

A MARKET FEASIBILITY STUDY OF:
CH3 South Nine

A MARKET FEASIBILITY STUDY OF: **CH3 SOUTH NINE**

1900 S. Eads Street
Arlington, Arlington County, Virginia 22202

Inspection Date: February 29, 2024
Effective Date: February 29, 2024
Report Date: March 13, 2024

Prepared for:
Danny Ross
Arlington Partnership for Affordable Housing (APAH)
4318 N Carlin Spring Road
Arlington, VA 22203

Assignment Code: 10354468

Prepared by:
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March 13, 2024

Danny Ross
Arlington Partnership for Affordable Housing (APAH)
4318 N Carlin Spring Road
Arlington, VA 22203

Re: Market Study for CH3 South Nine
1900 S. Eads Street
Arlington, Arlington County, Virginia 22202

Dear Danny Ross:

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

The purpose of this market study is to assess the viability of CH3 South Nine ("Subject"). The Subject is the 9% portion of a 4%/9% twinning LIHTC overall two-phase development. The Subject component will consist of 88 family units restricted to households earning 30, 50, and 60 percent of the AMI, or less. Nine of the Subject's 88 affordable units will be set aside as permanent supportive housing and will benefit from a project-based rental assistance (PBRA) subsidy where tenants pay 30 percent of their income towards rent. The overall CH3 development will be a 432-unit affordable family development, with all of the units located in the same building. We are concurrently preparing a land appraisal of the Subject property which is for the overall development of 432-units. We have completed no additional prior work on the Subject within the last three years. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions.

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

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

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

ARLINGTON PARTNERSHIP FOR AFFORDABLE HOUSING (APAH)

MARCH 2024

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

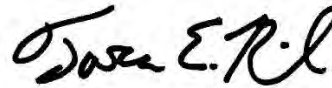
Arlington Partnership for Affordable Housing (APAH) is the client in this engagement and intended user of this report. The Stated Purpose of this assignment is for tax credit application purposes. You agree not to use the Report other than for the Stated Purpose, and you agree to indemnify us for any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

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

Respectfully submitted,
Novogradac



Kelly Gorman
Partner



Tara Rial
Manager



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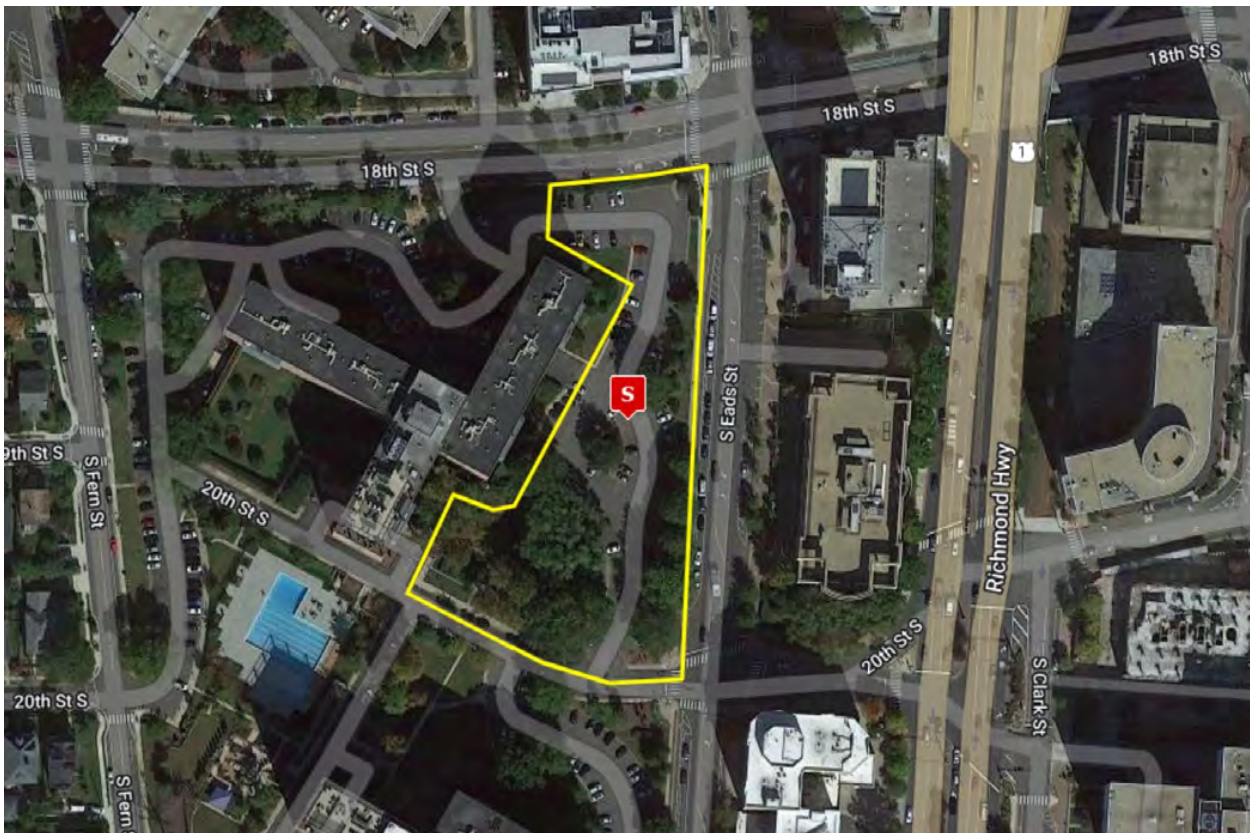
ADDENDUM G - SUBJECT MATRICES AND PROPERTY PROFILES

A. EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

Subject Site Location:

CH3 South Nine (Subject) is the proposed new construction of an 88-unit affordable family development to be funded with Low-Income Housing Tax Credits (LIHTC). The Subject is the 9% portion of a 4%/9% twinning LIHTC overall two-phase development. The overall Subject site for the 432-units is a 2.35-acre parcel located at 1900 S. Eads Street, Arlington, Virginia 22202. Upon completion, the Subject will consist of one elevator-serviced, highrise building offering a total of 88 studio, one, two, and three-bedroom apartments. The Subject's units will be restricted to households earning 30, 50, and 60 percent of AMI, or less. Nine of the Subject's 88 affordable units will be set aside as permanent supportive housing and will benefit from a project-based rental assistance (PBRA) subsidy where tenants pay 30 percent of their income towards rent. The overall CH3 development will consist of 432 units. Construction on both phases is anticipated to begin in April 2025 and be complete in October 2027.



Source: Google Maps, February 2024

Surrounding Land Uses:

North of the Subject site is Crystal Flats, a market rate multifamily development that has been used as a comparable in this analysis, as well as Crystal Towers, a market rate multifamily development offering studio, one, two, three-bedroom units that we have been unable to contact and has been excluded from this report. According to CoStar, Crystal Towers is 91.3 percent occupied. Farther north is Lofts 590 Apartments, a market rate multifamily development offering studio, one, and two-bedroom units that we have been unable to contact and has been excluded from this report. According to CoStar, Lofts 590 is 95.3 percent occupied. Northeast of the Subject site are several hotels,

followed by additional commercial/retail uses including restaurants and a shopping mall. East of the Subject site are several hotels, followed by additional commercial/retail uses including offices, a theater, and restaurants. Farther east area additional commercial/retail uses and Crystal Place Apartments, a market rate multifamily development that we have been unable to contact and has been excluded from this report. Directly south of the Subject is Crystal House I, one of the Subject's sister properties that has been used as a comparable in this analysis. Farther south are the development sites for the proposed Crystal House IV and Crystal House V. South beyond that are commercial/retail uses including restaurants, a day care center, a convenience store, and a bank. Immediately west of the Subject site is Crystal House, one of the Subject's sister properties that has been used as a comparable in this analysis. Farther west are the development sites for the proposed Crystal House VI, Crystal House VII, and Crystal House VIII. West beyond that are single-family homes in generally average to good condition.

Site Description:

The overall Subject site is irregular in shape and is along S. Eads Street and 20th Street S. The overall site for the 432-unit CH3 development is 2.35 acres, or 102,544 square feet according to the client. This parcel has not been subdivided between the phases. The site exhibits level topography and is not located in a floodplain. We assume the subdivision will occur at a later date with proper shared use agreements in place. The Subject building will be an eleven-story highrise building. Upon completion, the Subject will exhibit excellent overall condition.

Scope of Construction:

Construction on the Subject is scheduled to begin in April 2025 and be complete in October 2027.

Proposed Rents:

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

PROPOSED RENTS

Unit Type	Unit Size (SF)	# Units	Contract Rent	Asking Rent	Utility Allowance*	Gross Rent	2023 LIHTC Maximum Allowable Gross Rent	2024 HUD Fair Market Rent
@30%								
1BR/1BA	621	4	-	\$732	\$115	\$847	\$847	\$1,803
2BR/1.5BA	859	13	-	\$874	\$143	\$1,017	\$1,017	\$2,045
3BR/2BA	1,027	5	-	\$1,003	\$172	\$1,175	\$1,175	\$2,544
@50% (PBRA)								
1BR/1BA	621	5	\$1,298	\$1,298	\$115	\$1,413	\$1,413	\$1,803
2BR/1.5BA	859	4	\$1,553	\$1,553	\$143	\$1,696	\$1,696	\$2,045
@50%								
0BR/1BA	461	1	-	\$1,225	\$93	\$1,318	\$1,318	\$1,772
2BR/1.5BA	859	19	-	\$1,553	\$143	\$1,696	\$1,696	\$2,045
3BR/2BA	1,027	6	-	\$1,787	\$172	\$1,959	\$1,959	\$2,544
@60%								
1BR/1BA	621	7	-	\$1,580	\$115	\$1,695	\$1,695	\$1,803
2BR/1.5BA	859	17	-	\$1,892	\$143	\$2,035	\$2,035	\$2,045
3BR/2BA	1,027	7	-	\$2,179	\$172	\$2,351	\$2,351	\$2,544
Total		88						

*Source of Utility Allowance provided by the Developer

The proposed Subject will target one to five person households earning 30, 50, and 60 percent of the AMI or below.

Target Household Income Levels:

The Subject will target family households. Based on the proposed unit mix and rent levels, the range of annual household income levels is depicted below.

INCOME LIMITS - AS PROPOSED

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@30%		@50%		@50% (PBRA)		@60%	
OBR	-	-	\$45,189	\$52,750	-	-	-	-
1BR	\$29,040	\$36,180	-	-	\$0	\$60,300	\$58,114	\$72,360
2BR	\$34,869	\$40,710	\$58,149	\$67,850	\$0	\$67,850	\$69,771	\$81,420
3BR	\$40,286	\$48,840	\$67,166	\$81,400	-	-	\$80,606	\$97,680

INCOME LIMITS - ABSENT SUBSIDY

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@30%		@50%		@60%	
OBR	-	-	\$45,189	\$52,750	-	-
1BR	\$29,040	\$36,180	\$48,446	\$60,300	\$58,114	\$72,360
2BR	\$34,869	\$40,710	\$58,149	\$67,850	\$69,771	\$81,420
3BR	\$40,286	\$48,840	\$67,166	\$81,400	\$80,606	\$97,680

Economic Conditions

Employment in the PMA is concentrated in prof/scientific/tech services, public administration, and healthcare/social assistance, which collectively comprise 44.2 percent of local employment. The large share of PMA employment in the healthcare/social assistance and public administration sectors is notable as these industries are historically stable, and tend to exhibit greater resilience during economic downturns. Relative to the nation, the PMA features comparatively greater employment in the prof/scientific/tech services, public administration, and other services industries. Conversely, the PMA is underrepresented in the manufacturing, retail trade, and healthcare/social assistance sectors. Employment in the MSA declined by 5.6 percent in 2020 amid the pandemic, similar to the overall nation. The MSA subsequently recovered all pandemic-related job losses, and employment levels are currently at a post-recessionary record. As of November 2023, employment in the MSA is increasing at an annualized rate of 2.8 percent, slightly above the 2.1 percent growth reported across the nation.

Primary Market Area

We determined the Primary Market Area (PMA) based on our conversations with local market participants including property managers, as well as our physical inspection of the market. The PMA is generally defined as the communities of Aurora Hills, Pentagon City, Douglas Park, Arlington Heights, Barcroft, Arlington Mill, Forest Glen, Potomac West, Glencarlyn, Forest Glen, and Shirlington. The PMA boundaries are: Washington Boulevard, Interstate 395 and Route 50 to the north, Leesburg Pike to the west, Interstate 395 and West Glebe Road to the south, and Route 1 in the east. The PMA encompasses approximately 23 square miles. We believe that additional support will originate from areas outside of the established PMA. We estimate a leakage of 10 percent. To provide a broader economic context for the Subject, we also include a Secondary Market Area (SMA). The SMA for the Subject is the Washington-Arlington-Alexandria, DC-VA-MD-WV Metropolitan Statistical Area (MSA), which consists of the following counties: District of Columbia in District of Columbia; Jefferson in West Virginia; Calvert, Charles, Frederick, Montgomery, and Prince George's in Maryland; Alexandria City, Arlington, Clarke, Culpeper, Fairfax City, Fairfax, Falls Church City, Fauquier, Fredericksburg City, Loudoun, Manassas city, Manassas Park City, Prince William, Rappahannock, Spotsylvania, Stafford, and Warren in Virginia. The MSA is 8,653 square miles.

Demographic Data

Population in the PMA increased at an annualized rate of 0.9 percent between 2010 and 2023, compared to growth of 1.2 percent in the MSA and 0.7 percent across the nation. The percentage of renter households in the PMA rose between 2010 and 2023 and is estimated to be 59 percent as of 2023. This is more than the estimated 33 percent renter households across the overall nation. The median income in the PMA as of 2023

is similar to the MSA and overall nation. According to ESRI demographic projections, population, household, and median income levels are expected to rise through 2028. We have considered local demographic trends in our determination of achievable rents.

Vacancy

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

OVERALL VACANCY

Property Name	Program	Tenancy	Total Units	Vacant Units	Vacancy %
Crystal House & Crystal House I	LIHTC/Market	Family	825	52	6.3%
Gilliam Place	LIHTC	Family	173	4	2.3%
Monterey Apartments	LIHTC	Family	109	0	0.0%
Quebec Apartments	LIHTC/Market	Family	172	2	1.2%
The Apex	LIHTC	Family	256	10	3.9%
Crystal Flats	Market	Family	199	17	8.5%
Oakland Apartments	Market	Family	245	3	1.2%
Riverhouse Apartments	Market	Family	1,670	91	5.4%
The Paramount Apartments	Market	Family	135	4	3.0%
Trove	Market	Family	401	11	2.7%
LIHTC Total			1,535	68	4.4%
Market Total			2,650	126	4.8%
Overall Total			4,185	194	4.6%

The comparable properties reported vacancy rates ranging from zero to 8.5 percent, with an overall weighted average of 4.6 percent. Managers at one of the five LIHTC properties reported being fully occupied. The average vacancy rate reported by the affordable comparables was 4.4 percent, similar to the 4.8 percent weighted average reported by the market rate properties. Management at Crystal House & Crystal House I, which reported an elevated vacancy rate of 6.3 percent, was unable to provide a reason for the elevated rate, but noted that the units restricted to 50 percent of the AMI are occupied. However, during our previous interview in September 2023, management indicated that they often have trouble finding income-qualified tenants for the property's units restricted to 80 percent of the AMI. All of the market rate properties reported vacancy rates of 8.5 percent or less. Management at Crystal Flats, which reported an elevated vacancy rate of 8.5 percent, was unable to provide a reason for the elevated rate. Based on the performance of the comparables, we expect the Subject will operate with a vacancy rate of approximately five percent.

Vacancy By Bedroom Type

The following table summarizes overall vacancy levels by bedroom type at the surveyed properties.

VACANCY BY BEDROOM TYPE

Property Name	Program	Tenancy	0BR	1BR	2BR	3BR
Crystal House & Crystal House I	LIHTC/Market	Family	-	-	-	-
Gilliam Place	LIHTC	Family	-	-	-	-
Monterey Apartments	LIHTC	Family	-	-	-	-
Quebec Apartments	LIHTC/Market	Family	0.0%	0.0%	0.0%	0.0%
The Apex	LIHTC	Family	0.0%	0.0%	0.0%	0.0%
Crystal Flats	Market	Family	-	-	-	-
Oakland Apartments	Market	Family	2.3%	1.3%	1.2%	0.0%
Riverhouse Apartments	Market	Family	-	-	-	-
The Paramount Apartments	Market	Family	-	-	-	-
Trove	Market	Family	-	-	-	-

HISTORICAL VACANCY

Property Name	Program	Total Units	2018 Q4	2022 Q3	2023 Q3	2023 Q4	2024 Q1
Crystal House & Crystal House I	LIHTC/Market	825	6.2%	N/A	5.3%	N/A	6.3%
Gilliam Place	LIHTC	173	N/A	0.0%	0.6%	N/A	2.3%
Monterey Apartments	LIHTC	109	N/A	2.8%	1.8%	1.8%	0.0%
Quebec Apartments	LIHTC/Market	172	N/A	1.2%	N/A	0.0%	1.2%
The Apex	LIHTC	256	N/A	N/A	2.0%	N/A	3.9%
Crystal Flats	Market	199	N/A	N/A	N/A	N/A	8.5%
Oakland Apartments	Market	245	N/A	2.9%	N/A	1.2%	1.2%
Riverhouse Apartments	Market	1,670	8.2%	N/A	4.5%	N/A	5.4%
The Paramount Apartments	Market	135	1.5%	N/A	0.7%	N/A	3.0%
Trove	Market	401	N/A	N/A	N/A	N/A	2.7%

As proposed, the Subject will consist of studio, one, two, and three-bedroom units. Only three of the comparable properties provided a detailed unit mix. Vacancy rates in the market average 0.8 percent for studio units, 0.4 percent for one-bedroom units, 0.4 percent for two-bedroom units, and 0.0 percent for three-bedroom units. Overall, given the vacancy rates in the market and the household growth rates projected for the PMA, we do not believe the Subject will negatively impact the existing properties in the market.

Absorption Estimate

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

ABSORPTION

Property Name	Program	Tenancy	City	Year	Total Units	Absorption (units/month)	Distance to Subject
Arlington View Terrace East	LIHTC	Family	Arlington	2023	77	11	1.1 miles
The Cadence	LIHTC	Family	Arlington	2022	97	24	2.9 miles
The MO	LIHTC	Family	Washington	2022	300	25	4.8 miles
The Bridge	LIHTC	Family	Washington	2022	112	15	3.3 miles
MDL Flats	LIHTC	Family	Washington	2021	76	50	2.5 miles
The Silva	Market	Family	Washington	2021	172	6	4.8 miles
555 E Street SW	LIHTC	Senior	Washington	2020	58	20	2.6 miles
The Apex*	LIHTC	Family	Arlington	2020	256	21	1.2 miles
Riverpoint	Market	Family	Washington	2020	480	25	2.3 miles
Watermark At Buzzard Point	Market	Family	Washington	2020	453	25	2.4 miles
Average Affordable					139	24	
Average Market					368	19	
Overall Average					208	22	

*Comparable Property

We obtained absorption data from ten properties, located between 1.1 and 4.8 miles from the Subject site. These properties reported absorption rates ranging from six to 50 units per month, with an overall average of 22 units per month. Overall, we expect the proposed Subject will experience an absorption rate of 20 units per month. This equates to an absorption period of approximately four months.

Demand

The demand analysis illustrates demand for the Subject based on capture rates of income-eligible renter households. The following table details the capture rates by AMI level, the overall capture rate for all units, the annual demand and overall demand, and the market focus penetration rate. Based on the Subject's tenancy and location, we assume that 10 percent of the Subject's tenants will originate from outside the PMA.

DEMAND CONCLUSIONS		
Calculation	As Proposed	Absent Subsidy
@30%	0.3%	0.3%
@50%	0.4%	0.2%
@50% (PBRA)	0.0%	0.2%
@60%	0.2%	0.2%
All Units	0.2%	0.3%
Annual Demand	0.6%	0.8%
Penetration Rate	18.2%	23.3%

These capture rates are reasonable taking into account the other indications of demand such as low vacancy rates and waiting lists reported by the comparable properties. The Demand Analysis illustrates demand for the Subject based on capture rates of income-eligible renter households. The demand analysis illustrates adequate demand for the Subject's units.

- The Subject is located in Arlington, Virginia. Arlington is typically a target area for families who live in markets with high job growth, such as the Washington, DC metropolitan area.

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

	As Proposed	Absent Subsidy
Project Wide Capture Rate - LIHTC Units	0.7%	0.9%
Project Wide Capture Rate - Market Units	N/A	N/A
Project Wide Capture Rate - All Units	0.7%	0.9%
Project Wide Absorption Period (Months)	4.4 months	4.4 months

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

Strengths

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

Weaknesses

- There are no identified significant issues with the proposed concept, and we recommend no additional changes to the Subject development.

Recommendations and Overall Conclusion

We have no further recommendations for the development. The Subject will be well-positioned in the market. As a newly constructed property, the Subject will be in similar to superior condition relative to the majority of the comparable properties. The market exhibits strong demand for affordable housing, with a weighted average vacancy rate of 3.9 percent at the comparable affordable properties. Vacancy loss at the Subject is expected to be no more than five percent over a typical investment period. Given the low vacancy rates and high demand reported by the affordable comparables, as well as the rent advantages over the market rate rents, we believe that 2023 maximum allowable rents are achievable for the Subject at the 30, 50, and 60 percent of AMI levels. The Subject will be well-accepted in the market as a newly-constructed LIHTC property, and the concluded achievable LIHTC rents offer a market rent advantage.

