.8%	23,548,334	6.9%
35-39	4,801	6.1%	94,841	6.9%	23,760,715	7.0%
40-44	3,948	5.0%	89,612	6.5%	22,084,286	6.5%
45-49	3,451	4.4%	84,741	6.2%	20,517,210	6.0%
50-54	3,233	4.1%	80,568	5.9%	19,213,830	5.7%
55-59	3,515	4.5%	83,862	6.1%	19,822,473	5.8%
60-64	3,598	4.6%	85,822	6.3%	20,318,653	6.0%
65-69	3,269	4.2%	81,580	6.0%	19,946,030	5.9%
70-74	2,458	3.1%	68,597	5.0%	16,964,854	5.0%
75-79	1,815	2.3%	52,580	3.8%	13,118,889	3.9%
80-84	1,142	1.5%	32,802	2.4%	8,541,709	2.5%
85+	1,099	1.4%	28,099	2.1%	7,474,653	2.2%
<b>Total</b>	<b>78,558</b>	<b>100.0%</b>	<b>1,370,508</b>	<b>100.0%</b>	<b>339,902,535</b>	<b>100.0%</b>

Source: Esri Demographics 2022, Novogradac, July 2023

### General Household Income Distribution

The following tables illustrate the household income distribution for the PMA and MSA for 2022 and 2027.

#### HOUSEHOLD INCOME PMA

Income Cohort	2022		2027		Annual Change 2022 to 2027	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	4,578	12.2%	4,188	10.8%	-78	-1.7%
\$10,000-19,999	4,945	13.2%	4,576	11.8%	-74	-1.5%
\$20,000-29,999	3,751	10.0%	3,640	9.4%	-22	-0.6%
\$30,000-39,999	3,583	9.6%	3,347	8.6%	-47	-1.3%
\$40,000-49,999	3,092	8.2%	3,200	8.3%	22	0.7%
\$50,000-59,999	2,508	6.7%	2,487	6.4%	-4	-0.2%
\$60,000-74,999	3,473	9.3%	3,354	8.7%	-24	-0.7%
\$75,000-99,999	4,060	10.8%	4,315	11.1%	51	1.3%
\$100,000-124,999	2,550	6.8%	3,017	7.8%	93	3.7%
\$125,000-149,999	1,507	4.0%	1,978	5.1%	94	6.3%
\$150,000-199,999	1,357	3.6%	1,823	4.7%	93	6.9%
\$200,000+	2,081	5.6%	2,777	7.2%	139	6.7%
<b>Total</b>	<b>37,485</b>	<b>100.0%</b>	<b>38,702</b>	<b>100.0%</b>		

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

#### HOUSEHOLD INCOME SMA

Income Cohort	2022		2027		Annual Change 2022 to 2027	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	27,234	5.1%	25,090	4.6%	-429	-1.6%
\$10,000-19,999	37,278	7.0%	33,183	6.1%	-819	-2.2%
\$20,000-29,999	38,954	7.4%	36,066	6.6%	-578	-1.5%
\$30,000-39,999	41,909	7.9%	37,416	6.9%	-899	-2.1%
\$40,000-49,999	42,358	8.0%	40,195	7.4%	-433	-1.0%
\$50,000-59,999	36,155	6.8%	35,957	6.6%	-40	-0.1%
\$60,000-74,999	51,005	9.6%	48,740	9.0%	-453	-0.9%
\$75,000-99,999	70,713	13.3%	70,023	12.9%	-138	-0.2%
\$100,000-124,999	55,335	10.4%	57,570	10.6%	447	0.8%
\$125,000-149,999	39,245	7.4%	44,480	8.2%	1,047	2.7%
\$150,000-199,999	40,748	7.7%	49,071	9.0%	1,665	4.1%
\$200,000+	48,788	9.2%	66,150	12.2%	3,472	7.1%
<b>Total</b>	<b>529,722</b>	<b>100.0%</b>	<b>543,941</b>	<b>100.0%</b>		

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

As of 2022, approximately 53.2 percent of households within the PMA have annual incomes below \$50,000, compared to 35.4 percent for the MSA.

### General Household Size Distribution

The following table is a summary of the average household size in the PMA, the MSA and the nation from 2000 through 2027.

Year	AVERAGE HOUSEHOLD SIZE					
	PMA		Richmond, VA Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.11	-	2.46	-	2.59	-
2010	2.22	0.5%	2.50	0.2%	2.57	-0.1%
2022	1.88	-1.3%	2.45	-0.1%	2.55	-0.1%
2027	1.86	-0.2%	2.45	-0.1%	2.54	-0.1%

Source: Esri Demographics 2022, Novogradac, July 2023

As shown in the previous table, the average household size in the PMA decreased from 2000 to 2022 and is projected to remain stable through 2027. The average household size in the MSA has decreased slightly from 2000 to 2022, though it is projected to remain the same through 2027. Overall, the average household size in the PMA is below that of the MSA and the nation, a trend that will continue through 2027.

### General Household Tenure

The following table illustrates the breakdown of households by tenure within the Subject’s PMA.

Year	TENURE PATTERNS PMA			
	Owner-Occupied	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	11,459	46.4%	13,227	53.6%
2010	8,878	32.3%	18,566	67.7%
2022	11,232	30.0%	26,253	70.0%
2027	11,761	30.4%	26,941	69.6%

Source: Esri Demographics 2022, Novogradac, July 2023

As of 2022, approximately 70.0 percent of households in the PMA reside in renter-occupied housing units. Through 2027, the number of renter-occupied housing units is projected to increase.

### General Renter Household Income Distribution

The following tables illustrate the renter household income distribution for the PMA and MSA for 2022 and 2027.

#### RENTER HOUSEHOLD INCOME

Income Cohort	2022		PMA		2027		Annual Change 2022 to 2027	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	4,095	15.6%	3,750	13.9%	-69		-1.7%	
\$10,000-19,999	4,067	15.5%	3,706	13.8%	-72		-1.8%	
\$20,000-29,999	2,798	10.7%	2,697	10.0%	-20		-0.7%	
\$30,000-39,999	2,906	11.1%	2,754	10.2%	-30		-1.0%	
\$40,000-49,999	2,132	8.1%	2,241	8.3%	22		1.0%	
\$50,000-59,999	1,803	6.9%	1,788	6.6%	-3		-0.2%	
\$60,000-74,999	2,325	8.9%	2,266	8.4%	-12		-0.5%	
\$75,000-99,999	2,356	9.0%	2,592	9.6%	47		2.0%	
\$100,000-	1,578	6.0%	1,911	7.1%	67		4.2%	
\$125,000-	778	3.0%	1,151	4.3%	75		9.6%	
\$150,000-	575	2.2%	858	3.2%	57		9.8%	
\$200,000+	840	3.2%	1,227	4.6%	77		9.2%	
<b>Total</b>	<b>26,253</b>	<b>100.0%</b>	<b>26,941</b>	<b>100.0%</b>				

Source: HISTA Data / Ribbon Demographics 2021, Novogradac, July 2023

#### RENTER HOUSEHOLD INCOME

Income Cohort	2022		Richmond, VA Metropolitan Statistical Area		2027		Annual Change 2022 to 2027	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	18,291	10.2%	16,905	9.3%	-277		-1.5%	
\$10,000-19,999	22,828	12.7%	20,332	11.2%	-499		-2.2%	
\$20,000-29,999	20,941	11.6%	19,474	10.7%	-293		-1.4%	
\$30,000-39,999	20,494	11.4%	18,514	10.2%	-396		-1.9%	
\$40,000-49,999	18,111	10.1%	17,594	9.7%	-103		-0.6%	
\$50,000-59,999	13,665	7.6%	13,950	7.7%	57		0.4%	
\$60,000-74,999	18,445	10.2%	18,242	10.0%	-41		-0.2%	
\$75,000-99,999	18,103	10.1%	19,294	10.6%	238		1.3%	
\$100,000-	10,878	6.0%	12,500	6.9%	324		3.0%	
\$125,000-	6,450	3.6%	8,288	4.6%	368		5.7%	
\$150,000-	6,240	3.5%	8,195	4.5%	391		6.3%	
\$200,000+	5,538	3.1%	8,437	4.6%	580		10.5%	
<b>Total</b>	<b>179,984</b>	<b>100.0%</b>	<b>181,725</b>	<b>100.0%</b>				

Source: HISTA Data / Ribbon Demographics 2021, Novogradac, July 2023

As of 2022, approximately 60.9 percent of renter households within the PMA have annual incomes below \$50,000, compared to 55.9 percent of renter households in the MSA.

### Household Size Distribution

The table below shows the breakdown of households by number of persons in the household within the Subject’s PMA.

PMA HOUSEHOLD SIZE DISTRIBUTION						
Household Size	2000		2022		2027	
	Total	Percent	Total	Percent	Total	Percent
1 persons	9,901	40.1%	16,098	42.9%	16,588	42.9%
2 persons	8,179	33.1%	12,111	32.3%	12,481	32.2%
3 persons	3,326	13.5%	4,974	13.3%	5,162	13.3%
4 persons	1,888	7.6%	2,582	6.9%	2,692	7.0%
5+ persons	1,392	5.6%	1,720	4.6%	1,779	4.6%
<b>Total</b>	<b>24,686</b>	<b>100.0%</b>	<b>37,485</b>	<b>100.0%</b>	<b>38,702</b>	<b>100.0%</b>

Source: Esri Demographics 2022, Novogradac, July 2023

As of 2022, the majority of households in the PMA consist of one and two persons.

### Renter Household Size Distribution

The table below shows the breakdown of renter households by number of persons in the household within the Subject’s PMA.

PMA RENTER HOUSEHOLD SIZE DISTRIBUTION						
Household Size	2000		2022		2027	
	Total	Percent	Total	Percent	Total	Percent
1 persons	6,019	45.5%	12,602	48.0%	12,970	48.1%
2 persons	3,784	28.6%	7,856	29.9%	8,058	29.9%
3 persons	1,721	13.0%	3,113	11.9%	3,196	11.9%
4 persons	933	7.1%	1,550	5.9%	1,569	5.8%
5+ persons	770	5.8%	1,132	4.3%	1,148	4.3%
<b>Total</b>	<b>13,227</b>	<b>100.0%</b>	<b>26,253</b>	<b>100.0%</b>	<b>26,941</b>	<b>100.0%</b>

Source: Esri Demographics 2022, Novogradac, July 2023

Historically, the majority of renter households in the PMA have consisted of one and two-person households. In 2022, approximately 77.9 percent of renter-households were one or two-persons. The number of three-person and larger renter households has decreased since 2000 and is projected to remain stable through 2027.

### Median Household Income Levels

The following table illustrates the median household income for all households in the PMA, the MSA, and the nation from 2000 through 2027.

Year	MEDIAN HOUSEHOLD INCOME					
	PMA		Richmond, VA Metropolitan Statistical Area		USA	
	Amount	Annual Change	Amount	Annual Change	Amount	Annual Change
2000	\$33,723	-	\$47,250	-	\$44,290	-
2022	\$53,461	2.6%	\$74,653	2.6%	\$72,414	2.9%
2027	\$61,415	3.0%	\$86,216	3.1%	\$84,445	3.3%

Source: Esri Demographics 2022, Novogradac, July 2023

As of 2022, the median household income of the PMA is below the MSA and the nation. Through 2027, the PMA median household income is projected to increase at a lower rate than the MSA and the nation.

### Rent Overburdened Households

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

#### RENT OVERBURDENED

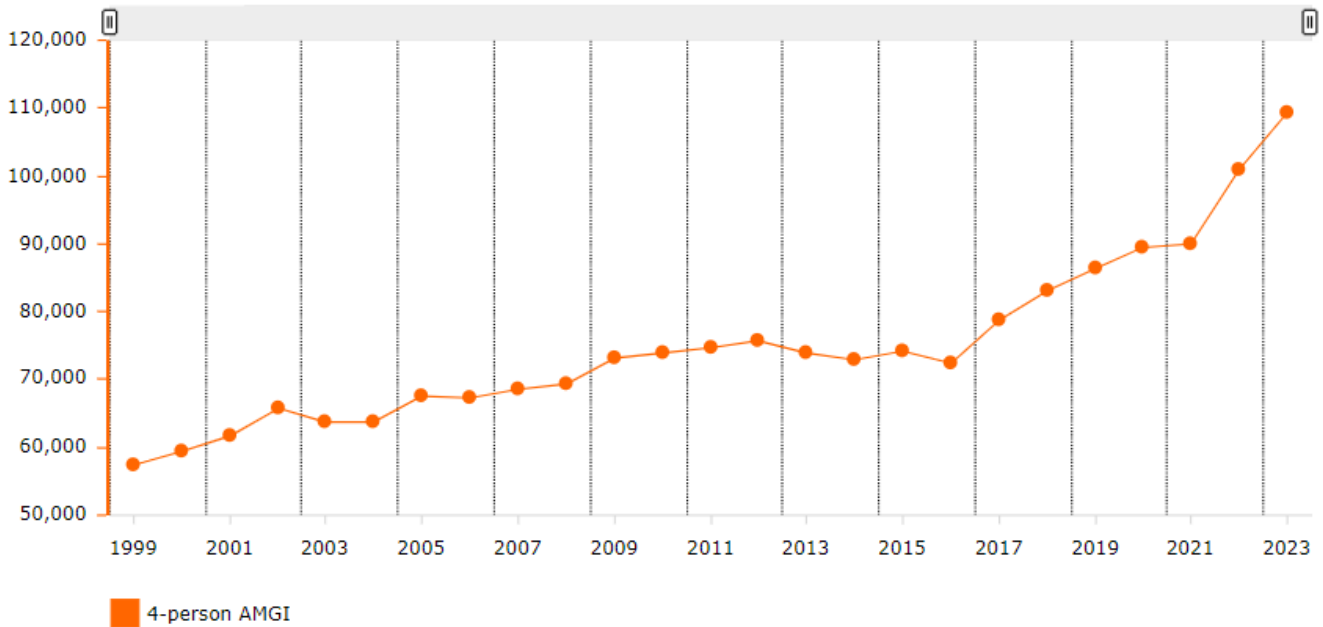
Year	PMA		Richmond, VA Metropolitan Statistical Area		USA	
	Amount	Percentage	Amount	Percentage	Amount	Percentage
2022	5,913	45.3%	62,021	41.2%	16,657,944	42.7%

Source: Esri Demographics 2022, Novogradac, July 2023

As illustrated, the percentage of rent overburdened households in the PMA is larger than the MSA and the nation.

### Area Median Income

The following chart illustrates the area median gross income (AMGI) of a four-person household in the City of Richmond, MSA between 1999 and 2023.



Source: Novogradac, July 2023

The AMI increased at an annual rate of 2.7 percent between 1999 and 2023. Over 84 percent of counties in the nation experienced an increase in AMI in 2017. This was also true in Richmond County, which also increased each year through 2023 and is at peak level. Rising AMI levels bode well for future rent growth at affordable developments, such as the proposed Subject. The following table details the change in AMI over the past five years.

#### RICHMOND CITY AMI GROWTH (2013-2023)

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
AMI	\$73,900	\$72,900	\$74,200	\$72,400	\$78,700	\$83,200	\$86,400	\$89,400	\$90,000	\$101,000	\$109,400
Percentage	-2.2%	-1.4%	1.8%	-2.4%	8.7%	5.7%	3.8%	3.5%	0.7%	12.2%	8.3%

The Subject's proposed rents at 60 percent of AMI are set slightly below the maximum allowable levels. Thus, the Subject's rent increases will not be dependent on future increases in AMI.

### **Conclusion**

Since 2000, PMA population and households have grown overall. Furthermore, both population and households are expected to grow through 2027. As of 2027, approximately 60.9 percent of renter households within the PMA have annual incomes below \$50,000, compared to 55.9 percent in the MSA. As proposed, the incomes for the Subject will range from \$40,663 to \$57,600. With a large percentage of renters with low income, we project that there will be substantial demand for new construction affordable housing units.



# **H. COMPETITIVE ENVIRONMENT**

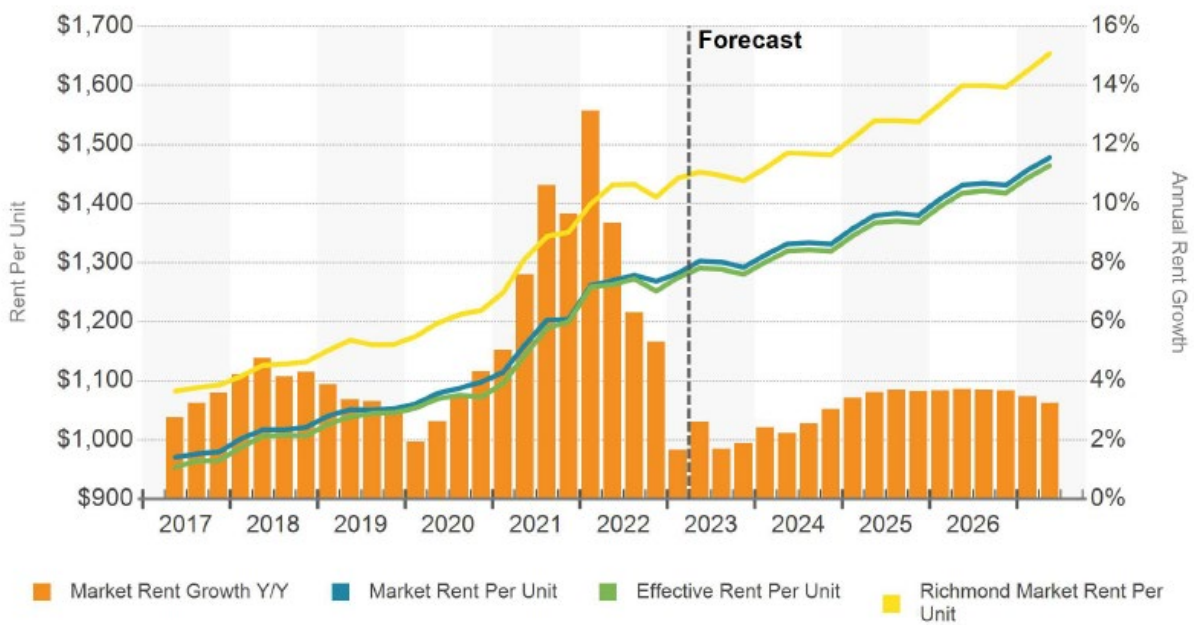
## HOUSING SUMMARY

Based on the June 2023 report from CoStar, South Richmond experienced a 3.2 percent increase in vacancy rates over the past year.

Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units
4 & 5 Star	4,270	6.9%	\$1,528	\$1,510	124	118	769
3 Star	5,185	8.1%	\$1,315	\$1,309	43	0	15
1 & 2 Star	6,175	11.0%	\$1,104	\$1,097	(35)	0	0
<b>Submarket</b>	<b>15,630</b>	<b>8.9%</b>	<b>\$1,296</b>	<b>\$1,286</b>	<b>132</b>	<b>118</b>	<b>784</b>

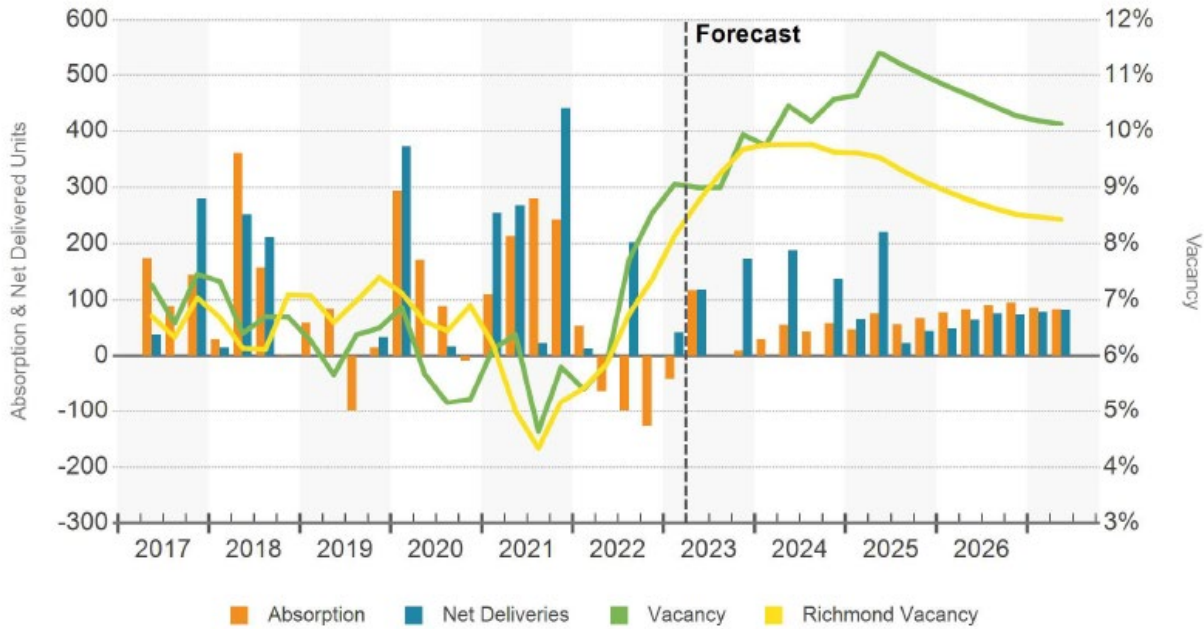
Source: CoStar, June 2023

### MARKET RENT PER UNIT & RENT GROWTH



Source: CoStar, June 2023

ABSORPTION, NET DELIVERIES & VACANCY



Source: CoStar, June 2023

As illustrated in the tables and charts above, average asking rents increased 2.2 percent over the last year and are expected to increase at slightly faster pace through 2027. The vacancy rate for the South Richmond submarket is currently 8.9 percent and is projected to increase through 2025, before declining slightly through 2027. Note there were a high number of net deliveries in 2021 and 2022 within Richmond.

**Age of Housing Stock**

The following table illustrate the age of the existing housing stock in the PMA.

	PMA		Richmond, VA Metropolitan Statistical		USA	
	Units	%	Units	%	Units	%
Built 2010 or later	1,731	5.6%	16,936	3.4%	3,772,330	2.8%
Built 2000 to 2009	2,114	6.8%	76,762	15.2%	18,872,283	14.1%
Built 1990 to 1999	1,275	4.1%	80,983	16.0%	19,229,676	14.4%
Built 1980 to 1989	1,482	4.8%	83,236	16.5%	18,484,475	13.8%
Built 1970 to 1979	2,249	7.2%	78,380	15.5%	20,811,073	15.6%
Built 1960 to 1969	2,459	7.9%	50,496	10.0%	14,506,264	10.9%
Built 1950 to 1959	2,928	9.4%	48,074	9.5%	14,087,506	10.5%
Built 1940 to 1949	2,429	7.8%	22,358	4.4%	6,658,408	5.0%
Built 1939 or earlier	14,433	46.4%	47,543	9.4%	17,184,482	12.9%
<b>Total Housing Units</b>	<b>31,100</b>	<b>100.0%</b>	<b>504,768</b>	<b>100.0%</b>	<b>133,606,497</b>	<b>100.0%</b>

Source: US Census American Community Estimates, July 2023

Of the housing stock in the PMA, 85.0 percent was constructed prior to 1990. The data does not reflect condition, as many properties can be well-maintained through ongoing maintenance. The field inspection of the area reflects a varied housing stock, generally in average condition.

### Substandard Housing

The following table illustrates the percentage of housing units that are considered substandard.

SUBSTANDARD HOUSING			
Year	PMA	Richmond, VA Metropolitan Statistical Area	USA
	<i>Percentage</i>	<i>Percentage</i>	<i>Percentage</i>
2022	0.40%	2.05%	1.70%

Source: Esri Demographics 2022, Novogradac, July 2023

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

### Building Permits

Historical building permit information for Richmond, obtained from the U.S. Census Bureau, is presented in the following chart.

BUILDING PERMITS: RICHMOND CITY 2000 - 2023*				
Year	Single-family and Duplex	Three and Four- Family	Five or More Family	Total Units
2000	194	76	0	270
2001	181	3	99	283
2002	169	35	312	516
2003	285	68	142	495
2004	327	0	71	398
2005	525	3	226	754
2006	497	18	214	729
2007	362	0	202	564
2008	257	0	101	358
2009	141	0	220	361
2010	150	0	457	607
2011	98	3	242	343
2012	221	0	619	840
2013	134	4	711	849
2014	220	0	331	551
2015	278	4	241	523
2016	304	10	196	510
2017	328	10	979	1,317
2018	293	0	270	563
2019	353	15	872	1,240
2020	298	0	725	1,023
2021	504	0	563	1,067
2022	457	9	2,192	2,658
2023*	771	4	671	1,446
<b>Total</b>	<b>7,347</b>	<b>262</b>	<b>10,656</b>	<b>18,265</b>
<b>Average*</b>	<b>306</b>	<b>11</b>	<b>444</b>	<b>761</b>

\*YTD, preliminary

Source: US Census Bureau Building Permits, June 2023

As illustrated in the previous table, since 2000, approximately 40.2 percent of the residential units permitted in the city of Richmond have been single-family and duplex homes, while 59.8 percent of the residential units permitted have been for five or more families.

### Rent/Buy Analysis

We performed a rent/buy analysis for three-bedroom units at the Subject. Our inputs assume a two-bedroom home on www.zillow.com in the Subject’s neighborhood with a purchase price of \$200,000 and an interest rate of 7.25 percent with a 10 percent down payment. This was compared to the cost to rent the Subject’s two-bedroom proposed LIHTC units. This analysis indicates that with a monthly differential of \$243. It is more affordable to rent from the Subject than to purchase a two-bedroom home in the Subject’s neighborhood. As illustrated, the “cost of occupancy” category adds \$26,200 for the down payment and closing costs. The cash necessary for homeownership is still a barrier for many families. In general, first-time homebuyers have difficulty saving for a down payment. Furthermore, since the recession, higher standards for credit has made it more difficult than ever for buyers with less than perfect credit to obtain financing. For these reasons, we believe the Subject will face limited competition from homeownership.

The following table illustrates our findings.

<b>RENT BUY ANALYSIS</b>			
<b>Property Type:</b>	<b>Two-Bedroom Single Family Home</b>		
Sale Price			\$200,000
Down Payment at 10%			\$20,000
Mortgage Amount			\$180,000
Current Interest Rate			7.25%
	<i>Homeownership Costs</i>		
	<i>Monthly</i>	<i>% of Home Value</i>	<i>Annual</i>
Mortgage Payment	\$1,228		\$14,735
Property Taxes	\$208	1.25%	\$2,500
Private Mortgage Insurance <sup>1</sup>	\$75	0.50%	\$900
Maintenance	\$333	2.00%	\$4,000
Utility Costs <sup>2</sup>	\$20		\$240
Tax Savings	-\$323		-\$3,873
<b>Cost Comparison</b>			
	<i>Monthly</i>		<i>Annual</i>
Costs of Homeownership	\$1,542		\$18,502
Cost of Renting At Subject	- \$1,299		\$15,588
<b>Differential</b>	<b>\$243</b>		<b>\$2,914</b>
<b>Cost of Occupancy</b>			
<i>Homeownership</i>			
Closing Costs		3.0%	\$6,000
Down Payment at 10%		10.0%	\$20,000
<b>Total</b>			<b>\$26,000</b>
<i>Subject Rental</i>			
First Month's Rent	\$1,299		
Security Deposit	<u>\$1,299</u>		
<b>Total</b>	<b>\$2,598</b>		

(1) Based upon 0.50 percent of mortgage amount.

(2) Utility Costs Included in Rent at Subject

**Additions to Supply**

To determine the amount of competitive new supply entering the market, we consulted a July 2023 CoStar report, conducted an internet search and attempted to contact the Planning & Development Review for the City of Richmond. However, out calls have not been returned to date. The following table illustrates proposed, planned, under construction, and recently completed developments in the Subject’s PMA.

