

# MARKET STUDY

Property:  
Abingdon Green II  
290 Senior Drive  
Abingdon, Virginia 24210



Type of Property:  
Affordable Multifamily Development  
Elderly  
Renovation

Date of Report:  
March 10, 2024

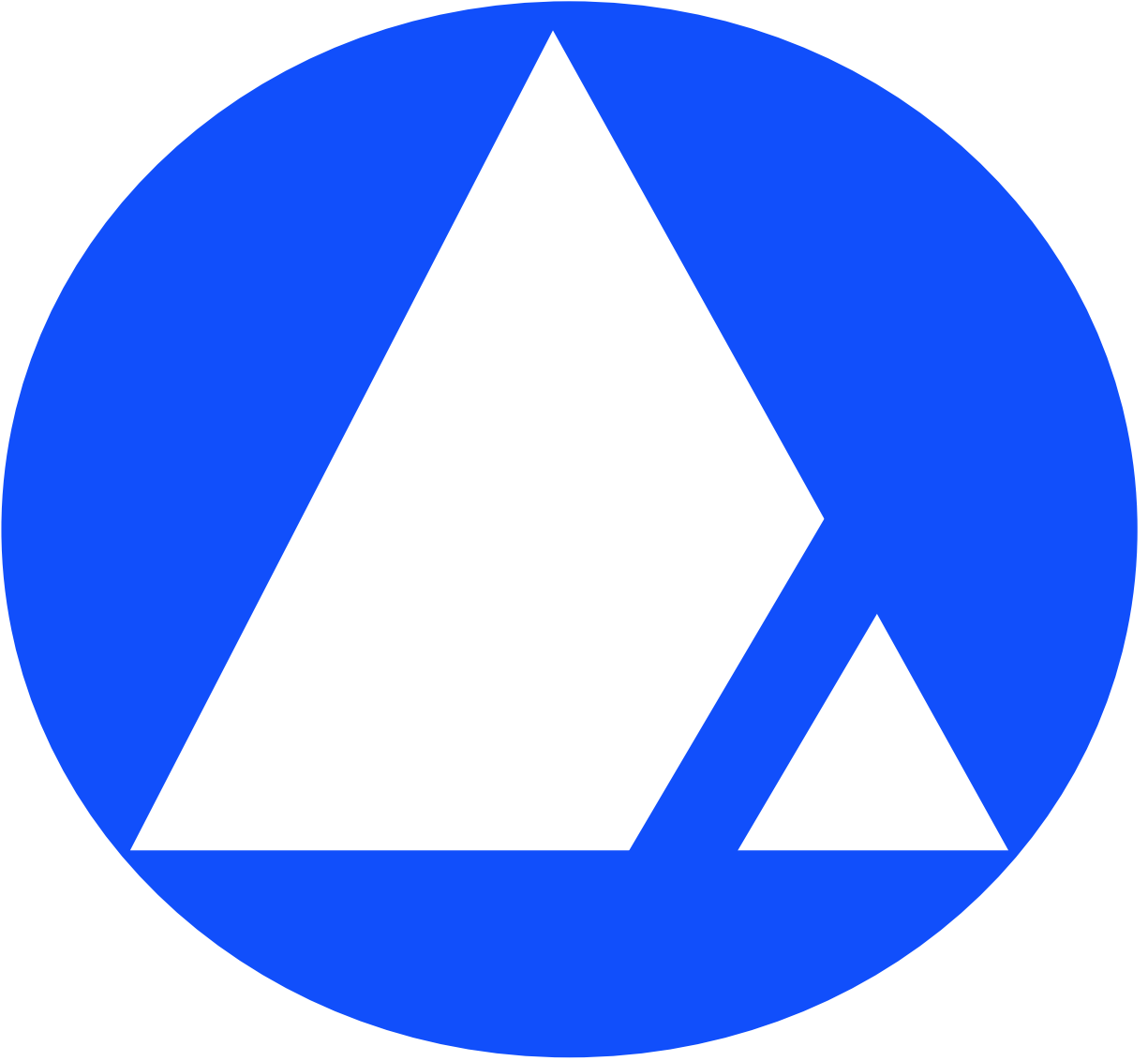
Effective Date:  
March 10, 2024

Date of Site Visit:  
March 10, 2024

Prepared For:  
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March 10, 2024

Mr. Bryan Ailey  
People Inc.  
1173 West Main Street  
Abingdon, Virginia 24210

Re: Abingdon Green II

Dear Mr. Bryan Ailey:

The subject property, known as Abingdon Green II, is an existing affordable multifamily development located at 290 Senior Drive in Abingdon, Washington County, Virginia. The subject property consists of 32 revenue-producing units originally constructed in 1989 and previously renovated in 2009. The sponsor has proposed to renovate the property again using below-market debt and/or tax credit financing. The subject property is a 62+ age restricted community.

The subject property is proposed to consist of 32 revenue-producing units including 1-bedroom garden apartments. A total of 16 units are proposed to be income restricted to 50% of AMI; a total of 16 units are proposed to be income restricted to 60% of AMI; no units are proposed to be set aside as market rate units; a total of 32 units are proposed to benefit from project-based rental assistance; no units are proposed to benefit from HOME financing. The rent and income restrictions associated with the proposed allocation of tax credits will run for the next 30 years.

The scope of this assignment consists of a comprehensive market analysis for the subject property. The market study was completed in accordance with Virginia Housing, National Council for Housing Market Analyst (NCHMA) guidelines and the Uniform Standards of Professional Practice (USPAP). The completion of this report involved a site visit, interviews with local property managers, and the collection of market data through discussions with persons knowledgeable of the local real estate market.

The purpose, intended use, and function of the report is to assess the marketability of the subject property for tax credit application purposes. This report should not be used for any other purposes without the express written permission of Allen & Associates Consulting.

The report has been generated for the benefit of our client People Inc. Virginia Housing is named as an additional user of the report. No other person or entity may use the report for any reason whatsoever without our express written permission.

A summary of our findings and conclusions is found in the following pages. The conclusions reported are based on the conditions that exist as of the effective date of this report. These factors are subject to change and may alter, or otherwise affect the findings and conclusions presented in this report.

To the best of our knowledge, this report presents an accurate evaluation of market conditions for the subject property as of the effective date of this report. While the analysis that follows is based upon information obtained from sources believed to be reliable, no guarantee is made of its accuracy.

Feel free to contact us with any questions or comments.

Respectfully submitted:  
ALLEN & ASSOCIATES CONSULTING

A handwritten signature in blue ink, appearing to read "Jeff Carroll", is positioned above the printed name.

Jeff Carroll

## EXECUTIVE SUMMARY

The following is a summary of our key findings and conclusions with respect to the subject property:

### Project Description

The subject property, known as Abingdon Green II, is an existing affordable multifamily development located at 290 Senior Drive in Abingdon, Washington County, Virginia. The subject property consists of 32 revenue-producing units originally constructed in 1989 and previously renovated in 2009. The sponsor has proposed to renovate the property again using below-market debt and/or tax credit financing. The subject property is a 62+ age restricted community.

### Proposed Unit Mix

The subject property is proposed to consist of 32 revenue-producing units including 1-bedroom garden apartments. A total of 16 units are proposed to be income restricted to 50% of AMI; a total of 16 units are proposed to be income restricted to 60% of AMI; no units are proposed to be set aside as market rate units; a total of 32 units are proposed to benefit from project-based rental assistance; no units are proposed to benefit from HOME financing. The rent and income restrictions associated with the proposed allocation of tax credits will run for the next 30 years.

Unit Type / Income Limit / Rent Limit	Proposed Unit Configuration			Gross Rent	UA	Net Rent
	HOME	Subsidized	Units			
1BR-1BA-563sf / 50% of AMI / 40% of AMI	No	Yes	4	\$723	\$77	\$646
1BR-1BA-563sf / 50% of AMI / 50% of AMI	No	Yes	12	\$723	\$77	\$646
1BR-1BA-563sf / 60% of AMI / 60% of AMI	No	Yes	16	\$723	\$77	\$646
Total/Average			32	\$723	\$77	\$646

### Site Description

The subject property includes an irregular-shaped parcel consisting of approximately 1.9 acres and approximately 100 feet of road frontage.

A total of 47 privately-owned parking spaces are proposed for the subject property (44 regular / 3 accessible / 1.47 spaces per unit). We normally see 1.0 to 1.5 spaces per unit for projects like this. In our opinion, the proposed parking appears adequate for the subject property.

### Additional Considerations:

Zoning	Residential. Legal, conditional use.
Environmental	1989 construction. No suspected environmental conditions.
Topography	No issues detected.
Flood	Zone X. Outside the 100-year flood zone.
DDA Status	Washington County, Virginia. Not designated as a Difficult to Develop Area.
QCT Status	Tract 105.01. Not designated as a Qualified Census Tract.
Access	Fair to Good. Located near a moderately-traveled road.
Visibility	Fair to Good. Moderate drive-by traffic and frontage.

In our opinion, the site is suitable for development.

### Neighborhood Description

In our opinion, the subject property has a very good location relative to competing properties with respect to neighborhood characteristics.

#### Additional Considerations:

Crime	Similar to market average.
Schools	Higher than market average.
Average Commute	Similar to market average.

In our opinion, the neighborhood is suitable for development.

### Primary Market Area

We defined the primary market area by generating a 30-minute drive time zone around the subject property. We also considered existing concentrations of multifamily properties and the nearest census tract boundaries in our analysis.

The primary market area includes a population of 85,564 persons and covers a total of 630.1 square miles, making it 28.3 miles across on average.

We estimate that up to 40 percent of demand will come from areas outside of the primary market area.

### Demographic Characteristics

We anticipate moderate population and household growth for the market area. Renter households are anticipated to increase modestly as well. Finally, we anticipate that rents will grow with CPI over the next few years. Additional details follow:

Population	Market area population currently stands at 85,564 and is projected to grow 0.4 percent this year.
Households	Market area households currently stand at 34,024 and is projected to decline 0.1 percent this year.
Renter Households	Market area renter households currently stand at 9,873 and is projected to decline 0.1 percent this year.
Renter Tenure	Market area renter tenure currently stands at 29.0 percent.
Rent Growth	Market area rents have grown 2.99% annually since 2010.

### Regional Economic Outlook

We anticipate moderate economic growth for the region. Additional details follow:

Est Employment	Regional establishment employment currently stands at 66,244 and is projected to grow 0.8 percent this year.
Civ Employment	Regional civilian employment currently stands at 60,261 and is projected to grow 0.1 percent this year.
Empl by Industry	Regional establishment employment currently stands at 66,244. The data suggests that State and Local Government is the largest employment category accounting for 14.1% of total regional employment. Manufacturing is the second largest category accounting for 12.0% of total employment. Retail Trade is the third largest category accounting for 11.6% of total employment. Health Care and Social Assistance is the fourth largest category accounting for 9.7% of total employment. Accommodation and Food Services is the fifth largest category accounting for 7.9% of total employment.
Top Employers	The top employers include: (1) Food City Distribution Ctr (1001 employees); (2) Westlake Royal Building Prod (699 employees) and; (3) Johnston Memorial Hospital (687 employees).

Supply Analysis

Our analysis includes a total of 53 confirmed market area properties consisting of 2,026 units. The occupancy rate for these units currently stands at 93 percent. This rate reflects the occupancy for all confirmed market area units, regardless of project status (stabilized, under construction, proposed, etc.).

The following tables summarize our findings for this market area:

Grand Total				
Project Type	Properties	Units	Vacant	Occupancy
Market Rate	26	823	35	96%
Restricted	15	456	60	87%
Subsidized	12	747	53	93%
Total	53	2,026	148	93%

Stabilized				
Family				
Project Type	Properties	Units	Vacant	Occupancy
Market Rate	25	807	33	96%
Restricted	12	346	19	95%
Subsidized	5	520	2	100%
Total	42	1,673	54	97%

Elderly				
Project Type	Properties	Units	Vacant	Occupancy
Market Rate	1	16	2	88%
Restricted	2	71	2	97%
Subsidized	5	178	2	99%
Total	8	265	6	98%

Pipeline				
Family				
Project Type	Properties	Units	Vacant	Occupancy
Market Rate	0	0	0	0%
Restricted	1	39	39	0%
Subsidized	1	28	28	0%
Total	2	67	67	0%

Elderly				
Project Type	Properties	Units	Vacant	Occupancy
Market Rate	0	0	0	0%
Restricted	0	0	0	0%
Subsidized	1	21	21	0%
Total	1	21	21	0%

### Most Comparable Properties

An overview of the market rate comparables selected for purposes of our analysis follows. The properties we consider to be the best comparables are highlighted for the reader's reference.

Key	Property	Units	Occupancy	Built	Renovated	Rents	Type	Miles to Sub
051	Manchester 242	31	97%	1990	na	Market Rate	Family	6.31
054	Mountain Empire Apartments	48	100%	1990	na	Market Rate	Family	2.30
065	Promise Landing Apartments	64	97%	1990	na	Market Rate	Family	3.15
095	Whites Mill Road Apartments	16	100%	1996	na	Market Rate	Family	0.43
096	Willow Run Apartments	192	96%	2009	na	Market Rate	Family	2.09

An overview of the restricted rent comparables selected for purposes of our analysis follows. The properties we consider to be the best comparables are highlighted for the reader's reference.

Key	Property	Units	Occupancy	Built	Renovated	Rents	Type	Miles to Sub
018	Douglass School Apartments	41	95%	1925	2006	Restricted	Elderly	13.49
043	Lebanon Square Apartments	48	100%	1990	2007	Restricted	Family	12.38
069	Ridgefield Court Apartments	48	100%	1987	2021	Restricted	Family	0.50
072	Sapling Grove Apartments	26	100%	2008	na	Restricted	Family	13.80
085	Thomas Jefferson Senior Apts	30	100%	1892	2005	Restricted	Elderly	13.82

### Achievable Rents

In the following table we present our concluded achievable rents and rent advantage for the subject property:

Unit Type / Income Limit / Rent Limit	Achievable Rents			Units	Achievable	Proposed	Advantage
	HOME	Subsidized					
1BR-1BA-563sf / 50% of AMI / 40% of AMI	No	Yes		4	\$1,000	\$646	35.4%
1BR-1BA-563sf / 50% of AMI / 50% of AMI	No	Yes		12	\$1,000	\$646	35.4%
1BR-1BA-563sf / 60% of AMI / 60% of AMI	No	Yes		16	\$1,000	\$646	35.4%
Total / Average				32	\$1,000	\$646	35.4%

Our analysis suggests an average achievable rent of \$1,000 for the subject property. This is compared with an average proposed rent of \$646, yielding an achievable rent advantage of 35.4 percent. Overall, the subject property appears to be priced at or below achievable rents for the area.

### NCHMA Demand Analysis

In the following tables we present our concluded demand, capture rate, penetration rate and absorption period estimates for the subject property using the NCHMA demand methodology:

Unit Type / Rent Type / Income Limit	Vac Units at Market Entry	Gross Demand	Vacant & Pipeline Units	Capture Rate Gross	Capture Rate Net	Penetration Rate	Absorption Pd (Mos)
1-Bedroom / Subsidized / 60% of AMI	16	1,379	23	1.2%	1.2%	15.6%	2
				Project-Wide Gross Capture Rate	1.2%		
				Project-Wide Net Capture Rate	1.2%		
				Project-Wide Penetration Rate	15.6%		
				Stabilized Occupancy	97%		
				Project-Wide Absorption Period	2 mos		

In our opinion, the estimated project-level capture rate suggests an appropriate number of units for the subject property. The unit level capture rates suggest an appropriate mix of units for the subject property.

In our opinion, the estimated project-level penetration rate suggest an appropriate number of units for the subject property. The unit-level penetration rates suggest an appropriate mix of units for the subject property.

Our analysis suggests that the subject property will stabilize at 97 percent occupancy. We estimate 2 months of



absorption and an average absorption rate of 9.7 units per month for this project. In our opinion, the absorption period suggests an appropriate number and mix of units for the subject property.

It is important to note that this analysis does not account for pent-up demand, pre-leasing efforts or rent concessions. In our opinion, an effective pre-leasing effort could result in a month-for-month reduction in the estimated absorption period for this project. In addition, any concessions or rent subsidies not accounted for already in this analysis could cut capture rates and absorption periods significantly.

#### VHDA Demand Analysis

In the following table we present our concluded capture rate and absorption period estimates for the subject property using the VHDA demand methodology:

Project-Wide Capture Rate - LIHTC Units	3.1%
Project-Wide Capture Rate - Market Units	0.0%
Project-Wide Capture Rate - All Units	3.1%
Project-Wide Absorption Period (Months)	2 mos

#### Conclusion

In conclusion, the subject property appears to be feasible from a market standpoint. The units appear to be priced appropriately and we anticipate a rapid lease-up after renovation.

Because of the demonstrated depth of demand in this area and the current occupied status of the subject property, we do not believe the renovation of this property will have an adverse impact on existing projects in the market area.

Abingdon Green II  
290 Senior Drive  
Abingdon, Virginia 24210

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Minimum Income	\$2,310								\$2,310
Maximum Income	\$36,240								\$36,240
New Rental Households	52								52
(+)									
Existing Households - Overburdened	712								712
(+)									
Existing Households - Substandard Housing	64								64
(+)									
Elderly Households - Likely to Convert to Rental Housing	211								
(+)									
Existing Qualifying Tenants - To Remain After Renovation	16								16
(+)									
Total Demand	1,055								844
(-)									
Supply (Directly Comparable Vacant Units Completed or in Pipeline in PMA)	23								23
(=)									
Net Demand	1,032								821
Proposed Units	32								32
Capture Rate	3.1%								3.9%
Absorption Period (Months)	2 mos								2 mos

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## PROJECT OVERVIEW

### Project Description

The subject property, known as Abingdon Green II, is an existing affordable multifamily development located at 290 Senior Drive in Abingdon, Washington County, Virginia. The subject property consists of 32 revenue-producing units originally constructed in 1989 and previously renovated in 2009. The sponsor has proposed to renovate the property again using below-market debt and/or tax credit financing. The subject property is a 62+ age restricted community.

Select project details are summarized below:

Project Description	
Property Name	Abingdon Green II
Street Number	290
Street Name	Senior
Street Type	Drive
City	Abingdon
County	Washington County
State	Virginia
Zip	24210
Units	32
Project Rent	Subsidized
Project Type	Elderly
Project Status	Prop Rehab
Financing Type	Tax Credit
Latitude	36.7175
Longitude	-81.9644

### Scope of Renovation

The subject property is currently in fair condition. The sponsor has proposed to rehabilitate the subject property to bring it up to “like new” condition using tax credit financing. The contemplated rehabilitation scope includes roof, parking lot, landscape, appliance, cabinet, HVAC and tile repairs and/or replacement. Tenants will be temporarily displaced as renovation progresses for this property.

### Construction and Lease-Up Schedule

We anticipate a 12-month construction period for this project. Assuming a December 1, 2024 closing, this yields a date of completion of December 1, 2025. Our demand analysis (found later in this report) suggests a 2-month absorption period. This yields a date of stabilization of February 1, 2026.

### Unit Configuration

The subject property currently consists of 32 revenue-producing units including 1-bedroom garden apartments. A total of 32 units are currently income restricted to 50% of AMI; no units are currently set aside as market rate units; a total of 32 units currently benefit from project-based rental assistance. The subject property currently stands at 100% occupancy.

Current Unit Configuration										
BR	BA	SF	Unit Type	Income Limit	Rent Limit	HOME Units	Subs Units	Total Units	Gross Rent	Net Rent
1	1.0	563	Garden/Flat	50%	50%	No	Yes	7	\$723	\$646
1	1.0	563	Garden/Flat	50%	50%	No	Yes	25	\$723	\$646
Total/Average		563						32	\$723	\$646

The subject property is proposed to consist of 32 revenue-producing units including 1-bedroom garden apartments. A total of 16 units are proposed to be income restricted to 50% of AMI; a total of 16 units are proposed to be income restricted to 60% of AMI; no units are proposed to be set aside as market rate units; a total of 32 units are proposed to benefit from project-based rental assistance; no units are proposed to benefit from HOME financing. The rent and income restrictions associated with the proposed allocation of tax credits will run for the next 30 years.

Proposed Unit Configuration

BR	BA	SF	Unit Type	Income Limit	Rent Limit	HOME Units	Subs Units	Total Units	Gross Rent	Net Rent
1	1.0	563	Garden/Flat	50%	40%	No	Yes	4	\$723	\$646
1	1.0	563	Garden/Flat	50%	50%	No	Yes	12	\$723	\$646
1	1.0	563	Garden/Flat	60%	60%	No	Yes	16	\$723	\$646
Total/Average		563						32	\$723	\$646

## Income & Rent Limits

The subject property is operated subject to certain income restrictions. The following table gives the applicable income limits for this area:

Income Limits						
HH Size	30% of AMI	40% of AMI	50% of AMI	60% of AMI	70% of AMI	80% of AMI
1.0 Person	\$15,870	\$21,160	\$26,450	\$31,740	\$37,030	\$42,320
2.0 Person	\$18,120	\$24,160	\$30,200	\$36,240	\$42,280	\$48,320
3.0 Person	\$20,400	\$27,200	\$34,000	\$40,800	\$47,600	\$54,400
4.0 Person	\$22,650	\$30,200	\$37,750	\$45,300	\$52,850	\$60,400
5.0 Person	\$24,450	\$32,600	\$40,750	\$48,900	\$57,050	\$65,200
6.0 Person	\$26,280	\$35,040	\$43,800	\$52,560	\$61,320	\$70,080
7.0 Person	\$28,080	\$37,440	\$46,800	\$56,160	\$65,520	\$74,880
8.0 Person	\$29,910	\$39,880	\$49,850	\$59,820	\$69,790	\$79,760

Source: HUD; State Housing Finance Agency

The income limits found above were based (in part) on HUD's published median household income for the area. The table below shows how this statistic has increased/decreased over the past several years:

Historical Median Income		
Year	\$	Change
2014	\$51,200	2.2%
2015	\$51,800	1.2%
2016	\$50,300	-2.9%
2017	\$59,600	18.5%
2018	\$61,800	3.7%
2019	\$55,100	-10.8%
2020	\$59,100	7.3%
2021	\$59,600	0.8%
2022	\$69,700	16.9%
2023	\$74,600	7.0%

Source: HUD

The subject property is operated subject to certain rent restrictions. The following table gives the maximum housing expense (net rent limit + tenant-paid utilities) for this area:

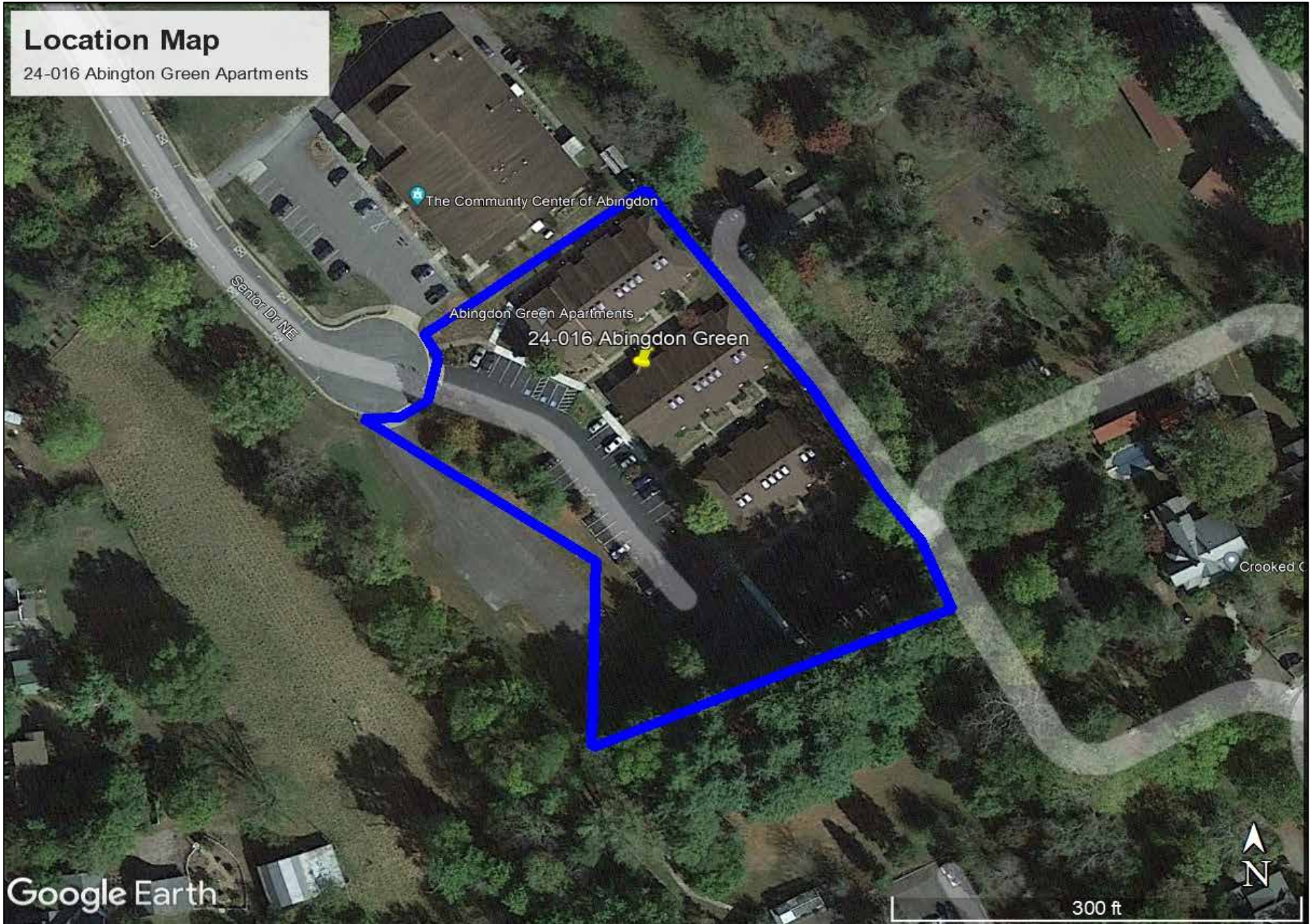
Maximum Housing Expense						
Unit Type	30% of AMI	40% of AMI	50% of AMI	60% of AMI	70% of AMI	80% of AMI
0 Bedroom	\$396	\$529	\$661	\$793	\$925	\$1,058
1 Bedroom	\$424	\$566	\$708	\$849	\$991	\$1,133
2 Bedroom	\$510	\$680	\$850	\$1,020	\$1,190	\$1,360
3 Bedroom	\$588	\$785	\$981	\$1,177	\$1,373	\$1,570
4 Bedroom	\$657	\$876	\$1,095	\$1,314	\$1,533	\$1,752

Source: HUD

The following table sets forth the gross fair market rents (net fair market rents + tenant-paid utilities) that would apply to any Section 8 voucher recipients or any units benefiting from HOME financing at the subject property:

Fair Market Rents	
Unit Type	Gross Rent
0 Bedroom	\$677
1 Bedroom	\$717
2 Bedroom	\$905
3 Bedroom	\$1,179
4 Bedroom	\$1,335

Source: HUD



## IMPROVEMENT DESCRIPTION & ANALYSIS

Our improvement analysis includes an evaluation of the following factors with respect to the subject property: (1) Building Features; (2) Unit Features; (3) Project Amenities, (4) Utility Configuration; and (5) Useful Life Analysis.

### **Building Features**

The subject property currently consists of 32 revenue-producing units in 4 residential buildings and 0 non-residential buildings. The development currently includes approximately 18,016 square feet of net rentable area and 29,148 square feet of gross building area.

The subject property is proposed to consist of 32 revenue-producing units in 4 residential buildings and 0 non-residential buildings. The development is proposed to include approximately 18,016 square feet of net rentable area and 29,148 square feet of gross building area.

Additional information regarding the subject property's major building systems is found below.

#### Foundation - Concrete Slab, Basements, Crawl Spaces, etc.

The subject property includes slab on grade foundations.

#### Structural Frame - Floor, Wall, Roof Structural Systems, etc.

The subject property is constructed with wood frame surfaced with plywood. Floor/ceiling assemblies consist of wood joists & plywood or concrete subfloors. Roof assemblies consist of wood trusses & plywood sheathing.

#### Exterior Wall - Exterior Finishes, Doors, Windows, Exterior Stairs, etc.

The subject currently includes vinyl siding & brick veneer, double hung vinyl double pane windows, and steel clad insulated six-panel unit entry doors. The sponsor proposes to replace the siding, windows and exterior doors as part of the planned renovation.

#### Roof - Sheathing, Coverings, Warranties, Gutters & Downspouts, Soffit & Fascia, etc.

The subject includes gabled asphalt shingle roofs. The sponsor proposes to replace the roofs as part of the planned renovation.

#### Vertical Transportation - Elevator, Interior Stair Systems

The subject property is a 1-story development which includes 4 residential buildings with no elevators.

#### Plumbing - Sanitary, Storm, Sewer, Fixtures, Domestic Hot Water

Domestic water piping is constructed of CPVC pipe and fittings. Wastewater lines consist of PVC pipe and fittings. Potable hot water is supplied via individual electric hot water heaters. The sponsor proposes to replace the water heaters as part of the planned renovation.

#### HVAC - Heating, Air Conditioning, Ventilation

The subject property currently includes individual interior-mounted electric heat, individual exterior-mounted a/c compressors with interior-mounted air handlers. New HVAC systems are proposed as part of the planned renovation.

#### Electrical and Communications - Distribution, Aluminum Wiring, etc.

Buildings receive electrical power from exterior pad-mounted transformers. Electrical service to units consists of 120/240V AC with 100 amps available for each panel. Electrical wiring is made of copper. Properly grounded, three-prong outlets are found in each dwelling unit. The outlets located in the wet areas are Ground Fault Circuit Interrupter (GFCI) outlets. Surface-mounted fluorescent & LED fixtures are proposed after renovation.



### Fire Suppression

The subject property is not currently equipped with an NFPA-13 fully automatic fire suppression (sprinkler) system. However, hard-wired smoke detectors with battery backup are found in each bedroom area. The sponsor proposes to replace the smoke detectors as part of the planned renovation.

### **Unit Features**

The subject property currently contains 32 revenue-producing units including 30 regular units and 2 accessible units including 32 bedrooms, 32 full bathrooms and 0 half bathrooms.

The subject property is proposed to contain 32 revenue-producing units including 27 regular units and 5 accessible units, including 32 bedrooms, 32 full bathrooms and 0 half bathrooms.

Additional information regarding the subject property's unit features is found below.

### Walls / Ceilings / Interior Doors

Subject property units include 8 foot ceilings, painted gypsum wallboard & ceilings, wood hollow-core flat panel interior doors and wood hollow-core flat panel closet doors. The sponsor proposes to replace the interior doors as part of the planned renovation.

### Floor Covering

Floor covering currently consists of luxury vinyl plank in the entryways, bathrooms & kitchens along with wall-to-wall carpeting in the living areas & bedrooms. The sponsor proposes to replace all flooring with luxury vinyl plank as part of the planned renovation.

### Kitchens

Kitchens currently include electric four-top ranges, range hoods, frost-free refrigerators, disposals, dishwashers, composite wood cabinets, laminated countertops and stainless steel sinks. The sponsor proposes to replace the appliances, cabinets and countertops as part of the planned renovation. Dishwashers are planned after renovation.

### Bathrooms

Bathrooms currently include composite wood vanities, cultured marble countertops, porcelain sinks & toilets, along with fiberglass tubs & surrounds. The bathrooms also include exhaust fans and other accessories. The sponsor proposes to replace these components as part of the planned renovation.

### **Project Amenities**

A discussion of the development's project amenities is found below.

### Site & Common Area Amenities

A BBQ area, community center, gazebo/patio, and a picnic area are currently found at the subject property.

### Parking

Open parking is found at the subject property.

### Laundry

A central laundry and washer/dryer hookups are currently found at the subject property.

### Security

Call buttons are currently found at the subject property.

### Services

No additional services are currently found at the subject property.

Tables comparing the subject property's amenities to that of the most comparable properties are found at the end of this section.

## Utility Configuration

The subject property currently includes electric heat, electric cooking and electric hot water. All utilities - with the exception of cold water, sewer and trash - are currently paid by the resident.

In the table that follows we compare the subject's proposed utility allowances (also known as tenant paid utilities) to the estimated allowances using the HUD Utility Schedule Model:

Utility Allowances										
BR	BA	SF	Unit Type	Inc Lmt	Rnt Lmt	HOME	Subs	Units	UA	HUD UA
1	1.0	563	Garden/Flat	50% of AMI	40% of AMI	No	Yes	4	\$77	\$71
1	1.0	563	Garden/Flat	50% of AMI	50% of AMI	No	Yes	12	\$77	\$71
1	1.0	563	Garden/Flat	60% of AMI	60% of AMI	No	Yes	16	\$77	\$71
Total/Average								32	\$77	\$71

The HUD utility allowances are a good measure of the energy costs for a given property. Our analysis suggests that the proposed utility allowances are higher than those established using the HUD model.

Tables comparing the subject property's utility configuration to that of the most comparable properties are found at the end of this section. Outputs from the HUD Utility Schedule Model are also found there.

## Useful Life Analysis

The subject property was originally constructed in 1989 and is currently in good condition. In our opinion, the subject has a remaining useful life & remaining economic life of 20 years in its current condition. Assuming the scope of work described above, we anticipate a remaining useful life & remaining economic life of 50 years after renovation. Finally, we estimate a post-renovation effective age of 10 years for this project.

In the course of completing this study, we rated the condition of the subject property and the most comparable properties on a 1-5 scale (1 being the worst and 5 being the best). We also evaluated the actual and effective ages of the subject and select comparables. A table summarizing our findings is found below:

		Actual Age   Effective Age   Condition			Rank		
		Rating					
Key	Project Name	Actual Age	Effective Age	Property Condition	Actual Age	Effective Age	Property Condition
Sub	Abingdon Green II	1989	2014	4.00	8	1	1
018	Douglass School Apartments	1925	2006	2.00	10	5	11
043	Lebanon Square Apartments	1990	2000	3.50	4	6	5
051	Manchester 242	1990	1990	3.25	4	9	8
054	Mountain Empire Apartments	1990	1990	3.75	4	9	4
065	Promise Landing Apartments	1990	1990	4.00	4	9	1
069	Ridgefield Court Apartments	1987	2011	3.00	9	2	10
072	Sapling Grove Apartments	2008	2008	4.00	2	4	1
085	Thomas Jefferson Senior Apartments	1892	1995	3.50	11	7	5
095	Whites Mill Road Apartments	1996	1995	3.25	3	7	8
096	Willow Run Apartments	2009	2009	3.50	1	3	5

Source: Allen & Associates; Sponsor

Amenities

		Site & Common Area Amenities																				
Key	Project Name	Ball Field	BBQ Area	Billiards Game Rm	Business Comp Ctr	Car Care Center	Community Center	Elevator	Fitness Center	Gazebo Patio	Hot Tub Jacuzzi	Herb Garden	Horseshoes	Lake	Library	Movie Media Ctr	Picnic Area	Playground	Pool	Sauna	Sports Court	Walking Trail
Sub	Abingdon Green II	no	yes	no	no	no	yes	no	no	yes	no	no	no	no	no	no	yes	no	no	no	no	no
018	Douglass School Apartments	no	no	no	yes	no	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no	no
043	Lebanon Square Apartments	no	no	no	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
051	Manchester 242	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
054	Mountain Empire Apartments	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
065	Promise Landing Apartments	no	no	no	no	no	yes	no	yes	no	no	no	no	no	no	no	no	yes	yes	no	yes	no
069	Ridgefield Court Apartments	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
072	Sapling Grove Apartments	no	yes	no	no	no	yes	no	no	no	no	no	no	no	no	no	yes	no	no	no	no	no
085	Thomas Jefferson Senior Apartments	no	no	no	yes	no	yes	yes	no	yes	no	no	no	no	yes	no	no	no	no	no	no	no
095	Whites Mill Road Apartments	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
096	Willow Run Apartments	no	yes	no	no	no	no	no	yes	no	no	no	no	no	no	no	yes	yes	yes	no	no	no

		Unit Amenities					Kitchen Amenities					Air Conditioning				Heat					
Key	Project Name	Blinds	Ceiling Fans	Carpeting	Fireplace	Patio Balcony	Storage	Stove	Refrigerator	Disposal	Dishwasher	Microwave	Central	Wall Units	Window Units	None	Central	Wall Units	Baseboards	Boiler Radiator	None
Sub	Abingdon Green II	yes	no	yes	no	yes	no	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no
018	Douglass School Apartments	yes	yes	yes	no	no	no	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no
043	Lebanon Square Apartments	yes	no	yes	no	yes	no	yes	yes	no	no	no	yes	no	no	no	yes	no	no	no	no
051	Manchester 242	yes	yes	yes	no	yes	no	yes	yes	no	yes	no	yes	no	no	no	yes	no	no	no	no
054	Mountain Empire Apartments	yes	no	yes	no	yes	no	yes	yes	no	yes	no	yes	no	no	no	yes	no	no	no	no
065	Promise Landing Apartments	no	no	some	no	yes	no	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no
069	Ridgefield Court Apartments	yes	no	yes	no	yes	no	yes	yes	no	no	no	yes	no	no	no	yes	no	no	no	no
072	Sapling Grove Apartments	yes	no	yes	no	no	no	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no
085	Thomas Jefferson Senior Apartments	yes	no	yes	no	no	no	yes	yes	no	yes	no	yes	no	no	no	yes	no	no	no	no
095	Whites Mill Road Apartments	yes	no	yes	no	no	no	yes	yes	no	yes	no	no	yes	no	no	no	yes	no	no	no
096	Willow Run Apartments	yes	no	yes	no	no	no	yes	yes	yes	yes	yes	yes	no	no	no	yes	no	no	no	no

		Parking					Laundry			Security					Services							
Key	Project Name	Garage	Covered Parking	Assigned Parking	Open Parking	None	Central	W/D Units	W/D Hookups	Call Buttons	Controlled Access	Courtesy Officer	Monitoring	Security Alarms	Security Patrols	After School	Concierge	Hair Salon	Health Care	House-keeping	Meals	Trans- portation
Sub	Abingdon Green II	no	no	no	yes	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no
018	Douglass School Apartments	no	no	no	yes	no	yes	no	no	yes	yes	no	no	yes	no	no	no	no	no	no	no	0
043	Lebanon Square Apartments	no	no	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
051	Manchester 242	no	no	no	yes	no	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no
054	Mountain Empire Apartments	no	no	no	yes	no	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no
065	Promise Landing Apartments	no	no	no	yes	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no
069	Ridgefield Court Apartments	no	no	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
072	Sapling Grove Apartments	no	no	no	yes	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no	no
085	Thomas Jefferson Senior Apartments	no	no	no	yes	no	yes	no	no	yes	yes	no	no	no	no	no	no	no	no	no	no	no
095	Whites Mill Road Apartments	no	no	no	yes	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no	no
096	Willow Run Apartments	no	no	no	yes	no	yes	no	yes	no	no	no	no	no	no	na	na	na	na	na	na	na

Source: Allen & Associates; Sponsor

		Utilities																						
Key	Project Name	Tenant-Paid											Owner-Paid											
		Heat / Gas	Heat / Electric	Cooking / Gas	Cooking / Electric	Other / Electric	AC / Electric	HW / Gas	HW / Electric	Water	Sewer	Trash	Heat / Gas	Heat / Electric	Cooking / Gas	Cooking / Electric	Other / Electric	AC / Electric	HW / Gas	HW / Electric	Water	Sewer	Trash	
Sub	Abingdon Green II	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
018	Douglass School Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
043	Lebanon Square Apartments	no	yes	no	yes	yes	yes	no	yes	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no
051	Manchester 242	yes	no	yes	no	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
054	Mountain Empire Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
065	Promise Landing Apartments	no	yes	no	yes	yes	yes	no	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no	no	yes
069	Ridgefield Court Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
072	Sapling Grove Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
085	Thomas Jefferson Senior Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
095	Whites Mill Road Apartments	no	yes	no	yes	yes	yes	no	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no	no	yes
096	Willow Run Apartments	no	yes	no	yes	yes	yes	no	yes	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no

Source: Allen & Associates; Sponsor

HUD Utility Schedule Model Output					
	0 Bedroom	1 Bedroom	2 Bedroom	3 Bedroom	4 Bedroom
Heat - Gas	31	33	35	37	40
Heat - Elec	17	20	24	27	30
Cooking - Gas	2	2	3	4	5
Cooking - Elec	5	6	9	12	15
Other Electric	21	24	34	43	53
Air Conditioning	4	5	7	9	11
Hot Water-Gas	4	5	7	9	11
Hot Water-Elec	14	16	21	25	30
Water	47	51	72	116	161
Sewer	59	62	84	118	152
Trash	30	30	30	30	30

Source: Local Utility Providers; HUD

## SITE DESCRIPTION & ANALYSIS

Our assessment of the site included an evaluation of the following factors with respect to the subject property: (1) Survey; (2) Site Plan; (3) Nuisances, Hazards, Detrimental Influences & Environmental; (4) Topography; (5) Flood Zone; (6) Difficult to Develop Area Status; (7) Qualified Census Tract Status; and (8) Traffic Patterns, Access & Visibility.

### Survey

A survey for the subject property was provided to the analyst for review. Current surveys should be evaluated to ascertain whether there are any easements encumbering the subject property. Our review/inspection suggested that the site is currently encumbered by standard utility easements that do not adversely affect its marketability and that the site is serviced by municipal utilities.

### Site Plan

A site plan for the subject property was provided to the analyst for review. Site plans are necessary to analyze the site improvements, parking configuration, internal traffic flow, location of building improvements and landscaping improvements for the subject property. Our review did not identify any problem areas with respect to the subject property. A summary of the development's site features is found below.

#### Acres / Lot Shape / Frontage

The subject property includes an irregular-shaped parcel consisting of approximately 1.9 acres and approximately 100 feet of road frontage.

#### Zoning

According to the sponsor, the subject property is currently zoned residential. It is our understanding that the current zoning for the subject is a legal, conforming use.

#### Parking / Streets / Curbs / Sidewalks

A total of 47 privately-owned parking spaces are proposed for the subject property (44 regular / 3 accessible / 1.47 spaces per unit). We normally see 1.0 to 1.5 spaces per unit for projects like this. In our opinion, the proposed parking appears adequate for the subject property.

#### Dumpsters / Dumpster Enclosures

The subject is proposed to include 2 publicly-owned dumpsters along with 2 privately-owned wood enclosures.

#### Landscaping / Perimeter Fence / Retaining Walls / Entry Sign

Trees, shrubs & lawns are proposed for the subject property. A perimeter fence is not planned at the subject property. Retaining walls are not planned at this property. One unlighted entry sign is proposed for this property.

#### Stormwater Management / Site Lighting / Water Service / Wastewater Service

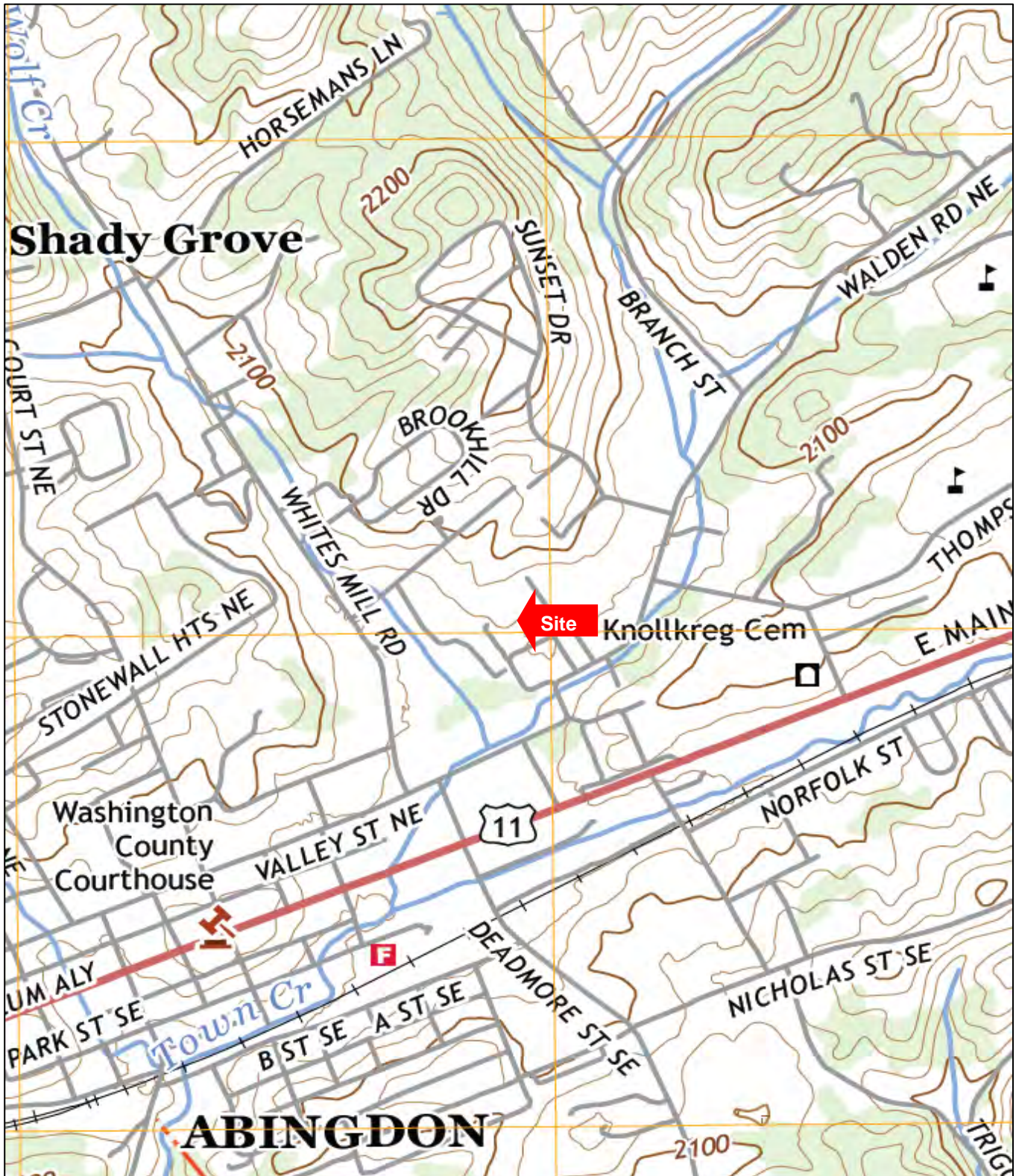
Stormwater management is proposed to consist of catch basins and concrete pipe connecting to a public system. Site lighting is proposed to consist of publicly-owned HID poles. Domestic water service to buildings is proposed to consist of ductile iron pipe connecting to a public system. Wastewater service to buildings is proposed to consist of PVC pipe connecting to a public system.