B. INTRODUCTION AND SCOPE OF WORK

INTRODUCTION AND SCOPE OF WORK

Report Description:	Novogradac has performed a comprehensive market study of the multifamily rental market in the Arlington, Virginia areas relative to CH3 South Nine, a proposed 88-unit family LIHTC development.
Developer/Client Information:	The project sponsor is Arlington Partnership for Affordable Housing.
Intended Use and Users of the Report:	The report will be submitted to Virginia Housing for LIHTC application purposes. The intended users of the report are Virginia Housing and the Arlington Partnership for Affordable Housing.
Scope of the Report:	<ul style="list-style-type: none">• Analyzing the appropriateness of the proposed unit mix, rent levels, unit and complex amenities, and site.• In-person inspection of the Subject site and its general location.• Estimating the market rents, absorption rates and stabilized occupancy levels for the market area.• Investigating the general economic health and conditions of the multifamily rental market.• Estimating number of income-eligible households and performing an analysis of relevant demographic demand for the Subject.• Complete a by-bedroom capture rate analysis that analyzes the level of potential income-eligible tenants in the Primary Market Area.• Reviewing relevant public records and contacting public agencies.• Analysis of the economic and social conditions in the market area, in relation to the project.• Establishing the Subject's Primary Market Area, if applicable.• Surveying competing projects, both LIHTC and market-rate.
Effective Date:	The Subject was inspected on February 29, 2024, and this will serve as the effective date for the report.
Primary Contacts for the Report:	Kelly Gorman – Kelly.Gorman@novoco.com Tara Rial – Tara.Rial@novoco.com Nicolas Deandreis – Nicolas.Deandreis@novoco.com

C. PROJECT DESCRIPTION

PROJECT DESCRIPTION

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

Subject Property Description:

CH3 South Nine (Subject) is the proposed new construction of an 88-unit affordable family development to be funded with Low-Income Housing Tax Credits (LIHTC). The overall site for the 432-unit development is a 2.35-acre parcel located at 1900 S. Eads Street, Arlington, Virginia 22202. The Subject is the 9% portion of a 4%/9% twinning LIHTC overall two-phase development. The Subject component will consist of 88 family units restricted to households earning 30, 50, and 60 percent of the AMI, or less. Nine of the Subject's 88 affordable units will be set aside as permanent supportive housing and will benefit from a project-based rental assistance (PBRA) subsidy where tenants pay 30 percent of their income towards rent. The overall CH3 development will be a 432-unit affordable family development, with all of the units located in the same building. Both of the CH3 phases will be constructed at the same time. Upon completion, the Subject will consist of one elevator-serviced, highrise building. Notable amenities will include a business center, central air conditioning, central laundry, a community room, a courtyard, dishwashers, a fitness center, garages, intercom (buzzer), limited access, on-site management, picnic areas, a playground, service coordination, and vinyl plank flooring. All property amenities will be shared with the other phase. Construction is anticipated to begin in April 2025 and be complete in October 2027.

Construction Type:

The Subject will consist of one 11-story elevator-serviced highrise-style residential building. Upon completion, the Subject will exhibit excellent overall condition.

Target Population and Occupancy Type:

Qualifying incomes for the Subject's tenants will range from \$0 to \$97,680. Absent subsidy, the income limits will range between \$29,040 to \$97,680.

Proposed Rents:

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

PROPOSED RENTS

Unit Type	Unit Size (SF)	# Units	Contract Rent	Asking Rent	Utility Allowance*	Gross Rent	2023 LIHTC Maximum Allowable Gross Rent	2024 HUD Fair Market Rent
@30%								
1BR/1BA	621	4	-	\$732	\$115	\$847	\$847	\$1,803
2BR/1.5BA	859	13	-	\$874	\$143	\$1,017	\$1,017	\$2,045
3BR/2BA	1,027	5	-	\$1,003	\$172	\$1,175	\$1,175	\$2,544
@50% (PBRA)								
1BR/1BA	621	5	\$1,298	\$1,298	\$115	\$1,413	\$1,413	\$1,803
2BR/1.5BA	859	4	\$1,553	\$1,553	\$143	\$1,696	\$1,696	\$2,045
@50%								
0BR/1BA	461	1	-	\$1,225	\$93	\$1,318	\$1,318	\$1,772
2BR/1.5BA	859	19	-	\$1,553	\$143	\$1,696	\$1,696	\$2,045
3BR/2BA	1,027	6	-	\$1,787	\$172	\$1,959	\$1,959	\$2,544
@60%								
1BR/1BA	621	7	-	\$1,580	\$115	\$1,695	\$1,695	\$1,803
2BR/1.5BA	859	17	-	\$1,892	\$143	\$2,035	\$2,035	\$2,045
3BR/2BA	1,027	7	-	\$2,179	\$172	\$2,351	\$2,351	\$2,544
Total		88						

*Source of Utility Allowance provided by the Developer

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

Construction Date: Construction on the Subject is scheduled to begin in April 2025 and be complete in October 2027.

Target Household Income Levels: The proposed Subject will target one to five person households earning 30, 50, and 60 percent of the AMI or below.

INCOME LIMITS - AS PROPOSED

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@30%		@50%		@50% (PBRA)		@60%	
OBR	-	-	\$45,189	\$52,750	-	-	-	-
1BR	\$29,040	\$36,180	-	-	\$0	\$60,300	\$58,114	\$72,360
2BR	\$34,869	\$40,710	\$58,149	\$67,850	\$0	\$67,850	\$69,771	\$81,420
3BR	\$40,286	\$48,840	\$67,166	\$81,400	-	-	\$80,606	\$97,680

INCOME LIMITS - ABSENT SUBSIDY

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@30%		@50%		@60%	
OBR	-	-	\$45,189	\$52,750	-	-
1BR	\$29,040	\$36,180	\$48,446	\$60,300	\$58,114	\$72,360
2BR	\$34,869	\$40,710	\$58,149	\$67,850	\$69,771	\$81,420
3BR	\$40,286	\$48,840	\$67,166	\$81,400	\$80,606	\$97,680

Utility Structure: The following table details utility allowance calculations as derived from the utility allowance schedule provided by Viridiant on February 20, 2024.

HOUSING AUTHORITY UTILITY ALLOWANCE

Utility and Source	Paid By	OBR	1BR	2BR	3BR
Heating - electric	Tenant	\$11	\$14	\$17	\$20
Cooking - electric	Tenant	\$4	\$6	\$7	\$8
Electric	Tenant	\$18	\$23	\$28	\$33
Air Conditioning - central	Tenant	\$5	\$7	\$8	\$10
Hot Water - electric	Tenant	\$11	\$13	\$16	\$19
Cold Water	Tenant	\$19	\$22	\$27	\$32
Sewer	Tenant	\$25	\$30	\$40	\$50
Trash	Landlord	\$26	\$26	\$26	\$26
TOTAL - Paid by Landlord		\$26	\$26	\$26	\$26
TOTAL - Paid by Tenant		\$93	\$115	\$143	\$172
TOTAL - Paid By Tenant Provided by Developer		\$93	\$115	\$143	\$172
% Delta (Developer / Housing Authority)		100%	100%	100%	100%

Source: Viridiant, February 2024

The proposed Subject will offer central air conditioning and electric cooking, heating, and water heating. Tenants will be responsible for the cooking, hot water, heating, electric, cold water, and sewer expenses. The landlord will be responsible for the trash cost. The trash cost shown in the table was obtained from the Arlington County Housing Division utility schedule, effective July 1, 2023.

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

UNIT MIX AND SQUARE FOOTAGE			
Unit Type	Number of Units	Unit Size (SF)	Net Leasable Area
OBR/1BA	1	461	461
1BR/1BA	16	621	9,936
2BR/1.5BA	53	859	45,527
3BR/2BA	18	1,027	18,486
Total	88		74,385

Net Leasable Area: 74,385 square feet.

Unit Amenities: Notable amenities offered by the proposed Subject will include central air conditioning, dishwashers, disposals, microwaves, vinyl plank flooring, and walk-in closets.

Common Area Amenities: Notable amenities offered by the proposed Subject will include a business center, central laundry, a community room, a fitness center, on-site management, picnic areas, a playground, and service coordination.

Parking: The Subject 88-unit component will offer 38 garage parking spaces for residents, or 0.43 spaces per unit, in addition to 199 replacement parking spaces. The overall development will offer 389 garage parking spaces, or 0.90 spaces per unit. Given the Subject's close proximity to public transit, we expect the number of parking spaces to be adequate.

Number of Stories and Buildings: The Subject’s elevator-serviced design is similar to most existing rental properties in the area.

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

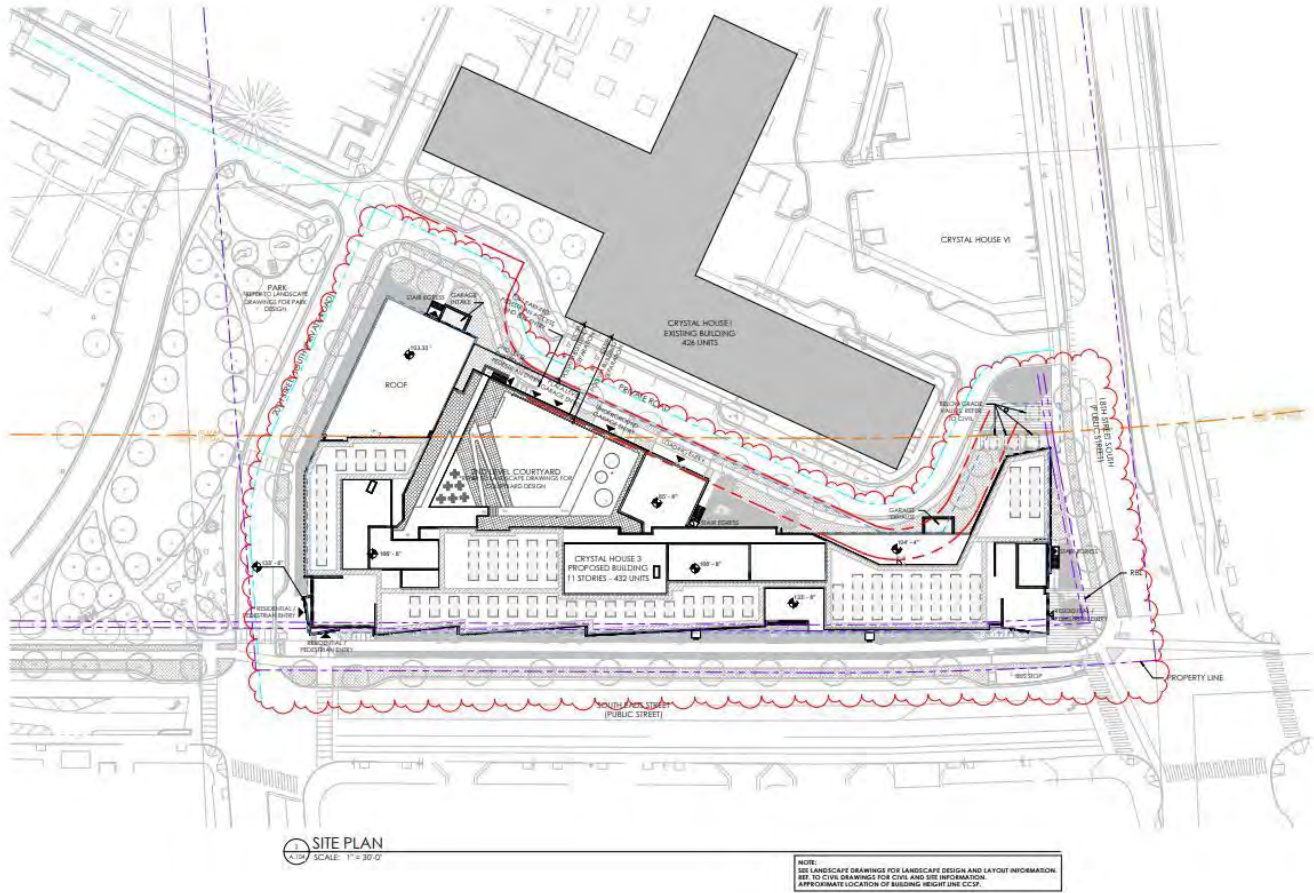
Quality of Construction Condition and Deferred Maintenance: The Subject will not suffer from deferred maintenance as a newly constructed development.

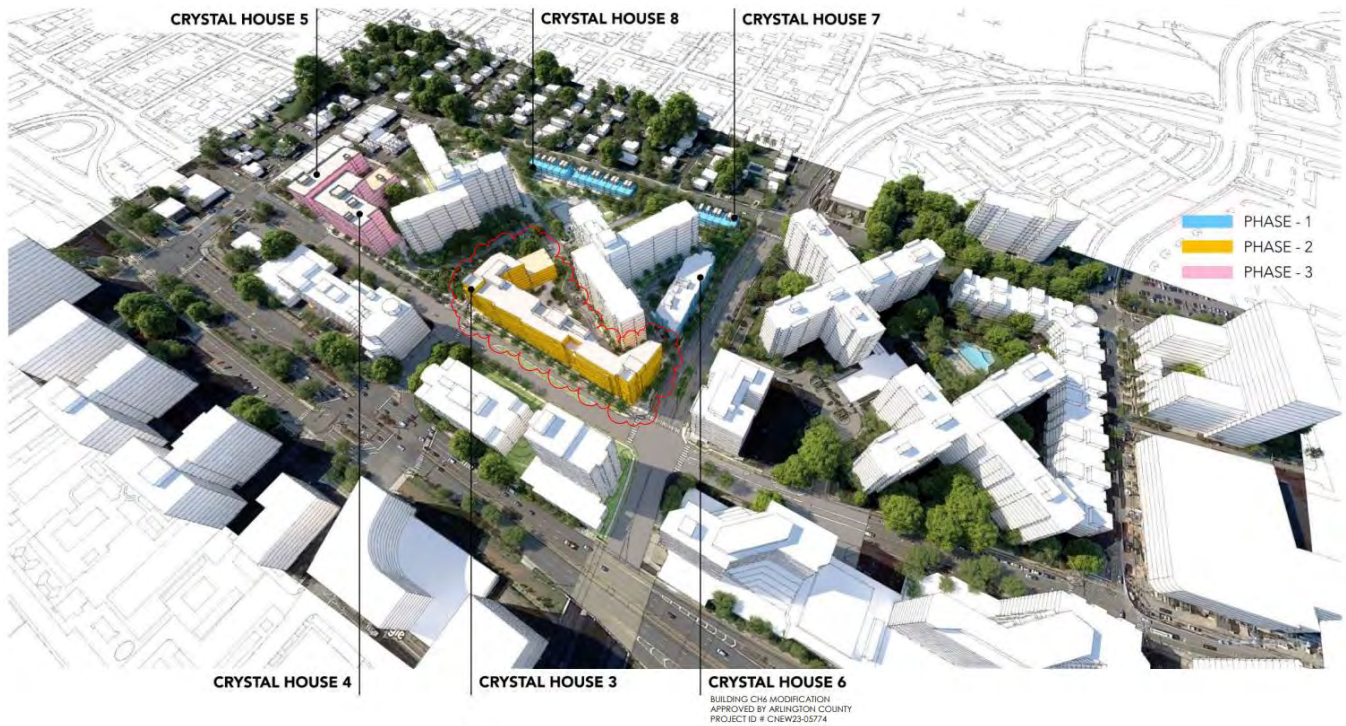
Functional Utility: We assume the Subject will not suffer from functional obsolescence. We reviewed the Subject’s plans and determined it to be market-oriented and functional.

Architectural Plans: A copy of the floor plans and elevations, prepared by KGD Architecture PC and dated January 18, 2024, are provided in the addendum of the report.

Conclusion: The Subject is physically capable of supporting a variety of legally permissible uses and is considered a desirable site.


Site Plan





CH3 is the first phase of the overall development. Construction on the Subject is scheduled to begin in April 2025 and be complete in October 2027. Crystal House 4 is a market-rate multifamily development approved for 222 units. Crystal House 5 is the final phase of the overall development and will consist of 81 affordable family units with development planned to begin after stabilization of CH3. Crystal House 6 is an 80-unit affordable development restricted to seniors aged 62 and over with construction planned to begin after completion of CH3. Crystal House 7/8 consists of for-sale townhomes, which has been approved for 21 market-rate units.

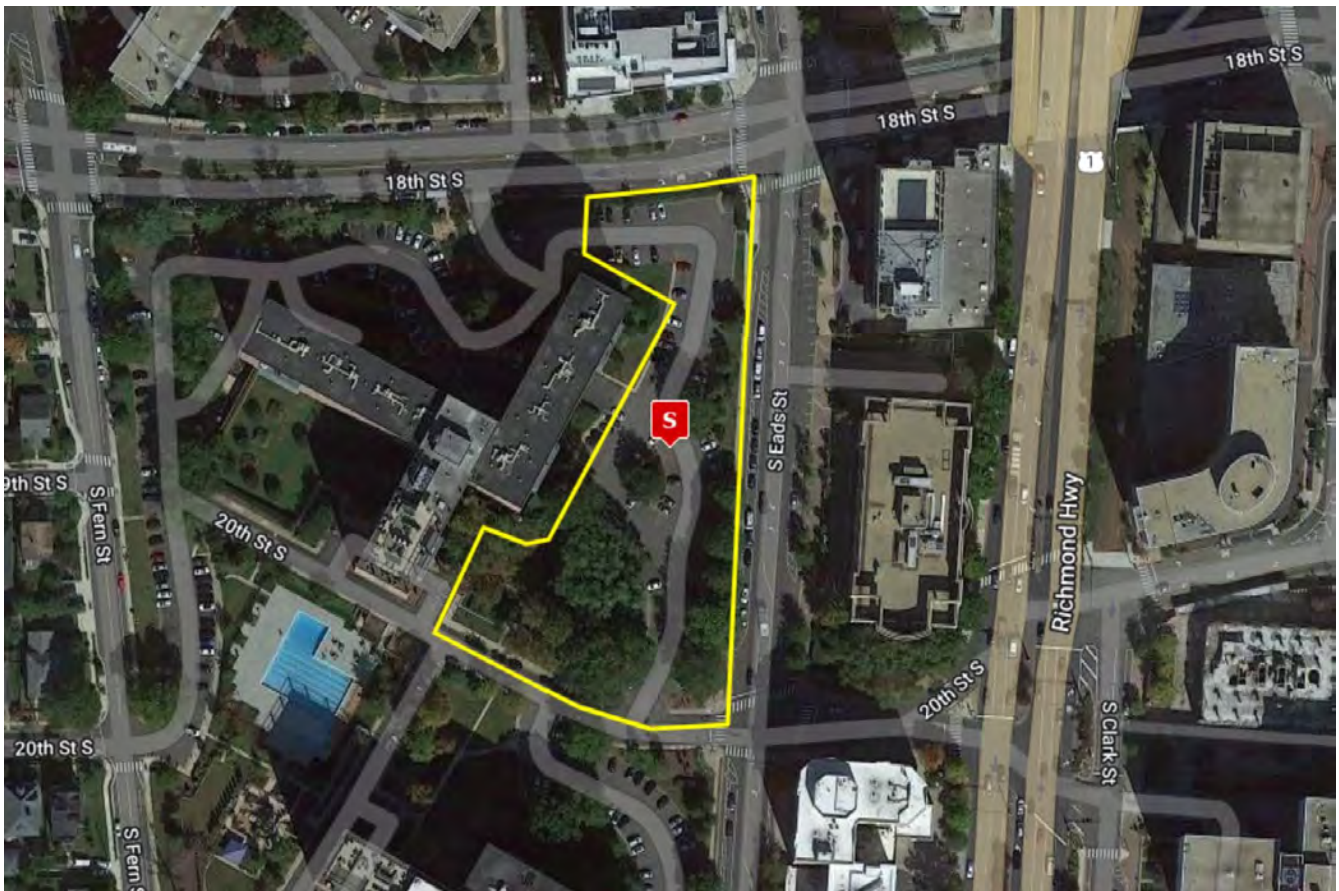
Description of the Improvements

CH3 South Nine							
Location	1900 S. Eads Street Arlington, VA 22202 Arlington						
Units	88						
Type	Highrise (11-stories)						
Year Built / Renovated	2027						
Tenant Characteristics	Family						
Utilities							
A/C	not included - central			Other	not included		
Cooking	not included - electric			Water	not included		
Water Heat	not included - electric			Sewer	not included		
Heat	not included - electric			Trash	included		
Unit Mix (Face Rent)							
Beds	Bath	Type	Units	Size (SF)	Rent	Restriction	Max Rent?
0	1	Highrise (11-stories)	1	461	\$1,225	@50%	
1	1	Highrise (11-stories)	4	621	\$732	@30%	
1	1	Highrise (11-stories)	5	621	\$1,298	@50% (PBRA)	
1	1	Highrise (11-stories)	7	621	\$1,580	@60%	
2	1	Highrise (11-stories)	13	859	\$874	@30%	
2	1	Highrise (11-stories)	4	859	\$1,553	@50% (PBRA)	
2	1	Highrise (11-stories)	19	859	\$1,553	@50%	
2	1	Highrise (11-stories)	17	859	\$1,892	@60%	
3	2	Highrise (11-stories)	5	1,027	\$1,003	@30%	
3	2	Highrise (11-stories)	6	1,027	\$1,787	@50%	
3	2	Highrise (11-stories)	7	1,027	\$2,179	@60%	
Amenities							
In-Unit	Blinds Carpeting Central/AC Coat Closet Dishwasher Disposal Microwave Oven Refrigerator Vinyl Plank Flooring Walk-In-Closet			Property	Courtyard Elevators Exercise Facility Garage Parking Picnic Area Playground		
Security	Intercom (Buzzer) Limited Access			Premium			
Services	Service Coordination			Other	Business Center Central Laundry Clubhouse On-Site Mgmt		
Comments							
All property amenities will be shared the other phase of the overall development (Crystal House III 4%).							

D. LOCATION

LOCATION

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



- Subject Site Location:** The Subject site is located at 1900 S. Eads Street, in Arlington, VA 22202.
- Size:** The Subject's overall development site is 2.35 acres or 102,544 square feet.
- Shape:** The Subject site is irregular in shape.
- Frontage:** The Subject will have frontage along the south side of 18th Street S., the west side of S. Eads Street, and the north side of 20th Street S.
- Topography:** The Subject site exhibits level topography.
- Utilities:** All utilities are available to the site.
- Visibility/Views:** The Subject site has excellent visibility along S. Eads Street. To the north, views consist of Crystal Flats, a market rate multifamily development that has been used as a comparable in this analysis. To the east, views consist of several hotels. To the west and south, views consist of Crystal House & Crystal House I, a LIHTC multifamily development that has been used as a comparable in this analysis, as well as the future development

sites for Crystal House IV and Crystal House VI. Overall, visibility is considered excellent, and views are average.