**PLANNED DEVELOPMENT**

Property Name	Rent Structure	Tenancy	Total Units	Competitive Units	Construction Status	Distance to Subject
115 N Jefferson St	Market	Family	40	0	Proposed	1.6 miles
127 N 17th St	Market	Family	145	0	Proposed	1.2 miles
13 E 3rd St	Market	Family	235	0	Proposed	0.3 miles
1407 Hull St	Market	Family	60	0	Proposed	0.3 miles
200 E Marshall St	Market	Family	254	0	Proposed	1.6 miles
201 W Commerce Rd	Market	Family	600	0	Proposed	0.2 miles
208 E Leigh St	Market	Family	63	0	Proposed	1.7 miles
225 W Broad St	Market	Family	87	0	Proposed	1.7 miles
2723 E Cary St	Market	Family	47	0	Proposed	1.2 miles
3101-3105 E Marshall St	Market	Family	9	0	Proposed	1.6 miles
4703 Forest Hill Ave	Market	Family	40	0	Proposed	2.5 miles
500 Maury St	Market	Family	143	0	Proposed	0.3 miles
600 Decatur St	Market	Family	167	0	Proposed	0.1 miles
620 E Cary St	Market	Family	300	0	Proposed	1.1 miles
707 E Main St	Market	Family	300	0	Proposed	1.1 miles
931 W Grace St	Market	Family	21	0	Proposed	2.1 miles
Avery Hall	Market	Family	550	0	Proposed	0.3 miles
Belle Heights Phase 2	Market	Family	200	0	Proposed	0.8 miles
Lighthouse Lofts	Market	Family	24	0	Proposed	0.2 miles
Overlook II	Market	Family	271	0	Proposed	0.2 miles
Phase I	Market	Family	36	0	Proposed	1.5 miles
Phase II	Market	Family	160	0	Proposed	1.5 miles
Phase III	Market	Family	70	0	Proposed	1.6 miles
Swansboro Place	Market	Family	90	0	Proposed	0.7 miles
The Element Apartments	Market	Family	290	0	Proposed	0.5 miles
The Gallery	Market	Family	86	0	Proposed	0.2 miles
The Locks Building 7	Market	Family	138	0	Proposed	0.8 miles
The Locks Building 8	Market	Family	120	0	Proposed	0.8 miles
700 W 44th St	LIHTC/PBRA	Family	144	83	Proposed	2.5 miles
Bakery Loft Apartments	Market	Family	212	0	Proposed	1.2 miles
1 E Main St	Market	Family	21	0	Under Construction	1.4 miles
1421 Bainbridge St	Market	Family	15	0	Under Construction	0.4 miles
Canal Crossing	Market	Family	44	0	Under Construction	0.9 miles
Harper's Flats	Market	Family	25	0	Under Construction	1.5 miles
The Commodore	Market	Family	173	0	Under Construction	0.1 miles
The Cove Apartments	Market	Family	65	0	Under Construction	0.2 miles
The Navigator	Market	Family	188	0	Under Construction	0.4 miles
The Planet Apartments	Market/LIHTC	Senior	67	24	Under Construction	1.9 miles
<b>Totals</b>			<b>5,500</b>	<b>107</b>		

Source: CoStar, July 2023

Thirty one of the 38 properties that are currently planned, proposed, under construction, or recently completed will be market rate, and thus will not directly compete with the Subject. The Planet Apartment and 700 West 44<sup>th</sup> Street are proposed LIHTC developments which will be discussed in the following section.

Additionally, we reviewed the Virginia Housing LIHTC award lists from 2020 through 2022. Note that 2023 awards are not yet available.

**RECENT LIHTC ALLOCATIONS IN PMA**

Property Name	Year Allocated	Rent Structure	Tenancy	Total Units	Competitive Units	Distance to Subject	Status
700 West 44	2022	LIHTC/PBV	Family	144	83	2.5 miles	Proposed
Randolph Apartments	2021	LIHTC/Section 8/RAD	Family	52	0	2.0 miles	Under Construction (Renovation)
The Planet Apartments	2020	LIHTC	Family	67	24	1.8 miles	Under Construction
Village South Townhomes	2020	LIHTC	Family	121	0	1.9 miles	Completed (Renovation)
Afton	2020	LIHTC/Section 8/RAD	Family	40	0	2.2 miles	Completed (Renovation)
				<b>424</b>	<b>107</b>		

Source: Virginia Housing, July 2023

According to VHDA allocation lists there have been five properties allocated tax credits within the Subject’s PMA since 2020 for a total of 352 units. Additionally, 72-unit a four-percent component of 700 West 44 is in the process of applying for funding. Therefore, we have accounted for 424 total proposed units.

In 2022, 700 West 44 was awarded LIHTC funding for the new construction of a 72-unit LIHTC/PBV development featuring one, two, and three-bedroom units restricted at 30, 40, 50, and 60 percent of AMI. Approximately 18 units will also operate with Project-based Vouchers (PBV). We have accounted for the 29 units at this property which will target 60 percent of AMI. Further, it should be noted that there is a four-percent component of the development that is in the process of applying for funding. The property will feature 72-units, of which 54 will be restricted at 60 percent of AMI. Therefore, we have accounted for the combined 83 competitive units at this development as competitive with the proposed Subject.

In 2021, tax credits were awarded to Randolph Apartments for a renovation of an existing 52-unit public housing project. Upon completion, the development will offer two through five-bedroom units at 50 percent AMI, all of which will additionally benefit from a Section 8 subsidy. The development is currently under construction. Due to the presence of a subsidy, we do not consider Randolph Apartments to be competitive to the Subject.

In 2020, tax credits were awarded to The Planet Apartments for the construction of a 67-unit LIHTC development offering one, two and three-bedroom units. Upon completion, the property will be LIHTC restricted with units at 40, 50, and 60 percent of AMI. Of the development’s proposed 67 units, 24 will be one and two-bedroom units at 60 percent of AMI. These units will be competitive with the units at the Subject upon completion. The property is currently under construction.

In 2020, tax credits were awarded to Village South Apartments (i.e., Holly Springs Apartments) for the renovation of an existing 121-unit LIHTC development offering two-bedroom units. The property, which completed renovations in early 2023, offers LIHTC restricted units at 50 percent of AMI. Therefore, we do not consider Village South Townhomes to be competitive with the Subject.

In 2020, tax credits were awarded to Afton for the renovation of an existing 40-unit public housing project. Upon completion, the development will offer two through five-bedroom units at 50 percent AMI, all of which will additionally benefit from a Section 8 subsidy. Due to the presence of a subsidy, we do not consider Afton to be competitive to the Subject. The renovations of the property were completed in 2022.

We have deducted 107 proposed LIHTC units, including 83 units from 700 West 44 and 24 units The Planet Apartments. Therefore, we have deducted 107 proposed competitive units in our demand analysis.

## **SURVEY OF COMPARABLE PROPERTIES**

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

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

To evaluate the competitive position of the Subject, we surveyed several market rate and LIHTC properties in depth. We have utilized six general tenancy LIHTC properties, one mixed-income property, and seven family market rate properties, all of which are located within the PMA. We also visited and surveyed other properties that were excluded from the market survey because they are not considered comparable to the Subject or would not participate in the survey.

Property managers were interviewed for information on unit mix, size, absorption, unit features and project amenities; tenant profiles; and market trends in general. The table following details affordable properties in the PMA.



EXISTING AFFORDABLE PROPERTIES IN PMA

Property Name	Rent Structure	Tenancy	Total Units	Competitive LIHTC Units
Belle Summit	LIHTC	Family	50	0
Chicago Manor	LIHTC	Family	75	75
City View Place	LIHTC	Family	32	0
Linden at Forest Hill	LIHTC	Family	58	57
Fairview Manor	LIHTC	Family	155	150
Graystone Place Apartments	LIHTC	Family	135	135
Hatcher Tobacco Flats*	LIHTC	Family	152	0
Ivy Walk Apartments	LIHTC	Family	126	63
Market Slip Apartments*	LIHTC	Family	44	44
Miller Lofts At Plant Zero*	LIHTC	Family	197	196
New Manchester Flats	LIHTC	Family	172	19
Port City Apartments*	LIHTC	Family	135	62
Port City II Apartments*	LIHTC	Family	147	57
SPA Lofts	LIHTC	Family	139	139
South Falls Towers	LIHTC	Family	478	0
Tobacco Landing*	LIHTC	Family	62	50
Venus At Manchester	LIHTC	Family	68	0
Village South Townhomes	LIHTC	Family	296	280
Bowling Retirement Community	LIHTC	Senior	62	31
Columns on Grove	LIHTC	Senior	62	0
Washington Plaza Colony	LIHTC	Senior	28	28
2001 East	LIHTC/Market	Family	76	0
Grace Place	LIHTC/Market	Family	58	45
Hydro Apartments	Market/Workforce	Family	226	0
Model Tobacco	Market/Workforce	Family	203	0
New Manchester Flats V	LIHTC/Market	Family	172	24
Old Stone Row*	LIHTC/ Market	Family	96	32
Richmond Dairy Apartments	LIHTC/Market	Family	113	83
The Townes At River South	LIHTC/Public Housing	Family	161	0
Afton	LIHTC/Section 8/RAD	Family	40	0
Lombardy	LIHTC/RAD	Family	75	0
Melvin C. Fox Manor	LIHTC/RAD	Senior	50	0
Randolph Apartments	LIHTC/RAD	Family	52	0
Stonewall Place	LIHTC/RAD	Senior	70	0
Oscar E Stovall Place	LIHTC/Seciton 8/RAD	Family	30	0
Lafayette Gardens	LIHTC/Section 8	Family	102	0
Midlothian Village	LIHTC/Section 8	Family	216	0
New Clay House II	LIHTC/Section 8	Family	80	0
<b>Totals</b>			<b>2,947</b>	<b>1,570</b>

\*Utilized as a comparable

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

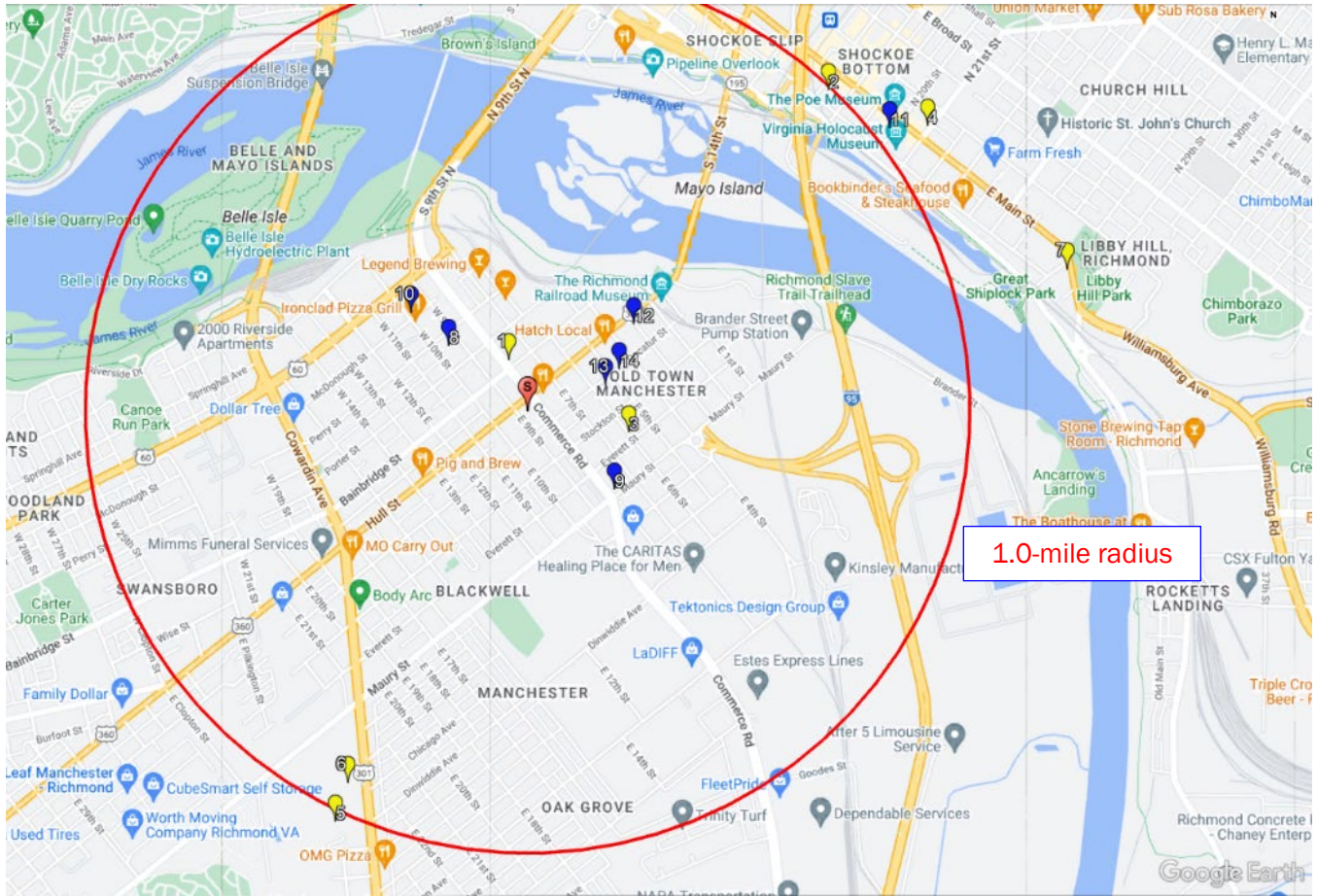
**THE VIEW AT BELLE ISLE APARTMENTS – RICHMOND, VIRGINIA – MARKET STUDY**

**EXCLUDED PROPERTIES**

Property Name	Rent Structure	Tenancy	Reason for Exclusion
Port City Apartments	LIHTC	Family	More proximate properties
Belle Summit	LIHTC	Family	Dissimilar target AMI
City View Place	LIHTC	Family	Dissimilar target AMI
Venus At Manchester	LIHTC	Family	Dissimilar target AMI
Blue Ridge Estates	LIHTC	Family	Dissimilar design
Southpointe Landing	LIHTC	Family	Dissimilar design
Chicago Manor	LIHTC	Family	Dissimilar design
Countryside Apartments	LIHTC	Family	Dissimilar design
Dunston Manor	LIHTC	Family	Dissimilar design
South Falls Towers	LIHTC	Family	Could not contact for rental survey
Graystone Place Apartments	LIHTC	Family	Dissimilar design
Ivy Walk Apartments	LIHTC	Family	Dissimilar design
Ivy Walk II	LIHTC	Family	Dissimilar design
Manchester Grand	LIHTC	Senior	Dissimilar tenancy
New Manchester Flats	LIHTC	Family	Could not contact for rental survey
Tuscany Townhomes (fka Brook Run Apartments)	LIHTC	Family	Dissimilar design
Village South Townhomes	LIHTC	Family	Dissimilar design
Foxwood Apartments	LIHTC	Family	Dissimilar target AMI
Oakhurst Manor	LIHTC	Family	Dissimilar target AMI
South Richmond Sro	LIHTC	Family	Dissimilar unit types
Renaissance Senior Apartments	LIHTC	Senior	Dissimilar tenancy
Forest Creek Apartments	LIHTC	Senior	Dissimilar tenancy
The Townes At River South	LIHTC/Public Housing	Family	Dissimilar design
Melvin C. Fox Manor	LIHTC/RAD	Senior	Dissimilar tenancy
Stonewall Place	LIHTC/RAD	Senior	Dissimilar design
Oscar E Stovall Place	LIHTC/Seciton 8/RAD	Family	Subsidized
Chippenham Place	LIHTC/Section 8	Family	Subsidized
Lafayette Gardens	LIHTC/Section 8	Family	Subsidized
Midlothian Village	LIHTC/Section 8	Family	Subsidized
Studios I	LIHTC/Section 8	Family	Subsidized
Studios II	LIHTC/Section 8	Family	Subsidized
Abbingtion Hills	Market	Family	Dissimilar design
Aden Park	Market	Family	Dissimilar design
City View Lofrs	Market	Family	Dissimilar design
Hudson Apartments	Market	Family	Dissimilar design
James River Villas	Market	Family	Dissimilar design
Kingly Ones	Market	Family	Dissimilar design
Manchester Lakes Apartments	Market	Family	Dissimilar design
Meadowbrook Apartments	Market	Family	Dissimilar design
Motorworks at City View	Market	Family	Dissimilar design
Plant One	Market	Family	Dissimilar design
Plant Zero	Market	Family	Dissimilar design
River's Edge	Market	Family	Dissimilar design
Stella 360	Market	Family	Dissimilar design
South Bank	Market	Family	Dissimilar design
Sterling Beaufont Apartments	Market	Family	Dissimilar design
Textile Lofts at Plant Zero	Market	Family	Dissimilar design
The Overlook at City View	Market	Family	Dissimilar design
The Park At Forest Hill	Market	Family	Dissimilar design
The Village At Westlake	Market	Family	Dissimilar design
Timbercreek Apartments	Market	Family	Dissimilar design
Chesterfield Square Homes	Section 8	Family	Subsidized
Monarch Woods	Section 8	Family	Subsidized
Saints Cosma & Damianos House	Section 8	Family	Subsidized
Town & Country South	Section 8	Family	Subsidized
Woodland Crossing	Section 8	Family	Subsidized

**Comparable Rental Property Map**

A map illustrating the location of the Subject in relation to the comparable properties is located below. A summary table comparing the individual comparable properties with the proposed Subject and individual property profiles are also provided on the following page. We have also included an amenity comparison matrix and a rent and square footage ranking table.



Source: Google Earth, July 2023

**COMPARABLE PROPERTIES**

#	Comparable Property	City	Rent Structure	Tenancy	Distance to Subject
1	Hatcher Tobacco Flats	Richmond	LIHTC	Family	0.1 miles
2	Market Slip Apartments	Richmond	LIHTC	Family	1.0 miles
3	Miller Lofts At Plant Zero	Richmond	LIHTC	Family	0.2 miles
4	Old Stone Row	Richmond	LIHTC/Market	Family	1.1 miles
5	Port City I	Richmond	LIHTC	Family	1.0 miles
6	Port City II	Richmond	LIHTC	Family	0.9 miles
7	Tobacco Landing	Richmond	LIHTC	Family	1.3 miles
8	908 Perry Street	Richmond	Market	Family	0.2 miles
9	Hopper Lofts	Richmond	Market	Family	0.2 miles
10	Link Apartments Manchester	Richmond	Market	Family	0.4 miles
11	Lofts At Canal Walk	Richmond	Market	Family	1.0 miles
12	Paper Company	Richmond	Market	Family	0.3 miles
13	The Box	Richmond	Market	Family	0.2 miles
14	The Current	Richmond	Market	Family	0.2 miles

**THE VIEW AT BELLE ISLE APARTMENTS – RICHMOND, VIRGINIA – MARKET STUDY**

**SUMMARY MATRIX**

Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate
<b>Subject</b>	812 Hull Street 812 Hull Street Richmond, VA 23224 Richmond County	-	Midrise 4-stories 2024 / n/a Family	@60%	1BR / 1BA	28	24.1%	500	@60%	\$1,084	No	N/A	N/A	N/A
					1BR / 1BA	57	48.3%	650	@60%	\$1,084	No	N/A	N/A	N/A
					2BR / 2BA	31	27.6%	856	@60%	\$1,299	No	N/A	N/A	N/A
					<b>116</b>									
1	Hatcher Tobacco Flats 151 West Commerce Road Richmond, VA 23224 Richmond City County	0.1 miles	Midrise 5-stories 2015 / n/a Family	@40%, @50%	1BR / 1BA	15	9.9%	701	@40%	\$619	No	Yes	0	0.0%
					1BR / 1BA	16	10.5%	701	@50%	\$808	No	Yes	0	0.0%
					2BR / 2BA	93	61.2%	963	@50%	\$943	No	Yes	0	0.0%
					3BR / 2BA	28	18.4%	1,068	@50%	\$1,047	No	Yes	0	0.0%
<b>152</b>														
2	Market Slip Apartments 2 South 17th Street Richmond, VA 23219 Richmond City County	1.0 miles	Lowrise 3-stories 1909 / 1993 Family	@50%, @60%	1BR / 1BA	6	13.6%	650	@50%	\$639	No	Yes	0	0.0%
					1BR / 1BA	17	38.6%	725	@60%	\$759	No	Yes	0	0.0%
					2BR / 2BA	21	47.7%	1,100	@60%	\$826	No	Yes	0	0.0%
					<b>44</b>									
3	Miller Lofts At Plant Zero 500 Stockton Street Richmond, VA 23224 Richmond City County	0.2 miles	Garden 3-stories 2015 / n/a Family	@60%	1BR / 1BA	N/A	N/A	749	@60%	\$1,019	No	Yes	1	N/A
					2BR / 2BA	N/A	N/A	1,039	@60%	\$1,182	No	Yes	0	N/A
					3BR / 1.5BA	1	0.5%	1,231	@60%	\$1,329	No	Yes	0	0.0%
					<b>197</b>									
4	Old Stone Row 2005 E Franklin Street Richmond, VA 23223 County	1.1 miles	Midrise 5-stories 2011 / n/a Family	@60%, Market	1BR / 1BA	N/A	N/A	533	@60%	\$868	No	No	0	N/A
					1BR / 1BA	N/A	N/A	533	Market	\$1,213	N/A	No	2	N/A
					2BR / 2BA	N/A	N/A	831	Market	\$1,475	N/A	No	3	N/A
					<b>96</b>									
5	Port City I 800 Jefferson Davis Highway Richmond, VA 23224 Richmond City County	1.0 miles	Conversion 4-stories 2018 / n/a Family	@30%, @40%, @50%, @60%, @70%, @80%	1BR / 1BA	8	5.9%	622	@40%	\$659	Yes	Yes	0	0.0%
					1BR / 1BA	10	7.4%	636	@50%	\$859	Yes	Yes	0	0.0%
					1BR / 1BA	35	25.9%	677	@60%	\$1,059	Yes	Yes	6	17.1%
					1BR / 1BA	7	5.2%	692	@70%	\$1,259	Yes	Yes	0	0.0%
1BR / 1BA	5	3.7%	764	@80%	\$1,459	Yes	Yes	1	20.0%					
2BR / 2BA	1	0.7%	879	@30%	\$526	Yes	Yes	0	0.0%					
2BR / 2BA	7	5.2%	857	@40%	\$766	Yes	Yes	0	0.0%					
2BR / 2BA	12	8.9%	1,022	@50%	\$1,006	Yes	Yes	1	8.3%					
2BR / 2BA	31	23.0%	903	@60%	\$1,246	Yes	Yes	2	6.3%					
2BR / 2BA	9	6.7%	972	@70%	\$1,486	Yes	Yes	0	0.0%					
2BR / 2BA	8	5.9%	1,123	@80%	\$1,726	Yes	Yes	1	12.5%					
3BR / 2BA	1	0.7%	1,219	@60%	\$1,402	Yes	Yes	0	0.0%					
3BR / 2BA	1	0.7%	1,219	@70%	\$1,679	Yes	Yes	0	N/A					
<b>135</b>														
6	Port City II 716 Richmond Highway Richmond, VA 23224 Richmond City County	0.9 miles	Conversion 1-stories 1950 / 2022 Family	@40%, @50%, @60%, @70%, @80%	1BR / 1BA	2	1.4%	699	@40%	\$659	Yes	Yes	0	0.0%
					1BR / 1BA	40	27.2%	699	@50%	\$859	Yes	Yes	0	0.0%
					1BR / 1BA	40	27.2%	699	@60%	\$1,059	Yes	Yes	3	7.5%
					1BR / 1BA	27	18.4%	699	@70%	\$1,259	Yes	Yes	2	7.4%
					2BR / 2BA	5	3.4%	1,016	@50%	\$1,006	Yes	Yes	0	0.0%
					2BR / 2BA	17	11.6%	1,016	@60%	\$1,246	Yes	Yes	1	5.9%
					2BR / 2BA	12	8.2%	1,016	@70%	\$1,486	Yes	Yes	1	8.3%
					2BR / 2BA	3	2.0%	1,016	@80%	\$1,726	Yes	Yes	1	33.3%
					3BR / 2BA	1	0.7%	1,501	@70%	\$1,679	Yes	Yes	0	0.0%
<b>147</b>														
7	Tobacco Landing 2701 East Main Street Richmond, VA 23223 Richmond City County	1.3 miles	Midrise 5-stories 1997 / n/a Family	@50%, @60%	1BR / 1BA	12	19.4%	669	@50%	\$639	No	Yes	0	0.0%
					1BR / 1BA	38	61.3%	669	@60%	\$759	No	Yes	0	0.0%
					2BR / 1BA	12	19.4%	889	@60%	\$926	No	Yes	0	0.0%
					<b>62</b>									
8	908 Perry Street 908 Perry Street Richmond, VA 23224 Richmond City County	0.2 miles	Lowrise 3-stories 2012 / n/a Family	Market	1BR / 1BA	30	68.2%	750	Market	\$1,080	N/A	No	0	0.0%
					1BR / 1BA	N/A	N/A	900	Market	\$1,230	N/A	No	0	N/A
					1BR / 1BA	N/A	N/A	600	Market	\$930	N/A	No	0	N/A
					2BR / 2BA	14	31.8%	1,000	Market	\$1,521	N/A	No	0	0.0%
					2BR / 2BA	N/A	N/A	1,144	Market	\$1,606	N/A	No	0	N/A
2BR / 2BA	N/A	N/A	1,000	Market	\$1,171	N/A	No	0	N/A					
<b>44</b>														
9	Hopper Lofts 700 Everett Street Richmond, VA 23224 Richmond City County	0.2 miles	Conversion 2-stories 1939 / 2013 Family	Market	1BR / 1BA	107	71.8%	644	Market	\$1,226	N/A	No	2	1.9%
					1BR / 1BA	N/A	N/A	808	Market	\$1,455	N/A	No	0	N/A
					1BR / 1BA	N/A	N/A	460	Market	\$1,169	N/A	No	0	N/A
					1BR / 1.5BA	7	4.7%	757	Market	\$1,427	N/A	No	1	14.3%
					1BR / 1.5BA	N/A	N/A	768	Market	\$1,449	N/A	No	0	N/A
					1BR / 1.5BA	N/A	N/A	692	Market	\$1,269	N/A	No	0	N/A
					2BR / 2BA	35	23.5%	947	Market	\$1,540	N/A	No	3	8.6%
					2BR / 2BA	N/A	N/A	1,151	Market	\$1,933	N/A	No	0	N/A
2BR / 2BA	N/A	N/A	743	Market	\$1,275	N/A	No	0	N/A					
<b>149</b>														
10	Link Apartments Manchester 901 McDonough Street Richmond, VA 23224 Richmond City County	0.4 miles	Midrise 5-stories 2012 / n/a Family	Market	1BR / 1BA	142	75.9%	692	Market	\$1,391	N/A	No	1	0.7%
					1BR / 1BA	N/A	N/A	739	Market	\$1,442	N/A	No	0	N/A
					1BR / 1BA	N/A	N/A	645	Market	\$1,341	N/A	No	0	N/A
					2BR / 2BA	2	1.1%	953	Market	\$1,872	N/A	No	0	0.0%
					2BR / 2BA	43	23.0%	1,111	Market	\$1,794	N/A	No	2	4.7%
<b>187</b>														
<b>3</b>														
<b>1.6%</b>														

**THE VIEW AT BELLE ISLE APARTMENTS – RICHMOND, VIRGINIA – MARKET STUDY**

**SUMMARY MATRIX**

Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate
11	Lofts At Canal Walk 1915 East Main Street Richmond, VA 23219 Richmond City County	1.0 miles	Midrise 4-stories 1893 / 2003 Family	Market	OBR / 1BA	N/A	N/A	579	Market	\$1,122	N/A	No	3	N/A
					OBR / 1BA	N/A	N/A	770	Market	\$1,066	N/A	No	0	N/A
					OBR / 1BA	N/A	N/A	388	Market	\$1,042	N/A	No	0	N/A
					1BR / 1BA	N/A	N/A	792	Market	\$1,231	N/A	No	3	N/A
					1BR / 1BA	N/A	N/A	1,024	Market	\$1,285	N/A	No	0	N/A
					1BR / 1BA	N/A	N/A	560	Market	\$1,130	N/A	No	0	N/A
					2BR / 2BA	N/A	N/A	1,135	Market	\$1,650	N/A	No	1	N/A
					2BR / 2BA	N/A	N/A	1,300	Market	\$2,688	N/A	No	0	N/A
					2BR / 2BA	N/A	N/A	970	Market	\$1,497	N/A	No	0	N/A
										<u>200</u>				
12	Paper Company 203 Hull Street Richmond, VA 23224 Richmond City County	0.3 miles	Lowrise 4-stories 1900 / 2008 Family	Market	OBR / 1BA	30	34.1%	551	Market	\$914	N/A	No	0	0.0%
					1BR / 1BA	20	22.7%	611	Market	\$1,135	N/A	No	0	0.0%
					1BR / 1.5BA	20	22.7%	845	Market	\$1,340	N/A	No	0	0.0%
					2BR / 1BA	9	10.2%	850	Market	\$1,511	N/A	No	0	0.0%
					2BR / 2BA	9	10.2%	1,019	Market	\$1,341	N/A	No	0	0.0%
					<u>88</u>							0	0.0%	
13	The Box 501 Decatur Street Richmond, VA 23224 County	0.2 miles	Highrise 7-stories 2023 / n/a Family	Market	1BR / 1BA	N/A	N/A	558	Market	\$1,486	N/A	No	18	N/A
					1BR / 1BA	N/A	N/A	651	Market	\$1,560	N/A	No	12	N/A
					2BR / 2BA	N/A	N/A	908	Market	\$1,958	N/A	No	8	N/A
					2BR / 2BA	N/A	N/A	939	Market	\$1,947	N/A	No	8	N/A
					<u>118</u>							46	39.0%	
14	The Current 400 Hull Street Richmond, VA 23224 Richmond County	0.2 miles	Midrise 5-stories 2021 / n/a Family	Market	OBR / 1BA	N/A	N/A	500	Market	\$1,435	N/A	No	7	N/A
					OBR / 1BA	N/A	N/A	653	Market	\$1,605	N/A	No	0	N/A
					OBR / 1BA	N/A	N/A	435	Market	\$1,399	N/A	No	0	N/A
					1BR / 1BA	N/A	N/A	672	Market	\$1,545	N/A	No	4	N/A
					1BR / 1BA	N/A	N/A	706	Market	\$1,790	N/A	No	1	N/A
					1BR / 1BA	N/A	N/A	722	Market	\$1,685	N/A	No	1	N/A
					1.5BR / 2BA	N/A	N/A	709	Market	\$1,765	N/A	No	1	N/A
					1.5BR / 2BA	N/A	N/A	780	Market	\$1,858	N/A	No	5	N/A
					1.5BR / 2BA	N/A	N/A	788	Market	\$1,955	N/A	No	0	N/A
					1.5BR / 2BA	N/A	N/A	772	Market	\$1,760	N/A	No	0	N/A
2BR / 2BA	N/A	N/A	941	Market	\$1,945	N/A	No	2	N/A					
					<u>215</u>							21	9.8%	