### Nuisances, Hazards, Detrimental Influences & Environmental

We did not observe any nuisances, hazards, detrimental influences or recognized environmental conditions on our inspection of the subject property. The subject property was originally constructed in 1989, after the 1978 ban on lead and asbestos containing construction materials. Nevertheless, we recommend that the sponsor obtain a comprehensive environmental assessment from a qualified professional.

## Topography

The USGS map showing the topography of the subject property and surrounding area is found below:



The topographic map shows that the site is flat and drains to adjacent properties to the south and west. In our opinion, there do not appear to be any topographic issues with respect to the subject property.

## Flood Zone

The map showing the location of the subject property relative to nearby areas prone to flooding (identified in purple) is found below:

RiskMeter
CoreLogic

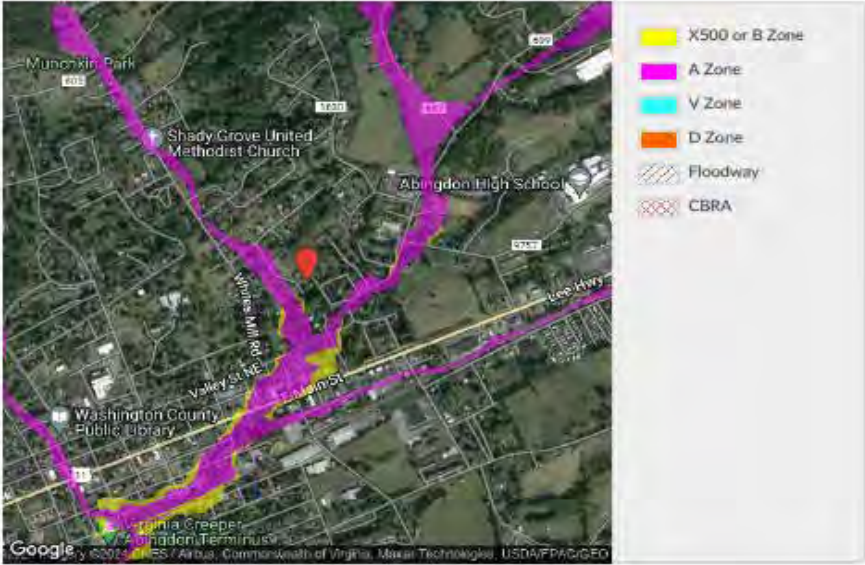
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LATITUDE: 36.717489, LONGITUDE: -81.964374  
 LOCATION ACCURACY: User-defined location   
 LATITUDE: 36.717489   
 LONGITUDE: -81.964374   
 MATCH CODE:   
 SOURCE: CENSUS BLOCK ID: 511910105012004

Flood Zone Determination Report

**Flood Zone Determination: OUT** ▲

SFHA (FLOOD ZONE)	OUT	WITHIN 250 FEET OF FLOOD ZONE	YES
FLOOD ZONE	X	COMMUNITY	510169
COMMUNITY NAME	ABINGDON, TOWN OF	PANEL	0280C
PANEL DATE	September 29, 2010	COBRA	OUT
PARTICIPATION STATUS	R	ORIGIN FIRM DATE	March 16, 1988
MAP NUMBER	51191C0280C	FIPS CODE	51191



- X500 or B Zone
- A Zone
- V Zone
- D Zone
- Floodway
- CBRA

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 Report generated March 03, 2024 by jcarroll@allenadvisors.com Page 2 of 2

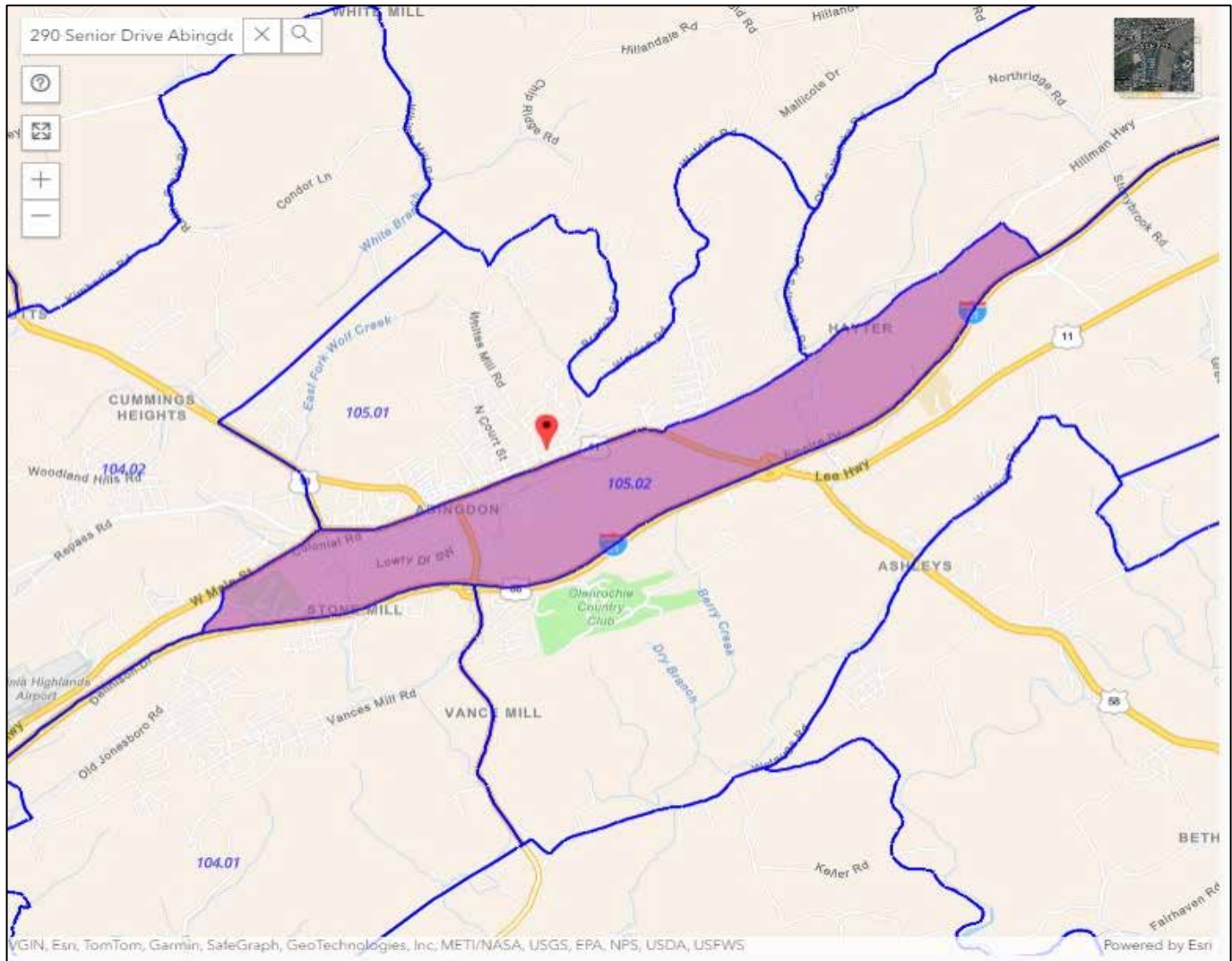
According to FEMA map number 51191C0280C dated September 29, 2010, the subject property is located in Zone X. This is an area that is identified as being located outside - but near - the 100-year flood zone.

### Difficult to Develop Area Status

The subject property is located in Washington County, Virginia - an area that is not designated as a Difficult to Develop Area. Consequently, the subject property does not appear to qualify for special DDA funding under state and federal programs.

### Qualified Census Tract Status

The federal government has identified census tracts throughout the United States that include high concentrations of low-income households and substandard housing units. These areas, known as Qualified Census Tracts, qualify for special funding under various state and federal programs. A QCT map showing the location of the subject property is found below:



The subject property is located in Census Tract 105.01 - an area that is not designated as a Qualified Census Tract. Consequently, the subject property does not appear to qualify for special QCT funding under state and federal programs.



## Traffic Patterns, Access & Visibility

A traffic map identifying the subject property is found below:



### Access

The subject property is located at 290 Senior Drive, approximately 3 blocks north of US Highway 11 in Abingdon, Virginia. US Highway 11 is a heavily-traveled east-west road carrying approximately 13,000 vehicles per day. We did not observe any road or infrastructure improvements taking place in the immediate vicinity of the subject property. In our opinion, therefore, accessibility is fair by virtue of the location of the subject property relative to existing streets and thoroughfares.

### Visibility

The subject property is not visible from US Highway 11 and a limited volume of drive-by traffic. Consequently, in our opinion visibility is fair by virtue of the exposure of the subject property to existing drive-by traffic volumes.

In the course of completing this study, we rated the access and visibility for the subject property and the most comparable properties on a 1-5 scale (1 being the worst and 5 being the best). A table summarizing our findings is found below:

Access & Visibility						
Rating				Rank		
Key	Project Name	Access	Visibility	Access	Visibility	
Sub	Abingdon Green II	2.50	2.50	7	6	
018	Douglass School Apartments	4.00	4.00	1	1	
043	Lebanon Square Apartments	2.00	2.00	9	7	
051	Manchester 242	3.00	3.00	3	3	
054	Mountain Empire Apartments	3.00	2.00	3	7	
065	Promise Landing Apartments	2.00	2.00	9	7	
069	Ridgefield Court Apartments	2.00	2.00	9	7	
072	Sapling Grove Apartments	3.50	3.50	2	2	
085	Thomas Jefferson Senior Apartments	3.00	3.00	3	3	
095	Whites Mill Road Apartments	3.00	3.00	3	3	
096	Willow Run Apartments	2.50	2.00	7	7	

Source: Allen & Associates

# NEIGHBORHOOD DESCRIPTION & ANALYSIS

## Neighborhood

Our assessment of the neighborhood includes an evaluation of the following factors with respect to the subject property: (1) Life Cycle; (2) Surrounding Properties; (3) Economic Characteristics; (4) Crime Rates; (5) Educational Attainment; and (6) Commuting Patterns.

### Life Cycle

Neighborhoods are sometimes thought to evolve through four distinct stages:

- Growth – A period during which the area gains public favor and acceptance.
- Stability – A period of equilibrium without marked gains or losses.
- Decline – A period of diminishing demand.
- Revitalization – A period of renewal, redevelopment, modernization, and increasing demand.

Based on our evaluation of the neighborhood, the subject property is located in an area that appears to be in the stability stage of its life cycle. Modest population growth is anticipated for the next several years.

### Surrounding Properties

The subject property is located in Abingdon, Virginia. The immediate area consists of residential land uses.

Community Center is located to the north; Vacant Land is located to the south; Single Family is located to the east; and Vacant Land is located to the west of the subject property.

Surrounding property uses are summarized in the table found below:

Surrounding Properties		
Direction	Use	Condition
North	Community Center	Good
South	Vacant Land	-
East	Single Family	Good
West	Vacant Land	-

Source: Allen & Associates

### Economic Characteristics

The subject property is located in an area with average household incomes of \$38,194 (in constant 2015 dollars); this is compared with \$29,751 for the most comparable properties included in this analysis.

In addition, the subject property is located in an area with median cash rents of \$471 (in constant 2015 dollars); this is compared with \$490 for the most comparable properties included in this analysis.

Finally, the subject property is located in an area with median single family home values of \$217,700 (in constant 2015 dollars); this is compared with \$134,645 for the most comparable properties included in this analysis.

### Crime Rates

The subject property is located in an area with personal crime rates of 1.9%. Personal crime includes offenses such as rape, murder, robbery and assault. Our research suggests that the average personal crime rate for the most comparable properties stands at 2.2%.

In addition, the subject property is located in an area with property crime rates of 2.9%. Property crimes include offenses such as burglary, larceny and theft. Our research suggests that the average property crime rate for the most comparable properties stands at 3.5%.

Please note: The crime statistics included in this analysis are historical area-wide figures. These statistics make no consideration for changing demographics or the implementation of an affirmative crime prevention program at the subject property.

Educational Attainment

The subject property is located in an area with high school graduation rates of 83.8%; this is compared with 74.8% for the most comparable properties included in this analysis.

In addition, the subject property is located in an area with college graduation rates of 47.7%; this is compared with 24.2% for the most comparable properties included in this analysis.

Commuting Patterns

The subject property is located in an area with an average drive to work of 19.9 minutes; this is compared with 19.5 minutes for the most comparable properties included in this analysis.

In addition, the subject property is located in an area with an average of 1.58 vehicles per household; this is compared with 1.35 vehicles per household for the most comparable properties included in this analysis.

Conclusion

In our opinion, the subject property has a very good location relative to competing properties with respect to neighborhood characteristics.

**Proximity to Area Amenities**

Our assessment included an evaluation of the proximity of various amenities to the subject and the most comparable properties. We looked at the following amenities in our analysis: (1) Banks; (2) Grocery; (3) Emergency Clinics; (4) Pharmacies; and (5) Discount Stores.

A listing of some of the area amenities is found below. An amenity map is found in the following pages:

Proximity to Area Amenities		
Amenity	Name	Miles
Bank	ATM	0.4
Grocery	K-Vat Food Stores	0.3
Emergency Clinic	Johnston Memorial Hospital	3.0
Pharmacy	Winn-Dixie	0.7
Discount Store	Roses	0.7

Source: Caliper Corporation

ATM, K-Vat Food Stores, Winn-Dixie, and Roses are all located less than 0.7 miles away from the subject property. Johnston Memorial Hospital is located 3.0 miles away.

Number of Area Amenities

We utilized the Caliper Corporation 2021 Point of Interest database to evaluate the subject and the most comparable properties with respect to the number of amenities in the immediate area.

- Caliper Corporation identified 24 banks within 2.0 miles of the subject property. The subject is ranked 1 out of the 11 properties included in this analysis.
- A total of 14 grocery stores are in the vicinity of the subject property. The subject is ranked 2 for the area.
- A total of 0 hospital are in the vicinity of the subject property. The subject is ranked 5 for the area.
- A total of 6 pharmacies are in the vicinity of the subject property. The subject is ranked 2 for the area.

- A total of 3 shopping establishments are in the vicinity of the subject property. The subject is ranked 1 for the area.

#### Nearest Area Amenities

We utilized the Caliper Corporation 2021 Point of Interest database to evaluate the subject and the most comparable properties with respect to the nearest area amenities.

- According to Caliper Corporation, the nearest bank is 0.4 miles away from the subject property. The subject is ranked 3 out of the 11 properties included in this analysis.
- The nearest grocery store is 0.3 miles away from the subject property. The subject is ranked 3 for the area.
- The nearest hospital is 3 miles away from the subject property. The subject is ranked 6 for the area.
- The nearest pharmacy is 0.7 miles away from the subject property. The subject is ranked 9 for the area.
- The nearest shopping center is 0.7 miles away from the subject property. The subject is ranked 3 for the area.

#### Conclusion

In our opinion, the subject property has a very good location relative to competing properties with respect to area amenities.

Tables comparing the subject property's proximity to area amenities to that of the most comparable properties is found on the next page. Maps showing the proximity of the subject property to area amenities and area employers is also found in the following pages.

In the course of completing this study, we rated the neighborhood and the proximity to area amenities for the subject property and the most comparable properties on a 1-5 scale (1 being the worst and 5 being the best). The tables on the following pages give these ratings.

Neighborhood Ratings

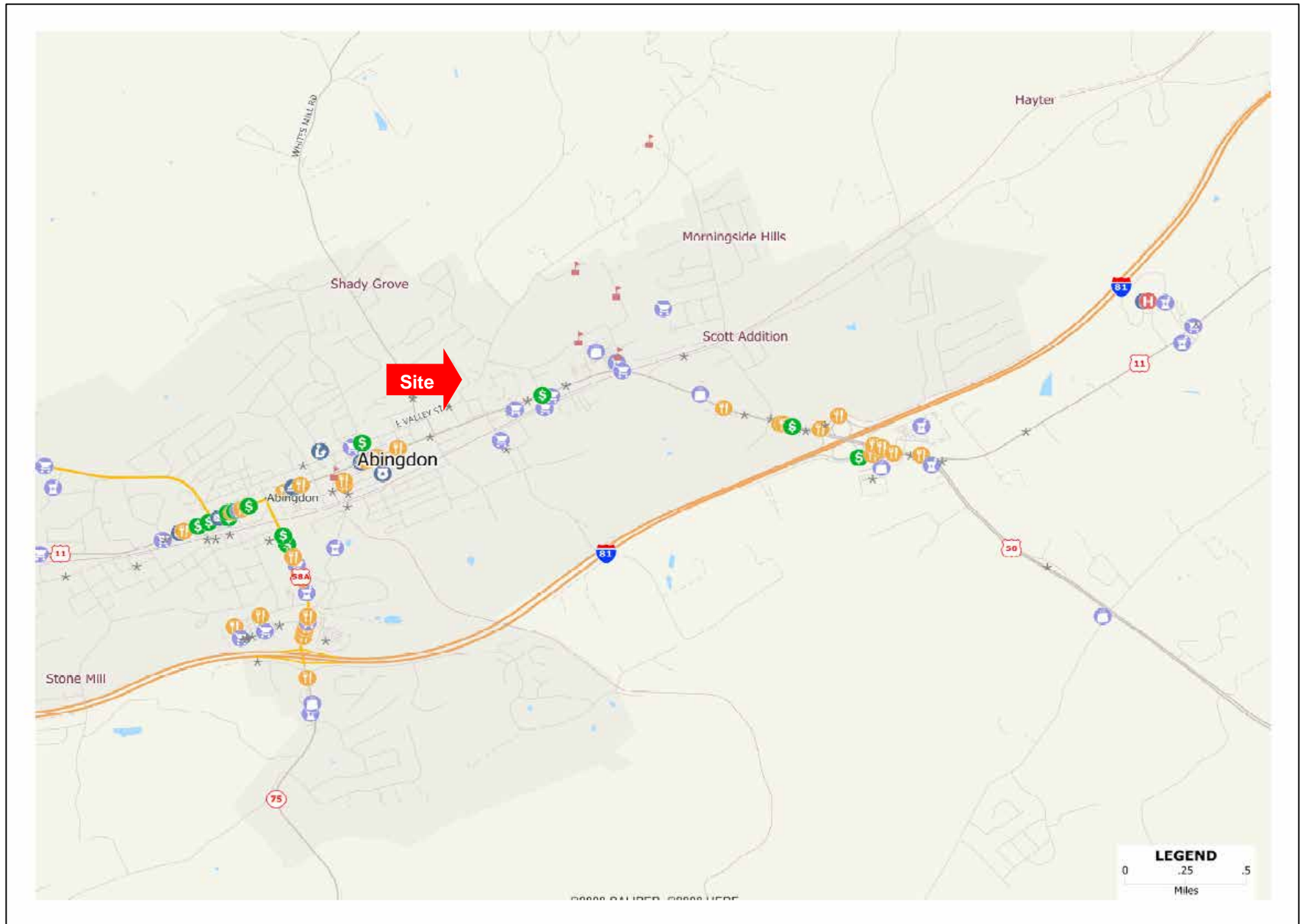
		Rating									Rank (1 = Property with Highest Rating)								Final Rating (1-5 Scale)
		Surrounding Area			Crime Rates		Education	Commute			Surrounding Area			Crime Rates		Education	Commute		
Key	Project Name	Avg HH Income (2015 \$)	Med Cash Rent (2015 \$)	Med SF Value (2015 \$)	Personal Crime	Property Crime	High School or More	Bachelor's or More	Average Commute	Avg HH Income (2015 \$)	Med Cash Rent (2015 \$)	Med SF Value (2015 \$)	Personal Crime	Property Crime	High School or More	Bachelor's or More	Average Commute		
Sub	Abingdon Green II	\$38,194	\$471	\$217,700	1.9%	2.9%	83.8%	47.7%	19.89	4	6	3	5	4	3	1	7	3.90	
018	Douglass School Apartments	\$9,516	\$286	\$54,200	1.4%	3.0%	62.7%	5.9%	17.82	9	9	9	2	6	9	9	1	2.50	
043	Lebanon Square Apartments	\$19,963	\$459	\$96,500	2.9%	3.4%	66.5%	27.6%	20.81	8	8	8	8	9	8	5	10	2.00	
051	Manchester 242	\$38,185	\$542	\$114,700	0.3%	0.3%	78.2%	16.8%	20.27	6	4	6	1	1	6	7	9	3.50	
054	Mountain Empire Apartments	\$47,530	\$620	\$223,700	3.3%	2.0%	85.8%	38.4%	19.34	1	2	1	9	2	1	3	5	4.50	
065	Promise Landing Apartments	\$47,530	\$620	\$223,700	3.3%	2.0%	85.8%	38.4%	19.34	1	2	1	9	2	1	3	5	4.50	
069	Ridgefield Court Apartments	\$28,802	\$512	\$108,900	3.6%	11.3%	78.3%	18.4%	19.11	7	5	7	11	11	5	6	4	2.50	
072	Sapling Grove Apartments	\$9,516	\$286	\$54,200	1.4%	3.0%	62.7%	5.9%	17.82	9	9	9	2	6	9	9	1	2.50	
085	Thomas Jefferson Senior Apartments	\$9,516	\$286	\$54,200	1.4%	3.0%	62.7%	5.9%	17.82	9	9	9	2	6	9	9	1	2.50	
095	Whites Mill Road Apartments	\$38,194	\$471	\$217,700	1.9%	2.9%	83.8%	47.7%	19.89	4	6	3	5	4	3	1	7	3.90	
096	Willow Run Apartments	\$40,313	\$839	\$115,600	2.6%	4.4%	72.0%	13.4%	22.85	3	1	5	7	10	7	8	11	2.70	

Proximity to Area Amenities

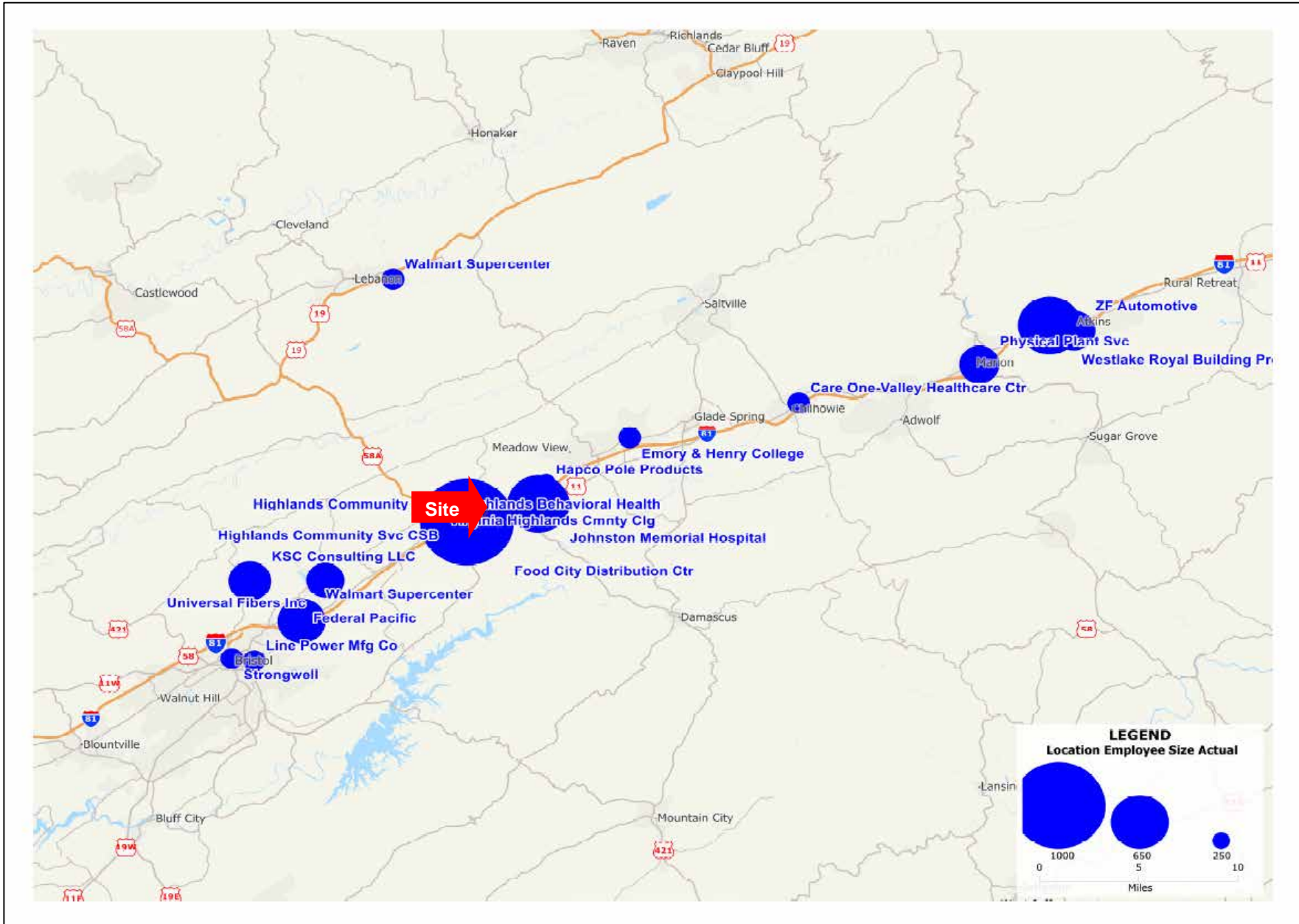
		Rating									Rank (1 = Property with Highest Rating)								Final Rating (1-5 Scale)
		Number within 2.0 miles of Property					Nearest to Property, Miles				Number within 2.0 miles of Property					Nearest to Property, Miles			
Key	Project Name	Banks	Grocery	Hospital	Pharmacy	Shopping	Shopping	Grocery	Hospital	Banks	Grocery	Hospital	Pharmacy	Shopping	Shopping	Grocery	Hospital		
Sub	Abingdon Green II	24	14	0	6	3	0.7	0.3	3.0	1	2	5	2	1	3	3	6	4.50	
018	Douglass School Apartments	20	9	0	6	1	1.9	1.1	16.3	6	4	5	2	7	9	7	9	3.10	
043	Lebanon Square Apartments	9	5	2	3	3	1.9	0.2	0.3	7	8	1	10	1	9	1	2	3.70	
051	Manchester 242	2	1	0	0	0	3.0	1.7	9.2	11	11	5	11	11	11	11	8	2.00	
054	Mountain Empire Apartments	4	4	2	4	2	0.3	1.6	0.9	8	9	1	7	5	1	10	3	3.60	
065	Promise Landing Apartments	4	2	2	4	1	1.2	1.3	0.2	8	10	1	7	7	6	8	1	3.40	
069	Ridgefield Court Apartments	21	14	0	7	3	0.7	0.2	2.9	3	2	5	1	1	4	1	5	4.30	
072	Sapling Grove Apartments	21	8	0	6	1	1.6	0.8	16.6	3	5	5	2	7	7	5	10	3.40	
085	Thomas Jefferson Senior Apartments	21	8	0	6	1	1.7	0.8	16.6	3	5	5	2	7	8	5	10	3.30	
095	Whites Mill Road Apartments	23	15	0	6	3	1.0	0.4	3.3	2	1	5	2	1	5	4	7	3.40	
096	Willow Run Apartments	4	7	2	4	2	0.5	1.4	0.9	8	7	1	7	5	2	9	3	3.10	

Source: US Census; Claritas; Caliper Corporation

# Proximity to Area Amenities



## Proximity to Area Employers





## SUBJECT PROPERTY PHOTOS

Photos of the subject property and the surrounding area are found below:



Subject Property



Looking North From Entrance



Looking South From Entrance



Looking East From Entrance



Looking West From Entrance

## **MARKET AREA**

### **Overview**

Market areas are influenced by a variety of interrelated factors. These factors include site location, economic, and demographic characteristics (tenure, income, rent levels, etc.), local transportation patterns, physical boundaries (rivers, streams, topography, etc.), census geographies, and the location of comparable and/or potentially competing communities.

In areas where the county seat is the largest city, centrally located, and draws from the entire county, the county may be the market area. In the case where there are potentially competing communities in one county, the market area may be part of the county. In fact, the market area could include portions of adjacent counties. In this case, a combination of county subdivisions may be used to define the market area. In urban or suburban areas, the market area will be adjacent to the site extending to all locations of similar character with residents or potential residents likely to be interested in the project. In this case, county subdivisions, townships, or a combination of census tracts may be used to define the market area.

Allen & Associates recently conducted a series of property management interviews to better understand market areas and resident moving patterns for multifamily properties. Our study suggested that markets may be classified into the following general categories: urban, suburban and rural. Renters in urban markets are typically willing to move 5 to 10 minutes when looking for a new apartment. Our research also shows that renters in suburban markets are normally willing to move 10 to 15 minutes when looking for a new place to live. Renters in rural markets are typically willing to move 15 to 20 minutes when looking for a new apartment. We considered these general guidelines in our evaluation of the subject property.

Our study suggested that secondary market areas were generally a function of whether the proposed development was family or elderly. Our research suggested that secondary market demand for family properties ranged from 10 to 30 percent. Secondary market demand for elderly properties ranged from 10 to 50 percent. Although seniors move less frequently than younger renters, they are often willing to move longer distances when looking for housing. We considered these general secondary market guidelines in our evaluation of the subject property.

Our primary and secondary market area definitions are found below.

### **Primary Market Area**

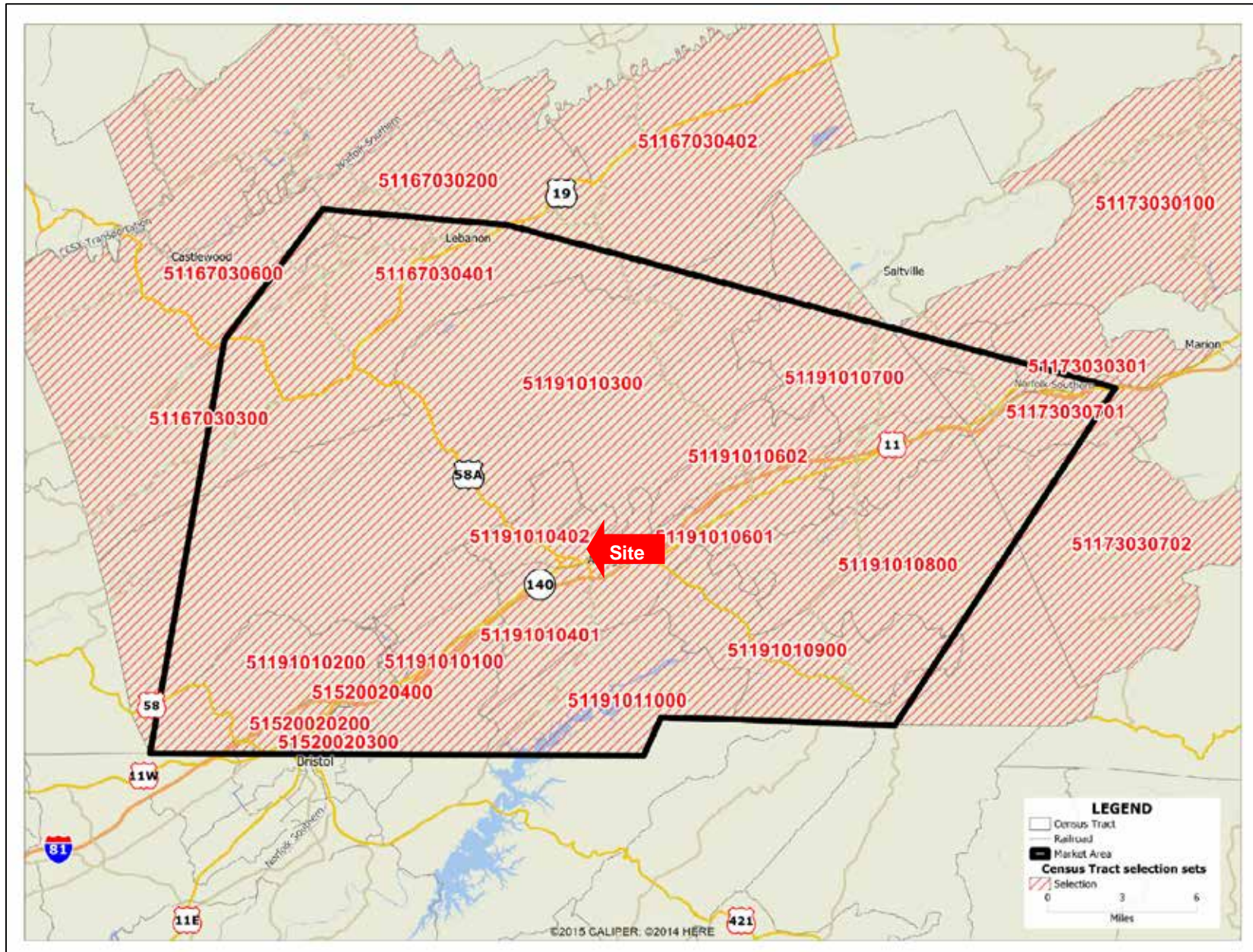
We defined the primary market area by generating a 30-minute drive time zone around the subject property. We also considered existing concentrations of multifamily properties and the nearest census tract boundaries in our analysis.

The primary market area includes a population of 85,564 persons and covers a total of 630.1 square miles, making it 28.3 miles across on average.

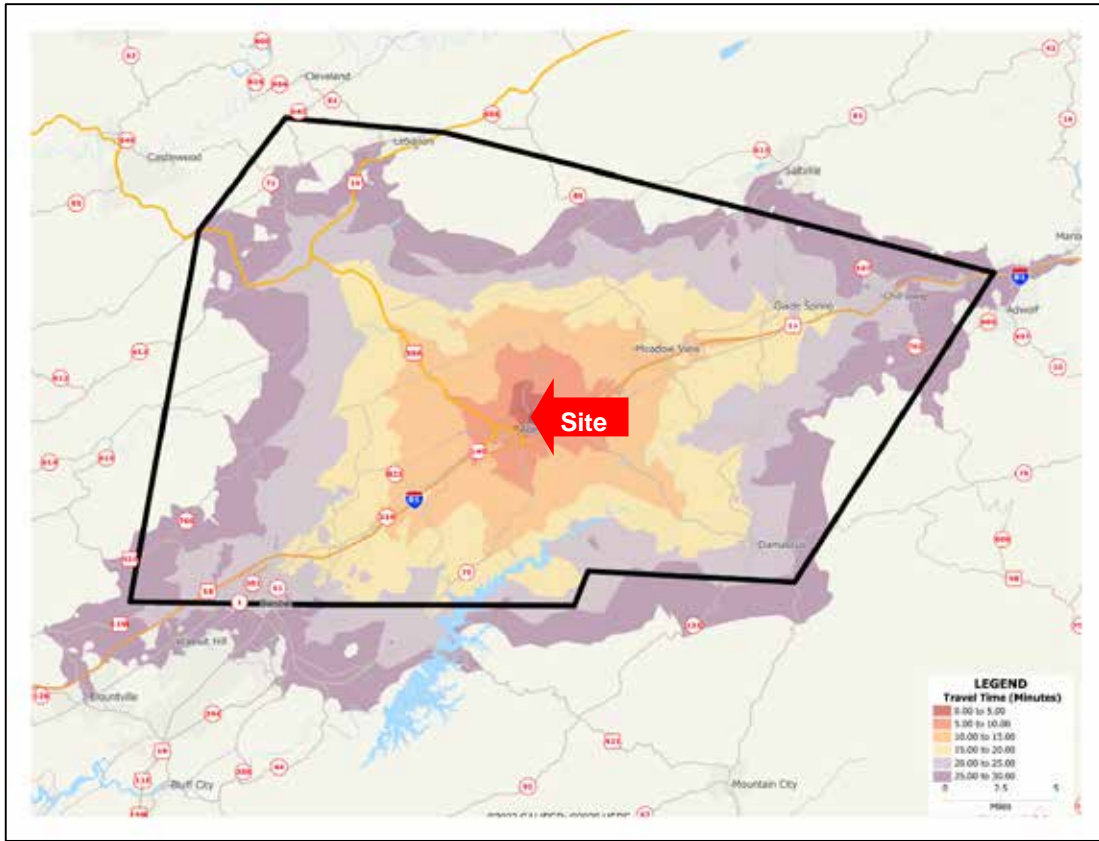
### **Secondary Market Area**

We estimate that up to 40 percent of demand will come from areas outside of the primary market area.

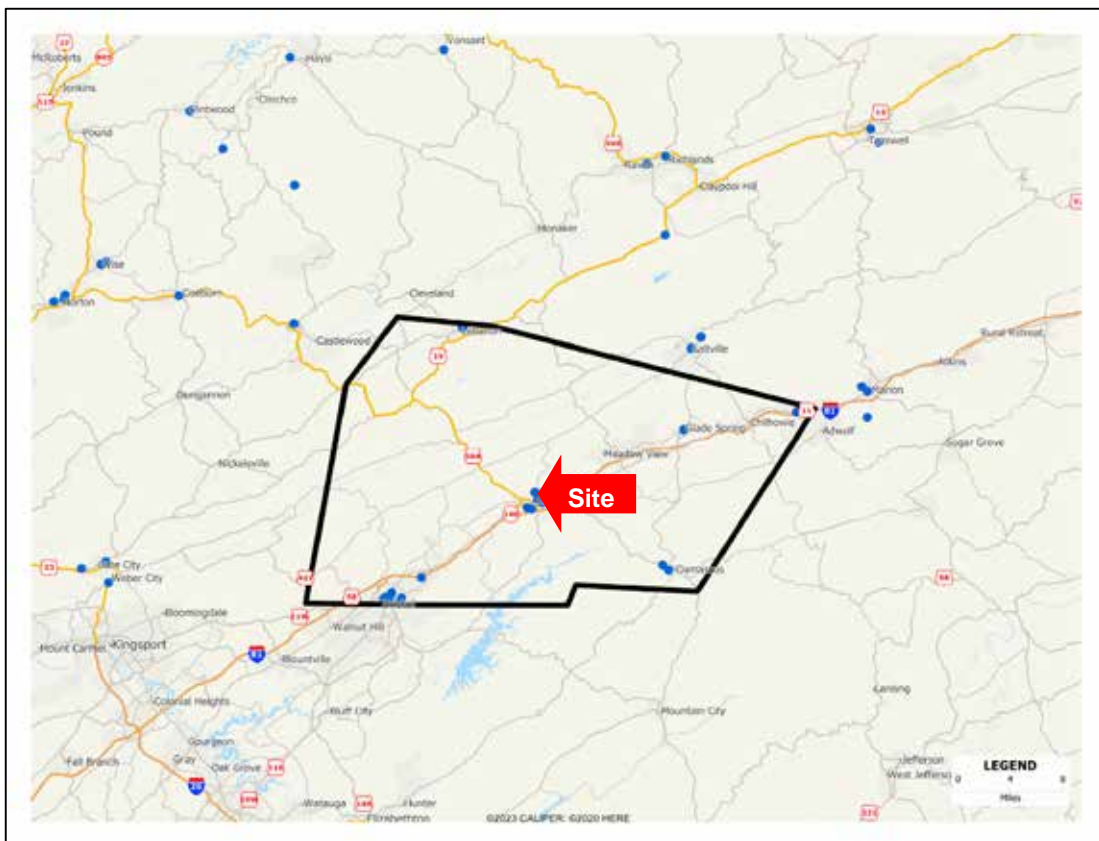
# Market Area



### Drive Time

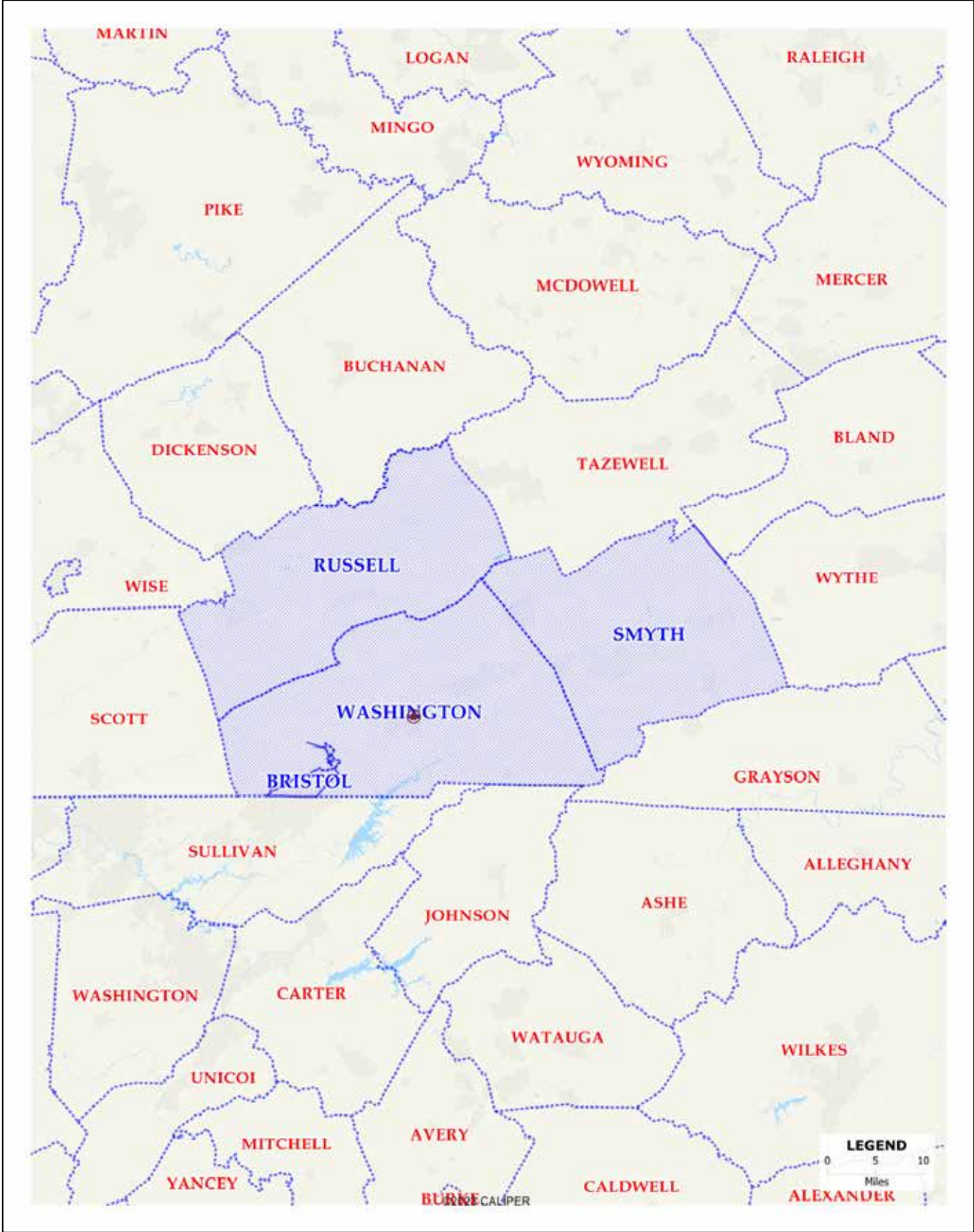


### Existing Multifamily



# ECONOMIC OUTLOOK

In this section we conduct an analysis of the regional economy. For purposes of our analysis, we define the region as Bristol, Russell, Smyth, and Washington, Virginia. A map depicting the Region is found below.



## Employment by Industry

The Bureau of Labor Statistics (BLS) tracks establishment employment by major industry. In the table below we present the current breakdown and percent distribution. The data set comes from the Bureau of Labor Statistics (BLS) via Woods & Pool Economics.

Establishment Employment			
Industry	Region	Reg %	US %
Farm Employment	2,971	4.5%	1.2%
Forestry, Fishing, Related Activities And Other Employment	259	0.4%	0.4%
Mining Employment	612	0.9%	0.5%
Utilities Employment	104	0.2%	0.3%
Construction Employment	2,936	4.4%	5.3%
Manufacturing Employment	7,946	12.0%	6.3%
Wholesale Trade Employment	1,645	2.5%	3.1%
Retail Trade Employment	7,703	11.6%	8.7%
Transportation And Warehousing Employment	2,180	3.3%	4.7%
Information Employment	493	0.7%	1.6%
Finance And Insurance Employment	2,428	3.7%	5.5%
Real Estate And Rental And Lease Employment	1,981	3.0%	5.1%
Professional And Technical Services Employment	2,624	4.0%	7.6%
Management Of Companies And Enterprises Employment	861	1.3%	1.4%
Administrative And Waste Services Employment	4,198	6.3%	6.3%
Educational Services Employment	994	1.5%	2.6%
Health Care And Social Assistance Employment	6,404	9.7%	11.8%
Arts, Entertainment, And Recreation Employment	827	1.2%	2.4%
Accommodation And Food Services Employment	5,253	7.9%	7.8%
Other Services, Except Public Administration Employment	3,761	5.7%	5.7%
Federal Civilian Government Employment	349	0.5%	1.3%
Federal Military Employment	375	0.6%	0.9%
State And Local Government Employment	9,340	14.1%	9.4%
Establishment Employment	66,244	100.0%	100.0%

Source: W&P Economics

Regional establishment employment currently stands at 66,244. The data suggests that State and Local Government is the largest employment category accounting for 14.1% of total regional employment. Manufacturing is the second largest category accounting for 12.0% of total employment. Retail Trade is the third largest category accounting for 11.6% of total employment. Health Care and Social Assistance is the fourth largest category accounting for 9.7% of total employment. Accommodation and Food Services is the fifth largest category accounting for 7.9% of total employment.