Surrounding Land Uses:

North of the Subject site is Crystal Flats, a market rate multifamily development that has been used as a comparable in this analysis, as well as Crystal Towers, a market rate multifamily development offering studio, one, two, three-bedroom units that we have been unable to contact and has been excluded from this report. According to CoStar, Crystal Towers is 91.3 percent occupied. Farther north is Lofts 590 Apartments, a market rate multifamily development offering studio, one, and two-bedroom units that we have been unable to contact and has been excluded from this report. According to CoStar, Lofts 590 is 95.3 percent occupied. Northeast of the Subject site are several hotels, followed by additional commercial/retail uses including restaurants and a shopping mall. East of the Subject site are several hotels, followed by additional commercial/retail uses including offices, a theater, and restaurants. Farther east area additional commercial/retail uses and Crystal Place Apartments, a market rate multifamily development that we have been unable to contact and has been excluded from this report. Directly south of the Subject is Crystal House I, one of the Subject's sister properties that has been used as a comparable in this analysis. Farther south are the development sites for the proposed Crystal House IV and Crystal House V. South beyond that are commercial/retail uses including restaurants, a day care center, a convenience store, and a bank. Immediately west of the Subject site is Crystal House, one of the Subject's sister properties that has been used as a comparable in this analysis. Farther west are the development sites for the proposed Crystal House VI, Crystal House VII, and Crystal House VIII. West beyond that are single-family homes in generally average to good condition.

Access and Traffic Flow:

The Subject will be accessed via 20th Street S., which traverses east/west and provides access to Richmond Highway/U.S. Route 1 approximately 0.1 miles east of the Subject site. U.S. Route 1 provides access to Interstate 395 approximately 0.6 miles north of the Subject site and Interstate 495 approximately 4.2 miles south of the Subject site. Interstate 395 provides access to Washington, DC to the northeast and Interstate 95 to the southwest. Interstate 495 extends around the Washington, DC area and also provides access to Interstate 95 and Interstate 270. Overall, access is considered good.

Layout and Curb Appeal:

Upon completion, the Subject development will offer a functional property layout and will have excellent curb appeal.

Drainage:

Appears adequate, however no specific tests were performed.

Soil and Subsoil Conditions:

We were not provided with soil surveys; however, surrounding improvements suggest the soil and subsoil conditions are adequate.

Environmental Assessment:

We were provided with a Phase I Environmental Site Assessment for the Subject property dated February 6, 2023. According to the report, potential recognized environmental conditions (RECs) were identified in connection with the Subject site. The report identified previously detected petroleum in the fill material at the Subject site. However, the areal extent and volume of petroleum-impacted fill material was not

delineated during the previous investigations. The report also identified a former dry cleaner located adjacent to the Subject site and the common occurrence of subsurface contamination associated with such facilities. A subsequent Phase II Environmental Site Assessment, dated April 13, 2023, confirmed the presence of some soil contaminants and recommended that contaminated soil be removed from the site. The developer has included the costs of remediation in the development budget. During our site inspection, we walked the Subject's grounds and did not observe any obvious indicators of environmental contamination. Nonetheless, Novogradac is not an expert in this field and further analysis is beyond the scope of this report.

Detrimental Uses:

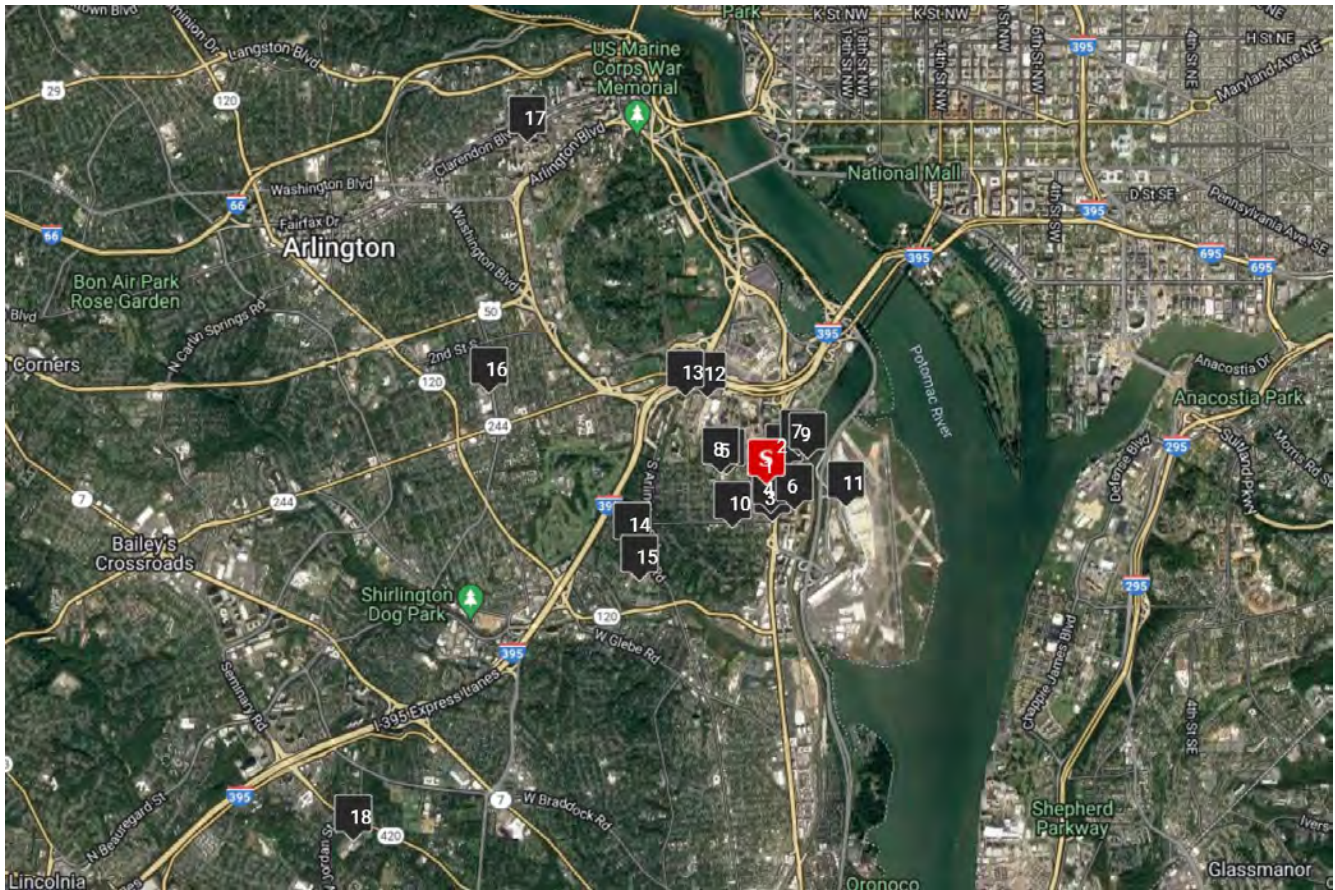
The Subject site is located approximately 0.6 miles west of the Reagan National Airport, approximately 0.2 miles southwest of the Crystal City Metro Station, and approximately 0.3 miles west of the Virginia Railway Express (VRE) railroad tracks. However, we did not observe any noise or disruptions from the airport, metro rail or VRE rail during our site inspection. Additionally, Crystal House, Crystal Flats, and The Paramount Apartments are located near the Subject in similar proximity to these uses. All three developments reported vacancy rates ranging from 3.0 to 8.5 percent. Therefore, the nearby airport does not seem to have an effect on the success of multifamily properties nearby. We do not expect the airport to have any negative effects on the Subject's performance upon completion.

Flood Plain:

According to Flood Insights and Flood Insurance Rate Map Community Panel Number 51013C0081D, dated November 16, 2023, the Subject site is located in Zone X. Zone X is defined as an area outside 500-year floodplain, which is determined to be outside the 0.2 percent annual chance floodplains.

Locational Amenities:

As shown in the preceding table and map, the Subject is located within reasonable proximity to many services, including medical, educational, recreational, and retail uses.

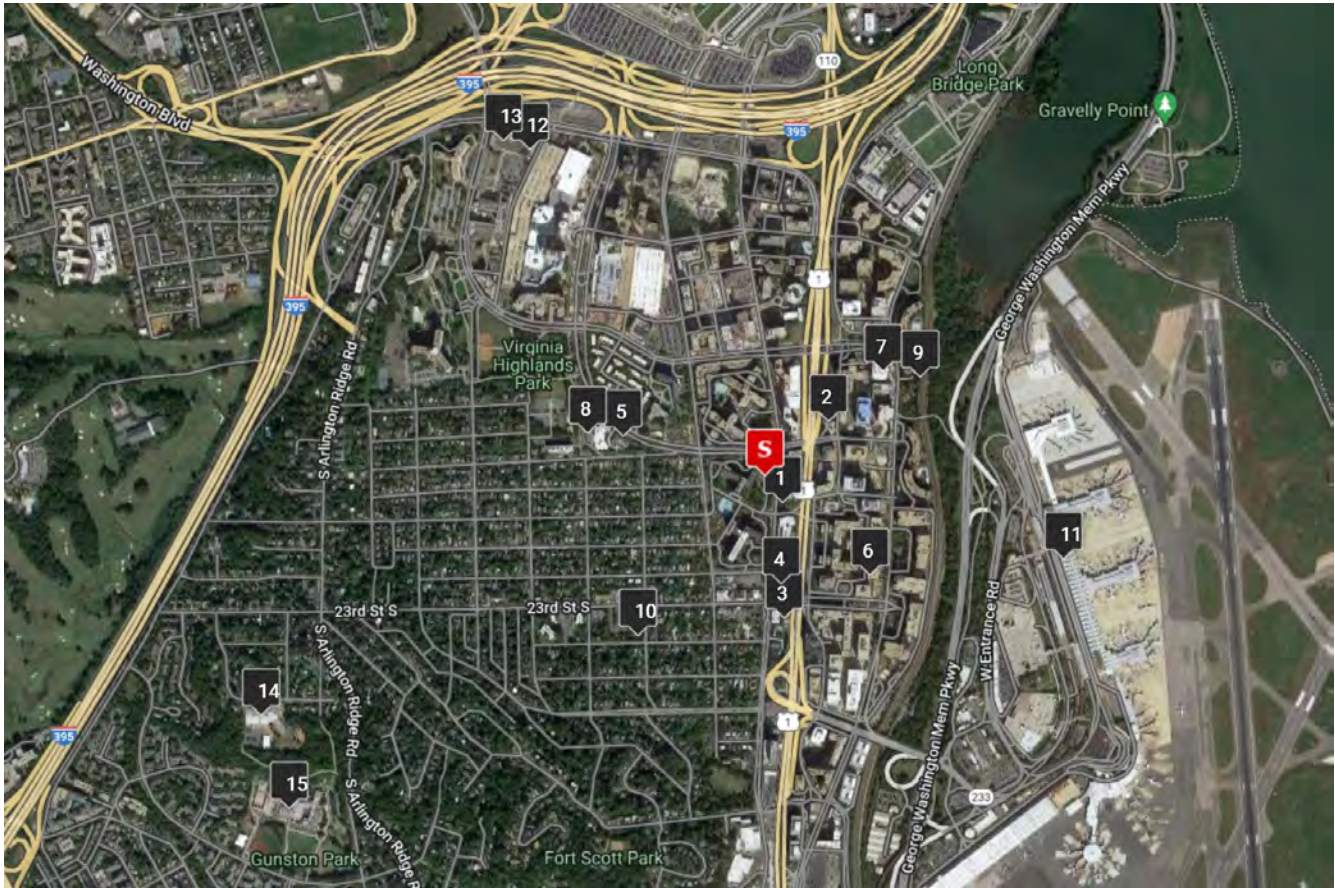


LOCATIONAL AMENITIES

#	Service or Amenity	Distance to Subject	#	Service or Amenity	Distance to Subject
1	Bus Stop	0.0 miles	10	Nelly Custis Park	0.4 miles
2	Crystal City Metro Station	0.2 miles	11	Reagan Washington National Airport	0.6 miles
3	Gas Station/Convenience Store	0.2 miles	12	Harris Teeter Supermarket	0.7 miles
4	Truist Bank	0.2 miles	13	Target	0.8 miles
5	Arlington County Fire Dept.	0.3 miles	14	Oakridge Elementary School	1.0 miles
6	U.S. Post Office	0.3 miles	15	Gunston Middle School	1.0 miles
7	CVS Pharmacy	0.3 miles	16	Arlington Community High School	2.0 miles
8	Aurora Hills Library	0.3 miles	17	Arlington Police Dept.	2.8 miles
9	Crystal City Train Station	0.3 miles	18	Inova Alexandria Hospital	3.7 miles

Locational Amenities Map (II)

The following map and table further detail locational services in the Subject's area.



LOCATIONAL AMENITIES

#	Service or Amenity	Distance to Subject	#	Service or Amenity	Distance to Subject
1	Bus Stop	0.0 miles	10	Nelly Custis Park	0.4 miles
2	Crystal City Metro Station	0.2 miles	11	Reagan Washington National Airport	0.6 miles
3	Gas Station/Convenience Store	0.2 miles	12	Harris Teeter Supermarket	0.7 miles
4	Truist Bank	0.2 miles	13	Target	0.8 miles
5	Arlington County Fire Dept.	0.3 miles	14	Oakridge Elementary School	1.0 miles
6	U.S. Post Office	0.3 miles	15	Gunston Middle School	1.0 miles
7	CVS Pharmacy	0.3 miles	16	Arlington Community High School	2.0 miles
8	Aurora Hills Library	0.3 miles	17	Arlington Police Dept.	2.8 miles
9	Crystal City Train Station	0.3 miles	18	Inova Alexandria Hospital	3.7 miles

Public Transportation:

The Washington Metropolitan Transit Authority (WMATA) provides bus service throughout the metropolitan area. The nearest bus stop to the Subject site is the South Eads Street and 20th Street stop located less than 0.1 miles east of the Subject site. This bus stop is serviced by Route 10A, which extends from Alexandria through Arlington. Bus fares are \$2.00 for the regular route and \$4.25 for the express route, for adults. Seniors and disabled persons are eligible for reduced fares of \$1.00 for the regular route and \$2.10 for the express routes. WMATA also provides metro rail service throughout the Washington, DC metro area. The closest Metro station to the Subject site is the Crystal City Metrorail Station, which is located approximately 0.2 miles northeast of the Subject site and extends south towards Alexandria and north towards Washington, DC. Peak fares for the Metro range from \$2.00 to \$6.00 for adults, and \$1.00 to \$3.00 for seniors and disabled persons. The Virginia Railway Express (VRE) provides commuter rail service through northern Virginia and the Washington, DC metro area. The closest VRRE station to the Subject site is the Crystal City VRE Station, which is located approximately 0.3 miles northeast of the Subject site. Fares are \$5.00 for adults. Seniors and disabled persons receive 50 percent off the price of the fare.

Crime Statistics:

The table below illustrates crime indices in the PMA and MSA in comparison to that of the nation. A crime index below 100 is below the national average and anything over 100 is above the nation’s crime index average. A crime index of 75 in a PMA would be 25 percent below the national average while a crime index of 200 would be twice that of the national average. Crime indices were provided by 2023 ESRI Demographics data.

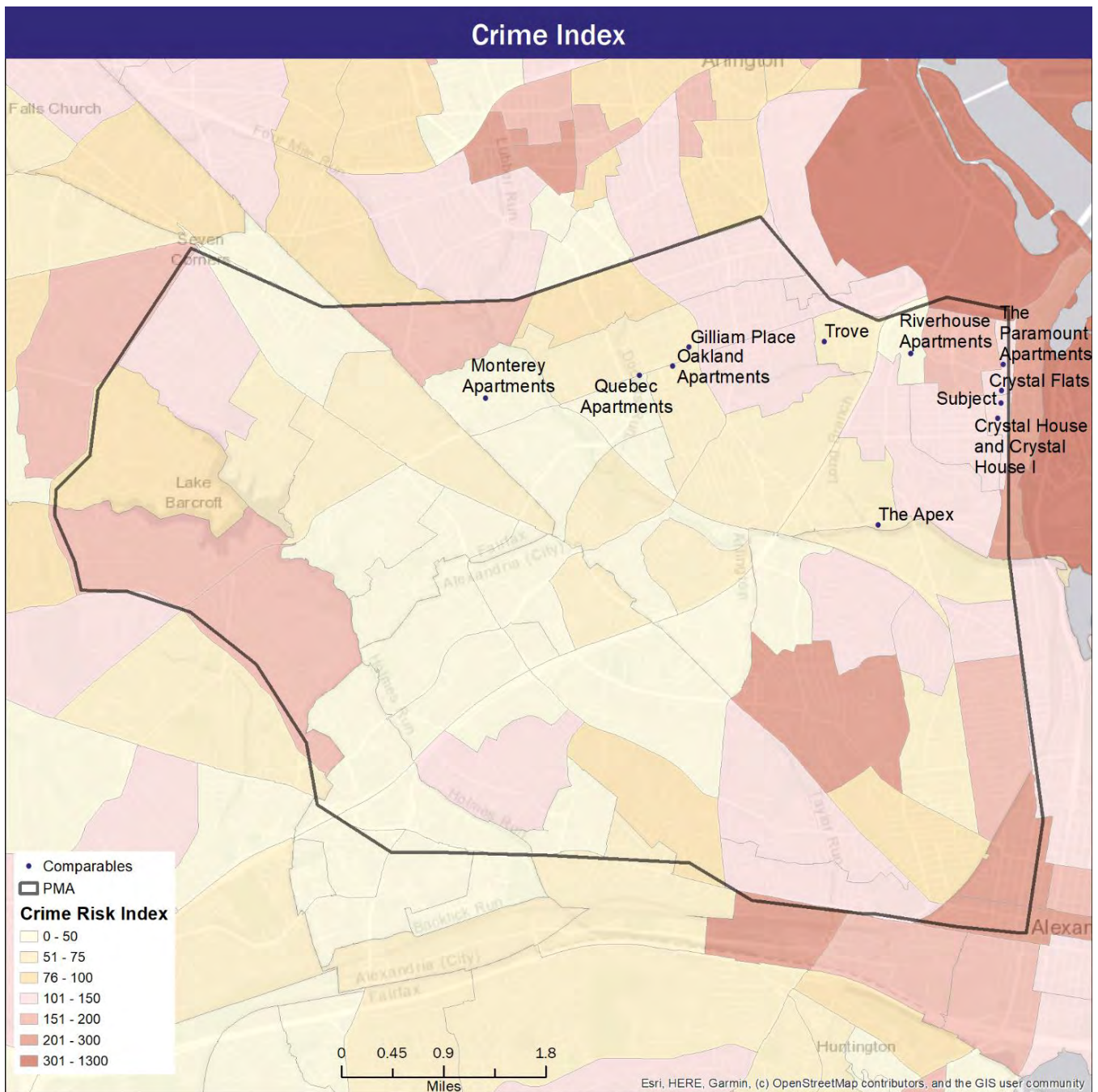
2023 CRIME INDICES

	PMA	MSA
Total Crime*	84	99
Personal Crime*	55	110
Murder	34	139
Rape	82	72
Robbery	74	148
Assault	44	96
Property Crime*	88	97
Burglary	48	70
Larceny	100	101
Motor Vehicle Theft	99	141

Source: Esri Demographics 2023, Novogradac, February 2024
 *Unweighted aggregations

Total crime indices in the PMA are slightly below the national average and below the MSA. Both geographic areas feature crime indices below the overall nation. The proposed Subject will offer intercom (buzzer) and limited access. The upcoming Supply Section of this report provides a more detailed analysis of crime indices on a 0.5-mile basis.

The following map illustrates crime indices by census tract in the Subject’s PMA as well as the location of the comparable properties.



As illustrated, the Subject's immediate location has slightly higher crime indices in comparison to the majority of the PMA. Notably, the areas directly east of the Subject site, where Reagan Washington National Airport is located, have the highest crime indices in the Subject's area.

Conclusion:

The Subject site is located in Arlington, Virginia, approximately 0.1 miles west of U.S. Route 1 and 0.6 miles south of Interstate 395. The immediate neighborhood consists of single-family homes, multifamily developments, and commercial/retail uses. Residential uses in the Subject's neighborhood are generally in average to excellent condition. A number of retail properties are located approximately 0.2 miles south of the Subject site including restaurants, a day care center, a bank, and a convenience store. Commercial areas in the Subject's immediate area appear to be

approximately 90 percent occupied. The Subject site is designated a Walker's Paradise by Walk Score with a score of 93, indicating daily errands do not require a car. The surrounding housing stock in the Subject's neighborhood consists of multifamily developments and single-family homes that were constructed prior to 1960 and are generally in average to good condition. According to Zillow, the current median home value in the Subject's zip code is approximately \$752,000.