**Location**

**LOCATION COMPARISON SUMMARY**

#	Property Name	City	Tenancy	Rent Structure	Distance to Subject	Household Income	Median Home Value	Median Rent	Crime Index	Walk Score	Vacant Housing	% Renter HH
S	812 Hull Street	Richmond	Family	LIHTC	-	\$51,377	\$111,500	\$877	266	76	16.0%	68.6%
1	Hatcher Tobacco Flats	Richmond	Family	LIHTC	0.1 miles	\$51,359	\$111,500	\$877	266	75	16.2%	68.5%
2	Market Slip Apartments	Richmond	Family	LIHTC	1.0 miles	\$63,922	\$324,300	\$953	256	94	11.3%	81.9%
3	Miller Lofts At Plant Zero	Richmond	Family	LIHTC	0.2 miles	\$51,628	\$111,500	\$877	265	66	17.3%	67.9%
4	Old Stone Row	Richmond	Family	LIHTC/ Market	1.1 miles	\$66,718	\$149,800	\$917	253	95	11.4%	77.6%
5	Port City I	Richmond	Family	LIHTC	1.0 miles	\$43,894	\$111,500	\$877	261	33	14.7%	51.8%
6	Port City II	Richmond	Family	LIHTC	0.9 miles	\$44,707	\$111,500	\$877	261	52	11.8%	55.1%
7	Tobacco Landing	Richmond	Family	LIHTC	1.3 miles	\$79,763	\$149,800	\$917	212	79	11.1%	65.4%
8	908 Perry Street	Richmond	Family	Market	0.2 miles	\$51,273	\$111,500	\$877	238	63	16.1%	68.6%
9	Hopper Lofts	Richmond	Family	Market	0.2 miles	\$51,574	\$111,500	\$877	265	64	16.6%	68.3%
10	Link Apartments Manchester	Richmond	Family	Market	0.4 miles	\$50,382	\$111,500	\$877	214	61	18.4%	66.2%
11	Lofts At Canal Walk	Richmond	Family	Market	1.0 miles	\$64,696	\$324,300	\$953	253	94	11.5%	80.1%
12	Paper Company	Richmond	Family	Market	0.3 miles	\$51,845	\$111,500	\$877	240	57	17.5%	68.4%
13	The Box	Richmond	Family	Market	0.2 miles	\$51,802	\$111,500	\$877	265	66	16.6%	68.6%
14	The Current	Richmond	Family	Market	0.2 miles	\$51,845	\$111,500	\$877	261	66	17.0%	68.4%

The Subject’s location has a lower median household income to four comparables, similar household income to eight comparables, and a superior household income to two comparables. Additionally, the Subject location offers similar to inferior median home values and median rents. Crime indices in the neighborhood around the Subject are similar to higher than the comparables. Finally, the Subject location has a higher Walk Score than nine of the comparables. Based on the locational data, Market Slip Apartments, Old Stone Row, Tobacco Landing, and Lofts at Canal Walk appear to be located in slightly superior areas. The remaining comparables are located in generally similar areas to the Subject.

**Age, Condition, and Design**

The Subject will represent new construction and will be in excellent condition. Miller Lofts at Plant Zero, Hatcher Tobacco Flats, Port City I and II, The Box, and The Current were built between 2015 and 2023 and exhibit excellent condition, similar to the Subject upon completion. The remaining comparables were built or renovated between 1993 and 2013 and represent average to good condition, slightly inferior to inferior to the Subject upon completion.

The LIHTC and mixed-income properties range in size from 44 to 197 units, with an average development size of 119 units. Additionally, the market rate developments range from 44 to 215 units, with an average development size of 143 units. The Subject is within the range of development sizes for LIHTC and market rate properties.

The Subject will offer a four-story, elevator-serviced design, similar to 10 of the comparable. Miller Lofts at Plant Zero offers a garden-style design, which is considered slightly inferior to the Subject’s design. Port City II offers a one-story design, which is generally comparable to the Subject’s design.

**Unit Size**

The following table illustrates the unit sizes of the Subject and the comparable properties.

UNIT SIZE COMPARISON		
Bedroom Type	1BR	2BR
<b>Subject</b>	<b>500 – 650</b>	<b>856</b>
Average	699	992
Min	460	743
Max	1,024	1,300
<b>Advantage/Disadvantage</b>	<b>-28% : -7%</b>	<b>-14%</b>

The Subject’s proposed one and two-bedroom unit sizes are below the average, but within the range, of the comparable properties. Note that Hopper Lofts offers the smallest one-bedroom unit sizes among the comparable properties, and these units are 98 percent occupied. We believe that the Subject’s unit sizes are reasonable and will be accepted in the market. We have considered the Subject’s unit sizes in our achievable rent determination. The following table ranks the Subject’s unit sizes to the unit sizes at the comparable properties.

SQUARE FOOTAGE RANKING COMPARISON			
One Bedroom One Bath		Two Bedroom Two Bath	
Property Name	Size	Property Name	Size
Lofts At Canal Walk (Market)	1,024	Lofts At Canal Walk (Market)	1,300
908 Perry Street (Market)	900	Hopper Lofts (Market)	1,151
Paper Company (Market)(1.5BA)	845	908 Perry Street (Market)	1,144
Hopper Lofts (Market)	808	Lofts At Canal Walk (Market)	1,135
Lofts At Canal Walk (Market)	792	Port City I (@80%)	1,123
Hopper Lofts (Market)(1.5BA)	768	Link Apartments Manchester (Market)	1,111
Port City I (@80%)	764	Market Slip Apartments (@60%)	1,100
Hopper Lofts (Market)(1.5BA)	757	Miller Lofts At Plant Zero (@60%)	1,039
908 Perry Street (Market)	750	Port City I (@50%)	1,022
Miller Lofts At Plant Zero (@60%)	749	Paper Company (Market)	1,019
Link Apartments Manchester (Market)	739	Port City II (@50%)	1,016
Market Slip Apartments (@60%)	725	Port City II (@60%)	1,016
The Current (Market)	722	Port City II (@70%)	1,016
The Current (Market)	706	Port City II (@80%)	1,016
Hatcher Tobacco Flats (@50%)	701	908 Perry Street (Market)	1,000
Hatcher Tobacco Flats (@40%)	701	908 Perry Street (Market)	1,000
Port City II (@60%)	699	Port City I (@70%)	972
Port City II (@70%)	699	Lofts At Canal Walk (Market)	970
Port City II (@40%)	699	Hatcher Tobacco Flats (@50%)	963
Port City II (@50%)	699	Link Apartments Manchester (Market)	953
Port City I (@70%)	692	Hopper Lofts (Market)	947
Link Apartments Manchester (Market)	692	The Current (Market)	941
Hopper Lofts (Market)(1.5BA)	692	The Box (Market)	939
Port City I (@60%)	677	The Box (Market)	908
The Current (Market)	672	Port City I (@60%)	903
Tobacco Landing (@50%)	669	Tobacco Landing (@60%)(1BA)	889
Tobacco Landing (@60%)	669	Port City I (@30%)	879
The Box (Market)	651	Port City I (@40%)	857
Market Slip Apartments (@50%)	650	<b>812 Hull Street (@60%)</b>	<b>856</b>
<b>812 Hull Street (@60%)</b>	<b>650</b>	Paper Company (Market)(1BA)	850
Link Apartments Manchester (Market)	645	Old Stone Row (Market)	831
Hopper Lofts (Market)	644	Hopper Lofts (Market)	743
Port City I (@50%)	636		
Port City I (@40%)	622		
Paper Company (Market)	611		
908 Perry Street (Market)	600		
Lofts At Canal Walk (Market)	560		
The Box (Market)	558		
Old Stone Row (@60%)	533		
Old Stone Row (Market)	533		
<b>812 Hull Street (@60%)</b>	<b>500</b>		
Hopper Lofts (Market)	460		

**In-Unit Amenities**

Subject	Hatcher Tobacco	Market Slip Apartments	Miller Lofts At Plant	Old Stone Row	Port City I	Port City II	Tobacco Landing	908 Perry Street	Hopper Lofts	Link Apartments	Lofts At Canal Walk	Paper Company	The Box	The Current
Rent Structure	LIHTC	LIHTC	LIHTC	LIHTC/	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market	Market	Market
<b>Unit Amenities</b>														
Balcony/Patio	yes	no	no	no	yes	yes	no	no	yes	yes	no	no	no	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Cable/Satellite	no	yes	no	no	yes	yes	yes	no	yes	yes	yes	no	no	no
Carpeting	yes	yes	yes	no	yes	yes	yes	yes	no	no	yes	no	no	no
Hardwood	no	no	yes	yes	no	no	yes	no	no	yes	no	yes	yes	no
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Ceiling Fan	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no
Coat Closet	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	no	no	no	no	no	no	no	no	no	yes	yes	no	no	no
Fireplace	no	no	no	no	no	no	no	no	no	no	yes	no	no	no
Furnishing	no	no	no	no	no	no	no	no	no	no	yes	no	no	no
Skylights	no	no	no	no	no	no	no	no	yes	no	no	no	no	no
Vaulted Ceilings	no	yes	no	yes	no	yes	yes	no	no	yes	no	yes	no	no
Walk-In Closet	yes	yes	yes	yes	no	no	yes	no	no	yes	yes	no	no	yes
Washer/Dryer	no	yes	yes	yes	yes	no	no	no	yes	yes	yes	yes	yes	yes
W/D Hookup	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	yes	yes	yes
<b>Kitchen</b>														
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Disposal	no	yes	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes	yes
Microwave	no	yes	no	yes	yes	yes	yes	no	yes	yes	yes	yes	no	yes
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes

The Subject’s units will offer balconies/patios, blinds, central a/c, walk-in closets, ceiling fans, and washer/dryer hookups. Appliances will include dishwashers, range/oven, and refrigerator. Regarding in-unit amenities, the Subject will not offer in-unit washer/dryers, which nine comparables include. However, washer/dryer units will be available to rent at the Subject for \$50 per month. We researched pricing for washer/dryer rentals in the Richmond area. Rent-A-Center offers rent to own programs for washers and dryers at \$40 per week. This equates to approximately \$173 per month (assuming 31 days in the month). The Subject does not offer rent-to-own options. However, the monthly price represents a significant discount over area rental rates. Furthermore, the Subject offers the convenience of renting from the property, as opposed to paying the cost of having washer/dryer units delivered. We believe that washer/dryer rentals for \$50 per month is appropriate. The Subject will not offer garbage disposals, which 13 of the comparables include. Overall, the Subject’s unit-amenities are considered slightly superior to slightly inferior to the LIHTC and market rate comparables. We believe that the unit amenities will be competitive.

**Property Amenities**

Subject	Hatcher Tobacco	Market Slip Apartments	Miller Lofts At Plant	Old Stone Row	Port City I	Port City II	Tobacco Landing	908 Perry Street	Hopper Lofts	Link Apartments	Lofts At Canal Walk	Paper Company	The Box	The Current
Rent Structure	LIHTC	LIHTC	LIHTC	LIHTC/	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market	Market	Market
<b>Community</b>														
Business Center	no	no	no	yes	no	yes	yes	no	no	yes	yes	no	yes	yes
Community Room	yes	yes	no	yes	no	yes	yes	no	no	yes	yes	no	no	yes
Central Laundry	yes	no	no	no	no	yes	yes	yes	no	yes	no	no	no	no
On-Site Mgmt	yes	yes	no	yes	yes	yes	yes	no	yes	yes	yes	yes	yes	yes
Concierge	no	no	no	no	no	no	no	no	yes	no	no	no	no	no
<b>Recreation</b>														
Exercise Facility	yes	yes	no	yes	yes	yes	yes	no	yes	yes	yes	no	yes	yes
Swimming Pool	no	no	no	yes	no	yes	yes	no	no	yes	yes	yes	yes	yes
Picnic Area	no	no	no	no	yes	yes	yes	no	no	yes	yes	no	no	yes
Theatre	no	no	no	no	no	no	no	no	yes	no	no	no	no	no
Recreational Area	yes	no	no	no	no	yes	yes	no	no	yes	no	yes	yes	no
Volleyball Court	no	yes	no	no	no	no	no	no	no	no	no	no	no	no
WiFi	no	yes	no	no	no	yes	yes	no	no	yes	no	no	no	yes

The Subject will feature a clubhouse/community room, central laundry, off-street parking, on-site management, an exercise facility, and recreation areas. Regarding community amenities, the Subject is considered generally inferior to slightly superior to the LIHTC comparables, as well as the market rate comparables. We believe that the common area amenities will be competitive as an affordable property.



### Security Features

Subject	Hatcher Tobacco	Market Slip Apartments	Miller Lofts At Plant	Old Stone Row	Port City I	Port City II	Tobacco Landing	908 Perry Street	Hopper Lofts	Link Apartments	Lofts At Canal Walk	Paper Company	The Box	The Current
<b>Rent Structure</b>	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market	Market	Market
<b>Security</b>														
In-Unit Alarm	no	yes	no	no	no	no	no	no	yes	no	no	no	no	no
Intercom (Buzzer)	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Intercom (Phone)	no	no	yes	no	no	no	no	no	no	no	yes	no	no	no
Limited Access	yes	yes	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes	yes
Patrol	yes	yes	no	no	no	no	no	yes	no	no	yes	no	no	no
Perimeter Fencing	no	yes	no	no	no	no	no	yes	no	no	no	no	no	no
Video Surveillance	no	no	no	yes	no	no	no	no	no	no	yes	yes	no	yes

The Subject will offer intercom, limited access, and a patrol. Three of the comparable properties offer more security features than the Subject, while the remaining comparables offer similar or fewer security features. We believe that the Subject’s security features will be competitive and market oriented.

### Utility Structure

Subject	Hatcher Tobacco	Market Slip Apartments	Miller Lofts At Plant	Old Stone Row	Port City I	Port City II	Tobacco Landing	908 Perry Street	Hopper Lofts	Link Apartments	Lofts At Canal Walk	Paper Company	The Box	The Current
<b>Rent Structure</b>	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market	Market	Market
<b>Utility Structure</b>														
Cooking	no	no	yes	no	no	yes	yes	yes	no	no	yes	no	no	no
Water Heat	no	no	yes	no	no	yes	yes	yes	no	no	yes	no	no	no
Heat	no	no	yes	no	no	yes	yes	yes	no	no	yes	no	no	no
Other Electric	no	no	yes	no	yes	yes	yes	yes	no	no	yes	no	no	no
Water	no	yes	yes	no	yes	yes	yes	yes	no	no	yes	yes	no	no
Sewer	no	yes	yes	no	yes	yes	yes	yes	no	no	yes	yes	no	no
Trash	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	yes

The tenant is responsible for electric cooking, heating, hot water, and general electric expenses, as well as cold water and sewer expenses. The landlord is responsible for trash expenses and common area amenities. The utility structure varies among the comparable properties; we have adjusted the comparables’ rents in accordance with the utility schedule obtained from the Richmond Housing Authority, effective August 16, 2022.

### Parking

Subject	Hatcher Tobacco	Market Slip Apartments	Miller Lofts At Plant	Old Stone Row	Port City I	Port City II	Tobacco Landing	908 Perry Street	Hopper Lofts	Link Apartments	Lofts At Canal Walk	Paper Company	The Box	The Current
<b>Rent Structure</b>	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market	Market	Market
Walk Score	76	75	94	66	95	33	52	79	63	64	61	94	57	66
<b>Parking</b>														
Carport	no	yes	no	no	no	no	yes	no	no	no	no	no	no	no
Carport Fee	n/a	\$60	\$0	\$0	n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a
Garage	yes	no	yes	no	yes	no	no	yes	no	no	yes	no	yes	yes
Garage Fee	n/a	\$0	\$0	\$0	\$75	\$0	\$0	\$0	\$0	\$10	\$80	\$0	\$100	n/a
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	no	yes	no
Off-Street Fee	n/a	\$25	\$0	\$25	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a

The Subject will offer a total of 116 podium and off-street parking spaces, which will equate to a parking ratio of 1.0 space per unit. The comparables could not provide exact parking ratios but noted that the properties offer between 1.0 and 2.0 parking spaces per unit. Overall, the parking offered at the Subject is competitive, particularly given the proximity to public transportation and Walk Score. All but four of the comparable properties offer off-street parking included with rent. The comparable properties were unable to provide specific parking ratios; however, most properties estimated that they offer between one and two spaces per unit. In addition, four comparable properties offer off-street or garage parking for additional fees ranging from \$10 to \$100 per month, three comparables offer garage parking included with rent, one comparable offers carport parking for \$60 per month, and one comparable offers carport included with rent. The Subject will be considered similar to slightly superior all of the comparables in terms of parking.

## MARKET CHARACTERISTICS

Following are relevant market characteristics for the comparable properties surveyed.

### Turnover

The following table details turnover rates at comparable properties.

TURNOVER			
Property Name	Rent Structure	Tenancy	Annual Turnover
Hatcher Tobacco Flats	LIHTC	Family	20%
Market Slip Apartments	LIHTC	Family	27%
Miller Lofts At Plant Zero	LIHTC	Family	3%
Old Stone Row	LIHTC/ Market	Family	11%
Port City I	LIHTC	Family	12%
Port City II	LIHTC	Family	N/A
Tobacco Landing	LIHTC	Family	16%
908 Perry Street	Market	Family	15%
Hopper Lofts	Market	Family	20%
Link Apartments Manchester	Market	Family	32%
Lofts At Canal Walk	Market	Family	30%
Paper Company	Market	Family	25%
The Box	Market	Family	N/A
The Current	Market	Family	N/A
<b>Average Turnover</b>			<b>19%</b>

\*Located outside of the PMA

Turnover rates in the market range from three to 32 percent, with an average of 19 percent. The LIHTC properties averaged 15 percent turnover and the market rate properties averaged 24 percent turnover annually. Overall, we expect that the Subject will experience a turnover rate of 20 percent or less.

## Vacancy Levels

The following table illustrates vacancy rates at the comparable properties.

### OVERALL VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Hatcher Tobacco Flats	LIHTC	Family	152	0	0.0%
Market Slip Apartments	LIHTC	Family	44	0	0.0%
Miller Lofts At Plant Zero	LIHTC	Family	197	1	0.5%
Old Stone Row	LIHTC/ Market	Family	96	5	5.2%
Port City I	LIHTC	Family	135	11	8.1%
Port City II	LIHTC	Family	147	8	5.4%
Tobacco Landing	LIHTC	Family	62	0	0.0%
908 Perry Street	Market	Family	44	0	0.0%
Hopper Lofts	Market	Family	149	6	4.0%
Link Apartments Manchester	Market	Family	187	3	1.6%
Lofts At Canal Walk	Market	Family	200	7	3.5%
Paper Company	Market	Family	88	0	0.0%
The Box*	Market	Family	118	46	39.0%
The Current*	Market	Family	215	21	9.8%
<b>Total LIHTC</b>			<b>833</b>	<b>25</b>	<b>3.0%</b>
<b>Total Market Rate</b>			<b>1,001</b>	<b>83</b>	<b>8.3%</b>
<b>Overall Total</b>			<b>1,834</b>	<b>108</b>	<b>5.9%</b>
<b>Total Market Rate*</b>			<b>668</b>	<b>16</b>	<b>2.4%</b>
<b>Overall Total*</b>			<b>1,501</b>	<b>41</b>	<b>2.7%</b>

\*Excludes properties in lease-up

The comparables reported vacancy rates ranging from zero to 39.0 percent, with an average of 5.9 percent. The average vacancy rate reported by the affordable comparables was 3.0 percent, while the average vacancy rate reported by the market rate comparables was 8.3 percent. Port City I reported a slightly elevated vacancy rate of 8.1 percent. Management noted that there was some associated turnover with the rent increase to 2023 maximum rent levels; however, the property is working off of a waiting list to fill its units. Note that both The Box and The Current are in their initial lease-up. The Box opened in April 2023 and reported a vacancy rate of 39.0 percent, indicating an absorption rate of 21 units per month. Management for The Current could not comment on when the property initially opened and could not provide absorption data. Excluding these properties, the market rate vacancy rate is 2.4 percent, and the overall vacancy rate is 2.7 percent. Based on the performance of the LIHTC comparables, we expect the Subject will operate at a vacancy rate of 3.0 percent or less.

## Concessions

Only one of the comparables, The Box, is currently offering a rental concession. The property is currently in its initial lease-up. However, given the limited offering of concessions in the market, we do not anticipate that the Subject will need to offer concessions to maintain a stabilized occupancy rate.

## Waiting Lists

The following table illustrates the waiting lists reported at the comparable properties.

WAITING LIST			
Property Name	Rent Structure	Tenancy	Waiting List Length
Hatcher Tobacco Flats	LIHTC	Family	Yes, two to three months
Market Slip Apartments	LIHTC	Family	Yes; six months in length
Miller Lofts At Plant Zero	LIHTC	Family	Yes, 98 households
Old Stone Row	LIHTC/ Market	Family	None
Port City I	LIHTC	Family	Yes, length unknown
Port City II	LIHTC	Family	Yes; length unknown
Tobacco Landing	LIHTC	Family	Yes; six months in length
908 Perry Street	Market	Family	None
Hopper Lofts	Market	Family	None
Link Apartments Manchester	Market	Family	None
Lofts At Canal Walk	Market	Family	None
Paper Company	Market	Family	None
The Box	Market	Family	None
The Current	Market	Family	None

Six of the seven LIHTC properties maintain waiting lists, while none of the market rate comparables maintains a waiting list. The waiting lists at the LIHTC comparables indicate demand for affordable housing. We anticipate that the Subject could maintain a short waiting list to facilitate leasing upon turnover.

## Absorption

Three of the comparables were able to report recent absorption data. Additionally, we have included absorption data for recently constructed multifamily properties within 25 miles of the Subject. This absorption information is presented in the following table.

ABSORPTION						
Property Name	Program	Tenancy	City	Year	Total Units	Absorption (units/month)
The Box**	Market	Family	Richmond	2023	118	21
Model Tobacco	Market	Family	Richmond	2022	203	7
Port City II*	LIHTC	Family	Richmond	2022	147	17
The Oliver	LIHTC	Family	Richmond	2020	164	15
Alexander At 1090	LIHTC	Family	Richmond	2020	48	48
Cambridge Square Apartments	Market	Family	Mechanicsville	2020	207	17
Abberly Centerpointe	Market	Family	Midlothian	2019	271	12
The Jane At Moore's Lake	Market	Family	Chester	2019	385	26
Port City I*	LIHTC	Family	Richmond	2018	135	22
The Village At Westlake	Market	Family	Richmond	2018	252	42
<b>Average Affordable</b>					<b>124</b>	<b>26</b>
<b>Average Market</b>					<b>239</b>	<b>21</b>
<b>Overall Average</b>					<b>193</b>	<b>23</b>

\*Comparable Property

\*\*Property is in lease-up and is utilized as a comparable

The properties have reported absorption rates ranging from seven to 48 units per month. We believe the Subject would experience an absorption rate 20 units per month, indicating an absorption period of six months. It should be noted that we do not expect that this absorption will adversely impact other LIHTC properties, which are generally performing well.

### Rental Rate Increases

The following table illustrates the rent increases at the comparable properties.

RENT GROWTH			
Property Name	Rent Structure	Tenancy	Rent Growth
Hatcher Tobacco Flats	LIHTC	Family	Kept at 2022 max
Market Slip Apartments	LIHTC	Family	None reported since 2Q2022
Miller Lofts At Plant Zero	LIHTC	Family	Kept at 2022 Max
Old Stone Row	LIHTC/ Market	Family	Inc. one to five percent
Port City I	LIHTC	Family	Increased to 2023 maximum
Port City II	LIHTC	Family	Increased to 2023 maximum
Tobacco Landing	LIHTC	Family	None
908 Perry Street	Market	Family	Dec 2.5 to inc. 9.5 percent
Hopper Lofts	Market	Family	Increased 1.0 to 12.6 percent
Link Apartments Manchester	Market	Family	Decreased 1.7 to 7.7%
Lofts At Canal Walk	Market	Family	Decreased up to 15%
Paper Company	Market	Family	Dec 2% to inc. 9%
The Box	Market	Family	Not available
The Current	Market	Family	Rents change daily

Two to the LIHTC comparables reported rents at the 2023 maximum allowable levels, while two comparables reported rents at the 2022 maximum levels. Market Slip Apartments and Tobacco Landing reported no rent growth. Additionally, Old Stone Row reported rent growth of one to five percent. One of the market rate comparables reported rents increasing 1.0 to 12.6 percent and two reported varying increases and decreases. Two market comparables reported rents decreasing up to 15 percent. The remaining two comparables either utilize daily pricing systems or were unable to comment on rent changes. The Subject’s proposed LIHTC rents are set slightly below the maximum allowable levels. As such, future rent increases will not be dependent upon AMI growth. We anticipate that the Subject will be able to achieve moderate rent growth in the future as a LIHTC property.

### Reasonability of Rents

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

PROPOSED RENTS							
Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2023 LIHTC Maximum Allowable Gross Rent	2023 HUD Fair Market Rents
				@60%			
1BR / 1BA	500	28	\$1,084	\$102	\$1,186	\$1,200	\$1,183
1BR / 1BA	650	57	\$1,084	\$102	\$1,186	\$1,200	\$1,183
2BR / 2BA	856	31	\$1,299	\$125	\$1,424	\$1,440	\$1,336
		<b>116</b>					

Notes (1) Source of Utility Allowance provided by the Developer. UA amounts are based on custom-utility model.

The proposed rents for the Subject are set slightly below the 2023 maximum allowable levels.

**Comparable LIHTC Rents**

The following tables compare the Subject’s and the comparable properties’ rents. For the purposes of this market study, “Base Rents” are the actual rents quoted to the tenant and are most frequently those rents that potential renters consider when making a housing decision. “Net rents” are rents adjusted for the cost of utilities (adjusted to the Subject’s convention) and are used to compensate for the differing utility structures of the Subject and the comparable properties. Net rents represent the actual costs of residing at a property and help to provide an “apples-to-apples” comparison of rents. Additionally, it is important to note that we compared to concessured rent levels at the comparable properties.

**60% AMI**

**LIHTC RENT COMPARISON @60%**

Property Name	County	Tenancy	1BR	2BR	Rents at Max?
<b>812 Hull Street</b>	<b>Richmond</b>	<b>Family</b>	<b>\$1,084</b>	<b>\$1,299</b>	No
<b>LIHTC Maximum Rent (Net)</b>	<b>Richmond</b>		<b>\$1,098</b>	<b>\$1,315</b>	
Market Slip Apartments	Richmond	Family	\$759	\$826	No
Miller Lofts At Plant Zero	Richmond	Family	\$1,019	\$1,182	No - 2022 Max
Old Stone Row	Richmond	Family	\$868	-	No
Port City I	Richmond	Family	\$1,059	\$1,246	Yes
Port City II	Richmond	Family	\$1,059	\$1,246	Yes
Tobacco Landing	Richmond	Family	\$759	\$926	No
<b>Average</b>			<b>\$921</b>	<b>\$1,085</b>	
<b>Achievable LIHTC Rent</b>			<b>\$1,098</b>	<b>\$1,315</b>	

The Subject’s proposed rents at 60 percent of AMI are set slightly below the 2023 maximum allowable rents. Note that Hatcher Tobacco Flats only offers units at 40 and 50 percent AMI but reported rents at the 2022 maximum allowable levels for all unit types. The property is fully occupied and located within 0.1 miles from the Subject. Two of the four LIHTC comparables with units at 60 percent AMI, Port City I and II, reported rents at the 2023 maximum allowable levels. Additionally, Miller Lofts at Plant Zero has rents set at the 2022 maximum levels, is currently 99.5 occupied and maintains a waiting list. The contact could not comment on when or whether the property plans to increase to 2023 rent levels. Market Slip Apartments, Tobacco Landing, and Old Stone Row reported rents below the 2023 maximum allowable levels. The contacts for the properties could not comment on whether higher rents are achievable in the market. The LIHTC comparables reported an overall vacancy rate of 3.0 percent and six of the five LIHTC comparables currently maintain waiting lists.