Economists generally classify employment two ways: basic and non-basic. Basic employment, which is considered to be the engine of a local economy, includes industries that rely on external factors to fuel demand. For instance, mining, logging and manufacturers are frequently considered basic employers. Goods for these industries are shipped outside the location where they are produced. Non-basic employers depend largely on local demand and usually employ local workers. For example, grocery stores and restaurants are sometimes considered non-basic employers.

The Location Quotient (LQ) technique is the most common method of identifying basic industries for a given economy. The LQ technique compares the share of workers in each industry of a given economy with that of a larger reference economy. If the number of workers in the given economy is greater than that of the reference economy, these are considered to be basic industries because they fill needs beyond those of the reference community.

In the table above we highlight the basic industries for the region. The distribution of employment in these industries exceeds that for the United States. These basic industries represent about 33,825 employees or about 51.1% of total regional employment. These are the industries that drive the regional economy.

## Earnings by Industry

The Bureau of Labor Statistics (BLS) tracks average earnings by major industry. In the table below we present the current breakdown and rank. The data set comes from the Bureau of Labor Statistics (BLS) via Woods & Pool Economics.

Average Earnings (2012 \$)		
Industry	Earnings	Rank
Farm Employment	\$3,671	23
Forestry, Fishing, Related Activities And Other Employment	\$22,371	20
Mining Employment	\$154,245	1
Utilities Employment	\$113,490	2
Construction Employment	\$35,271	13
Manufacturing Employment	\$56,894	5
Wholesale Trade Employment	\$54,463	6
Retail Trade Employment	\$26,582	18
Transportation And Warehousing Employment	\$47,457	10
Information Employment	\$43,633	11
Finance And Insurance Employment	\$34,416	14
Real Estate And Rental And Lease Employment	\$21,824	21
Professional And Technical Services Employment	\$48,067	9
Management Of Companies And Enterprises Employment	\$96,674	3
Administrative And Waste Services Employment	\$28,126	17
Educational Services Employment	\$33,039	15
Health Care And Social Assistance Employment	\$50,757	8
Arts, Entertainment, And Recreation Employment	\$23,868	19
Accommodation And Food Services Employment	\$18,836	22
Other Services, Except Public Administration Employment	\$32,404	16
Federal Civilian Government Employment	\$92,799	4
Federal Military Employment	\$35,984	12
State And Local Government Employment	\$53,094	7
Establishment Employment	\$40,642	

Source: W&P Economics

The data suggests that Mining is the highest paid industry averaging \$154,245 per employee. Utilities is the second highest paid industry averaging \$113,490 per employee. Management of Companies is the third highest paid profession averaging \$96,674 per employee. Federal Civilian Government is the fourth highest paid industry averaging \$92,799 per employee. Manufacturing is the fifth highest paid category averaging \$56,894 per employee. These figures are compared with regional Average Earnings of \$40,642 per employee.

The highlighted industries represent basic industries for the region. Average earnings for these basic industries comes to \$52,220 or 28.5% higher than average for the region.

## Top Employers

The table below gives a listing of the region's top employers. The data comes from InfoUSA and includes a primary industry description for each employer.

Top Employers				
Name	Employees	SIC Code	Industry Description	Location Type
Food City Distribution Ctr	1,001	5099-98	Distribution Centers (Whls)	-
Westlake Royal Building Prod	699	2431-02	Millwork (Mfrs)	Subsidiary
Johnston Memorial Hospital	687	8062-02	Hospitals	-
Walmart Supercenter	550	5311-02	Department Stores	Branch
ZF Automotive	500	3714-01	Automobile Parts & Supplies-Mfrs	-
KSC Consulting LLC	499	8711-06	Engineers	-
Physical Plant Svc	472	8063-01	Mental Health Services	-
Universal Fibers Inc	450	2299-01	Textile Fibers (Mfrs)	Branch
Care One-Valley Healthcare Ctr	300	8099-07	Health Services	-
Emory & Henry College	300	8221-01	Schools-Universities & Colleges Academic	-

Source: InfoUSA

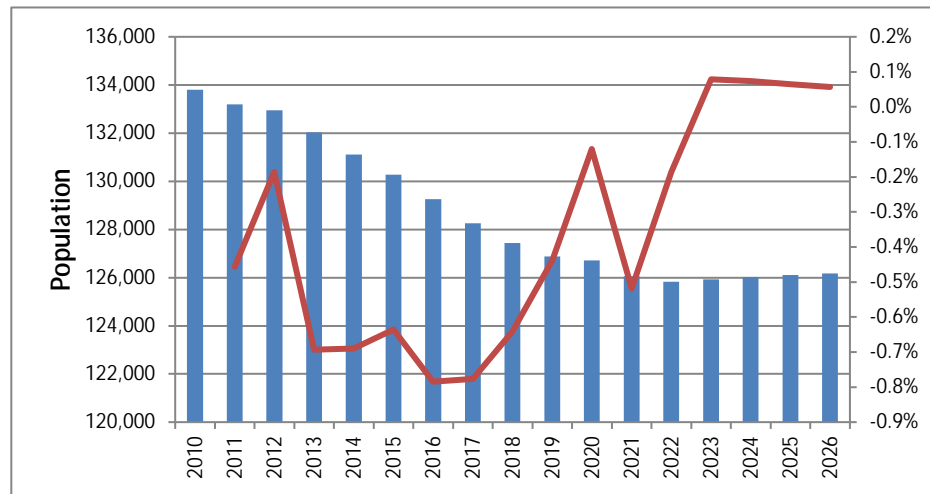
The top employers include: (1) Food City Distribution Ctr (1001 employees); (2) Westlake Royal Building Prod (699 employees) and; (3) Johnston Memorial Hospital (687 employees).

## Population

In this section we present population data for the region. The table and graph below show historic data between 2010 and 2021. The historic data comes from the US Census; the forecast comes from Woods & Pool Economics.

Population Forecast		
Year	Pop	Growth %
2010	133,806	
2011	133,196	-0.5%
2012	132,948	-0.2%
2013	132,026	-0.7%
2014	131,115	-0.7%
2015	130,282	-0.6%
2016	129,260	-0.8%
2017	128,256	-0.8%
2018	127,433	-0.6%
2019	126,874	-0.4%
2020	126,722	-0.1%
2021	126,065	-0.5%
2022	125,830	-0.2%
2023	125,929	0.1%
2024	126,022	0.1%
2025	126,103	0.1%
2026	126,174	0.1%

Source: US Census; W&P Economics



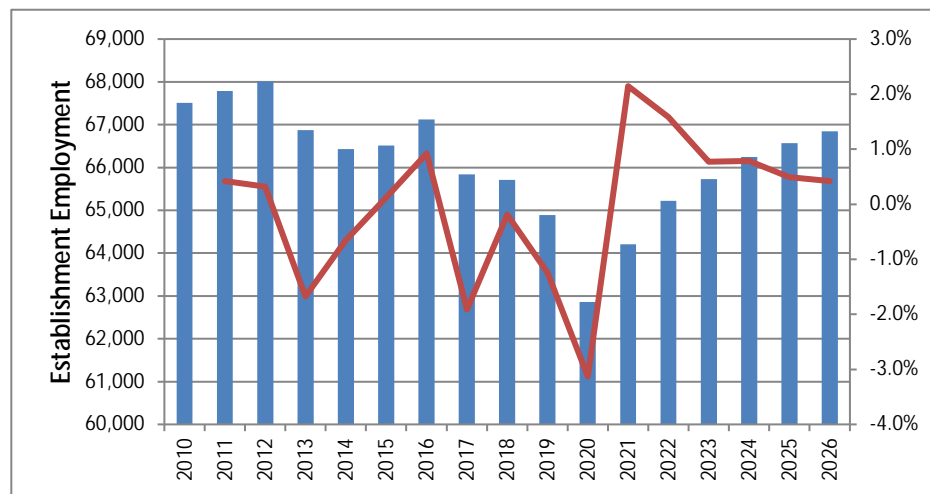
Population decreased from 133,806 in 2010 to 126,065 in 2021 and is anticipated to increase to 126,174 in 2026.

## Establishment Employment

In this section we present establishment employment data for the region. The table and graph below show historic data between 2010 and 2021. The historic data comes from the Bureau of Labor Statistics (BLS); the forecast comes from Woods & Pool Economics.

Establishment Employment Forecast		
Year	Est Emp	Growth %
2010	67,506	
2011	67,791	0.4%
2012	68,008	0.3%
2013	66,870	-1.7%
2014	66,433	-0.7%
2015	66,511	0.1%
2016	67,123	0.9%
2017	65,838	-1.9%
2018	65,711	-0.2%
2019	64,892	-1.2%
2020	62,860	-3.1%
2021	64,208	2.1%
2022	65,222	1.6%
2023	65,726	0.8%
2024	66,244	0.8%
2025	66,570	0.5%
2026	66,849	0.4%

Source: BLS; W&P Economics



Establishment employment decreased from 67,506 in 2010 to 64,208 in 2021 and is anticipated to increase to 66,849 in 2026.

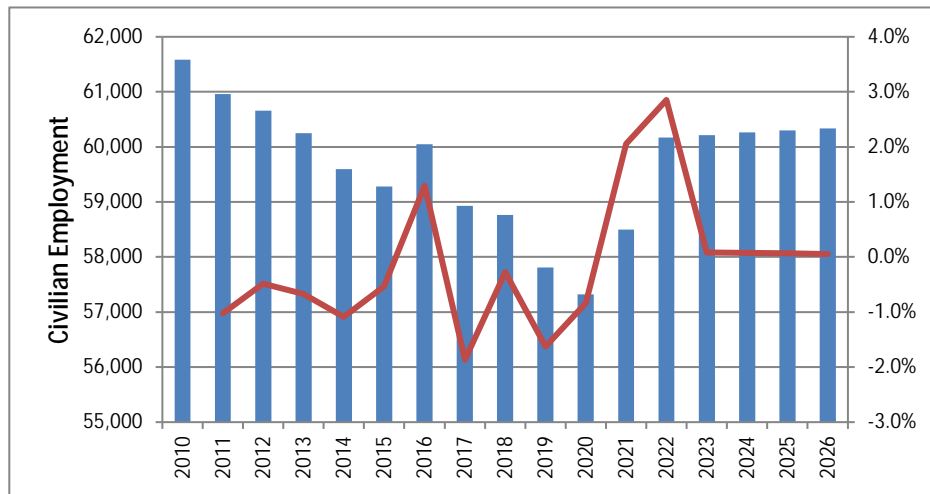


## Civilian Employment

In this section we present civilian employment data for the region. The table and graph below show historic data between 2010 and 2022. The historic data comes from the Bureau of Labor Statistics (BLS); the forecast utilizes data from Woods & Pool Economics.

Civilian Employment Forecast		
Year	Civ Emp	Growth %
2010	61,587	
2011	60,957	-1.0%
2012	60,660	-0.5%
2013	60,251	-0.7%
2014	59,596	-1.1%
2015	59,279	-0.5%
2016	60,047	1.3%
2017	58,926	-1.9%
2018	58,762	-0.3%
2019	57,808	-1.6%
2020	57,323	-0.8%
2021	58,501	2.1%
2022	60,169	2.9%
2023	60,217	0.1%
2024	60,261	0.1%
2025	60,300	0.1%
2026	60,334	0.1%

Source: BLS; W&P Economics



Civilian employment decreased from 61,587 in 2010 to 60,169 in 2022 and is anticipated to increase to 60,334 in 2026.

## Labor Force and Unemployment

In this section we take a look at the labor force and unemployment. The table below shows civilian employment, unemployment and labor force statistics for the region since 2010. The data set comes from the Bureau of Labor Statistics (BLS) via the Texas A&M Real Estate Center.

Labor Force & Unemployment				
Year	Civ Emp	Unemp	Lab Force	Unemp Rate
2010	61,587	5,265	56,322	8.5%
2011	60,957	4,667	56,290	7.7%
2012	60,660	4,412	56,248	7.3%
2013	60,251	3,971	56,280	6.6%
2014	59,596	3,285	56,311	5.5%
2015	59,279	3,061	56,218	5.2%
2016	60,047	2,718	57,329	4.5%
2017	58,926	2,213	56,713	3.8%
2018	58,762	2,124	56,638	3.6%
2019	57,808	3,804	54,004	6.6%
2020	57,323	2,304	55,019	4.0%
2021	58,501	1,850	56,651	3.2%
2022	60,169	1,942	58,227	3.2%

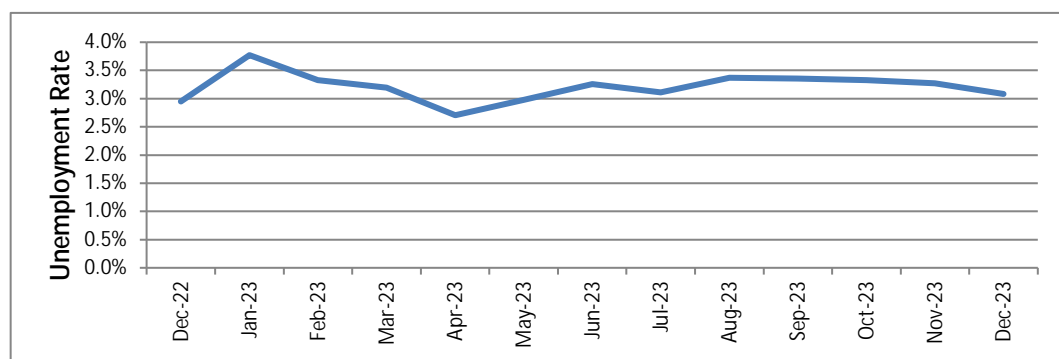
Source: BLS; Texas A&M Real Estate Center

Unemployment decreased from 5,265 in 2010 to 1,942 in 2022. The unemployment rate decreased from 8.5% in 2010 to 3.2% in 2022.

The table and graph below show the unemployment rate for the region for the past 12 months.

Unemployment Rate	
Month	Unemp Rate
Dec-22	2.9%
Jan-23	3.8%
Feb-23	3.3%
Mar-23	3.2%
Apr-23	2.7%
May-23	3.0%
Jun-23	3.3%
Jul-23	3.1%
Aug-23	3.4%
Sep-23	3.4%
Oct-23	3.3%
Nov-23	3.3%
Dec-23	3.1%

Source: TAMU



The Unemployment Rate for the Region came in at 2.9% in December 2022 and 3.1% in December 2023.

## Building Permits

In this section we look at building permits. The table and graph below show historical data for the region since 2000. The data set comes from the US Census.

Building Permits				
Year	1 Family	2-4 Family	5+ Family	Total
2000	408	4	11	423
2001	380	10	16	406
2002	379	22	80	481
2003	379	31	76	486
2004	678	9	32	719
2005	431	24	106	561
2006	485	28	0	513
2007	386	34	78	498
2008	291	61	36	388
2009	284	26	10	320
2010	178	25	8	211
2011	153	13	20	186
2012	122	9	0	131
2013	164	2	0	166
2014	105	16	9	130
2015	98	6	0	104
2016	114	10	0	124
2017	94	14	0	108
2018	90	55	0	145
2019	93	10	0	103
2020	122	8	0	130
2021	133	6	5	144
2022	92	28	0	120

Source: US Census

Building permits for the region increased from 423 in 2000 to 719 in 2004, before decreasing to 211 in 2010 and decreasing to 120 in 2022.

## Conclusion

We anticipate moderate economic growth accompanied by modest population growth for the region over the next several years.

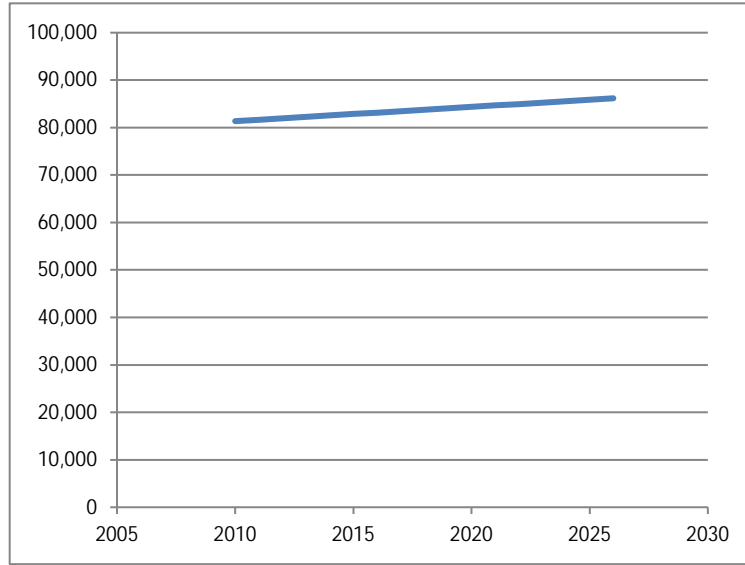
## DEMOGRAPHIC CHARACTERISTICS

### Population

In the table below we give the 2010-2026 Caliper Corporation population projection for the Market Area.

Population Forecast		
Year	Population	Growth %
2010	81,362	-
2011	81,661	0.4%
2012	81,961	0.4%
2013	82,260	0.4%
2014	82,560	0.4%
2015	82,859	0.4%
2016	83,158	0.4%
2017	83,458	0.4%
2018	83,757	0.4%
2019	84,057	0.4%
2020	84,356	0.4%
2021	84,656	0.4%
2022	84,958	0.4%
2023	85,261	0.4%
2024	85,564	0.4%
2025	85,869	0.4%
2026	86,175	0.4%

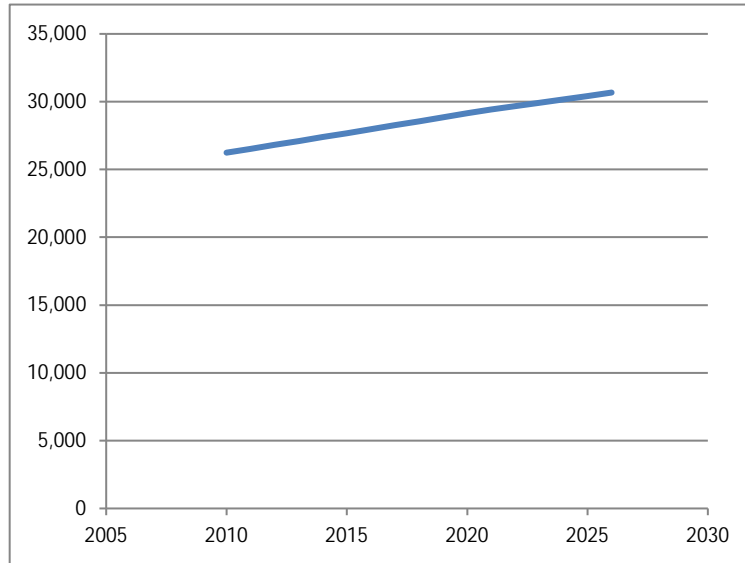
Source: Caliper; Allen & Associates



In the table below we give the 2010-2026 Caliper Corporation 55+ population projection for the Market Area.

55+ Population Forecast		
Year	Population	Growth %
2010	26,241	-
2011	26,523	1.1%
2012	26,809	1.1%
2013	27,097	1.1%
2014	27,389	1.1%
2015	27,681	1.1%
2016	27,973	1.1%
2017	28,264	1.0%
2018	28,556	1.0%
2019	28,848	1.0%
2020	29,140	1.0%
2021	29,431	1.0%
2022	29,680	0.8%
2023	29,928	0.8%
2024	30,176	0.8%
2025	30,425	0.8%
2026	30,673	0.8%

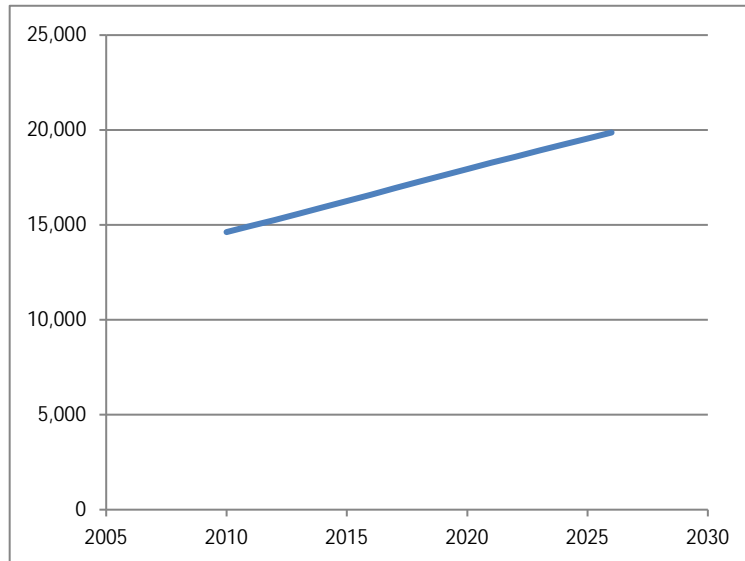
Source: Caliper; Allen & Associates



In the table below we give the 2010-2026 Caliper Corporation 65+ population projection for the Market Area.

65+ Population Forecast		
Year	Population	Growth %
2010	14,623	-
2011	14,938	2.2%
2012	15,259	2.2%
2013	15,588	2.2%
2014	15,925	2.2%
2015	16,261	2.1%
2016	16,597	2.1%
2017	16,934	2.0%
2018	17,270	2.0%
2019	17,607	1.9%
2020	17,943	1.9%
2021	18,279	1.9%
2022	18,597	1.7%
2023	18,915	1.7%
2024	19,233	1.7%
2025	19,551	1.7%
2026	19,868	1.6%

Source: Caliper; Allen & Associates

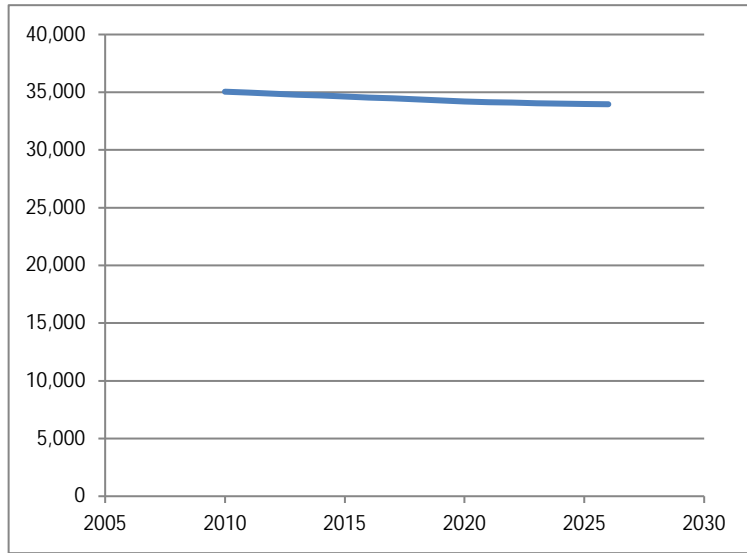


## Households

In the table below we give the 2010-2026 Claritas household projection for the Market Area.

Household Forecast		
Year	Households	Growth %
2010	35,046	-
2011	34,962	-0.2%
2012	34,878	-0.2%
2013	34,794	-0.2%
2014	34,710	-0.2%
2015	34,626	-0.2%
2016	34,543	-0.2%
2017	34,459	-0.2%
2018	34,375	-0.2%
2019	34,292	-0.2%
2020	34,208	-0.2%
2021	34,124	-0.2%
2022	34,091	-0.1%
2023	34,058	-0.1%
2024	34,024	-0.1%
2025	33,991	-0.1%
2026	33,958	-0.1%

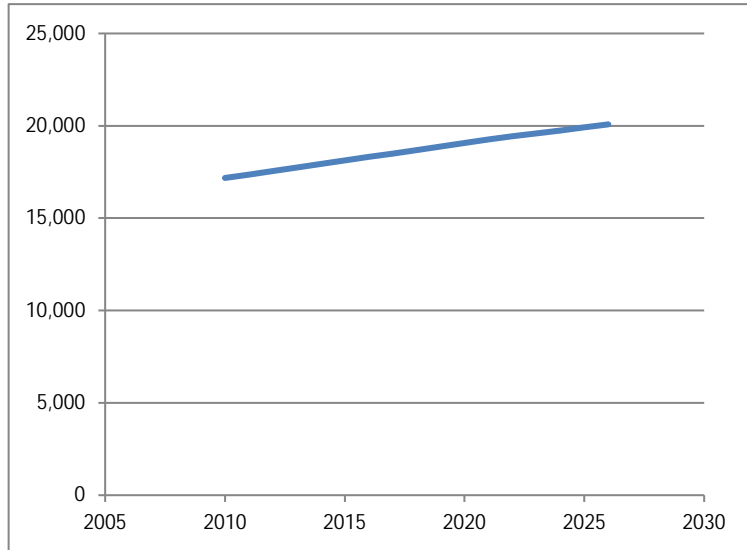
Source: Claritas; Allen & Associates



In the table below we give the 2010-2026 Claritas 55+ household projection for the Market Area.

55+ Household Forecast		
Year	Households	Growth %
2010	17,177	-
2011	17,362	1.1%
2012	17,548	1.1%
2013	17,737	1.1%
2014	17,928	1.1%
2015	18,119	1.1%
2016	18,310	1.1%
2017	18,501	1.0%
2018	18,692	1.0%
2019	18,883	1.0%
2020	19,074	1.0%
2021	19,265	1.0%
2022	19,428	0.8%
2023	19,590	0.8%
2024	19,753	0.8%
2025	19,915	0.8%
2026	20,078	0.8%

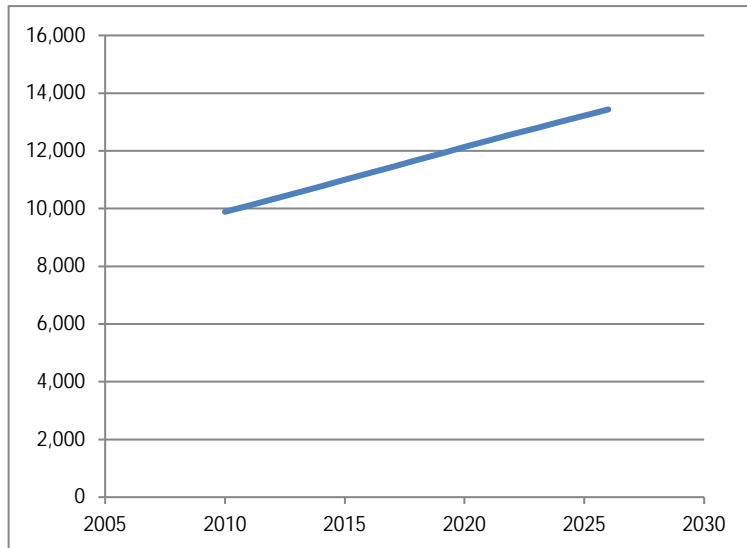
Source: Claritas; Allen & Associates



In the table below we give the 2010-2026 Claritas 65+ household projection for the Market Area.

65+ Household Forecast		
Year	Households	Growth %
2010	9,888	-
2011	10,101	2.2%
2012	10,319	2.2%
2013	10,541	2.2%
2014	10,768	2.2%
2015	10,996	2.1%
2016	11,223	2.1%
2017	11,451	2.0%
2018	11,678	2.0%
2019	11,906	1.9%
2020	12,133	1.9%
2021	12,361	1.9%
2022	12,576	1.7%
2023	12,791	1.7%
2024	13,006	1.7%
2025	13,220	1.7%
2026	13,435	1.6%

Source: Claritas; Allen & Associates

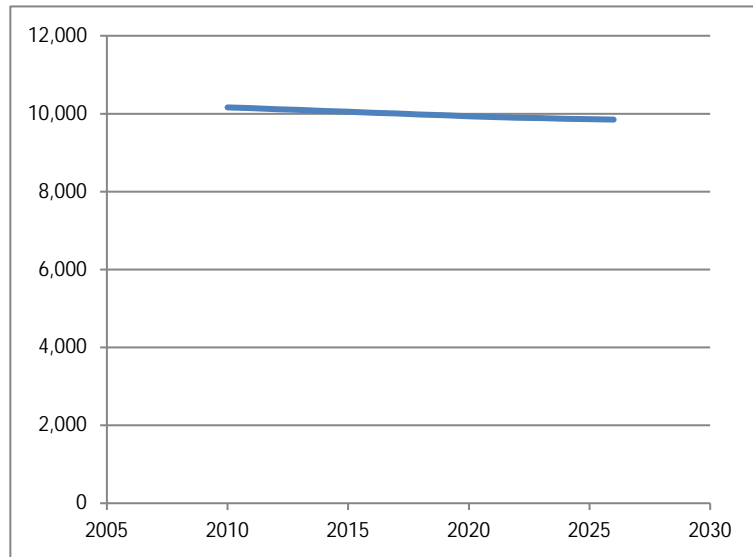


## Renter Households

In the table below we give the 2010-2026 Claritas renter household projection for the Market Area.

Renter Household Forecast		
Year	Households	Growth %
2010	10,161	-
2011	10,138	-0.2%
2012	10,115	-0.2%
2013	10,092	-0.2%
2014	10,069	-0.2%
2015	10,047	-0.2%
2016	10,024	-0.2%
2017	10,001	-0.2%
2018	9,978	-0.2%
2019	9,955	-0.2%
2020	9,932	-0.2%
2021	9,910	-0.2%
2022	9,897	-0.1%
2023	9,885	-0.1%
2024	9,873	-0.1%
2025	9,861	-0.1%
2026	9,848	-0.1%

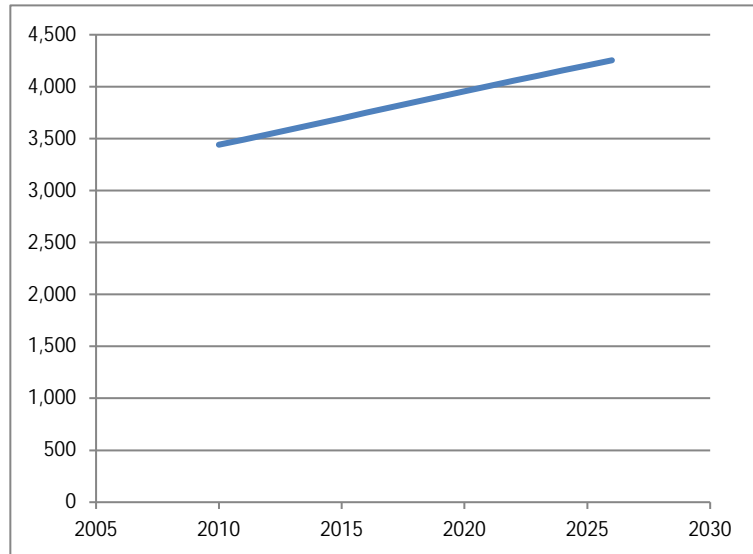
Source: Claritas; Allen & Associates



In the table below we give the 2010-2026 Claritas 55+ renter household projection for the Market Area.

55+ Renter Household Forecast		
Year	Households	Growth %
2010	3,441	-
2011	3,491	1.4%
2012	3,542	1.4%
2013	3,593	1.4%
2014	3,645	1.4%
2015	3,696	1.4%
2016	3,748	1.4%
2017	3,800	1.4%
2018	3,852	1.4%
2019	3,904	1.3%
2020	3,956	1.3%
2021	4,008	1.3%
2022	4,057	1.2%
2023	4,106	1.2%
2024	4,155	1.2%
2025	4,205	1.2%
2026	4,254	1.2%

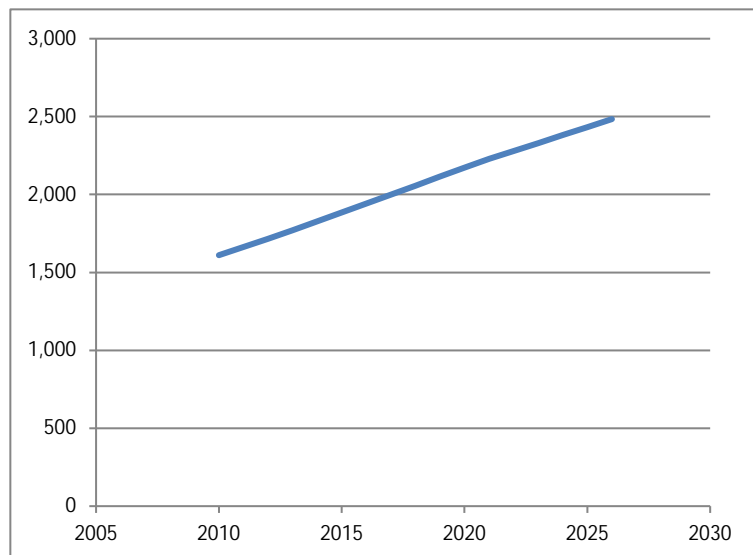
Source: Claritas; Allen & Associates



In the table below we give the 2010-2026 Claritas 65+ renter household projection for the Market Area.

65+ Renter Household Forecast		
Year	Households	Growth %
2010	1,611	-
2011	1,663	3.2%
2012	1,716	3.2%
2013	1,771	3.2%
2014	1,829	3.2%
2015	1,886	3.1%
2016	1,943	3.0%
2017	2,000	2.9%
2018	2,057	2.9%
2019	2,114	2.8%
2020	2,171	2.7%
2021	2,228	2.6%
2022	2,279	2.3%
2023	2,331	2.2%
2024	2,382	2.2%
2025	2,433	2.1%
2026	2,484	2.1%

Source: Claritas; Allen & Associates



## Household Income

The following table shows the current distribution of household incomes for the Market Area. The data set comes from Claritas and Ribbon Demographics.

2024 \$		Households, by Income, by Size						
Min	Max	2024 Households						
		1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	1,658	536	260	110	55	10	2,629
\$10,000	\$19,999	2,359	990	364	134	55	17	3,919
\$20,000	\$29,999	1,759	1,546	451	237	97	35	4,126
\$30,000	\$39,999	1,123	1,575	533	278	106	37	3,652
\$40,000	\$49,999	922	1,343	585	263	128	43	3,285
\$50,000	\$59,999	514	1,139	391	368	190	86	2,688
\$60,000	\$74,999	505	1,477	709	529	155	59	3,433
\$75,000	\$99,999	316	1,608	855	682	276	120	3,857
\$100,000	\$124,999	366	987	627	287	164	65	2,496
\$125,000	\$149,999	213	573	422	250	80	28	1,565
\$150,000	\$199,999	234	406	324	214	73	27	1,278
\$200,000	more	153	403	130	270	100	41	1,097
Total		10,123	12,583	5,652	3,621	1,479	567	34,024

The following table shows the current distribution of 55+ household incomes for the Market Area.

2024 \$		55+ Households, by Income, by Size						
Min	Max	2024 Households						
		1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	1,167	216	54	33	25	4	1,499
\$10,000	\$19,999	2,053	665	114	37	23	2	2,894
\$20,000	\$29,999	1,225	1,149	183	62	30	7	2,656
\$30,000	\$39,999	780	1,216	221	24	29	4	2,273
\$40,000	\$49,999	732	1,040	193	34	83	30	2,111
\$50,000	\$59,999	322	946	94	87	44	15	1,509
\$60,000	\$74,999	374	1,013	285	61	27	5	1,765
\$75,000	\$99,999	269	1,190	271	104	87	29	1,950
\$100,000	\$124,999	261	727	168	53	31	6	1,246
\$125,000	\$149,999	186	349	124	55	13	2	730
\$150,000	\$199,999	189	281	75	26	7	2	580
\$200,000	more	116	335	59	14	14	3	540
Total		7,674	9,125	1,840	589	414	110	19,753

The following table shows the current distribution of 65+ household incomes for the Market Area.

2024 \$		65+ Households, by Income, by Size						
Min	Max	2024 Households						
		1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	620	110	35	10	13	2	788
\$10,000	\$19,999	1,695	434	74	14	14	1	2,232
\$20,000	\$29,999	983	844	111	36	21	5	2,001
\$30,000	\$39,999	587	927	162	14	19	2	1,710
\$40,000	\$49,999	546	737	135	15	60	19	1,512
\$50,000	\$59,999	219	651	59	57	30	11	1,027
\$60,000	\$74,999	272	651	168	37	20	4	1,151
\$75,000	\$99,999	222	663	100	65	41	12	1,104
\$100,000	\$124,999	190	381	88	9	13	2	682
\$125,000	\$149,999	115	156	65	11	8	2	356
\$150,000	\$199,999	71	128	33	7	3	1	244
\$200,000	more	50	120	12	6	9	1	198
Total		5,570	5,801	1,040	281	251	63	13,006

Source: Claritas & Ribbon Demographics

## Renter Household Income

The following table shows the current distribution of renter household incomes for the Market Area. The data set comes from Claritas and Ribbon Demographics.

2024 \$		2024 Households						
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	916	325	143	71	25	6	1,486
\$10,000	\$19,999	1,122	450	202	61	25	5	1,865
\$20,000	\$29,999	722	482	197	118	58	25	1,602
\$30,000	\$39,999	486	267	221	76	61	22	1,132
\$40,000	\$49,999	285	224	271	67	44	11	901
\$50,000	\$59,999	138	139	90	165	104	47	682
\$60,000	\$74,999	188	258	58	54	39	9	605
\$75,000	\$99,999	77	210	67	98	63	23	540
\$100,000	\$124,999	147	100	21	53	32	5	357
\$125,000	\$149,999	104	98	42	54	15	1	315
\$150,000	\$199,999	110	65	20	28	18	4	246
\$200,000	more	45	39	16	25	15	3	143
Total		4,339	2,658	1,349	868	499	159	9,873

The following table shows the current distribution of 55+ renter household incomes for the Market Area.

2024 \$		55+ Renter Households, by Income, by Size						
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	514	63	9	4	15	4	608
\$10,000	\$19,999	868	164	40	8	16	1	1,097
\$20,000	\$29,999	372	210	19	13	11	1	626
\$30,000	\$39,999	257	77	41	7	10	0	392
\$40,000	\$49,999	178	97	42	5	14	1	338
\$50,000	\$59,999	64	86	12	25	27	10	222
\$60,000	\$74,999	75	54	24	5	19	4	180
\$75,000	\$99,999	70	91	13	6	22	4	206
\$100,000	\$124,999	77	26	8	7	10	0	127
\$125,000	\$149,999	83	20	12	34	4	0	154
\$150,000	\$199,999	71	33	5	11	5	1	126
\$200,000	more	38	21	4	8	7	1	79
Total		2,666	941	227	134	160	27	4,155

The following table shows the current distribution of 65+ renter household incomes for the Market Area.

2024 \$		65+ Renter Households, by Income, by Size						
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	179	33	6	3	6	2	229
\$10,000	\$19,999	644	49	27	2	11	1	734
\$20,000	\$29,999	282	129	16	5	8	0	440
\$30,000	\$39,999	168	68	25	4	7	0	272
\$40,000	\$49,999	95	56	10	4	10	1	177
\$50,000	\$59,999	40	27	10	5	24	10	116
\$60,000	\$74,999	54	24	20	1	14	4	117
\$75,000	\$99,999	47	14	6	3	14	3	87
\$100,000	\$124,999	55	10	4	3	7	0	79
\$125,000	\$149,999	36	4	11	3	2	0	56
\$150,000	\$199,999	27	8	2	4	2	0	43
\$200,000	more	14	3	4	6	5	0	32
Total		1,643	425	140	42	110	22	2,382

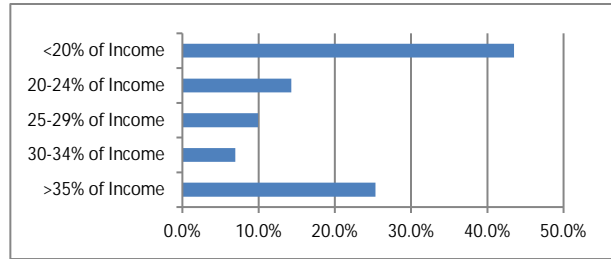
Source: Claritas & Ribbon Demographics

## Overburdened Renter Households

The following tables give overburdened renter household data for the Market Area. The data set comes from the U.S. Census Bureau.

Overburdened Renter Households	
	% of Total
<20% of Income Spent on Housing	43.5%
20-24% of Income Spent on Housing	14.3%
25-29% of Income Spent on Housing	9.9%
30-34% of Income Spent on Housing	6.9%
>35% of Income Spent on Housing	25.3%
<b>Total</b>	<b>100.0%</b>

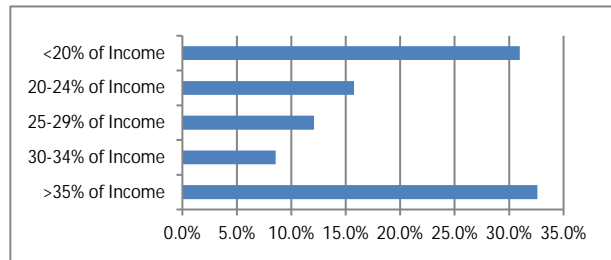
Source: U.S. Census Bureau



Our research suggests that 25.3 percent of the renter households in this market area are overburdened, paying more than 35 percent of their income towards housing-related costs. Our research also suggests that 32.3 percent of the renter households are overburdened to 30 percent of income.

55+ Overburdened Renter Households	
	% of Total
<20% of Income Spent on Housing	31.0%
20-24% of Income Spent on Housing	15.8%
25-29% of Income Spent on Housing	12.1%
30-34% of Income Spent on Housing	8.6%
>35% of Income Spent on Housing	32.6%
<b>Total</b>	<b>100.0%</b>

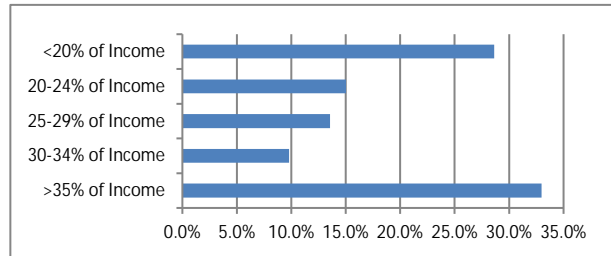
Source: U.S. Census Bureau



Our research suggests that 32.6 percent of the 55+ renter households in this market area are overburdened, paying more than 35 percent of their income towards housing-related costs. Our research also suggests that 41.2 percent of the 55+ renter households are overburdened to 30 percent of income.

65+ Overburdened Renter Households	
	% of Total
<20% of Income Spent on Housing	28.6%
20-24% of Income Spent on Housing	15.0%
25-29% of Income Spent on Housing	13.6%
30-34% of Income Spent on Housing	9.8%
>35% of Income Spent on Housing	33.0%
<b>Total</b>	<b>100.0%</b>

Source: U.S. Census Bureau



Our research suggests that 33.0 percent of the 65+ renter households in this market area are overburdened, paying more than 35 percent of their income towards housing-related costs. Our research also suggests that 42.8 percent of the 65+ renter households are overburdened to 30 percent of income.



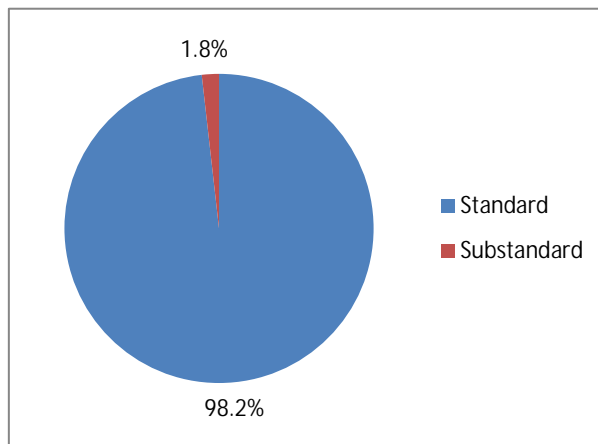
### Owner Substandard Units

The U.S. Census Bureau defines substandard housing units as follows: (1) Units without complete plumbing; or (2) Units with 1.00 or more persons per room.

The following tables give owner substandard housing unit data for occupied housing units in the nation, state, region and market area. The data comes from the U.S. Census Bureau:

Owner Substandard Units	
	% of Total
1.00 persons per room or less	98.2%
1.01 to 1.50 persons per room	0.6%
1.51 persons per room or more	0.1%
Complete Plumbing	98.9%
1.00 persons per room or less	1.1%
1.01 to 1.50 persons per room	0.0%
1.51 persons per room or more	0.0%
Lacking Complete Plumbing	1.1%
Standard	98.2%
Substandard	1.8%
Total	100.0%

Source: U.S. Census Bureau



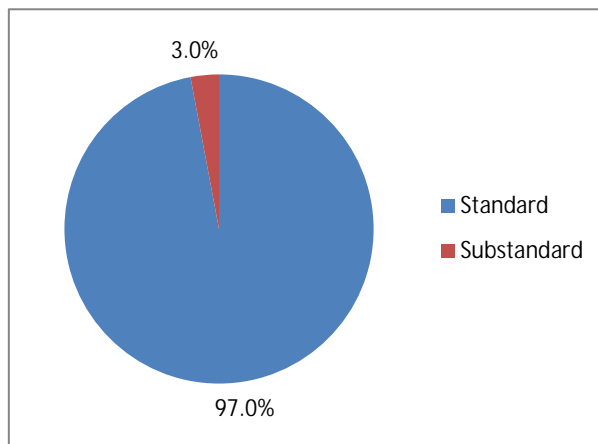
Our research suggests that 1.8 percent of occupied owner housing units in the market area are substandard.