PHOTOGRAPHS OF SUBJECT SITE AND NEIGHBORHOOD



Subject Site



Subject Site



Subject Site



Subject Site



Subject Site



Subject Site



Crystal House (comparable, 93.7% occupied)



Nearby Single-family Home in Average Condition



Nearby Single-family Home in Average Condition



Nearby Single-family Home in Excellent Condition



Nearby House of Worship



The Westin Hotel



Crystal City Metro Station



Nearby Amazon Fresh Grocery Store



Nearby New Construction on 20th Street



Truist Bank



Nearby Commercial and Retail



Crystal House I (comparable, 93.7% occupied)



ISTA Medical Center



Crystal Flats (comparable, 91.5% occupied)



Nearby Marriott Hotel

E. MARKET AREA DEFINITION

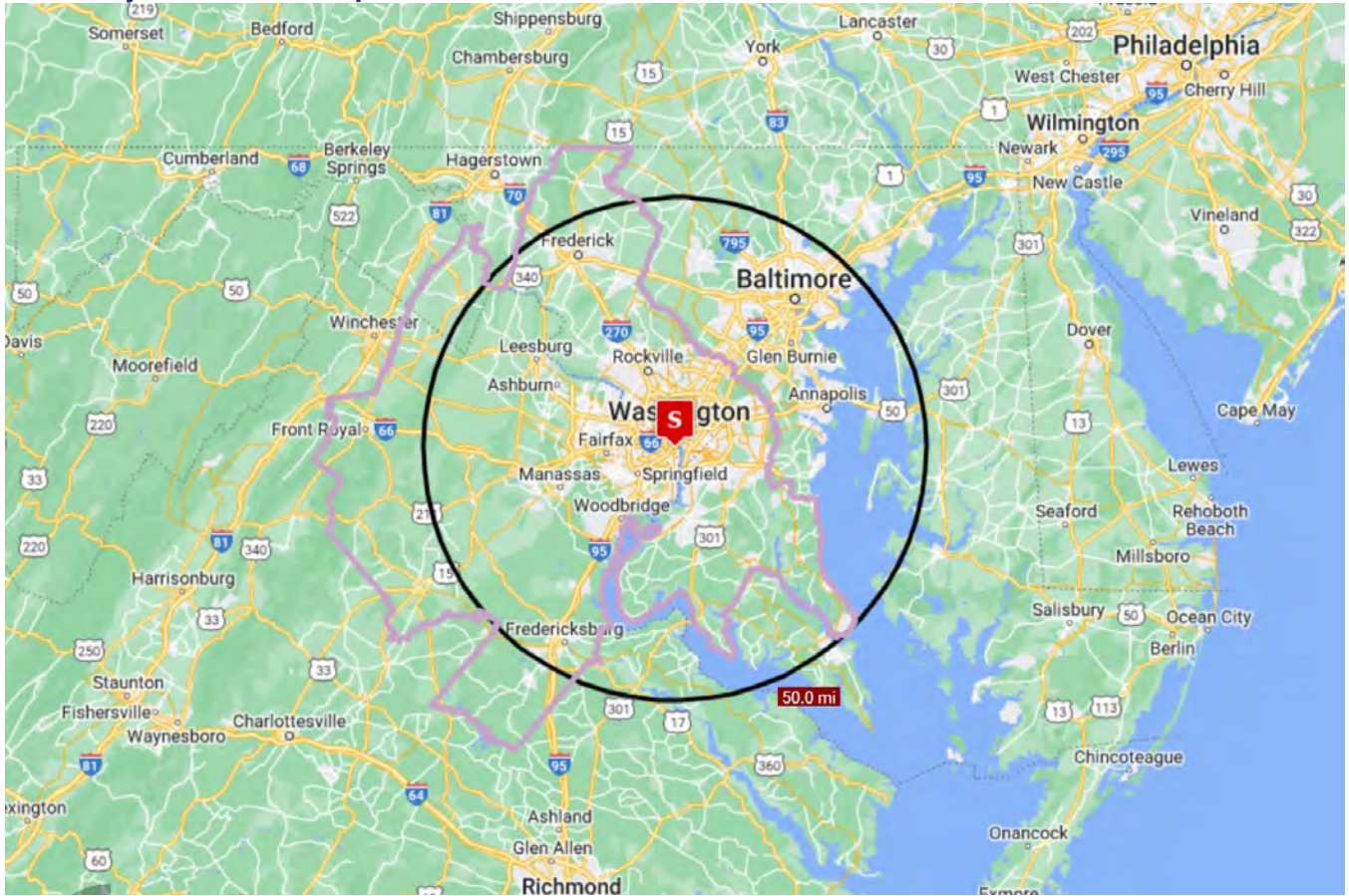
MARKET AREA

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

We determined the Primary Market Area (PMA) based on our conversations with local market participants including property managers, as well as our physical inspection of the market. The PMA is generally defined as the communities of Aurora Hills, Pentagon City, Douglas Park, Arlington Heights, Barcroft, Arlington Mill, Forest Glen, Potomac West, Glencarlyn, Forest Glen, and Shirlington. The PMA boundaries are: Washington Boulevard, Interstate 395 and Route 50 to the north, Leesburg Pike to the west, Interstate 395 and West Glebe Road to the south, and Route 1 in the east. The PMA encompasses approximately 23 square miles. We believe that additional support will originate from areas outside of the established PMA. We estimate a leakage of 10 percent. To provide a broader economic context for the Subject, we also include a Secondary Market Area (SMA). The SMA for the Subject is the Washington-Arlington-Alexandria, DC-VA-MD-WV Metropolitan Statistical Area (MSA), which consists of the following counties: District of Columbia in District of Columbia; Jefferson in West Virginia; Calvert, Charles, Frederick, Montgomery, and Prince George's in Maryland; Alexandria City, Arlington, Clarke, Culpeper, Fairfax City, Fairfax, Falls Church City, Fauquier, Fredericksburg City, Loudoun, Manassas city, Manassas Park City, Prince William, Rappahannock, Spotsylvania, Stafford, and Warren in Virginia. The MSA is 8,653 square miles.

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

Secondary Market Area Map



Source: Google Maps, February 2024

F. EMPLOYMENT AND ECONOMY

ECONOMIC ANALYSIS
Employment by Industry

The following table illustrates employment by industry for the PMA and nation as of 2023.

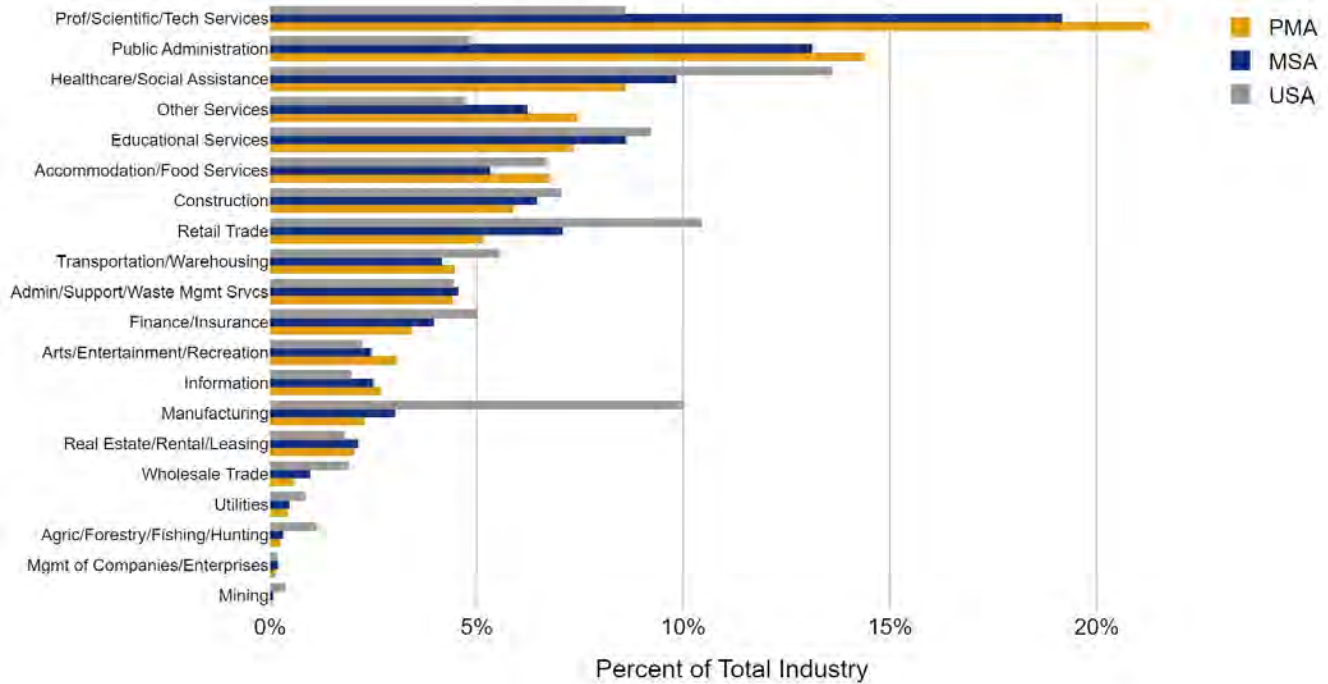
2023 - EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Prof/Scientific/Tech Services	32,127	21.2%	13,955,403	8.6%
Public Administration	21,724	14.4%	7,857,180	4.8%
Healthcare/Social Assistance	12,974	8.6%	22,115,876	13.6%
Other Services	11,211	7.4%	7,645,568	4.7%
Educational Services	11,047	7.3%	14,946,247	9.2%
Accommodation/Food Services	10,213	6.7%	10,883,169	6.7%
Construction	8,854	5.9%	11,436,301	7.0%
Retail Trade	7,754	5.1%	16,983,329	10.4%
Transportation/Warehousing	6,718	4.4%	9,030,239	5.5%
Admin/Support/Waste Mgmt Svcs	6,628	4.4%	7,195,078	4.4%
Finance/Insurance	5,112	3.4%	8,135,144	5.0%
Arts/Entertainment/Recreation	4,591	3.0%	3,578,110	2.2%
Information	4,017	2.7%	3,143,826	1.9%
Manufacturing	3,411	2.3%	16,269,811	10.0%
Real Estate/Rental/Leasing	3,031	2.0%	2,901,274	1.8%
Wholesale Trade	837	0.6%	3,029,965	1.9%
Utilities	578	0.4%	1,335,595	0.8%
Agric/Forestry/Fishing/Hunting	322	0.2%	1,800,335	1.1%
Mgmt of Companies/Enterprises	159	0.1%	216,588	0.1%
Mining	0	0.0%	572,355	0.4%
Total Employment	151,308	100.0%	163,031,393	100.0%

Source: Esri Demographics 2023, Novogradac, February 2024

Employment in the PMA is concentrated in prof/scientific/tech services, public administration, and healthcare/social assistance, which collectively comprise 44.2 percent of local employment. The large share of PMA employment in the public administration and healthcare/social assistance industries is notable as these industries are historically stable, and tend to exhibit greater resilience during economic downturns. Relative to the nation, the PMA features comparatively greater employment in the prof/scientific/tech services, public administration, and other services industries. Conversely, the PMA is underrepresented in the manufacturing, retail trade, and healthcare/social assistance sectors.

Employment By Industry



Growth by Industry

The following table illustrates the change in total employment by sector in the PMA from 2010 to 2023.

2010-2023 CHANGE IN EMPLOYMENT - PMA

Industry	2010		2023		2010-2023	
	Number Employed	Percent Employed	Number Employed	Percent Employed	Growth	Annualized Percent
Prof/Scientific/Tech Services	24,914	18.8%	32,127	21.2%	7,213	2.2%
Public Administration	19,918	15.0%	21,724	14.4%	1,806	0.7%
Healthcare/Social Assistance	10,770	8.1%	12,974	8.6%	2,204	1.6%
Other Services	10,215	7.7%	11,211	7.4%	996	0.8%
Educational Services	9,224	7.0%	11,047	7.3%	1,823	1.5%
Accommodation/Food Services	9,885	7.5%	10,213	6.7%	328	0.3%
Construction	8,523	6.4%	8,854	5.9%	331	0.3%
Retail Trade	8,987	6.8%	7,754	5.1%	-1,233	-1.1%
Transportation/Warehousing	3,378	2.6%	6,718	4.4%	3,340	7.6%
Admin/Support/Waste Mgmt Svcs	6,180	4.7%	6,628	4.4%	448	0.6%
Finance/Insurance	5,494	4.1%	5,112	3.4%	-382	-0.5%
Arts/Entertainment/Recreation	1,608	1.2%	4,591	3.0%	2,983	14.3%
Information	4,825	3.6%	4,017	2.7%	-808	-1.3%
Manufacturing	2,981	2.3%	3,411	2.3%	430	1.1%
Real Estate/Rental/Leasing	3,107	2.3%	3,031	2.0%	-76	-0.2%
Wholesale Trade	1,603	1.2%	837	0.6%	-766	-3.7%
Utilities	334	0.3%	578	0.4%	244	5.6%
Agric/Forestry/Fishing/Hunting	400	0.3%	322	0.2%	-78	-1.5%
Mgmt of Companies/Enterprises	54	0.0%	159	0.1%	105	15.0%
Mining	70	0.1%	0	0.0%	-70	-7.7%
Total Employment	132,470	100.0%	151,308	100.0%	18,838	1.1%

Source: Esri Demographics 2023, Novogradac, February 2024

Total employment in the PMA increased an annualized rate of 1.1 percent between 2010 and 2023. The industries that nominally expanded most substantially during this period include prof/scientific/tech services, transportation/warehousing, and arts/entertainment/recreation. Conversely during this same period, the retail trade, information, and wholesale trade sectors experienced the least nominal growth.

Major Employers

The following table details the largest non-federal employers in the greater Washington, DC area. A summary of current federal employment within the region was not available as of the date of this report.

MAJOR EMPLOYERS WASHINGTON, DC METRO AREA

Employer Name	Industry	# Of Employees
Medstar Health	Healthcare	17,400
Marriott International, Inc.	Hospitality	16,700
Inova Health	Healthcare	16,000
Booz Allen Hamilton	Consulting	15,200
University of Maryland	Education	14,000
Giant Food	Retail/Grocery	10,600
Deloitte	Consulting	9,500
CSRA Inc.	Information Technology	9,050
Verizon Communications	Telecommunications	8,300
Totals		116,750

Source: Washington Business Journal, retrieved February 2024

The largest non-federal employers in Washington, DC are Medstar Health, Marriott International, and Inova Health, employing a total of 50,100 employees. Other top industries include education, telecommunications, technology/professional services, retail, aerospace and finance.

Employment Expansions

We attempted to contact Arlington Economic Development in order to gather information about economic expansions in the city; however, our attempts at communication have not been returned as of the date of this report. As such, we have conducted our own internet research into economic expansions in the area. Notable expansions include, but are not limited to, the following:

- In November 2023, George Mason University saw the topping out of their new \$235 million expansion project in Arlington. This project, called FUSE at Mason Square, will be a 345,000 square-foot building that will house the university’s Institute for Digital Innovation and School of Computing and will also lease parts of the building for retail and private office use. This building is expected to be completed by the end of 2025.
- More than a dozen new businesses, including restaurants and small retailers, opened at National Landings Metropolitan Park in Arlington in the summer of 2023. Additionally, nine new restaurants opened in the summer of 2023 in Arlington’s Crystal City Water Park.
- In 2022, Arlington saw the expansion or relocation of various headquarters. These include, but are not limited to, Raytheon Technologies, Apogee Research, Boeing, Huntington Ingalls, Federated Wireless, MarginEdge, Shift5, and Targeted Victory.
- In November 2022, Technomics, a cost analysis consulting company, announced an expansion in Arlington. This \$1.7 million expansion is expected to create 150 jobs.
- In May 2023, Amazon held the grand opening of its second headquarters (HQ2) in Arlington. This new headquarters sits on a 2.1 million square-foot campus which includes retail space for 14 local businesses. By 2030, Amazon plans to have 25,000 employees at HQ2.

WARN Notices

We reviewed the Worker Adjustment and Retraining Notification Act (WARN) notices published by the Virginia Employment Commission for January 2022 to year-to-date 2024. The following table illustrates the companies that experienced layoffs as well as the number of affected employees.

WARN LISTINGS ARLINGTON COUNTY, VA (JAN. 2022 - YTD 2024)

Company	Industry	Employees Affected	Layoff Date
American Electronics Inc. (Amelex)	IT/Project Development	78	3/10/2023
DTSV, Inc.	Technology	74	1/31/2023
Starry, Inc.	Internet Service Provider	53	10/21/2022
Total		755	

Source: Virginia Employment Commission, February 2024

As illustrated in the previous table, there were a total of 755 layoffs between 2022 and February 2024. Due to the size of the Arlington area labor market, these recent WARN filings are not anticipated to substantively affect total employment in the PMA or MSA as overall job growth has far exceeded these losses.

Employment and Unemployment Trends

The following table details employment and unemployment trends for the MSA from 2007 to November 2023.

EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Year	MSA				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2007	2,909,586	-	3.2%	-	146,046,667	-	4.6%	-
2008	2,948,734	1.3%	3.9%	0.7%	145,362,500	-0.5%	5.8%	1.2%
2009	2,896,741	-1.8%	6.3%	2.4%	139,877,500	-3.8%	9.3%	3.5%
2010	2,947,955	1.8%	6.5%	0.2%	139,063,917	-0.6%	9.6%	0.3%
2011	3,001,024	1.8%	6.2%	-0.4%	139,869,250	0.6%	9.0%	-0.7%
2012	3,049,860	1.6%	5.7%	-0.5%	142,469,083	1.9%	8.1%	-0.9%
2013	3,081,172	1.0%	5.5%	-0.2%	143,929,333	1.0%	7.4%	-0.7%
2014	3,106,413	0.8%	5.0%	-0.5%	146,305,333	1.7%	6.2%	-1.2%
2015	3,136,814	1.0%	4.3%	-0.7%	148,833,417	1.7%	5.3%	-0.9%
2016	3,194,358	1.8%	3.8%	-0.5%	151,435,833	1.7%	4.9%	-0.4%
2017	3,276,258	2.6%	3.6%	-0.2%	153,337,417	1.3%	4.3%	-0.5%
2018	3,313,084	1.1%	3.3%	-0.4%	155,761,000	1.6%	3.9%	-0.4%
2019	3,381,932	2.1%	3.0%	-0.2%	157,538,083	1.1%	3.7%	-0.2%
2020	3,192,328	-5.6%	6.5%	3.4%	147,794,750	-6.2%	8.1%	4.4%
2021	3,212,876	0.6%	4.7%	-1.8%	152,580,667	3.2%	5.4%	-2.7%
2022	3,321,051	3.4%	3.0%	-1.7%	158,291,083	3.7%	3.6%	-1.7%
2023 YTD Average*	3,412,364	2.7%	2.6%	-0.4%	161,062,273	1.8%	3.6%	-0.0%
Nov-2022	3,327,012	-	2.8%	-	158,749,000	-	3.4%	-
Nov-2023	3,418,779	2.8%	2.5%	-0.3%	162,149,000	2.1%	3.5%	0.1%

Source: U.S. Bureau of Labor Statistics, February 2024

*2023 YTD Average is through November

Employment in the MSA declined by 5.6 percent in 2020 amid the pandemic, similar to the overall nation. The MSA subsequently recovered all pandemic-related job losses, and employment levels are currently at a post-recessionary record. As of November 2023, employment in the MSA is increasing at an annualized rate of 2.8 percent, slightly above the 2.1 percent growth reported across the nation.

The MSA unemployment rate increased modestly by 3.4 percentage points in 2020 amid the pandemic, reaching a high of 6.5 percent. For comparison, the national unemployment rate rose by 4.4 percentage points and reached a high of 8.1 percent over the same time period. According to the latest labor statistics, dated November 2023, the current MSA unemployment rate is 2.5 percent. This is below the current national unemployment rate of 3.5 percent.

It should be noted that increasing inflation and rising interest rates have created an uncertain economic climate. In December 2023, the Federal Reserve announced a pause on interest rate hikes for the third consecutive meeting, maintaining the current range between 5.25 and 5.50 percent. The last interest rate hike was in July 2023, which marked the 11th increase since March 2022 and the highest target policy rate in 22 years. Jerome Powell, the Chair of the Federal Reserve, stated in the December meeting that the Federal Reserve is likely done raising interest rates as inflation has steadily cooled. According to the 12-month percentage of change in the consumer price index, the inflation rate increased 3.1 percent between November 2022 and November 2023, which is slightly below the 3.2 percent increase between October 2022 and October 2023. According to an article published by the AP News, the Federal Reserve's policymakers expect to cut the benchmark rate to 4.6 percent by the end of 2024, and expect inflation to decline to 2.4 percent in the same period. Moreover, the policymakers expect the economy to expand modestly by 1.4 percent in 2024 and 1.8 percent in 2025. Mark Hamrick, senior economic analyst at Bankrate, stated in an article published by CNBC in December 2023 that a soft landing for the economy is the greatest likelihood for 2024, but that a mild and short recession cannot be ruled out.

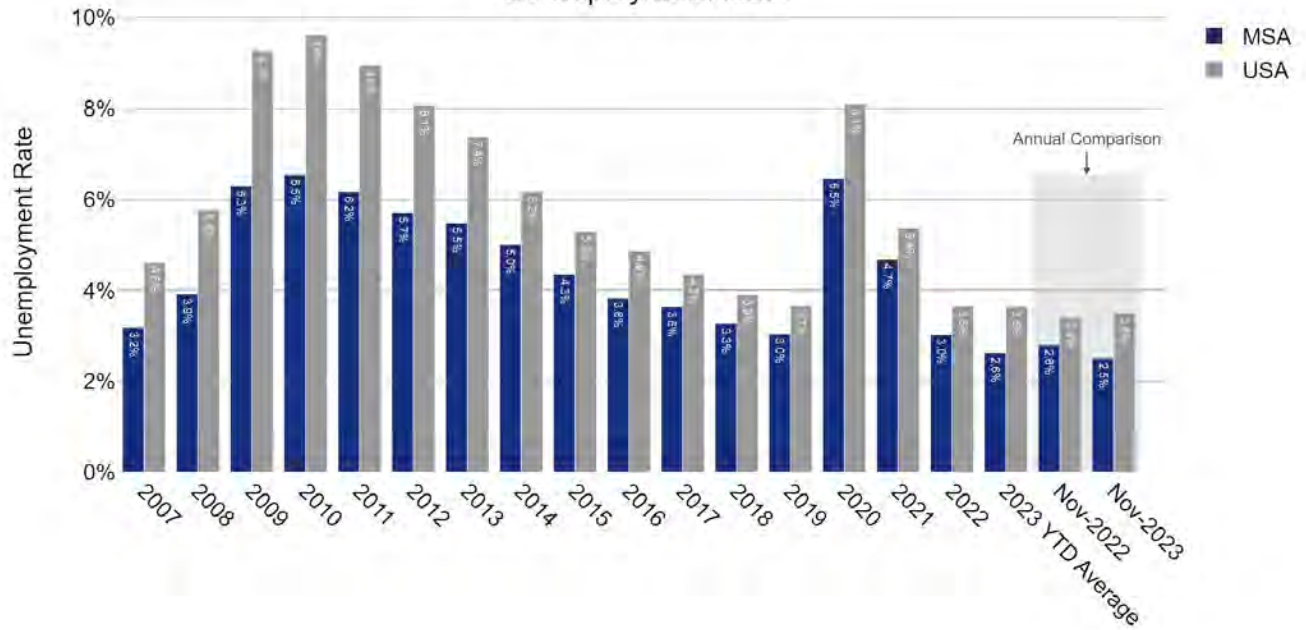
In March 2023, Silicon Valley Bank was shut down by regulators, and represents the second largest U.S. bank failure since 2008. In May 2023, regulators took possession of First Republic Bank and was auctioned to JPMorgan Chase. The First Republic Bank failure represents the largest U.S. bank failure since 2008. In an article published by CNN on May 1, 2023, JPMorgan Chase CEO Jamie Dimon stated the recent bank failures are unlikely to worsen the U.S. economic outlook. According to a survey published by the World Economic Forum on May 2, 2023, approximately 70 percent of chief economists surveyed characterized the recent banking crises as isolated events rather than signs of systemic weaknesses.