The Subject will offer walk-in closets and central air-conditioning, which will be similar to all LIHTC comparables. The Subject will offer balconies/patios which four of the LIHTC comparables lack. However, the Subject will offer washers and dryers for \$50, while four of the LIHTC comparables include washer/dryers in rent. Overall, the in-unit amenity package at the proposed Subject will be considered similar to inferior to the LIHTC comparable properties. Further, the Subject will feature generally similar to slightly superior community amenities to the LIHTC comparables. The Subject will be similar to slightly superior in condition to the comparables, which were built or renovated between 1997 and 2015. The two newest LIHTC comparables Miller Lofts at Plant Zero and Hatcher Tobacco Flats were both built in 2015 and exhibit excellent condition, which is similar to the proposed Subject. The Subject will be most similar to Miller Lofts at Plant Zero and Port City II.

**Miller Lofts at Plant Zero** is a 197-unit development located 0.2 miles from the Subject site, within a neighborhood considered similar relative to the proposed Subject’s location. The property was built in 2015, and currently exhibits similar condition relative to the Subject. The manager at Miller Lofts at Plant Zero reported no vacancies, indicating the current rents are well accepted in the market. We believe the in-unit

amenities at the comparable will be superior to the Subject, while the property amenity package offered will be similar relative to the Subject. In overall terms, we believe the Subject will be a generally similar product relative to the Miller Lofts at Plant Zero. Our concluded achievable LIHTC rents for the Subject's units are above the rents reported by Miller Lofts at Plant Zero, which is achieving 2022 maximum allowable rents. However, we believe there is upward rent potential for this property.

**Port City II** is a 145-unit development located 0.9 miles from the Subject site, within a neighborhood considered similar relative to the proposed Subject's location. The property was built in 2021, and currently exhibits similar condition relative to the Subject. The manager at Port City II reported a vacancy rate of 5.4 percent and the property operates with a waiting list, indicating the current rents are well accepted in the market. We believe the in-unit amenities at the comparable will be superior to the Subject, while the property amenity package offered will be similar relative to the Subject. In overall terms, we believe the Subject will be a generally similar product relative to the Port City II. Our concluded achievable LIHTC rents for the Subject's units are in line with the rents reported by Port City II, which is achieving 2023 maximum allowable rents.

Overall, given the high demand for affordable housing the market, prevalence of wait lists, and significant rent advantage relative to estimated market rates, we believe the Subject would be able to achieve rents at the 2023 maximum allowable levels.

**Achievable Market Rents**

The following table compares the Subject's current rents to comparable market rate developments. Rents have been adjusted for differences in utility structure and concessions if applicable.

**SUBJECT COMPARISON TO MARKET RENTS**

Unit Type	Rent Level	Subject Pro Forma Rent	Surveyed Min	Surveyed Max	Surveyed Average	Achievable Market Rent	Subject Rent Advantage
1BR / 1BA	@60%	\$1,084	\$930	\$1,790	\$1,340	\$1,250	13%
1BR / 1BA	@60%	\$1,084	\$930	\$1,790	\$1,340	\$1,350	20%
2BR / 2BA	@60%	\$1,299	\$1,171	\$2,688	\$1,690	\$1,675	22%

The comparable market properties will exhibit slightly inferior condition to the proposed Subject upon completion. Further, the location of the Subject will be generally similar to the market rate comparable properties, which are located between 0.2 and 1.0 miles of the Subject. The Subject will offer inferior to slightly superior in-unit amenities, as it will not include garbage disposals, coat closets, hardwood floors, in-unit washer and dryers, and microwaves. Further, the Subject will offer an inferior to slightly superior community amenity package, which include recreational areas and a community room, which are lacking at the majority of the market rate comparables. The Subject will offer similar to slightly superior security features, including intercom, limited access, and a patrol. Additionally, the Subject's unit sizes will be smaller than the average unit sizes of the market rate comparables, but generally competitive. Overall, the Subject will be most similar to the Link Apartments Manchester, Hopper Lofts, and The Box.

**Link Apartments Manchester** offers one and two-bedroom market rate units. Management reported that the property was 98.4 percent occupied. The comparable, which was constructed in 2012, exhibits good condition, which will be slightly inferior to the Subject's anticipated condition. Link Apartments Manchester is located approximately 0.4 miles from the Subject in a generally similar location. The unit amenities and community amenities at the Subject are inferior relative to the amenity package offered at Link Apartments Manchester. The development offers a midrise, elevator-serviced design, similar to the Subject. Additionally, the Subject's one and two-bedroom unit sizes will be inferior to the one and two-bedroom unit sizes at Link Apartments Manchester. Overall, relative to the Subject, Link Apartments Manchester will be slightly superior and,

therefore, we believe the Subject could achieve market rents slightly below this comparable as an unrestricted property.

**Hopper Lofts** offers one and two-bedroom market rate units. Management reported that the property is 96.0 percent occupied. The comparable was constructed in 1939, renovated in 2013, and exhibits good condition, which will be slightly inferior to the Subject’s anticipated condition following construction. Hopper Lofts is located approximately 0.3 miles from the Subject in a generally similar location. In terms of amenities, the comparable will offer superior unit and community amenities. Hopper Lofts’ two-story, elevator-serviced design will be similar to the Subject’s. The comparable’s unit sizes will be slightly inferior to slightly superior to those of the Subject. Overall, we believe the Subject could achieve rents above this comparable as an unrestricted property.

**The Box** offers one and two-bedroom market rate units. Management reported that the property is 39.0 percent occupied, as the property is currently in its initial lease-up and is absorbing at a rate of 21 units per month. The comparable was originally built in 2023 and exhibits excellent condition, which will be similar to the Subject’s anticipated condition following construction. The Box is located approximately 0.2 miles from the Subject in a similar location. In terms of amenities, the comparable will offer superior unit and community amenities. The Box offers a seven-story, elevator-serviced design will be similar to the Subject’s design. The comparable’s unit sizes will be similar to slightly superior to those of the Subject. Overall, we believe the Subject could achieve rents below this comparable as an unrestricted property.

The following tables compare the Subject’s rents (Novoco achievable LIHTC rents) with the rents achieved at Link Apartments Manchester, Hopper Lofts, and The Box.

**SUBJECT COMPARISON TO LINK APARTMENTS MANCHESTER**

Unit Type	Rent Level	Subject Pro Forma Rent	Square Feet	Subject RPSF	Link Apartments Manchester Rent	Square Feet	Link Apartments Manchester RPSF	Subject Rent Advantage
1BR / 1BA	@60%	\$1,084	500	\$2.17	\$1,391	692	\$2.01	22.1%
1BR / 1BA	@60%	\$1,084	650	\$1.67	\$1,391	692	\$2.01	22.1%
2BR / 2BA	@60%	\$1,299	856	\$1.52	\$1,872	953	\$1.96	30.6%

**SUBJECT COMPARISON TO HOPPER LOFTS**

Unit Type	Rent Level	Subject Pro Forma Rent	Square Feet	Subject RPSF	Hopper Lofts Rent	Square Feet	Hopper Lofts RPSF	Subject Rent Advantage
1BR / 1BA	@60%	\$1,084	500	\$2.17	\$1,169	460	\$2.54	7.3%
1BR / 1BA	@60%	\$1,084	650	\$1.67	\$1,169	460	\$2.54	7.3%
2BR / 2BA	@60%	\$1,299	856	\$1.52	\$1,275	743	\$1.72	-1.9%

**SUBJECT COMPARISON TO THE BOX**

Unit Type	Rent Level	Subject Pro Forma Rent	Square Feet	Subject RPSF	The Box Rent	Square Feet	The Box RPSF	Subject Rent Advantage
1BR / 1BA	@60%	\$1,084	500	\$2.17	\$1,486	558	\$2.66	27.1%
1BR / 1BA	@60%	\$1,084	650	\$1.67	\$1,560	651	\$2.40	30.5%
2BR / 2BA	@60%	\$1,299	856	\$1.52	\$1,958	908	\$2.16	33.7%

We have placed the Subject’s achievable market rents in line with to slightly above the surveyed average rents in the market, due to the Subject’s condition and competitive amenity package. The Subject’s achievable market rate rent per square foot are within the upper range of the comparables, which is reasonable given the Subject’s relatively smaller unit sizes. The Subject’s achievable LIHTC rents represent advantages of 13 to 22 percent over the achievable market rents for the Subject’s one and two-bedroom units. The following table displays the concluded achievable market rents at the Subject.



**SUBJECT ACHIEVABLE MARKET RENT**

Unit Type	Subject Achievable Market Rent	Square Rent	Subject Achievable RPSF
1BR / 1BA	\$1,250	500	\$2.50
1BR / 1BA	\$1,350	650	\$2.08
2BR / 2BA	\$1,675	856	\$1.96

**Summary Evaluation**

The Subject will be well-positioned in the market. As a newly constructed property, the Subject will be in generally similar to superior condition to the comparable properties. Vacancy rates among the LIHTC properties range from zero to 8.1 percent, with an average of 3.0 percent. Additionally, three of the LIHTC comparables reported no vacancies. Vacancy at the Subject is expected to be no more than three percent over the long term. Based on the comparable data, rental rates at the maximum allowable levels are achievable. Overall, the Subject will be well-accepted in the market as a LIHTC property.

**Impact on Existing Housing Stock**

All the data combined with interviews of real estate professionals demonstrate a continuing need for affordable housing over the foreseeable term. The comparables surveyed include a total of 1,834 units at 14 properties. The majority of the affordable properties in the area reported stabilized occupancy rates, with three of the seven properties reporting no vacancies. Six of the LIHTC comparables reported maintaining waiting lists on their LIHTC units. Finally, the strong occupancy rates at the majority of the market rate projects in the PMA are evidence of a stable rental market and strong demand.

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

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

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

### Introduction

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

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

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

### Capture Rate Determination

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

- 1) PMA Demography
- 2) Income Qualified
- 3) Renter Households
- 4) Unit Size Appropriate

The following text will examine each step through the process.

#### Step One – PMA Demography

### Primary Market Area Defined

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

The PMA boundaries are: Monument Avenue, Interstate 64, Venable Street, and Q Street to the north; Chimborazo Boulevard and Interstate 95 the east; Bellemeade Road, Hopkins Road, McGuire Drive, and E. Belt Boulevard to the south; and Western Hills Boulevard, Park Drive, and S. Arthur Ashe Boulevard to the west. The PMA encompasses 12.7 square miles. The PMA was determined based on input from area property managers.

## Demographic Information

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

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

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

Step one is to identify demographic data such as number of households, renter households, income distribution and AMI levels. The appropriate demographic is used based on the tenancy for the proposed development. When analyzing a property designated for families the demographics for the entire population within the PMA is used. However, senior properties are restricted to tenants who have reached the age of at least 55 or 62 years based upon the specifics of the applicable program. A property designated for seniors is analyzed using demographic data that includes only those households that are 65 years old and above. Even if a project has the lower restriction of 55 years of age, we still use the 65 plus as our research indicates that those younger than 65 are unlikely to seek age restrictive housing. The demographic information was detailed in the demographic section of this report.

### Step Two – Income Qualified

Assumptions and Data necessary for this calculation are:

Appropriate Municipality:	Richmond City, VA
AMI for four-person household:	\$109,400
Tenancy (Family vs Senior):	Family
Affordability percentage:	35 percent
Leakage:	10 percent

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

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

**FAMILY INCOME LIMITS**

Unit Type	Minimum Allowable Income	Maximum Allowable Income
	@60%	
1BR	\$40,663	\$51,180
2BR	\$48,823	\$57,600

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

**RENTER HOUSEHOLD INCOME**

Income Cohort	2022		PMA 2027		Annual Change 2022 to 2027	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	4,095	15.6%	3,750	13.9%	-69	-1.7%
\$10,000-19,999	4,067	15.5%	3,706	13.8%	-72	-1.8%
\$20,000-29,999	2,798	10.7%	2,697	10.0%	-20	-0.7%
\$30,000-39,999	2,906	11.1%	2,754	10.2%	-30	-1.0%
\$40,000-49,999	2,132	8.1%	2,241	8.3%	22	1.0%
\$50,000-59,999	1,803	6.9%	1,788	6.6%	-3	-0.2%
\$60,000-74,999	2,325	8.9%	2,266	8.4%	-12	-0.5%
\$75,000-99,999	2,356	9.0%	2,592	9.6%	47	2.0%
\$100,000-124,999	1,578	6.0%	1,911	7.1%	67	4.2%
\$125,000-149,999	778	3.0%	1,151	4.3%	75	9.6%
\$150,000-199,999	575	2.2%	858	3.2%	57	9.8%
\$200,000+	840	3.2%	1,227	4.6%	77	9.2%
<b>Total</b>	<b>26,253</b>	<b>100.0%</b>	<b>26,941</b>	<b>100.0%</b>		

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

**Step Three – Income Distribution**

Third, we combine the allowable income bands with the income distribution analysis in order to determine the number of potential income-qualified households. The Cohort Overlap is defined as the income amount within income bands defined above that falls within the ESRI provided Income Cohort. The % in Cohort is simply the cohort overlap divided by the income cohort range (generally \$10,000). The # in Cohort is determined by multiplying total renter households by the % in Cohort determination. In some cases, the income-eligible band overlaps with more than one income cohort. In those cases, the cohort overlap for more than one income cohort will be calculated. The sum of these calculations provides an estimate of the total number of households that are income-eligible, both by AMI level and in total.

**FAMILY INCOME DISTRIBUTION 2022**

Income Cohort	Total Renter Households	@60%			All Units		
		cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort
\$0-9,999	4,095						
\$10,000-19,999	4,067						
\$20,000-29,999	2,798						
\$30,000-39,999	2,906						
\$40,000-49,999	2,132	9,336	93.4%	1,991	9,336	93.4%	1,991
\$50,000-59,999	1,803	7,601	76.0%	1,371	7,601	76.0%	1,371
\$60,000-74,999	2,325						
\$75,000-99,999	2,356						
\$100,000-124,999	1,578						
\$125,000-149,999	778						
\$150,000-199,999	575						
\$200,000+	840						
<b>Total</b>	<b>26,253</b>		<b>12.8%</b>	<b>3,361</b>		<b>12.8%</b>	<b>3,361</b>

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

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

Step Five – Unit Size Appropriate

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

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

**HOUSEHOLD DISTRIBUTION**

<b>1 BR</b>	80%	Of one-person households in 1BR units
	20%	Of two-person households in 1BR units
<b>2 BR</b>	10%	Of one-person households in 2BR units
	80%	Of two-person households in 2BR units
	60%	Of three-person households in 2BR units
	30%	Of four-person households in 2BR units

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

#### Step Six – Capture Rate by Bedroom Mix

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

#### **CAPTURE RATE ANALYSIS BY UNIT TYPE**

In order to determine demand for the proposed market mix, we also analyzed the demand capture rates expected at the Subject by bedroom type. This analysis illustrates demand for all AMI levels.

60% AMI Demand - As Proposed

**PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE**

*Renter Household Distribution 2022*

	Renter Household Size Distribution	Total Number of Renter Households
1 person	48.0%	12,602
2 persons	29.9%	7,856
3 persons	11.9%	3,113
4 persons	5.9%	1,550
5+ persons	4.3%	1,132
<b>Total</b>	<b>100.0%</b>	<b>26,253</b>

*Income-Qualified Renter Demand*

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	12,602	x	12.8%	1,613
2 persons	7,856	x	12.8%	1,006
3 persons	3,113	x	12.8%	399
4 persons	1,550	x	12.8%	198
5+ persons	1,132	x	12.8%	145
<b>Total</b>	<b>26,253</b>			<b>3,361</b>

*Projected Renter Household Demand by Bedroom Size*

	Number of Qualified Renter Households
1BR	1,492
2BR	1,265
<b>Total</b>	<b>2,757</b>

*Capture Rate Analysis - @60%*

	Developer's Unit Mix	Capture Rate
1BR	85	5.70%
2BR	31	2.45%
<b>Total/Overall</b>	<b>116</b>	<b>4.21%</b>

*Adjusted for Leakage from Outside of the PMA*

10%

1BR	85	5.13%
2BR	31	2.21%
<b>Total/Overall</b>	<b>116</b>	<b>3.79%</b>



## **ANNUAL CAPTURE RATE ANALYSIS**

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

The annual demand for rental housing depends upon the following factors:

### **Population/Household Change**

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

### **Additions to Supply**

To determine the amount of competitive new supply entering the market, we consulted a July 2023 CoStar report, conducted an internet search and attempted to contact the Planning & Development Review for the City of Richmond. However, out calls have not been returned to date. The following table illustrates proposed, planned, under construction, and recently completed developments in the Subject's PMA.

**THE VIEW AT BELLE ISLE APARTMENTS – RICHMOND, VIRGINIA – MARKET STUDY**

**PLANNED DEVELOPMENT**

Property Name	Rent Structure	Tenancy	Total Units	Competitive Units	Construction Status	Distance to Subject
115 N Jefferson St	Market	Family	40	0	Proposed	1.6 miles
127 N 17th St	Market	Family	145	0	Proposed	1.2 miles
13 E 3rd St	Market	Family	235	0	Proposed	0.3 miles
1407 Hull St	Market	Family	60	0	Proposed	0.3 miles
200 E Marshall St	Market	Family	254	0	Proposed	1.6 miles
201 W Commerce Rd	Market	Family	600	0	Proposed	0.2 miles
208 E Leigh St	Market	Family	63	0	Proposed	1.7 miles
225 W Broad St	Market	Family	87	0	Proposed	1.7 miles
2723 E Cary St	Market	Family	47	0	Proposed	1.2 miles
3101-3105 E Marshall St	Market	Family	9	0	Proposed	1.6 miles
4703 Forest Hill Ave	Market	Family	40	0	Proposed	2.5 miles
500 Maury St	Market	Family	143	0	Proposed	0.3 miles
600 Decatur St	Market	Family	167	0	Proposed	0.1 miles
620 E Cary St	Market	Family	300	0	Proposed	1.1 miles
707 E Main St	Market	Family	300	0	Proposed	1.1 miles
931 W Grace St	Market	Family	21	0	Proposed	2.1 miles
Avery Hall	Market	Family	550	0	Proposed	0.3 miles
Belle Heights Phase 2	Market	Family	200	0	Proposed	0.8 miles
Lighthouse Lofts	Market	Family	24	0	Proposed	0.2 miles
Overlook II	Market	Family	271	0	Proposed	0.2 miles
Phase I	Market	Family	36	0	Proposed	1.5 miles
Phase II	Market	Family	160	0	Proposed	1.5 miles
Phase III	Market	Family	70	0	Proposed	1.6 miles
Swansboro Place	Market	Family	90	0	Proposed	0.7 miles
The Element Apartments	Market	Family	290	0	Proposed	0.5 miles
The Gallery	Market	Family	86	0	Proposed	0.2 miles
The Locks Building 7	Market	Family	138	0	Proposed	0.8 miles
The Locks Building 8	Market	Family	120	0	Proposed	0.8 miles
700 W 44th St	LIHTC/PBRA	Family	144	83	Proposed	2.5 miles
Bakery Loft Apartments	Market	Family	212	0	Proposed	1.2 miles
1 E Main St	Market	Family	21	0	Under Construction	1.4 miles
1421 Bainbridge St	Market	Family	15	0	Under Construction	0.4 miles
Canal Crossing	Market	Family	44	0	Under Construction	0.9 miles
Harper's Flats	Market	Family	25	0	Under Construction	1.5 miles
The Commodore	Market	Family	173	0	Under Construction	0.1 miles
The Cove Apartments	Market	Family	65	0	Under Construction	0.2 miles
The Navigator	Market	Family	188	0	Under Construction	0.4 miles
The Planet Apartments	Market/LIHTC	Senior	67	24	Under Construction	1.9 miles
<b>Totals</b>			<b>5,500</b>	<b>107</b>		

Source: CoStar, July 2023

Thirty one of the 38 properties that are currently planned, proposed, under construction, or recently completed will be market rate, and thus will not directly compete with the Subject. The Planet Apartment and 700 West 44<sup>th</sup> Street are proposed LIHTC developments which will be discussed in the following section.

Additionally, we reviewed the Virginia Housing LIHTC award lists from 2020 through 2022. Note that 2023 awards are not yet available.

RECENT LIHTC ALLOCATIONS IN PMA

Property Name	Year Allocated	Rent Structure	Tenancy	Total Units	Competitive Units	Distance to Subject	Status
700 West 44	2022	LIHTC/PBV	Family	144	83	2.5 miles	Proposed
Randolph Apartments	2021	LIHTC/Section 8/RAD	Family	52	0	2.0 miles	Under Construction (Renovation)
The Planet Apartments	2020	LIHTC	Family	67	24	1.8 miles	Under Construction
Village South Townhomes	2020	LIHTC	Family	121	0	1.9 miles	Completed (Renovation)
Afton	2020	LIHTC/Section 8/RAD	Family	40	0	2.2 miles	Completed (Renovation)
				<b>424</b>	<b>107</b>		

Source: Virginia Housing, July 2023

According to VHDA allocation lists there have been five properties allocated tax credits within the Subject’s PMA since 2020 for a total of 352 units. Additionally, 72-unit a four-percent component of 700 West 44 is in the process of applying for funding. Therefore, we have accounted for 424 total proposed units.

In 2022, 700 West 44 was awarded LIHTC funding for the new construction of a 72-unit LIHTC/PBV development featuring one, two, and three-bedroom units restricted at 30, 40, 50, and 60 percent of AMI. Approximately 18 units will also operate with Project-based Vouchers (PBV). We have accounted for the 29 units at this property which will target 60 percent of AMI. Further, it should be noted that there is a four-percent component of the development that is in the process of applying for funding. The property will feature 72-units, of which 54 will be restricted at 60 percent of AMI. Therefore, we have accounted for the combined 83 competitive units at this development as competitive with the proposed Subject.

In 2021, tax credits were awarded to Randolph Apartments for a renovation of an existing 52-unit public housing project. Upon completion, the development will offer two through five-bedroom units at 50 percent AMI, all of which will additionally benefit from a Section 8 subsidy. The development is currently under construction. Due to the presence of a subsidy, we do not consider Randolph Apartments to be competitive to the Subject.

In 2020, tax credits were awarded to The Planet Apartments for the construction of a 67-unit LIHTC development offering one, two and three-bedroom units. Upon completion, the property will be LIHTC restricted with units at 40, 50, and 60 percent of AMI. Of the development’s proposed 67 units, 24 will be one and two-bedroom units at 60 percent of AMI. These units will be competitive with the units at the Subject upon completion. The property is currently under construction.

In 2020, tax credits were awarded to Village South Apartments (i.e., Holly Springs Apartments) for the renovation of an existing 121-unit LIHTC development offering two-bedroom units. The property, which completed renovations in early 2023, offers LIHTC restricted units at 50 percent of AMI. Therefore, we do not consider Village South Townhomes to be competitive with the Subject.

In 2020, tax credits were awarded to Afton for the renovation of an existing 40-unit public housing project. Upon completion, the development will offer two through five-bedroom units at 50 percent AMI, all of which will additionally benefit from a Section 8 subsidy. Due to the presence of a subsidy, we do not consider Afton to be competitive to the Subject. The renovations of the property were completed in 2022.

We have deducted 107 proposed LIHTC units, including 83 units from 700 West 44 and 24 units The Planet Apartments. Therefore, we have deducted 107 proposed competitive units in our demand analysis.

**Annual Demand Table – As Proposed**

<b>ANNUAL DEMAND</b>		
<b>Calculation</b>		<b>PMA</b>
<b>Number of Renter Households in 2022</b>		26,253
<b>Increase in Number of Renter Households</b>		688
<b>Number of Renter Households in 2027</b>		26,941
<i>Existing Demand</i>		
Percentage of Total Households that are Renter		70.0%
Percentage of Income-Qualified Renter Households		12.8%
Number of Income-Qualified Renter Households		3,361
Percentage of Rent-Overburdened		45.3%
<b>Existing Income-Qualified Renter Household Turnover</b>		<b>1,524</b>
<i>New Income-Qualified Demand, Stated Annually</i>		
Increase in Renter Households per Annum		138
Percentage of Income-Qualified Renter Households		12.8%
<b>New Rental Income Qualified Households</b>		<b>18</b>
<i>Capture Rate Analysis</i>		
Number of Units in Subject		116
Occupied Units at Subject With Vacancy of:	5%	110
Units Pre-Leased		0
Total Demand (Turnover and Growth) from within PMA		1,542
Portion Originating within PMA		90%
Total Demand (Turnover and Growth) from within PMA		1,713
Less: Existing LIHTC Projects in Absorption Process (Number of Units)	107	
<b>Total Demand after Competition (Turnover and Growth)</b>		<b>1,606</b>
<b>Yielded Annual Capture Rate of Available Demand in 2023</b>		<b>6.9%</b>

The yielded capture rate is approximately 6.9 percent of available demand per annum, for the Subject’s units as proposed, which is considered indicative of demand.

## VIRGINIA HOUSING DEMAND ANALYSIS

We have also included the required demand table from the Virginia Housing market study guidelines. The following table illustrates the total demand, the net demand, and the absorption period for the Subject site. The supply illustrates all proposed or under construction units in the PMA.

For the following Virginia Housing demand analysis, we have considered all of the Subject’s 116 proposed units. Further, we have determined that there are 107 LIHTC units at 60 percent of AMI that will be competitive with the Subject in the PMA.

Regarding sub-standard housing, U.S. Census information was referenced in regard to the general number of housing units lacking complete plumbing facilities in the City of Richmond. Of the total occupied housing units in the PMA, approximately 0.4 percent lacked adequate plumbing facilities.

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

Income Restrictions	Up to 60% (min. income to max. income)	Project Total (min. income to max. income)
New Rental Households	18	18
+ Existing Households - Overburdened	1,524	1,524
+ Existing Households - Substandard Housing	13	13
+ Senior Households - Likely to Convert to Rental Housing	0	0
+ Existing Qualifying Tenants - to Remain After Renovation	0	0
<b>Total Demand</b>	<b>1,555</b>	<b>1,555</b>
- Supply (includes directly comparable vacant units completed or in pipeline in PMA)	107	107
<b>Net Demand</b>	<b>1,448</b>	<b>1,448</b>
Proposed Units	116	116
<b>Capture Rate</b>	<b>8.0%</b>	<b>8.0%</b>
Absorption Period	6 months	6 months

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

Project Wide Capture Rate - All Units	8.0%
Project Wide Absorption Period (Months)	6 months

**PENETRATION RATE ANALYSIS**

Per Virginia Housing guidelines, we also performed a penetration rate analysis for the Subject’s units as proposed and absent subsidy, as illustrated in the following tables. Note that we have only considered existing one and two-bedroom family units at 60 percent of AMI as competitive. The table below illustrates the Subject’s penetration rate as proposed.

PENETRATION RATE	
Number of Proposed Competitive LIHTC Units in the PMA	107
	+
Number of Existing Competitive Family LIHTC Units in the PMA	1,570
	+
Number of Proposed LIHTC Units at the Subject	116
	=
Total	1,793
	/
Income Eligible Households - All AMI Levels	3,361
	=
<b>Overall Penetration Rate</b>	<b>53.3%</b>

The overall penetration rate is derived by taking the number of LIHTC units proposed or under construction within the PMA, combined with the number of existing LIHTC units, and the number of the Subject’s units divided by the number of income eligible households. The penetration rate for the Subject as proposed is 53.3 percent, which is considered moderate, but indicates adequate demand for the Subject’s units. The following table illustrates the LIHTC properties within the PMA that offer similar unit types and AMI levels and are family oriented.

Existing affordable housing projects in the PMA will not be adversely affected by the proposed construction of the Subject property. A survey of comparable affordable LIHTC rental housing developments in the area demonstrates significant demand for quality rental units.