### Renter Substandard Units

The following tables give renter substandard housing unit data for occupied housing units in the nation, state, region and market area. The data comes from the U.S. Census Bureau:

Renter Substandard Units	
	% of Total
1.00 persons per room or less	97.0%
1.01 to 1.50 persons per room	1.5%
1.51 persons per room or more	0.4%
Complete Plumbing	98.9%
1.00 persons per room or less	1.1%
1.01 to 1.50 persons per room	0.0%
1.51 persons per room or more	0.0%
Lacking Complete Plumbing	1.1%
Standard	97.0%
Substandard	3.0%
Total	100.0%

Source: U.S. Census Bureau



Our research suggests that 3.0 percent of renter owner housing units in the market area are substandard.

## Owner Movership

The following tables give owner household movership data for the market area with an estimated breakout by household size. The data comes from the U.S. Census Bureau and the American Housing Survey:

Owner Movership, by Size								
Market Area								
	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person	Total
Owner to Owner	2.2%	3.4%	4.4%	4.4%	4.7%	5.1%	5.9%	3.6%
Owner to Renter	2.1%	1.9%	3.5%	3.2%	3.2%	4.9%	7.4%	2.6%
Owner Movership Rate	4.2%	5.3%	7.9%	7.6%	7.9%	9.9%	13.3%	6.2%

Source: U.S. Census, American Housing Survey; Allen & Associates

Our research suggests an owner movership rate of 6.2 percent.

Elderly Owner Movership, by Size								
AHS Survey								
	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person	Total
Owner to Owner	2.0%	2.8%	2.3%	1.6%	3.1%	1.0%	3.7%	2.4%
Owner to Renter	1.7%	0.8%	1.4%	2.1%	0.6%	2.6%	0.0%	1.2%
Owner Movership Rate	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%

Source: U.S. Census, American Housing Survey; Allen & Associates

Our research suggests an elderly owner movership rate of 3.7 percent.

## Renter Movership

The following tables give renter household movership data for the market area with an estimated breakout by household size. The data comes from the U.S. Census Bureau and the American Housing Survey:

Renter Movership, by Size								
Market Area								
	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person	Total
Renter to Renter	9.4%	21.1%	29.7%	35.7%	36.1%	39.1%	60.4%	21.3%
Renter to Owner	2.3%	8.6%	8.7%	11.1%	12.2%	9.5%	11.1%	6.7%
Renter Movership Rate	11.7%	29.7%	38.5%	46.9%	48.3%	48.6%	71.6%	28.1%

Source: U.S. Census, American Housing Survey; Allen & Associates

Our research suggests a renter movership rate of 28.1 percent.

Elderly Renter Movership, by Size								
AHS Survey								
	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person	Total
Renter to Renter	7.4%	6.6%	7.2%	7.6%	6.0%	7.8%	0.0%	7.1%
Renter to Owner	0.6%	1.4%	0.7%	0.4%	2.0%	0.2%	8.0%	0.9%
Renter Movership Rate	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%

Source: U.S. Census, American Housing Survey; Allen & Associates

Our research suggests an elderly renter movership rate of 8.0 percent.

## SUPPLY ANALYSIS

In conducting our analysis, we began by attempting to compile a list of every multifamily property with 10 or more units in the market area. We included conventionally-financed multifamily communities as well as properties financed by the local housing authority and the state housing finance agency in our listing. We even included properties financed by and/or subsidized by USDA and/or HUD. Finally, we included properties that are either proposed or currently under construction. The result was a listing of projects with 10 or more units - whether existing, under construction, or proposed - for this area. Our rental property inventory listing is found in the pages that follow.

A map showing the location of the properties included in the rental property inventory is found in the pages that follow. Properties identified with red pushpins have 100 percent market rate units (market rate properties), properties identified with yellow pushpins have a mixture of market rate / restricted / subsidized units (restricted properties), and properties identified with blue pushpins have 100 percent project-based rental assistance (subsidized properties).

After accounting for any unconfirmed properties and any properties that are located outside the defined market area, we arrived at a list of confirmed market area properties. This was the listing of properties upon which our analysis is based. In our opinion, the properties included on this list give a credible picture of market conditions as of the effective date of this report. This listing is found in the pages that follow.

Our next step was to compile a master list of unrestricted market rate rent comparables from the listing of confirmed properties. We eliminated any properties which were either under construction, being renovated, in lease up, or which were unstabilized for one reason or another. We identified market rate properties of similar age and condition to the subject property. If we were unable to identify a sufficient number of market rate comparables in the market area, we included market rate properties from outside the market area. If we were still unable to identify a sufficient number of market rate comparables, we included rent restricted properties - provided, however, that the rents charged at these properties were below statutory limits and similar to the rents charged at the market rate properties in the market area (suggesting that these rent restricted properties were *de facto* market rate properties).

Finally, we compiled a master list of restricted rent comparables from the listing of confirmed properties. We used the same approach described above for unrestricted market rate properties.

The resulting master lists of rent comparables and accompanying locator maps are found in this section as well. Detailed write-ups for the properties included on these lists are found in the Appendix. We include write-ups for *all* of the rent comparables identified on our master lists, regardless of whether they ended up being selected as one of the *best* rent comparables. We did this for two reasons: (1) To be transparent; and (2) To provide the reader with context regarding our selection process.

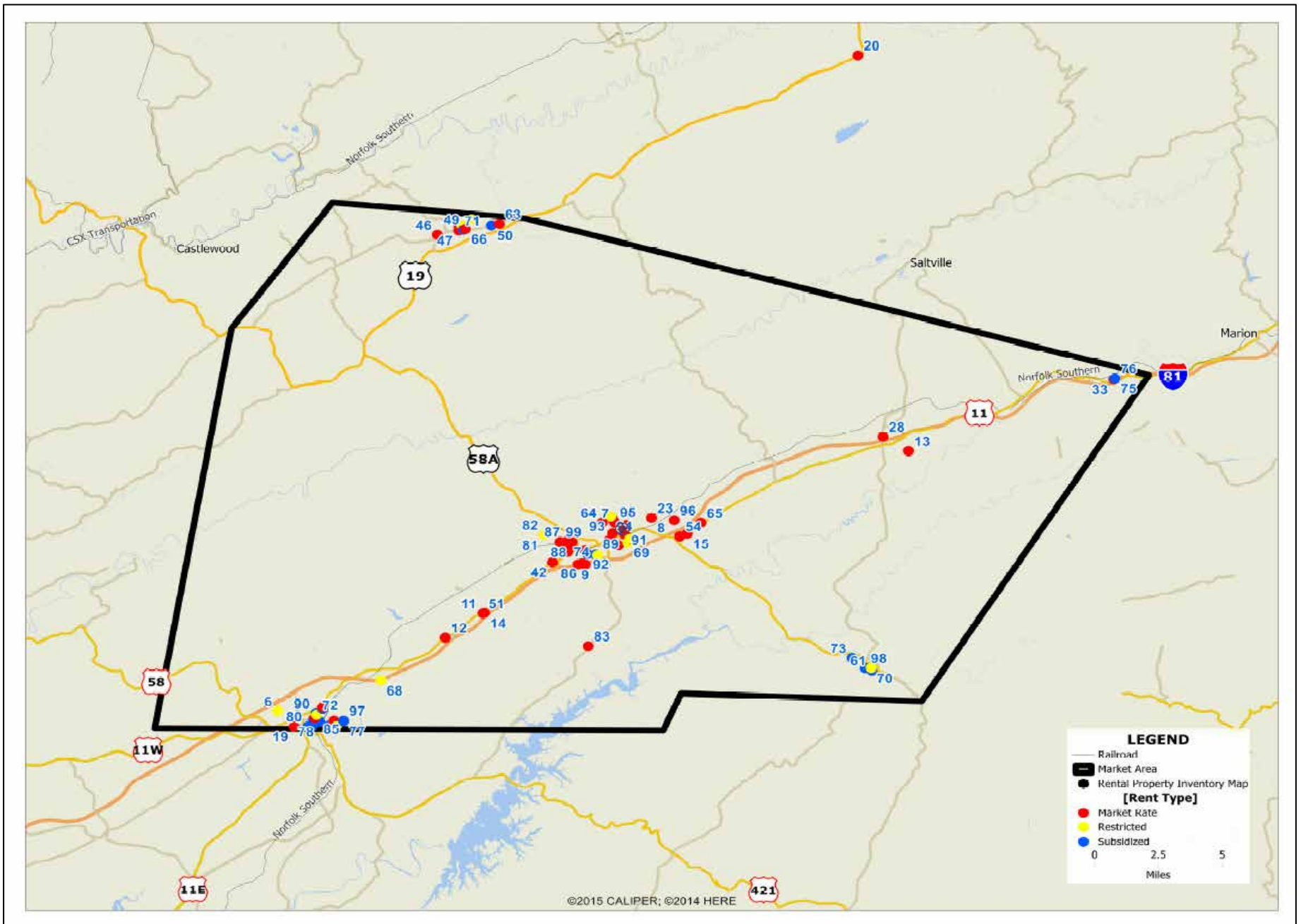
The balance of this section includes a breakdown of confirmed market area properties by rent type, project status, year built, and financing source. We also include a rent, unit mix, and amenity summary for confirmed market area properties. Finally, we provide summary of vouchers, concessions, and waiting lists for the properties included in this report.

Rental Property Inventory

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
001	Abingdon Green Apartments	36.7175	-81.9644	1989	2009	Subsidized	Elderly	Stabilized	Tax Credit	32	0	100.0%
002	Abingdon Green II	36.7175	-81.9644	1989	2024	Subsidized	Elderly	Prop Rehab	Tax Credit	32	0	100.0%
003	Abingdon Terrace Apartments	36.7022	-81.9836	1987	na	Subsidized	Elderly	Duplicate	RD	32	1	96.9%
004	Abingdon Terrace Apartments	36.7022	-81.9836	1987	2013	Subsidized	Elderly	Stabilized	Tax Credit	32	2	93.8%
005	Abingdon Village Apartments	36.7018	-81.9821	1983	2013	Restricted	Family	Duplicate	Tax Credit	48	48	0.0%
006	Amy Street Station	36.6062	-82.2072	2022	na	Restricted	Family	Prop Const	Tax Credit	44	44	0.0%
007	Aston Ridge Apartments	36.7216	-81.9699	1990	na	Market Rate	Family	Unconfirmed	Conventional	24	3	87.5%
008	Baugh Lane Apartments	36.7247	-81.9440	na	na	Market Rate	Family	Duplicate	Tax Credit	0	0	0.0%
009	Beverly Builders Inc	36.6962	-81.9908	na	na	Market Rate	Family	Duplicate	Conventional	0	0	0.0%
010	Bonham Circle Apartments	36.6046	-82.1805	1968	1996	Subsidized	Family	Stabilized	Other	65	0	100.0%
011	Brentwood Towns Apartments	36.6661	-82.0631	1990	na	Market Rate	Family	Duplicate	Conventional	31	1	96.8%
012	Catalina Apartments	36.6512	-82.0896	1940	na	Market Rate	Family	Stabilized	Conventional	17	8	52.9%
013	Cedar Bay	36.7657	-81.7624	2017	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
014	Cedar Ridge Apartments	36.6663	-82.0620	1984	2020	Market Rate	Family	Stabilized	Conventional	39	0	100.0%
015	Clifton Stewart Rentals	36.7150	-81.9186	na	na	Market Rate	Family	Duplicate	Conventional	0	0	0.0%
016	Copper Creek Apartments	36.9014	-82.0769	1990	2008	Subsidized	Elderly	Stabilized	Tax Credit	35	0	100.0%
017	Cross Creek Apartments	36.7058	-82.0029	1994	na	Market Rate	Family	Condominiums	Conventional	0	0	0.0%
018	Douglass School Apartments	36.6074	-82.1757	1925	2006	Restricted	Elderly	Stabilized	Tax Credit	41	2	95.1%
019	Downtown Plaza Apartments	36.5968	-82.1957	1968	na	Market Rate	Family	Stabilized	Conventional	76	0	100.0%
020	Eagle Valley	37.0085	-81.7981	2022	na	Market Rate	Family	Student Housing	Conventional	16	1	93.8%
021	East Ridge Apartments	36.6001	-82.1675	na	na	Market Rate	Family	Duplicate	Conventional	65	3	95.4%
022	Eastridge Apartments	36.6000	-82.1676	1970	2008	Restricted	Family	Stabilized	HUD	96	2	97.9%
023	Edgemont Townhouses	36.7247	-81.9440	1978	2008	Market Rate	Family	Stabilized	Tax Credit	7	0	100.0%
024	Elderspirit Community	36.7079	-81.9672	2021	na	Market Rate	Elderly	Stabilized	Conventional	16	2	87.5%
025	Fairfax Court Apartments	37.0958	-81.8050	1986	na	Subsidized	Elderly	Unconfirmed	Other	34	0	100.0%
026	Fairview Apartments	36.7114	-81.9590	1979	na	Market Rate	Family	Stabilized	Conventional	36	9	75.0%
027	Gardenside Village Apartments	36.9079	-82.0710	2009	na	Restricted	Family	Non-Inventory	Tax Credit	36	0	100.0%
028	Glade Terrace Apartments 1 & 2	36.7745	-81.7803	2012	na	Market Rate	Family	Stabilized	Conventional	16	0	100.0%
029	Goodson Hills Apartments	36.6020	-82.1812	2023	na	Subsidized	Family	Prop Const	Bond	23	23	0.0%
030	Goodson Hills Apartments Moore Street	36.6020	-82.1812	2023	na	Market Rate	Family	Duplicate	Tax Credit	0	0	0.0%
031	Grandview Village Apartments	36.9039	-82.0802	1975	na	Market Rate	Family	Unconfirmed	Conventional	125	12	90.4%
032	Gray Drive Apartments	36.7203	-81.9617	1968	2009	Market Rate	Family	Stabilized	Conventional	14	0	100.0%
033	Gray Ridge Village	36.8096	-81.6174	2019	na	Market Rate	Elderly	Unconfirmed	Conventional	0	0	0.0%
034	Hallock Drive Townhomes	36.6962	-81.9959	2003	na	Market Rate	Family	Stabilized	Conventional	38	0	100.0%
035	Harbor Landing Apartments	36.5969	-82.1657	2004	na	Restricted	Family	Stabilized	Tax Credit	32	0	100.0%
036	Highland View Apartments	36.7018	-81.9821	1983	2013	Restricted	Family	Stabilized	Tax Credit	44	3	93.2%
037	Highlands Apartments	36.7146	-81.9630	2006	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
038	Hunters Ridge Apartments	37.0867	-81.8229	1985	2006	Subsidized	Family	Stabilized	Tax Credit	48	2	95.8%
039	Johnson Apartments	36.7152	-81.9713	1950	na	Market Rate	Family	Stabilized	Conventional	10	1	90.0%
040	Johnson Court Apartments	36.6075	-82.1756	1941	2010	Subsidized	Family	Unconfirmed	Other	60	4	93.3%
041	Jones Manor Apartments	36.5976	-82.1705	1955	1990	Subsidized	Family	Unconfirmed	Other	50	0	100.0%
042	Jonesville Manor	36.6975	-82.0139	2015	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
043	Lebanon Square Apartments	36.9043	-82.0781	1990	2007	Restricted	Family	Stabilized	Tax Credit	48	0	100.0%
044	Lee Garden Apartments	36.6086	-82.1756	1952	1990	Market Rate	Family	Condominiums	Conventional	0	0	0.0%
045	Leisure Park Towers Apartments	36.5967	-82.1830	1979	2006	Subsidized	Elderly	Unconfirmed	HUD	150	7	95.3%
046	Leonard's Circle Apartments	36.8983	-82.0952	1977	1990	Market Rate	Family	Unconfirmed	Conventional	8	0	100.0%
047	Lohr Street Condos	36.9009	-82.0802	2019	na	Market Rate	Family	Condominiums	Conventional	0	0	0.0%
048	Mahaffey Agency Real Estate	36.7110	-81.9739	na	2008	Market Rate	Family	Duplicate	Conventional	0	0	0.0%
049	Main Street Apartments	36.9017	-82.0755	1995	na	Market Rate	Family	Stabilized	Conventional	8	0	100.0%
050	Main Street Villas	36.9040	-82.0571	2023	na	Subsidized	Elderly	Prop Const	Tax Credit	21	21	0.0%
051	Manchester 242	36.6661	-82.0631	1990	na	Market Rate	Family	Stabilized	Conventional	31	1	96.8%
052	Mill Way Apartments	36.7242	-81.9716	1980	na	Market Rate	Family	Stabilized	Conventional	33	3	90.9%

Rental Property Inventory

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
053	Mosby Homes	36.6050	-82.1801	1966	2010	Subsidized	Family	Unconfirmed	Other	40	1	97.5%
054	Mountain Empire Apartments	36.7133	-81.9240	1990	na	Market Rate	Family	Stabilized	Conventional	48	0	100.0%
055	Mulco Property Rentals Location 1	37.0954	-81.8150	1985	na	Market Rate	Family	Stabilized	Conventional	8	1	87.5%
056	Mulco Property Rentals Location 2	37.0948	-81.8139	1965	2005	Market Rate	Family	Stabilized	Conventional	15	0	100.0%
057	Mulco Property Rentals Location 3	37.0951	-81.8134	1975	na	Market Rate	Family	Stabilized	Conventional	10	0	100.0%
058	Mulco Property Rentals Location 4	37.0951	-81.8134	2010	na	Market Rate	Family	Stabilized	Conventional	8	0	100.0%
059	Mulco Property Rentals Location 5	37.0955	-81.8129	2010	na	Market Rate	Family	Stabilized	Conventional	3	0	100.0%
060	Nicholas Apartments	36.7116	-81.9596	1996	na	Market Rate	Family	Stabilized	Conventional	40	0	100.0%
061	Oak Knoll Apartments	36.6311	-81.7882	1983	2011	Subsidized	Family	Stabilized	Tax Credit	21	0	100.0%
062	Oxford Square Apartments	37.0871	-81.8217	1977	2006	Subsidized	Family	Stabilized	Tax Credit	87	2	97.7%
063	Pine Grove Apartments	36.9050	-82.0515	1985	na	Market Rate	Family	Unconfirmed	Conventional	24	1	95.8%
064	Pinehedge Condominiums	36.7218	-81.9788	1985	2009	Market Rate	Family	Stabilized	Conventional	30	0	100.0%
065	Promise Landing Apartments	36.7217	-81.9090	1990	na	Market Rate	Family	Stabilized	Conventional	64	2	96.9%
066	Ray's Main Street Apartments	36.9019	-82.0755	2007	na	Market Rate	Family	Duplicate	Conventional	7	3	57.1%
067	Rice Terrace Apartments	36.6009	-82.1820	1929	1996	Subsidized	Family	Unconfirmed	Other	136	0	100.0%
068	Ridgecrest Town Apartments	36.6251	-82.1344	2008	na	Restricted	Family	Stabilized	Tax Credit	72	8	88.9%
069	Ridgefield Court Apartments	36.7095	-81.9607	1987	2021	Restricted	Family	Stabilized	RD	48	0	100.0%
070	Riverside Place Apartments	36.6326	-81.7887	1923	2011	Restricted	Family	Stabilized	Tax Credit	22	0	100.0%
071	Russell Arms Apartments	36.9009	-82.0802	na	na	Market Rate	Family	Unconfirmed	Conventional	0	0	0.0%
072	Sapling Grove Apartments	36.6038	-82.1799	2008	na	Restricted	Family	Stabilized	Tax Credit	26	0	100.0%
073	Settlers Point Apartments	36.6387	-81.8022	1982	2012	Subsidized	Family	Stabilized	Tax Credit	62	0	100.0%
074	Singleton Properties	36.7038	-82.0032	1987	na	Market Rate	Family	Stabilized	Conventional	18	0	100.0%
075	Southview Apartments P1	36.8101	-81.6166	1982	2016	Subsidized	Family	Stabilized	Tax Credit	72	2	97.2%
076	Southview Apartments P2	36.8101	-81.6166	1982	2010	Subsidized	Family	Duplicate	HUD	72	1	98.6%
077	Springdale Village Apartments	36.6001	-82.1607	1981	na	Subsidized	Family	Duplicate	Tax Credit	136	136	0.0%
078	Stant Hall Apartments	36.5998	-82.1777	1955	1990	Subsidized	Family	Unconfirmed	Other	50	0	100.0%
079	Stone Mill Apartments	36.7049	-81.9912	1978	na	Market Rate	Family	Stabilized	Conventional	10	0	100.0%
080	Sunhouse M/R Group Home	36.5967	-82.1861	na	na	Subsidized	Family	Special Needs	HUD	12	1	91.7%
081	Sweetbriar 1	36.7142	-82.0200	2009	na	Restricted	Family	Stabilized	Tax Credit	20	0	100.0%
082	Sweetbriar II	36.7142	-82.0200	2023	na	Restricted	Family	Stabilized	Tax Credit	22	0	100.0%
083	Sweetland Apartments	36.6461	-81.9886	1997	na	Market Rate	Family	Stabilized	Conventional	12	0	100.0%
084	Theo's Ridge	36.7116	-81.9596	1980	2015	Restricted	Family	Non-Inventory	Tax Credit	35	9	74.3%
085	Thomas Jefferson Senior Apartments	36.6015	-82.1790	1892	2005	Restricted	Elderly	Stabilized	Tax Credit	30	0	100.0%
086	Townhouse Apartments	36.6968	-81.9928	na	na	Market Rate	Family	Duplicate	Conventional	0	0	0.0%
087	Village Green Townhomes Phase 1	36.7100	-82.0044	1999	na	Market Rate	Family	Stabilized	Conventional	14	0	100.0%
088	Village Green Townhomes Phase 2	36.7099	-82.0000	2019	na	Market Rate	Family	Stabilized	Conventional	12	0	100.0%
089	Village Square Apartments	36.7149	-81.9630	1965	2022	Market Rate	Family	Stabilized	Conventional	10	1	90.0%
090	Villages at Oakview	36.6046	-82.1805	2017	na	Restricted	Family	Stabilized	Tax Credit	48	0	100.0%
091	Walden Road Apartments	36.7173	-81.9623	1886	2008	Market Rate	Family	Unconfirmed	Conventional	14	0	100.0%
092	Washington Court Apartments	36.7026	-81.9894	1991	2013	Subsidized	Elderly	Stabilized	Tax Credit	39	0	100.0%
093	Whites Mill Point Apartments	36.7257	-81.9727	2006	na	Restricted	Family	Stabilized	Tax Credit	32	6	81.3%
094	Whites Mill Point II Apartments	36.7257	-81.9727	2006	2023	Restricted	Family	Prop Rehab	Tax Credit	32	0	100.0%
095	Whites Mill Road Apartments	36.7223	-81.9703	1996	na	Market Rate	Family	Stabilized	Conventional	16	0	100.0%
096	Willow Run Apartments	36.7232	-81.9279	2009	na	Market Rate	Family	Stabilized	Conventional	192	8	95.8%
097	Woodlands (The)	36.6001	-82.1607	1981	2012	Subsidized	Family	Stabilized	Tax Credit	136	0	100.0%
098	Woods Landing Apartments	36.6325	-81.7930	1993	2013	Subsidized	Elderly	Stabilized	Tax Credit	40	0	100.0%
099	Wyndale Court Condominiums	36.7099	-82.0086	2003	na	Market Rate	Family	Stabilized	Conventional	16	0	100.0%



Rental Property Inventory, Unconfirmed

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
007	Aston Ridge Apartments	36.7216	-81.9699	1990	na	Market Rate	Family	Unconfirmed	Conventional	24	3	87.5%
025	Fairfax Court Apartments	37.0958	-81.8050	1986	na	Subsidized	Elderly	Unconfirmed	Other	34	0	100.0%
031	Grandview Village Apartments	36.9039	-82.0802	1975	na	Market Rate	Family	Unconfirmed	Conventional	125	12	90.4%
033	Gray Ridge Village	36.8096	-81.6174	2019	na	Market Rate	Elderly	Unconfirmed	Conventional	0	0	0.0%
040	Johnson Court Apartments	36.6075	-82.1756	1941	2010	Subsidized	Family	Unconfirmed	Other	60	4	93.3%
041	Jones Manor Apartments	36.5976	-82.1705	1955	1990	Subsidized	Family	Unconfirmed	Other	50	0	100.0%
045	Leisure Park Towers Apartments	36.5967	-82.1830	1979	2006	Subsidized	Elderly	Unconfirmed	HUD	150	7	95.3%
046	Leonard's Circle Apartments	36.8983	-82.0952	1977	1990	Market Rate	Family	Unconfirmed	Conventional	8	0	100.0%
053	Mosby Homes	36.6050	-82.1801	1966	2010	Subsidized	Family	Unconfirmed	Other	40	1	97.5%
063	Pine Grove Apartments	36.9050	-82.0515	1985	na	Market Rate	Family	Unconfirmed	Conventional	24	1	95.8%
067	Rice Terrace Apartments	36.6009	-82.1820	1929	1996	Subsidized	Family	Unconfirmed	Other	136	0	100.0%
071	Russell Arms Apartments	36.9009	-82.0802	na	na	Market Rate	Family	Unconfirmed	Conventional	0	0	0.0%
078	Stant Hall Apartments	36.5998	-82.1777	1955	1990	Subsidized	Family	Unconfirmed	Other	50	0	100.0%
091	Walden Road Apartments	36.7173	-81.9623	1886	2008	Market Rate	Family	Unconfirmed	Conventional	14	0	100.0%

Rental Property Inventory, Confirmed, Inside Market Area

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
001	Abingdon Green Apartments	36.7175	-81.9644	1989	2009	Subsidized	Elderly	Stabilized	Tax Credit	32	0	100.0%
004	Abingdon Terrace Apartments	36.7022	-81.9836	1987	2013	Subsidized	Elderly	Stabilized	Tax Credit	32	2	93.8%
006	Amy Street Station	36.6062	-82.2072	2022	na	Restricted	Family	Prop Const	Tax Credit	44	44	0.0%
010	Bonham Circle Apartments	36.6046	-82.1805	1968	1996	Subsidized	Family	Stabilized	Other	65	0	100.0%
012	Catalina Apartments	36.6512	-82.0896	1940	na	Market Rate	Family	Stabilized	Conventional	17	8	52.9%
014	Cedar Ridge Apartments	36.6663	-82.0620	1984	2020	Market Rate	Family	Stabilized	Conventional	39	0	100.0%
016	Copper Creek Apartments	36.9014	-82.0769	1990	2008	Subsidized	Elderly	Stabilized	Tax Credit	35	0	100.0%
018	Douglass School Apartments	36.6074	-82.1757	1925	2006	Restricted	Elderly	Stabilized	Tax Credit	41	2	95.1%
019	Downtown Plaza Apartments	36.5968	-82.1957	1968	na	Market Rate	Family	Stabilized	Conventional	76	0	100.0%
022	Eastridge Apartments	36.6000	-82.1676	1970	2008	Restricted	Family	Stabilized	HUD	96	2	97.9%
023	Edgemont Townhouses	36.7247	-81.9440	1978	2008	Market Rate	Family	Stabilized	Tax Credit	7	0	100.0%
024	Elderspirit Community	36.7079	-81.9672	2021	na	Market Rate	Elderly	Stabilized	Conventional	16	2	87.5%
026	Fairview Apartments	36.7114	-81.9590	1979	na	Market Rate	Family	Stabilized	Conventional	36	9	75.0%
028	Glade Terrace Apartments 1 & 2	36.7745	-81.7803	2012	na	Market Rate	Family	Stabilized	Conventional	16	0	100.0%
029	Goodson Hills Apartments	36.6020	-82.1812	2023	na	Subsidized	Family	Prop Const	Bond	23	23	0.0%
032	Gray Drive Apartments	36.7203	-81.9617	1968	2009	Market Rate	Family	Stabilized	Conventional	14	0	100.0%
034	Hallock Drive Townhomes	36.6962	-81.9959	2003	na	Market Rate	Family	Stabilized	Conventional	38	0	100.0%
035	Harbor Landing Apartments	36.5969	-82.1657	2004	na	Restricted	Family	Stabilized	Tax Credit	32	0	100.0%
036	Highland View Apartments	36.7018	-81.9821	1983	2013	Restricted	Family	Stabilized	Tax Credit	44	3	93.2%
039	Johnson Apartments	36.7152	-81.9713	1950	na	Market Rate	Family	Stabilized	Conventional	10	1	90.0%
043	Lebanon Square Apartments	36.9043	-82.0781	1990	2007	Restricted	Family	Stabilized	Tax Credit	48	0	100.0%
049	Main Street Apartments	36.9017	-82.0755	1995	na	Market Rate	Family	Stabilized	Conventional	8	0	100.0%
050	Main Street Villas	36.9040	-82.0571	2023	na	Subsidized	Elderly	Prop Const	Tax Credit	21	21	0.0%
051	Manchester 242	36.6661	-82.0631	1990	na	Market Rate	Family	Stabilized	Conventional	31	1	96.8%
052	Mill Way Apartments	36.7242	-81.9716	1980	na	Market Rate	Family	Stabilized	Conventional	33	3	90.9%
054	Mountain Empire Apartments	36.7133	-81.9240	1990	na	Market Rate	Family	Stabilized	Conventional	48	0	100.0%
060	Nicholas Apartments	36.7116	-81.9596	1996	na	Market Rate	Family	Stabilized	Conventional	40	0	100.0%
061	Oak Knoll Apartments	36.6311	-81.7882	1983	2011	Subsidized	Family	Stabilized	Tax Credit	21	0	100.0%
064	Pinehedge Condominiums	36.7218	-81.9788	1985	2009	Market Rate	Family	Stabilized	Conventional	30	0	100.0%
065	Promise Landing Apartments	36.7217	-81.9090	1990	na	Market Rate	Family	Stabilized	Conventional	64	2	96.9%
068	Ridgecrest Town Apartments	36.6251	-82.1344	2008	na	Restricted	Family	Stabilized	Tax Credit	72	8	88.9%
069	Ridgefield Court Apartments	36.7095	-81.9607	1987	2021	Restricted	Family	Stabilized	RD	48	0	100.0%
070	Riverside Place Apartments	36.6326	-81.7887	1923	2011	Restricted	Family	Stabilized	Tax Credit	22	0	100.0%
072	Sapling Grove Apartments	36.6038	-82.1799	2008	na	Restricted	Family	Stabilized	Tax Credit	26	0	100.0%
073	Settlers Point Apartments	36.6387	-81.8022	1982	2012	Subsidized	Family	Stabilized	Tax Credit	62	0	100.0%
074	Singleton Properties	36.7038	-82.0032	1987	na	Market Rate	Family	Stabilized	Conventional	18	0	100.0%
075	Southview Apartments P1	36.8101	-81.6166	1982	2016	Subsidized	Family	Stabilized	Tax Credit	72	2	97.2%
079	Stone Mill Apartments	36.7049	-81.9912	1978	na	Market Rate	Family	Stabilized	Conventional	10	0	100.0%
081	Sweetbriar 1	36.7142	-82.0200	2009	na	Restricted	Family	Stabilized	Tax Credit	20	0	100.0%
082	Sweetbriar II	36.7142	-82.0200	2023	na	Restricted	Family	Stabilized	Tax Credit	22	0	100.0%
083	Sweetland Apartments	36.6461	-81.9886	1997	na	Market Rate	Family	Stabilized	Conventional	12	0	100.0%
085	Thomas Jefferson Senior Apartments	36.6015	-82.1790	1892	2005	Restricted	Elderly	Stabilized	Tax Credit	30	0	100.0%
087	Village Green Townhomes Phase 1	36.7100	-82.0044	1999	na	Market Rate	Family	Stabilized	Conventional	14	0	100.0%
088	Village Green Townhomes Phase 2	36.7099	-82.0000	2019	na	Market Rate	Family	Stabilized	Conventional	12	0	100.0%
089	Village Square Apartments	36.7149	-81.9630	1965	2022	Market Rate	Family	Stabilized	Conventional	10	1	90.0%
090	Villages at Oakview	36.6046	-82.1805	2017	na	Restricted	Family	Stabilized	Tax Credit	48	0	100.0%
092	Washington Court Apartments	36.7026	-81.9894	1991	2013	Subsidized	Elderly	Stabilized	Tax Credit	39	0	100.0%
093	Whites Mill Point Apartments	36.7257	-81.9727	2006	na	Restricted	Family	Stabilized	Tax Credit	32	6	81.3%
095	Whites Mill Road Apartments	36.7223	-81.9703	1996	na	Market Rate	Family	Stabilized	Conventional	16	0	100.0%
096	Willow Run Apartments	36.7232	-81.9279	2009	na	Market Rate	Family	Stabilized	Conventional	192	8	95.8%
097	Woodlands (The)	36.6001	-82.1607	1981	2012	Subsidized	Family	Stabilized	Tax Credit	136	0	100.0%
098	Woods Landing Apartments	36.6325	-81.7930	1993	2013	Subsidized	Elderly	Stabilized	Tax Credit	40	0	100.0%

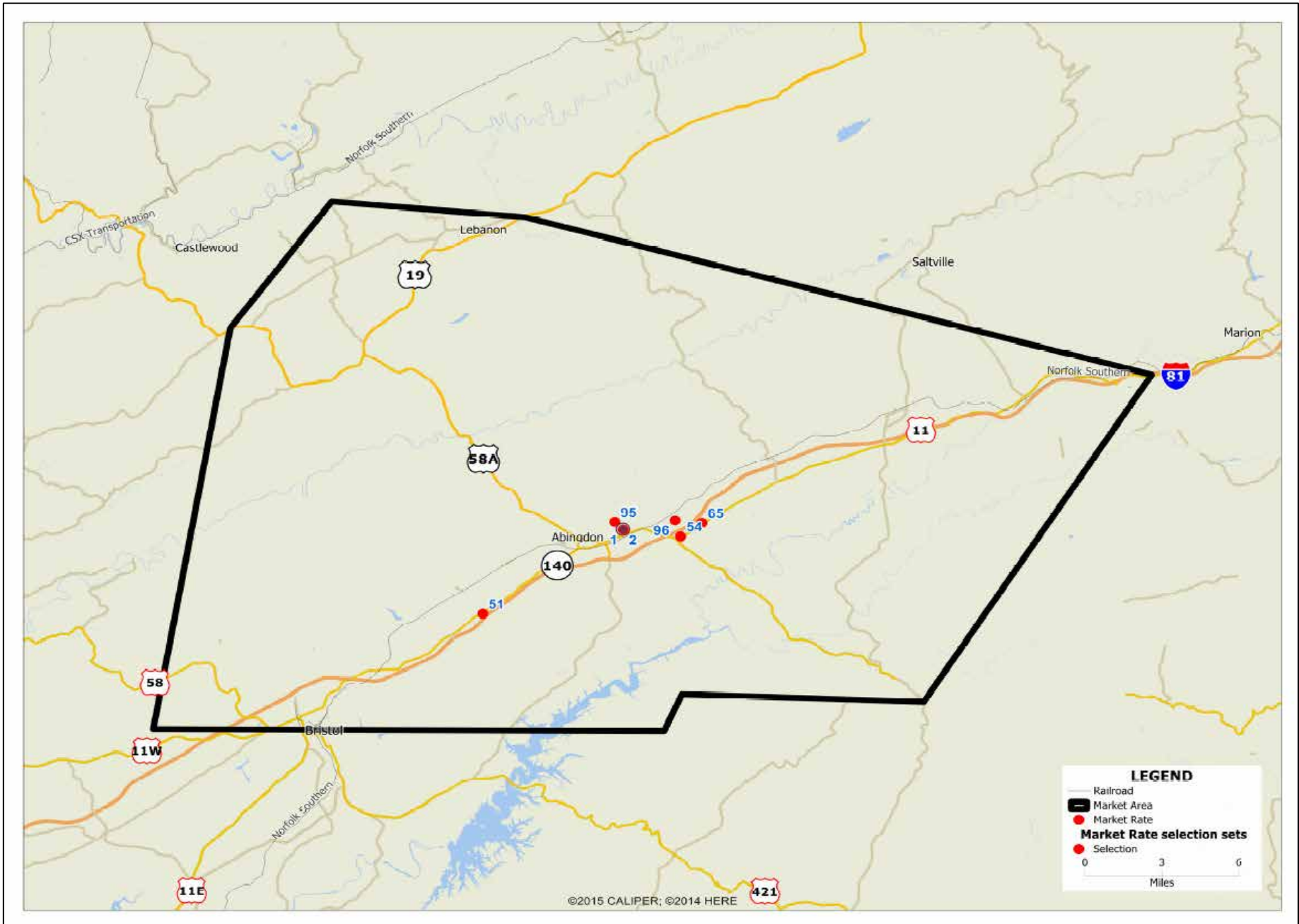


Rental Property Inventory, Confirmed, Inside Market Area

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
099	Wyndale Court Condominiums	36.7099	-82.0086	2003	na	Market Rate	Family	Stabilized	Conventional	16	0	100.0%

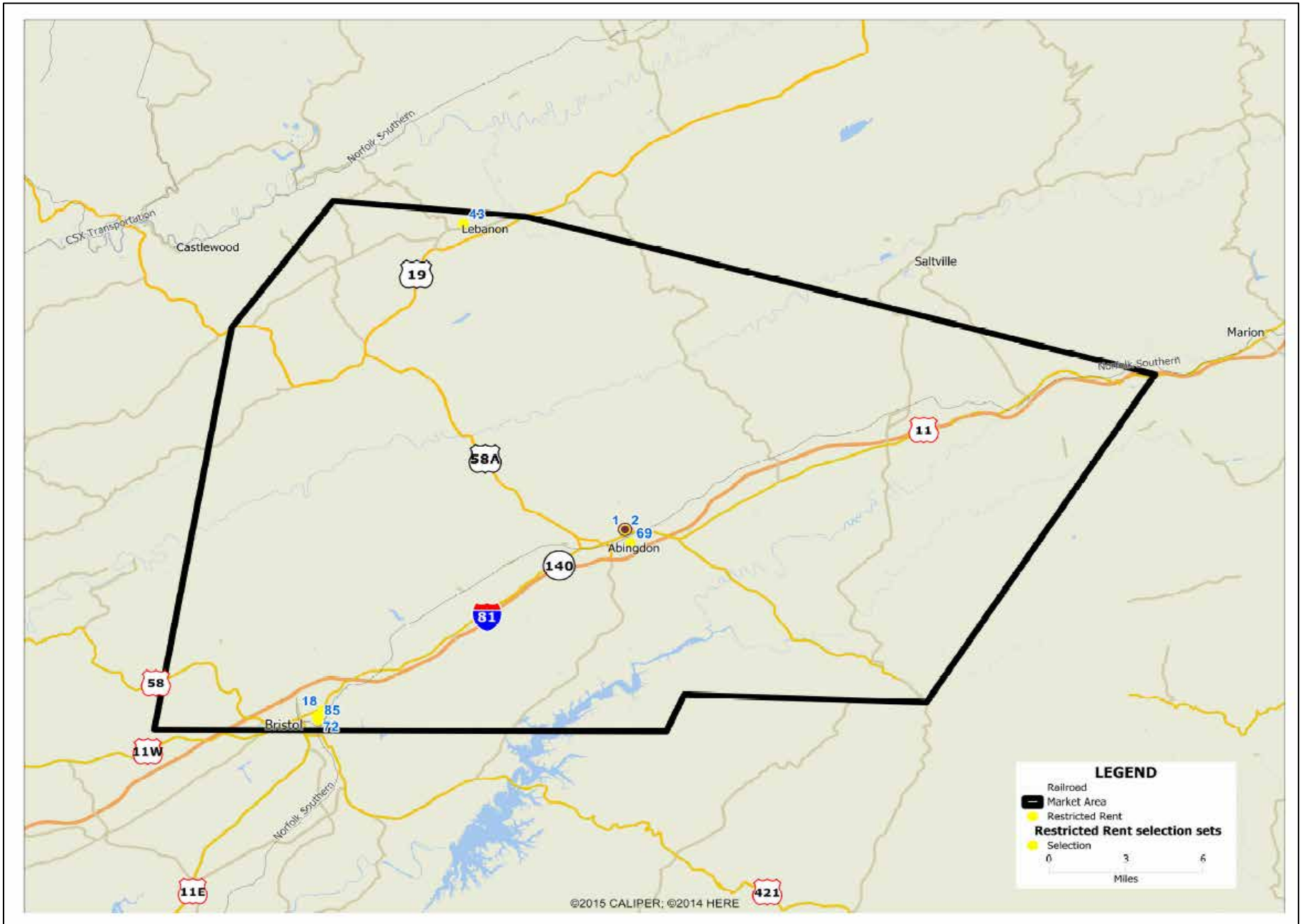
Master List of Market Rate Comparables

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
051	Manchester 242	36.6661	-82.0631	1990	na	Market Rate	Family	Stabilized	Conventional	31	1	96.8%
054	Mountain Empire Apartments	36.7133	-81.9240	1990	na	Market Rate	Family	Stabilized	Conventional	48	0	100.0%
065	Promise Landing Apartments	36.7217	-81.9090	1990	na	Market Rate	Family	Stabilized	Conventional	64	2	96.9%
095	Whites Mill Road Apartments	36.7223	-81.9703	1996	na	Market Rate	Family	Stabilized	Conventional	16	0	100.0%
096	Willow Run Apartments	36.7232	-81.9279	2009	na	Market Rate	Family	Stabilized	Conventional	192	8	95.8%



Master List of Restricted Rent Comparables

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
018	Douglass School Apartments	36.6074	-82.1757	1925	2006	Restricted	Elderly	Stabilized	Tax Credit	41	2	95.1%
043	Lebanon Square Apartments	36.9043	-82.0781	1990	2007	Restricted	Family	Stabilized	Tax Credit	48	0	100.0%
069	Ridgefield Court Apartments	36.7095	-81.9607	1987	2021	Restricted	Family	Stabilized	RD	48	0	100.0%
072	Sapling Grove Apartments	36.6038	-82.1799	2008	na	Restricted	Family	Stabilized	Tax Credit	26	0	100.0%
085	Thomas Jefferson Senior Apartments	36.6015	-82.1790	1892	2005	Restricted	Elderly	Stabilized	Tax Credit	30	0	100.0%



## Rental Property Inventory, Confirmed, Inside Market Area, by Rent Type

The following tables and graphs provide a summary of the confirmed market area properties included in this analysis broken out by rent type:

Rental Property Inventory, Confirmed, Inside Market Area			
Total Properties			
	Elderly	Family	Total
Market Rate	1	25	26
Restricted	2	13	15
Subsidized	6	6	12
<b>Total</b>	<b>9</b>	<b>44</b>	<b>53</b>

Total Units			
	Elderly	Family	Total
Market Rate	16	807	823
Restricted	71	385	456
Subsidized	199	548	747
<b>Total</b>	<b>286</b>	<b>1,740</b>	<b>2,026</b>

Vacant Units			
	Elderly	Family	Total
Market Rate	2	33	35
Restricted	2	58	60
Subsidized	23	30	53
<b>Total</b>	<b>27</b>	<b>121</b>	<b>148</b>

Occupancy Rate			
	Elderly	Family	Total
Market Rate	88%	96%	96%
Restricted	97%	85%	87%
Subsidized	88%	95%	93%
<b>Total</b>	<b>91%</b>	<b>93%</b>	<b>93%</b>

Source: Allen & Associates



Our analysis includes a total of 53 confirmed market area properties consisting of 2,026 units. The occupancy rate for these units currently stands at 93 percent. This rate reflects the occupancy for all confirmed market area units, regardless of project status (stabilized, under construction, proposed, etc.).

Confirmed market area properties break down by rent type and tenure as shown in the tables above.

## Rental Property Inventory, Confirmed, Inside Market Area, by Project Status

The following tables and graphs provide a summary of the confirmed market area properties included in this analysis broken out by project status:

### Rental Property Inventory, Confirmed, Inside Market Area

Elderly					Family				
Total Properties					Total Properties				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized	5	2	1	8	Stabilized	5	12	25	42
Lease Up					Lease Up				
Construction					Construction				
Rehabilitation					Rehabilitation				
Prop Const	1			1	Prop Const	1	1		2
Prop Rehab					Prop Rehab				
Unstabilized					Unstabilized				
Subtotal	1			1	Subtotal	1	1		2
Total	6	2	1	9	Total	6	13	25	44

Total Units					Total Units				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized	178	71	16	265	Stabilized	520	346	807	1,673
Lease Up					Lease Up				
Construction					Construction				
Rehabilitation					Rehabilitation				
Prop Const	21			21	Prop Const	28	39		67
Prop Rehab					Prop Rehab				
Unstabilized					Unstabilized				
Subtotal	21			21	Subtotal	28	39		67
Total	199	71	16	286	Total	548	385	807	1,740

Vacant Units					Vacant Units				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized	2	2	2	6	Stabilized	2	19	33	54
Lease Up					Lease Up				
Construction					Construction				
Rehabilitation					Rehabilitation				
Prop Const	21			21	Prop Const	28	39		67
Prop Rehab					Prop Rehab				
Unstabilized					Unstabilized				
Subtotal	21			21	Subtotal	28	39		67
Total	23	2	2	27	Total	30	58	33	121

Source: Allen & Associates

Our survey includes a total of 50 stabilized market area properties consisting of 1,938 units standing at 97 percent occupancy.