Fitch Ratings, one of only three private credit rating agencies, downgraded its U.S. credit rating from AAA to AA+ on August 1, 2023. According to Fitch Ratings, "the rating downgrade of the United States reflects the expected fiscal deterioration over the next three years, a high and growing government debt burden, and the erosion of governance...over the last two decades that has manifested in repeated debt limit standoffs and last-minute resolutions." Treasury Secretary Janet Yellen disagreed with the decision and stated the downgrade is based on outdated data. According to Shai Akabas, Director of Economic Policy at the Bipartisan Policy Center, a credit rating downgrade is one in a sequence of developments that could lead investors to believe the U.S. is less likely to pay off its debt, and investors would then demand higher interest rates for loans. In turn, the federal government could lose some ability to spend on social welfare programs to stimulate the economy, which could slow economic growth in the long term. However, Mark Zandi, a Chief Economist at Moody's Analytics, stated the downgrade will likely not affect the decisions of global investors, and U.S. treasury bonds remain the safest asset on the planet. U.S. debt was last downgraded by another major credit agency, S&P, in 2011. Moody Analytics, the third major credit agency, has maintained its AAA rating of U.S. credit since 1917.

MSA Job Growth



Unemployment Rate



Wages by Occupation

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

MSA - 2ND QTR 2022 AREA WAGE ESTIMATES

Occupation	Number of Employees	Mean Hourly Wage	Mean Annual Wage
All Occupations	3,027,490	\$40.34	\$83,900
Legal	69,000	\$83.82	\$174,340
Management	286,370	\$75.82	\$157,700
Computer and Mathematical	243,800	\$60.27	\$125,360
Architecture and Engineering	55,160	\$54.35	\$113,040
Life Physical and Social Science	59,710	\$54.25	\$112,850
Healthcare Practitioners and Technical	150,570	\$54.21	\$112,760
Business and Financial Operations	374,150	\$50.36	\$104,750
Arts Design Entertainment Sports and Media	69,150	\$45.74	\$95,140
Educational Instruction and Library	181,890	\$34.49	\$71,730
Community and Social Service	42,940	\$32.31	\$67,190
Protective Service	89,430	\$30.95	\$64,370
Installation Maintenance and Repair	89,110	\$30.06	\$62,510
Construction and Extraction	106,710	\$29.11	\$60,550
Sales and Related	223,840	\$26.58	\$55,290
Office and Administrative Support	306,960	\$25.04	\$52,090
Production	44,720	\$24.85	\$51,690
Transportation and Material Moving	164,160	\$23.62	\$49,120
Farming Fishing and Forestry	1,920	\$20.92	\$43,510
Personal Care and Service	60,950	\$19.31	\$40,160
Healthcare Support	89,460	\$18.84	\$39,180
Building and Grounds Cleaning and Maintenance	92,620	\$18.67	\$38,820
Food Preparation and Serving Related	224,870	\$18.04	\$37,530

Source: Department of Labor, Occupational Employment Statistics, May 2022, retrieved February 2024

The preceding table shows the average hourly and annual wages by occupation classification. The classification with the lowest average hourly wage is food preparation and serving related occupations at \$18.04 per hour. The highest average hourly wage, of \$83.82, is for those in legal occupations. Qualifying incomes for the Subject's tenants will range from \$0 to \$97,680. Absent subsidy, the income limits will range between \$29,040 to \$97,680. This encompasses a significant amount of the employment based on wages in the area. An element not reflected in the data is that many positions represent part-time employment, and starting rates are typically lower than mean wage rates. We expect part-time employment and entry-level positions will be common among the Subject's tenant base.

Commuting Patterns

The chart below shows the travel time to work for the PMA according to ESRI Demographics.

COMMUTING PATTERNS

ACS Commuting Time to Work	Number of Commuters	Percentage
Travel Time < 5 min	1,117	0.9%
Travel Time 5-9 min	5,403	4.4%
Travel Time 10-14 min	10,701	8.8%
Travel Time 15-19 min	17,475	14.3%
Travel Time 20-24 min	17,130	14.0%
Travel Time 25-29 min	8,860	7.3%
Travel Time 30-34 min	22,108	18.1%
Travel Time 35-39 min	6,610	5.4%
Travel Time 40-44 min	7,519	6.2%
Travel Time 45-59 min	14,401	11.8%
Travel Time 60-89 min	8,896	7.3%
Travel Time 90+ min	1,953	1.6%
Weighted Average	32 minutes	

Source: Esri Demographics 2023, Novogradac, February 2024

As shown in the preceding table, the weighted average commute time in the PMA is approximately 32 minutes. Only 40 percent of PMA commuters travel under 24 minutes, indicating many households work outside of the PMA, likely in Washington, DC to the northeast. The average commute time across the overall nation is approximately 28 minutes.

Conclusion

Employment in the PMA is concentrated in prof/scientific/tech services, public administration, and healthcare/social assistance, which collectively comprise 44.2 percent of local employment. The large share of PMA employment in the healthcare/social assistance and public administration sectors is notable as these industries are historically stable, and tend to exhibit greater resilience during economic downturns. Relative to the nation, the PMA features comparatively greater employment in the prof/scientific/tech services, public administration, and other services industries. Conversely, the PMA is underrepresented in the manufacturing, retail trade, and healthcare/social assistance sectors. Employment in the MSA declined by 5.6 percent in 2020 amid the pandemic, similar to the overall nation. The MSA subsequently recovered all pandemic-related job losses, and employment levels are currently at a post-recessionary record. As of November 2023, employment in the MSA is increasing at an annualized rate of 2.8 percent, slightly above the 2.1 percent growth reported across the nation.

G. DEMOGRAPHIC CHARACTERISTICS

Demographic Characteristics
Population and Household Trends

The following tables illustrates population and household trends in the PMA, MSA and nation from 2010 through 2023, as well as projections through 2028.

POPULATION

Year	PMA		MSA		USA	
	Amount	Annual Change	Amount	Annual Change	Amount	Annual Change
2010	221,120	-	5,649,515	-	308,730,056	-
2023	246,185	0.9%	6,535,041	1.2%	337,460,311	0.7%
2028	247,776	0.1%	6,708,726	0.5%	342,629,524	0.3%

Source: Esri Demographics 2023, Novogradac, February 2024

HOUSEHOLDS

Year	PMA		MSA		USA	
	Amount	Annual Change	Amount	Annual Change	Amount	Annual Change
2010	99,581	-	2,099,073	-	116,709,667	-
2023	108,605	0.7%	2,426,871	1.2%	129,912,564	0.9%
2028	109,209	0.1%	2,510,044	0.7%	133,092,836	0.5%

Source: Esri Demographics 2023, Novogradac, February 2024

Historical population growth in the PMA trailed the MSA between 2010 and 2023. Both geographic areas experienced population growth greater than the nation during the same time period. According to ESRI demographic projections, annualized PMA growth is expected to slow to 0.1 percent through 2028, which is below growth expectations for the MSA and slightly below the nation.

Historical household growth in the PMA trailed the MSA between 2010 and 2023. According to ESRI demographic projections, annualized PMA growth is expected to slow to 0.1 percent through 2028, which is well below growth expectations for the MSA and below the nation.

Population by Age

POPULATION BY AGE GROUP

	PMA		
	2010	2023	2028
0-4	15,827	13,779	13,983
5-9	10,894	13,078	12,214
10-14	8,310	12,666	11,635
15-19	8,516	10,917	11,192
20-24	14,726	14,812	16,898
25-29	28,702	21,346	23,675
30-34	25,935	24,812	21,014
35-39	20,593	24,462	21,548
40-44	17,016	20,296	20,602
45-49	15,159	15,847	17,864
50-54	13,807	14,742	14,579
55-59	12,163	13,418	13,366
60-64	10,041	12,737	11,725
65-69	6,557	11,175	11,134
70-74	4,157	8,770	9,573
75-79	3,064	5,967	7,324
80-84	2,519	3,551	4,895
85+	3,133	3,810	4,555
Total	221,119	246,185	247,776

Source: Esri Demographics 2023, Novogradac, February 2024

Household Income Distribution

The following tables illustrate household income distribution in 2023 and 2028 in the PMA and MSA.

HOUSEHOLD INCOME PMA

Income Cohort	2023		2028		Annual Change 2023 to 2028	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	5,187	4.8%	4,819	4.4%	-74	-1.4%
\$10,000-19,999	3,162	2.9%	3,075	2.8%	-17	-0.6%
\$20,000-29,999	5,714	5.3%	4,984	4.6%	-146	-2.6%
\$30,000-39,999	6,082	5.6%	5,567	5.1%	-103	-1.7%
\$40,000-49,999	5,942	5.5%	5,595	5.1%	-69	-1.2%
\$50,000-59,999	6,102	5.6%	5,656	5.2%	-89	-1.5%
\$60,000-74,999	9,270	8.5%	8,620	7.9%	-130	-1.4%
\$75,000-99,999	13,421	12.4%	12,915	11.8%	-101	-0.8%
\$100,000-124,999	12,081	11.1%	11,684	10.7%	-79	-0.7%
\$125,000-149,999	9,934	9.1%	10,101	9.2%	33	0.3%
\$150,000-199,999	12,964	11.9%	13,621	12.5%	131	1.0%
\$200,000+	18,746	17.3%	22,572	20.7%	765	4.1%
Total	108,605	100.0%	109,209	100.0%		

Source: HISTA Data / Ribbon Demographics 2023, Novogradac, February 2024

HOUSEHOLD INCOME MSA

Income Cohort	2023		2028		Annual Change 2023 to 2028	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	91,656	3.8%	86,204	3.4%	-1,090	-1.2%
\$10,000-19,999	93,242	3.8%	87,764	3.5%	-1,096	-1.2%
\$20,000-29,999	105,251	4.3%	96,674	3.9%	-1,715	-1.6%
\$30,000-39,999	116,191	4.8%	108,057	4.3%	-1,627	-1.4%
\$40,000-49,999	118,980	4.9%	110,732	4.4%	-1,650	-1.4%
\$50,000-59,999	125,962	5.2%	117,423	4.7%	-1,708	-1.4%
\$60,000-74,999	191,228	7.9%	180,288	7.2%	-2,188	-1.1%
\$75,000-99,999	292,777	12.1%	284,561	11.3%	-1,643	-0.6%
\$100,000-124,999	266,977	11.0%	263,602	10.5%	-675	-0.3%
\$125,000-149,999	219,185	9.0%	229,169	9.1%	1,997	0.9%
\$150,000-199,999	304,471	12.5%	325,091	13.0%	4,124	1.4%
\$200,000+	500,951	20.6%	620,479	24.7%	23,906	4.8%
Total	2,426,871	100.0%	2,510,044	100.0%		

Source: HISTA Data / Ribbon Demographics 2023, Novogradac, February 2024

Qualifying incomes for the Subject's tenants will range from \$0 to \$97,680. Absent subsidy, the income limits will range between \$29,040 to \$97,680.

Average Household Size

The following table is a summary of the average household size in the PMA, MSA, and nation in 2010, 2023, as well as 2028.

AVERAGE HOUSEHOLD SIZE

Year	PMA		MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2010	2.17	-	2.64	-	2.57	-
2023	2.25	0.3%	2.65	0.0%	2.53	-0.1%
2028	2.25	0.0%	2.63	-0.1%	2.51	-0.2%

Source: Esri Demographics 2023, Novogradac, February 2024

The average household size in the PMA is below the MSA and the overall nation. According to ESRI demographic projections, the average household size in the PMA is expected to remain relatively stable through 2028.

Renter Household Income Distribution

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

RENTER HOUSEHOLD INCOME PMA

Income Cohort	2023		2028		Annual Change 2023 to 2028	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	4,157	6.5%	3,831	6.0%	-65	-1.6%
\$10,000-19,999	2,320	3.6%	2,267	3.6%	-11	-0.5%
\$20,000-29,999	4,467	7.0%	3,811	6.0%	-131	-2.9%
\$30,000-39,999	4,650	7.3%	4,185	6.6%	-93	-2.0%
\$40,000-49,999	4,278	6.7%	4,034	6.4%	-49	-1.1%
\$50,000-59,999	4,459	7.0%	4,110	6.5%	-70	-1.6%
\$60,000-74,999	6,672	10.5%	6,336	10.0%	-67	-1.0%
\$75,000-99,999	9,308	14.6%	9,041	14.3%	-53	-0.6%
\$100,000-124,999	7,149	11.2%	7,031	11.1%	-24	-0.3%
\$125,000-149,999	5,402	8.5%	5,704	9.0%	60	1.1%
\$150,000-199,999	5,911	9.3%	6,475	10.2%	113	1.9%
\$200,000+	4,919	7.7%	6,591	10.4%	334	6.8%
Total	63,692	100.0%	63,416	100.0%		

Source: HISTA Data / Ribbon Demographics 2023, Novogradac, February 2024

As illustrated, the income cohorts with the largest concentrations of renter households are concentrated in the \$75,000-99,999, \$100,000-124,999, and \$60,000-74,999 income cohorts. As of 2023, approximately 31 percent of renter households in the PMA earn less than \$50,000 annually.

General Household Tenure

The following table illustrates the tenure patterns in the PMA for the years 2010 and 2023, as well as the projected tenure patterns for the year 2028.

TENURE PATTERNS PMA

Year	Owner-Occupied	Percentage Owner-Occupied	Renter-Occupied	Percentage Renter-Occupied
2010	41,982	42.2%	57,599	57.8%
2023	44,913	41.4%	63,692	58.6%
2028	45,793	41.9%	63,416	58.1%

Source: HISTA Data / Ribbon Demographics 2023, Novogradac, February 2024

The percentage of renter households in the PMA increased between 2010 and 2023, and is estimated to be 58.6 percent as of 2023. The current percentage of renter households in the PMA is substantially above the estimated 35 percent of renter households across the overall nation. According to the ESRI demographic projections, the percentage of renter households in the PMA is expected to decline slightly through 2028.

Median Household Income Levels

The following table illustrates median household income levels in the PMA, MSA, and nation from 2010 through 2028. Note that this is based on data for all household sizes and is independent of the calculation of AMI.

MEDIAN HOUSEHOLD INCOME

Year	PMA		MSA		USA	
	Amount	Annual Change	Amount	Annual Change	Amount	Annual Change
2010	\$81,209	-	\$89,353	-	\$55,535	-
2023	\$103,235	2.1%	\$113,353	2.1%	\$72,604	2.4%
2028	\$115,446	2.4%	\$125,725	2.2%	\$82,410	2.7%

Source: Esri Demographics 2023, Novogradac, February 2024

As of 2023, the median income in the PMA is similar to the surrounding MSA. Median household income growth in the PMA was similar to the MSA between 2010 and 2023. Growth in both geographic areas trailed the nation during the same time period. Relative to the nation, household income in the PMA declined slightly

from 146.2 percent of the national median income in 2010 to 142.2 in 2023. According to ESRI demographic projections, annualized PMA growth is expected to accelerate to 2.4 percent through 2028, which is similar to projected growth in the surrounding MSA and slightly below the overall nation.

General Renter Household Income Distribution

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

RENTER HOUSEHOLD INCOME PMA						
Income Cohort	2023		2028		Annual Change 2023 to 2028	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	4,157	6.5%	3,831	6.0%	-65	-1.6%
\$10,000-19,999	2,320	3.6%	2,267	3.6%	-11	-0.5%
\$20,000-29,999	4,467	7.0%	3,811	6.0%	-131	-2.9%
\$30,000-39,999	4,650	7.3%	4,185	6.6%	-93	-2.0%
\$40,000-49,999	4,278	6.7%	4,034	6.4%	-49	-1.1%
\$50,000-59,999	4,459	7.0%	4,110	6.5%	-70	-1.6%
\$60,000-74,999	6,672	10.5%	6,336	10.0%	-67	-1.0%
\$75,000-99,999	9,308	14.6%	9,041	14.3%	-53	-0.6%
\$100,000-124,999	7,149	11.2%	7,031	11.1%	-24	-0.3%
\$125,000-149,999	5,402	8.5%	5,704	9.0%	60	1.1%
\$150,000-199,999	5,911	9.3%	6,475	10.2%	113	1.9%
\$200,000+	4,919	7.7%	6,591	10.4%	334	6.8%
Total	63,692	100.0%	63,416	100.0%		

Source: HISTA Data / Ribbon Demographics 2023, Novogradac, February 2024

As illustrated, the income cohorts with the largest concentrations of renter households are concentrated in the \$75,000-99,999, \$100,000-124,999, and \$60,000-74,999 income cohorts. As of 2023, approximately 31 percent of renter households in the PMA earn less than \$50,000 annually.

Rent Overburdened Households

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

Year	PMA		MSA		USA	
	Amount	Percentage	Amount	Percentage	Amount	Percentage
2023	21,858	35.6%	306,372	37.8%	16,448,785	40.3%

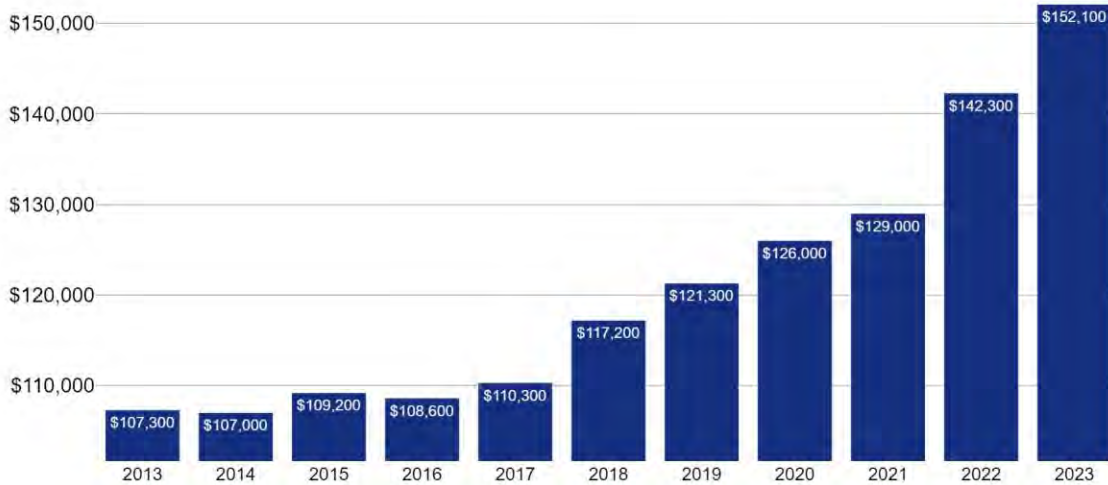
Source: US Census 2023, Novogradac, February 2024

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

Area Median Income

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

AMI Growth - Arlington County, VA



Overall, the AMI increased at an annual rate of 3.80 percent between 2013 and 2023. Over 89.3 percent of counties in the nation experienced an increase in AMI in 2023. This was also true in Arlington County, which reached a record high AMI level in 2023. Rising AMI levels bode well for future rent growth at affordable developments, such as the proposed Subject.

AMI GROWTH

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
AMI	\$103,500	\$106,100	\$107,500	\$107,300	\$107,000	\$109,200	\$108,600	\$110,300	\$117,200	\$121,300	\$126,000	\$129,000	\$142,300	\$152,100
% Growth	-	2.51%	1.32%	(0.19%)	(0.28%)	2.06%	(0.55%)	1.57%	6.26%	3.50%	3.87%	2.38%	10.31%	6.89%

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

Conclusion

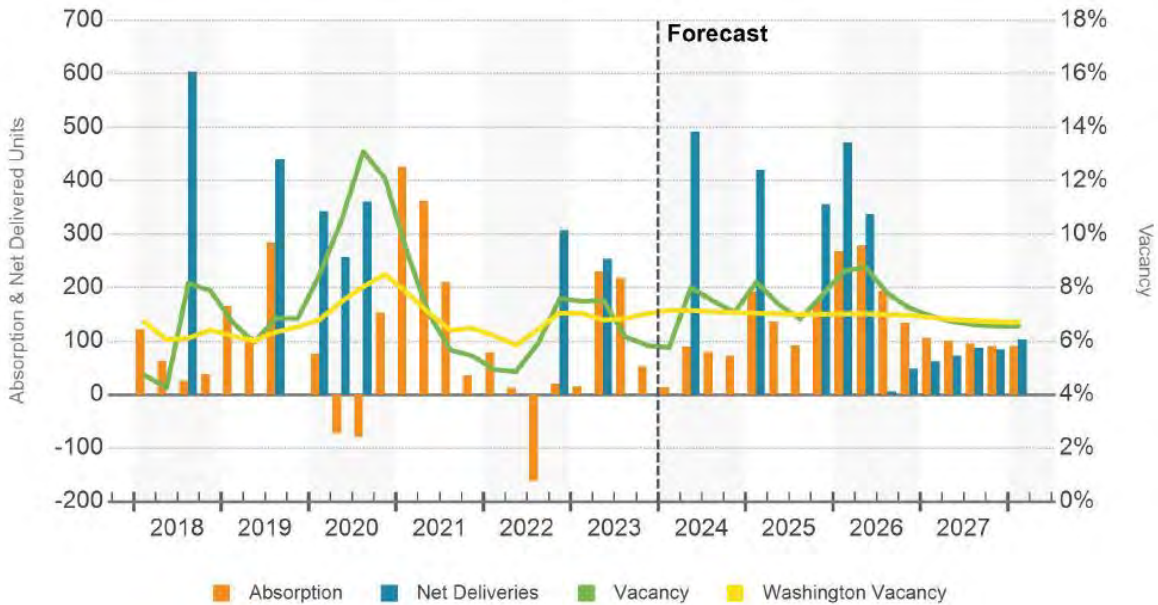
Population in the PMA increased at an annualized rate of 0.9 percent between 2010 and 2023, compared to growth of 1.2 percent in the MSA and 0.7 percent across the nation. The percentage of renter households in the PMA rose between 2010 and 2023 and is estimated to be 59 percent as of 2023. This is more than the estimated 33 percent renter households across the overall nation. The median income in the PMA as of 2023 is similar to the MSA and overall nation. According to ESRI demographic projections, population, household, and median income levels are expected to rise through 2028. We have considered local demographic trends in our determination of achievable rents.