EXISTING AFFORDABLE PROPERTIES IN PMA

Property Name	Rent Structure	Tenancy	Total Units	Competitive LIHTC Units
Belle Summit	LIHTC	Family	50	0
Chicago Manor	LIHTC	Family	75	75
City View Place	LIHTC	Family	32	0
Linden at Forest Hill	LIHTC	Family	58	57
Fairview Manor	LIHTC	Family	155	150
Graystone Place Apartments	LIHTC	Family	135	135
Hatcher Tobacco Flats*	LIHTC	Family	152	0
Ivy Walk Apartments	LIHTC	Family	126	63
Market Slip Apartments*	LIHTC	Family	44	44
Miller Lofts At Plant Zero*	LIHTC	Family	197	196
New Manchester Flats	LIHTC	Family	172	19
Port City Apartments*	LIHTC	Family	135	62
Port City II Apartments*	LIHTC	Family	147	57
SPA Lofts	LIHTC	Family	139	139
South Falls Towers	LIHTC	Family	478	0
Tobacco Landing*	LIHTC	Family	62	50
Venus At Manchester	LIHTC	Family	68	0
Village South Townhomes	LIHTC	Family	296	280
Bowling Retirement Community	LIHTC	Senior	62	31
Columns on Grove	LIHTC	Senior	62	0
Washington Plaza Colony	LIHTC	Senior	28	28
2001 East	LIHTC/Market	Family	76	0
Grace Place	LIHTC/Market	Family	58	45
Hydro Apartments	Market/Workforce	Family	226	0
Model Tobacco	Market/Workforce	Family	203	0
New Manchester Flats V	LIHTC/Market	Family	172	24
Old Stone Row*	LIHTC/ Market	Family	96	32
Richmond Dairy Apartments	LIHTC/Market	Family	113	83
The Townes At River South	LIHTC/Public Housing	Family	161	0
Afton	LIHTC/Section 8/RAD	Family	40	0
Lombardy	LIHTC/RAD	Family	75	0
Melvin C. Fox Manor	LIHTC/RAD	Senior	50	0
Randolph Apartments	LIHTC/RAD	Family	52	0
Stonewall Place	LIHTC/RAD	Senior	70	0
Oscar E Stovall Place	LIHTC/Seciton 8/RAD	Family	30	0
Lafayette Gardens	LIHTC/Section 8	Family	102	0
Midlothian Village	LIHTC/Section 8	Family	216	0
New Clay House II	LIHTC/Section 8	Family	80	0
<b>Totals</b>			<b>2,947</b>	<b>1,570</b>

\*Utilized as a comparable

Three of the comparables were able to report recent absorption data. Additionally, we have included absorption data for recently constructed multifamily properties within 25 miles of the Subject. This absorption information is presented in the following table.

ABSORPTION

Property Name	Program	Tenancy	City	Year	Total Units	Absorption (units/month)
The Box**	Market	Family	Richmond	2023	118	21
Model Tobacco	Market	Family	Richmond	2022	203	7
Port City II*	LIHTC	Family	Richmond	2018	135	17
The Oliver	LIHTC	Family	Richmond	2020	164	15
Alexander At 1090	LIHTC	Family	Richmond	2020	48	48
Cambridge Square Apartments	Market	Family	Mechanicsville	2020	207	17
Abberly Centerpointe	Market	Family	Midlothian	2019	271	12
The Jane At Moore's Lake	Market	Family	Chester	2019	385	26
Port City I*	LIHTC	Family	Richmond	2018	135	22
The Village At Westlake	Market	Family	Richmond	2018	252	42
<b>Average Affordable</b>					<b>121</b>	<b>26</b>
<b>Average Market</b>					<b>239</b>	<b>21</b>
<b>Overall Average</b>					<b>192</b>	<b>23</b>

\*Comparable Property

\*\*Property is in lease-up and is utilized as a comparable

The properties have reported absorption rates ranging from seven to 48 units per month. We believe the Subject would experience an absorption rate 20 units per month, indicating an absorption period of six months. It should be noted that we do not expect that this absorption will adversely impact other LIHTC properties, which are generally performing well.

Rent conclusions were provided in *Section H*.

We do not anticipate any future changes in the housing stock or risks in the market area that would adversely affect the Subject. The proposed rents appear to be achievable, and we do not believe the Subject will need to rely on voucher support or a project-based subsidy in the future.



**J. LOCAL PERSPECTIVES OF  
RENTAL HOUSING MARKET  
AND HOUSING  
ALTERNATIVES**

**INTERVIEWS**

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

**Local Housing Authority Discussion**

The Richmond Redevelopment and Housing Authority (RHA) administers the Section 8 Housing Choice Voucher program in Richmond City. According to RRHA, approximately 3,000 vouchers are administered by the agency. Further according to the RRHA website, the waiting list opened in June 2023. According to the Richmond Housing Authority website, the payment standards for Richmond City are as follows.

PAYMENT STANDARDS	
Unit Type	Payment Standard
One-Bedroom	\$1,252
Two-Bedroom	\$1,426

Source: Richmond Housing Authority, effective July 2022

The payment standards are above the Subject’s proposed gross LIHTC rents. Therefore, tenants utilizing HCV at the Subject will not have to pay additional rent out of pocket.

**Planning Discussion**

To determine the amount of competitive new supply entering the market, we consulted a July 2023 CoStar report, conducted an internet search and attempted to contact the Planning & Development Review for the City of Richmond. However, our calls have not been returned to date. The following table illustrates proposed, planned, under construction, and recently completed developments in the Subject’s PMA.

**THE VIEW AT BELLE ISLE APARTMENTS – RICHMOND, VIRGINIA – MARKET STUDY**

**PLANNED DEVELOPMENT**

Property Name	Rent Structure	Tenancy	Total Units	Competitive Units	Construction Status	Distance to Subject
115 N Jefferson St	Market	Family	40	0	Proposed	1.6 miles
127 N 17th St	Market	Family	145	0	Proposed	1.2 miles
13 E 3rd St	Market	Family	235	0	Proposed	0.3 miles
1407 Hull St	Market	Family	60	0	Proposed	0.3 miles
200 E Marshall St	Market	Family	254	0	Proposed	1.6 miles
201 W Commerce Rd	Market	Family	600	0	Proposed	0.2 miles
208 E Leigh St	Market	Family	63	0	Proposed	1.7 miles
225 W Broad St	Market	Family	87	0	Proposed	1.7 miles
2723 E Cary St	Market	Family	47	0	Proposed	1.2 miles
3101-3105 E Marshall St	Market	Family	9	0	Proposed	1.6 miles
4703 Forest Hill Ave	Market	Family	40	0	Proposed	2.5 miles
500 Maury St	Market	Family	143	0	Proposed	0.3 miles
600 Decatur St	Market	Family	167	0	Proposed	0.1 miles
620 E Cary St	Market	Family	300	0	Proposed	1.1 miles
707 E Main St	Market	Family	300	0	Proposed	1.1 miles
931 W Grace St	Market	Family	21	0	Proposed	2.1 miles
Avery Hall	Market	Family	550	0	Proposed	0.3 miles
Belle Heights Phase 2	Market	Family	200	0	Proposed	0.8 miles
Lighthouse Lofts	Market	Family	24	0	Proposed	0.2 miles
Overlook II	Market	Family	271	0	Proposed	0.2 miles
Phase I	Market	Family	36	0	Proposed	1.5 miles
Phase II	Market	Family	160	0	Proposed	1.5 miles
Phase III	Market	Family	70	0	Proposed	1.6 miles
Swansboro Place	Market	Family	90	0	Proposed	0.7 miles
The Element Apartments	Market	Family	290	0	Proposed	0.5 miles
The Gallery	Market	Family	86	0	Proposed	0.2 miles
The Locks Building 7	Market	Family	138	0	Proposed	0.8 miles
The Locks Building 8	Market	Family	120	0	Proposed	0.8 miles
700 W 44th St	LIHTC/PBRA	Family	144	83	Proposed	2.5 miles
Bakery Loft Apartments	Market	Family	212	0	Proposed	1.2 miles
1 E Main St	Market	Family	21	0	Under Construction	1.4 miles
1421 Bainbridge St	Market	Family	15	0	Under Construction	0.4 miles
Canal Crossing	Market	Family	44	0	Under Construction	0.9 miles
Harper's Flats	Market	Family	25	0	Under Construction	1.5 miles
The Commodore	Market	Family	173	0	Under Construction	0.1 miles
The Cove Apartments	Market	Family	65	0	Under Construction	0.2 miles
The Navigator	Market	Family	188	0	Under Construction	0.4 miles
The Planet Apartments	Market/LIHTC	Senior	67	24	Under Construction	1.9 miles
<b>Totals</b>			<b>5,500</b>	<b>107</b>		

Source: CoStar, July 2023

Thirty one of the 38 properties that are currently planned, proposed, under construction, or recently completed will be market rate, and thus will not directly compete with the Subject. The Planet Apartment and 700 West 44<sup>th</sup> Street are proposed LIHTC developments which will be discussed in the following section.

Additionally, we reviewed the Virginia Housing LIHTC award lists from 2020 through 2022. Note that 2023 awards are not yet available.

RECENT LIHTC ALLOCATIONS IN PMA

Property Name	Year Allocated	Rent Structure	Tenancy	Total Units	Competitive Units	Distance to Subject	Status
700 West 44	2022	LIHTC/PBV	Family	144	83	2.5 miles	Proposed
Randolph Apartments	2021	LIHTC/Section 8/RAD	Family	52	0	2.0 miles	Under Construction (Renovation)
The Planet Apartments	2020	LIHTC	Family	67	24	1.8 miles	Under Construction
Village South Townhomes	2020	LIHTC	Family	121	0	1.9 miles	Completed (Renovation)
Afton	2020	LIHTC/Section 8/RAD	Family	40	0	2.2 miles	Completed (Renovation)
				<b>424</b>	<b>107</b>		

Source: Virginia Housing, July 2023

According to VHDA allocation lists there have been five properties allocated tax credits within the Subject’s PMA since 2020 for a total of 352 units. Additionally, 72-unit a four-percent component of 700 West 44 is in the process of applying for funding. Therefore, we have accounted for 424 total proposed units.

In 2022, 700 West 44 was awarded LIHTC funding for the new construction of a 72-unit LIHTC/PBV development featuring one, two, and three-bedroom units restricted at 30, 40, 50, and 60 percent of AMI. Approximately 18 units will also operate with Project-based Vouchers (PBV). We have accounted for the 29 units at this property which will target 60 percent of AMI. Further, it should be noted that there is a four-percent component of the development that is in the process of applying for funding. The property will feature 72-units, of which 54 will be restricted at 60 percent of AMI. Therefore, we have accounted for the combined 83 competitive units at this development as competitive with the proposed Subject.

In 2021, tax credits were awarded to Randolph Apartments for a renovation of an existing 52-unit public housing project. Upon completion, the development will offer two through five-bedroom units at 50 percent AMI, all of which will additionally benefit from a Section 8 subsidy. The development is currently under construction. Due to the presence of a subsidy, we do not consider Randolph Apartments to be competitive to the Subject.

In 2020, tax credits were awarded to The Planet Apartments for the construction of a 67-unit LIHTC development offering one, two and three-bedroom units. Upon completion, the property will be LIHTC restricted with units at 40, 50, and 60 percent of AMI. Of the development’s proposed 67 units, 24 will be one and two-bedroom units at 60 percent of AMI. These units will be competitive with the units at the Subject upon completion. The property is currently under construction.

In 2020, tax credits were awarded to Village South Apartments (i.e. Holly Springs Apartments) for the renovation of an existing 121-unit LIHTC development offering two-bedroom units. The property, which completed renovations in early 2023, offers LIHTC restricted units at 50 percent of AMI. Therefore, we do not consider Village South Townhomes to be competitive with the Subject.

In 2020, tax credits were awarded to Afton for the renovation of an existing 40-unit public housing project. Upon completion, the development will offer two through five-bedroom units at 50 percent AMI, all of which will additionally benefit from a Section 8 subsidy. Due to the presence of a subsidy, we do not consider Afton to be competitive to the Subject. The renovations of the property were completed in 2022.

We have deducted 107 proposed LIHTC units, including 83 units from 700 West 44 and 24 units The Planet Apartments. Therefore, we have deducted 107 proposed competitive units in our demand analysis.

## **K. ANALYSIS/CONCLUSIONS**

## Recommendations

In general, we believe there is demand in the marketplace for the Subject. We recommend no changes for the Subject property.

## Demand Summary

We believe there is ample demand for the Subject. Our concluded capture rates and absorption are shown in the table below.

Project Wide Capture Rate - All Units	8.0%
Project Wide Absorption Period (Months)	6 months

Additionally, the overall penetration rate for the Subject is 8.0 percent . It should be noted that the penetration rate analysis we have derived is conservative because it does not account for leakage (i.e. tenants originating outside of the PMA). Overall, the derived penetration rate for the Subject is considered reasonable.

## Strengths and Weaknesses of the Subject

### Strengths

- The Subject will be new construction and will be among the newest multifamily developments in the market. Upon completion, the property will be similar to slightly superior to the comparable properties in terms of condition.
- Vacancy rates among the LIHTC properties range from zero to 8.1 percent, with an average of 3.0 percent. Further, three LIHTC comparables reported no vacancies and six maintain waiting lists for its LIHTC units, indicating strong demand for affordable housing in the market.
- The Subject site is located in close proximity to many services, public transportation, and retailers.

### Weaknesses

- We have identified no weaknesses with the proposed Subject that would impact its marketability.

### Absorption Estimate

Three of the comparables were able to report recent absorption data. Additionally, we have included absorption data for recently constructed multifamily properties within 25 miles of the Subject. This absorption information is presented in the following table.

ABSORPTION						
Property Name	Program	Tenancy	City	Year	Total Units	Absorption (units/month)
The Box**	Market	Family	Richmond	2023	118	21
Model Tobacco	Market	Family	Richmond	2022	203	7
Port City II*	LIHTC	Family	Richmond	2022	147	17
The Oliver	LIHTC	Family	Richmond	2020	164	15
Alexander At 1090	LIHTC	Family	Richmond	2020	48	48
Cambridge Square Apartments	Market	Family	Mechanicsville	2020	207	17
Abberly Centerpointe	Market	Family	Midlothian	2019	271	12
The Jane At Moore's Lake	Market	Family	Chester	2019	385	26
Port City I*	LIHTC	Family	Richmond	2018	135	22
The Village At Westlake	Market	Family	Richmond	2018	252	42
<b>Average Affordable</b>					<b>124</b>	<b>26</b>
<b>Average Market</b>					<b>239</b>	<b>21</b>
<b>Overall Average</b>					<b>193</b>	<b>23</b>

\*Comparable Property

\*\*Property is in lease-up and is utilized as a comparable

The properties have reported absorption rates ranging from seven to 48 units per month. We believe the Subject would experience an absorption rate 20 units per month, indicating an absorption period of six months. It should be noted that we do not expect that this absorption will adversely impact other LIHTC properties, which are generally performing well.

## **L. OTHER REQUIREMENTS**



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



K. David Adamescu  
Manager

July 25, 2023  
Date

**ADDENDUM A**  
**Assumptions and Limiting Conditions**

## **ASSUMPTIONS AND LIMITING CONDITIONS**

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

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

**ADDENDUM B**  
**Subject Property and Neighborhood Photographs**

**PHOTOGRAPHS OF SUBJECT AND NEIGHBORHOOD**



View of Subject site facing southeast



View of Subject site facing northeast



View of Subject site facing east



View of Subject site



View of Subject site



View of Subject site



View north along Commerce Road



View south along Commerce Road



Commercial use west of Subject



Commercial use west of Subject



Commercial use west of Subject



Commercial use east of Subject



Commercial use east of Subject



Commercial use east of Subject



Single-family homes in Subject neighborhood



Single-family homes in Subject neighborhood



Single-family homes in Subject neighborhood



Single-family homes in Subject neighborhood



**ADDENDUM C**  
**Subject Matrices and Property Profiles**

# PROPERTY PROFILE REPORT

## Hatcher Tobacco Flats

Effective Rent Date	7/18/2023
Location	151 West Commerce Road Richmond, VA 23224 Richmond City County
Distance	0.1 miles
Units	152
Vacant Units	0
Vacancy Rate	0.0%
Type	Midrise (5 stories)
Year Built/Renovated	2015 / N/A
Marketing Began	9/01/2014
Leasing Began	12/01/2014
Last Unit Leased	3/15/2015
Major Competitors	None identified
Tenant Characteristics	Residents are primarily from the city of Richmond, some out of state.
Contact Name	Alicia
Phone	(804) 977-9872



### Market Information

Program	@40%, @50%
Annual Turnover Rate	20%
Units/Month Absorbed	43
HCV Tenants	20%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Kept at 2022 max
Concession	None
Waiting List	Yes, two to three months

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (5 stories)	15	701	\$684	\$0	@40%	Yes	0	0.0%	no	None
1	1	Midrise (5 stories)	16	701	\$873	\$0	@50%	Yes	0	0.0%	no	None
2	2	Midrise (5 stories)	93	963	\$1,037	\$0	@50%	Yes	0	0.0%	no	None
3	2	Midrise (5 stories)	28	1,068	\$1,185	\$0	@50%	Yes	0	0.0%	no	None

### Unit Mix

@40%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$684	\$0	\$684	-\$65	\$619	1BR / 1BA	\$873	\$0	\$873	-\$65	\$808
						2BR / 2BA	\$1,037	\$0	\$1,037	-\$94	\$943
						3BR / 2BA	\$1,185	\$0	\$1,185	-\$138	\$1,047

## Hatcher Tobacco Flats, continued

### Amenities

In-Unit		Security	Services
Blinds	Cable/Satellite/Internet	In-Unit Alarm	None
Carpeting	Central A/C	Intercom (Buzzer)	
Coat Closet	Dishwasher	Limited Access	
Ceiling Fan	Garbage Disposal	Patrol	
Microwave	Oven	Perimeter Fencing	
Refrigerator	Vaulted Ceilings		
Walk-In Closet	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Carport(\$60.00)	Clubhouse/Meeting Room/Community	None	None
Elevators	Exercise Facility		
Off-Street Parking(\$25.00)	On-Site Management		
Volleyball Court	Wi-Fi		

### Comments

The contact reported that demand is high and there are typically five or more inquiries per day. Wifi is available both in units and in common spaces for no additional fee. There is covered parking available for a \$60 per month fee or unassigned surface parking. Rents are set at the 2022 maximum levels and the contact could not comment on whether higher rents are achievable.

Photos



# PROPERTY PROFILE REPORT

## Market Slip Apartments

Effective Rent Date	3/02/2023
Location	2 South 17th Street Richmond, VA 23219 Richmond City County
Distance	1 mile
Units	44
Vacant Units	0
Vacancy Rate	0.0%
Type	Lowrise (3 stories)
Year Built/Renovated	1909 / 1993
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Richmond Dairy Apartments
Tenant Characteristics	Mixed tenancy, some families from the Richmond area
Contact Name	Terry
Phone	804-649-9900



### Market Information

Program	@50%, @60%
Annual Turnover Rate	27%
Units/Month Absorbed	N/A
HCV Tenants	21%
Leasing Pace	Within one week
Annual Chg. in Rent	None reported since 2Q2022
Concession	None
Waiting List	Yes; six months in length

### Utilities

A/C	included -- central
Cooking	included -- electric
Water Heat	included -- electric
Heat	included -- electric
Other Electric	included
Water	included
Sewer	included
Trash Collection	included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Lowrise (3 stories)	6	650	\$780	\$0	@50%	Yes	0	0.0%	no	None
1	1	Lowrise (3 stories)	17	725	\$900	\$0	@60%	Yes	0	0.0%	no	None
2	2	Lowrise (3 stories)	21	1,100	\$1,020	\$0	@60%	Yes	0	0.0%	no	None

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$780	\$0	\$780	-\$141	\$639	1BR / 1BA	\$900	\$0	\$900	-\$141	\$759
						2BR / 2BA	\$1,020	\$0	\$1,020	-\$194	\$826

## Market Slip Apartments, continued

### Amenities

In-Unit		Security	Services
Blinds	Carpet/Hardwood	Intercom (Buzzer)	None
Carpeting	Central A/C	Intercom (Phone)	
Coat Closet	Dishwasher	Limited Access	
Garbage Disposal	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Garage	Off-Street Parking	None	None

### Comments

The contact reported that the property keeps their rents below the maximum allowable levels, which keeps demand at the property high. The contact noted that turnover is low, and they strictly go off their waiting list.

Photos



# PROPERTY PROFILE REPORT

## Miller Lofts At Plant Zero

Effective Rent Date	7/19/2023
Location	500 Stockton Street Richmond, VA 23224 Richmond City County
Distance	0.2 miles
Units	197
Vacant Units	1
Vacancy Rate	0.5%
Type	Garden (3 stories)
Year Built/Renovated	2015 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	None identified
Contact Name	Christina
Phone	(877) 387-9011



### Market Information

Program	@60%
Annual Turnover Rate	3%
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	Preleased
Annual Chg. in Rent	Kept at 2022 Max
Concession	None
Waiting List	Yes, 98 households

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	749	\$1,019	\$0	@60%	Yes	1	N/A	no	None
2	2	Garden (3 stories)	N/A	1,039	\$1,182	\$0	@60%	Yes	0	N/A	no	None
3	1.5	Garden (3 stories)	1	1,231	\$1,329	\$0	@60%	Yes	0	0.0%	no	None

### Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,019	\$0	\$1,019	\$0	\$1,019
2BR / 2BA	\$1,182	\$0	\$1,182	\$0	\$1,182
3BR / 1.5BA	\$1,329	\$0	\$1,329	\$0	\$1,329



## Miller Lofts At Plant Zero, continued

### Amenities

In-Unit		Security	Services
Blinds	Carpet/Hardwood	Intercom (Buzzer)	None
Central A/C	Coat Closet	Limited Access	
Dishwasher	Ceiling Fan	Video Surveillance	
Garbage Disposal	Microwave		
Oven	Refrigerator		
Vaulted Ceilings	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	View	None
Courtyard	Exercise Facility		
Off-Street Parking(\$25.00)	On-Site Management		
Swimming Pool			

### Comments

Rents are set at the 2022 maximum allowable levels. The contact could not comment on when or whether the property would increase rents to the 2023 maximum levels.

Photos



# PROPERTY PROFILE REPORT

## Old Stone Row

Effective Rent Date	7/18/2023
Location	2005 E Franklin Street Richmond, VA 23223 County
Distance	1.1 miles
Units	96
Vacant Units	5
Vacancy Rate	5.2%
Type	Midrise (5 stories)
Year Built/Renovated	2011 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	2001 East, Cheroot Apartments, Terrace 202
Tenant Characteristics	Families, young professionals
Contact Name	Mary
Phone	(804) 369-9977



### Market Information

Program	@60%, Market
Annual Turnover Rate	11%
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	Preleased
Annual Chg. in Rent	Inc. one to five percent
Concession	None
Waiting List	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (5 stories)	N/A	533	\$964	\$0	@60%	No	0	N/A	no	None
1	1	Midrise (5 stories)	N/A	533	\$1,309	\$0	Market	No	2	N/A	N/A	None
2	2	Midrise (5 stories)	N/A	831	\$1,609	\$0	Market	No	3	N/A	N/A	None

### Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$964	\$0	\$964	-\$96	\$868	1BR / 1BA	\$1,309	\$0	\$1,309	-\$96	\$1,213
						2BR / 2BA	\$1,609	\$0	\$1,609	-\$134	\$1,475

Amenities

<b>In-Unit</b>		<b>Security</b>	<b>Services</b>
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Cable/Satellite/Internet	Carpeting	Limited Access	
Central A/C	Coat Closet		
Dishwasher	Ceiling Fan		
Microwave	Oven		
Refrigerator	Washer/Dryer		
Washer/Dryer hookup			
<b>Property</b>		<b>Premium</b>	<b>Other</b>
Elevators	Exercise Facility	None	None
Garage(\$75.00)	Off-Street Parking		
On-Site Management	Picnic Area		

Comments

The contact was unable to comment on housing choice vouchers tenants. Garage parking is \$75. Off-street parking is also available. Management was unable to indicate why rents are currently set below 2023 max rents. The contact reported that the property currently does not maintain a waiting list.

Photos



# PROPERTY PROFILE REPORT

## Port City I

Effective Rent Date	7/12/2023
Location	800 Jefferson Davis Highway Richmond, VA 23224 Richmond City County
Distance	1 mile
Units	135
Vacant Units	11
Vacancy Rate	8.1%
Type	Conversion (4 stories)
Year Built/Renovated	2018 / N/A
Marketing Began	2/01/2019
Leasing Began	N/A
Last Unit Leased	8/01/2019
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy
Contact Name	Tasha
Phone	804-944-2749



### Market Information

Program	@30%, @40%, @50%, @60%, @70%, @80%
Annual Turnover Rate	12%
Units/Month Absorbed	22
HCV Tenants	11%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Kept at max
Concession	None
Waiting List	Yes, length unknown

### Utilities

A/C	included -- central
Cooking	included -- electric
Water Heat	included -- gas
Heat	included -- electric
Other Electric	included
Water	included
Sewer	included
Trash Collection	included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Conversion (4 stories)	8	622	\$800	\$0	@40%	Yes	0	0.0%	yes	None
1	1	Conversion (4 stories)	10	636	\$1,000	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Conversion (4 stories)	35	677	\$1,200	\$0	@60%	Yes	6	17.1%	yes	None
1	1	Conversion (4 stories)	7	692	\$1,400	\$0	@70%	Yes	0	0.0%	yes	None
1	1	Conversion (4 stories)	5	764	\$1,600	\$0	@80%	Yes	1	20.0%	yes	None
2	2	Conversion (4 stories)	1	879	\$720	\$0	@30%	Yes	0	0.0%	yes	None
2	2	Conversion (4 stories)	7	857	\$960	\$0	@40%	Yes	0	0.0%	yes	None
2	2	Conversion (4 stories)	12	1,022	\$1,200	\$0	@50%	Yes	1	8.3%	yes	None
2	2	Conversion (4 stories)	31	903	\$1,440	\$0	@60%	Yes	2	6.5%	yes	None
2	2	Conversion (4 stories)	9	972	\$1,680	\$0	@70%	Yes	0	0.0%	yes	None
2	2	Conversion (4 stories)	8	1,123	\$1,920	\$0	@80%	Yes	1	12.5%	yes	None
3	2	Conversion (4 stories)	1	1,219	\$1,663	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Conversion (4 stories)	1	1,219	\$1,940	\$0	@70%	Yes	0	0.0%	yes	None



Photos





# PROPERTY PROFILE REPORT

## Port City II

Effective Rent Date	6/09/2023
Location	716 Richmond Highway Richmond, VA 23224 Richmond City County
Distance	0.9 miles
Units	147
Vacant Units	8
Vacancy Rate	5.4%
Type	Conversion
Year Built/Renovated	1950 / 2022
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy
Contact Name	Tasha
Phone	804-424-5298



### Market Information

Program	@40%, @50%, @60%, @70%, @80%
Annual Turnover Rate	N/A
Units/Month Absorbed	17
HCV Tenants	N/A
Leasing Pace	N/A
Annual Chg. in Rent	Increased to 2023 maximum
Concession	None
Waiting List	Yes; length unknown

### Utilities

A/C	included -- central
Cooking	included -- electric
Water Heat	included -- gas
Heat	included -- gas
Other Electric	included
Water	included
Sewer	included
Trash Collection	included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Conversion	2	699	\$800	\$0	@40%	Yes	0	0.0%	yes	None
1	1	Conversion	40	699	\$1,000	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Conversion	40	699	\$1,200	\$0	@60%	Yes	3	7.5%	yes	None
1	1	Conversion	27	699	\$1,400	\$0	@70%	Yes	2	7.4%	yes	None
2	2	Conversion	5	1,016	\$1,200	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Conversion	17	1,016	\$1,440	\$0	@60%	Yes	1	5.9%	yes	None
2	2	Conversion	12	1,016	\$1,680	\$0	@70%	Yes	1	8.3%	yes	None
2	2	Conversion	3	1,016	\$1,920	\$0	@80%	Yes	1	33.3%	yes	None
3	2	Conversion	1	1,501	\$1,940	\$0	@70%	Yes	0	0.0%	yes	None

## Port City II, continued

### Unit Mix

@40%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$800	\$0	\$800	-\$141	\$659	1BR / 1BA	\$1,000	\$0	\$1,000	-\$141	\$859
						2BR / 2BA	\$1,200	\$0	\$1,200	-\$194	\$1,006
@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@70%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,200	\$0	\$1,200	-\$141	\$1,059	1BR / 1BA	\$1,400	\$0	\$1,400	-\$141	\$1,259
2BR / 2BA	\$1,440	\$0	\$1,440	-\$194	\$1,246	2BR / 2BA	\$1,680	\$0	\$1,680	-\$194	\$1,486
						3BR / 2BA	\$1,940	\$0	\$1,940	-\$261	\$1,679
@80%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent						
2BR / 2BA	\$1,920	\$0	\$1,920	-\$194	\$1,726						

### Amenities

In-Unit		Security	Services
Blinds	Cable/Satellite/Internet	Intercom (Buzzer)	None
Carpet/Hardwood	Carpeting	Limited Access	
Central A/C	Coat Closet		
Dishwasher	Ceiling Fan		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Vaulted Ceilings	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Car Wash	None	None
Clubhouse/Meeting Room/Community	Courtyard		
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Recreation Areas		
Swimming Pool	Wi-Fi		

### Comments

The property also offers 23 studio units to be leased to artists. The property opened in October 2022 and is currently in its initial lease-up, indicating an absorption rate of 17 units per month.