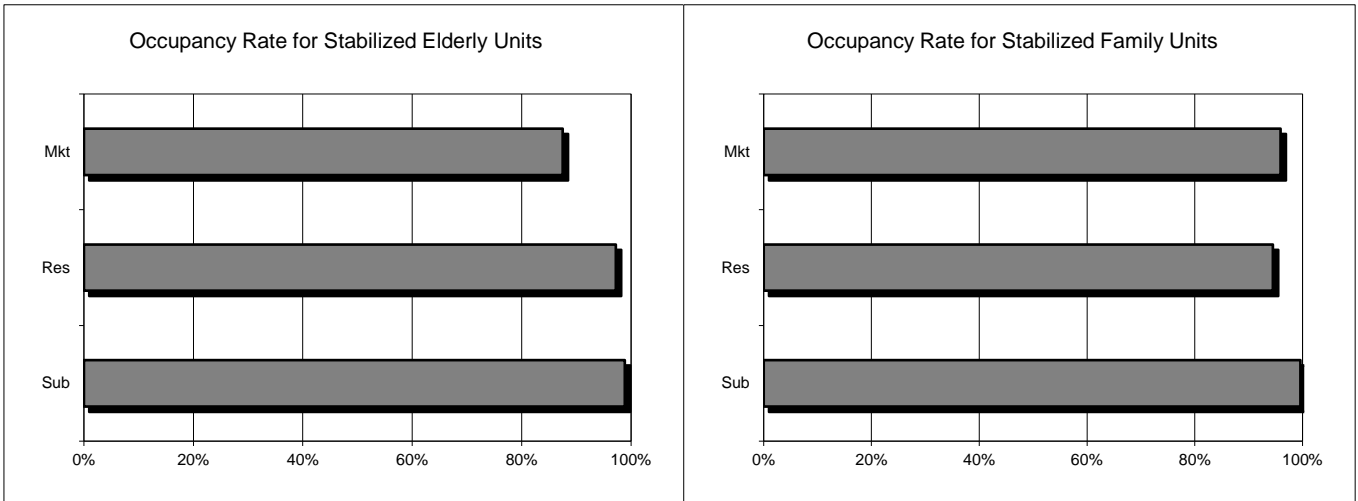
Our survey also includes a total of 3 market area properties consisting of 88 units that are not yet stabilized. Unstabilized units (also referred to as pipeline units) include vacant units in lease up, construction, rehabilitation, proposed new construction, and units with proposed renovation plans.

Rental Property Inventory, Confirmed, Inside Market Area

Elderly					Family				
Occupancy Rate					Occupancy Rate				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized	99%	97%	88%	98%	Stabilized	100%	95%	96%	97%
Lease Up					Lease Up				
Construction					Construction				
Rehabilitation					Rehabilitation				
Prop Const	0%			0%	Prop Const	0%	0%		0%
Prop Rehab					Prop Rehab				
Unstabilized					Unstabilized				
Subtotal	0%			0%	Subtotal	0%	0%		0%
Total	88%	97%	88%	91%	Total	95%	85%	96%	93%

Source: Allen & Associates

Occupancies of stabilized market area properties broken out by occupancy type (elderly or family) and rent type (subsidized, restricted or market rate) are found below:



Our research suggests the following occupancy levels for the 265 stabilized elderly units in this market area:

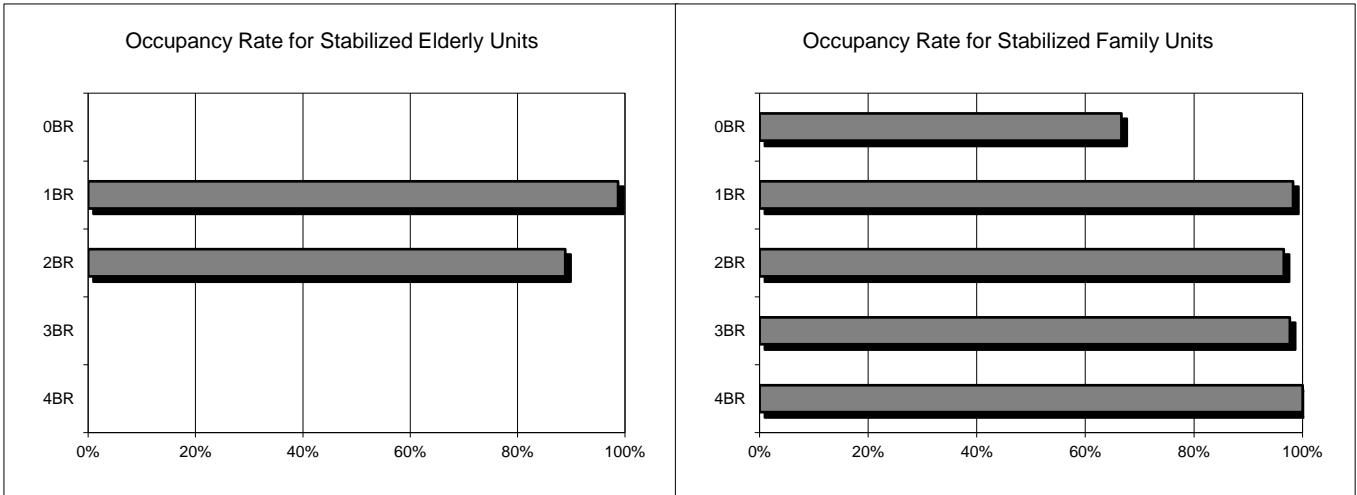
- Subsidized, 99 percent (178 units in survey)
- Restricted, 97 percent (71 units in survey)
- Market Rate, 88 percent (16 units in survey)

Our research suggests the following occupancy levels for the 1,673 stabilized family units in this market area:

- Subsidized, 100 percent (520 units in survey)
- Restricted, 95 percent (346 units in survey)
- Market Rate, 96 percent (807 units in survey)

Occupancy rates for stabilized market area properties broken out by occupancy type (elderly or family) and unit type are found below (supporting data is found in the pages that follow):





Our research suggests the following occupancy levels for the 265 stabilized elderly units in this market area:

- 0-Bedroom, not applicable (0 units in survey)
- 1-Bedroom, 99 percent (238 units in survey)
- 2-Bedroom, 89 percent (27 units in survey)
- 3-Bedroom, not applicable (0 units in survey)
- 4-Bedroom, not applicable (0 units in survey)

Our research suggests the following occupancy levels for the 1,673 stabilized family units in this market area:

- 0-Bedroom, 67 percent (21 units in survey)
- 1-Bedroom, 98 percent (347 units in survey)
- 2-Bedroom, 97 percent (982 units in survey)
- 3-Bedroom, 98 percent (301 units in survey)
- 4-Bedroom, 100 percent (22 units in survey)

Rental Property Inventory, Confirmed, Inside Market Area, 0-Bedroom Units

Elderly									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Family									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized								4	4
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal								4	4
Total								4	4

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized								21	21
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal								21	21
Total								21	21

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized								7	7
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal								7	7
Total								7	7

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized								67%	67%
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal								67%	67%
Total								67%	67%

Source: Allen & Associates

Rental Property Inventory, Confirmed, Inside Market Area, 1-Bedroom Units

Elderly									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	5			2	1			1	9
Lease Up Construction Rehabilitation Prop Const Prop Rehab Unstabilized	1								1
Subtotal	1								1
Total	6			2	1			1	10

Family									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	8			2	4			1	13
Lease Up Construction Rehabilitation Prop Const Prop Rehab Unstabilized	1	1			1				3
Subtotal	1	1			1				3
Total	9	1		2	5			1	13

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	178			42	12			6	238
Lease Up Construction Rehabilitation Prop Const Prop Rehab Unstabilized	21								21
Subtotal	21								21
Total	199			42	12			6	259

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	87			6	11			11	232
Lease Up Construction Rehabilitation Prop Const Prop Rehab Unstabilized	2	5			1				8
Subtotal	2	5			1				8
Total	89	5		6	12			11	355

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	2				1				3
Lease Up Construction Rehabilitation Prop Const Prop Rehab Unstabilized	21								21
Subtotal	21								21
Total	23				1				24

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized					1			5	6
Lease Up Construction Rehabilitation Prop Const Prop Rehab Unstabilized	2	5			1				8
Subtotal	2	5			1				8
Total	2	5			2			5	14

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	99%			100%	92%			100%	99%
Lease Up Construction Rehabilitation Prop Const Prop Rehab Unstabilized	0%								0%
Subtotal	0%								0%
Total	88%			100%	92%			100%	91%

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	100%			100%	91%			100%	98%
Lease Up Construction Rehabilitation Prop Const Prop Rehab Unstabilized	0%	0%			0%				0%
Subtotal	0%	0%			0%				0%
Total	98%	0%		100%	83%			100%	96%

Source: Allen & Associates

Rental Property Inventory, Confirmed, Inside Market Area, 2-Bedroom Units

Elderly									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized				2	1			1	4
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal				2	1			1	4
Total				2	1			1	4

Family									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	12			4	8			1	23
Lease Up									
Construction									
Rehabilitation									
Prop Const	1				1				2
Prop Rehab									
Unstabilized									
Subtotal	1				1				2
Total	13			4	9			1	23

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized				13	4			10	27
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal				13	4			10	27
Total				13	4			10	27

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	291			36	136			22	497
Lease Up									
Construction									
Rehabilitation									
Prop Const	2				18				20
Prop Rehab									
Unstabilized									
Subtotal	2				18				20
Total	293			36	154			22	1,002

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized					1			2	3
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total					1			2	3

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	1			2	11			20	34
Lease Up									
Construction									
Rehabilitation									
Prop Const	2				18				20
Prop Rehab									
Unstabilized									
Subtotal	2				18				20
Total	3			2	29			20	54

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized				100%	75%			80%	89%
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total				100%	75%			80%	89%

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	100%			94%	92%			100%	97%
Lease Up									
Construction									
Rehabilitation									
Prop Const	0%				0%				0%
Prop Rehab									
Unstabilized									
Subtotal	0%				0%				0%
Total	99%			94%	81%			100%	95%

Source: Allen & Associates

Rental Property Inventory, Confirmed, Inside Market Area, 3-Bedroom Units

Elderly									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Family									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	8			4	7			5	24
Lease Up									
Construction									
Rehabilitation									
Prop Const	2				1				3
Prop Rehab									
Unstabilized									
Subtotal	2				1				3
Total	10			4	8			5	27

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	120			36	88			57	301
Lease Up									
Construction									
Rehabilitation									
Prop Const	24				15				39
Prop Rehab									
Unstabilized									
Subtotal	24				15				39
Total	144			36	103			57	340

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	1				5			1	7
Lease Up									
Construction									
Rehabilitation									
Prop Const	24				15				39
Prop Rehab									
Unstabilized									
Subtotal	24				15				39
Total	25				20			1	46

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	99%			100%	94%			98%	98%
Lease Up									
Construction									
Rehabilitation									
Prop Const	0%				0%				0%
Prop Rehab									
Unstabilized									
Subtotal	0%				0%				0%
Total	83%			100%	81%			98%	86%

Source: Allen & Associates

Rental Property Inventory, Confirmed, Inside Market Area, 4-Bedroom Units

Elderly									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Family									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	3								3
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	3								3

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	22								22
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	22								22

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	100%								100%
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	100%								100%

Source: Allen & Associates

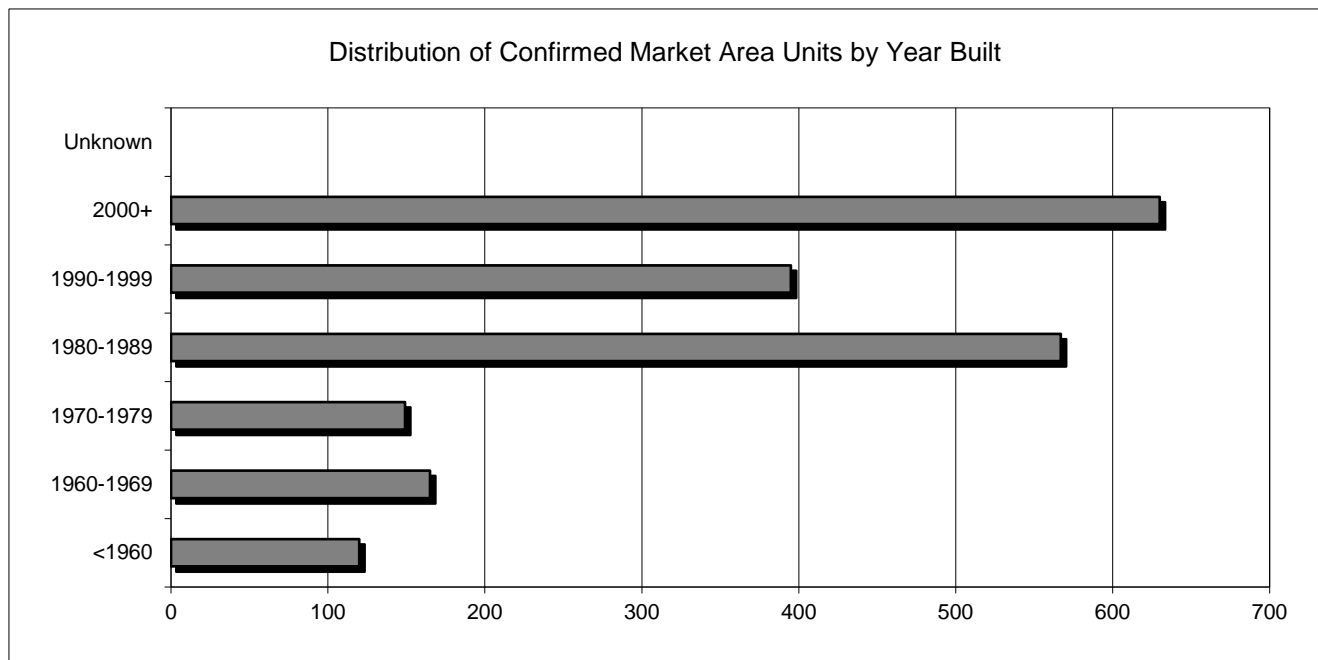
## Rental Property Inventory, Confirmed, Inside Market Area, by Year Built

The following tables and graph provide a summary of the confirmed market area properties included in this analysis broken out by year built:

Rental Property Inventory, Confirmed, Inside Market Area			
Total Properties			
	Elderly	Family	Total
<1960	2	3	5
1960-1969		4	4
1970-1979		4	4
1980-1989	2	10	12
1990-1999	3	9	12
2000+	2	14	16
Unknown			
<b>Total</b>	<b>9</b>	<b>44</b>	<b>53</b>

Total Units			
	Elderly	Family	Total
<1960	71	49	120
1960-1969		165	165
1970-1979		149	149
1980-1989	64	503	567
1990-1999	114	281	395
2000+	37	593	630
Unknown			
<b>Total</b>	<b>286</b>	<b>1,740</b>	<b>2,026</b>

Source: Allen & Associates



Our research suggests that of the 53 confirmed market area properties (2026 units) included in this report, 5 properties (120 units) were constructed before 1960, 4 properties (165 units) were constructed between 1960 and 1969, 4 properties (149 units) between 1970 and 1979, 12 properties (567 units) between 1980 and 1989, 12 properties (395 units) between 1990 and 1999, and 16 properties (630 units) after 2000. In addition, 0 properties (0 units) had an unknown date of construction.

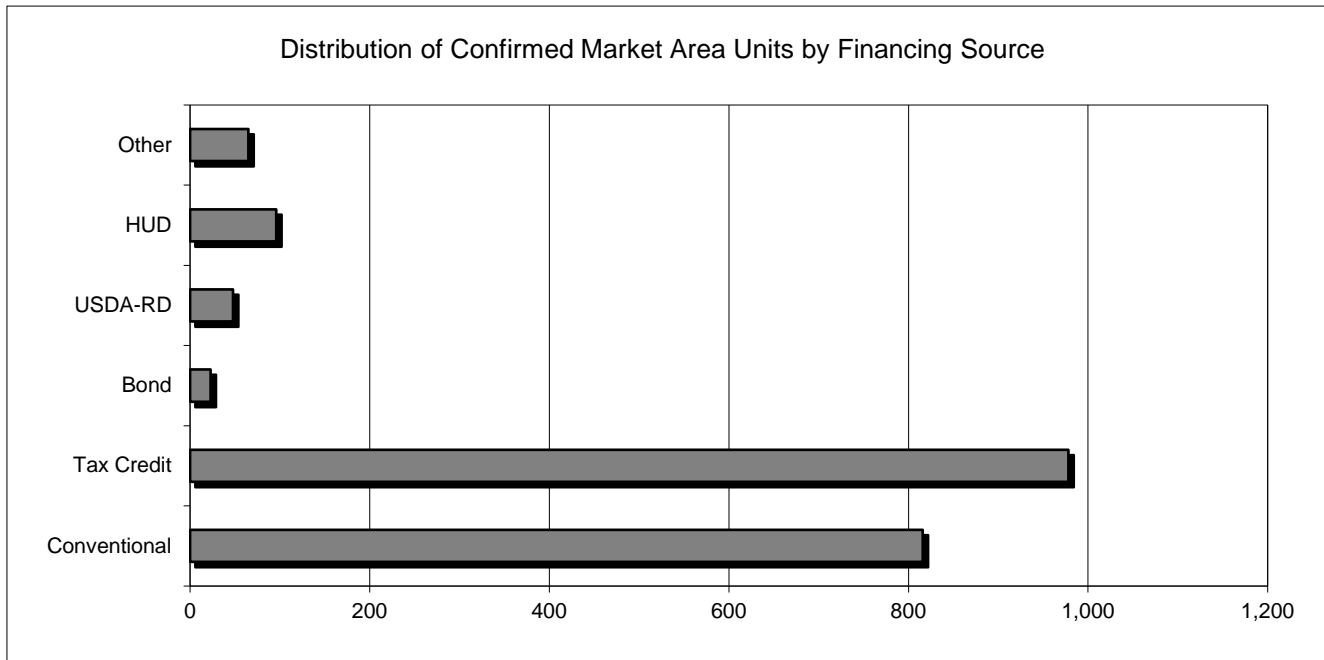
## Rental Property Inventory, Confirmed, Inside Market Area, by Financing Source

The following tables and graph provide a summary of the confirmed market area properties included in this analysis broken out by financing source:

Rental Property Inventory, Confirmed, Inside Market Area			
Total Properties			
	Elderly	Family	Total
Conventional	1	24	25
Tax Credit	8	16	24
Bond		1	1
USDA-RD		1	1
HUD		1	1
Other		1	1
<b>Total</b>	<b>9</b>	<b>44</b>	<b>53</b>

Total Units			
	Elderly	Family	Total
Conventional	16	800	816
Tax Credit	270	708	978
Bond		23	23
USDA-RD		48	48
HUD		96	96
Other		65	65
<b>Total</b>	<b>286</b>	<b>1,740</b>	<b>2,026</b>

Source: Allen & Associates



Our research suggests that of the 53 confirmed properties in the market area, 25 properties (consisting of 816 units) are conventionally financed, 24 properties (consisting of 978 units) include tax credit financing, 1 property (consisting of 23 units) is bond financed, 1 property (consisting of 48 units) is exclusively USDA-RD financed, and 1 property (consisting of 96 units) is exclusively HUD financed.

The average project size for this market area is 38 units. The smallest projects are bond financed, averaging 23 units in size. The largest projects are exclusively HUD financed, averaging 96 units in size.



## Rental Property Inventory, Confirmed, Inside Market Area, Rent Summary

The following tables and graphs provide a summary of the rents charged at confirmed market area properties broken out by unit type:

Rental Property Inventory, Confirmed, Inside Market Area

Rents									
	Subsidized			Restricted			Market		
	Min	Max	Avg	Min	Max	Avg	Min	Max	Avg
0-Bedroom	-	-	-	-	-	-	\$325	\$550	\$425
1-Bedroom	\$401	\$646	\$532	\$243	\$630	\$497	\$395	\$1,032	\$602
2-Bedroom	\$475	\$720	\$582	\$391	\$791	\$602	\$463	\$1,302	\$772
3-Bedroom	\$506	\$850	\$675	\$400	\$905	\$641	\$950	\$1,522	\$1,229
4-Bedroom	\$670	\$766	\$722	-	-	-	-	-	-

Unit Size

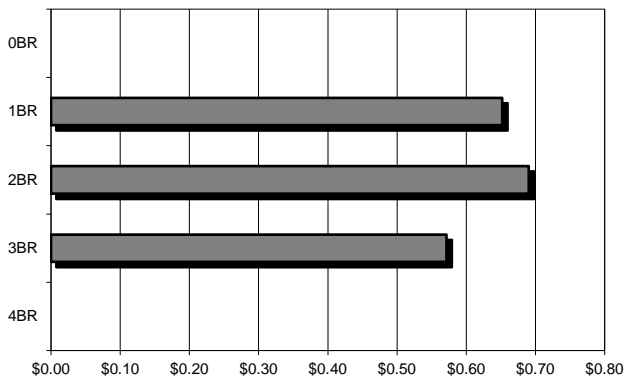
	Subsidized			Restricted			Market		
	Min	Max	Avg	Min	Max	Avg	Min	Max	Avg
0-Bedroom	-	-	-	-	-	-	450	700	538
1-Bedroom	524	776	632	457	1,408	763	450	800	634
2-Bedroom	723	1,039	877	538	1,100	872	650	1,200	970
3-Bedroom	790	1,448	1,109	708	1,400	1,123	1,100	1,344	1,219
4-Bedroom	1,108	1,400	1,260	-	-	-	-	-	-

Rent per Square Foot

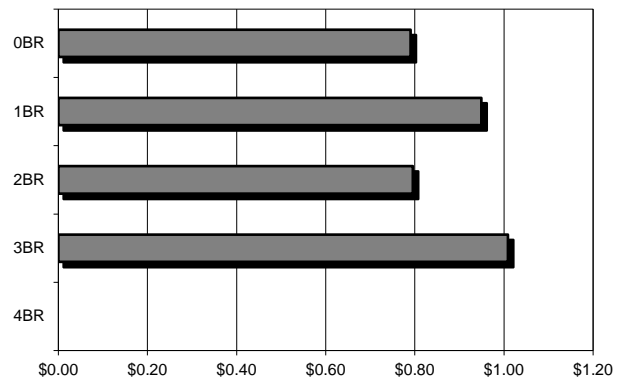
	Subsidized			Restricted			Market		
	Min	Max	Avg	Min	Max	Avg	Min	Max	Avg
0-Bedroom	-	-	-	-	-	-	\$0.72	\$0.79	\$0.79
1-Bedroom	\$0.77	\$0.83	\$0.84	\$0.45	\$0.53	\$0.65	\$0.88	\$1.29	\$0.95
2-Bedroom	\$0.66	\$0.69	\$0.66	\$0.72	\$0.73	\$0.69	\$0.71	\$1.09	\$0.80
3-Bedroom	\$0.59	\$0.64	\$0.61	\$0.57	\$0.65	\$0.57	\$0.86	\$1.13	\$1.01
4-Bedroom	\$0.55	\$0.60	\$0.57	-	-	-	-	-	-

Source: Allen & Associates

Rent per Square Foot for Restricted Units



Rent per Square Foot for Market Rate Units



Our research suggests the following average rent levels for confirmed restricted rent units:

- 0-Bedroom, not applicable
- 1-Bedroom, \$0.65 per square foot
- 2-Bedroom, \$0.69 per square foot
- 3-Bedroom, \$0.57 per square foot
- 4-Bedroom, not applicable

Our research suggests the following average rent levels for confirmed market rate units:

- 0-Bedroom, \$0.79 per square foot
- 1-Bedroom, \$0.95 per square foot
- 2-Bedroom, \$0.80 per square foot
- 3-Bedroom, \$1.01 per square foot
- 4-Bedroom, not applicable

A detailed listing of rents and floor areas for confirmed market area properties by unit type and income target is found in the following pages.

## Rental Property Inventory, Confirmed, Inside Market Area, Unit Mix Summary

In the tables and graphs found below we present a breakdown of unit mix for confirmed market area properties broken out by occupancy type (elderly or family):

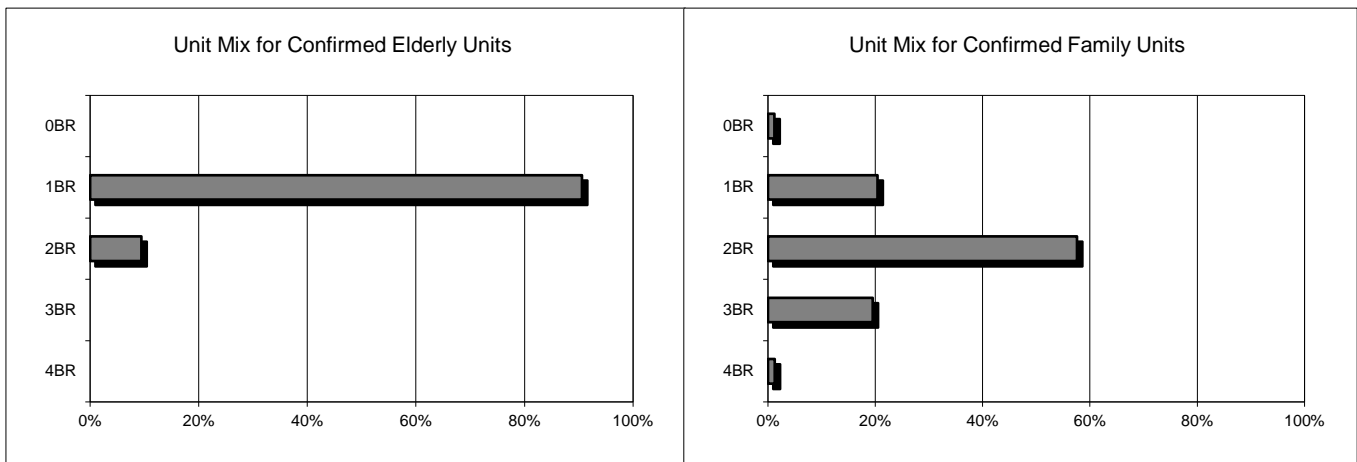
Rental Property Inventory, Confirmed, Inside Market Area, Unit Mix Summary

Elderly					Family				
Total Units					Total Units				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
0-Bedroom					0-Bedroom			21	21
1-Bedroom	199	54	6	259	1-Bedroom	89	34	232	355
2-Bedroom		17	10	27	2-Bedroom	293	212	497	1,002
3-Bedroom					3-Bedroom	144	139	57	340
4-Bedroom					4-Bedroom	22			22
<b>Total</b>	<b>199</b>	<b>71</b>	<b>16</b>	<b>286</b>	<b>Total</b>	<b>548</b>	<b>385</b>	<b>807</b>	<b>1,740</b>

Elderly Unit Mix					Family Unit Mix				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
0-Bedroom					0-Bedroom			3%	1%
1-Bedroom	100%	76%	38%	91%	1-Bedroom	16%	9%	29%	20%
2-Bedroom		24%	63%	9%	2-Bedroom	53%	55%	62%	58%
3-Bedroom					3-Bedroom	26%	36%	7%	20%
4-Bedroom					4-Bedroom	4%			1%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

Source: Allen & Associates



Our research suggests the following unit mix for the 286 confirmed elderly units located in this market area:

- 0-Bedroom, not applicable (0 units in survey)
- 1-Bedroom, 91 percent (259 units in survey)
- 2-Bedroom, 9 percent (27 units in survey)
- 3-Bedroom, not applicable (0 units in survey)
- 4-Bedroom, not applicable (0 units in survey)

Our research suggests the following unit mix for the 1,740 confirmed family units located in this market area:

- 0-Bedroom, 1 percent (21 units in survey)
- 1-Bedroom, 20 percent (355 units in survey)
- 2-Bedroom, 58 percent (1,002 units in survey)
- 3-Bedroom, 20 percent (340 units in survey)
- 4-Bedroom, 1 percent (22 units in survey)

## Rental Property Inventory, Confirmed, Inside Market Area, Amenity Summary

In the table found below we present a summary of amenities found at confirmed market area properties:

Rental Property Inventory, Confirmed, Inside Market Area, Amenity Summary			
<u>Building Type</u>		<u>Air Conditioning</u>	
1 Story	11%	Central	87%
2-4 Story	89%	Wall Units	9%
5-10 Story	0%	Window Units	4%
>10 Story	0%	None	0%
<u>Project Amenities</u>		<u>Heat</u>	
Ball Field	0%	Central	91%
BBQ Area	13%	Wall Units	4%
Billiards	0%	Baseboards	6%
Bus/Comp Ctr	9%	Radiators	0%
Car Care Ctr	0%	None	0%
Comm Center	42%	<u>Parking</u>	
Elevator	6%	Garage	2%
Fitness Center	11%	Covered	0%
Gazebo	17%	Assigned	0%
Hot Tub/Jacuzzi	0%	Open	100%
Horseshoe Pit	0%	None	0%
Lake	0%	<u>Laundry</u>	
Library	2%	Central	53%
Movie Theatre	0%	W/D Units	15%
Picnic Area	19%	W/D Hookups	38%
Playground	19%	<u>Security</u>	
Pool	6%	Call Buttons	15%
Sauna	0%	Cont Access	6%
Sports Court	6%	Courtesy Officer	0%
Walking Trail	2%	Monitoring	4%
<u>Unit Amenities</u>		Security Alarms	4%
Blinds	96%	Security Patrols	0%
Ceiling Fans	9%	<u>Services</u>	
Upgraded Flooring	96%	After School	0%
Fireplace	0%	Concierge	0%
Patio/Balcony	74%	Hair Salon	0%
Storage	17%	Health Care	0%
<u>Kitchen Amenities</u>		Linens	0%
Stove	100%	Meals	0%
Refrigerator	100%	Transportation	0%
Disposal	36%		
Dishwasher	72%		
Microwave	4%		

Source: Allen & Associates

Our research suggests that 11 percent of confirmed market area properties are 1 story in height, 89 percent are 2-4 stories in height, 0 percent are 5-10 stories in height, and 0 percent are over 10 stories in height. In addition, surveyed properties benefit from the following project amenities: 9 percent have a business/computer center, 42 percent have a community center, 11 percent have a fitness center, 19 percent have a playground, and 6 percent have a sports court.

Our research also suggests that the following unit amenities are present at surveyed properties: 96 percent have blinds, 96 percent have carpeting, 74 percent have patios/balconies, and 17 percent have outside storage. Surveyed properties also include the following kitchen amenities: 100 percent have a stove, 100 percent have a refrigerator, 36 percent have a disposal, 72 percent have a dishwasher, and 4 percent have a microwave.

In addition, 91 percent of confirmed market area properties have central heat while 87 percent have central air. Our research also suggests that 100 percent of surveyed properties have open parking. A total of 53 percent of area properties have central laundry facilities, while 38 percent have washer/dryer hookups, and 15 percent have washer/dryer units in each residential unit.

A total of 15 percent of confirmed market area properties have call buttons, 6 percent have controlled access, and 4 percent have security alarms.

It is also our understanding that the majority of confirmed market area properties provide cable access.

Finally, in the following pages we provide a summary of vouchers, concessions and waiting lists for the confirmed market area properties included in this report. We also include any absorption information we have uncovered as part of our research.

Rental Property Inventory, Confirmed, Inside Market Area

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy	Concessions	Vouchers	Abs Rate	Waiting List
001	Abingdon Green Apartments	36.7175	-81.9644	1989	2009	Subsidized	Elderly	Stabilized	Tax Credit	32	0	100.0%	0%	0%	-	20 people
004	Abingdon Terrace Apartments	36.7022	-81.9836	1987	2013	Subsidized	Elderly	Stabilized	Tax Credit	32	2	93.8%	0%	0%	-	18 people
006	Amy Street Station	36.6062	-82.2072	2022	na	Restricted	Family	Prop Const	Tax Credit	44	44	0.0%	0%	0%	-	-
010	Bonham Circle Apartments	36.6046	-82.1805	1968	1996	Subsidized	Family	Stabilized	Other	65	0	100.0%	0%	0%	-	yes
012	Catalina Apartments	36.6512	-82.0896	1940	na	Market Rate	Family	Stabilized	Conventional	17	8	52.9%	0%	0%	-	-
014	Cedar Ridge Apartments	36.6663	-82.0620	1984	2020	Market Rate	Family	Stabilized	Conventional	39	0	100.0%	0%	0%	-	-
016	Copper Creek Apartments	36.9014	-82.0769	1990	2008	Subsidized	Elderly	Stabilized	Tax Credit	35	0	100.0%	0%	0%	-	7 people
018	Douglass School Apartments	36.6074	-82.1757	1925	2006	Restricted	Elderly	Stabilized	Tax Credit	41	2	95.1%	0%	90%	-	6 people
019	Downtown Plaza Apartments	36.5968	-82.1957	1968	na	Market Rate	Family	Stabilized	Conventional	76	0	100.0%	0%	7%	-	-
022	Eastridge Apartments	36.6000	-82.1676	1970	2008	Restricted	Family	Stabilized	HUD	96	2	97.9%	0%	0%	-	yes
023	Edgemont Townhouses	36.7247	-81.9440	1978	2008	Market Rate	Family	Stabilized	Tax Credit	7	0	100.0%	0%	0%	-	-
024	Elderspirit Community	36.7079	-81.9672	2021	na	Market Rate	Elderly	Stabilized	Conventional	16	2	87.5%	0%	0%	-	-
026	Fairview Apartments	36.7114	-81.9590	1979	na	Market Rate	Family	Stabilized	Conventional	36	9	75.0%	0%	0%	-	yes
028	Glade Terrace Apartments 1 & 2	36.7745	-81.7803	2012	na	Market Rate	Family	Stabilized	Conventional	16	0	100.0%	0%	0%	-	no
029	Goodson Hills Apartments	36.6020	-82.1812	2023	na	Subsidized	Family	Prop Const	Bond	23	23	0.0%	0%	0%	-	-
032	Gray Drive Apartments	36.7203	-81.9617	1968	2009	Market Rate	Family	Stabilized	Conventional	14	0	100.0%	0%	14%	-	-
034	Hallock Drive Townhomes	36.6962	-81.9959	2003	na	Market Rate	Family	Stabilized	Conventional	38	0	100.0%	0%	8%	-	12 people
035	Harbor Landing Apartments	36.5969	-82.1657	2004	na	Restricted	Family	Stabilized	Tax Credit	32	0	100.0%	0%	38%	-	no
036	Highland View Apartments	36.7018	-81.9821	1983	2013	Restricted	Family	Stabilized	Tax Credit	44	3	93.2%	0%	80%	44.00	100+ people
039	Johnson Apartments	36.7152	-81.9713	1950	na	Market Rate	Family	Stabilized	Conventional	10	1	90.0%	0%	0%	-	-
043	Lebanon Square Apartments	36.9043	-82.0781	1990	2007	Restricted	Family	Stabilized	Tax Credit	48	0	100.0%	0%	10%	-	12 people
049	Main Street Apartments	36.9017	-82.0755	1995	na	Market Rate	Family	Stabilized	Conventional	8	0	100.0%	0%	0%	-	-
050	Main Street Villas	36.9040	-82.0571	2023	na	Subsidized	Elderly	Prop Const	Tax Credit	21	21	0.0%	0%	0%	-	-
051	Manchester 242	36.6661	-82.0631	1990	na	Market Rate	Family	Stabilized	Conventional	31	1	96.8%	0%	0%	-	no
052	Mill Way Apartments	36.7242	-81.9716	1980	na	Market Rate	Family	Stabilized	Conventional	33	3	90.9%	0%	9%	-	-
054	Mountain Empire Apartments	36.7133	-81.9240	1990	na	Market Rate	Family	Stabilized	Conventional	48	0	100.0%	0%	0%	-	no
060	Nicholas Apartments	36.7116	-81.9596	1996	na	Market Rate	Family	Stabilized	Conventional	40	0	100.0%	0%	0%	-	no
061	Oak Knoll Apartments	36.6311	-81.7882	1983	2011	Subsidized	Family	Stabilized	Tax Credit	21	0	100.0%	0%	0%	-	10 people
064	Pinehedge Condominiums	36.7218	-81.9788	1985	2009	Market Rate	Family	Stabilized	Conventional	30	0	100.0%	0%	0%	-	-
065	Promise Landing Apartments	36.7217	-81.9090	1990	na	Market Rate	Family	Stabilized	Conventional	64	2	96.9%	1%	0%	-	no
068	Ridgecrest Town Apartments	36.6251	-82.1344	2008	na	Restricted	Family	Stabilized	Tax Credit	72	8	88.9%	0%	42%	62.00	6 people
069	Ridgefield Court Apartments	36.7095	-81.9607	1987	2021	Restricted	Family	Stabilized	RD	48	0	100.0%	0%	21%	-	5 people
070	Riverside Place Apartments	36.6326	-81.7887	1923	2011	Restricted	Family	Stabilized	Tax Credit	22	0	100.0%	0%	23%	3.75	no
072	Sapling Grove Apartments	36.6038	-82.1799	2008	na	Restricted	Family	Stabilized	Tax Credit	26	0	100.0%	0%	46%	26.00	3-4 years
073	Settlers Point Apartments	36.6387	-81.8022	1982	2012	Subsidized	Family	Stabilized	Tax Credit	62	0	100.0%	0%	0%	-	10 people
074	Singleton Properties	36.7038	-82.0032	1987	na	Market Rate	Family	Stabilized	Conventional	18	0	100.0%	0%	0%	-	-
075	Southview Apartments P1	36.8101	-81.6166	1982	2016	Subsidized	Family	Stabilized	Tax Credit	72	2	97.2%	0%	0%	-	4 people
079	Stone Mill Apartments	36.7049	-81.9912	1978	na	Market Rate	Family	Stabilized	Conventional	10	0	100.0%	0%	0%	-	-
081	Sweetbriar 1	36.7142	-82.0200	2009	na	Restricted	Family	Stabilized	Tax Credit	20	0	100.0%	0%	70%	20.00	-
082	Sweetbriar II	36.7142	-82.0200	2023	na	Restricted	Family	Stabilized	Tax Credit	22	0	100.0%	0%	0%	-	-
083	Sweetland Apartments	36.6461	-81.9886	1997	na	Market Rate	Family	Stabilized	Conventional	12	0	100.0%	0%	0%	-	yes
085	Thomas Jefferson Senior Apartments	36.6015	-82.1790	1892	2005	Restricted	Elderly	Stabilized	Tax Credit	30	0	100.0%	0%	97%	-	4 people
087	Village Green Townhomes Phase 1	36.7100	-82.0044	1999	na	Market Rate	Family	Stabilized	Conventional	14	0	100.0%	0%	0%	-	-
088	Village Green Townhomes Phase 2	36.7099	-82.0000	2019	na	Market Rate	Family	Stabilized	Conventional	12	0	100.0%	0%	0%	-	-
089	Village Square Apartments	36.7149	-81.9630	1965	2022	Market Rate	Family	Stabilized	Conventional	10	1	90.0%	0%	0%	-	-
090	Villages at Oakview	36.6046	-82.1805	2017	na	Restricted	Family	Stabilized	Tax Credit	48	0	100.0%	0%	50%	-	1 year
092	Washington Court Apartments	36.7026	-81.9894	1991	2013	Subsidized	Elderly	Stabilized	Tax Credit	39	0	100.0%	0%	0%	-	5 people
093	Whites Mill Point Apartments	36.7257	-81.9727	2006	na	Restricted	Family	Stabilized	Tax Credit	32	6	81.3%	0%	69%	32.00	no
095	Whites Mill Road Apartments	36.7223	-81.9703	1996	na	Market Rate	Family	Stabilized	Conventional	16	0	100.0%	0%	0%	-	-
096	Willow Run Apartments	36.7232	-81.9279	2009	na	Market Rate	Family	Stabilized	Conventional	192	8	95.8%	0%	0%	-	no
097	Woodlands (The)	36.6001	-82.1607	1981	2012	Subsidized	Family	Stabilized	Tax Credit	136	0	100.0%	0%	0%	-	yes
098	Woods Landing Apartments	36.6325	-81.7930	1993	2013	Subsidized	Elderly	Stabilized	Tax Credit	40	0	100.0%	0%	0%	-	1 person
099	Wyndale Court Condominiums	36.7099	-82.0086	2003	na	Market Rate	Family	Stabilized	Conventional	16	0	100.0%	0%	0%	-	10 people

## RENT COMPARABILITY ANALYSIS

In this section we develop restricted and unrestricted market rent conclusions for the subject property on an "as if complete & stabilized" basis. Our analysis begins with an evaluation of unrestricted market rents.

### Unrestricted Rent Analysis

In this section we develop an unrestricted market rent conclusion for the subject property units. Our analysis began by selecting comparable rentals to use to develop estimates of market rents for the units at the subject property, assuming that the subject was an unrestricted property. Our selection of comparables was based on location, age, condition, unit mix and amenities of the comparable properties relative to the subject property.

#### Rental Property Inventory, by Unit Type

In the following pages we present an inventory of properties included in this analysis. Rents for these properties, broken out by unit type, were used in selecting the rent comparables used in this analysis.

The properties that we consider to be comparable to the subject property are highlighted in the tables found in the following pages. We attempted to select stabilized market rate properties as comparables for purposes of our rent comparability analysis.

Comparables with restricted rents are used when a sufficient number of market rent comparables are not available and when maximum allowable rents for properties with restricted rents exceed prevailing rents in the area. In the event that program rental rates exceed market rental rates, restricted units are, in fact, *de facto* market rate units.

The subject property is located in an area with very few market rate elderly developments. Consequently, we have elected to use general occupancy properties in our analysis of market rents. This is appropriate because most of the existing elderly renters currently reside in general occupancy units creating a linkage between the two property types. Our research suggests that the majority of elderly renter households in the market area currently reside in general occupancy housing. This is consistent with a 1995 AARP member survey which found that 80 percent of respondents resided in general occupancy properties. Because such a high percentage of seniors reside in general occupancy housing, the subject property will need to be priced competitively to attract these renters. Consequently, it is not only appropriate - but prudent - to address general occupancy rents when determining market rents for age-restricted units in this market.

#### Rent Comparables, Market Rate, Map

A map showing the location of the properties selected as comparables in this analysis is found in the following pages. Properties identified with red pushpins have market rents, properties identified with yellow pushpins have restricted rents, and properties identified with blue pushpins have subsidized rents. Detailed write-ups for the select rent comparables are found in the Appendix to this report.

#### Rent Comparability Grids

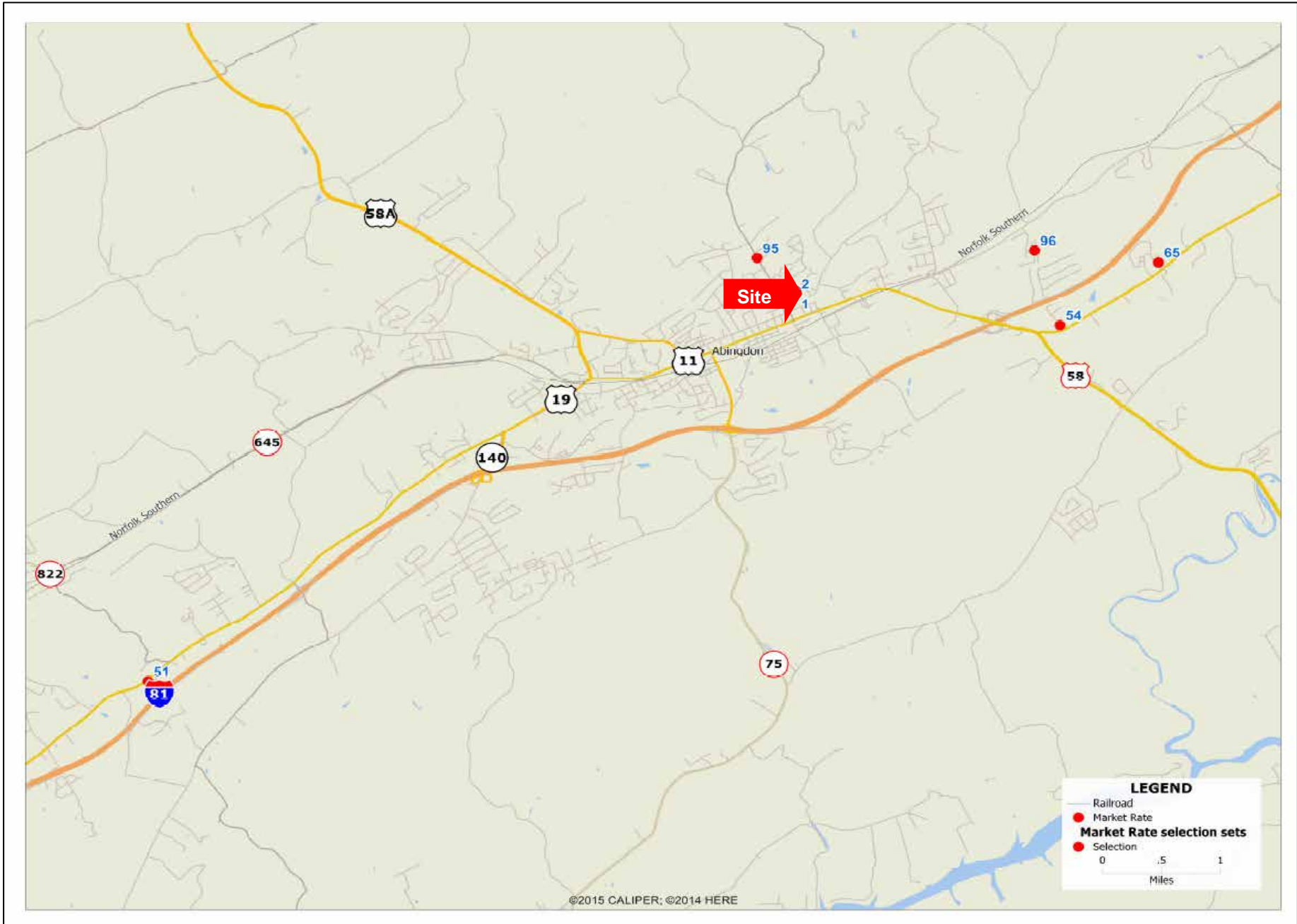
Our analysis employed the use of rent comparability grids and resulted in an unrestricted market rent estimate for each of the subject's unit types. These grids and a narrative describing our rent adjustments are found in the following pages.