H. COMPETITIVE ENVIRONMENT

Housing Summary

We consulted the CoStar Market Analytics Report for the National Landing Multifamily submarket, which contains Crystal City, Pentagon City, and Potomac Yard, to gather information on the local apartment rental market.

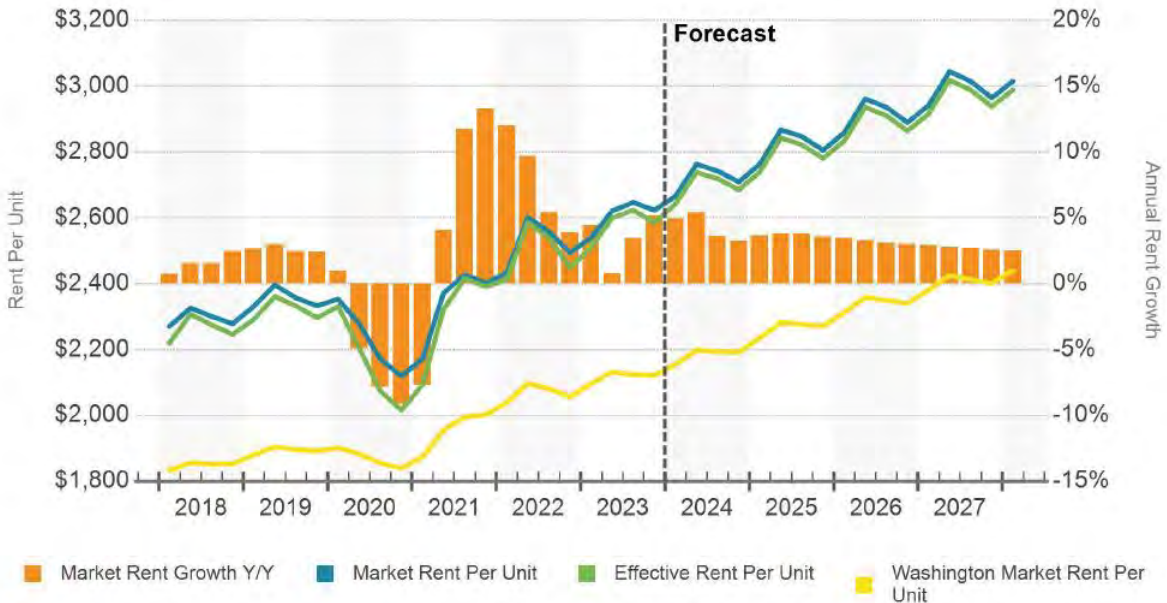
ABSORPTION, NET DELIVERIES & VACANCY



Source: CoStar, February 2024

According to CoStar, the current vacancy rate for the National Landing submarket is 5.7 percent, approximately 1.8 percent lower than this time last year. The current vacancy rate is also slightly below the historical average of 6.1 percent. We believe this is likely due to new additions to supply that are proposed. The surveyed comparable properties reported an overall weighted average vacancy rate of 4.6 percent. CoStar predicts that the submarket’s vacancy rate will increase to approximately 6.5 percent through 2027.

MARKET RENT PER UNIT & RENT GROWTH



Source: CoStar, February 2024

The average market rent per unit in the National Landing submarket increased every year between 2018 and 2023, with the exception of 2020 when the Covid-19 pandemic significantly impacted the housing market. Currently, the average market rent per unit in the submarket is \$2,645, representing an increase of approximately 4.8 percent over the past year. CoStar projects rents to grow to above \$3,000 through 2027.

Age of Housing Stock

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

HOUSING STOCK BY YEAR BUILT						
	PMA		MSA		USA	
Built 2005 or later	6,748	5.8%	223,313	9.0%	10,163,329	7.3%
Built 2000 to 2004	9,339	8.1%	347,348	14.1%	18,956,990	13.6%
Built 1990 to 1999	8,862	7.6%	346,899	14.0%	18,929,789	13.6%
Built 1980 to 1989	12,206	10.5%	380,994	15.4%	18,493,512	13.3%
Built 1970 to 1979	16,536	14.3%	332,860	13.5%	20,705,644	14.9%
Built 1960 to 1969	22,040	19.0%	292,381	11.8%	14,432,008	10.4%
Built 1950 to 1959	16,675	14.4%	221,137	9.0%	14,008,116	10.1%
Built 1940 to 1949	15,348	13.2%	120,670	4.9%	6,584,609	4.7%
Built 1939 or earlier	8,206	7.1%	204,272	8.3%	17,104,504	12.3%
Total Housing Units	115,960	100.0%	2,469,874	100.0%	139,378,501	100.0%

Source: Esri Demographics 2023, Novogradac, February 2024

As illustrated in the previous table, a majority of the housing stock in the PMA was built prior to 1980. As new construction, the Subject will have a significant advantage over the existing housing stock.

Substandard Housing

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

SUBSTANDARD HOUSING			
Year	PMA	MSA	USA
	<i>Percentage</i>	<i>Percentage</i>	<i>Percentage</i>
2023	0.67%	1.12%	1.70%

Source: Esri Demographics 2023, Novogradac, February 2024

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

Building Permits

The following table demonstrates building permit information from 2000 through 2023 for Arlington County, Virginia.

BUILDING PERMITS: ARLINGTON COUNTY 2000 - 2023

Year	Single-family and Duplex	Three and Four-Family	Five or More Family	Total Units
2005	166	12	1,097	1,275
2006	203	0	2,757	2,960
2007	151	0	1,970	2,121
2008	119	3	1,057	1,179
2009	156	0	458	614
2010	286	0	589	875
2011	193	0	1,752	1,945
2012	158	0	2,049	2,207
2013	204	0	730	934
2014	229	0	1,931	2,160
2015	245	0	407	652
2016	382	0	1,532	1,914
2017	184	0	2,700	2,884
2018	206	0	2,550	2,756
2019	161	0	582	743
2020	296	0	257	553
2021	226	0	3,097	3,323
2022	180	0	1,980	2,160
2023	220	0	1,054	1,274
Average	209	1	1,503	1,712

Source: US Census Bureau, Novogradac, February 2024

Permit issuance increased in seven out of 14 years between 2009 and 2023. The most recent years with finalized data indicate construction activity declined by 41.0 percent between 2022 and 2023, and remains below the post-recessionary highs recorded in 2021. Additionally worth noting is that the share of overall permit issuance attributable to large-scale multifamily projects over the past three years is approximately 90.7 percent.

Rent/Buy Analysis

We performed a rent/buy analysis. Our inputs assume a three-bedroom, single-family home listing on Zillow in the Subject's neighborhood with a purchase price of \$735,000 and an interest rate of 7.00 percent for a 30-year fixed mortgage with a ten percent down payment. This was compared with the cost to rent the Subject's three-bedroom unit at 60 percent of AMI. The analysis indicates that with a monthly differential of \$3,363, it is more affordable to rent than purchase a home. The rent buy analysis is illustrated in the following table.

RENT BUY ANALYSIS			
Property Type:	Three-Bedroom Single-Family Home		
Sales Price	\$735,000		
Down Payment at 10.0%	\$73,500		
Mortgage Amount	\$661,500		
Current Interest Rate	7.00%		
<i>Homeownership Costs</i>		<i>Monthly</i>	<i>% of Home Value</i>
Mortgage Payment	\$4,401		\$52,812
Property Taxes	\$766	1.25%	\$9,188
Private Mortgage Insurance*	\$276	0.50%	\$3,308
Maintenance	\$1,225	2.00%	\$14,700
Utility Costs**	\$26		\$312
Tax Savings	(\$1,152)		(\$13,820)
Cost Comparison			
	<i>Monthly</i>		<i>Annual</i>
Costs of Homeownership	\$5,542		\$66,499
Cost of Renting At Subject	\$2,179		\$26,148
Differential	\$3,363		\$40,351
Cost of Occupancy			
<i>Homeownership</i>			
Closing Costs		3.00%	\$22,050
Down Payment at 10.0%		10.00%	\$73,500
Total			\$95,550
<i>Subject Rental</i>			
First Month's Rent	\$2,179		
Security Deposit	\$2,179		
Total	\$4,358		

* Based upon 0.50% of mortgage amount

** Utility Costs Included in Rent at Subject

As illustrated, the cash due at occupancy is more than \$95,000 for the down payment and closing costs. The cash necessary for homeownership is still a barrier to many families. In general, first-time home buyers have difficulty saving for a down payment. Further, renting at the Subject is more affordable than purchasing even a modest single-family home in the Subject's neighborhood. Overall, we believe the Subject will face limited competition from homeownership.

INTERVIEWS

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

Arlington County Department of Rental Services

We contacted the Arlington County Department of Rental Services, which oversees Housing Choice Vouchers in Arlington County on behalf of Virginia Housing, for information regarding the program. We were referred to the organization's website for further information regarding the Housing Choice Voucher program. The housing authority is authorized to issue a total of 1,588 vouchers, with 1,460 vouchers currently in use. The waiting list was last opened in 2020, and there is a total of approximately 2,500 households on this list. The payment standards for studio, one, two, and three-bedroom units are illustrated in the proceeding table.

PAYMENT STANDARDS

Unit Type	Proposed Gross Rent	Gross Payment Standard	Proposed Rent Vs. Payment Standard
@30%			
1BR	\$847	\$1,962	-131.6%
2BR	\$1,017	\$2,250	-121.2%
3BR	\$1,175	\$2,943	-150.5%
@50%			
OBR	\$1,318	\$1,908	-44.8%
2BR	\$1,696	\$2,250	-32.7%
3BR	\$1,959	\$2,943	-50.2%
@50% (PBRA)			
1BR	\$1,413	\$1,962	-38.9%
2BR	\$1,696	\$2,250	-32.7%
@60%			
1BR	\$1,695	\$1,962	-15.8%
2BR	\$2,035	\$2,250	-10.6%
3BR	\$2,351	\$2,943	-25.2%

Source: Arlington County Housing Division, effective July 2023

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

Summary of Pipeline Supply and Recent LIHTC Allocations

We reviewed the list of LIHTC awards published by Virginia Housing from 2020 through January 2024. We also consulted a CoStar new construction report regarding planned, proposed, and under construction developments within the PMA. According to our sources, there are numerous proposed, under construction, and recently completed developments within the PMA, illustrated in the following table.

RECENT AND PLANNED DEVELOPMENT

Property Name	Rent Structure	Tenancy	Total Units	Competitive Affordable Units	Competitive PBRA Units	Construction Status	LIHTC Allocation Year	Distance to Subject
Sage	Affordable/Market	Family	306	12	0	Complete	N/A	0.5 miles
Arlington View Terrace East	LIHTC/Section 8	Family	77	48	29	Complete	2020	1.1 miles
2400 Columbia Pike	Market	Family	120	0	0	Proposed	N/A	1.7 miles
The Elliott	Market	Family	243	0	0	Proposed	N/A	1.8 miles
Westmont Apartments	Market	Family	250	0	0	Under Construction	N/A	2.1 miles
1415 S Eads St	Market	Family	635	0	0	Proposed	N/A	0.3 miles
3401 Columbia Pike	Market	Family	250	0	0	Proposed	N/A	2.1 miles
10 S Glebe Rd	Affordable	Family	128	128	0	Proposed	N/A	2.7 miles
1001 S Glebe Rd	Market	Family	241	0	0	Proposed	N/A	2.1 miles
1400 S Joyce St	Market	Family	1665	0	0	Proposed	N/A	0.7 miles
Shirlington House II	Market	Family	78	0	0	Proposed	N/A	2.3 miles
2306-2316 S Eads St	Market	Family	22	0	0	Proposed	N/A	0.2 miles
2480 S Glebe Rd	Market	Family	487	0	0	Proposed	N/A	1.6 miles
Shirlington Apartments	Affordable/PBRA/Market	Family	30	3	0	Proposed	N/A	1.8 miles
Merion Pike West	Affordable/Market	Family	401	124	0	Proposed	N/A	3.5 miles
Arlington View Terrace West	LIHTC/Section 8	Family	78	31	47	Proposed	N/A	1.2 miles
Fort Henry Gardens Revitalization	Affordable	Family	300	218	0	Proposed	N/A	1.9 miles
Crystal House III 4%	LIHTC	Family	344	340	0	Proposed	N/A	0.1 miles
Crystal House IV	Market	Family	222	0	0	Proposed	N/A	0.1 miles
Goodwill	Affordable	Family	128	128	0	Proposed	N/A	2.7 miles
Crystal House V	LIHTC	Family	81	81	0	Proposed	N/A	0.1 miles
Crystal House VI	LIHTC/Section 8	Senior	80	0	0	Proposed	N/A	0.1 miles
Totals			6,166	1,113	76			

- Sage is a recently completed 306-unit affordable/market-rate development located 0.5 miles north of the Subject site. The property offers a 19-story highrise design and targets family households, similar to the Subject. We believe 12 units will be competitive with the Subject.
- Arlington View Terrace East is a recently completed 77-unit LIHTC/Section 8 development located 1.1 miles west of the Subject site. The property offers a four-story midrise design and targets family households, similar to the Subject. We believe 77 units will be competitive with the Subject.
- 10 S Glebe Rd is a proposed 128-unit affordable development located 2.7 miles west of the Subject site. Upon completion, the property will offer a seven-story lowrise design and target family households, similar to the Subject. We believe 128 units will be competitive with the Subject.
- Shirlington Apartments is a proposed 30-unit affordable/PBRA/market-rate development located 1.8 miles southwest of the Subject site. Upon completion, the property will offer a five-story midrise design and target family households, similar to the Subject. We believe 3 units will be competitive with the Subject.
- Merion Pike West is a proposed 401-unit affordable/market-rate development located 3.5 miles west of the Subject site. Upon completion, the property will offer a six-story midrise design and target family households, similar to the Subject. We believe 124 units will be competitive with the Subject.
- Arlington View Terrace West is a proposed 78-unit LIHTC/Section 8 development located 1.2 miles west of the Subject site. Upon completion, the property will target family households, similar to the Subject. We believe 78 units will be competitive with the Subject.
- Fort Henry Gardens Revitalization is a proposed 300-unit affordable development located 1.9 miles west of the Subject site. As part of the revitalization, the 82 existing units will be replaced and 218 new units will be added. Upon completion, the property will target family households, similar to the Subject. We believe the 218 new units will be competitive with the Subject. According to the Arlington Planning Department, this development is currently on hold.
- Goodwill is a proposed 128-unit LIHTC development located 2.7 miles west of the Subject site. Upon completion, the property will target family households earning 30, 50, and 60 percent of the AMI or less, similar to the Subject. We believe 128 units will be competitive with the Subject.
- Crystal House III 4% is the proposed second phase of the Subject's overall development. The property will offer 344 units restricted to 30, 50, 60, and 80 percent of the AMI, or less. The property will share the same building as the Subject and will target family households. We believe the 340 units restricted to 30, 50, and 60 percent of the AMI will be competitive with the Subject.
- Crystal House V is a proposed 81-unit LIHTC development located 0.1 miles south of the Subject site. This property will be a sister property to the Subject. Upon completion, the property will target family households, similar to the Subject. We believe 81 units will be competitive with the Subject.
- Crystal House VI is a proposed 80-unit LIHTC/Section 8 development located 0.1 miles northwest of the Subject site. This will be a sister property to the Subject. Upon completion, the property will offer a five-story midrise design and target senior households. Eight units will be restricted to 30 percent of the AMI and will benefit from a project-based subsidy. The remaining 72 units will be restricted to 50 percent of the AMI. We do not believe any units will be competitive with the Subject due to dissimilar tenancy.

Survey of Comparable Properties

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

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

To evaluate the competitive position of the Subject, we surveyed a total of 4,185 units in ten rental properties. We included five affordable developments located between 0.1 and 3.5 miles from the Subject site, all of which are located inside the PMA. We also included five market rate properties located between 0.1 and 2.3 miles from the Subject site, all of which are located inside the PMA. Overall, we believe the availability of data is adequate to support our conclusions.

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

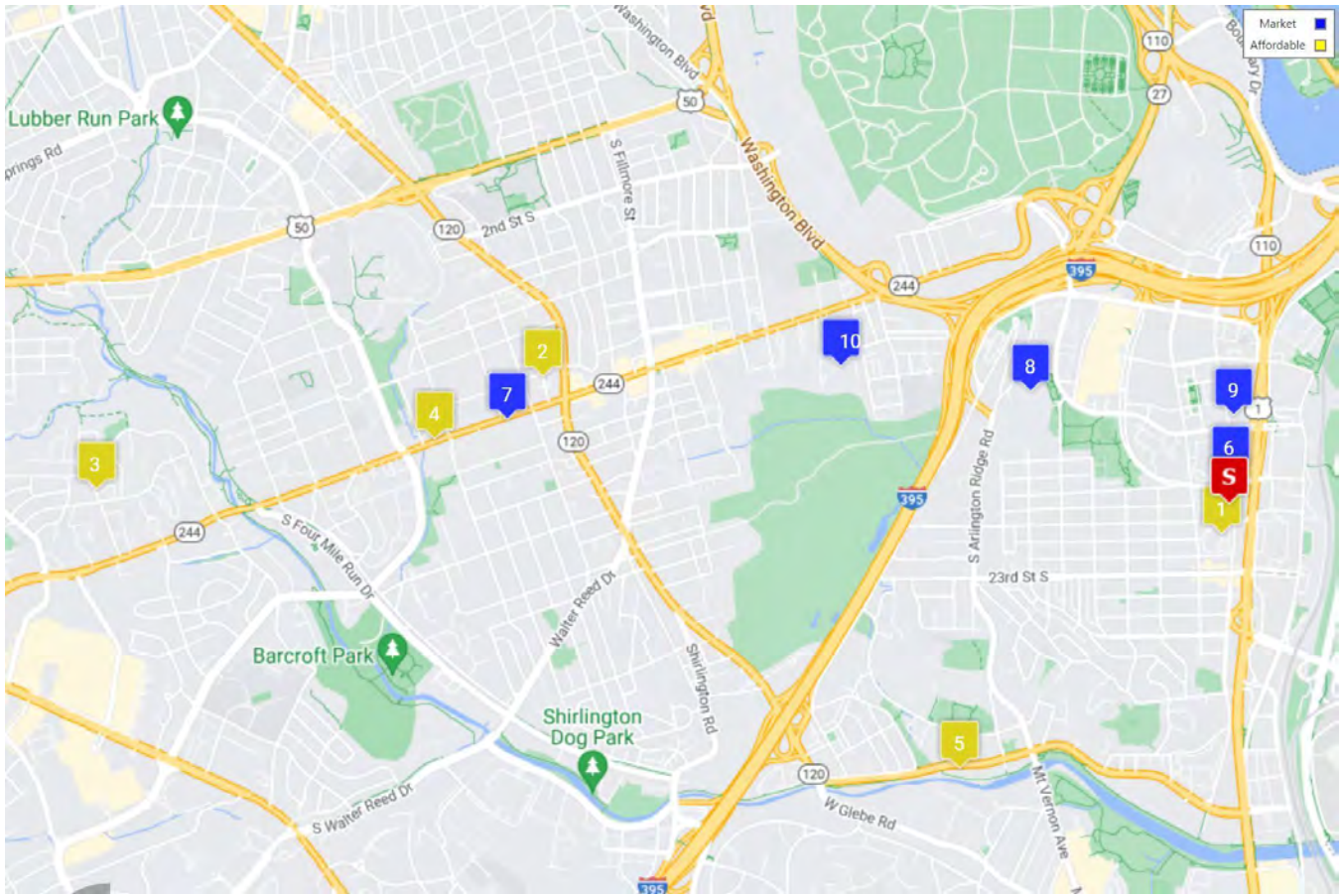
EXCLUDED PROPERTIES

Property Name	Rent Structure	Tenancy	Reason for Exclusion
Arbor Heights Apartments	LIHTC	Family	Unable to contact
Arna Valley View	LIHTC	Family	Unable to contact
Barcroft Apartments Alpha III	LIHTC	Family	Unable to contact
Beverly Park Apartments	LIHTC	Family	Unable to contact
Braddock Road Apartments	LIHTC	Family	Unable to contact
Buchanan Gardens	LIHTC	Family	Unable to contact
Carousel Court Apartments	LIHTC	Family	Closer comparables utilized
Carpenter's Shelter	LIHTC	Family	Unable to contact
Elbert Avenue Apartments	LIHTC	Family	Unable to contact
Fields Of Alexandria	LIHTC	Family	Closer comparables utilized
Fort Henry Gardens	LIHTC	Family	Unable to contact
Gilliam Place West	LIHTC	Family	Unable to contact
Grand View Apartments	LIHTC	Family	Closer comparables utilized
Hollybrooke Apartments	LIHTC	Family	Closer comparables utilized
Jackson Crossing	LIHTC	Family	Unable to contact
Lacy Court Apartments	LIHTC	Family	Unable to contact
Longview Terrace Apartments	LIHTC	Family	Closer comparables utilized
Lynhaven Apartments	LIHTC	Family	Unable to contact
Macedonian Apartments	LIHTC	Family	Unable to contact
Park Shirlington	LIHTC	Family	Unable to contact
Parkwood Apartments	LIHTC	Family	Closer comparables utilized
Serrano Apartments	LIHTC	Family	Closer comparables utilized
St. James Plaza	LIHTC	Family	Closer comparables utilized
The Bloom At Braddock Apartments	LIHTC	Family	More comparable properties utilized
The Fields Of Old Town	LIHTC	Family	Unable to contact
The Nexus At West Alex	LIHTC	Family	Unable to contact
The Shell	LIHTC	Family	Unable to contact
The Shelton Apartments	LIHTC	Family	Unable to contact
Arlington Mill Residences	LIHTC/Section 8	Family	Subsidized rents
Woodland Hill Apartments	LIHTC/Section 8	Senior	Subsidized rents
Columbia Grove Apartments	LIHTC/Market	Family	Unable to contact
Del Ray Central	LIHTC/Market	Family	Unable to contact
Fields Of Arlington	LIHTC/Market	Family	Unable to contact
Harvey Hall Apartments	LIHTC/Market	Family	Unable to contact
Key Gardens	LIHTC/Market	Family	Unable to contact
Lenox Club	LIHTC/Market	Family	Unable to contact
Parcview Apartments	LIHTC/Market	Family	Closer comparables utilized
Parkstone Alexandria	LIHTC/Market	Family	Unable to contact
Potomac West Apartments	LIHTC/Market	Family	Unable to contact
Virginia Gardens	LIHTC/Market	Family	More comparable properties utilized
Bellefonte Apts	Section 8	Family	Subsidized rents
Claridge House I	Section 8	Senior	Subsidized rents
Cleveland Cheshire Home	Section 8	Family	Subsidized rents
Nelson Cheshire Home	Section 8	Family	Subsidized rents
Pendleton Park Apts	Section 8	Family	Subsidized rents
South 7th Street Group Home	Section 8	Family	Subsidized rents
Woodland Hill	Section 8	Family	Subsidized rents