Photos



# PROPERTY PROFILE REPORT

## Tobacco Landing

Effective Rent Date	4/24/2023
Location	2701 East Main Street Richmond, VA 23223 Richmond City County
Distance	1.3 miles
Units	62
Vacant Units	0
Vacancy Rate	0.0%
Type	Midrise (5 stories)
Year Built/Renovated	1997 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy
Contact Name	Janae
Phone	(804) 649-9900



### Market Information

Program	@50%, @60%
Annual Turnover Rate	16%
Units/Month Absorbed	N/A
HCV Tenants	21%
Leasing Pace	Pre-leased
Annual Chg. in Rent	None
Concession	None
Waiting List	Yes; six months in length

### Utilities

A/C	included -- central
Cooking	included -- electric
Water Heat	included -- electric
Heat	included -- electric
Other Electric	included
Water	included
Sewer	included
Trash Collection	included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (5 stories)	12	669	\$780	\$0	@50%	Yes	0	0.0%	no	None
1	1	Midrise (5 stories)	38	669	\$900	\$0	@60%	Yes	0	0.0%	no	None
2	1	Midrise (5 stories)	12	889	\$1,120	\$0	@60%	Yes	0	0.0%	no	None

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$780	\$0	\$780	-\$141	\$639	1BR / 1BA	\$900	\$0	\$900	-\$141	\$759
						2BR / 1BA	\$1,120	\$0	\$1,120	-\$194	\$926

## Tobacco Landing, continued

### Amenities

In-Unit		Security	Services
Blinds	Carpeting	Intercom (Buzzer)	None
Central A/C	Coat Closet	Limited Access	
Dishwasher	Ceiling Fan	Patrol	
Garbage Disposal	Oven	Perimeter Fencing	
Refrigerator			
Property		Premium	Other
Carport	Elevators	None	None
Garage	Central Laundry		
Off-Street Parking	On-Site Management		

### Comments

The contact reported that the rents are set below the maximum allowable levels, which keeps demand at the property high. The contact noted that turnover is low, and vacant units are filled from their waiting list.

Photos



# PROPERTY PROFILE REPORT

## 908 Perry Street

Effective Rent Date	7/18/2023
Location	908 Perry Street Richmond, VA 23224 Richmond City County
Distance	0.2 miles
Units	44
Vacant Units	0
Vacancy Rate	0.0%
Type	Lowrise (3 stories)
Year Built/Renovated	2012 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	None identified
Contact Name	John
Phone	(804) 643-3098



### Market Information

Program	Market
Annual Turnover Rate	15%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Dec 2.5 to inc. 9.5 percent
Concession	None
Waiting List	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Lowrise (3 stories)	30	750	\$1,145	\$0	Market	No	0	0.0%	N/A	AVG*
1	1	Lowrise (3 stories)	N/A	900	\$1,295	\$0	Market	No	0	N/A	N/A	HIGH*
1	1	Lowrise (3 stories)	N/A	600	\$995	\$0	Market	No	0	N/A	N/A	LOW*
2	2	Lowrise (3 stories)	14	1,000	\$1,615	\$0	Market	No	0	0.0%	N/A	AVG*
2	2	Lowrise (3 stories)	N/A	1,144	\$1,700	\$0	Market	No	0	N/A	N/A	HIGH*
2	2	Lowrise (3 stories)	N/A	1,000	\$1,265	\$0	Market	No	0	N/A	N/A	LOW*

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$995 - \$1,295	\$0	\$995 - \$1,295	-\$65	\$930 - \$1,230
2BR / 2BA	\$1,265 - \$1,700	\$0	\$1,265 - \$1,700	-\$94	\$1,171 - \$1,606

## Amenities

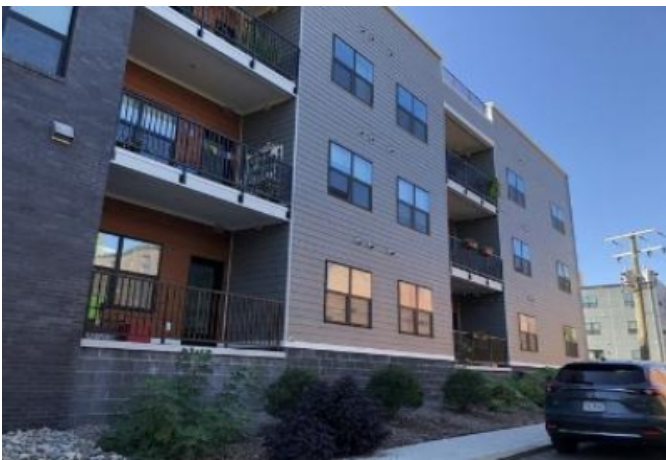
In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Cable/Satellite/Internet	Central A/C	Limited Access	
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Exercise Facility	Off-Street Parking	None	None

## Comments

The contact reported that the rents vary based on unit size and location as well as unit amenities.



Photos



# PROPERTY PROFILE REPORT

## Hopper Lofts

Effective Rent Date	7/18/2023
Location	700 Everett Street Richmond, VA 23224 Richmond City County
Distance	0.3 miles
Units	149
Vacant Units	6
Vacancy Rate	4.0%
Type	Conversion (2 stories)
Year Built/Renovated	1939 / 2013
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Lofts at Commerce
Tenant Characteristics	Mix of singles and couples
Contact Name	Tom
Phone	(804) 230-5999



### Market Information

Program	Market
Annual Turnover Rate	20%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased 1.0 to 12.6 percent
Concession	None
Waiting List	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Conversion (2 stories)	107	644	\$1,226	\$0	Market	No	2	1.9%	N/A	AVG*
1	1	Conversion (2 stories)	0	808	\$1,455	\$0	Market	No	0	N/A	N/A	HIGH*
1	1	Conversion (2 stories)	0	460	\$1,169	\$0	Market	No	0	N/A	N/A	LOW*
1	1.5	Conversion (2 stories)	7	757	\$1,427	\$0	Market	No	1	14.3%	N/A	AVG*
1	1.5	Conversion (2 stories)	0	768	\$1,449	\$0	Market	No	0	N/A	N/A	HIGH*
1	1.5	Conversion (2 stories)	0	692	\$1,269	\$0	Market	No	0	N/A	N/A	LOW*
2	2	Conversion (2 stories)	35	947	\$1,540	\$0	Market	No	3	8.6%	N/A	AVG*
2	2	Conversion (2 stories)	0	1,151	\$1,933	\$0	Market	No	0	N/A	N/A	HIGH*
2	2	Conversion (2 stories)	0	743	\$1,275	\$0	Market	No	0	N/A	N/A	LOW*

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,169 - \$1,455	\$0	\$1,169 - \$1,455	\$0	\$1,169 - \$1,455
1BR / 1.5BA	\$1,269 - \$1,449	\$0	\$1,269 - \$1,449	\$0	\$1,269 - \$1,449
2BR / 2BA	\$1,275 - \$1,933	\$0	\$1,275 - \$1,933	\$0	\$1,275 - \$1,933

## Hopper Lofts, continued

### Amenities

#### In-Unit

Balcony/Patio  
Cable/Satellite/Internet  
Central A/C  
Dishwasher  
Garbage Disposal  
Oven  
Skylights  
Walk-In Closet  
Washer/Dryer hookup

Blinds  
Carpet/Hardwood  
Coat Closet  
Ceiling Fan  
Microwave  
Refrigerator  
Vaulted Ceilings  
Washer/Dryer

#### Security

In-Unit Alarm  
Intercom (Buzzer)  
Limited Access

#### Services

None

#### Property

Business Center/Computer Lab  
Concierge  
Elevators  
Central Laundry  
On-Site Management  
Theatre

Clubhouse/Meeting Room/Community  
Courtyard  
Exercise Facility  
Off-Street Parking  
Recreation Areas  
Wi-Fi

#### Premium

None

#### Other

Dog park, bike racks

### Comments

The property does not accept housing choice vouchers. Cable is included in rent.

Photos



# PROPERTY PROFILE REPORT

## Link Apartments Manchester

Effective Rent Date	7/18/2023
Location	901 Mcdonough Street Richmond, VA 23224 Richmond City County
Distance	0.4 miles
Units	187
Vacant Units	3
Vacancy Rate	1.6%
Type	Midrise (5 stories)
Year Built/Renovated	2012 / N/A
Marketing Began	N/A
Leasing Began	11/01/2012
Last Unit Leased	8/01/2013
Major Competitors	None identified
Tenant Characteristics	Mixed local area tenancy employed in diverse jobs and industries deemed essential
Contact Name	Kirsten
Phone	(804) 232-0849



### Market Information

Program	Market
Annual Turnover Rate	32%
Units/Month Absorbed	19
HCV Tenants	N/A
Leasing Pace	Within one week
Annual Chg. in Rent	Decreased 1.7 to 7.7%
Concession	None
Waiting List	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (5 stories)	142	692	\$1,391	\$0	Market	No	1	0.7%	N/A	AVG*
1	1	Midrise (5 stories)	N/A	739	\$1,442	\$0	Market	No	0	N/A	N/A	HIGH*
1	1	Midrise (5 stories)	N/A	645	\$1,341	\$0	Market	No	0	N/A	N/A	LOW*
2	2	Midrise (5 stories)	2	953	\$1,872	\$0	Market	No	0	0.0%	N/A	None
2	2	Midrise (5 stories)	43	1,111	\$1,794	\$0	Market	No	2	4.7%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,341 - \$1,442	\$0	\$1,341 - \$1,442	\$0	\$1,341 - \$1,442
2BR / 2BA	\$1,794 - \$1,872	\$0	\$1,794 - \$1,872	\$0	\$1,794 - \$1,872

## Link Apartments Manchester, continued

### Amenities

In-Unit		Security	Services
Blinds	Cable/Satellite/Internet	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher	Patrol	
Exterior Storage	Ceiling Fan		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Elevators	Exercise Facility		
Garage(\$10.00)	On-Site Management		
Picnic Area	Recreation Areas		
Swimming Pool			

### Comments

The contact reported that the property accepts Housing Choice Vouchers; however, the contact could not provide an estimate for the percentage of tenants that use them.

Photos



# PROPERTY PROFILE REPORT

## Lofts At Canal Walk

Effective Rent Date	7/18/2023
Location	1915 East Main Street Richmond, VA 23219 Richmond City County
Distance	1 mile
Units	200
Vacant Units	7
Vacancy Rate	3.5%
Type	Midrise (4 stories)
Year Built/Renovated	1893 / 2003
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	None identified
Contact Name	Mandy
Phone	804-643-5638



### Market Information

Program	Market
Annual Turnover Rate	30%
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	Within three days
Annual Chg. in Rent	Decreased up to 15%
Concession	None
Waiting List	None

### Utilities

A/C	included -- wall
Cooking	included -- electric
Water Heat	included -- electric
Heat	included -- electric
Other Electric	included
Water	included
Sewer	included
Trash Collection	included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Midrise (4 stories)	N/A	579	\$1,250	\$0	Market	No	3	N/A	N/A	AVG*
0	1	Midrise (4 stories)	N/A	770	\$1,194	\$0	Market	No	0	N/A	N/A	HIGH*
0	1	Midrise (4 stories)	N/A	388	\$1,170	\$0	Market	No	0	N/A	N/A	LOW*
1	1	Midrise (4 stories)	N/A	792	\$1,372	\$0	Market	No	3	N/A	N/A	AVG*
1	1	Midrise (4 stories)	N/A	1,024	\$1,426	\$0	Market	No	0	N/A	N/A	HIGH*
1	1	Midrise (4 stories)	N/A	560	\$1,271	\$0	Market	No	0	N/A	N/A	LOW*
2	2	Midrise (4 stories)	N/A	1,135	\$1,844	\$0	Market	No	1	N/A	N/A	AVG*
2	2	Midrise (4 stories)	N/A	1,300	\$2,882	\$0	Market	No	0	N/A	N/A	HIGH*
2	2	Midrise (4 stories)	N/A	970	\$1,691	\$0	Market	No	0	N/A	N/A	LOW*

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$1,170 - \$1,250	\$0	\$1,170 - \$1,250	-\$128	\$1,042 - \$1,122
1BR / 1BA	\$1,271 - \$1,426	\$0	\$1,271 - \$1,426	-\$141	\$1,130 - \$1,285
2BR / 2BA	\$1,691 - \$2,882	\$0	\$1,691 - \$2,882	-\$194	\$1,497 - \$2,688



## Lofts At Canal Walk, continued

### Amenities

In-Unit		Security	Services
Blinds	Cable/Satellite/Internet	Intercom (Buzzer)	None
Carpet/Hardwood	Central A/C	Intercom (Phone)	
Coat Closet	Dishwasher	Intercom (Video)	
Exterior Storage	Ceiling Fan	Limited Access	
Fireplace	Furnishing	Video Surveillance	
Garbage Disposal	Microwave		
Oven	Refrigerator		
Vaulted Ceilings	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Courtyard	Elevators	Floor	None
Exercise Facility	Garage(\$80.00)	View	
Central Laundry	On-Site Management		
Picnic Area	Swimming Pool		
Wi-Fi			

### Comments

The Lofts at Canal Walk have three different locations, but all operate as one property. The unit-mix above includes all three properties. This property does accept Housing Choice Vouchers, but the contact could not provide an estimate of the percent of tenants that use them. The property utilizes a daily pricing system, as such rates fluctuate on a daily basis. It is noted that rents have decreased slightly over the past year, contrary to the market as a whole. As indicated, the property can change rents on a daily basis, and rents can change significantly from one day to the next.

Photos



# PROPERTY PROFILE REPORT

## Paper Company

Effective Rent Date	7/18/2023
Location	203 Hull Street Richmond, VA 23224 Richmond City County
Distance	0.3 miles
Units	88
Vacant Units	0
Vacancy Rate	0.0%
Type	Lowrise (4 stories)
Year Built/Renovated	1900 / 2008
Marketing Began	N/A
Leasing Began	1/01/2009
Last Unit Leased	9/01/2009
Major Competitors	Commons at Plant Zero, Parachute Factory
Tenant Characteristics	None identified
Contact Name	Evie
Phone	(804) 233-8330



### Market Information

Program	Market
Annual Turnover Rate	25%
Units/Month Absorbed	10
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Dec 2% to inc. 9%
Concession	None
Waiting List	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Lowrise (4 stories)	30	551	\$975	\$0	Market	No	0	0.0%	N/A	AVG*
1	1	Lowrise (4 stories)	20	611	\$1,200	\$0	Market	No	0	0.0%	N/A	AVG*
1	1.5	Lowrise (4 stories)	20	845	\$1,405	\$0	Market	No	0	0.0%	N/A	AVG*
2	1	Lowrise (4 stories)	9	850	\$1,605	\$0	Market	No	0	0.0%	N/A	AVG*
2	2	Lowrise (4 stories)	9	1,019	\$1,435	\$0	Market	No	0	0.0%	N/A	AVG*

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$975	\$0	\$975	-\$61	\$914
1BR / 1BA	\$1,200	\$0	\$1,200	-\$65	\$1,135
1BR / 1.5BA	\$1,405	\$0	\$1,405	-\$65	\$1,340
2BR / 1BA	\$1,605	\$0	\$1,605	-\$94	\$1,511
2BR / 2BA	\$1,435	\$0	\$1,435	-\$94	\$1,341

Amenities

In-Unit		Security	Services
Blinds	Carpet/Hardwood	Intercom (Buzzer)	None
Central A/C	Coat Closet	Limited Access	
Dishwasher	Ceiling Fan	Video Surveillance	
Garbage Disposal	Microwave		
Oven	Refrigerator		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Elevators	Off-Street Parking	Floor	None
On-Site Management	Recreation Areas		
Swimming Pool			

Comments

The property does not have any current availability or units on notice and the contact noted estimated pricing if any units were to become available soon. Rents are based on the specific floorplan and location of the unit within the building..

Photos



# PROPERTY PROFILE REPORT

## The Box

Effective Rent Date	7/19/2023
Location	501 Decatur Street Richmond, VA 23224 County
Distance	0.2 miles
Units	118
Vacant Units	46
Vacancy Rate	39.0%
Type	Highrise (7 stories)
Year Built/Renovated	2023 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	N/A
Tenant Characteristics	N/A
Contact Name	Tatum
Phone	(804) 534-2366



### Market Information

Program	Market
Annual Turnover Rate	N/A
Units/Month Absorbed	21
HCV Tenants	0%
Leasing Pace	Within one month
Annual Chg. in Rent	Not available
Concession	One month free
Waiting List	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Highrise (7 stories)	N/A	558	\$1,599	\$133	Market	No	18	N/A	N/A	None
1	1	Highrise (7 stories)	N/A	651	\$1,680	\$140	Market	No	12	N/A	N/A	None
2	2	Highrise (7 stories)	N/A	908	\$2,114	\$176	Market	No	8	N/A	N/A	None
2	2	Highrise (7 stories)	N/A	939	\$2,102	\$175	Market	No	8	N/A	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,599 - \$1,680	\$133 - \$140	\$1,466 - \$1,540	\$20	\$1,486 - \$1,560
2BR / 2BA	\$2,102 - \$2,114	\$175 - \$176	\$1,927 - \$1,938	\$20	\$1,947 - \$1,958

## The Box, continued

### Amenities

In-Unit		Security	Services
Blinds	Carpeting	Intercom (Buzzer)	None
Central A/C	Coat Closet	Limited Access	
Dishwasher	Ceiling Fan		
Garbage Disposal	Oven		
Refrigerator	Vinyl Plank Flooring		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Elevators	None	None
Exercise Facility	Garage(\$100.00)		
On-Site Management	Recreation Areas		
Swimming Pool			

### Comments

The property opened in April 2023 and 61.0 percent occupied as of mid-July 2023, indicating an absorption rate of 21 units per month. The property is currently offering one-months free rent for all units and all lease types. Rents vary based on the layout of the floorplan, unit size, and the location of the unit in the building. The property only features garage parking for \$100 per month.

Photos





# PROPERTY PROFILE REPORT

## The Current

Effective Rent Date	7/18/2023
Location	400 Hull Street Richmond, VA 23224 Richmond County
Distance	0.2 miles
Units	215
Vacant Units	21
Vacancy Rate	9.8%
Type	Midrise (5 stories)
Year Built/Renovated	2021 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	N/A
Tenant Characteristics	N/A
Contact Name	Felicity
Phone	(804) 348-0432



### Market Information

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

### Utilities

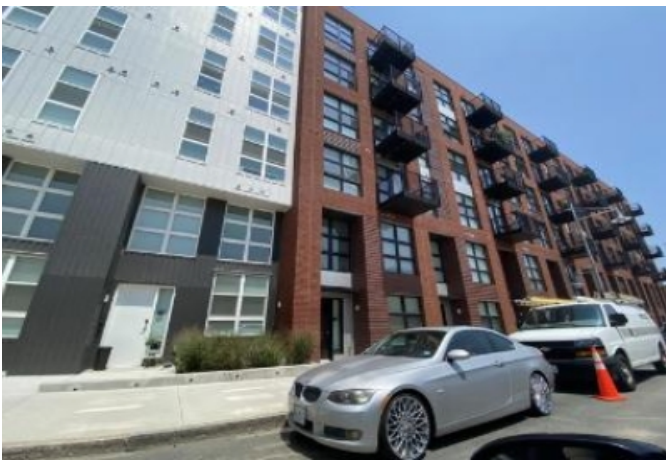
A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- gas
Heat	not included -- gas
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Midrise (5 stories)	N/A	500	\$1,435	\$0	Market	No	7	N/A	N/A	AVG*
0	1	Midrise (5 stories)	N/A	653	\$1,605	\$0	Market	No	0	N/A	N/A	HIGH*
0	1	Midrise (5 stories)	N/A	435	\$1,399	\$0	Market	No	0	N/A	N/A	LOW*
1	1	Midrise (5 stories)	N/A	672	\$1,545	\$0	Market	No	4	N/A	N/A	None
1	1	Midrise (5 stories)	N/A	706	\$1,790	\$0	Market	No	1	N/A	N/A	None
1	1	Midrise (5 stories)	N/A	722	\$1,685	\$0	Market	No	1	N/A	N/A	None
1.5	2	Midrise (5 stories)	N/A	709	\$1,765	\$0	Market	No	1	N/A	N/A	None
1.5	2	Midrise (5 stories)	N/A	780	\$1,858	\$0	Market	No	5	N/A	N/A	AVG*
1.5	2	Midrise (5 stories)	N/A	788	\$1,955	\$0	Market	No	0	N/A	N/A	HIGH*
1.5	2	Midrise (5 stories)	N/A	772	\$1,760	\$0	Market	No	0	N/A	N/A	LOW*
2	2	Midrise (5 stories)	N/A	941	\$1,945	\$0	Market	No	2	N/A	N/A	None