Rental Property Inventory, 1-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt
012	Catalina Apartments	1940	na	Market Rate	Family	Stabilized								\$450
014	Cedar Ridge Apartments	1984	2020	Market Rate	Family	Stabilized								\$600
019	Downtown Plaza Apartments	1968	na	Market Rate	Family	Stabilized								\$500
023	Edgemont Townhouses	1978	2008	Market Rate	Family	Stabilized								
024	Elderspirit Community	2021	na	Market Rate	Elderly	Stabilized								\$450
026	Fairview Apartments	1979	na	Market Rate	Family	Stabilized								\$425
028	Glade Terrace Apartments 1 & 2	2012	na	Market Rate	Family	Stabilized								
032	Gray Drive Apartments	1968	2009	Market Rate	Family	Stabilized								
034	Hallock Drive Townhomes	2003	na	Market Rate	Family	Stabilized								
039	Johnson Apartments	1950	na	Market Rate	Family	Stabilized								\$550
049	Main Street Apartments	1995	na	Market Rate	Family	Stabilized								
051	Manchester 242	1990	na	Market Rate	Family	Stabilized								\$825
052	Mill Way Apartments	1980	na	Market Rate	Family	Stabilized								\$395
054	Mountain Empire Apartments	1990	na	Market Rate	Family	Stabilized								\$700
055	Mulco Property Rentals Location 1	1985	na	Market Rate	Family	Stabilized								
056	Mulco Property Rentals Location 2	1965	2005	Market Rate	Family	Stabilized								\$425
057	Mulco Property Rentals Location 3	1975	na	Market Rate	Family	Stabilized								
058	Mulco Property Rentals Location 4	2010	na	Market Rate	Family	Stabilized								
059	Mulco Property Rentals Location 5	2010	na	Market Rate	Family	Stabilized								
060	Nicholas Apartments	1996	na	Market Rate	Family	Stabilized								\$425
064	Pinehedge Condominiums	1985	2009	Market Rate	Family	Stabilized								
065	Promise Landing Apartments	1990	na	Market Rate	Family	Stabilized								\$1,032
074	Singleton Properties	1987	na	Market Rate	Family	Stabilized								
079	Stone Mill Apartments	1978	na	Market Rate	Family	Stabilized								\$450
083	Sweetland Apartments	1997	na	Market Rate	Family	Stabilized								
087	Village Green Townhomes Phase 1	1999	na	Market Rate	Family	Stabilized								
088	Village Green Townhomes Phase 2	2019	na	Market Rate	Family	Stabilized								
089	Village Square Apartments	1965	2022	Market Rate	Family	Stabilized								
095	Whites Mill Road Apartments	1996	na	Market Rate	Family	Stabilized								\$650
096	Willow Run Apartments	2009	na	Market Rate	Family	Stabilized								\$977
099	Wyndale Court Condominiums	2003	na	Market Rate	Family	Stabilized								

Source: Allen & Associates





### Rent Adjustments

Our analysis included a property management survey and a technique known as "statistical extraction" to help us identify the best adjustments to use. Statistical extraction, which is similar to the matched pair method, helped us derive the optimal adjustments for our particular data set.

Here's a hypothetical example to illustrate how we derived our rent adjustments. Assume that property managers tell us we should expect rent adjustments ranging from \$0.00 to \$0.50 per square foot for a particular market. Next, assume that we select 25 rent comparables with an adjusted sample standard deviation (a statistical measure of variability) of \$100. We employ a square foot rent adjustment of \$0.10 for each comparable resulting in an adjusted sample standard deviation of \$90. This tells us that the assumed adjustment "explained" some of the variability in the data. We repeat this process for adjustments of \$0.20, \$0.30, \$0.40 and \$0.50 which yielded adjusted sample standard deviations of \$80, \$70, \$65 and \$75, respectively. The \$0.40 square foot adjustment "explains" the most variability because any other adjustment yields a higher adjusted sample standard deviation. Consequently, a \$0.40 rent adjustment is the best adjustment for purposes of this example. This is a simplified example because we actually adjusted for numerous variables simultaneously in our analysis.

Many adjustments (bedroom count, bathroom count and square footage) are highly interrelated. Statistical extraction helped us unravel the interrelationships between these variables. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is superior a "plus" adjustment is made. If the subject is inferior a "minus" adjustment is made.

We used the Excel Solver function to help us with our analysis. The Solver function was programmed to minimize the adjusted standard deviation for our data set. We evaluated a total of 62 variables in 22 categories (AC systems, heating systems, technology, bedrooms, bathrooms, square feet, visibility, access, neighborhood, area amenities, condition, effective age, project amenities, elevator, unit amenities, storage, kitchen amenities, parking, laundry, security, on-site management, on-site maintenance) in an effort to identify the mix of adjustments that explained the most variability found in our raw data.

A discussion of our surveyed and concluded adjustments is found below.

### *Concessions*

The first step in our analysis was to account for any concessions at the subject and the comparables. We considered the advertised street rent and concessions being offered and derived a net rent estimate for each comparable. Net rent, defined as advertised street rent minus monthly concessions, represents the cash rent paid by new residents at the various properties. This is the best measure of market value (prior to any other adjustments) for the comparables included in this analysis.

### *Tenant-Paid Utilities*

The next step in our analysis was to account for differences in tenant-paid utilities between the comparable properties and the subject. We used the HUD Utility Schedule Model to derive our adjustments. The HUD model includes a current utility rate survey for the area. In the event that the tenant-paid utilities associated with a particular property are higher or lower than the subject, adjustments were made to account for the differences. Adjustments reflect the difference between the tenant-paid utilities for the comparable property minus that for the subject.

### *Technology*

We accounted for technology (cable and internet access) offered in the rent for each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$0 per month for cable; internet access was valued at \$0.

Adjustment	Technology		Concluded
	Survey	Range	
Cable	\$0	\$0	\$0
Internet	\$0	\$0	\$0

*Bedrooms*

Our analysis also included an adjustment for the number of bedrooms at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$200 per bedroom.

Bedrooms			
Adjustment	Survey Range		Concluded
Bedrooms	\$50	\$200	\$200

*Bathrooms*

Our analysis also included an adjustment for the number of bathrooms at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$100 per bathroom.

Bathrooms			
Adjustment	Survey Range		Concluded
Bathrooms	\$25	\$100	\$100

*Square Feet*

Our analysis also included an adjustment for square footage at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$0.20 per square foot.

Square Feet			
Adjustment	Survey Range		Concluded
Square Feet	\$0.10	\$2.00	\$0.20

*Visibility*

We also accounted for differences in visibility at each of the comparables as compared to the subject property in our analysis. Based on our field review, we assigned a visibility rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$0 per point for differences in visibility ratings between the subject and the comparables.

Visibility			
Adjustment	Survey Range		Concluded
Rating	\$0	\$100	\$0

*Access*

Our analysis also included an adjustment for access at each of the comparables as compared to the subject property. Based on our field review, we assigned an access rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$0 per point for differences in access ratings between the subject and the comparables.

Access			
Adjustment	Survey Range		Concluded
Rating	\$0	\$100	\$0

*Neighborhood*

We considered differences in neighborhood at each of the comparables as compared to the subject property in our analysis. Based on our field review and our evaluation of local demographic and crime data (presented earlier in this report), we assigned a neighborhood rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$0 per point for differences in neighborhood ratings between the subject and the comparables.

Neighborhood			
Adjustment	Survey Range		Concluded
Rating	\$0	\$100	\$0

*Area Amenities*

We also accounted for area amenities for each of the comparables as compared to the subject property in our analysis. Based on our field review and our evaluation of local amenity data (presented earlier in this report), we assigned a local amenity rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$0 per point for differences in amenity ratings between the subject and the comparables.

Area Amenities			
Adjustment	Survey Range		Concluded
Rating	\$0	\$100	\$0

*Median Household Income*

Our analysis also included an adjustment for median household income for the area in which each of the comparables is located as compared to the subject property. Statistical extraction resulted in an adjustment of \$0.0000 per dollar of median household income.

Median Household Income			
Adjustment	Survey Range		Concluded
Med HH Inc	\$0.0000	\$0.0000	\$0.0000

*Average Commute*

Our analysis also included an adjustment for average commute for the area in which each of the comparables is located as compared to the subject property. Statistical extraction resulted in an adjustment of \$0.00 per each minute of commute.

Average Commute			
Adjustment	Survey Range		Concluded
Avg Commute	\$0.00	\$0.00	\$0.00

*Public Transportation*

Our analysis also included an adjustment for the existence of public transportation within walking distance of each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$0.00 for public transportation.

Public Transportation			
Adjustment	Survey Range		Concluded
Public Trans	\$0.00	\$0.00	\$0.00

*Personal Crime*

Our analysis also included an adjustment for personal crime rates for the area in which each of the comparables is located as compared to the subject property. Statistical extraction resulted in an adjustment of \$0 per 0.01 percentage points.

Personal Crime			
Adjustment	Survey Range		Concluded
Personal Crime	\$0	\$0	\$0

*Condition*

Our analysis also included an adjustment for the condition of each comparable as compared to the subject property. Based on our field review, we assigned a condition rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$50 per point for differences in condition ratings between the subject and the comparables.

Condition			
Adjustment	Survey Range		Concluded
Rating	\$10	\$50	\$50

*Effective Age*

We considered differences in effective age in our analysis. Based on our field review, we estimated the effective age for each of the properties included in this analysis. Our estimates reflected the condition-adjusted age and remaining useful life of each property. Statistical extraction resulted in an adjustment of \$5.00 per year for differences in effective age between the subject and the comparables.

Effective Age			
Adjustment	Survey Range		Concluded
Rating	\$1.00	\$5.00	\$5.00

*Project Amenities*

We considered the presence of various project amenities at the comparables as compared to the subject property. Project amenities include ball fields, BBQ areas, billiards, business/computer centers, car care centers, community centers, elevators, fitness centers, gazebos, hot tubs/Jacuzzis, horseshoe pits, lakes, libraries, movie theatres, picnic areas, playgrounds, pools, saunas, sports courts and walking trails. The survey range and our concluded adjustment for each amenity is summarized below.

Project Amenities			
Adjustment	Survey Range		Concluded
Ball Field	\$2	\$10	\$2
BBQ Area	\$2	\$10	\$10
Billiards	\$2	\$10	\$2
Bus/Comp Ctrs	\$2	\$10	\$2
Car Care Center	\$2	\$10	\$2
Community Center	\$2	\$10	\$10
Elevator	\$10	\$100	\$10
Fitness Center	\$2	\$10	\$10
Gazebo	\$2	\$10	\$2
Hot Tub/Jacuzzi	\$2	\$10	\$2
Horseshoe Pit	\$2	\$10	\$2
Lake	\$2	\$10	\$2
Library	\$2	\$10	\$2
Movie Theatre	\$2	\$10	\$2
Picnic Area	\$2	\$10	\$10
Playground	\$2	\$10	\$10
Pool	\$2	\$10	\$10
Sauna	\$2	\$10	\$2
Sports Court	\$2	\$10	\$10
Walking Trail	\$2	\$10	\$2

*Unit Amenities*

We considered the presence of various unit amenities at the comparables as compared to the subject property. Unit amenities include blinds, ceiling fans, carpeting/upgraded flooring, fireplaces, patios/balconies and storage. The survey range and our concluded adjustment for each amenity is summarized below.

Unit Amenities			
Adjustment	Survey Range		Concluded
Blinds	\$2	\$10	\$2
Ceiling Fans	\$2	\$10	\$2
Carpeting	\$2	\$10	\$2
Fireplace	\$2	\$10	\$2
Patio/Balcony	\$2	\$10	\$10
Storage	\$10	\$50	\$10

*Kitchen Amenities*

We considered the presence of various kitchen amenities at the comparables as compared to the subject property. Kitchen amenities include stoves, refrigerators, disposals, dishwashers and microwaves. The survey range and our concluded adjustment for each amenity is summarized below.

Kitchen Amenities			
Adjustment	Survey Range		Concluded
Stove	\$2	\$10	\$2
Refrigerator	\$2	\$10	\$2
Disposal	\$2	\$10	\$10
Dishwasher	\$2	\$10	\$2
Microwave	\$2	\$10	\$10

### *Parking*

We also adjusted for differing types of parking configurations. We classified parking five ways: (1) Garage, (2) Covered; (3) Assigned, (4) Open and (5) No parking offered. Statistical extraction resulted in an adjustment of \$50 per month for garages; covered parking was valued at \$20; assigned parking was valued at \$10; open parking was valued at \$0; no parking was valued at \$0.

Parking			
Adjustment	Survey Range		Concluded
Garage	\$50	\$200	\$50
Covered	\$20	\$100	\$20
Assigned	\$10	\$50	\$10
Open	\$0	\$0	\$0
None	\$0	\$0	\$0

### *Laundry*

We also evaluated differing types of laundry configurations. We classified laundry amenities three ways: (1) Central Laundry, (2) Washer/Dryer Units; and (3) Washer/Dryer Hookups. Our analysis resulted in an adjustment of \$25 per month for central laundries; washer/dryer units were valued at \$10; washer/dryer hookups were valued at \$25.

Laundry			
Adjustment	Survey Range		Concluded
Central	\$5	\$25	\$25
W/D Units	\$10	\$50	\$10
W/D Hookups	\$5	\$25	\$25

### *Security*

We considered the presence of various security amenities at the comparables as compared to the subject property. Security amenities include call buttons, controlled access, courtesy officers, monitoring, security alarms and security patrols. The survey range and our concluded adjustment for each amenity is summarized below.

Security			
Adjustment	Survey Range		Concluded
Call Buttons	\$2	\$10	\$2
Controlled Access	\$2	\$10	\$2
Courtesy Officer	\$2	\$10	\$2
Monitoring	\$2	\$10	\$2
Security Alarms	\$2	\$10	\$2
Security Patrols	\$2	\$10	\$2

Rent Conclusion, 1BR-1BA-563sf

The development of our rent conclusion for the 1BR-1BA-563sf units is found below.

Our analysis included the evaluation of a total of 20 unit types found at 5 properties. We selected the 20 most comparable units to utilize as rent comparables for purposes of this analysis. A write-up for each of the properties included in this analysis is found in the Appendix.

Our analysis included the adjustments developed in the previous section. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is better, a “plus” adjustment is made. If the subject is inferior, a “minus” adjustment is made. In the table below, we summarize the adjustments and the resulting indicated rent for the top 20 comparables included in this analysis. The units that we consider most comparable are highlighted for the reader’s reference.

Comparable		Rent Conclusion							
Property-Unit Key	Property Name	Unit Type	Unadjusted Rent			Adjusted Rent			
			Street Rent	Concessions	Net Rent	Gross Adjustments	Net Adjustments	Adjusted Rent	Rank
Sub-03	Abingdon Green II	1BR-1BA-563sf	\$646	\$0	\$646	-	\$0	\$646	-
051-01	Manchester 242	1BR-1BA-400sf	\$725	\$0	\$725	\$275	\$271	\$996	4
051-02	Manchester 242	1BR-1.5BA-800sf	\$900	\$0	\$900	\$340	\$141	\$1,041	5
051-03	Manchester 242	2BR-1.5BA-950sf	\$995	\$0	\$995	\$613	-\$46	\$949	10
051-04	Manchester 242	2BR-1.5BA-1050sf	\$1,200	\$0	\$1,200	\$633	-\$66	\$1,134	11
054-01	Mountain Empire Apartments	0BR-1BA-700sf	\$550	\$0	\$550	\$432	\$377	\$927	7
054-02	Mountain Empire Apartments	1BR-1BA-700sf	\$650	\$0	\$650	\$245	\$190	\$840	1
054-03	Mountain Empire Apartments	1BR-1BA-700sf	\$750	\$0	\$750	\$245	\$190	\$940	1
054-05	Mountain Empire Apartments	2BR-1.5BA-1200sf	\$900	\$0	\$900	\$654	-\$101	\$799	13
054-06	Mountain Empire Apartments	3BR-2BA-1200sf	\$1,200	\$0	\$1,200	\$904	-\$351	\$849	18
065-01	Promise Landing Apartments	1BR-1BA-576sf	\$1,126	\$94	\$1,032	\$358	\$272	\$1,304	6
065-02	Promise Landing Apartments	2BR-1.5BA-900sf	\$1,302	\$0	\$1,302	\$760	\$46	\$1,348	16
065-03	Promise Landing Apartments	2BR-1.5BA-1000sf	\$1,302	\$0	\$1,302	\$808	\$54	\$1,356	17
065-04	Promise Landing Apartments	3BR-2BA-1100sf	\$1,522	\$0	\$1,522	\$1,218	-\$76	\$1,446	20
095-01	Whites Mill Road Apartments	1BR-1BA-800sf	\$650	\$0	\$650	\$461	\$346	\$996	8
095-02	Whites Mill Road Apartments	2BR-1BA-800sf	\$725	\$0	\$725	\$749	\$234	\$959	15
096-01	Willow Run Apartments	1BR-1BA-512sf	\$977	\$0	\$977	\$259	\$179	\$1,156	3
096-02	Willow Run Apartments	2BR-1BA-784sf	\$1,125	\$0	\$1,125	\$560	-\$8	\$1,117	9
096-03	Willow Run Apartments	2BR-1.5BA-900sf	\$1,211	\$0	\$1,211	\$633	-\$81	\$1,130	12
096-05	Willow Run Apartments	2BR-2.5BA-960sf	\$1,199	\$0	\$1,199	\$745	-\$193	\$1,006	14
096-06	Willow Run Apartments	3BR-2BA-1344sf	\$1,375	\$0	\$1,375	\$1,071	-\$321	\$1,054	19
	Adjusted Rent, Minimum							\$799	
	Adjusted Rent, Maximum							\$1,446	
	Adjusted Rent, Average							\$1,067	
	Adjusted Rent, Modified Average							\$1,061	
	Rent, Concluded							\$1,000	

Our analysis suggests a rent of \$1,000 for the 1BR-1BA-563sf units at the subject property.

In our opinion, the 1BR-1BA-700sf units at Mountain Empire Apartments (Property # 054), the 1BR-1BA-512sf units at Willow Run Apartments (Property # 096), the 1BR-1BA-400sf units at Manchester 242 (Property # 051), the 1BR-1BA-576sf units at Promise Landing Apartments (Property # 065), and the 1BR-1BA-800sf units at Whites Mill Road Apartments (Property # 095) are the best comparables for the units at the subject property.

Rent Conclusion, As Is

In the table below we derive our "as is" rent conclusion using the "as renovated" rent conclusion developed above:

Rent Conclusion, As Is				
Adjustment	Conc Adj	As Ren	As Is	\$ Adj
Condition	\$50	4.00	3.00	-\$50
Effective Age	\$5.00	2014	2000	-\$70
Call Buttons	\$2	no	yes	\$2
Adjustments				-\$118
Adjusted Rent, Minimum				\$681
Adjusted Rent, Maximum				\$1,328
Adjusted Rent, Average				\$949
Adjusted Rent, Modified Average				\$943
Rent, Concluded, As Is				\$880

Our analysis suggests an "as is" rent of \$880 for the 1BR-1BA-563sf units at the subject property.





**Unrestricted Market Rent Conclusion**

Based on our evaluation of the rents at the select comparable properties, and considering the location, quality and amenities of the subject property, we conclude the following market rents for the subject property units, assuming that the subject were an unrestricted property:

Unrestricted Market Rent Conclusion						
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Market	Proposed	Advantage
1BR-1BA-563sf / 50% of AMI / 40% of AMI	No	Yes	4	\$1,000	\$646	35.4%
1BR-1BA-563sf / 50% of AMI / 50% of AMI	No	Yes	12	\$1,000	\$646	35.4%
1BR-1BA-563sf / 60% of AMI / 60% of AMI	No	Yes	16	\$1,000	\$646	35.4%
Total / Average			32	\$1,000	\$646	35.4%

Our analysis suggests an average unrestricted market rent of \$1,000 for the subject property. This is compared with an average proposed rent of \$646, yielding an unrestricted market rent advantage of 35.4 percent. Overall, the subject property appears to be priced at or below unrestricted market rents for the area.

We selected a total of 5 properties as comparables for purposes of our analysis. The average occupancy at the select rent comparables currently stands at 99 percent.

Occupancy rates for the selected rent comparables are broken out below:

Occupancy Rate, Select Comparables								
	Subsidized	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI	Market
0-Bedroom								
1-Bedroom								99%
2-Bedroom								
3-Bedroom								
4-Bedroom								
Total								99%

Occupancy rates for all stabilized market area properties are broken out below:

Occupancy Rate, Stabilized Properties								
	Subsidized	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI	Market
0-Bedroom								67%
1-Bedroom	99%			100%	91%		100%	98%
2-Bedroom	100%			96%	91%		100%	96%
3-Bedroom	99%			100%	94%			98%
4-Bedroom	100%							
Total	99%			98%	92%		100%	96%

HUD conducts an annual rent survey to derive Fair Market Rent estimates for an area. Based on this, 2-bedroom rents for the area grew from \$571 to \$793 since 2010. This represents an average 3.0% annual increase over this period.

Fair market rent data for the area is found below:

Year	Rent			Change		
	1BR	2BR	3BR	1BR	2BR	3BR
2010	\$460	\$571	\$765	2.5%	2.5%	2.5%
2011	\$473	\$588	\$788	2.8%	3.0%	3.0%
2012	\$453	\$563	\$754	-4.2%	-4.3%	-4.3%
2013	\$487	\$626	\$819	7.5%	11.2%	8.6%
2014	\$480	\$617	\$807	-1.4%	-1.4%	-1.5%
2015	\$511	\$658	\$861	6.5%	6.6%	6.7%
2016	\$499	\$660	\$860	-2.3%	0.3%	-0.1%
2017	\$479	\$636	\$836	-4.0%	-3.6%	-2.8%
2018	\$514	\$684	\$903	7.3%	7.5%	8.0%
2019	\$529	\$700	\$924	2.9%	2.3%	2.3%
2020	\$542	\$714	\$933	2.5%	2.0%	1.0%
2021	\$533	\$701	\$916	-1.7%	-1.8%	-1.8%
2022	\$546	\$702	\$920	2.4%	0.1%	0.4%
2023	\$627	\$793	\$1,041	14.8%	13.0%	13.2%

Source: HUD

Unrestricted Market Rent Conclusion, As Is

In the table found below we summarize the market rents for the subject property units on an "as is" basis, assuming that the subject were an unrestricted property:

Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Market	Proposed	Advantage
1BR-1BA-563sf / 50% of AMI / 50% of AMI	No	Yes	7	\$880	\$646	26.6%
1BR-1BA-563sf / 50% of AMI / 50% of AMI	No	Yes	25	\$880	\$646	26.6%
Total / Average			32	\$880	\$646	26.6%

## **Restricted Rent Analysis**

In this section we develop a restricted market rent conclusion and an achievable rent conclusion for the subject property units. Our analysis began by selecting comparable rentals to use to develop estimates of market rents for the units at the subject property, assuming that the subject was a restricted property. Our selection of comparables was based on location, age, condition, unit mix and amenities of the comparable properties relative to the subject property.

### Rental Property Inventory, by Unit Type

In the following pages we present an inventory of properties included in this analysis. Rents for these properties, broken out by unit type, were used in selecting the rent comparables used in this analysis.

The properties that we consider to be comparable to the subject property are highlighted in the tables found in the following pages. We attempted to select stabilized restricted rent properties as comparables for purposes of our rent comparability analysis.

Comparables with market rents are used when a sufficient number of restricted rent comparables are not available and when maximum allowable rents for properties with restricted rents exceed prevailing rents in the area. In the event that program rental rates exceed market rental rates, restricted units are, in fact, *de facto* market rate units.

The subject property is located in an area with very few market rate elderly developments. Consequently, we have elected to use general occupancy properties in our analysis of market rents. This is appropriate because most of the existing elderly renters currently reside in general occupancy units creating a linkage between the two property types. Our research suggests that the majority of elderly renter households in the market area currently reside in general occupancy housing. This is consistent with a 1995 AARP member survey which found that 80 percent of respondents resided in general occupancy properties. Because such a high percentage of seniors reside in general occupancy housing, the subject property will need to be priced competitively to attract these renters. Consequently, it is not only appropriate - but prudent - to address general occupancy rents when determining market rents for age-restricted units in this market.

### Rent Comparables, Restricted Rent, Map

A map showing the location of the properties selected as comparables in this analysis is found in the following pages. Properties identified with red pushpins have market rents, properties identified with yellow pushpins have restricted rents, and properties identified with blue pushpins have subsidized rents. Detailed write-ups for the select rent comparables are found in the Appendix to this report.

### Rent Comparability Grids

Our analysis employed the use of rent comparability grids and resulted in a restricted market rent estimate for each of the subject's unit types. These grids and a narrative describing our rent adjustments are found in the following pages.

Rental Property Inventory, 1-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt
018	Douglass School Apartments	1925	2006	Restricted	Elderly	Stabilized				\$630	\$630			
022	Eastridge Apartments	1970	2008	Restricted	Family	Stabilized	\$524				\$450			
035	Harbor Landing Apartments	2004	na	Restricted	Family	Stabilized								
036	Highland View Apartments	1983	2013	Restricted	Family	Stabilized	\$493			\$493	\$493			
043	Lebanon Square Apartments	1990	2007	Restricted	Family	Stabilized	\$629				\$629			
068	Ridgecrest Town Apartments	2008	na	Restricted	Family	Stabilized								
069	Ridgefield Court Apartments	1987	2021	Restricted	Family	Stabilized	\$545						\$595	
070	Riverside Place Apartments	1923	2011	Restricted	Family	Stabilized				\$310				
072	Sapling Grove Apartments	2008	na	Restricted	Family	Stabilized	\$401				\$401			
081	Sweetbriar 1	2009	na	Restricted	Family	Stabilized								
082	Sweetbriar II	2023	na	Restricted	Family	Stabilized								
085	Thomas Jefferson Senior Apartments	1892	2005	Restricted	Elderly	Stabilized				\$628				
090	Villages at Oakview	2017	na	Restricted	Family	Stabilized								
093	Whites Mill Point Apartments	2006	na	Restricted	Family	Stabilized								

Source: Allen & Associates



### Rent Adjustments

Our analysis included a property management survey and a technique known as "statistical extraction" to help us identify the best adjustments to use. Statistical extraction, which is similar to the matched pair method, helped us derive the optimal adjustments for our particular data set.

Here's a hypothetical example to illustrate how we derived our rent adjustments. Assume that property managers tell us we should expect rent adjustments ranging from \$0.00 to \$0.50 per square foot for a particular market. Next, assume that we select 25 rent comparables with an adjusted sample standard deviation (a statistical measure of variability) of \$100. We employ a square foot rent adjustment of \$0.10 for each comparable resulting in an adjusted sample standard deviation of \$90. This tells us that the assumed adjustment "explained" some of the variability in the data. We repeat this process for adjustments of \$0.20, \$0.30, \$0.40 and \$0.50 which yielded adjusted sample standard deviations of \$80, \$70, \$65 and \$75, respectively. The \$0.40 square foot adjustment "explains" the most variability because any other adjustment yields a higher adjusted sample standard deviation. Consequently, a \$0.40 rent adjustment is the best adjustment for purposes of this example. This is a simplified example because we actually adjusted for numerous variables simultaneously in our analysis.

Many adjustments (bedroom count, bathroom count and square footage) are highly interrelated. Statistical extraction helped us unravel the interrelationships between these variables. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is superior a "plus" adjustment is made. If the subject is inferior a "minus" adjustment is made.

We used the Excel Solver function to help us with our analysis. The Solver function was programmed to minimize the adjusted standard deviation for our data set. We evaluated a total of 62 variables in 22 categories (AC systems, heating systems, technology, bedrooms, bathrooms, square feet, visibility, access, neighborhood, area amenities, condition, effective age, project amenities, elevator, unit amenities, storage, kitchen amenities, parking, laundry, security, on-site management, on-site maintenance) in an effort to identify the mix of adjustments that explained the most variability found in our raw data.

A discussion of our surveyed and concluded adjustments is found below.

### *Concessions*

The first step in our analysis was to account for any concessions at the subject and the comparables. We considered the advertised street rent and concessions being offered and derived a net rent estimate for each comparable. Net rent, defined as advertised street rent minus monthly concessions, represents the cash rent paid by new residents at the various properties. This is the best measure of market value (prior to any other adjustments) for the comparables included in this analysis.

### *Tenant-Paid Utilities*

The next step in our analysis was to account for differences in tenant-paid utilities between the comparable properties and the subject. We used the HUD Utility Schedule Model to derive our adjustments. The HUD model includes a current utility rate survey for the area. In the event that the tenant-paid utilities associated with a particular property are higher or lower than the subject, adjustments were made to account for the differences. Adjustments reflect the difference between the tenant-paid utilities for the comparable property minus that for the subject.

### *Technology*

We accounted for technology (cable and internet access) offered in the rent for each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$0 per month for cable; internet access was valued at \$0.

Adjustment	Technology		Concluded
	Survey	Range	
Cable	\$0	\$0	\$0
Internet	\$0	\$0	\$0

*Bedrooms*

Our analysis also included an adjustment for the number of bedrooms at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$85 per bedroom.

Bedrooms			
Adjustment	Survey Range		Concluded
Bedrooms	\$50	\$200	\$85

*Bathrooms*

Our analysis also included an adjustment for the number of bathrooms at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$25 per bathroom.

Bathrooms			
Adjustment	Survey Range		Concluded
Bathrooms	\$25	\$100	\$25

*Square Feet*

Our analysis also included an adjustment for square footage at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$0.10 per square foot.

Square Feet			
Adjustment	Survey Range		Concluded
Square Feet	\$0.10	\$2.00	\$0.10

*Visibility*

We also accounted for differences in visibility at each of the comparables as compared to the subject property in our analysis. Based on our field review, we assigned a visibility rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$0 per point for differences in visibility ratings between the subject and the comparables.

Visibility			
Adjustment	Survey Range		Concluded
Rating	\$0	\$100	\$0

*Access*

Our analysis also included an adjustment for access at each of the comparables as compared to the subject property. Based on our field review, we assigned an access rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$0 per point for differences in access ratings between the subject and the comparables.

Access			
Adjustment	Survey Range		Concluded
Rating	\$0	\$100	\$0

*Neighborhood*

We considered differences in neighborhood at each of the comparables as compared to the subject property in our analysis. Based on our field review and our evaluation of local demographic and crime data (presented earlier in this report), we assigned a neighborhood rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$0 per point for differences in neighborhood ratings between the subject and the comparables.

Neighborhood			
Adjustment	Survey Range		Concluded
Rating	\$0	\$100	\$0



*Area Amenities*

We also accounted for area amenities for each of the comparables as compared to the subject property in our analysis. Based on our field review and our evaluation of local amenity data (presented earlier in this report), we assigned a local amenity rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$50 per point for differences in amenity ratings between the subject and the comparables.

Area Amenities			
Adjustment	Survey Range		Concluded
Rating	\$0	\$100	\$50

*Median Household Income*

Our analysis also included an adjustment for median household income for the area in which each of the comparables is located as compared to the subject property. Statistical extraction resulted in an adjustment of \$0.0000 per dollar of median household income.

Median Household Income			
Adjustment	Survey Range		Concluded
Med HH Inc	\$0.0000	\$0.0000	\$0.0000

*Average Commute*

Our analysis also included an adjustment for average commute for the area in which each of the comparables is located as compared to the subject property. Statistical extraction resulted in an adjustment of \$0.00 per each minute of commute.

Average Commute			
Adjustment	Survey Range		Concluded
Avg Commute	\$0.00	\$0.00	\$0.00

*Public Transportation*

Our analysis also included an adjustment for the existence of public transportation within walking distance of each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$0.00 for public transportation.

Public Transportation			
Adjustment	Survey Range		Concluded
Public Trans	\$0.00	\$0.00	\$0.00

*Personal Crime*

Our analysis also included an adjustment for personal crime rates for the area in which each of the comparables is located as compared to the subject property. Statistical extraction resulted in an adjustment of \$0 per 0.01 percentage points.

Personal Crime			
Adjustment	Survey Range		Concluded
Personal Crime	\$0	\$0	\$0

*Condition*

Our analysis also included an adjustment for the condition of each comparable as compared to the subject property. Based on our field review, we assigned a condition rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$10 per point for differences in condition ratings between the subject and the comparables.

Condition			
Adjustment	Survey Range		Concluded
Rating	\$10	\$50	\$10

*Effective Age*

We considered differences in effective age in our analysis. Based on our field review, we estimated the effective age for each of the properties included in this analysis. Our estimates reflected the condition-adjusted age and remaining useful life of each property. Statistical extraction resulted in an adjustment of \$1.00 per year for differences in effective age between the subject and the comparables.

Effective Age			
Adjustment	Survey Range		Concluded
Rating	\$1.00	\$5.00	\$1.00

*Project Amenities*

We considered the presence of various project amenities at the comparables as compared to the subject property. Project amenities include ball fields, BBQ areas, billiards, business/computer centers, car care centers, community centers, elevators, fitness centers, gazebos, hot tubs/Jacuzzis, horseshoe pits, lakes, libraries, movie theatres, picnic areas, playgrounds, pools, saunas, sports courts and walking trails. The survey range and our concluded adjustment for each amenity is summarized below.

Project Amenities			
Adjustment	Survey Range		Concluded
Ball Field	\$2	\$10	\$2
BBQ Area	\$2	\$10	\$2
Billiards	\$2	\$10	\$2
Bus/Comp Ctrs	\$2	\$10	\$10
Car Care Center	\$2	\$10	\$2
Community Center	\$2	\$10	\$10
Elevator	\$10	\$100	\$100
Fitness Center	\$2	\$10	\$2
Gazebo	\$2	\$10	\$10
Hot Tub/Jacuzzi	\$2	\$10	\$2
Horseshoe Pit	\$2	\$10	\$2
Lake	\$2	\$10	\$2
Library	\$2	\$10	\$10
Movie Theatre	\$2	\$10	\$2
Picnic Area	\$2	\$10	\$2
Playground	\$2	\$10	\$2
Pool	\$2	\$10	\$2
Sauna	\$2	\$10	\$2
Sports Court	\$2	\$10	\$2
Walking Trail	\$2	\$10	\$2

*Unit Amenities*

We considered the presence of various unit amenities at the comparables as compared to the subject property. Unit amenities include blinds, ceiling fans, carpeting/upgraded flooring, fireplaces, patios/balconies and storage. The survey range and our concluded adjustment for each amenity is summarized below.

Unit Amenities			
Adjustment	Survey Range		Concluded
Blinds	\$2	\$10	\$2
Ceiling Fans	\$2	\$10	\$2
Carpeting	\$2	\$10	\$2
Fireplace	\$2	\$10	\$2
Patio/Balcony	\$2	\$10	\$10
Storage	\$10	\$50	\$10

*Kitchen Amenities*

We considered the presence of various kitchen amenities at the comparables as compared to the subject property. Kitchen amenities include stoves, refrigerators, disposals, dishwashers and microwaves. The survey range and our concluded adjustment for each amenity is summarized below.

Kitchen Amenities			
Adjustment	Survey Range		Concluded
Stove	\$2	\$10	\$2
Refrigerator	\$2	\$10	\$2
Disposal	\$2	\$10	\$2
Dishwasher	\$2	\$10	\$2
Microwave	\$2	\$10	\$2

### *Parking*

We also adjusted for differing types of parking configurations. We classified parking five ways: (1) Garage, (2) Covered; (3) Assigned, (4) Open and (5) No parking offered. Statistical extraction resulted in an adjustment of \$50 per month for garages; covered parking was valued at \$20; assigned parking was valued at \$10; open parking was valued at \$0; no parking was valued at \$0.

Parking			
Adjustment	Survey Range		Concluded
Garage	\$50	\$200	\$50
Covered	\$20	\$100	\$20
Assigned	\$10	\$50	\$10
Open	\$0	\$0	\$0
None	\$0	\$0	\$0

### *Laundry*

We also evaluated differing types of laundry configurations. We classified laundry amenities three ways: (1) Central Laundry, (2) Washer/Dryer Units; and (3) Washer/Dryer Hookups. Our analysis resulted in an adjustment of \$25 per month for central laundries; washer/dryer units were valued at \$10; washer/dryer hookups were valued at \$5.

Laundry			
Adjustment	Survey Range		Concluded
Central	\$5	\$25	\$25
W/D Units	\$10	\$50	\$10
W/D Hookups	\$5	\$25	\$5

### *Security*

We considered the presence of various security amenities at the comparables as compared to the subject property. Security amenities include call buttons, controlled access, courtesy officers, monitoring, security alarms and security patrols. The survey range and our concluded adjustment for each amenity is summarized below.

Security			
Adjustment	Survey Range		Concluded
Call Buttons	\$2	\$10	\$10
Controlled Access	\$2	\$10	\$10
Courtesy Officer	\$2	\$10	\$2
Monitoring	\$2	\$10	\$2
Security Alarms	\$2	\$10	\$2
Security Patrols	\$2	\$10	\$2

Rent Conclusion, 1BR-1BA-563sf

The development of our rent conclusion for the 1BR-1BA-563sf units is found below.

Our analysis included the evaluation of a total of 10 unit types found at 5 properties. We selected the 10 most comparable units to utilize as rent comparables for purposes of this analysis. A write-up for each of the properties included in this analysis is found in the Appendix.

Our analysis included the adjustments developed in the previous section. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is better, a “plus” adjustment is made. If the subject is inferior, a “minus” adjustment is made. In the table below, we summarize the adjustments and the resulting indicated rent for the top 10 comparables included in this analysis. The units that we consider most comparable are highlighted for the reader's reference.

Rent Conclusion									
Comparable			Unadjusted Rent			Adjusted Rent			
Property-Unit Key	Property Name	Unit Type	Street Rent	Concessions	Net Rent	Gross Adjustments	Net Adjustments	Adjusted Rent	Rank
Sub-03	Abingdon Green II	1BR-1BA-563sf	\$646	\$0	\$646	-	\$0	\$646	-
018-02	Douglass School Apartments	1BR-1BA-1408sf	\$630	\$0	\$630	\$344	-\$110	\$521	8
018-04	Douglass School Apartments	2BR-1.5BA-1000sf	\$754	\$0	\$754	\$412	-\$142	\$612	10
043-02	Lebanon Square Apartments	1BR-1BA-639sf	\$629	\$0	\$629	\$126	\$110	\$739	2
043-04	Lebanon Square Apartments	2BR-1BA-775sf	\$720	\$0	\$720	\$244	\$32	\$752	5
069-02	Ridgefield Court Apartments	1BR-1BA-750sf	\$595	\$0	\$595	\$98	\$60	\$655	1
069-04	Ridgefield Court Apartments	2BR-1.5BA-1000sf	\$600	\$0	\$600	\$220	-\$62	\$538	4
072-02	Sapling Grove Apartments	1BR-1BA-776sf	\$401	\$0	\$401	\$149	\$87	\$488	3
072-04	Sapling Grove Apartments	2BR-1BA-985sf	\$475	\$0	\$475	\$270	-\$4	\$471	7
085-01	Thomas Jefferson Senior Apartmer	1BR-1BA-650sf	\$628	\$0	\$628	\$260	-\$50	\$578	6
085-02	Thomas Jefferson Senior Apartmer	2BR-1.5BA-785sf	\$749	\$0	\$749	\$383	-\$137	\$612	9
	Adjusted Rent, Minimum					\$471			
	Adjusted Rent, Maximum					\$752			
	Adjusted Rent, Average					\$597			
	Adjusted Rent, Modified Average					\$593			
	Rent, Concluded					\$600			

Our analysis suggests a rent of \$600 for the 1BR-1BA-563sf units at the subject property.

In our opinion, the 1BR-1BA-750sf units at Ridgefield Court Apartments (Property # 069), the 1BR-1BA-639sf units at Lebanon Square Apartments (Property # 043), the 1BR-1BA-776sf units at Sapling Grove Apartments (Property # 072), the 1BR-1BA-650sf units at Thomas Jefferson Senior Apartments (Property # 085), and the 1BR-1BA-1408sf units at Douglass School Apartments (Property # 018) are the best comparables for the units at the subject property.

Rent Conclusion, As Is

In the table below we derive our "as is" rent conclusion using the "as renovated" rent conclusion developed above:

Rent Conclusion, As Is				
Adjustment	Conc Adj	As Ren	As Is	\$ Adj
Condition	\$10	4.00	3.00	-\$10
Effective Age	\$1.00	2014	2000	-\$14
Call Buttons	\$10	no	yes	\$10
Adjustments				-\$14
Adjusted Rent, Minimum				\$457
Adjusted Rent, Maximum				\$738
Adjusted Rent, Average				\$583
Adjusted Rent, Modified Average				\$579
Rent, Concluded, As Is				\$585

Our analysis suggests an "as is" rent of \$585 for the 1BR-1BA-563sf units at the subject property.

Comparable	Subject	1	2	3	4	5
Property-Unit Key	Sub-03	018-02	043-02	069-02	072-02	085-01
Unit Type	1BR-1BA-563sf	1BR-1BA-1408sf	1BR-1BA-639sf	1BR-1BA-750sf	1BR-1BA-776sf	1BR-1BA-650sf
Property Name	Abingdon Green II	Douglass School Apartments	Lebanon Square Apartments	Ridgefield Court Apartments	Sapling Grove Apartments	Thomas Jefferson Senior Apartments
Address	290 Senior Drive	711 Oakview Avenue	119 Rogers Street	459 Deadmore Street	802 Oakview Avenue	501 Mary Street
City	Abingdon	Bristol	Lebanon	Abingdon	Bristol	Bristol
State	Virginia	Virginia	Virginia	Virginia	Virginia	Virginia
Zip	24210	24201	24266	24210	24201	24201
Latitude	36.71749	36.60743	36.90425	36.70955	36.60381	36.60150
Longitude	-81.96437	-82.17573	-82.07812	-81.96068	-82.17989	-82.17904
Miles to Subject	0.00	13.49	12.38	0.50	13.80	13.82
Year Built	1989	1925	1990	1987	2008	1892
Year Rehab	2024	2006	2007	2021	na	2005
Project Rent	Subsidized	Restricted	Restricted	Restricted	Restricted	Restricted
Project Type	Elderly	Elderly	Family	Family	Family	Elderly
Project Status	Prop Rehab	Stabilized	Stabilized	Stabilized	Stabilized	Stabilized
Phone	(276) 676-3366	(276) 591-1962	(276) 889-1330	(276) 628-2275	(276) 642-2001	(276) 642-0500
Effective Date	06-Mar-24	21-Nov-23	27-Feb-24	19-Feb-24	27-Feb-24	20-Nov-23
<b>Project Level</b>						
Units	32	41	48	48	26	30
Vacant Units	0	2	0	0	0	0
Vacancy Rate	0%	5%	0%	0%	0%	0%
<b>Unit Type</b>						
Units	16	12	2	11	3	22
Vacant Units	0	1	0	0	0	0
Vacancy Rate	0%	8%	0%	0%	0%	0%
Street Rent	\$646	\$630	\$629	\$595	\$401	\$628
Concessions	\$0	\$0	\$0	\$0	\$0	\$0
Net Rent	\$646	\$630	\$629	\$595	\$401	\$628
	<b>Adj</b>	<b>Data</b>	<b>Data</b>	<b>Adj</b>	<b>Data</b>	<b>Adj</b>
Tenant-Paid Utilities	TPU	\$77	\$71	-\$6	\$113	\$36
Cable	\$0	no	no	\$0	\$0	\$0
Internet	\$0	no	no	\$0	\$0	\$0
Bedrooms	\$85	1	1	\$0	1	\$0
Bathrooms	\$25	1.00	1.00	\$0	1.00	\$0
Square Feet	\$0.10	563	1408	-\$85	639	-\$8
Visibility	\$0	2.50	4.00	\$0	2.00	\$0
Access	\$0	2.50	4.00	\$0	2.00	\$0
Neighborhood	\$0	3.90	2.50	\$0	2.00	\$0
Area Amenities	\$50	4.50	3.10	\$70	3.70	\$40
Median HH Income	\$0.0000	\$38,194	\$9,516	\$0	\$19,963	\$0
Average Commute	\$0	19.89	17.82	\$0	20.81	\$0
Public Transportation	\$0	na	na	\$0	na	\$0
Personal Crime	\$0	1.9%	1.4%	\$0	2.9%	\$0
Condition	\$10	4.00	2.00	\$20	3.50	\$5
Effective Age	\$1.00	2014	2006	\$8	2000	\$14
Ball Field	\$2	no	no	\$0	no	\$0
BBQ Area	\$2	yes	no	\$2	no	\$2
Billiards	\$2	no	no	\$0	no	\$0
Bus/Comp Center	\$10	no	yes	-\$10	no	\$0
Car Care Center	\$2	no	no	\$0	no	\$0
Community Center	\$10	yes	yes	\$0	yes	\$0
Elevator	\$100	no	yes	-\$100	no	\$0
Fitness Center	\$2	no	yes	-\$2	no	\$0
Gazebo	\$10	yes	yes	\$0	no	\$10
Hot Tub/Jacuzzi	\$2	no	no	\$0	no	\$0
Horseshoe Pit	\$2	no	no	\$0	no	\$0
Lake	\$2	no	no	\$0	no	\$0
Library	\$10	no	no	\$0	no	\$0
Movie Theatre	\$2	no	no	\$0	no	\$0
Picnic Area	\$2	yes	no	\$2	no	\$2
Playground	\$2	no	no	\$0	no	\$0
Pool	\$2	no	no	\$0	no	\$0
Sauna	\$2	no	no	\$0	no	\$0
Sports Court	\$2	no	no	\$0	no	\$0
Walking Trail	\$2	no	no	\$0	no	\$0
Blinds	\$2	yes	yes	\$0	yes	\$0
Ceiling Fans	\$2	no	yes	-\$2	no	\$0
Carpeting	\$2	yes	yes	\$0	yes	\$0
Fireplace	\$2	no	no	\$0	no	\$0
Patio/Balcony	\$10	yes	no	\$10	yes	\$0
Storage	\$10	no	no	\$0	no	\$0
Stove	\$2	yes	yes	\$0	yes	\$0
Refrigerator	\$2	yes	yes	\$0	yes	\$0
Disposal	\$2	yes	yes	\$0	no	\$2
Dishwasher	\$2	yes	yes	\$0	no	\$2
Microwave	\$2	no	no	\$0	no	\$0
Garage	\$50	no	no	\$0	no	\$0
Covered	\$20	no	no	\$0	no	\$0
Assigned	\$10	no	no	\$0	no	\$0
Open	\$0	yes	yes	\$0	yes	\$0
None	\$0	no	no	\$0	no	\$0
Central	\$25	yes	yes	\$0	yes	\$0
W/D Units	\$10	no	no	\$0	no	\$0
W/D Hookups	\$5	yes	no	\$5	no	\$5
Call Buttons	\$10	no	yes	-\$10	no	\$0
Controlled Access	\$10	no	yes	-\$10	no	\$0
Courtesy Officer	\$2	no	no	\$0	no	\$0
Monitoring	\$2	no	no	\$0	no	\$0
Security Alarms	\$2	no	yes	-\$2	no	\$0
Security Patrols	\$2	no	no	\$0	no	\$0
Indicated Rent	\$600	\$521	\$739	\$655	\$488	\$578

Restricted Market Rent Conclusion

Based on our evaluation of the rents at the select comparable properties, and considering the location, quality and amenities of the subject property, we conclude the following market rents for the subject property units, assuming that the subject were a restricted property:

Restricted Market Rent Conclusion				
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Market
1BR-1BA-563sf / 50% of AMI / 40% of AMI	No	Yes	4	\$600
1BR-1BA-563sf / 50% of AMI / 50% of AMI	No	Yes	12	\$600
1BR-1BA-563sf / 60% of AMI / 60% of AMI	No	Yes	16	\$600
Total / Average			32	\$600

Our analysis suggests an average restricted market rent of \$600 for the subject property.