Property Name	Rent Structure	Tenancy	Reason for Exclusion
Claridge House II	Section 8/Market	Senior	Subsidized rents
Heritage At Old Town	Section 8/Market	Family	Subsidized rents
101 N Ripley	Market	Family	Closer comparables utilized
1111 Belle Pre Apartments	Market	Family	Closer comparables utilized
55 Hundred Apartments	Market	Family	Closer comparables utilized
Arrive 2801	Market	Family	Closer comparables utilized
Avalon At Arlington Square	Market	Family	Closer comparables utilized
Avalon Columbia Pike	Market	Family	Closer comparables utilized
Barcroft Apartments	Market	Family	Closer comparables utilized
Barcroft View Apartments	Market	Family	Closer comparables utilized
Barton's Crossing	Market	Family	Closer comparables utilized
Bartton Place	Market	Family	Closer comparables utilized
Braddock Lee	Market	Family	Closer comparables utilized
Brookdale At Mark Center	Market	Family	Closer comparables utilized
Brookville Townhomes	Market	Family	Closer comparables utilized
Columbia Crossing	Market	Family	Closer comparables utilized
Columbia View Apartments	Market	Family	Closer comparables utilized
Commonwealth Crossing Apartments	Market	Family	Closer comparables utilized
Cortland At Pentagon City	Market	Family	Undergoing renovations
Crystal Towers	Market	Family	Unable to contact
Delray Tower	Market	Family	Closer comparables utilized
Dominion Apartments	Market	Family	Closer comparables utilized
Dominion Plaza	Market	Family	Closer comparables utilized
Dorchester Apartments	Market	Family	Closer comparables utilized
Eaton Square At Arlington Ridge	Market	Family	Unable to contact
Fillmore Gardens	Market	Family	Closer comparables utilized
Foxchase Of Alexandria	Market	Family	Closer comparables utilized
Glebe House Apartments	Market	Family	Closer comparables utilized
Golden Gate Apartments	Market	Family	Closer comparables utilized
Greenbrier Apartments	Market	Family	Closer comparables utilized
Halstead Tower	Market	Family	Closer comparables utilized
Hillwood At Mark Center	Market	Family	Closer comparables utilized
Infinity Apartments	Market	Family	Closer comparables utilized
IO Piazza	Market	Family	Closer comparables utilized
Lerner Excelsior Tower Apartments	Market	Family	Closer comparables utilized
Lloyd Apartments	Market	Family	Closer comparables utilized
London Park Apartments	Market	Family	Closer comparables utilized
Manor House	Market	Family	Closer comparables utilized
Meridian At Braddock Station	Market	Family	Closer comparables utilized
Munson Hill Towers	Market	Family	Closer comparables utilized
New Brookside Apartments	Market	Family	Unable to contact
Newport Village	Market	Family	Closer comparables utilized
Park At Arlington Ridge	Market	Family	Unable to contact
Park Vue Of Alexandria	Market	Family	Unable to contact
Penrose Square	Market	Family	Closer comparables utilized
Pike 3400	Market	Family	Closer comparables utilized
Platform Alexandria	Market	Family	Closer comparables utilized
Portals Of Alexandria	Market	Family	Unable to contact
Presidential Greens Apartments	Market	Family	Unable to contact
Seminary Hill	Market	Family	Closer comparables utilized
Seminary Towers	Market	Family	Closer comparables utilized
Siena Park	Market	Family	Closer comparables utilized
Skyline Towers	Market	Family	Closer comparables utilized
The Alexander	Market	Family	Closer comparables utilized
The Asher	Market	Family	Closer comparables utilized
The Aspen Apartments	Market	Family	Closer comparables utilized
The Citizen At Shirlington Village	Market	Family	Closer comparables utilized
The Dalton	Market	Family	Closer comparables utilized
The Delancey At Shirlington Village	Market	Family	Closer comparables utilized
The Encore	Market	Family	Closer comparables utilized
The Gardens At Del Ray	Market	Family	Closer comparables utilized
The Graham At Southern Towers	Market	Family	Closer comparables utilized
The Reserve At Potomac Yard	Market	Family	Unable to contact
The Wellington	Market	Family	More comparable properties utilized
Town Square At Mark Center	Market	Family	Closer comparables utilized
Twenty400	Market	Family	Closer comparables utilized
Westmont Gardens	Market	Family	Closer comparables utilized
Whitmore Apartments	Market	Family	Closer comparables utilized
Wildwood Park Apartments	Market	Family	Closer comparables utilized
Wildwood Towers	Market	Family	Closer comparables utilized
Crystal Place Apartments	Market	Family	Unable to contact

Comparable Rental Property Map

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



Source: Google Maps, February 2024

COMPARABLE PROPERTIES

#	Property Name	City	Rent Structure	Distance to Subject
S	CH3 South Nine	Arlington	@30%, @50%, @50% (PBRA), @60%	-
1	Crystal House & Crystal House I	Arlington	@50%, @80%, Market	0.1 mile
2	Gilliam Place	Arlington	@40%, @50%, @60%	2.2 miles
3	Monterey Apartments	Arlington	@50%, @60%	3.5 miles
4	Quebec Apartments	Arlington	@60%, Market	2.5 miles
5	The Apex	Arlington	@50%, @60%, @80%	1.2 miles
6	Crystal Flats	Arlington	Market	0.1 mile
7	Oakland Apartments	Arlington	Market	2.3 miles
8	Riverhouse Apartments	Arlington	Market	0.7 mile
9	The Paramount Apartments	Arlington	Market	0.3 mile
10	Trove	Arlington	Market	1.3 miles

SUMMARY MATRIX

#	Property Name	Distance	Type/Built/Renovated	AMI	Unit Type	#	%	SF	Restriction	Rent (Adj)	Max Rent?	Waiting List	Vacant Units	Vacancy Rate
S	CH3 South Nine 1900 S. Eads Street Arlington, VA Arlington County		Highrise 11-stories 2027 Family	@30%, @50%, @50% (PBRA), @60%	OBR/1BA	1	1.1%	461	@50%	\$1,225	N/A		N/A	N/A
					1BR/1BA	4	4.5%	621	@30%	\$732	N/A	N/A	N/A	
					1BR/1BA	5	5.7%	621	@50% (PBRA)	\$1,298	N/A	N/A	N/A	
					1BR/1BA	7	8.0%	621	@60%	\$1,580	N/A	N/A	N/A	
					2BR/1.5BA	13	14.8%	859	@30%	\$874	N/A	N/A	N/A	
					2BR/1.5BA	19	21.6%	859	@50%	\$1,553	N/A	N/A	N/A	
					2BR/1.5BA	4	4.5%	859	@50% (PBRA)	\$1,553	N/A	N/A	N/A	
					2BR/1.5BA	17	19.3%	859	@60%	\$1,892	N/A	N/A	N/A	
					3BR/2BA	5	5.7%	1,027	@30%	\$1,003	N/A	N/A	N/A	
					3BR/2BA	6	6.8%	1,027	@50%	\$1,787	N/A	N/A	N/A	
					3BR/2BA	7	8.0%	1,027	@60%	\$2,179	N/A	N/A	N/A	
					88									
1	Crystal House & Crystal House I 2000 South Eads Street Arlington, VA Arlington County	0.1 mile	Highrise 12-stories 1965 / 2017 Family	@50%, @80%, Market	OBR/1BA	N/A	N/A	531	@50%	\$1,225	Yes	Yes	N/A	N/A
					OBR/1BA	N/A	N/A	531	@80%	\$2,017	No	No	N/A	N/A
					OBR/1BA	N/A	N/A	507	Market	\$1,984	N/A	No	N/A	N/A
					1BR/1BA	N/A	N/A	756	@50%	\$1,298	Yes	Yes	N/A	N/A
					1BR/1BA	N/A	N/A	756	@80%	\$2,146	No	No	N/A	N/A
					1BR/1BA	N/A	N/A	861	Market	\$1,994	N/A	No	N/A	N/A
					2BR/1BA	N/A	N/A	1,200	@50%	\$1,553	Yes	Yes	N/A	N/A
					2BR/1BA	N/A	N/A	1,200	@80%	\$2,571	No	No	N/A	N/A
					2BR/1BA	N/A	N/A	1,223	Market	\$2,692	N/A	No	N/A	N/A
					3BR/2BA	N/A	N/A	1,488	@50%	\$1,787	Yes	Yes	N/A	N/A
					3BR/2BA	N/A	N/A	1,488	@80%	\$2,963	No	No	N/A	N/A
3BR/2BA	N/A	N/A	1,555	Market	\$3,731	N/A	No	N/A	N/A					
					825						52	6.3%		
2	Gilliam Place 918 South Lincoln Street Arlington, VA Arlington County	2.2 miles	Midrise 6-stories 2019 Family	@40%, @50%, @60%	OBR/1BA	N/A	N/A	422	@50%	\$1,235	Yes	Yes	2	N/A
					OBR/1BA	N/A	N/A	422	@60%	\$1,499	Yes	Yes	0	N/A
					1BR/1BA	N/A	N/A	564	@40%	\$1,022	Yes	Yes	0	N/A
					1BR/1BA	N/A	N/A	564	@50%	\$1,305	Yes	Yes	0	N/A
					1BR/1BA	N/A	N/A	564	@60%	\$1,587	Yes	Yes	0	N/A
					2BR/1.5BA	N/A	N/A	765	@50%	\$1,552	Yes	Yes	2	N/A
					2BR/1.5BA	N/A	N/A	765	@60%	\$1,891	Yes	Yes	0	N/A
					3BR/2BA	N/A	N/A	992	@60%	\$2,163	Yes	Yes	0	N/A
								173						
3	Monterey Apartments 813 South Greenbrier Street Arlington, VA Arlington County	3.5 miles	Garden 3-stories 1952 / 2004 Family	@50% @60%	1BR/1BA	N/A	N/A	659	@50%	\$1,317	Yes	Yes	0	0%
					1BR/1BA	N/A	N/A	659	@60%	\$1,559	Yes	Yes	0	0%
					2BR/1BA	N/A	N/A	741	@50%	\$1,514	Yes	Yes	0	0%
					2BR/1BA	N/A	N/A	741	@60%	\$1,853	Yes	Yes	0	0%
					3BR/2BA	N/A	N/A	1,133	@50%	\$1,722	Yes	Yes	0	0%
					3BR/2BA	N/A	N/A	1,133	@60%	\$2,204	Yes	Yes	0	0%
			109								0	0.0%		
4	Quebec Apartments 4014 Columbia Pike Arlington, VA Arlington County	2.5 miles	Garden 3-stories 1952 / 2013 Family	@60% Market	OBR/1BA	2	1.2%	450	@60%	\$1,406	Yes	Yes	N/A	N/A
					1BR/1BA	74	43.0%	558	@60%	\$1,592	Yes	Yes	N/A	N/A
					1BR/1BA	N/A	N/A	558	Market	\$1,628	N/A	Yes	N/A	N/A
					2BR/1BA	74	43.0%	767	@60%	\$1,903	Yes	Yes	N/A	N/A
					2BR/1BA	N/A	N/A	767	Market	\$1,983	N/A	Yes	N/A	N/A
					3BR/2BA	23	13.4%	1,179	@60%	\$2,193	Yes	Yes	N/A	N/A
3BR/2BA	N/A	N/A	1,179	Market	\$2,418	N/A	Yes	N/A	N/A					
			172								2	1.2%		
5	The Apex 2900 S Glebe Rd Arlington, VA Arlington County	1.2 miles	Midrise 5-stories 2020 Family	@50%, @60%, @80%	OBR/1BA	10	3.9%	496	@50%	\$1,221	Yes	No	0	0%
					OBR/1BA	N/A	N/A	496	@60%	\$1,485	Yes	No	0	N/A
					OBR/1BA	N/A	N/A	496	@80%	\$1,725	Yes	No	0	N/A
					1BR/1BA	81	31.6%	650	@50%	\$1,308	Yes	No	0	0%
					1BR/1BA	N/A	N/A	650	@60%	\$1,590	Yes	No	0	N/A
					1BR/1BA	N/A	N/A	650	@80%	\$2,156	Yes	No	0	N/A
					2BR/2BA	N/A	N/A	816	@50%	\$1,558	Yes	No	N/A	N/A
					2BR/2BA	106	41.4%	816	@60%	\$1,897	Yes	No	N/A	N/A
					2BR/2BA	N/A	N/A	816	@80%	\$2,199	Yes	No	N/A	N/A
					3BR/2BA	N/A	N/A	989	@50%	\$1,789	Yes	No	0	N/A
3BR/2BA	59	23.0%	989	@60%	\$2,189	Yes	No	0	0%					
			256								10	3.9%		
6	Crystal Flats 505 18th St. S Arlington, VA Arlington County	0.1 mile	Highrise 11-stories 2016 Family	Market	OBR/1BA	N/A	N/A	726	Market	\$2,310	N/A	No	4	N/A
					1BR/1BA	N/A	N/A	630	Market	\$2,181	N/A	No	1	N/A
					1BR/1BA	N/A	N/A	713	Market	\$2,350	N/A	No	2	N/A
					1BR/1BA	N/A	N/A	798	Market	\$2,377	N/A	No	3	N/A
					1.5BR/1BA	N/A	N/A	980	Market	\$2,891	N/A	No	2	N/A
					2BR/2BA	N/A	N/A	953	Market	\$3,255	N/A	No	1	N/A
					2BR/2BA	N/A	N/A	992	Market	\$2,952	N/A	No	3	N/A
					2BR/2BA	N/A	N/A	1,221	Market	\$3,312	N/A	No	1	N/A
			199								17	8.5%		

#	Property Name	Distance	Type/Built/ Renovated	AMI	Unit Type	#	%	SF	Restriction	Rent (Adj)	Max Rent?	Waiting List	Vacant Units	Vacancy Rate
7	Oakland Apartments 3710 Columbia Pike Arlington, VA Arlington County	2.3 miles	Garden 3-stories 1956 / 2013 Family	Market	0BR/1BA	44	18.0%	400	Market	\$1,225	N/A	No	1	2.3%
					0BR/1BA	N/A	N/A	400	Market	\$1,300	N/A	No	0	N/A
					1BR/1BA	N/A	N/A	600	Market	\$1,488	N/A	No	0	N/A
					1BR/1BA	79	32.2%	600	Market	\$1,398	N/A	No	1	1.3%
					2BR/1BA	80	32.7%	900	Market	\$1,770	N/A	No	1	1.2%
					2BR/1BA	N/A	N/A	900	Market	\$1,825	N/A	No	0	N/A
					3BR/1BA	N/A	N/A	1,200	Market	\$2,161	N/A	No	0	N/A
					3BR/1BA	42	17.1%	1,200	Market	\$2,096	N/A	No	0	0%
					245						No	3	1.2%	
8	Riverhouse Apartments 1400 South Joyce Street Arlington, VA Arlington County	0.7 mile	Highrise 17-stories 1958 / 2010 Family	Market	0BR/1BA	N/A	N/A	485	Market	\$1,643	N/A	No	N/A	N/A
					0BR/1BA	N/A	N/A	548	Market	\$1,743	N/A	No	N/A	N/A
					0BR/1BA	N/A	N/A	610	Market	\$1,843	N/A	No	N/A	N/A
					1BR/1BA	N/A	N/A	705	Market	\$1,843	N/A	No	N/A	N/A
					1BR/1BA	N/A	N/A	785	Market	\$1,993	N/A	No	N/A	N/A
					1BR/1BA	N/A	N/A	865	Market	\$2,143	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	1,130	Market	\$2,143	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	1,188	Market	\$2,343	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	1,245	Market	\$2,543	N/A	No	N/A	N/A
					3BR/2BA	N/A	N/A	1,495	Market	\$2,543	N/A	No	N/A	N/A
					3BR/2BA	N/A	N/A	1,495	Market	\$2,743	N/A	No	N/A	N/A
					3BR/2BA	N/A	N/A	1,495	Market	\$2,643	N/A	No	N/A	N/A
					1,670						No	91	5.4%	
9	The Paramount Apartments 1425 South Eads Street Arlington, VA Arlington County	0.3 mile	Highrise 16-stories 1984 / 2011 Family	Market	1BR/1BA	N/A	N/A	790	Market	\$2,139	N/A	No	0	N/A
					2BR/1.5BA	N/A	N/A	1,000	Market	\$2,788	N/A	No	2	N/A
					2BR/2BA	N/A	N/A	1,040	Market	N/A	N/A	No	0	N/A
					2BR/1.5BA	N/A	N/A	1,040	Market	\$2,661	N/A	No	1	N/A
					2BR/2BA	N/A	N/A	1,217	Market	\$2,819	N/A	No	1	N/A
					135						No	4	3.0%	
10	Trove 1201 S Ross Street Arlington, VA Arlington County	1.3 miles	Highrise 7-stories 2020 Family	Market	0BR/1BA	N/A	N/A	490	Market	\$1,787	N/A	No	N/A	N/A
					0BR/1BA	N/A	N/A	504	Market	\$1,736	N/A	No	N/A	N/A
					0BR/1BA	N/A	N/A	517	Market	\$1,685	N/A	No	N/A	N/A
					1BR/1BA	N/A	N/A	603	Market	\$1,803	N/A	No	N/A	N/A
					1BR/1BA	N/A	N/A	661	Market	\$1,932	N/A	No	N/A	N/A
					1BR/1BA	N/A	N/A	718	Market	\$2,060	N/A	No	N/A	N/A
					1.5BR/1BA	N/A	N/A	778	Market	\$2,140	N/A	No	N/A	N/A
					1.5BR/1BA	N/A	N/A	857	Market	\$2,230	N/A	No	N/A	N/A
					1.5BR/1BA	N/A	N/A	935	Market	\$2,319	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	923	Market	\$2,406	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	977	Market	\$2,528	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	1,031	Market	\$2,649	N/A	No	N/A	N/A
					2.5BR/2BA	N/A	N/A	986	Market	\$2,944	N/A	No	N/A	N/A
3BR/2BA	N/A	N/A	1,184	Market	\$3,297	N/A	No	0	N/A					
					401						No	11	2.7%	

PROPERTY CHARACTERISTICS

Following are relevant characteristics of the comparable properties surveyed.

Location

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

LOCATIONAL COMPARISON SUMMARY

#	Property Name	Program	Distance Subject	Distance to Crystal City Metro	Household Income	Median Home Value	Median Rent	Crime Index	Walk Score	Vacant Housing	% Renter HH
S	CH3 South Nine	LIHTC		0.3 miles	\$117,614	\$751,963	\$3,168	217	93	11.3%	79.0%
1	Crystal House & Crystal House I	LIHTC/Market	0.1 miles	0.3 miles	\$116,252	\$751,963	\$3,168	217	94	10.0%	78.0%
2	Gilliam Place	LIHTC	2.2 miles	3.0 miles	\$127,001	\$625,281	\$2,458	86	87	3.0%	45.9%
3	Monterey Apartments	LIHTC	3.5 miles	4.7 miles	\$66,795	\$625,281	\$2,458	70	63	3.1%	68.4%
4	Quebec Apartments	LIHTC/Market	2.5 miles	3.4 miles	\$93,097	\$625,281	\$2,458	70	84	8.3%	56.6%
5	The Apex	LIHTC	1.2 miles	2.0 miles	\$87,338	\$489,601	\$2,856	73	80	5.9%	67.4%
6	Crystal Flats	Market	0.1 miles	0.2 miles	\$116,529	\$751,963	\$3,168	300	92	11.7%	79.0%
7	Oakland Apartments	Market	2.3 miles	3.1 miles	\$116,773	\$625,281	\$2,458	72	85	7.5%	45.4%
8	Riverhouse Apartments	Market	0.7 miles	0.9 miles	\$112,060	\$751,963	\$3,168	162	79	8.3%	71.1%
9	The Paramount Apartments	Market	0.3 miles	0.3 miles	\$113,763	\$751,963	\$3,168	300	90	11.5%	80.6%
10	Trove	Market	1.3 miles	2.2 miles	\$101,786	\$625,281	\$2,458	99	58	5.4%	71.3%

The Subject is located in the southeast portion of Arlington. Surrounding uses consist of single-family homes, multifamily uses, and commercial/retail properties exhibiting generally average to good condition. Strengths of the Subject's location include higher median home values and higher median rents. Weaknesses of the Subject's location include higher crime indices and a higher rate of vacant housing. The Subject's location is designated a Walker's Paradise by Walk Score with a score of 93, indicating daily errands do not require a car.

The affordable properties are located between 0.1 and 3.5 miles from the Subject site. The LIHTC comparables are generally in neighborhoods considered inferior relative to the Subject's location. These locations generally exhibit lower median household incomes, lower median home values, lower median rents, and limited walkability compared to the Subject's location. On balance, we believe the neighborhoods surrounding Crystal House & Crystal House I and Gilliam Place are similar to the Subject's location.

The market rate developments are located between 0.1 and 2.9 miles from the Subject site. The market rate comparables are generally in neighborhoods considered similar to the Subject's location. Notable exceptions include Oakland Apartments and Trove, which are located in slightly inferior neighborhoods featuring lower median household incomes, lower median home values, and lower median rents.