Photos



SUMMARY MATRIX

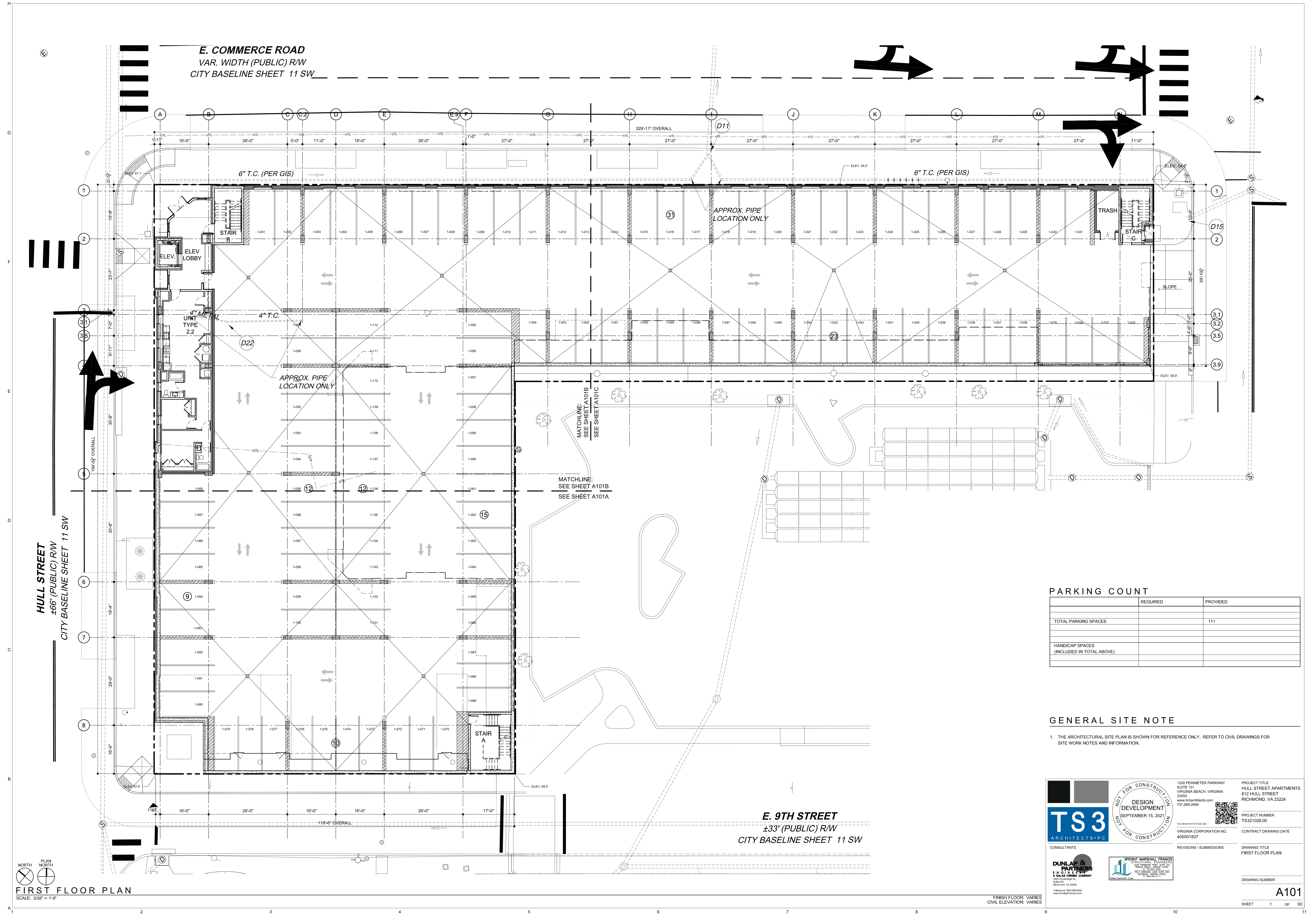
Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate
Subject	812 Hull Street	-	Midrise	@60%	1BR / 1BA	28	24.1%	500	@60%	\$1,084	No	N/A	N/A	N/A
	812 Hull Street		4-stories		1BR / 1BA	57	48.3%	650	@60%	\$1,084	No	N/A	N/A	N/A
	Richmond, VA 23224		2024 / n/a		2BR / 2BA	31	27.6%	856	@60%	\$1,299	No	N/A	N/A	N/A
	Richmond County		Family										N/A	N/A
116													0	0.0%
1	Hatcher Tobacco Flats	0.1 miles	Midrise	@40%, @50%	1BR / 1BA	15	9.9%	701	@40%	\$619	No	Yes	0	0.0%
	151 West Commerce Road		5-stories		1BR / 1BA	16	10.5%	701	@50%	\$808	No	Yes	0	0.0%
	Richmond, VA 23224		2015 / n/a		2BR / 2BA	93	61.2%	963	@50%	\$943	No	Yes	0	0.0%
	Richmond City County		Family		3BR / 2BA	28	18.4%	1,068	@50%	\$1,047	No	Yes	0	0.0%
152													0	0.0%
2	Market Slip Apartments	1.0 miles	Lowrise	@50%, @60%	1BR / 1BA	6	13.6%	650	@50%	\$639	No	Yes	0	0.0%
	2 South 17th Street		3-stories		1BR / 1BA	17	38.6%	725	@60%	\$759	No	Yes	0	0.0%
	Richmond, VA 23219		1909 / 1993		2BR / 2BA	21	47.7%	1,100	@60%	\$826	No	Yes	0	0.0%
	Richmond City County		Family										0	0.0%
44													0	0.0%
3	Miller Lofts At Plant Zero	0.2 miles	Garden	@60%	1BR / 1BA	N/A	N/A	749	@60%	\$1,019	No	Yes	1	N/A
	500 Stockton Street		3-stories		2BR / 2BA	N/A	N/A	1,039	@60%	\$1,182	No	Yes	0	N/A
	Richmond, VA 23224		2015 / n/a		3BR / 1.5BA	1	0.5%	1,231	@60%	\$1,329	No	Yes	0	0.0%
	Richmond City County		Family										0	0.0%
197													1	0.5%
4	Old Stone Row	1.1 miles	Midrise	@60%, Market	1BR / 1BA	N/A	N/A	533	@60%	\$868	No	No	0	N/A
	2005 E Franklin Street		5-stories		1BR / 1BA	N/A	N/A	533	Market	\$1,213	N/A	No	2	N/A
	Richmond, VA 23223		2011 / n/a		2BR / 2BA	N/A	N/A	831	Market	\$1,475	N/A	No	3	N/A
	County		Family										0	0.0%
96													5	5.2%
5	Port City I	1.0 miles	Conversion	@30%, @40%, @50%, @60%, @70%, @80%	1BR / 1BA	8	5.9%	622	@40%	\$659	Yes	Yes	0	0.0%
	800 Jefferson Davis Highway		4-stories		1BR / 1BA	10	7.4%	636	@50%	\$859	Yes	Yes	0	0.0%
	Richmond, VA 23224		2018 / n/a		1BR / 1BA	35	25.9%	677	@60%	\$1,059	Yes	Yes	6	17.1%
	Richmond City County		Family		1BR / 1BA	7	5.2%	692	@70%	\$1,259	Yes	Yes	0	0.0%
					1BR / 1BA	5	3.7%	764	@80%	\$1,459	Yes	Yes	1	20.0%
					2BR / 2BA	1	0.7%	879	@30%	\$526	Yes	Yes	0	0.0%
					2BR / 2BA	7	5.2%	857	@40%	\$766	Yes	Yes	0	0.0%
					2BR / 2BA	12	8.9%	1,022	@50%	\$1,006	Yes	Yes	1	8.3%
					2BR / 2BA	31	23.0%	903	@60%	\$1,246	Yes	Yes	2	6.3%
					2BR / 2BA	9	6.7%	972	@70%	\$1,486	Yes	Yes	0	0.0%
					2BR / 2BA	8	5.9%	1,123	@80%	\$1,726	Yes	Yes	1	12.5%
					3BR / 2BA	1	0.7%	1,219	@60%	\$1,402	Yes	Yes	0	0.0%
					3BR / 2BA	1	0.7%	1,219	@70%	\$1,679	Yes	Yes	0	N/A
	135													11
6	Port City II	0.9 miles	Conversion	@40%, @50%, @60%, @70%, @80%	1BR / 1BA	2	1.4%	699	@40%	\$659	Yes	Yes	0	0.0%
	716 Richmond Highway		1-stories		1BR / 1BA	40	27.2%	699	@50%	\$859	Yes	Yes	0	0.0%
	Richmond, VA 23224		1950 / 2022		1BR / 1BA	40	27.2%	699	@60%	\$1,059	Yes	Yes	3	7.5%
	Richmond City County		Family		1BR / 1BA	27	18.4%	699	@70%	\$1,259	Yes	Yes	2	7.4%
					2BR / 2BA	5	3.4%	1,016	@50%	\$1,006	Yes	Yes	0	0.0%
					2BR / 2BA	17	11.6%	1,016	@60%	\$1,246	Yes	Yes	1	5.9%
					2BR / 2BA	12	8.2%	1,016	@70%	\$1,486	Yes	Yes	1	8.3%
					2BR / 2BA	3	2.0%	1,016	@80%	\$1,726	Yes	Yes	1	33.3%
				3BR / 2BA	1	0.7%	1,501	@70%	\$1,679	Yes	Yes	0	0.0%	
147													8	5.4%
7	Tobacco Landing	1.3 miles	Midrise	@50%, @60%	1BR / 1BA	12	19.4%	669	@50%	\$639	No	Yes	0	0.0%
	2701 East Main Street		5-stories		1BR / 1BA	38	61.3%	669	@60%	\$759	No	Yes	0	0.0%
	Richmond, VA 23223		1997 / n/a		2BR / 1BA	12	19.4%	889	@60%	\$926	No	Yes	0	0.0%
	Richmond City County		Family										0	0.0%
62													0	0.0%
8	908 Perry Street	0.2 miles	Lowrise	Market	1BR / 1BA	30	68.2%	750	Market	\$1,080	N/A	No	0	0.0%
	908 Perry Street		3-stories		1BR / 1BA	N/A	N/A	900	Market	\$1,230	N/A	No	0	N/A
	Richmond, VA 23224		2012 / n/a		1BR / 1BA	N/A	N/A	600	Market	\$930	N/A	No	0	N/A
	Richmond City County		Family		2BR / 2BA	14	31.8%	1,000	Market	\$1,521	N/A	No	0	0.0%
					2BR / 2BA	N/A	N/A	1,144	Market	\$1,606	N/A	No	0	N/A
					2BR / 2BA	N/A	N/A	1,000	Market	\$1,171	N/A	No	0	N/A
44													0	0.0%
9	Hopper Lofts	0.2 miles	Conversion	Market	1BR / 1BA	107	71.8%	644	Market	\$1,226	N/A	No	2	1.9%
	700 Everett Street		2-stories		1BR / 1BA	N/A	N/A	808	Market	\$1,455	N/A	No	0	N/A
	Richmond, VA 23224		1939 / 2013		1BR / 1BA	N/A	N/A	460	Market	\$1,169	N/A	No	0	N/A
	Richmond City County		Family		1BR / 1.5BA	7	4.7%	757	Market	\$1,427	N/A	No	1	14.3%
					1BR / 1.5BA	N/A	N/A	768	Market	\$1,449	N/A	No	0	N/A
					1BR / 1.5BA	N/A	N/A	692	Market	\$1,269	N/A	No	0	N/A
					2BR / 2BA	35	23.5%	947	Market	\$1,540	N/A	No	3	8.6%
					2BR / 2BA	N/A	N/A	1,151	Market	\$1,933	N/A	No	0	N/A
				2BR / 2BA	N/A	N/A	743	Market	\$1,275	N/A	No	0	N/A	
149													6	4.0%
10	Link Apartments Manchester	0.4 miles	Midrise	Market	1BR / 1BA	142	75.9%	692	Market	\$1,391	N/A	No	1	0.7%
	901 McDonough Street		5-stories		1BR / 1BA	N/A	N/A	739	Market	\$1,442	N/A	No	0	N/A
	Richmond, VA 23224		2012 / n/a		1BR / 1BA	N/A	N/A	645	Market	\$1,341	N/A	No	0	N/A
	Richmond City County		Family		2BR / 2BA	2	1.1%	953	Market	\$1,872	N/A	No	0	0.0%
				2BR / 2BA	43	23.0%	1,111	Market	\$1,794	N/A	No	2	4.7%	
187													3	1.6%
11	Lofts At Canal Walk	1.0 miles	Midrise	Market	0BR / 1BA	N/A	N/A	579	Market	\$1,122	N/A	No	3	N/A
	1915 East Main Street		4-stories		0BR / 1BA	N/A	N/A	770	Market	\$1,066	N/A	No	0	N/A
	Richmond, VA 23219		1893 / 2003		0BR / 1BA	N/A	N/A	388	Market	\$1,042	N/A	No	0	N/A
	Richmond City County		Family		1BR / 1BA	N/A	N/A	792	Market	\$1,231	N/A	No	3	N/A
					1BR / 1BA	N/A	N/A	1,024	Market	\$1,285	N/A	No	0	N/A
					1BR / 1BA	N/A	N/A	560	Market	\$1,130	N/A	No	0	N/A
					2BR / 2BA	N/A	N/A	1,135	Market	\$1,650	N/A	No	1	N/A
					2BR / 2BA	N/A	N/A	1,300	Market	\$2,688	N/A	No	0	N/A
				2BR / 2BA	N/A	N/A	970	Market	\$1,497	N/A	No	0	N/A	
200													7	3.5%
12	Paper Company	0.3 miles	Lowrise	Market	0BR / 1BA	30	34.1%	551	Market	\$914	N/A	No	0	0.0%
	203 Hull Street		4-stories		1BR / 1BA	20	22.7%	611	Market	\$1,135	N/A	No	0	0.0%
	Richmond, VA 23224		1900 / 2008		1BR / 1.5BA	20	22.7%	845	Market	\$1,340	N/A	No	0	0.0%
	Richmond City County		Family		2BR / 1BA	9	10.2%	850	Market	\$1,511	N/A	No	0	0.0%
				2BR / 2BA	9	10.2%	1,019	Market	\$1,341	N/A	No	0	0.0%	
88													0	0.0%
13	The Box	0.2 miles	Highrise	Market	1BR / 1BA	N/A	N/A	558	Market	\$1,486	N/A	No	18	N/A
	501 Decatur Street		7-stories		1BR / 1BA	N/A	N/A	651	Market	\$1,560	N/A	No	12	N/A
	Richmond, VA 23224		2023 / n/a		2BR / 2BA	N/A	N/A	908	Market	\$1,958	N/A	No	8	N/A
	County		Family		2BR / 2BA	N/A	N/A	939	Market	\$1,947	N/A	No	8	N/A
118													46	39.0%
14	The Current	0.2 miles	Midrise	Market	0BR / 1BA	N/A	N/A	500	Market	\$1,435	N/A	No	7	N/A
	400 Hull Street		5-stories		0BR / 1BA	N/A	N/A	653	Market	\$1,605	N/A	No	0	N/A
	Richmond, VA 23224		2021 / n/a		0BR / 1BA	N/A	N/A	435	Market	\$1,399	N/A	No	0	N/A
	Richmond County		Family		1BR / 1BA	N/A	N/A	672	Market	\$1,545	N/A	No	4	N/A
					1BR / 1BA	N/A	N/A	706	Market	\$1,790	N/A	No	1	N/A
					1BR / 1BA	N/A	N/A	722	Market	\$1,685	N/A	No	1	N/A
					1.5BR / 2BA	N/A	N/A	709	Market	\$1,765	N/A	No	1	N/A
					1.5BR / 2BA	N/A	N/A	780	Market	\$1,858	N/A	No	5	N/A
					1.5BR / 2BA	N/A	N/A	788	Market	\$1,955	N/A	No	0	N/A
					1.5BR / 2BA	N/A	N/A	772	Market	\$1,760	N/A	No	0	N/A
					2BR / 2BA	N/A	N/A	941	Market	\$1,945	N/A	No	2	N/A
	215													21

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.					
	Units Surveyed:	1,834	Weighted Occupancy:	94.1%	
	Market Rate	1,001	Market Rate	91.7%	
	Tax Credit	833	Tax Credit	97.0%	
		One Bedroom One Bath		Two Bedroom Two Bath	
RENT	Property	Average	Property	Average	
	The Current (Market)	\$1,790	Lofts At Canal Walk (Market)	\$2,688	
	The Current (Market)	\$1,685	The Box (Market)	\$1,958	
	The Box (Market)	\$1,560	The Box (Market)	\$1,947	
	The Current (Market)	\$1,545	The Current (Market)	\$1,945	
	The Box (Market)	\$1,486	Hopper Lofts (Market)	\$1,933	
	Port City I (@80%)	\$1,459	Link Apartments Manchester (Market)	\$1,872	
	Hopper Lofts (Market)	\$1,455	Link Apartments Manchester (Market)	\$1,794	
	Hopper Lofts (Market)(1.5BA)	\$1,449	Port City I (@80%)	\$1,726	
	Link Apartments Manchester (Market)	\$1,442	Port City II (@80%)	\$1,726	
	Hopper Lofts (Market)(1.5BA)	\$1,427	Lofts At Canal Walk (Market)	\$1,650	
	Link Apartments Manchester (Market)	\$1,391	908 Perry Street (Market)	\$1,606	
	Link Apartments Manchester (Market)	\$1,341	Hopper Lofts (Market)	\$1,540	
	Paper Company (Market)(1.5BA)	\$1,340	908 Perry Street (Market)	\$1,521	
	Lofts At Canal Walk (Market)	\$1,285	Paper Company (Market)(1BA)	\$1,511	
	Hopper Lofts (Market)(1.5BA)	\$1,269	Lofts At Canal Walk (Market)	\$1,497	
	Port City I (@70%)	\$1,259	Port City I (@70%)	\$1,486	
	Port City I (@70%)	\$1,259	Port City II (@70%)	\$1,486	
	Lofts At Canal Walk (Market)	\$1,231	Old Stone Row (Market)	\$1,475	
	908 Perry Street (Market)	\$1,230	Paper Company (Market)	\$1,341	
	Hopper Lofts (Market)	\$1,226	<b>812 Hull Street (@60%)</b>	<b>\$1,299</b>	
	Old Stone Row (Market)	\$1,213	Hopper Lofts (Market)	\$1,275	
	Hopper Lofts (Market)	\$1,169	Port City I (@60%)	\$1,246	
	Paper Company (Market)	\$1,135	Port City II (@60%)	\$1,246	
	Lofts At Canal Walk (Market)	\$1,130	Miller Lofts At Plant Zero (@60%)	\$1,182	
	<b>812 Hull Street (@60%)</b>	<b>\$1,084</b>	908 Perry Street (Market)	\$1,171	
	<b>812 Hull Street (@60%)</b>	<b>\$1,084</b>	Port City II (@50%)	\$1,006	
	908 Perry Street (Market)	\$1,080	Port City I (@50%)	\$1,006	
	Port City I (@60%)	\$1,059	Hatcher Tobacco Flats (@50%)	\$943	
	Port City II (@60%)	\$1,059	Tobacco Landing (@60%)(1BA)	\$926	
	Miller Lofts At Plant Zero (@60%)	\$1,019	Market Slip Apartments (@60%)	\$826	
	908 Perry Street (Market)	\$930	Port City I (@40%)	\$766	
	Old Stone Row (@60%)	\$868	Port City I (@30%)	\$526	
	Port City I (@50%)	\$859			
	Port City II (@50%)	\$859			
	Hatcher Tobacco Flats (@50%)	\$808			
	Market Slip Apartments (@60%)	\$759			
	Tobacco Landing (@60%)	\$759			
	Port City II (@40%)	\$659			
	Port City I (@40%)	\$659			
	Market Slip Apartments (@50%)	\$639			
	Tobacco Landing (@50%)	\$639			
	Hatcher Tobacco Flats (@40%)	\$619			
SQUARE FOOTAGE	Lofts At Canal Walk (Market)	1,024	Lofts At Canal Walk (Market)	1,300	
	908 Perry Street (Market)	900	Hopper Lofts (Market)	1,151	
	Paper Company (Market)(1.5BA)	845	908 Perry Street (Market)	1,144	
	Hopper Lofts (Market)	808	Lofts At Canal Walk (Market)	1,135	
	Lofts At Canal Walk (Market)	792	Port City I (@80%)	1,123	
	Hopper Lofts (Market)(1.5BA)	768	Link Apartments Manchester (Market)	1,111	
	Port City I (@80%)	764	Market Slip Apartments (@60%)	1,100	
	Hopper Lofts (Market)(1.5BA)	757	Miller Lofts At Plant Zero (@60%)	1,039	
	908 Perry Street (Market)	750	Port City I (@50%)	1,022	
	Miller Lofts At Plant Zero (@60%)	749	Paper Company (Market)	1,019	
	Link Apartments Manchester (Market)	739	Port City II (@50%)	1,016	
	Market Slip Apartments (@60%)	725	Port City II (@60%)	1,016	
	The Current (Market)	722	Port City II (@70%)	1,016	
	The Current (Market)	706	Port City II (@80%)	1,016	
	Hatcher Tobacco Flats (@50%)	701	908 Perry Street (Market)	1,000	
	Hatcher Tobacco Flats (@40%)	701	908 Perry Street (Market)	1,000	
	Port City II (@60%)	699	Port City I (@70%)	972	
	Port City II (@70%)	699	Lofts At Canal Walk (Market)	970	
	Port City II (@40%)	699	Hatcher Tobacco Flats (@50%)	963	
	Port City I (@50%)	699	Link Apartments Manchester (Market)	953	
	Port City I (@70%)	692	Hopper Lofts (Market)	947	
	Link Apartments Manchester (Market)	692	The Current (Market)	941	
	Hopper Lofts (Market)(1.5BA)	692	The Box (Market)	939	
	Port City I (@60%)	677	The Box (Market)	908	
	The Current (Market)	672	Port City I (@60%)	903	
	Tobacco Landing (@50%)	669	Tobacco Landing (@60%)(1BA)	889	
	Tobacco Landing (@60%)	669	Port City I (@30%)	879	
	The Box (Market)	651	Port City I (@40%)	857	
	Market Slip Apartments (@50%)	650	<b>812 Hull Street (@60%)</b>	<b>856</b>	
	<b>812 Hull Street (@60%)</b>	<b>650</b>	Paper Company (Market)(1BA)	850	
	Link Apartments Manchester (Market)	645	Old Stone Row (Market)	831	
	Hopper Lofts (Market)	644	Hopper Lofts (Market)	743	
	Port City I (@50%)	636			
	Port City I (@40%)	622			
	Paper Company (Market)	611			
	908 Perry Street (Market)	600			
	Lofts At Canal Walk (Market)	560			
	The Box (Market)	558			
	Old Stone Row (@60%)	533			
	Old Stone Row (Market)	523			
	<b>812 Hull Street (@60%)</b>	<b>500</b>			
	Hopper Lofts (Market)	460			
RENT PER SQUARE FOOT	The Box (Market)	\$2.66	The Box (Market)	\$2.16	
	Hopper Lofts (Market)	\$2.54	The Box (Market)	\$2.07	
	The Current (Market)	\$2.54	Lofts At Canal Walk (Market)	\$2.07	
	The Box (Market)	\$2.40	The Current (Market)	\$2.07	
	The Current (Market)	\$2.33	Link Apartments Manchester (Market)	\$1.96	
	The Current (Market)	\$2.30	Paper Company (Market)(1BA)	\$1.78	
	Old Stone Row (Market)	\$2.28	Old Stone Row (Market)	\$1.77	
	<b>812 Hull Street (@60%)</b>	<b>\$2.17</b>	Hopper Lofts (Market)	\$1.72	
	Link Apartments Manchester (Market)	\$2.05	Port City II (@80%)	\$1.70	
	Lofts At Canal Walk (Market)	\$2.02	Hopper Lofts (Market)	\$1.68	
	Link Apartments Manchester (Market)	\$2.01	Hopper Lofts (Market)	\$1.63	
	Link Apartments Manchester (Market)	\$1.95	Link Apartments Manchester (Market)	\$1.61	
	Port City I (@80%)	\$1.91	Lofts At Canal Walk (Market)	\$1.54	
	Hopper Lofts (Market)	\$1.90	Port City I (@80%)	\$1.54	
	Hopper Lofts (Market)(1.5BA)	\$1.89	Port City I (@70%)	\$1.53	
	Hopper Lofts (Market)(1.5BA)	\$1.89	908 Perry Street (Market)	\$1.52	
	Paper Company (Market)	\$1.86	<b>812 Hull Street (@60%)</b>	<b>\$1.52</b>	
	Hopper Lofts (Market)(1.5BA)	\$1.83	Port City II (@70%)	\$1.46	
	Port City I (@70%)	\$1.82	Lofts At Canal Walk (Market)	\$1.45	
	Port City I (@70%)	\$1.80	908 Perry Street (Market)	\$1.40	
	Hopper Lofts (Market)	\$1.80	Port City I (@60%)	\$1.38	
	<b>812 Hull Street (@60%)</b>	<b>\$1.67</b>	Paper Company (Market)	\$1.32	
	Old Stone Row (@60%)	\$1.63	Port City II (@60%)	\$1.23	
	Paper Company (Market)(1.5BA)	\$1.59	908 Perry Street (Market)	\$1.17	
	Port City I (@60%)	\$1.56	Miller Lofts At Plant Zero (@60%)	\$1.14	
	Lofts At Canal Walk (Market)	\$1.55	Tobacco Landing (@60%)(1BA)	\$1.04	
	908 Perry Street (Market)	\$1.55	Port City II (@50%)	\$0.99	
	Port City II (@60%)	\$1.52	Port City I (@50%)	\$0.98	
	908 Perry Street (Market)	\$1.44	Hatcher Tobacco Flats (@50%)	\$0.98	
	908 Perry Street (Market)	\$1.37	Port City I (@40%)	\$0.89	
	Miller Lofts At Plant Zero (@60%)	\$1.36	Market Slip Apartments (@60%)	\$0.75	
	Port City I (@50%)	\$1.35	Port City I (@30%)	\$0.60	
	Lofts At Canal Walk (Market)	\$1.25			
	Port City II (@50%)	\$1.23			
	Hatcher Tobacco Flats (@50%)	\$1.15			
	Tobacco Landing (@60%)	\$1.13			
	Port City I (@40%)	\$1.06			
	Market Slip Apartments (@60%)	\$1.05			
	Market Slip Apartments (@50%)	\$0.98			
	Tobacco Landing (@50%)	\$0.96			
	Port City II (@40%)	\$0.94			
	Hatcher Tobacco Flats (@40%)	\$0.85			

AMENITY MATRIX

	Subject	Hatcher Tobacco	Market Slip Apartments	Miller Lofts At Plant	Old Stone Row	Port City I	Port City II	Tobacco Landing	908 Perry Street	Hopper Lofts	Link Apartments	Lofts At Canal Walk	Paper Company	The Box	The Current
<b>Rent Structure</b>	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC/	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market	Market	Market
<b>Building</b>															
<b>Property Type</b>	Midrise	Midrise	Lowrise	Garden	Midrise	Conversion	Conversion	Midrise	Lowrise	Conversion	Midrise	Midrise	Lowrise	Highrise	Midrise
<b># of Stories</b>	4-stories	5-stories	3-stories	3-stories	5-stories	4-stories	1-stories	5-stories	3-stories	2-stories	5-stories	4-stories	4-stories	7-stories	5-stories
<b>Year Built</b>	2024	2015	1909	2015	2011	2018	1950	1997	2012	1939	2012	1893	1900	2023	2021
<b>Year Renovated</b>	n/a	n/a	1993	n/a	n/a	n/a	2021	n/a	n/a	2013	n/a	2003	2008	n/a	n/a
<b>Elevators</b>	yes	yes	yes	no	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes
<b>Courtyard</b>	no	no	no	yes	no	no	yes	no	no	yes	no	yes	no	no	yes
<b>Utility Structure</b>															
<b>Cooking</b>	no	no	yes	no	no	yes	yes	yes	no	no	no	yes	no	no	no
<b>Water Heat</b>	no	no	yes	no	no	yes	yes	yes	no	no	no	yes	no	no	no
<b>Heat</b>	no	no	yes	no	no	yes	yes	yes	no	no	no	yes	no	no	no
<b>Other Electric</b>	no	no	yes	no	yes	yes	yes	yes	no	no	no	yes	no	no	no
<b>Water</b>	no	yes	yes	no	yes	yes	yes	yes	yes	no	no	yes	yes	no	no
<b>Sewer</b>	no	yes	yes	no	yes	yes	yes	yes	yes	no	no	yes	yes	no	no
<b>Trash</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	yes
<b>Unit Amenities</b>															
<b>Balcony/Patio</b>	yes	no	no	no	yes	yes	no	no	yes	yes	no	no	no	no	yes
<b>Blinds</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Cable/Satellite</b>	no	yes	no	no	yes	yes	yes	no	yes	yes	yes	yes	no	no	no
<b>Carpeting</b>	yes	yes	yes	no	yes	yes	yes	yes	no	no	yes	no	no	yes	no
<b>Hardwood</b>	no	no	yes	yes	no	no	yes	no	no	yes	no	yes	yes	no	no
<b>Central A/C</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Ceiling Fan</b>	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no
<b>Coat Closet</b>	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Exterior Storage</b>	no	no	no	no	no	no	no	no	no	no	yes	yes	no	no	no
<b>Fireplace</b>	no	no	no	no	no	no	no	no	no	no	no	yes	no	no	no
<b>Furnishing</b>	no	no	no	no	no	no	no	no	no	no	no	yes	no	no	no
<b>Skylights</b>	no	no	no	no	no	no	no	no	no	yes	no	no	no	no	no
<b>Vaulted Ceilings</b>	no	yes	no	yes	no	yes	yes	no	no	yes	no	yes	no	no	no
<b>Walk-In Closet</b>	yes	yes	yes	yes	no	no	yes	no	no	yes	yes	yes	no	no	yes
<b>Washer/Dryer</b>	no	yes	yes	yes	yes	no	no	no	yes	yes	yes	yes	yes	yes	yes
<b>W/D Hookup</b>	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	yes	yes	yes	yes
<b>Kitchen</b>															
<b>Dishwasher</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Disposal</b>	no	yes	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Microwave</b>	no	yes	no	yes	yes	yes	yes	no	yes	yes	yes	yes	yes	no	yes
<b>Oven</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Refrigerator</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Community</b>															
<b>Business Center</b>	no	no	no	yes	no	yes	yes	no	no	yes	yes	no	no	yes	yes
<b>Community Room</b>	yes	yes	no	yes	no	yes	yes	no	no	yes	yes	no	no	no	yes
<b>Central Laundry</b>	yes	no	no	no	no	yes	yes	yes	no	yes	no	yes	no	no	no
<b>On-Site Mgmt</b>	yes	yes	no	yes	yes	yes	yes	yes	no	yes	yes	yes	yes	yes	yes
<b>Concierge</b>	no	no	no	no	no	no	no	no	no	yes	no	no	no	no	no
<b>Recreation</b>															
<b>Exercise Facility</b>	yes	yes	no	yes	yes	yes	yes	no	yes	yes	yes	yes	no	yes	yes
<b>Swimming Pool</b>	no	no	no	yes	no	yes	yes	no	no	no	yes	yes	yes	yes	yes
<b>Picnic Area</b>	no	no	no	no	yes	yes	yes	no	no	no	yes	yes	no	no	yes
<b>Theatre</b>	no	no	no	no	no	no	no	no	no	yes	no	no	no	no	no
<b>Recreational Area</b>	yes	no	no	no	no	yes	yes	no	no	yes	yes	no	yes	yes	no
<b>Volleyball Court</b>	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no
<b>WiFi</b>	no	yes	no	no	no	yes	yes	no	no	yes	no	yes	no	no	yes
<b>Security</b>															
<b>In-Unit Alarm</b>	no	yes	no	no	no	no	no	no	no	yes	no	no	no	no	no
<b>Intercom (Buzzer)</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Intercom (Phone)</b>	no	no	yes	no	no	no	no	no	no	no	no	yes	no	no	no
<b>Limited Access</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Patrol</b>	yes	yes	no	no	no	no	no	yes	no	no	yes	no	no	no	no
<b>Perimeter Fencing</b>	no	yes	no	no	no	no	no	yes	no	no	no	no	no	no	no
<b>Video Surveillance</b>	no	no	no	yes	no	no	no	no	no	no	no	yes	yes	no	yes
<b>Parking</b>															
<b>Carport</b>	no	yes	no	no	no	no	no	yes	no	no	no	no	no	no	no
<b>Carport Fee</b>	n/a	\$60	\$0	\$0	n/a	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a
<b>Garage</b>	yes	no	yes	no	yes	no	no	yes	no	no	yes	yes	no	yes	yes
<b>Garage Fee</b>	n/a	\$0	\$0	\$0	\$75	\$0	\$0	\$0	\$0	\$0	\$10	\$80	\$0	\$100	n/a
<b>Off-Street Parking</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	no	yes	no	no
<b>Off-Street Fee</b>	n/a	\$25	\$0	\$25	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a

**ADDENDUM D**  
**Site and Floor Plans**



NORTH PLAN NORTH  
 FIRST FLOOR PLAN  
 SCALE: 3/32" = 1'-0"

**E. COMMERCE ROAD**  
 VAR. WIDTH (PUBLIC) R/W  
 CITY BASELINE SHEET 11 SW

**E. 9TH STREET**  
 ±33' (PUBLIC) R/W  
 CITY BASELINE SHEET 11 SW

**PARKING COUNT**

	REQUIRED	PROVIDED
TOTAL PARKING SPACES		111
HANDICAP SPACES (INCLUDED IN TOTAL ABOVE)		