We selected a total of 5 properties as comparables for purposes of our analysis. The average occupancy at the select rent comparables currently stands at 96 percent.

The occupancy rate of the selected rent comparables is broken out in the tables below:

Occupancy Rate, Select Comparables								
	Subsidized	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI	Market
0-Bedroom								
1-Bedroom	100%			100%	94%		100%	
2-Bedroom								
3-Bedroom								
4-Bedroom								
Total	100%			100%	94%		100%	

Occupancy rates for all stabilized market area properties are broken out below:

Occupancy Rate, Stabilized Properties								
	Subsidized	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI	Market
0-Bedroom								67%
1-Bedroom	99%			100%	91%		100%	98%
2-Bedroom	100%			96%	91%		100%	96%
3-Bedroom	99%			100%	94%			98%
4-Bedroom	100%							
Total	99%			98%	92%		100%	96%

Rents at rent restricted properties tend to move with median household incomes for an area. Given HUD's published median incomes, we were able to derive 1, 2 and 3-bedroom 60% of AMI rent limits for the subject's primary market area. According to our analysis, maximum 2-bedroom rents for the area grew from \$743 to \$1007 since 2010. This represents an average 2.7% annual increase over this period.

Maximum tax credit rent data for the area is found below:

Maximum Tax Credit Rents, 60% of AMI						
Year	Rent			Change		
	1BR	2BR	3BR	1BR	2BR	3BR
2010	\$619	\$743	\$858	0.4%	0.3%	0.5%
2011	\$574	\$689	\$796	-7.3%	-7.3%	-7.2%
2012	\$580	\$697	\$805	1.0%	1.2%	1.1%
2013	\$564	\$676	\$782	-2.8%	-3.0%	-2.9%
2014	\$576	\$691	\$799	2.1%	2.2%	2.2%
2015	\$583	\$699	\$808	1.2%	1.2%	1.1%
2016	\$566	\$679	\$785	-2.9%	-2.9%	-2.8%
2017	\$670	\$805	\$930	18.4%	18.6%	18.5%
2018	\$695	\$834	\$964	3.7%	3.6%	3.7%
2019	\$620	\$744	\$860	-10.8%	-10.8%	-10.8%
2020	\$665	\$798	\$922	7.3%	7.3%	7.2%
2021	\$670	\$805	\$930	0.8%	0.9%	0.9%
2022	\$784	\$941	\$1,087	17.0%	16.9%	16.9%
2023	\$839	\$1,007	\$1,164	7.0%	7.0%	7.1%

Source: HUD

Restricted Market Rent Conclusion, As Is

In the table found below we summarize the market rents for the subject property units on an "as is" basis, assuming that the subject were a restricted property:

Restricted Market Rent Conclusion, As Is				
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Market
1BR-1BA-563sf / 50% of AMI / 50% of AMI	No	Yes	7	\$585
1BR-1BA-563sf / 50% of AMI / 50% of AMI	No	Yes	25	\$585
Total / Average			32	\$585



**Achievable Rent Conclusion**

The next step in our analysis is to develop an achievable rent conclusion for the subject property. Achievable rents represent the absolute highest rent permissible for the area, considering market rents, program rent limits, and any other applicable rent restrictions on the subject property.

Our analysis begins by establishing the applicable program rent limits for the subject property. Program rent limits include any applicable LIHTC and FMR rent limits. LIHTC rent limits typically apply to units benefitting from tax credit and/or bond financing. The LIHTC rent limits for applicable units at the subject property follow:

LIHTC Rent Limits						
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Gross Rent	Utilities	Net Rent
1BR-1BA-563sf / 50% of AMI / 40% of AMI	No	Yes	4	\$566	\$77	\$489
1BR-1BA-563sf / 50% of AMI / 50% of AMI	No	Yes	12	\$708	\$77	\$631
1BR-1BA-563sf / 60% of AMI / 60% of AMI	No	Yes	16	\$849	\$77	\$772
Total / Average			32	\$761	\$77	\$684

Our analysis suggests an average net LIHTC rent limit of \$684 for 32 applicable units at the subject property.

FMR rent limits typically apply to units benefitting from HOME funds. The FMR rent limits for applicable units at the subject property follow:

FMR Rent Limits						
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Gross Rent	Utilities	Net Rent
1BR-1BA-563sf / 50% of AMI / 40% of AMI	No	Yes	-	-	-	-
1BR-1BA-563sf / 50% of AMI / 50% of AMI	No	Yes	-	-	-	-
1BR-1BA-563sf / 60% of AMI / 60% of AMI	No	Yes	-	-	-	-
Total / Average			-	-	-	-

HOME funding is not proposed for the subject property.

Units benefitting exclusively from tax credits and/or bond financing are subject to LIHTC rent limits. Units benefitting from HOME funds in addition to tax credit and/or bond financing are subject to the lesser of LIHTC rent limits or FMR rent limits. Units benefitting from project-based rental assistance are normally limited to unrestricted market rent. With these parameters in mind, the following table sets forth the concluded program rent limits for applicable units at the subject property:

Program Rent Limits							
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	LIHTC	FMR	Market	Program
1BR-1BA-563sf / 50% of AMI / 40% of AMI	No	Yes	4	\$489	-	\$1,000	\$1,000
1BR-1BA-563sf / 50% of AMI / 50% of AMI	No	Yes	12	\$631	-	\$1,000	\$1,000
1BR-1BA-563sf / 60% of AMI / 60% of AMI	No	Yes	16	\$772	-	\$1,000	\$1,000
Total / Average			32	\$684	-	\$1,000	\$1,000

Our analysis suggests an average program rent limit of \$1,000 for 32 applicable units at the subject property.

Now that we have established program rent limits, we are in a position to develop an achievable rent conclusion for the subject property. Achievable rents represent the absolute highest rent permissible for the area, considering unrestricted and restricted market rents, program rent limits, and any other applicable rent restrictions on the subject property. The following table summarizes our findings:

Achievable Rents									
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Program	Unrestricted	Restricted	Achievable	Proposed	Advantage
1BR-1BA-563sf / 50% of AMI / 40% of AMI	No	Yes	4	\$1,000	\$1,000	\$600	\$1,000	\$646	35.4%
1BR-1BA-563sf / 50% of AMI / 50% of AMI	No	Yes	12	\$1,000	\$1,000	\$600	\$1,000	\$646	35.4%
1BR-1BA-563sf / 60% of AMI / 60% of AMI	No	Yes	16	\$1,000	\$1,000	\$600	\$1,000	\$646	35.4%
Total / Average			32	\$1,000	\$1,000	\$600	\$1,000	\$646	35.4%

Our analysis suggests an average achievable rent of \$1,000 for the subject property. This is compared with an average proposed rent of \$646, yielding an achievable rent advantage of 35.4 percent. Overall, the subject property appears to be priced at or below achievable rents for the area.

Finally, assuming no rent subsidies, we arrive at the following achievable rents for units at this property:

Achievable Rents, No Rent Subsidies									
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Program	Unrestricted	Restricted	Achievable	Proposed	Advantage
1BR-1BA-563sf / 50% of AMI / 40% of AMI	No	No	4	\$489	\$1,000	\$600	\$489	\$646	-32.1%
1BR-1BA-563sf / 50% of AMI / 50% of AMI	No	No	12	\$631	\$1,000	\$600	\$600	\$646	-7.7%
1BR-1BA-563sf / 60% of AMI / 60% of AMI	No	No	16	\$772	\$1,000	\$600	\$600	\$646	-7.7%
Total / Average			32	\$684	\$1,000	\$600	\$586	\$646	-10.2%

## DEMAND ANALYSIS

### Overview

In this section we evaluate demand for the subject property using the recommended demand methodology promulgated by the National Council of Housing Market Analysts (NCHMA). For purposes of this analysis, we define demand as the number of 65+ income-qualified renter households (by household size and unit type) that would qualify to live at the subject property at the lesser of the developer's proposed rents or achievable rents.

Our analysis begins by developing a breakdown of the number of renter households, by income, by size as of the date of market entry for this development. This breakdown, which utilizes demographic data presented earlier in this report, is presented below:

2024 \$		65+ Renter Households, by Income, by Size							
Min	Max	2025							
		1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	Total	
\$0	to \$9,999	183	34	6	3	6	2	234	
\$0	to \$19,999	841	83	34	5	18	3	984	
\$0	to \$29,999	1,129	215	50	10	25	3	1,433	
\$0	to \$39,999	1,301	285	75	14	33	3	1,711	
\$0	to \$49,999	1,398	342	86	18	43	4	1,892	
\$0	to \$59,999	1,439	370	96	23	67	15	2,010	
\$0	to \$74,999	1,495	395	116	24	81	19	2,130	
\$0	to \$99,999	1,543	408	122	28	96	22	2,219	
\$0	to \$124,999	1,599	419	127	30	103	22	2,300	
\$0	to \$149,999	1,636	423	138	33	105	22	2,357	
\$0	to \$199,999	1,664	431	140	37	107	22	2,401	
\$0	or more	1,678	434	143	43	112	22	2,433	

Source: ESRI & Ribbon Demographics

Our analysis includes an estimate of demand along with capture rate and penetration rate estimates. Capture rates were computed two ways: (1) On a gross basis (the number of proposed units divided by qualified demand) and (2) On a net basis (the number of proposed units divided by qualified demand minus competing & pipeline units). Penetration rates are defined as the number of proposed units plus competing & pipeline units divided by income-qualified demand. In the following pages we provide detailed listings of competing & pipeline units in the market area broken by unit type.

Competing & Pipeline Units, 1-Bedroom Units

Overview						Total Units								Vacant Units								
Key Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt	Sub	30%	40%	50%	60%	70%	80%	Mkt	
001 Abingdon Green Apartments	1989	2009	Subsidized	Elderly	Stabilized	32																
004 Abingdon Terrace Apartments	1987	2013	Subsidized	Elderly	Stabilized	32								2								
016 Copper Creek Apartments	1990	2008	Subsidized	Elderly	Stabilized	35																
018 Douglass School Apartments	1925	2006	Restricted	Elderly	Stabilized				20	12											1	
024 Elderspirit Community	2021	na	Market Rate	Elderly	Stabilized								6									
050 Main Street Villas	2023	na	Subsidized	Elderly	Prop Const	21								21								
085 Thomas Jefferson Senior Apartments	1892	2005	Restricted	Elderly	Stabilized				22													
092 Washington Court Apartments	1991	2013	Subsidized	Elderly	Stabilized	39																
098 Woods Landing Apartments	1993	2013	Subsidized	Elderly	Stabilized	40																
<b>Total</b>						199			42	12			6	23								1

Source: Allen & Associates

## Demand Estimate, 1-Bedroom, Subsidized, 60% of AMI

In this section we estimate demand for the 1-Bedroom / Subsidized / 60% of AMI units at the subject property. Our analysis assumes a total of 32 units, 16 of which are anticipated to be vacant on market entry in 2025. Our analysis assumes a 50% income qualification ratio and 2-person households.

Unit Details	
Target Population	65+ Households
Unit Type	1-Bedroom
Rent Type	Subsidized
Income Limit	60% of AMI
Total Units	32
Vacant Units at Market Entry	16

Minimum Qualified Income	
Net Rent	\$0
Utilities	\$77
Gross Rent	\$77
Income Qualification Ratio	50%
Minimum Qualified Income	\$154
Months/Year	12
Minimum Qualified Income	\$1,848

65+ Renter Households, by Income, by Size								
2025								
2024	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	183	34	6	3	6	2
\$0	to	\$19,999	841	83	34	5	18	3
\$0	to	\$29,999	1,129	215	50	10	25	3
\$0	to	\$39,999	1,301	285	75	14	33	3
\$0	to	\$49,999	1,398	342	86	18	43	4
\$0	to	\$59,999	1,439	370	96	23	67	15
\$0	to	\$74,999	1,495	395	116	24	81	19
\$0	to	\$99,999	1,543	408	122	28	96	22
\$0	to	\$124,999	1,599	419	127	30	103	22
\$0	to	\$149,999	1,636	423	138	33	105	22
\$0	to	\$199,999	1,664	431	140	37	107	22
\$0	or	more	1,678	434	143	43	112	22

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$31,740	\$36,240	\$40,800	\$45,300	\$48,900	\$52,560	

Size Qualified							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Size Qualified	Yes	Yes	No	No	No	No	

Demand Estimate							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
HH Below Maximum Income	1,155	257	0	0	0	0	
HH Below Minimum Income	27	5	0	0	0	0	
Subtotal	1,127	252	0	0	0	0	

Demand Estimate 1,379

Our analysis suggests demand for a total of 1,379 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, Subsidized

In this section we account for income-band overlap and develop a demand estimate for the subsidized units at the subject property.

65+ Renter Households, by Income, by Size								
		2025						
2024	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	183	34	6	3	6	2
\$0	to	\$19,999	841	83	34	5	18	3
\$0	to	\$29,999	1,129	215	50	10	25	3
\$0	to	\$39,999	1,301	285	75	14	33	3
\$0	to	\$49,999	1,398	342	86	18	43	4
\$0	to	\$59,999	1,439	370	96	23	67	15
\$0	to	\$74,999	1,495	395	116	24	81	19
\$0	to	\$99,999	1,543	408	122	28	96	22
\$0	to	\$124,999	1,599	419	127	30	103	22
\$0	to	\$149,999	1,636	423	138	33	105	22
\$0	to	\$199,999	1,664	431	140	37	107	22
\$0	or	more	1,678	434	143	43	112	22

Demand Estimate, Subsidized							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Income, 0BR	-	-	-	-	-	-	-
Maximum Income, 1BR	\$31,740	\$36,240	-	-	-	-	-
Maximum Income, 2BR	-	-	-	-	-	-	-
Maximum Income, 3BR	-	-	-	-	-	-	-
Maximum Income, 4BR	-	-	-	-	-	-	-
Maximum Allowable Income	\$31,740	\$36,240	-	-	-	-	-
Minimum Income, 0BR	-	-	-	-	-	-	-
Minimum Income, 1BR	\$1,848	\$1,848	-	-	-	-	-
Minimum Income, 2BR	-	-	-	-	-	-	-
Minimum Income, 3BR	-	-	-	-	-	-	-
Minimum Income, 4BR	-	-	-	-	-	-	-
Minimum Qualified Income	\$1,848	\$1,848	-	-	-	-	-
HH Below Upper Income	1,155	257	0	0	0	0	0
HH Below Lower Income	27	5	0	0	0	0	0
Subtotal	1,127	252	0	0	0	0	0

Demand Estimate 1,379

Our analysis suggests demand for a total of 1,379 size- and income-qualified units in the market area.

Please note: This demand estimate does not account for income band overlap at the project level. A demand estimate taking this into consideration will be developed later.

## Demand Estimate, Project-Level

In this section we account for income-band overlap and develop a project-level demand estimate for the subject property.

65+ Renter Households, by Income, by Size								
			2025					
2024	\$		1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
\$0	to	\$9,999	183	34	6	3	6	2
\$0	to	\$19,999	841	83	34	5	18	3
\$0	to	\$29,999	1,129	215	50	10	25	3
\$0	to	\$39,999	1,301	285	75	14	33	3
\$0	to	\$49,999	1,398	342	86	18	43	4
\$0	to	\$59,999	1,439	370	96	23	67	15
\$0	to	\$74,999	1,495	395	116	24	81	19
\$0	to	\$99,999	1,543	408	122	28	96	22
\$0	to	\$124,999	1,599	419	127	30	103	22
\$0	to	\$149,999	1,636	423	138	33	105	22
\$0	to	\$199,999	1,664	431	140	37	107	22
\$0	or	more	1,678	434	143	43	112	22

Demand Estimate, Project-Level							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Income, Subsidized	\$31,740	\$36,240	-	-	-	-	-
Maximum Income, 30% of AMI	-	-	-	-	-	-	-
Maximum Income, 40% of AMI	-	-	-	-	-	-	-
Maximum Income, 50% of AMI	-	-	-	-	-	-	-
Maximum Income, 60% of AMI	-	-	-	-	-	-	-
Maximum Income, 70% of AMI	-	-	-	-	-	-	-
Maximum Income, 80% of AMI	-	-	-	-	-	-	-
Maximum Income, Market Rate	-	-	-	-	-	-	-
Maximum Allowable Income	\$31,740	\$36,240	-	-	-	-	-
Minimum Income, Subsidized	\$1,848	\$1,848	-	-	-	-	-
Minimum Income, 30% of AMI	-	-	-	-	-	-	-
Minimum Income, 40% of AMI	-	-	-	-	-	-	-
Minimum Income, 50% of AMI	-	-	-	-	-	-	-
Minimum Income, 60% of AMI	-	-	-	-	-	-	-
Minimum Income, 70% of AMI	-	-	-	-	-	-	-
Minimum Income, 80% of AMI	-	-	-	-	-	-	-
Minimum Income, Market Rate	-	-	-	-	-	-	-
Minimum Qualified Income	\$1,848	\$1,848	-	-	-	-	-
HH Below Upper Income	1,155	257	0	0	0	0	0
HH Below Lower Income	27	5	0	0	0	0	0
Subtotal	1,127	252	0	0	0	0	0

Demand Estimate 1,379

Our analysis suggests project-level demand for a total of 1,379 size- and income-qualified units in the market area.

## Capture Rates

In this section, we summarize our demand conclusions and estimate the capture rate for the subject property. Our analysis begins by summarizing the estimated number of vacant subject property units on the date of market entry.

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	32								32
2BR									
3BR									
4BR									
Tot	32								32

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	16								16
2BR									
3BR									
4BR									
Tot	16								16

The next step in our analysis is to summarize the demand conclusions derived previously. For purposes of this analysis, we define demand as age- and income- qualified renter households for each of the unit types proposed at the subject property. Unit-level demand estimates are found in the body of the chart found below; project-level demand estimates are found in the column and row totals.

Please note: Because of income-band overlap, unit-level demand may not add up to project-level demand. The overlap, which was quantified in the demand estimates presented earlier, has been accounted for in our estimates of project-level demand.

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	1,379								1,379
2BR									
3BR									
4BR									
Tot	1,379								1,379

The next step in our analysis is to compute the capture rate for the project. For purposes of this computation, we define capture rate as the number of subject property units divided by gross demand. Underwriters often utilize capture rate limits of 10 to 25 percent using this methodology. Our estimates are presented below:

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	1.2%								1.2%
2BR									
3BR									
4BR									
Tot	1.2%								1.2%

The next step in our analysis is to tabulate the number of vacant competing & pipeline units in the market area by



unit/income type. This information will be used to further refine our capture rate estimate for the subject property. A table showing the distribution of vacant competing & pipeline units is found below.

Vacant Competing & Pipeline Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	23								23
2BR									
3BR									
4BR									
Tot	23								23

The next step in our analysis is to subtract the number of vacant competing & pipeline units from gross demand to arrive at a net demand estimate for the subject property units. As described earlier, unit-level net demand estimates are found in the body of the chart found below; project-level net demand estimates are found in the column and row totals.

Please note: Because of income-band overlap, unit-level net demand may not add up to project-level net demand. The overlap, which was quantified in the demand estimates presented earlier, has been accounted for in our estimates of project-level net demand.

Net Demand (Gross Demand - Vacant Competing & Pipeline Units)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	1,356								1,356
2BR									
3BR									
4BR									
Tot	1,356								1,356

The next step in our analysis is to compute the capture rate for the project. For purposes of this computation, we define capture rate as the number of subject property units divided by net demand. A capture rate in excess of 20 percent is considered excessive using this methodology. Our estimates are presented below:

Capture Rates (Subject Property Units / Net Demand)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	1.2%								1.2%
2BR									
3BR									
4BR									
Tot	1.2%								1.2%

In our opinion, the estimated project-level capture rate suggests an appropriate number of units for the subject property. The unit level capture rates suggest an appropriate mix of units for the subject property.

## Penetration Rates

In this section, we summarize our demand conclusions and estimate the penetration rate for the subject property. Our analysis begins by summarizing the estimated number of vacant subject property units on the date of market entry.

Subject Property Units (Total)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	32								32
2BR									
3BR									
4BR									
Tot	32								32

Subject Property Units (Vacant at Market Entry)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	16								16
2BR									
3BR									
4BR									
Tot	16								16

The next step in our analysis is to summarize the demand conclusions derived previously. For purposes of this analysis, we define demand as age- and income- qualified renter households for each of the unit types proposed at the subject property. Unit-level demand estimates are found in the body of the chart found below; project-level demand estimates are found in the column and row totals.

Please note: Because of income-band overlap, unit-level demand may not add up to project-level demand. The overlap, which was quantified in the demand estimates presented earlier, has been accounted for in our estimates of project-level demand.

Gross Demand									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	1,379								1,379
2BR									
3BR									
4BR									
Tot	1,379								1,379

The next step in our analysis is to tabulate the number of competing & pipeline units in the market area by unit/income type. This information will be used to derive our penetration rate estimate for the subject property. A table showing the distribution of competing & pipeline units is found below.

Competing & Pipeline Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	199								199
2BR									
3BR									
4BR									
Tot	199								199

The next step in our analysis is to compute inclusive supply for the market area by unit/income type. Inclusive

supply will be taken into account in our penetration rate estimate for the subject property. For purposes of this estimate, inclusive supply consists of vacant subject property units plus competing & pipeline units.

Inclusive Supply (Subject Property Units + Competing & Pipeline Units)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	215								215
2BR									
3BR									
4BR									
Tot	215								215

The next step in our analysis is to compute the penetration rate for the project. For purposes of this computation, penetration rate is defined as inclusive supply divided by gross demand. A penetration rate in excess of 100 percent is considered excessive using this methodology. Our estimates are presented below:

Penetration Rates (Inclusive Supply / Gross Demand)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	15.6%								15.6%
2BR									
3BR									
4BR									
Tot	15.6%								15.6%

In our opinion, the estimated project-level penetration rate suggest an appropriate number of units for the subject property. The unit-level penetration rates suggest an appropriate mix of units for the subject property.

## Absorption Period

In this section, we estimate the absorption period for the subject property. Our analysis begins by summarizing the estimated number of vacant subject property units on the date of market entry.

Subject Property Units (Total)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	32							
2BR								
3BR								
4BR								

Subject Property Units (Vacant at Market Entry)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	16							
2BR								
3BR								
4BR								

The next step in our analysis is to summarize the demand conclusions derived previously. For purposes of this analysis, we define demand as age- and income- qualified renter households for each of the unit types proposed at the subject property. Our analysis uses the unit-level demand estimates derived previously.

Gross Demand								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	1,379							
2BR								
3BR								
4BR								

The next step in our analysis is to apply an annual growth & movership rate to derive an annual rental household growth & movership estimate for the market area. Our estimates are found in the tables below.

Annual Growth & Movership Rate	
Growth	2.1%
Movership	8.0%
Total	10.1%

Growth & Movership Estimate								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	140							
2BR								
3BR								
4BR								

The next step in our analysis is to account for secondary market area migration in our annual rental household growth & movership estimate for the market area. Our estimates are found in the tables below.

Secondary Market Area	
	40%

Growth & Movership Estimate								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	233							
2BR								
3BR								
4BR								

The next step in our analysis is to estimate fair share, or the proportion of growth and movership that we would expect the subject property to capture. The fair share analysis is used extensively in single-family, multifamily, commercial, and retail market studies. The books entitled Market Analysis for Valuation Appraisals (1994, Appraisal Institute) and Market Analysis and Highest & Best Use (2005, Appraisal institute) provide a good overview of this technique and its application to a variety of property types.

Based on our review of the subject and competing properties, along with their relative conditions/locations, we arrive at the following fair share estimates for the various unit/income types at the subject property.

Competing Properties								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	6			2	1			1
2BR				2	1			1
3BR								
4BR								

Fair Share								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	50.0%							
2BR								
3BR								
4BR								

Applying the concluded fair share estimates to annual growth & movership and dividing by twelve yields the following monthly absorption rate estimates for the various unit/income types at the subject property.

Monthly Absorption Rate Estimate								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	9.7							
2BR								
3BR								
4BR								

The next step in our analysis is to estimate stabilized occupancy by unit/income type for the subject property. These estimates, which were based on data previously presented in the supply analysis and rent comparability analysis sections of this report, are found below.

Rental Property Inventory, Confirmed, Inside Market Area, Elderly, Stabilized Occupancy								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	99%			100%	92%			100%
2BR				100%	75%			80%
3BR								
4BR								

Occupancy Rate, Select Comparables								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	100%			100%	94%		100%	99%
2BR								
3BR								
4BR								

Concluded Stabilized Occupancy Rate								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	97%							
2BR								
3BR								
4BR								

Applying the stabilized occupancy rate estimates to the number of vacant subject property units at market entry, yields the number of occupied units by unit/income type at stabilization as set forth below.

Occupied Units at Stabilization								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	16							
2BR								
3BR								
4BR								

Dividing the number of occupied units at stabilization by the monthly absorption rate yields an absorption period estimate by unit/income type for the various units at the subject property. Underwriters often utilize absorption period limits of 12 to 18 months for projects similar to the subject property. Our absorption period estimates are found below.

Absorption Period (Months to Stabilization)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	2							
2BR								
3BR								
4BR								

Our analysis suggests that the subject property will stabilize at 97 percent occupancy. We estimate 2 months of absorption and an average absorption rate of 9.7 units per month for this project. In our opinion, the absorption period suggests an appropriate number and mix of units for the subject property.

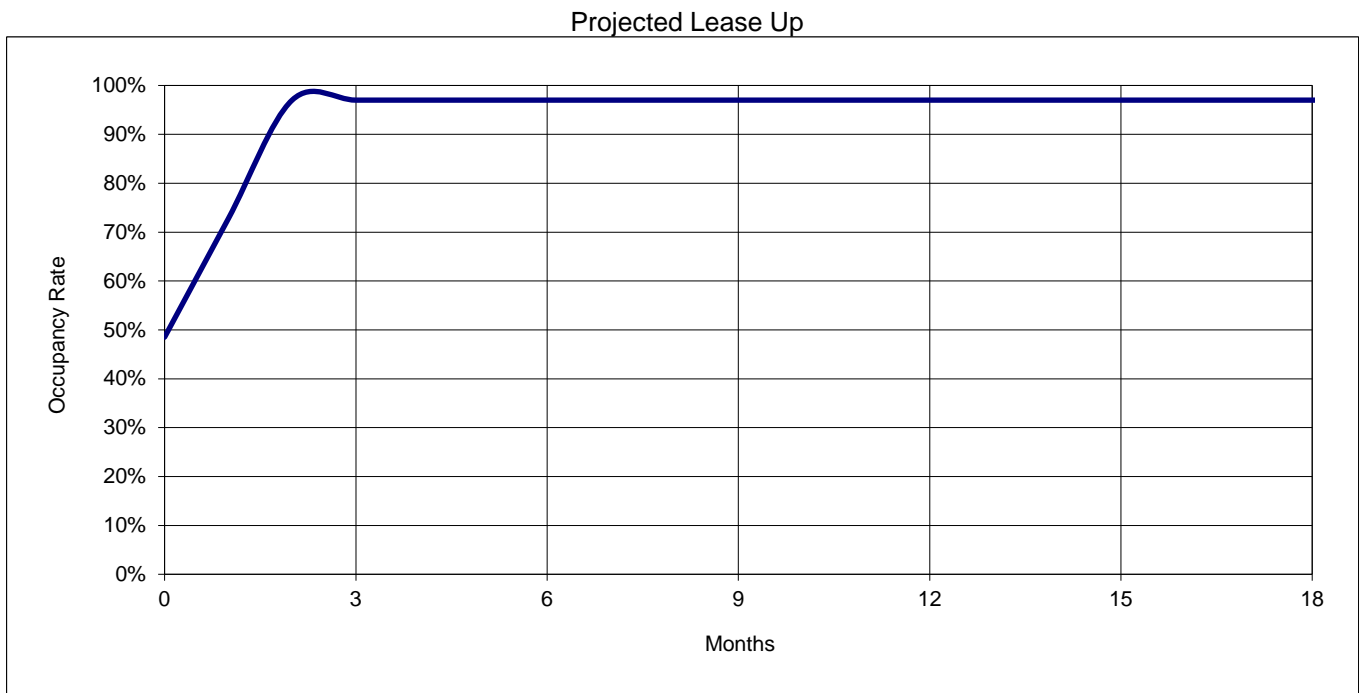
Absorption rates for age-restricted multifamily properties depend on a variety of factors: (1) The competitive environment in which the property resides; (2) The pricing of the subject property units relative to competing units, (3) The presence of rent or income restrictions at the subject property; and (4) The availability of any rent concessions or rental assistance at the subject property. Subsidized elderly properties normally lease up at a rate of 12-16 units per month. Unsubsidized elderly properties with rent and income restrictions typically fill at a rate of 4-8 units per month. Market rate elderly properties normally lease up at a rate of 8-12 units per month.

As part of our analysis, we inquired about the absorption history for every property we surveyed. The following list summarizes our findings:

Key	Project	Built	Renovated	Rent Type	Occ Type	Tot Units	Abs
036	Highland View Apartments	1983	2013	Restricted	Family	44	44.0
068	Ridgecrest Town Apartments	2008	na	Restricted	Family	72	62.0
070	Riverside Place Apartments	1923	2011	Restricted	Family	22	3.8
072	Sapling Grove Apartments	2008	na	Restricted	Family	26	26.0
081	Sweetbriar 1	2009	na	Restricted	Family	20	20.0
093	Whites Mill Point Apartments	2006	na	Restricted	Family	32	32.0
094	Whites Mill Point II Apartments	2006	2023	Restricted	Family	32	32.0

## Absorption Analysis

In this section, we analyze the anticipated lease up for the subject property. We begin our analysis by taking the the absorption period conclusions from the previous section and restating them graphically as illustrated below.



Our analysis suggests that the subject property will achieve 70 percent occupancy in 0 months, 80 percent occupancy in 1 months, and 90 percent occupancy in 1 months. We anticipate that the subject property will stabilize at 97 percent occupancy in 2 months.

It is important to note that this analysis does not account for pent-up demand, pre-leasing efforts or rent concessions. In our opinion, an effective pre-leasing effort could result in a month-for-month reduction in the estimated absorption period for this project. In addition, any concessions or rent subsidies not accounted for already in this analysis could cut capture rates and absorption periods significantly.



## VHDA DEMAND ANALYSIS

### Overview

In this section we evaluate demand for the subject property using the VHDA demand methodology. For purposes of this analysis, we define VHDA demand as the number of new income-qualified and existing income-qualified overburdened and substandard 55+ renter households that would qualify to live at the subject property at the lesser of achievable rents or the sponsor's proposed rents. Our analysis accounts for any rent subsidies for the subject property.

Our analysis begins by developing a breakdown of the number of renter households, by income, by size as of the date of market entry for this development. This breakdown, which utilizes demographic data presented earlier in this report, is presented below:

2024 \$		55+ Renter Households, by Income, by Size							
		2024							
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	Total	
\$0	to \$9,999	514	63	9	4	15	4	608	
\$0	to \$19,999	1,381	226	49	12	30	5	1,705	
\$0	to \$29,999	1,753	436	68	26	42	6	2,331	
\$0	to \$39,999	2,010	514	109	32	52	6	2,723	
\$0	to \$49,999	2,188	611	151	38	66	7	3,061	
\$0	to \$59,999	2,252	696	163	63	93	17	3,283	
\$0	to \$74,999	2,326	750	187	68	112	21	3,463	
\$0	to \$99,999	2,396	841	200	74	134	25	3,670	
\$0	to \$124,999	2,474	866	207	81	144	25	3,797	
\$0	to \$149,999	2,557	887	219	115	148	25	3,951	
\$0	to \$199,999	2,628	920	223	126	153	26	4,077	
\$0	or more	2,666	941	227	134	160	27	4,155	

Source: ESRI & Ribbon Demographics

## Demand Estimate, 1-Bedroom, Subsidized, 60% of AMI

In this section we estimate demand for the 1-Bedroom / Subsidized / 60% of AMI units at the subject property. Our analysis assumes a total of 32 units, 16 of which are anticipated to be vacant on market entry in 2024. Our analysis assumes a 40% income qualification ratio and 2-person households.

Unit Details	
Target Population	55+ Households
Unit Type	1-Bedroom
Rent Type	Subsidized
Income Limit	60% of AMI
Total Units	32
Vacant Units at Market Entry	16

Minimum Qualified Income	
Net Rent	\$0
Utilities	\$77
Gross Rent	\$77
Income Qualification Ratio	40%
Minimum Qualified Income	\$193
Months/Year	12
Minimum Qualified Income	\$2,310

55+ Renter Households, by Income, by Size								
2024								
2024	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	514	63	9	4	15	4
\$0	to	\$19,999	1,381	226	49	12	30	5
\$0	to	\$29,999	1,753	436	68	26	42	6
\$0	to	\$39,999	2,010	514	109	32	52	6
\$0	to	\$49,999	2,188	611	151	38	66	7
\$0	to	\$59,999	2,252	696	163	63	93	17
\$0	to	\$74,999	2,326	750	187	68	112	21
\$0	to	\$99,999	2,396	841	200	74	134	25
\$0	to	\$124,999	2,474	866	207	81	144	25
\$0	to	\$149,999	2,557	887	219	115	148	25
\$0	to	\$199,999	2,628	920	223	126	153	26
\$0	or	more	2,666	941	227	134	160	27

Maximum Allowable Income							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Allowable Income	\$31,740	\$36,240	\$40,800	\$45,300	\$48,900	\$52,560	

Size Qualified						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
Size Qualified	Yes	Yes	No	No	No	No

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	1,792	483	0	0	0	0
HH Below Minimum Income	103	13	0	0	0	0
Subtotal	1,689	470	0	0	0	0

Demand Estimate 2,159

Our analysis suggests demand for a total of 2,159 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, Subsidized

In this section we account for income-band overlap and develop a demand estimate for the subsidized units at the subject property.

55+ Renter Households, by Income, by Size								
2024								
	2024	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
\$0	to	\$9,999	514	63	9	4	15	4
\$0	to	\$19,999	1,381	226	49	12	30	5
\$0	to	\$29,999	1,753	436	68	26	42	6
\$0	to	\$39,999	2,010	514	109	32	52	6
\$0	to	\$49,999	2,188	611	151	38	66	7
\$0	to	\$59,999	2,252	696	163	63	93	17
\$0	to	\$74,999	2,326	750	187	68	112	21
\$0	to	\$99,999	2,396	841	200	74	134	25
\$0	to	\$124,999	2,474	866	207	81	144	25
\$0	to	\$149,999	2,557	887	219	115	148	25
\$0	to	\$199,999	2,628	920	223	126	153	26
\$0	or	more	2,666	941	227	134	160	27

Demand Estimate, Subsidized							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Income, 0BR	-	-	-	-	-	-	-
Maximum Income, 1BR	\$31,740	\$36,240	-	-	-	-	-
Maximum Income, 2BR	-	-	-	-	-	-	-
Maximum Income, 3BR	-	-	-	-	-	-	-
Maximum Income, 4BR	-	-	-	-	-	-	-
Maximum Allowable Income	\$31,740	\$36,240	-	-	-	-	-
Minimum Income, 0BR	-	-	-	-	-	-	-
Minimum Income, 1BR	\$2,310	\$2,310	-	-	-	-	-
Minimum Income, 2BR	-	-	-	-	-	-	-
Minimum Income, 3BR	-	-	-	-	-	-	-
Minimum Income, 4BR	-	-	-	-	-	-	-
Minimum Qualified Income	\$2,310	\$2,310	-	-	-	-	-
HH Below Upper Income	1,792	483	0	0	0	0	0
HH Below Lower Income	103	13	0	0	0	0	0
Subtotal	1,689	470	0	0	0	0	0

Demand Estimate 2,159

Our analysis suggests demand for a total of 2,159 size- and income-qualified units in the market area.

Please note: This demand estimate does not account for income band overlap at the project level. A demand estimate taking this into consideration will be developed later.

## Demand Estimate

In this section, we derive our overburdened demand and capture rate estimates for the subject property. Our analysis, which begins with the income-qualified renter household estimates developed above, is found below.

Income Qualified Renter Households								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	2,159							

The next step in our analysis is to account for 2 years of growth to estimate the demand stemming from new income qualified rental households. Our estimates are found below.

Annual Renter Household Growth Rate								
1.2%								
New Rental Households								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	52							

The next step in our analysis is to estimate existing demand stemming from income-qualified overburdened renter households in this market area. Our estimates are found below.

Overburdened Renter Households								
33.0%								
Existing Households - Rent Overburdened								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	712							

The next step in our analysis is to estimate existing demand stemming from income-qualified substandard renter households in this market area. Our estimates are found below.

Substandard Renter Households								
3.0%								
Existing Households - Substandard								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	64							

The next step in our analysis is to account for elderly homeowners likely to convert to rental housing. This component may not comprise more than 20 percent of total demand. Our estimates are found below.

Elderly Homeowners Likely to Convert to Rental Housing								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	211							

The next step in our analysis is to account for existing qualifying tenants likely to remain after renovation. Our estimates are found below.

Subject Property Units (Total)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	32							
Existing Qualifying Tenants Likely to Remain after Renovation								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	16							

The next step in our analysis is to tally up total demand for the subject property. Our estimates are found below.

Total Demand								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	1,055							

The next step in our analysis is to tabulate the number of vacant competing & pipeline units in the market area by unit/income type. This information will be used to further refine our capture rate estimate for the subject property. A table showing the distribution of vacant competing & pipeline units is found below.

Vacant Competing & Pipeline Units								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	23							

The next step in our analysis is to subtract the number of vacant competing & pipeline units from total demand to arrive at a net demand estimate for the subject property. Our estimates are found below.

Net Demand (Total Demand - Vacant Competing & Pipeline Units)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	1,032							

The next step in our analysis is to compute the capture rate for the project. For purposes of this computation, we define capture rate as the total number of subject property units divided by net demand. Underwriters often utilize capture rate limits of 10 to 20 percent using this methodology. Our estimates are presented below:

Capture Rates (Subject Property Units / Net Demand)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	3.1%							

Our findings are summarized below.

Project-Wide Capture Rate - LIHTC Units	3.1%
Project-Wide Capture Rate - Market Units	
Project-Wide Capture Rate - All Units	3.1%
Project-Wide Absorption Period (Months)	2 months

Please note: Project-wide capture rate estimates do not account for income band overlap at the project level.

**RENT COMPARABLES, MARKET RATE**

Project Information

Property Name	Manchester 242
Street Number	19412
Street Name	Manchester
Street Type	Drive
City	Bristol
State	Virginia
Zip	24202
Phone Number	(423) 797-8511
Year Built	1990
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	1/2 month
Other Fees	\$400
Waiting List	no
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.6661
Longitude	-82.0631
Nearest Crossroads	na
AAC Code	24-016 051

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Kim, Manager
Phone Number	(423) 797-8511
Interview Date	28-Feb-24
Interviewed By	PL

Contact advised some units have ceramic tile and they are updating as they become available. Also own Pinehedge Condominiums. In 2013, contact advised that 4 out of the 5 buildings have new roofs and this has been completed during the last 9 years. Property was sold in December, 2021 to Magpie property. Ms. Kim, Manager at the property

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	400	Garden/Flat	Mar	Mar	No	No	3		\$725		\$725	\$93	\$818
1	1.5	800	Garden/Flat	Mar	Mar	No	No	4		\$900		\$900	\$93	\$993
2	1.5	950	Townhome	Mar	Mar	No	No	12		\$995		\$995	\$136	\$1,131
2	1.5	1050	Townhome	Mar	Mar	No	No	12	1	\$1,200		\$1,200	\$136	\$1,336
Total / Average		916						31	1	\$1,036		\$1,036	\$126	\$1,162

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Gas	yes	yes
Cooking-Gas	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Gas	yes	yes
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.00	2.50
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	2.50
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.50	3.90
Comp vs. Subject	Inferior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.00	4.50
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.25	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	1990	2014
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	yes
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	no	yes
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	no	yes
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	no	yes
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Inferior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	yes
W/D Units	no	no
W/D Hookups	yes	yes
Comp vs. Subject	Inferior	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Manchester 242 is an existing multifamily development located at 19412 Manchester Drive in Bristol, Virginia. The property, which consists of 31 apartment units, was originally constructed in 1990 with conventional financing. All units are set aside as market rate units. The property currently stands at 97 percent occupancy.



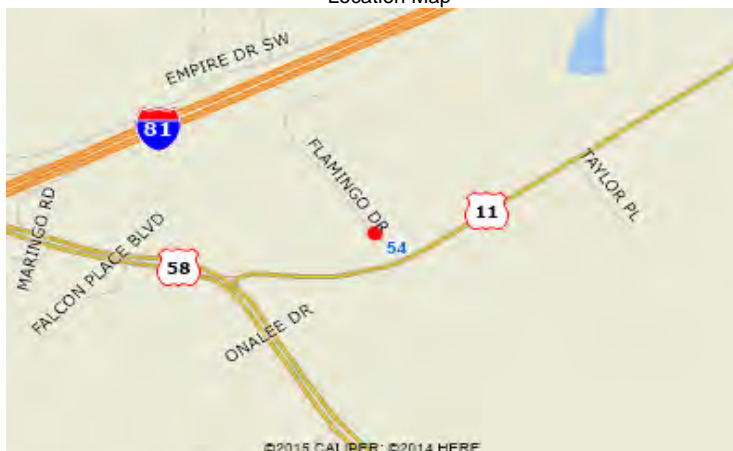
Project Information

Property Name	Mountain Empire Apartments
Street Number	16158
Street Name	Flamingo
Street Type	Drive
City	Abingdon
State	Virginia
Zip	24211
Phone Number	(276) 698-7752
Year Built	1990
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	\$25
Waiting List	no
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.7133
Longitude	-81.9240
Nearest Crossroads	off Lee Highway
AAC Code	24-016 054

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Pat, Manager
Phone Number	(276) 698-7752
Interview Date	21-Nov-23
Interviewed By	DFR

The studio apartments have utilities included in the rent. In 2020, contact advised new counters, laminate flooring, and new appliances as tenants move out. Property has 3X2 Duplexes with garages @ \$1,400.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
0	1.0	700	Garden/Flat	Mar	Mar	No	No	2		\$550		\$550	\$82	\$632
1	1.0	700	Garden/Flat	Mar	Mar	No	No	7		\$650		\$650	\$95	\$745
1	1.0	700	Garden/Flat	Mar	Mar	No	No	7		\$750		\$750	\$95	\$845
2	1.0		Garden/Flat			No								
2	1.5	1200	Townhome	Mar	Mar	No	No	20		\$900		\$900	\$154	\$1,054
3	2.0	1200	Garden/Flat	Mar	Mar	No	No	12		\$1,200		\$1,200	\$154	\$1,354
3	2.0		Townhome			No								
Total / Average		1,033						48		\$902		\$902	\$134	\$1,036

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.00	2.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	2.50
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	4.50	3.90
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.60	4.50
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.75	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	1990	2014
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	yes
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	no	yes
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	no	yes
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	no
Comp vs. Subject	Similar	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	no	yes
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Inferior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	yes
W/D Units	no	no
W/D Hookups	yes	yes
Comp vs. Subject	Inferior	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Mountain Empire Apartments is an existing multifamily development located at 16158 Flamingo Drive in Abingdon, Virginia. The property, which consists of 48 apartment units, was originally constructed in 1990 with conventional financing. All units are set aside as market rate units. The property currently stands at 100 percent occupancy.

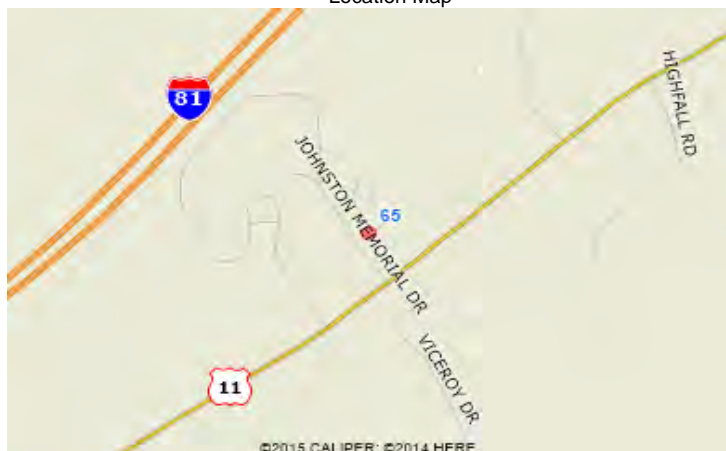
Project Information

Property Name	Promise Landing Apartments
Street Number	16240
Street Name	Samantha
Street Type	Drive
City	Abingdon
State	Virginia
Zip	24211
Phone Number	(423) 528-0083
Year Built	1990
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	\$300
Waiting List	no
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.7217
Longitude	-81.9090
Nearest Crossroads	na
AAC Code	24-016 065

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Satana, Leasing Agent
Phone Number	(276) 477-2133
Interview Date	20-Nov-23
Interviewed By	DFR

During our 2023 survey, contact advised 64 units at this property. In 2023, contact advised changing out LVT and carpet when tenants move out. There are no new apartments or businesses nearby. Nov 2023 1BR's get 1 month free.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	576	Garden/Flat	Mar	Mar	No	No	10	1	\$1,126	\$94	\$1,032	\$246	\$1,278
2	1.5	900	Garden/Flat	Mar	Mar	No	No	11	1	\$1,302		\$1,302	\$334	\$1,636
2	1.5	1000	Townhome	Mar	Mar	No	No	37		\$1,302		\$1,302	\$362	\$1,664
3	2.0	1100	Townhome	Mar	Mar	No	No	6		\$1,522		\$1,522	\$502	\$2,024
Total / Average		926						64	2	\$1,295	\$15	\$1,280	\$352	\$1,633

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	no
Sewer	yes	no
Trash	no	no
Comp vs. Subject	Inferior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.00	2.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.00	2.50
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	4.50	3.90
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.40	4.50
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.00
Comp vs. Subject	Similar	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	1990	2014
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	yes
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	no
Fitness Ctr	yes	no
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	no	yes
Playground	yes	no
Pool	yes	no
Sauna	no	no
Sports Court	yes	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	no	yes
Ceiling Fans	no	no
Hardwood	some	yes
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	no
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	yes
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Similar	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	yes
W/D Units	no	no
W/D Hookups	yes	yes
Comp vs. Subject	Similar	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Promise Landing Apartments is an existing multifamily development located at 16240 Samantha Drive in Abingdon, Virginia. The property, which consists of 64 apartment units, was originally constructed in 1990 with conventional financing. All units are set aside as market rate units. The property currently stands at 97 percent occupancy.

Project Information

Property Name	Whites Mill Road Apartments
Street Number	455-461
Street Name	Whites Mill
Street Type	Road
City	Abingdon
State	Virginia
Zip	24210
Phone Number	(276) 492-6056
Year Built	1996
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	
Waiting List	na
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.7223
Longitude	-81.9703
Nearest Crossroads	na
AAC Code	24-016 095

Photo



Location Map



Interview Notes

Person Interviewed	Mr. Morgan, Owner
Phone Number	(276) 492-6056
Interview Date	20-Nov-23
Interviewed By	DFR

Property has off-site management and maintenance. The Mahaffey Agency provides leasing services for the owner.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	800	Garden/Flat	Mar	Mar	No	No	6		\$650		\$650	\$246	\$896
2	1.0	800	Garden/Flat	Mar	Mar	No	No	10		\$725		\$725	\$334	\$1,059
Total / Average		800						16		\$697		\$697	\$301	\$998

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	no
Sewer	yes	no
Trash	no	no
Comp vs. Subject	Inferior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.00	2.50
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	2.50
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.90	3.90
Comp vs. Subject	Similar	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.40	4.50
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.25	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	1995	2014
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	yes
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	no	yes
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	no	yes
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	no	yes
Storage	no	no
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	no	yes
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Inferior	

Air Conditioning		
Amenity	Comp	Subj
Central	no	yes
Wall Units	yes	no
Window Units	no	no
None	no	no
Comp vs. Subject	Inferior	

Heat		
Amenity	Comp	Subj
Central	no	yes
Wall Units	yes	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Inferior	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	yes
W/D Units	yes	no
W/D Hookups	no	yes
Comp vs. Subject	Similar	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Whites Mill Road Apartments is an existing multifamily development located at 455-461 Whites Mill Road in Abingdon, Virginia. The property, which consists of 16 apartment units, was originally constructed in 1996 with conventional financing. All units are set aside as market rate units. The property currently stands at 100 percent occupancy.

Project Information

Property Name	Willow Run Apartments
Street Number	1175
Street Name	Willow Run
Street Type	Drive
City	Abingdon
State	Virginia
Zip	24210
Phone Number	(276) 628-4084
Year Built	2009
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	\$300
Waiting List	no
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.7232
Longitude	-81.9279
Nearest Crossroads	na
AAC Code	24-016 096

Photo



Location map



Interview Notes

Person Interviewed	Ms. Santana, Leasing Agent
Phone Number	(276) 628-4084
Interview Date	21-Nov-23
Interviewed By	DFR

In 2020, Ms. Francis advised us to go to the website for information and would not give any info over the phone. Website shows rates for some of the different floor plans available at this property. Total property unit count reported is correct. Rent range due to floor plan. 1328 square foot 3 bedroom 2.5 bath Garden units with garages at \$1487 per month not

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	512	Garden/Flat	Mar	Mar	No	No	58		\$977		\$977	\$214	\$1,191
2	1.0	784	Garden/Flat	Mar	Mar	No	No	54	1	\$1,125		\$1,125	\$281	\$1,406
2	1.5	900	Garden/Flat	Mar	Mar	No	No	48		\$1,211		\$1,211	\$281	\$1,492
2	1.5		Townhome			No								
2	2.5	960	Garden/Flat	Mar	Mar	No	No	13	6	\$1,199		\$1,199	\$281	\$1,480
3	2.0	1344	Garden/Flat	Mar	Mar	No	No	19	1	\$1,375		\$1,375	\$380	\$1,755
3	2.0		Garden/Flat			No								
4	3.0		Garden/Flat			No								
Total / Average		798				185		192	8	\$1,132		\$1,132	\$271	\$1,402

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	no
Sewer	yes	no
Trash	yes	no
Comp vs. Subject	Inferior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.00	2.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.50	2.50
Comp vs. Subject	Similar	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.70	3.90
Comp vs. Subject	Inferior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.10	4.50
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.50	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2009	2014
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	yes
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	no	yes
Elevator	no	no
Fitness Ctr	yes	no
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	yes	yes
Playground	yes	no
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Hardwood	yes	yes
Fireplace	no	no
Patio/Balcony	no	yes
Storage	no	no
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	yes
Dishwasher	yes	yes
Microwave	yes	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	yes
W/D Units	no	no
W/D Hookups	yes	yes
Comp vs. Subject	Similar	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	na	no
Concierge	na	no
Hair Salon	na	no
Health Care	na	no
Housekeeping	na	no
Meals	na	no
Transportation	na	no
Comp vs. Subject	Similar	

Willow Run Apartments is an existing multifamily development located at 1175 Willow Run Drive in Abingdon, Virginia. The property, which consists of 192 apartment units, was originally constructed in 2009 with conventional financing. All units are set aside as market rate units. The property currently stands at 96 percent occupancy.



**RENT COMPARABLES, RESTRICTED RENT**

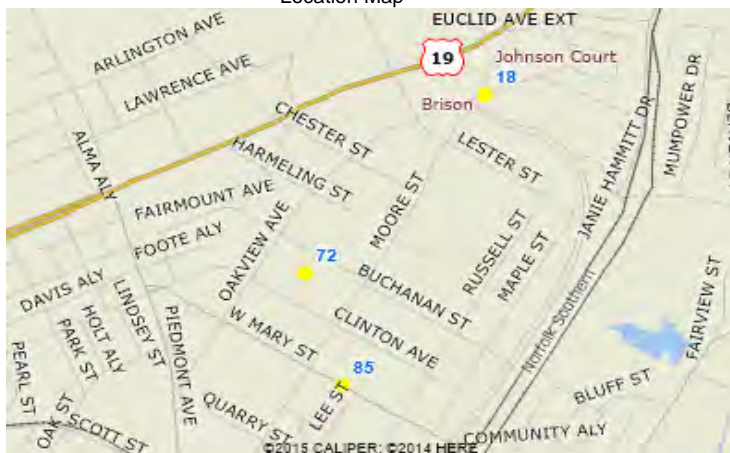
Project Information

Property Name	Douglass School Apartments
Street Number	711
Street Name	Oakview
Street Type	Avenue
City	Bristol
State	Virginia
Zip	24201
Phone Number	(276) 591-1962
Year Built	1925
Year Renovated	2006
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	\$21
Waiting List	6 people
Project Rent	Restricted
Project Type	Elderly
Project Status	Stabilized
Financing	2004 Tax Credit
Vouchers	37
Latitude	36.6074
Longitude	-82.1757
Nearest Crossroads	na
AAC Code	24-016 018

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Sarah, Manager
Phone Number	(276) 591-1962
Interview Date	21-Nov-23
Interviewed By	DFR

2004 TC's awarded for adaptive reuse of 27 units and construction of 14 units of this HUD property without units of project based rental assistance available to tenants. There is a Senior Citizens Center on-site. Contact would not participate in our February, 2023 survey of this property, therefore the information in this report reflects the January,

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	1166	Garden/Flat	50%	50%	No	No	20		\$630		\$630	\$71	\$701
1	1.0	1408	Garden/Flat	60%	60%	No	No	12	1	\$630		\$630	\$71	\$701
2	1.5	1000	Garden/Flat	50%	50%	No	No	5		\$754		\$754	\$95	\$849
2	1.5	1000	Garden/Flat	60%	60%	No	No	4	1	\$754		\$754	\$95	\$849
Total / Average		1,200						138		\$657		\$657	\$76	\$733

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	4.00	2.50
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	4.00	2.50
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.50	3.90
Comp vs. Subject	Inferior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.10	4.50
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	2.00	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2006	2014
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	yes
Billiard/Game	no	no
Bus/Comp Ctr	yes	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	yes	no
Fitness Ctr	yes	no
Gazebo/Patio	yes	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	no	yes
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	no	yes
Storage	no	no
Comp vs. Subject	Similar	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	yes
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Similar	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	yes
W/D Units	no	no
W/D Hookups	no	yes
Comp vs. Subject	Inferior	

Security		
Amenity	Comp	Subj
Call Buttons	yes	no
Cont Access	yes	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	yes	no
Security Patrols	no	no
Comp vs. Subject	Superior	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Douglass School Apartments is an existing multifamily development located at 711 Oakview Avenue in Bristol, Virginia. The property, which consists of 41 apartment units, was originally constructed in 1925 . This property is currently operated as a rent restricted property. The property currently stands at 95 percent occupancy.

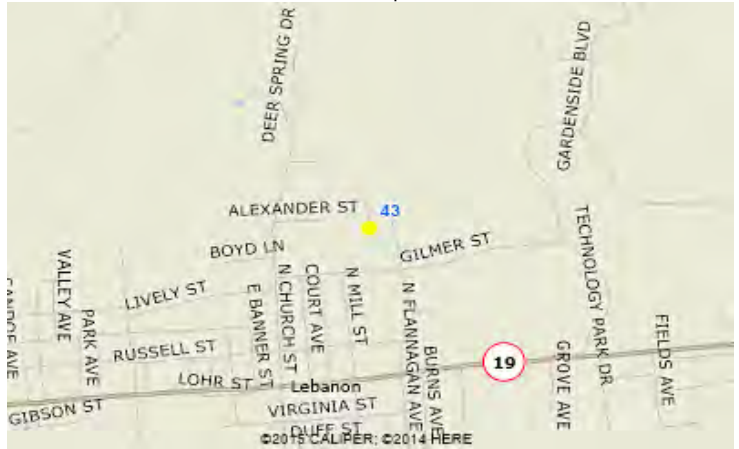
Project Information

Property Name	Lebanon Square Apartments	
Street Number	119	
Street Name	Rogers	
Street Type	Street	
City	Lebanon	
State	Virginia	
Zip	24266	
Phone Number	(276) 889-1330	
Year Built	1990	
Year Renovated	2007	
Minimum Lease	12	
Min. Security Dep.	\$250	
Other Fees	\$25	
Waiting List	12 people	
Project Rent	Restricted	
Project Type	Family	
Project Status	Stabilized	
Financing	2006	Tax Credit
Vouchers	5	
Latitude	36.9043	
Longitude	-82.0781	
Nearest Crossroads	na	
AAC Code	24-016	043

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Paula, Comp. RD Office	
Phone Number	(276) 880-5108	
Interview Date	27-Feb-24	
Interviewed By	PL	

2006 TC's awarded for rehabilitation of this RD property with 43 units of project based rental assistance available to tenants.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	639	Garden/Flat	60%	60%	No	Yes	22		\$629		\$629	\$113	\$742
1	1.0	639	Garden/Flat	60%	60%	No	No	2		\$629		\$629	\$113	\$742
2	1.0	775	Garden/Flat	60%	60%	No	Yes	21		\$720		\$720	\$133	\$853
2	1.0	775	Garden/Flat	60%	60%	No	No	3		\$720		\$720	\$133	\$853
Total / Average		707						140		\$675		\$675	\$123	\$798

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	no
Sewer	yes	no
Trash	yes	no
Comp vs. Subject	Inferior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.00	2.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.00	2.50
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.00	3.90
Comp vs. Subject	Inferior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.70	4.50
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.50	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2000	2014
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	yes
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	no	yes
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	no
Comp vs. Subject	Similar	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	no	yes
Dishwasher	no	yes
Microwave	no	no
Comp vs. Subject	Inferior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	yes
W/D Units	no	no
W/D Hookups	no	yes
Comp vs. Subject	Inferior	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Lebanon Square Apartments is an existing multifamily development located at 119 Rogers Street in Lebanon, Virginia. The property, which consists of 48 apartment units, was originally constructed in 1990. This property is currently operated as a rent restricted property. The property currently stands at 100 percent occupancy.

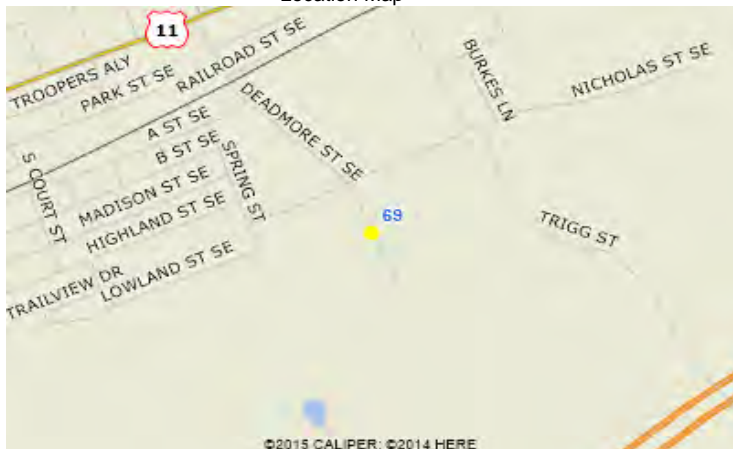
Project Information

Property Name	Ridgefield Court Apartments
Street Number	459
Street Name	Deadmore
Street Type	Street
City	Abingdon
State	Virginia
Zip	24210
Phone Number	(276) 628-2275
Year Built	1987
Year Renovated	2021
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	\$48
Waiting List	5 people
Project Rent	Restricted
Project Type	Family
Project Status	Stabilized
Financing	RD
Vouchers	10
Latitude	36.7095
Longitude	-81.9607
Nearest Crossroads	off Main Street
AAC Code	24-016 069

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Shantay, Manager
Phone Number	(276) 628-2275
Interview Date	19-Feb-24
Interviewed By	PL

RD property with 15 units of project based rental assistance available to tenants. 2021 - 2023 putting in laminate flooring and replacing stove and refrigerators. Ms. Shantay said 2BR Basic and Note Rates the same.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	750	Garden/Flat	50%	50%	No	Yes	5		\$545		\$545	\$100	\$645
1	1.0	750	Garden/Flat	80%	80%	No	No	11		\$595		\$595	\$100	\$695
2	1.5	1000	Garden/Flat	50%	50%	No	Yes	10		\$600		\$600	\$100	\$700
2	1.5	1000	Garden/Flat	80%	80%	No	No	22		\$600		\$600	\$100	\$700
Total / Average		917						48		\$593		\$593	\$100	\$693

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.00	2.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.00	2.50
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.50	3.90
Comp vs. Subject	Inferior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	4.30	4.50
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.00	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2011	2014
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	yes
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	no	yes
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	no	yes
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	no
Comp vs. Subject	Similar	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	no	yes
Dishwasher	no	yes
Microwave	no	no
Comp vs. Subject	Inferior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	yes
W/D Units	no	no
W/D Hookups	no	yes
Comp vs. Subject	Inferior	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Ridgefield Court Apartments is an existing multifamily development located at 459 Deadmore Street in Abingdon, Virginia. The property, which consists of 48 apartment units, was originally constructed in 1987. This property is currently operated as a rent restricted property. The property currently stands at 100 percent occupancy.

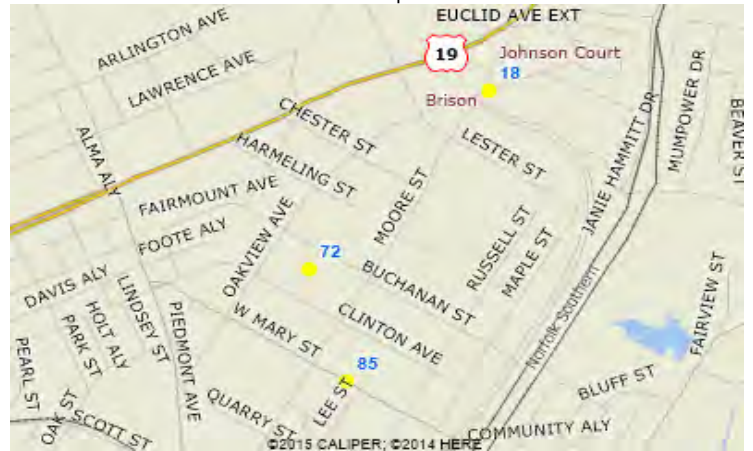
Project Information

Property Name	Sapling Grove Apartments	
Street Number	802	
Street Name	Oakview	
Street Type	Avenue	
City	Bristol	
State	Virginia	
Zip	24201	
Phone Number	(276) 642-2001	
Year Built	2008	
Year Renovated	na	
Minimum Lease	12	
Min. Security Dep.	\$200	
Other Fees		
Waiting List	3-4 years	
Project Rent	Restricted	
Project Type	Family	
Project Status	Stabilized	
Financing	2006	Tax Credit
Vouchers	12	
Latitude	36.6038	
Longitude	-82.1799	
Nearest Crossroads	ew between Buckner & Clinton	
AAC Code	24-016	072

Photo



Location Map



Interview Notes

Person Interviewed	Katie Nelson, Housing Director
Phone Number	(276) 821-6256
Interview Date	27-Feb-24
Interviewed By	PL

2006 TC's awarded for construction of this property with 10 units of public housing rental assistance available to tenants. 2023 redid concrete sidewalks, added community grill, resurfaced parking lot, and painted.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	776	Duplex	60%	60%	No	Yes	3		\$401		\$401	\$84	\$485
1	1.0	776	Duplex	60%	60%	No	No	3		\$401		\$401	\$84	\$485
2	1.0	985	Duplex	60%	60%	No	Yes	7		\$475		\$475	\$99	\$574
2	1.0	985	Duplex	60%	60%	No	No	13		\$475		\$475	\$99	\$574
Total / Average		937						144	26	\$458		\$458	\$96	\$553



Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.50	2.50
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.50	2.50
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.50	3.90
Comp vs. Subject	Inferior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.40	4.50
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.00
Comp vs. Subject	Similar	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2008	2014
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	yes
Billiard/Game	no	no
Bus/Comp Ctr	no	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	no
Fitness Ctr	no	no
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movary/Media Ctr	no	no
Picnic Area	yes	yes
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	no	yes
Storage	no	no
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	yes
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Similar	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	yes
W/D Units	yes	no
W/D Hookups	no	yes
Comp vs. Subject	Similar	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Sapling Grove Apartments is an existing multifamily development located at 802 Oakview Avenue in Bristol, Virginia. The property, which consists of 26 apartment units, was originally constructed in 2008. This property is currently operated as a rent restricted property. The property currently stands at 100 percent occupancy.

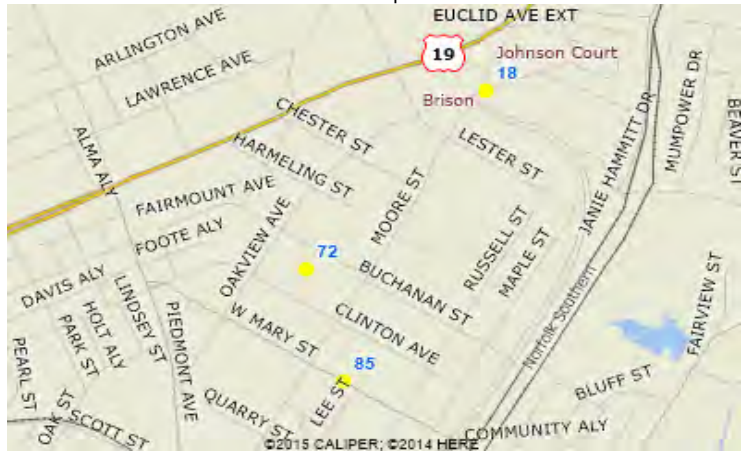
Project Information

Property Name	Thomas Jefferson Senior Apartments	
Street Number	501	
Street Name	Mary	
Street Type	Street	
City	Bristol	
State	Virginia	
Zip	24201	
Phone Number	(276) 642-0500	
Year Built	1892	
Year Renovated	2005	
Minimum Lease	12	
Min. Security Dep.	\$200	
Other Fees	\$35	
Waiting List	4 people	
Project Rent	Restricted	
Project Type	Elderly	
Project Status	Stabilized	
Financing	2001	Tax Credit
Vouchers	29	
Latitude	36.6015	
Longitude	-82.1790	
Nearest Crossroads	na	
AAC Code	24-016	085

Photo



Location Map



Interview Notes

Person Interviewed	Ms. T.J. Barrett, Manager	
Phone Number	(276) 591-0500	
Interview Date	20-Nov-23	
Interviewed By	DFR	

2001 TC's awarded for adaptive reuse of an old elementary school building property without project based rental assistance. Also manages Harbor Landing Apartments. There are no new businesses or new apartments nearby.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	650	Garden/Flat	50%	50%	No	No	22		\$628		\$628	\$71	\$699
2	1.5	785	Garden/Flat	50%	50%	No	No	8		\$749		\$749	\$95	\$844
Total / Average		686						146		\$660		\$660	\$77	\$738

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.00	2.50
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	2.50
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.50	3.90
Comp vs. Subject	Inferior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.30	4.50
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.50	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	1995	2014
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	yes
Billiard/Game	no	no
Bus/Comp Ctr	yes	no
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	yes	no
Fitness Ctr	no	no
Gazebo/Patio	yes	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	yes	no
Movary/Media Ctr	no	no
Picnic Area	no	yes
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	yes
Fireplace	no	no
Patio/Balcony	no	yes
Storage	no	no
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	no	yes
Dishwasher	yes	yes
Microwave	no	no
Comp vs. Subject	Inferior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	yes
W/D Units	no	no
W/D Hookups	no	yes
Comp vs. Subject	Inferior	

Security		
Amenity	Comp	Subj
Call Buttons	yes	no
Cont Access	yes	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	no
Comp vs. Subject	Superior	

Services		
Amenity	Comp	Subj
After School	no	no
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	no
Comp vs. Subject	Similar	

Thomas Jefferson Senior Apartments is an existing multifamily development located at 501 Mary Street in Bristol, Virginia. The property, which consists of 30 apartment units, was originally constructed in 1892. This property is currently operated as a rent restricted property. The property currently stands at 100 percent occupancy.

## STATEMENT OF ASSUMPTIONS & LIMITING CONDITIONS

- The title to the subject property is merchantable, and the property is free and clear of all liens and encumbrances, except as noted.
- No liability is assumed for matters legal in nature.
- Ownership and management are assumed to be in competent and responsible hands.
- No survey has been made by the appraiser. Dimensions are as supplied by others and are assumed to be correct.
- The report was prepared for the purpose so stated and should not be used for any other reason.
- All direct and indirect information supplied by the owner and their representatives concerning the subject property is assumed to be true and accurate.
- No responsibility is assumed for information supplied by others and such information is believed to be reliable and correct. This includes zoning and tax information provided by Municipal officials.
- The signatories shall not be required to give testimony or attend court or be at any governmental hearing with respect to the subject property unless prior arrangements have been made with the client.
- Disclosure of the contents of this report is governed by the By-Laws and Regulations of the Appraisal Institute.
- The legal description is assumed to be accurate.
- This report specifically assumes that there are no site, subsoil, or building contaminants present resulting from residual substances or construction materials, such as asbestos, radon gas, PCB, etc. Should any of these factors exist, the appraiser reserves the right to review these findings, review the value estimates, and change the estimates, if deemed necessary.
- The Americans with Disabilities Act (ADA) became effective January 26, 1992. We have not made a specific compliance survey and analysis of this property to determine whether or not it is in conformity with
- This analysis specifically assumes that the subject property is operated as described in this report.
- This analysis specifically assumes that the subject property is constructed/rehabilitated as described in this report.
- This analysis specifically assumes that the subject property is financed as described in this report.
- This analysis specifically assumes the timing set forth in this report.

## CERTIFICATION

I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- I have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of the appraisal.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Uniform Standards of Professional Appraisal Practice.
- I made a personal inspection of the property that is the subject of this report.
- No one provided significant real property appraisal assistance to the person signing this certification. Debbie Rucker (Allen & Associates Consulting) assisted in compiling the data used in this report.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- As of the date of this report, I have completed the Standards and Ethics Education Requirements for Members of the Appraisal Institute.
- I am presently licensed in good standing as a Certified General Real Estate Appraiser in the states of Delaware, Maryland, North Carolina, South Carolina, and Virginia, allowing me to appraise all types of real estate.

Respectfully submitted:

ALLEN & ASSOCIATES CONSULTING, INC.



Jeff Carroll

## VHDA CERTIFICATION

I affirm the following:

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



Jeff Carroll

March 10, 2024

Date

## NCHMA MARKET STUDY INDEX

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

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

## NCHMA MARKET STUDY INDEX

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

<b>Affordability, Demand, and Penetration Rate Analysis</b>		
31	Estimate of demand	Section 11
32	Affordability analysis with capture rate	Section 11
33	Penetration rate analysis with capture rate	Section 11
<b>Analysis/Conclusions</b>		
34	Absorption rate and estimated stabilized occupancy for subject	Section 11
35	Evaluation of proposed rent levels including estimate of market/achievable rents.	Section 10
36	Precise statement of key conclusions	Executive Summary
37	Market strengths and weaknesses impacting project	Executive Summary
38	Product recommendations and/or suggested modifications to subject	Executive Summary
39	Discussion of subject property's impact on existing housing	Executive Summary
40	Discussion of risks or other mitigating circumstances impacting subject	Executive Summary
41	Interviews with area housing stakeholders	Appendix
<b>Other Requirements</b>		
42	Certifications	Appendix
43	Statement of qualifications	Appendix
44	Sources of data not otherwise identified	NA



## **MISCELLANEOUS**



## QUALIFICATIONS

Allen & Associates Consulting is a real estate advisory firm specializing in affordable housing. Practice areas include low-income housing tax credits, tax-exempt bond transactions, HUD assisted and financed multifamily, USDA-RD assisted and financed properties, public housing, historic tax credits, conventional multifamily, and manufactured housing. Services include development consulting, rent comparability studies, market analysis, feasibility studies, appraisals, capital needs assessments, and utility studies.

Allen & Associates Consulting and its sister organization Allen & Associates Appraisal maintain offices in Charlotte, North Carolina and Detroit, Michigan, respectively. Allen & Associates is approved to provide its services throughout the United States.

The following is a listing of key personnel for Allen & Associates Consulting:

### Jeffrey B. Carroll

Jeffrey B. Carroll is President of Allen & Associates Consulting. Since 2000, Mr. Carroll has completed over 3800 development consulting assignments in 46 states. Major projects include:

- *Market Feasibility* - Completed market studies for 13 proposed tax credit apartment developments on behalf of the Georgia Department of Community Affairs. The portfolio included 5 family and 8 senior communities. Our analysis identified the 4 best deals for the housing finance agency to consider funding.
- *Valuation* - Developed a disposition plan for a 30-property portfolio of apartments on behalf of a private owner. The 921-unit portfolio (located in MD, DE, PA and VA) was valued at \$23 million. Our client relied on our valuations and advice to maximize sales proceeds for the portfolio.
- *Capital Needs Assessments* - Completed capital needs assessments for an 8-property portfolio of RD-financed apartments on behalf of a private developer. The portfolio (located in FL) included 6 family and 2 senior communities. Our client utilized our assessments to develop a scope of work for the proposed acquisition and renovation of the 214-unit portfolio.
- *Utility Allowance Studies* - Completed utility allowance studies for a portfolio of tax credit apartments on behalf of a large national owner/developer. The portfolio (located in CT, DC, IL, IN, MA, NC, OH, PA and VA) included 31 properties. Our client utilized our research to maximize rents and net operating income for the portfolio.
- *Underwriting* - Conducted a financial review on behalf of a local housing authority for the proposed redevelopment of a vacant historic textile mill into loft

apartments. Our client had been asked to issue \$4 million in tax-exempt bonds for the \$15 million project. Our assistance in underwriting the transaction resulted in the green light for the development.

Mr. Carroll's HUD consulting experience includes over 300 HUD Rent Comparability Studies, approximately 40 market studies and appraisals for proposed HUD transactions, over 200 market studies for proposed HUD 221d4/LIHTC transactions, and approximately 30 market studies and appraisals for proposed RAD/LIHTC conversions. And in 1999, Mr. Carroll received an invitation to submit a full HUD 207m application for a proposed manufactured home community development in Kansas City, which was never built because of the 2000 recession.

Mr. Carroll is a certified general appraiser, licensed to appraise real estate in the states of Delaware, Georgia, Maryland, North Carolina, South Carolina and Virginia. Mr. Carroll is also a designated member of the Appraisal Institute (MAI).

Mr. Carroll is a peer-reviewed member of the National Council of Housing Market Analysts, where he served on the Executive Committee and chaired the Data and Ethics Committees.

In addition, Mr. Carroll has also served as a market study reviewer for the Georgia and Michigan housing finance agencies.

Mr. Carroll has written articles on affordable housing, development, property management, market feasibility, and financial analysis for Urban Land magazine, The Journal of Property Management, Community Management magazine, Merchandise magazine, HousingThink, Tax Credit Advisor, and a publication of the Texas A&M Real Estate Research Center known as Terra Grande.

Mr. Carroll has conducted seminars on affordable housing, development, property management, market feasibility, and financial analysis for the American Planning Association, Community Management magazine, the Georgia Department of Community Affairs, Kansas Housing Resources Corporation, the Manufactured Housing Institute, National Association of State and Local Equity Funds, Virginia Community Development Corporation, the Virginia Center for Housing Research, the Virginia Housing Development Authority, and the National Council of Housing Market Analysts.

Mr. Carroll is also an experienced developer and property manager. His experience includes the development of tax credit and bond financed apartment communities, conventional market rate apartments, manufactured home communities, and single-family subdivisions. He has also managed a portfolio of apartment complexes and manufactured home communities.

The following is a summary of Mr. Carroll's relevant educational background:

Clemson University, Bachelor of Science Degree  
Major in Engineering  
Minor Concentration in Economics

1983

Harvard University, Master's Degree in Business Administration Major in General Management Minor Concentration in Economics and Real Estate	1988
Appraisal Institute Qualifying Education for Licensure Continuing Education for Licensure & MAI Designation	2001 2001-present
ASTM International Property Condition Assessments E2018.01	September 2006
The Institute for Professional and Executive Development Tax Credit Property Disposition	October 2007
National Council of Affordable Housing Market Analysts Semi-Annual Meeting & Continuing Education	2002 - present
U.S. Department of Housing and Urban Development Utility Allowance Guidebook MAP Training & Certification	September 2007 September 2007
USDA Rural Development Capital Needs Assessment Provider Training Accessibility Standards Training	September 2007 September 2007

Mr. Carroll, who was awarded a scholarship on the Clemson University varsity wrestling team, has served as an assistant coach for a local high school wrestling team. Mr. Carroll is the father of two and resides in Charlotte, North Carolina.

Debbie Rucker

Debbie Rucker is an analyst with Allen & Associates Consulting, coordinating market research for the company. Mrs. Rucker has worked on over 3800 assignments and has conducted over 50,000 rent surveys.

Mrs. Rucker was also responsible for compiling the database of detailed information on of every tax credit and tax-exempt bond transaction in Delaware, Georgia, Maryland, North Carolina, South Carolina and Virginia since 1999.

The following is a summary of Mrs. Rucker's relevant educational background:

National Council of Affordable Housing Market Analysts Semi-Annual Meeting & Continuing Education	September 2005
Semi-Annual Meeting & Continuing Education	October 2006
Carolinas Council for Affordable Housing Spectrum C <sup>3</sup> P Certification	October 2008

Mrs. Rucker is active in her church and helps run a local judo club. Mrs. Rucker is the mother of three and resides in Weddington, North Carolina.

Michael W. Lash

Michael W. Lash is President of Lash Engineering, an engineering firm located in Charlotte, North Carolina that works closely with Allen & Associates Consulting on utility allowance studies and other specific engagements. Since 1981, Mr. Lash has completed hundreds of assignments including the design of industrial, commercial, multifamily, and single-family developments. Mr. Lash is an expert in the design of utility systems, including wastewater and storm water treatment facilities.

Mr. Lash is a certified professional engineer, licensed in the states of Kansas, Louisiana, North Carolina, South Carolina, and Virginia. Mr. Lash graduated from Louisiana Tech University in Civil Engineering in 1981 and has conducted seminars on advanced wastewater treatment, storm water quality treatment and automated engineering drafting and design with Eagle Point Software.

Mr. Lash is active in his church and volunteers his time teaching karate at a local martial arts academy. Mr. Lash is the father of three and resides in Charlotte, North Carolina.

JEFFREY B. CARROLL  
P.O. Box 79196  
Charlotte, North Carolina 28271  
Phone: 704-905-2276 | Fax: 704-220-0470  
E-Mail: jeffcarroll2018@gmail.com

## Summary

Specialist in the development of workforce housing utilizing structural insulated exterior wall panels.

Current activities include:

- Founder of Tartan Residential, a firm specializing in the development of workforce housing utilizing structural insulated exterior wall panels. Panelization delivers cost savings/benefits that put newly-constructed units within reach for workforce housing renters.
- Founder of Multifamily Building Systems LLC, a firm dedicated to the construction and operation of energy-efficient multifamily properties.
- Co-Founder of the Workforce Housing Development Corporation, a 501c3 non-profit dedicated to the construction, finance, and operation of workforce housing.
- Founder of Allen & Associates Consulting, a real estate advisory firm specializing in workforce and affordable housing.

## Current Activities

President | Tartan Residential, Inc. | Charlotte, NC | 1997 - present

Founder of Tartan Residential, a firm specializing in the development of workforce housing utilizing structural insulated exterior wall panels. Panelization delivers cost savings/benefits that put newly-constructed units within reach for workforce housing renters. Major projects include:

- Buchanan's Crossing Subdivision - A 40-unit duplex development serving families in Kansas City, Kansas. The estimated cost of this three-phase project is \$11.0 million. This mixed income project, targeting families between 50% and 120% of area median income, is financed with a mixture of conventional debt, conventional equity, and tax credit equity. Construction commenced in 2016.
- Davidson's Landing - A 115-unit garden apartment community serving families in Kansas City, Kansas. The cost of this project was \$26 million. This workforce housing development project, which targets families between 30% and 80% of area median income, was financed with tax-exempt bonds. Construction commenced in 2021 during COVID and the global supply chain crisis. The project was completed ahead of schedule and below budget in early 2023.
- Johnston Farms - A proposed 120-unit apartment community serving families in Rock Hill, South Carolina. The estimated cost of this project is \$35 million. This workforce housing development project, which targets families between 50% and 100% of area median income, is proposed to be financed with HUD 221d4 financing. Construction to begin in 2024.
- Dunbar Place - A proposed 100-unit apartment community serving families in Rock Hill, South Carolina. The estimated cost of this project is \$25 million. This workforce housing development project, which targets families between 50% and 80% of area median income, is proposed to be financed with LIHTCs and tax-exempt bonds. Secured the entitlements and initiated the bond inducement process prior to selling to a large non-profit in 2021.
- McLelland Village - A proposed 96-unit garden apartment community serving families in Mooresville, North Carolina. The estimated cost of this project is \$25 million. This workforce housing development project, which targets families between 50% and 80% of area median income, is proposed to be financed with LIHTCs and tax-exempt bonds. Secured the entitlements and initiated the bond inducement process prior to selling to a large non-profit in 2021.

Manager | Multifamily Building Systems LLC | Charlotte, NC | 2019 - present

Founder of Multifamily Building Systems LLC, a firm dedicated to the construction and operation of energy-efficient multifamily properties. MBS brings together building scientists, engineers, and specialty contractors to design, construct, and monitor high-performance buildings. Through the careful selection and sourcing of critical components, MBS helps owners maximize the returns on their multifamily investments.

Co-Founder | Workforce Housing Development Corporation, Inc. | Charlotte, NC | 2019 - present

Co-Founder and non-voting Advisory Board Member of the Workforce Housing Development Corporation, a 501c3 non-profit dedicated to the construction, finance, and operation of workforce housing. Participating projects are positioned to deliver a triple bottom line return (financial, social, environmental) to investors. Major projects include:

- Attracted an affordable housing REIT to provide subordinate debt for as many as 100 workforce housing developments over the next 10 years. Successfully closed on a \$2 million investment in 2021.
- Provided \$450,000 in financing for a bond-financed multifamily development in 2021.
- Secured a tax-exemption for a rental workforce housing development resulting in a \$36 million tax-exempt bond inducement in 2022.
- Developed an intern program known as Workforce Housing University. Hosted 3 interns in 2022 introducing them to the development, construction, management, and finance of rental workforce housing.
- Co-created the HousingThink podcast, a program dedicated to analyzing and discussing the nation's affordable and workforce housing crisis.
- Developed an exchange program for 2 workforce housing developments with a twofold purpose: (1) to notify participating employers of vacant units at participating developments, and (2) to notify residents at participating developments of job openings with participating employers.
- Establishing a training incentive program for residents at participating developments seeking to work in manufacturing, the trades, and other select professions.
- Developing a comprehensive set of planning tools for workforce housing developers to utilize in land use, zoning, and entitlement matters.

President | Allen & Associates Consulting, Inc. | Charlotte, NC | 2000 - present

Founder of Allen & Associates Consulting, a real estate advisory firm specializing in workforce and affordable housing. Practice areas include low-income housing tax credits, tax-exempt bond transactions, HUD assisted and financed multifamily, USDA-RD assisted and financed properties, public housing, historic tax credits, conventional multifamily, and factory-built housing. Services include development consulting, feasibility studies, market analysis, rent comparability studies, appraisals, capital needs assessments, and utility studies. Performed over 3800 development consulting assignments in 46 states since 2000.

Mr. Carroll's HUD consulting experience includes over 300 HUD Rent Comparability Studies, approximately 40 market studies and appraisals for proposed HUD transactions, over 200 market studies for proposed HUD 221d4/LIHTC transactions, and approximately 30 market studies and appraisals for proposed RAD/LIHTC conversions. And in 1999, Mr. Carroll received an invitation to submit a full HUD 207m application for a proposed manufactured home community development in Kansas City, which was never built because of the 2000 recession.

## Prior Experience

### Co-Founder | Delphin Properties LLC | Charlotte, NC | 1998 - present

Co-founder of Delphin Properties, a firm specializing in the acquisition and development of manufactured home communities. This entity is currently inactive. Major projects included:

- Crystal Lakes - A 338-unit manufactured home community serving seniors in Fort Myers, Florida. Purchased the partially-constructed development in 1998, completed construction, and sold it in 2001 for a \$1 million profit.
- Mahler's Glen - A 348-unit development originally planned as a manufactured home community serving families in Garner, North Carolina. Secured zoning and site plan approval, engineered the property (including a private wastewater treatment facility), and sold it to a national homebuilder in 2000 for a \$2 million profit.
- Beacon Wood - A 363-unit development originally planned as a manufactured home community serving families in Crockery Township, Michigan. Secured zoning and site plan approval, engineered the property, and sold it to a regional homebuilder in 2001 for a \$1 million profit.

### Development Director | Clayton, Williams & Sherwood, Inc. | Austin, TX | 1995 - 1997

Development Director for Clayton, Williams & Sherwood, a privately-owned operator of manufactured home communities and apartment complexes. Major projects included:

- Multifamily Development - Managed the construction and lease-up of two apartment communities consisting of 564 units and valued at \$38 million. Each property leased up in excess of 25 units per month.
- Manufactured Home Community Development - Put together development plans for 4 landlease manufactured home communities consisting of 1800 units and valued at \$54 million.
- Modular Home Subdivision Development - Put together development plans for 2 fee simple modular home subdivisions consisting of 200 units and valued at \$20 million.

### Assistant to the President | Southwest Property Trust | Dallas, TX | 1993 - 1995

Assistant to the President for Southwest Property Trust, a large apartment REIT. Provided support to management personnel operating a 12,000-unit apartment portfolio.

### Investment Analyst/Manager | GE Capital | Dallas, TX | 1991 - 1993

Investment Analyst/Manager for GE Capital's Residential Construction Lending business. Assisted in the management of a \$500 million investment portfolio including 30 single family residential land development investments and 70 single family construction lines of credit.

### Regional Manager | Clayton, Williams & Sherwood, Inc. | Newport Beach, CA | 1989 - 1991

Regional Manager for Clayton, Williams & Sherwood, a privately-owned operator of manufactured home communities and apartment complexes. Major projects included:

- Multifamily Management - Management of a 1200-unit apartment portfolio valued at over \$72 million. Implemented a portfolio-wide 10 percent rent increase while cutting operating expenses 3 percent resulting in a \$7 million increase in portfolio value.
- Manufactured Home Community Management - Management of a 1200-unit manufactured home community portfolio valued at over \$36 million. Implemented a 15 percent rent increase in a 500-unit community resulting in a \$4 million increase in property value.



### Manufacturing Management | Milliken & Company | Pendleton, SC | 1983 - 1986

Manufacturing Manager for Milliken & Company, a specialty textile manufacturer headquartered in Spartanburg, South Carolina. Assigned to a dyeing and finishing facility. Exposed to a wide range of manufacturing issues: facility layout, purchasing, scheduling, material handling, automation, process improvement, quality control, inventory management, logistics, personnel, safety, environmental, and customer service.

## **Education**

### Harvard Business School | MBA, General Management, Real Estate, Economics | 1986 - 1988

Graduated in 1988 with an MBA from Harvard Business School. Emphasis in General Management and Real Estate with a minor concentration in Economics. Educational highlights include:

- Conducted a study of the passenger tire industry in 1986. Evaluated Firestone's competitive position relative to other tiremakers. Observed that other manufacturers enjoyed a cost advantage over Firestone because of superior scale, better capacity utilization, and more accumulated experience in tire production. Concluded that Firestone should merge with another tiremaker to bolster its competitive position. One year after completing this study, Firestone was acquired by Bridgestone - Japan's largest tiremaker.
- Performed financial analysis for a Boston-based tax credit syndicator to help pay for school. Evaluated two elderly tax credit deals that ultimately closed in 1989.

### Clemson University | BS, Engineering, Economics | 1978 - 1983

Graduated in 1983 with a BS in Engineering from Clemson University. Minor concentration in Economics. Honors included Dean's List and Alpha Lambda Delta honorary. Elected officer for Phi Delta Theta social fraternity. Awarded scholarship on Clemson's varsity wrestling team.

## **Certifications, Designations and Affiliations**

Mr. Carroll is a member of the Harvard Real Estate Alumni Organization, the HBS Real Estate Alumni Association, the HBS Social Enterprise Initiative, and the North Carolina Building Performance Association.

Mr. Carroll is a certified general appraiser, licensed to appraise real estate in the states of Delaware, Georgia, Maryland, North Carolina, South Carolina, and Virginia. Mr. Carroll is also a designated member of the Appraisal Institute (MAI).

Mr. Carroll is a peer-reviewed member of the National Council of Housing Market Analysts (NCHMA), where he served on the Executive Committee and chaired the Data and Ethics Committees.

## **Specialties**

Specialties include workforce and affordable housing, low-income housing tax credits, tax-exempt bond transactions, development, development consulting, land use, zoning, entitlements, structured real estate investments, multifamily, manufactured housing, modular construction, panelization, HVAC system design, and manufacturing management.

# Certificate of Professional Designation

*This certificate verifies that*

**Jeff Carroll**

*Allen & Associates Consulting Inc.*

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



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

**Membership Term**  
1/1/2024 to 12/31/2024



**Kaitlyn Snyder**  
Managing Director, NCHMA