**GENERAL SITE NOTE**

1. THE ARCHITECTURAL SITE PLAN IS SHOWN FOR REFERENCE ONLY. REFER TO CIVIL DRAWINGS FOR SITE WORK NOTES AND INFORMATION.

CONSULTANTS

E. N. G. & P. ARCHITECTS

NOT FOR CONSTRUCTION

DESIGN DEVELOPMENT

SEPTEMBER 15, 2021

NOT FOR CONSTRUCTION

1228 PERIMETER PARKWAY  
SUITE 101  
VIRGINIA BEACH, VIRGINIA  
23454  
www.ts3architects.com  
757.689.2899

100 ANNA STREET, FLOOR 300  
VIRGINIA CORPORATION NO.  
403001837

REVISIONS / SUBMISSIONS

PROJECT TITLE  
HULL STREET APARTMENTS  
812 HULL STREET  
RICHMOND, VA 23224

PROJECT NUMBER  
TS321028.00

CONTRACT DRAWING DATE

DRAWING TITLE  
FIRST FLOOR PLAN

DRAWING NUMBER  
**A101**

SHEET 1 OF 00

FINISH FLOOR: VARIES  
CIVIL ELEVATION: VARIES



**E. COMMERCE ROAD**  
VAR. WIDTH (PUBLIC) R/W  
CITY BASELINE SHEET 11 SW

**HULL STREET**  
±66' (PUBLIC) R/W  
CITY BASELINE SHEET 11 SW

**E. 9TH STREET**  
±33' (PUBLIC) R/W  
CITY BASELINE SHEET 11 SW

**SECOND FLOOR PLAN**  
SCALE: 3/32" = 1'-0"

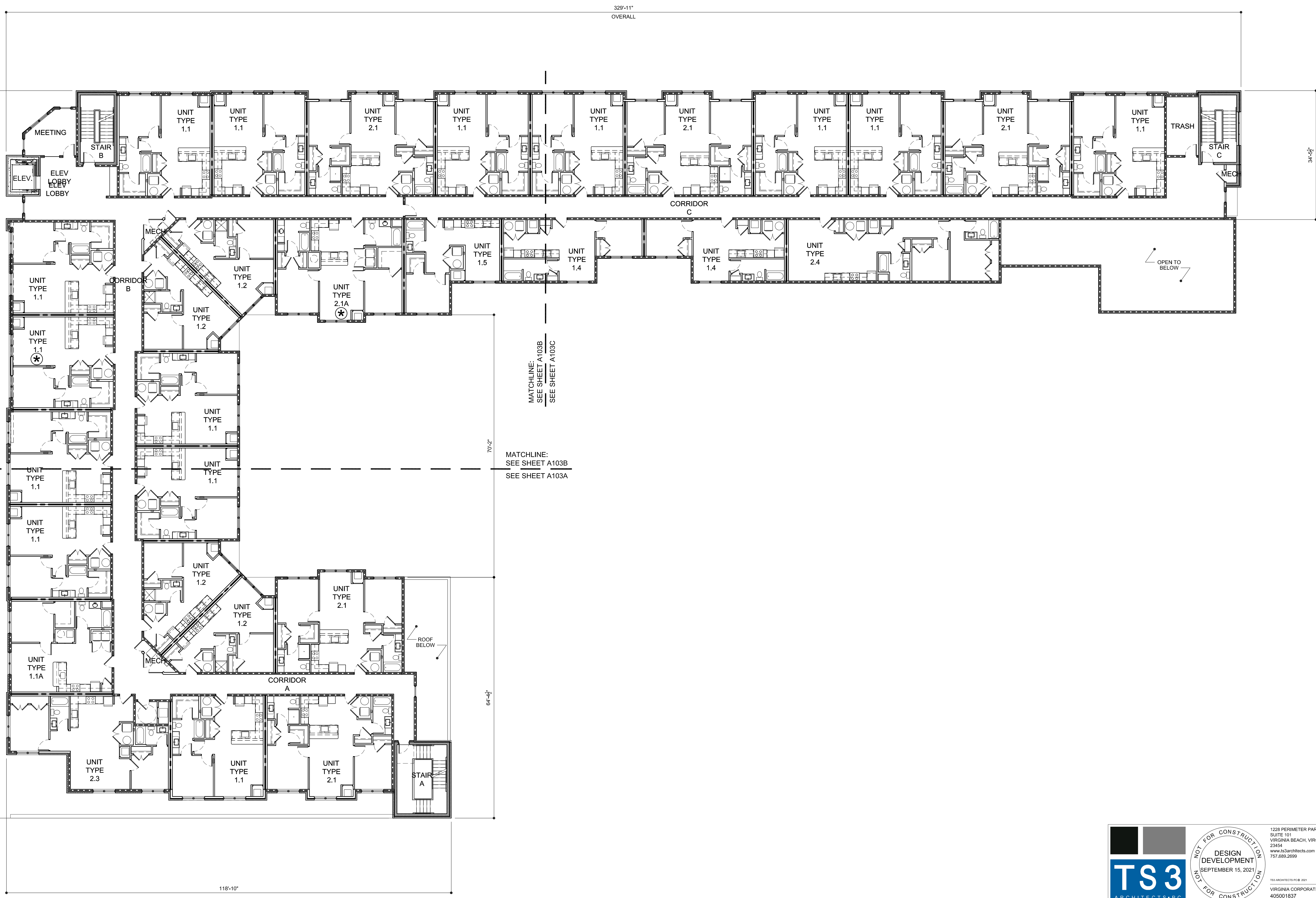
**SITE LAYOUT LEGEND**

SYMBOL	DESCRIPTION
(*)	LOCATION OF TYPE 'A', UFAS, ADA AND UD UNITS ON FIRST FLOOR
---	ACCESSIBLE ROUTE - MAX RUNNING SLOPE 5%, MAX CROSS SLOPE 2%
(COM)	LOCATION OF ADA COMMUNICATION UNIT

**GENERAL SITE NOTE**

1. THE ARCHITECTURAL SITE PLAN IS SHOWN FOR REFERENCE ONLY. REFER TO CIVIL DRAWINGS FOR SITE WORK NOTES AND INFORMATION.

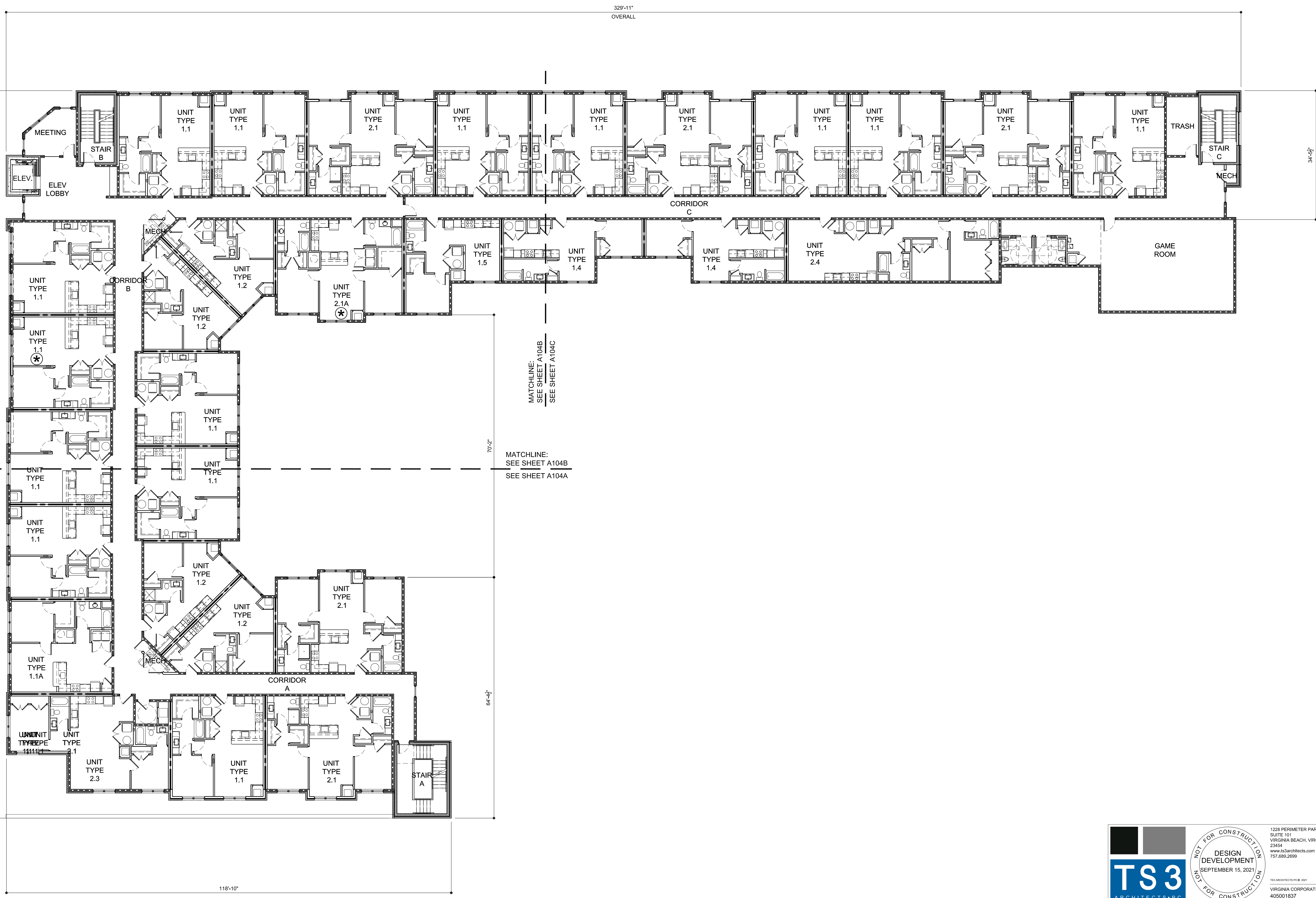
		1228 PERIMETER PARKWAY SUITE 101 VIRGINIA BEACH, VIRGINIA 23454 www.ts3architects.com 757.689.2899	PROJECT TITLE HULL STREET APARTMENTS 312 HULL STREET RICHMOND, VA 23224
	DESIGN DEVELOPMENT SEPTEMBER 15, 2021	101 ARNOLD DRIVE, SUITE 200 VIRGINIA CORPORATION NO. 403001837	PROJECT NUMBER TS321028.00
CONSULTANTS 	REVISIONS / SUBMISSIONS	CONTRACT DRAWING DATE	DRAWING TITLE SECOND FLOOR PLAN
FINISH FLOOR: 0'-0" CIVIL ELEVATION: 67'-0"		DRAWING NUMBER <b>A102</b>	SHEET 1 OF 00



**THIRD FLOOR PLAN**  
 SCALE: 3/32" = 1'-0"

FINISH FLOOR: 11'-0 5/8"  
 CIVIL ELEVATION: 79.052

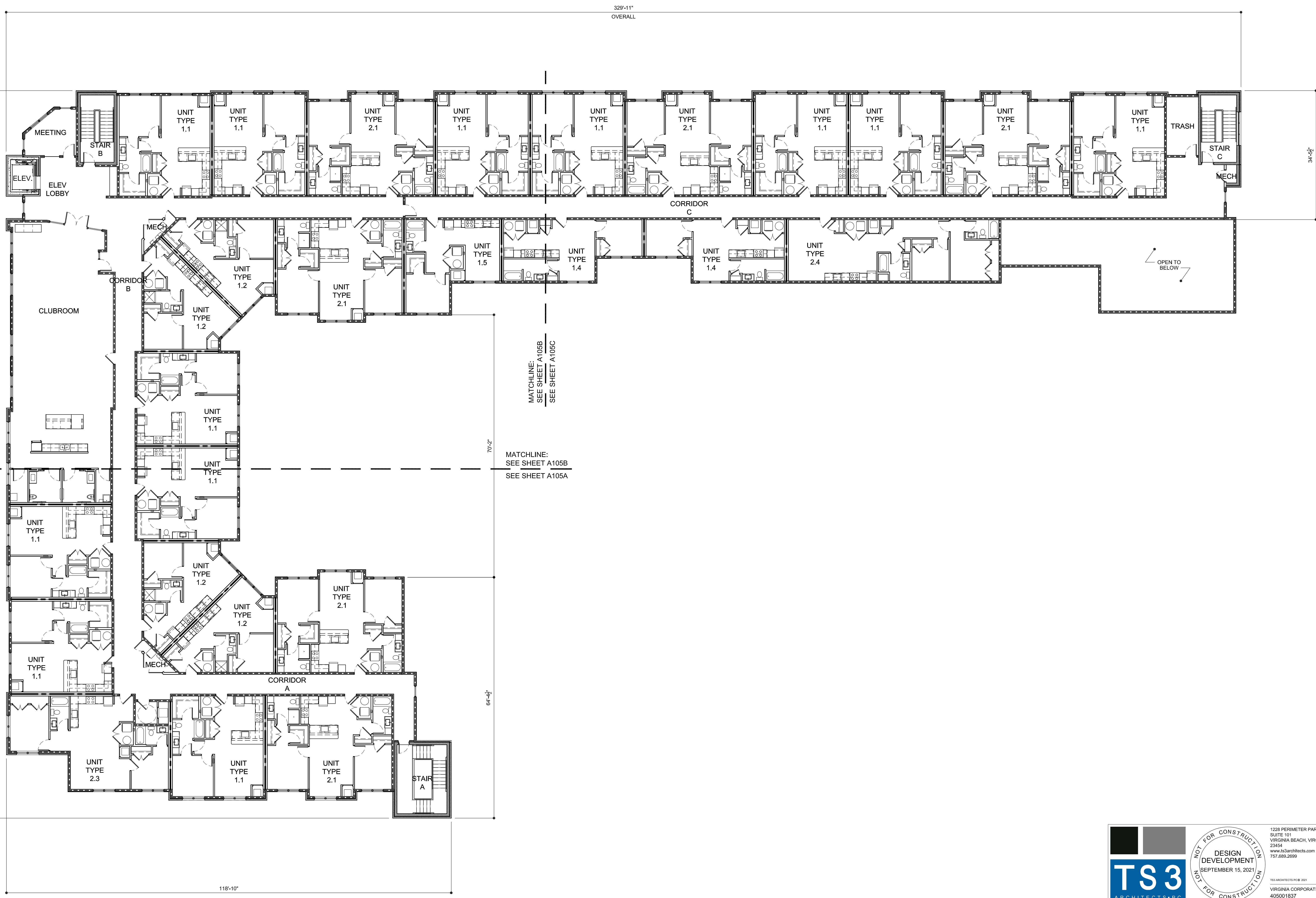
 100 MARKET STREET, SUITE 200 RICHMOND, VA 23220 TEL: 804.771.1111 WWW.TS3ARCH.COM	 1228 PERIMETER PARKWAY SUITE 101 VIRGINIA BEACH, VIRGINIA 23454 WWW.FS3ARCHITECTS.COM 757.689.2899	PROJECT TITLE HULL STREET APARTMENTS 512 HULL STREET RICHMOND, VA 23224
		PROJECT NUMBER TS321028.00
CONSULTANTS  E. N. O. & E. P. A DALAS OSTEEN COMPANY 2202 BRADDOCK RD. RICHMOND, VA 23220 TEL: 804.647.4000 WWW.DUNLAPPARTNERS.COM	REVISIONS / SUBMISSIONS  SPEIGHT MARSHALL FRANGE STRUCTURAL ENGINEERS 1000 W. MARKET ST., SUITE 100 RICHMOND, VA 23220 TEL: 804.771.1111 WWW.SPEIGHTMARSHALLFRANGE.COM	CONTRACT DRAWING DATE VIRGINIA CORPORATION NO. 405001837
DRAWING TITLE THIRD FLOOR PLAN		DRAWING NUMBER <b>A103</b>
SHEET 1 OF 00		SHEET 1 OF 00



**FOURTH FLOOR PLAN**  
SCALE: 3/32" = 1'-0"

FINISH FLOOR: 22'-0 1/2"  
CIVIL ELEVATION: 80.041'

		1228 PERIMETER PARKWAY SUITE 101 VIRGINIA BEACH, VIRGINIA 23454 www.ts3architects.com 757.689.2899	PROJECT TITLE HULL STREET APARTMENTS 812 HULL STREET RICHMOND, VA 23224
		100 AREA 101010 P10-B-300 VIRGINIA CORPORATION NO. 405001837	PROJECT NUMBER TS321028.00 CONTRACT DRAWING DATE
CONSULTANTS  E. N. O. I. A. E. P. A DALAS OSTEEN COMPANY 2202 BRADDOCK RD. RICHMOND, VA 23220 Telephone: 804-784-8000 www.dunlapfranco.com	REVISIONS / SUBMISSIONS	DRAWING TITLE FOURTH FLOOR PLAN	DRAWING NUMBER <b>A104</b>
		SHEET 1 OF 00	



**FIFTH FLOOR PLAN**  
 SCALE: 3/32" = 1'-0"

FINISH FLOOR: 33'-0 3/8"  
 CIVIL ELEVATION: 100.031'

		1228 PERIMETER PARKWAY SUITE 101 VIRGINIA BEACH, VIRGINIA 23454 www.ts3architects.com 757.689.2899	PROJECT TITLE HULL STREET APARTMENTS 812 HULL STREET RICHMOND, VA 23224
		100 AREA 101010 P10-B-300 VIRGINIA CORPORATION NO. 405001837	PROJECT NUMBER TS321028.00 CONTRACT DRAWING DATE
CONSULTANTS  	REVISIONS / SUBMISSIONS	DRAWING TITLE FIFTH FLOOR PLAN	DRAWING NUMBER <b>A105</b>
SHEET 1 OF 00			10

**ADDENDUM E**  
Utility Allowance

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

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



Locality		Green Discount	Unit Type		Weather Code	Date	
Richmond Area 2022		None	Large Apartment (5+ units)		VA007	2022-08-16	
Utility/Service		Monthly Dollar Allowances					
		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR
Space Heating	Natural Gas	\$28	\$33	\$37	\$41	\$46	\$50
	Bottle Gas	\$69	\$81	\$93	\$104	\$116	\$127
	Electric Resistance	\$16	\$19	\$24	\$29	\$33	\$37
	Electric Heat Pump	\$14	\$16	\$19	\$21	\$22	\$23
	Fuel Oil	\$56	\$66	\$75	\$84	\$94	\$103
Cooking	Natural Gas	\$4	\$5	\$8	\$10	\$12	\$15
	Bottle Gas	\$11	\$12	\$18	\$24	\$29	\$35
	Electric	\$5	\$6	\$9	\$12	\$15	\$17
	Other						
Other Electric	\$20	\$24	\$33	\$42	\$51	\$60	
Air Conditioning	\$8	\$9	\$13	\$17	\$21	\$25	
Water Heating	Natural Gas	\$10	\$12	\$17	\$23	\$28	\$32
	Bottle Gas	\$24	\$28	\$41	\$54	\$66	\$79
	Electric	\$13	\$15	\$19	\$24	\$28	\$32
	Fuel Oil	\$20	\$23	\$33	\$44	\$54	\$64
Water	\$25	\$27	\$40	\$60	\$80	\$100	
Sewer	\$36	\$38	\$54	\$78	\$101	\$125	
Electric Fee	\$7	\$7	\$7	\$7	\$7	\$7	
Natural Gas Fee	\$17	\$17	\$17	\$17	\$17	\$17	
Fuel Oil Fee							
Bottled Gas Fee							
Trash Collection	\$20	\$20	\$20	\$20	\$20	\$20	
Range/Microwave	\$20	\$20	\$20	\$20	\$20	\$20	
Refrigerator	\$25	\$25	\$25	\$25	\$25	\$25	
Other – specify							

**\$142      \$194      \$261**

**ADDENDUM F**  
**Qualifications of Consultants**

# STATEMENT OF PROFESSIONAL QUALIFICATIONS

## DAVID BOISTURE, ASA, CRE

### I. Education

Ohio University, Athens, Ohio  
Masters of Public Administration

Frostburg State University, Frostburg, Maryland  
Bachelor of Science in Political Science and Justice Studies

### II. Professional Experience

Partner, Novogradac & Company LLP  
Graduate Assistant, Institute for Local Government and Rural Development

### III. Professional Affiliation

Accredited Senior Appraiser of the American Society of Appraisers (ASA)  
Member, The Counselors of Real Estate (CRE)  
Designated Member of the National Council of Housing Market Analysts (NCHMA)  
LEED Green Associate

### IV. Professional Training

2020-2021 7-Hour National USPAP Update Course – February 2021  
Fundamentals of Economic Life Development – December 2020  
Renewable Energy Appraisals and Cost Segregation – Subject Matter Expert- November 2020  
Purchase Price Allocation and Cost Segregation Studies – October 2020  
Renewable Energy PPAs Risk and Valuation – April 2020  
Introduction to Cost Segregation – August 2019  
Aspects of Valuing Solar Installations – June 2019  
Machinery and Equipment Valuation – Advanced Topics and Report Writing, January 2017  
Machinery and Equipment Advanced Topics and Case Studies, November 2016  
Machinery and Equipment Valuation Methodology, September 2016  
Introduction to Machinery and Equipment Valuation, May 2016  
IRS Valuation Summit, October 2014  
Basic Appraisal Procedures, March 2014  
15-hour National USPAP Equivalent, March 2014  
Valuation of Solar Photovoltaic, February 2014  
Residential Solar Photovoltaic Leases: Market Value Dilemma, February 2014  
Basic Appraisal Principles, February 2014  
Wind Projects and Land Value, October 2012



## V. Real Estate Assignments

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

- Completed Fair Market Value analyses for solar panel installations, wind turbine installations, and other renewable energy assets in connection with financing and structuring analyses performed by various clients. The clients include lenders, investors, owners, and developers. The reports are used by clients and their advisors to evaluate certain tax consequences applicable to ownership. Additionally, the reports have been used in the ITC funding process and in connection with the application for the federal grant identified as Section 1603 American Recovery & Reinvestment Act of 2009. The valuations have been completed assuming completion of the assets, as is, and at various stages of development. Valuations also include various operating renewable energy development businesses.
- Completed analyses of overall reasonableness with regard to Revenue Procedure 2014-12. Transactions analyzed include renewable energy projects involving the use of Investment Tax Credits. Fees and arrangements tested for reasonableness include developer fees, construction management fees, asset management fees, various leasing-related payments, and overall master lease terms.
- Have managed and prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties, on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, large family, and acquisition with rehabilitation.
- Have managed and assisted in appraisals of proposed new construction, rehabilitation, and existing Low- Income Housing Tax Credit properties, USDA Rural Development, HUD subsidized properties, and market rate multifamily developments. Analysis includes property screenings, valuation analysis, rent comparability studies, expense comparability analysis, determination of market rents, and general market analysis.
- Assisted in preparing a comprehensive senior housing study in Seattle, Washington for the Seattle Housing Authority. This study evaluated the Seattle Housing Authority's affordable senior housing project for their position within the entire city's senior housing market. The research involved analysis of the senior population by neighborhood, income, household size, racial composition, and tenure.
- Have managed and assisted in the preparation of Rent Comparability Studies according the HUD Section 8 Renewal Policy in the Chapter 9 guidelines.
- Assisted in the review of Rent Comparability Studies for HUD Contract Administrators.
- Assisted in the HUD MAP Quality Control market study and appraisal reviews.

- Managed and assisted in the preparation of market studies for projects under the HUD Multifamily Accelerated Processing program. The market studies meet the requirements outlined in Chapter 7 of the HUD MAP Guide.
- Managed and assisted in appraisals of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing program. The appraisals meet the requirements outlined in Chapter 7 of the HUD MAP Guide.
- Assisted in preparing an approved HUD Consolidated Plan for the City of Gainesville, GA; which included a housing and homeless needs assessment, market analysis, non-housing needs analysis, and a strategic plan, which conformed to 24CFR Part 91, Consolidated Plan Regulations for the ensuing five-year period (2004-2009).
- Assisted in various appraisals for the US Army Corps of Engineers including Walter Reed Army Medical Center, proposed office site on the Enhanced Use Lease sites Y and Z at Fort Meade, proposed automobile testing facility at the Yuma Proving Grounds, proposed industrial park at Camp Navajo, and the National Geospatial-Intelligence Agency.
- Managed the preparation of Site Inspection Reports and Appraisals as the subcontractor to the Transaction Team Specialist hired by the Department of Housing and Urban Development to facilitate the design and sale of HUD's nonperforming Multifamily and Healthcare notes.

# STATEMENT OF PROFESSIONAL QUALIFICATIONS

## K. DAVID ADAMESCU

### I. Education

The Ohio State University, Columbus, OH  
Masters of City and Regional Planning (MCRP)  
Bachelors of Arts, Economics

### II. Professional Experience

Manager, Novogradac & Company LLP  
Real Estate Analyst, Novogradac & Company LLP  
Project Director, VWB Research  
Field Analyst, The Danter Company

### III. Real Estate Assignments

A summary of assignments relating to market feasibility studies and appraisals includes:

- Written and supervised the production of over 1,000 rental housing market studies for projects located throughout 47 states as well as Puerto Rico and Virgin Islands. The preponderance of experience is with affordable housing developments, particularly those that operate with Section 42 Low-income Housing Tax Credit, HUD Section 8/202, and/or USDA Rural Development financing. Scope of analysis typically has included physical inspection of the property and market (have conducted over 400 property inspections throughout the United States and Puerto Rico), concept analysis, demographic and economic analysis, demand and absorption projections, comparable surveying, supply analysis and rent determination.
- Assisted in over 200 appraisals of multifamily rental housing, commercial office, and commercial retail properties. Analysis has included assisting with supply analysis and rent determination, operating expense analysis, capitalization rate determination, valuation utilizing the three approaches to value, insurable value estimation, and LIHTC equity valuation.
- Additional experience authoring market feasibility analyses for condominium housing, single-family housing, senior-oriented housing, seasonal housing, retail, office, golf course/marina resorts, and mixed-use developments.
- Conducted special research for highest and best use evaluations, the impact of “green” development principals on marketability, and seasonal housing dynamics.
- Reviewed third-party market studies and appraisals for investors in the secondary market.

# STATEMENT OF PROFESSIONAL QUALIFICATIONS

## Robert McCarthy

### **I. Education**

The Ohio State University, Columbus, Ohio  
Bachelor of Science in Economics, Bachelor of Arts in Public Affairs

### **II. Professional Experience**

Senior Analyst, Novogradac & Company LLP, September 2022– Present  
Analyst, Novogradac & Company LLP, January 2020 – August 2022  
Junior Analyst, Novogradac & Company LLP, August 2017 – December 2019  
Regional Field Organizer, AARP Take a Stand Campaign, June 2016 – December 2016

### **III. Real Estate Assignments**

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

- Assisted with market and feasibility studies for family and senior affordable housing. Local housing authorities, developers, and lenders have used these studies to assist in the financial underwriting and design of market-rate and Low-Income Housing Tax Credit (LIHTC) properties. Analysis typically includes: unit mix determination, rental rate analysis, competitive property surveying, and overall market analysis.
- Assisted with appraisals of new construction and existing LIHTC and market-rate properties, as well as solar farm developments.

**ADDENDUM G**  
**NCHMA Certification and Checklist**



Formerly known as  
National Council of Affordable  
Housing Market Analysts

#### NCHMA MEMBER CERTIFICATION

This market study has been prepared by **Novogradac**, 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*, and *Model Content Standards for the Content of Market Studies*. 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.

**Novogradac** is duly qualified and experienced in providing market analysis for Affordable Housing. The company's principals participate in the National Council of Housing Market Analysts (NCHMA) educational and information sharing programs to maintain the highest professional standards and state-of-the-art knowledge. **Novogradac** is an independent market analyst. No principal or employee of **Novogradac** has any financial interest whatsoever in the development for which this analysis has been undertaken.

David Boisture, ASA, CRE  
LEED Green Associate  
David.Boisture@novoco.com

K. David Adamescu  
Manager  
David.Adamescu@novoco.com

## NCHMA Market Study Index

**Introduction:** Members of the National Council of Housing Market Analysts provide the following checklist referencing various components necessary to conduct a comprehensive market study for rental housing built with low income housing tax credits. By completing the following checklist, the NCHMA Analyst certifies that he or she has performed all necessary work to support the conclusions included within the comprehensive market study. Components reported in the market study are indicated by a page number.

		Page Number(s)
<b>Executive Summary</b>		
1	Executive Summary	I
<b>Project Description</b>		
2	Proposed number of bedrooms and baths proposed, income limitation, proposed rents and utility allowances	I
3	Utilities (and utility sources) included in rent.	III
4	Project design description	II
5	Unit and project amenities; parking	V
6	Public programs included	I
7	Target population description	II
8	Date of construction/preliminary completion	II
9	If rehabilitation, existing unit breakdown and rents.	II
10	Reference to review/status of project plans	III
<b>Location and Market Area</b>		
11	Market area/secondary market area description	III
12	Concise description of the site and adjacent parcels	III
13	Description of site characteristics	III
14	Site photos/maps	III
15	Map of community services	III
16	Visibility and accessibility evaluation	III
17	Crime information	III
<b>Employment and Economy</b>		
18	Employment by industry	IV
19	Historical unemployment rate	IV
20	Area major employers	IV
21	Five-year employment growth	IV
22	Typical wages by occupation	IV
23	Discussion of commuting patterns of area workers	IV
<b>Demographic Characteristics</b>		
24	Population and household estimates and projections	IV
25	Area building permits	IV
26	Distribution of income	IV
27	Households by tenure	IV
<b>Competitive Environment</b>		
28	Comparable property profiles	V
29	Map of comparable properties	V
30	Comparable property photos	Add. B
31	Existing rental housing evaluation	V
32	Comparable property discussion	V

## NCHMA Market Study Index

**Introduction:** Members of the National Council of Housing Market Analysts provide the following checklist referencing various components necessary to conduct a comprehensive market study for rental housing built with low income housing tax credits. By completing the following checklist, the NCHMA Analyst certifies that he or she has performed all necessary work to support the conclusions included within the comprehensive market study. Components reported in the market study are indicated by a page number.

		Page Number(s)
33	Area vacancy rates, including rates for Tax Credit and government-subsidized	VI
34	Comparison of subject property to comparable properties	VI
35	Availability of Housing Choice Vouchers	VI
36	Identification of waiting lists	VI
37	Description of overall rental market including share of market-rate and affordable properties	VI
38	List of existing a LIHTC properties	VI
39	Discussion of future changes in housing stock	VI
40	including homeownership	VI
41	Tax credit and other planned or under construction rental communities in market area	VI
<b>Analysis/Conclusions</b>		
42	Calculation and analysis of Capture Rate	VII
43	Calculation and analysis of Penetration Rate	VII
44	Evaluation of proposed rent levels	VII
45	Derivation of Achievable Market Rent and Market Advantage	VII
46	Derivation of Achievable Restricted Rent	VII
47	Precise statement of key conclusions	VII
48	Market strengths and weaknesses impacting project	VII
49	Recommendations and/or modification to project discussion	N/A
50	Discussion of subject property's impact on existing housing	VII
51	Absorption projection with issues impacting performance	VII
52	Discussion of risks or other mitigating circumstances impacting project	VII
53	Interviews with area housing stakeholders	V
<b>Other Requirements</b>		
54	Preparation date of report	Cover
55	Date of field work	Cover
56	Certifications	Add. F
57	Statement of qualifications	Add. E
58	Sources of data not otherwise identified	N/A
59	Utility allowance schedule	Add. D