Age, Condition, and Design

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

	CH3 South Nine	Crystal House & Crystal House I	Gilliam Place	Monterey Apartments	Quebec Apartments	The Apex	Crystal Flats	Oakland Apartments	Riverhouse Apartments	The Paramount Apartments	Trove
Program	LIHTC	LIHTC/ Market	LIHTC	LIHTC	LIHTC/ Market	LIHTC	Market	Market	Market	Market	Market
Tenancy	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family
Building											
Property Type	Highrise	Highrise	Midrise	Garden	Garden	Midrise	Highrise	Garden	Highrise	Highrise	Highrise
# Stories	11	12	6	3	3	5	11	3	17	16	7
Year Built	2027	1965	2019	1952	1952	2020	2016	1956	1958	1984	2020
Year Renovated	N/A	2017	N/A	2004	2002/2013	N/A	N/A	2013	2010	2011	N/A
Commercial	no	yes	no	no	no	no	no	no	no	yes	no
Courtyard	yes	no	yes	no	no	no	yes	no	no	no	yes
Elevators	yes	yes	yes	no	no	yes	yes	no	yes	yes	yes

The Subject will be new construction completed in 2027 and will exhibit excellent overall condition. The LIHTC comparables were constructed or renovated between 2004 and 2020, while the market rate comparables were constructed or renovated between 2010 and 2020. Three of the LIHTC comparables, Crystal House & Crystal House I, Monterey Apartments, and Quebec Apartments, exhibit slightly inferior to inferior condition relative to the proposed Subject. The two remaining comparables, Gilliam Place and The Apex, were built in 2019 and 2020, respectively, and exhibit similar condition compared to the proposed Subject. Three of the market rate comparables, Oakland Apartments, Riverhouse Apartments, and The Paramount Apartments, exhibit inferior condition relative to the proposed Subject. The two remaining properties exhibit excellent overall condition, similar to the proposed Subject.

The Subject will offer a highrise, elevator-serviced design. This is similar to the other elevator-serviced midrise and highrise designs offered. However, two LIHTC properties and one market rate property offer garden-style designs without elevators and are inferior to the proposed Subject's design.

Unit Size

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

UNIT SIZE COMPARISON				
Bedroom Type	0.0BR	1.0BR	2.0BR	3.0BR
Subject	461	621	859	1,027
Average	502	677	977	1,262
Min	400	558	741	989
Max	726	865	1,245	1,555
Advantage/Disadvantage	-8.1%	-8.2%	-12.1%	-18.6%

The Subject's studio, one, two, and three-bedroom units are within the range of the surveyed comparable unit sizes. All of the Subject's units are below the comparables' average square footage. It should be noted Gilliam Place, Quebec Apartments, and The Apex, all of which offer smaller units than the proposed Subject, reported a low average vacancy rate of 2.4 percent. We have considered the Subject's unit sizes in our determination of achievable rents.

SQUARE FOOT RANKING

0.0BR x 1.0BA		1.0BR x 1.0BA		2.0BR x 1.5BA		3.0BR x 2.0BA	
Property Name	Square Feet	Property Name	Square Feet	Property Name	Square Feet	Property Name	Square Feet
Crystal Flats (Market)	726	Riverhouse Apartments (Market)	865	Riverhouse Apartments (Market)(2.0BA)	1,245	Crystal House & Crystal House I (Market)	1,555
Riverhouse Apartments (Market)	610	Crystal House & Crystal House I (Market)	861	Crystal House & Crystal House I (Market)(1.0BA)	1,223	Riverhouse Apartments (Market)	1,495
Riverhouse Apartments (Market)	548	Crystal Flats (Market)	798	Crystal Flats (Market)(2.0BA)	1,221	Riverhouse Apartments (Market)	1,495
Crystal House & Crystal House I (@50%)	531	The Paramount Apartments (Market)	790	The Paramount Apartments (Market)(2.0BA)	1,217	Riverhouse Apartments (Market)	1,495
Crystal House & Crystal House I (@80%)	531	Riverhouse Apartments (Market)	785	Crystal House & Crystal House I (@50%)(1.0BA)	1,200	Crystal House & Crystal House I (@50%)	1,488
Trove (Market)	517	Crystal House & Crystal House I (@50%)	756	Crystal House & Crystal House I (@80%)(1.0BA)	1,200	Crystal House & Crystal House I (@80%)	1,488
Crystal House & Crystal House I (Market)	507	Crystal House & Crystal House I (@80%)	756	Riverhouse Apartments (Market)(2.0BA)	1,188	Oakland Apartments (Market)(1.0BA)	1,200
Trove (Market)	504	Trove (Market)	718	Riverhouse Apartments (Market)(2.0BA)	1,130	Oakland Apartments (Market)(1.0BA)	1,200
The Apex (@50%)	496	Crystal Flats (Market)	713	The Paramount Apartments (Market)(2.0BA)	1,040	Trove (Market)	1,184
The Apex (@60%)	496	Riverhouse Apartments (Market)	705	The Paramount Apartments (Market)	1,040	Quebec Apartments (@60%)	1,179
The Apex (@80%)	496	Trove (Market)	661	Trove (Market)(2.0BA)	1,031	Quebec Apartments (Market)	1,179
Trove (Market)	490	Monterey Apartments (@50%)	659	The Paramount Apartments (Market)	1,000	Monterey Apartments (@50%)	1,133
Riverhouse Apartments (Market)	485	Monterey Apartments (@60%)	659	Crystal Flats (Market)(2.0BA)	992	Monterey Apartments (@60%)	1,133
CH3 South Nine (@50%)	461	The Apex (@50%)	650	Trove (Market)(2.0BA)	977	CH3 South Nine (@30%)	1,027
Quebec Apartments (@60%)	450	The Apex (@60%)	650	Crystal Flats (Market)(2.0BA)	953	CH3 South Nine (@50%)	1,027
Gilliam Place (@50%)	422	The Apex (@80%)	650	Trove (Market)(2.0BA)	923	CH3 South Nine (@60%)	1,027
Gilliam Place (@60%)	422	Crystal Flats (Market)	630	Oakland Apartments (Market)(1.0BA)	900	Gilliam Place (@60%)	992
Oakland Apartments (Market)	400	CH3 South Nine (@30%)	621	Oakland Apartments (Market)(1.0BA)	900	The Apex (@50%)	989
Oakland Apartments (Market)	400	CH3 South Nine (@50%)	621	CH3 South Nine (@30%)	859	The Apex (@60%)	989
		CH3 South Nine (@60%)	621	CH3 South Nine (@50%)	859		
		Trove (Market)	603	CH3 South Nine (@50%)	859		
		Oakland Apartments (Market)	600	CH3 South Nine (@60%)	859		
		Oakland Apartments (Market)	600	The Apex (@50%)(2.0BA)	816		
		Gilliam Place (@40%)	564	The Apex (@60%)(2.0BA)	816		
		Gilliam Place (@50%)	564	The Apex (@80%)(2.0BA)	816		
		Gilliam Place (@60%)	564	Quebec Apartments (@60%)(1.0BA)	767		
		Quebec Apartments (@60%)	558	Quebec Apartments (Market)(1.0BA)	767		
		Quebec Apartments (Market)	558	Gilliam Place (@50%)	765		
				Gilliam Place (@60%)	765		
				Monterey Apartments (@50%)(1.0BA)	741		
				Monterey Apartments (@60%)(1.0BA)	741		

Utility Structure

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

	CH3 South Nine	Crystal House & Crystal House I	Gilliam Place	Monterey Apartments	Quebec Apartments	The Apex	Crystal Flats	Oakland Apartments	Riverhouse Apartments	The Paramount Apartments	Trove
Program	LIHTC	LIHTC/ Market	LIHTC	LIHTC	LIHTC/ Market	LIHTC	Market	Market	Market	Market	Market
Tenancy	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family
Utility Structure											
Heat	no	yes	no	no	no	no	no	yes	no	no	no
Cooking	no	yes	no	no	no	no	no	yes	no	no	no
Other Electric	no	yes	no	no	no	no	no	no	no	no	no
Air Conditioning	no	yes	no	no	no	no	no	yes	no	no	no
Water Heat	no	yes	yes	no	no	no	no	yes	no	no	no
Water	no	yes	no	yes	yes	no	no	yes	no	no	no
Sewer	no	yes	no	yes	yes	no	no	yes	no	no	no
Trash	yes	yes	yes	yes	yes	yes	yes	yes	no	no	no

In-Unit Amenities

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

	CH3 South Nine	Crystal House & Crystal House I	Gilliam Place	Monterey Apartments	Quebec Apartments	The Apex	Crystal Flats	Oakland Apartments	Riverhouse Apartments	The Paramount Apartments	Trove
Program	LIHTC	LIHTC/ Market	LIHTC	LIHTC	LIHTC/ Market	LIHTC	Market	Market	Market	Market	Market
Tenancy	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family
Unit											
Balcony	no	yes	no	no	no	no	yes	no	no	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpeting	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	no
Ceiling Fan	no	no	yes	yes	yes	no	no	yes	yes	no	no
Central/AC	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes
Coat Closet	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	no
Exterior Storage	no	no	no	no	yes	no	no	yes	yes	yes	yes
Hardwood Floors	no	no	no	no	no	no	yes	no	no	no	no
Vinyl Plank Flooring	yes	no	yes	no	no	yes	no	no	yes	yes	yes
Walk-In-Closet	yes	yes	yes	no	yes	yes	yes	no	yes	yes	yes
Wall A/C	no	no	no	no	no	no	no	yes	no	no	no
Washer / Dryer	no	no	no	no	no	no	yes	no	no	yes	yes
W/D Hookups	no	no	no	no	no	no	yes	no	no	yes	yes
Kitchen											
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Disposal	yes	yes	yes	yes	no	yes	yes	yes	yes	no	no
Microwave	yes	yes	yes	no	no	yes	yes	no	yes	yes	yes
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes

Notable amenities offered by the proposed Subject will include central air conditioning, dishwashers, disposals, microwaves, vinyl plank flooring, and walk-in closets. Properties offering balconies/patios, washer/dryers, and exterior storage are generally considered superior to the Subject. Conversely, comparables lacking items such as microwaves, vinyl plank flooring, and walk-in closets are generally considered inferior to the Subject. The amenities offered by Gilliam Place, Quebec Apartments, and The Apex are considered similar to the proposed Subject. Overall, we believe the Subject's unit amenities will be competitive in the market.

Property Amenities

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

	CH3 South Nine	Crystal House & Crystal House I	Gilliam Place	Monterey Apartments	Quebec Apartments	The Apex	Crystal Flats	Oakland Apartments	Riverhouse Apartments	The Paramount Apartments	Trove
Program	LIHTC	LIHTC/ Market	LIHTC	LIHTC	LIHTC/ Market	LIHTC	Market	Market	Market	Market	Market
Tenancy	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family
Community											
Bike Storage	no	no	yes	no	no	no	yes	no	no	no	yes
Business Center	yes	no	yes	no	yes	yes	yes	no	yes	yes	no
Central Laundry	yes	yes	yes	yes	yes	yes	no	yes	yes	no	no
Clubhouse	yes	yes	yes	no	yes	yes	yes	no	yes	yes	yes
Community Garden	no	no	no	no	no	no	no	no	yes	no	no
Concierge	no	yes	no	no	no	no	yes	no	yes	yes	no
EV Charging Station	no	no	no	no	no	no	no	no	no	no	yes
On-Site Mgmt	yes	yes	yes	yes	yes	no	yes	yes	yes	yes	yes
Pet Park	no	no	no	no	no	no	no	no	yes	no	no
Rooftop Deck	no	no	no	no	no	no	yes	no	yes	yes	yes
WiFi	no	yes	no	no	yes	no	no	no	no	yes	yes
Recreation											
Basketball Court	no	no	no	no	no	no	no	no	no	yes	no
Exercise Facility	yes	no	no	no	no	yes	yes	yes	yes	yes	yes
Picnic Area	yes	no	yes	no	yes	no	yes	no	yes	yes	yes
Playground	yes	yes	yes	no	yes	yes	no	yes	yes	no	no
Recreational Area	no	no	no	no	no	no	yes	no	no	yes	no
Sauna	no	no	no	no	no	no	no	no	yes	no	no
Sport Court	no	no	no	no	no	no	no	no	no	yes	yes
Swimming Pool	no	yes	no	no	no	no	yes	no	yes	no	yes
Tennis Court	no	no	no	no	no	no	no	no	yes	no	no
Services											
Adult Education	no	no	yes	no	no	no	no	no	no	no	no
Afterschool Program	no	no	yes	no	no	no	no	no	no	no	no
Computer Tutoring	no	no	yes	no	no	no	no	no	no	no	no
Neighborhood Network	no	no	yes	no	no	no	no	no	no	no	no
Non-Shelter Services	no	no	yes	no	no	no	no	no	no	no	no
Service Coordination	yes	no	yes	no	no	no	no	no	no	no	no
Shuttle Service	no	no	no	no	no	no	no	no	no	no	yes

Notable amenities offered by the proposed Subject will include a business center, central laundry, a community room, a fitness center, on-site management, picnic areas, a playground, and service coordination. The majority of the comparables offer property amenities ranging from slightly inferior to inferior relative to the proposed Subject. These properties lack features such as a business center, a fitness center, picnic areas, service coordination, and a community room, all of which are offered by the proposed Subject. A notable exception is Riverhouse Apartments, which features superior property amenities. This property offers a community garden, a pet park, a rooftop deck, a sauna, a swimming pool, and tennis courts, none of which are offered by proposed Subject. Overall, we believe the Subject's property amenities will be competitive in the market.

Security Features

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

	CH3 South Nine	Crystal House & Crystal House I	Gilliam Place	Monterey Apartments	Quebec Apartments	The Apex	Crystal Flats	Oakland Apartments	Riverhouse Apartments	The Paramount Apartments	Trove
Program	LIHTC	LIHTC/ Market	LIHTC	LIHTC	LIHTC/ Market	LIHTC	Market	Market	Market	Market	Market
Tenancy	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family
Crime Index	217	217	86	70	70	73	300	72	162	300	99
Security											
Intercom (Buzzer)	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Limited Access	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Video Surveillance	no	yes	yes	no	no	no	no	no	no	yes	no

According to ESRI Demographic data, crime indices in the proposed Subject's location are more than double the national average. It should be noted that the areas directly east of the Subject site, where Reagan Washington National Airport is located, have the highest crime indices in the Subject's area. The proposed Subject will offer intercom (buzzer) and limited access. All of the comparables offer as many security amenities as the proposed Subject. Overall, the comparables' security features are considered similar to the proposed Subject. As such, we believe the proposed Subject's security amenities are market oriented.

Parking

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

	CH3 South Nine	Crystal House & Crystal House I	Gilliam Place	Monterey Apartments	Quebec Apartments	The Apex	Crystal Flats	Oakland Apartments	Riverhouse Apartments	The Paramount Apartments	Trove
Program	LIHTC/ PBRA	LIHTC/ Market	LIHTC	LIHTC	LIHTC/ Market	LIHTC	Market	Market	Market	Market	Market
Tenancy	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family
Walk Score	93	94	87	63	84	80	92	85	79	90	58
Parking Ratio	0.44	n/a	n/a	n/a	n/a	n/a	n/a	1.0	1.14	n/a	n/a
Parking											
Garage	yes	yes	yes	no	no	yes	yes	no	yes	yes	yes
Garage Fee	\$0	\$85	\$0	\$0	\$0	\$0	\$150	n/a	\$150	\$100	\$150
Surface	no	yes	yes	yes	yes	yes	no	yes	yes	yes	no
Surface Fee	n/a	n/a	\$0	\$0	\$0	n/a	n/a	\$0	\$100	\$0	n/a

The Subject's 88-unit component will offer 38 garage parking spaces, or 0.43 spaces per unit. There will be no fee for parking. The overall development will offer 389 garage parking spaces, or 0.90 spaces per unit. Given the Subject's close proximity to public transit, we believe the number of parking spaces to be adequate. Two of the comparable properties offer garage parking included in the cost of rent and are similar to the proposed Subject's parking. Five properties offer surface parking included in the cost of rent and are considered slightly inferior to the proposed Subject's parking. The remaining properties offer surface and/or garage parking for a monthly fee ranging from \$85 to \$150, and are inferior to the proposed Subject's parking.

MARKET CHARACTERISTICS

Following are relevant market characteristics for the comparable properties surveyed.

Tenant Voucher Usage

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

TENANTS WITH VOUCHERS

Property Name	Program	Housing Choice Voucher %
Crystal House & Crystal House I	LIHTC/Market	0%
Gilliam Place	LIHTC	30%
Monterey Apartments	LIHTC	10%
Quebec Apartments	LIHTC/Market	40%
The Apex	LIHTC	18%
Crystal Flats	Market	N/A
Oakland Apartments	Market	1%
Riverhouse Apartments	Market	N/A
The Paramount Apartments	Market	0%
Trove	Market	N/A

The comparable properties reported voucher usage ranging between zero and 40 percent. The LIHTC comparables reported average voucher utilization of 19.6 percent. Based on the performance of the LIHTC comparables, we expect the Subject will operate with voucher usage of approximately 20 percent.

Turnover

The following table illustrates reported turnover for the comparable properties.

TURNOVER			
Property Name	Program	Tenancy	Annual Turnover
Crystal House & Crystal House I	LIHTC/Market	Family	N/A
Gilliam Place	LIHTC	Family	5%
Monterey Apartments	LIHTC	Family	11%
Quebec Apartments	LIHTC/Market	Family	12%
The Apex	LIHTC	Family	10%
Crystal Flats	Market	Family	N/A
Oakland Apartments	Market	Family	20%
Riverhouse Apartments	Market	Family	30%
The Paramount Apartments	Market	Family	37%
Trove	Market	Family	N/A
Average Turnover			18%

The comparable properties reported turnover ranging between five and 37 percent, with an overall average of 18 percent. The LIHTC comparables operate with an average turnover rate of ten percent, which is well below the 29 percent average reported by the market rate properties. Based on the performance of the LIHTC comparables, we expect the Subject will operate with a turnover rate of approximately 15 percent.

Vacancy

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

OVERALL VACANCY					
Property Name	Program	Tenancy	Total Units	Vacant Units	Vacancy %
Crystal House & Crystal House I	LIHTC/Market	Family	825	52	6.3%
Gilliam Place	LIHTC	Family	173	4	2.3%
Monterey Apartments	LIHTC	Family	109	0	0.0%
Quebec Apartments	LIHTC/Market	Family	172	2	1.2%
The Apex	LIHTC	Family	256	10	3.9%
Crystal Flats	Market	Family	199	17	8.5%
Oakland Apartments	Market	Family	245	3	1.2%
Riverhouse Apartments	Market	Family	1,670	91	5.4%
The Paramount Apartments	Market	Family	135	4	3.0%
Trove	Market	Family	401	11	2.7%
LIHTC Total			1,535	68	4.4%
Market Total			2,650	126	4.8%
Overall Total			4,185	194	4.6%

HISTORICAL VACANCY							
Property Name	Program	Total Units	2018 Q4	2022 Q3	2023 Q3	2023 Q4	2024 Q1
Crystal House & Crystal House I	LIHTC/Market	825	6.2%	N/A	5.3%	N/A	6.3%
Gilliam Place	LIHTC	173	N/A	0.0%	0.6%	N/A	2.3%
Monterey Apartments	LIHTC	109	N/A	2.8%	1.8%	1.8%	0.0%
Quebec Apartments	LIHTC/Market	172	N/A	1.2%	N/A	0.0%	1.2%
The Apex	LIHTC	256	N/A	N/A	2.0%	N/A	3.9%
Crystal Flats	Market	199	N/A	N/A	N/A	N/A	8.5%
Oakland Apartments	Market	245	N/A	2.9%	N/A	1.2%	1.2%
Riverhouse Apartments	Market	1,670	8.2%	N/A	4.5%	N/A	5.4%
The Paramount Apartments	Market	135	1.5%	N/A	0.7%	N/A	3.0%
Trove	Market	401	N/A	N/A	N/A	N/A	2.7%

The comparable properties reported vacancy rates ranging from zero to 8.5 percent, with an overall weighted average of 4.6 percent. Managers at one of the five LIHTC properties reported being fully occupied. The average vacancy rate reported by the affordable comparables was 4.4 percent, similar to the 4.8 percent weighted average reported by the market rate properties. Management at Crystal House & Crystal House I, which reported an elevated vacancy rate of 6.3 percent, was unable to provide a reason for the elevated rate, but noted that the units restricted to 50 percent of the AMI are occupied. However, during our previous interview in September 2023, management indicated that they often have trouble finding income-qualified tenants for the property's units restricted to 80 percent of the AMI. All of the market rate properties reported vacancy rates of 8.5 percent or less. Management at Crystal Flats, which reported an elevated vacancy rate of 8.5 percent, was unable to provide a reason for the elevated rate. Based on the performance of the comparables, we expect the Subject will operate with a vacancy rate of approximately five percent.

VACANCY BY BEDROOM TYPE

Property Name	Program	Tenancy	0BR	1BR	2BR	3BR
Crystal House & Crystal House I	LIHTC/Market	Family	-	-	-	-
Gilliam Place	LIHTC	Family	-	-	-	-
Monterey Apartments	LIHTC	Family	-	-	-	-
Quebec Apartments	LIHTC/Market	Family	0.0%	0.0%	0.0%	0.0%
The Apex	LIHTC	Family	0.0%	0.0%	0.0%	0.0%
Crystal Flats	Market	Family	-	-	-	-
Oakland Apartments	Market	Family	2.3%	1.3%	1.2%	0.0%
Riverhouse Apartments	Market	Family	-	-	-	-
The Paramount Apartments	Market	Family	-	-	-	-
Trove	Market	Family	-	-	-	-

As proposed, the Subject will consist of studio, one, two, and three-bedroom units. Only three of the comparable properties provided a detailed unit mix. Vacancy rates in the market average 0.8 percent for studio units, 0.4 percent for one-bedroom units, 0.4 percent for two-bedroom units, and 0.0 percent for three-bedroom units. Overall, given the vacancy rates in the market and the household growth rates projected for the PMA, we do not believe the Subject will negatively impact the existing properties in the market.

Concessions

The following table details rental concessions offered by the comparables.

CONCESSIONS

Property Name	Program	Tenancy	Concessions
Crystal House & Crystal House I	LIHTC/Market	Family	None
Gilliam Place	LIHTC	Family	None
Monterey Apartments	LIHTC	Family	None
Quebec Apartments	LIHTC/Market	Family	None
The Apex	LIHTC	Family	None
Crystal Flats	Market	Family	\$1,000 off first month's rent
Oakland Apartments	Market	Family	None
Riverhouse Apartments	Market	Family	\$1,000 off first month's rent
The Paramount Apartments	Market	Family	\$750 off first month for 2BRs
Trove	Market	Family	One month free

Four of the comparable market rate properties reported offering concessions. It should be noted that The Paramount Apartments and Trove, which both reported offering concessions, have an average vacancy rate of 2.9 percent. Given the lack of concessions offered by the affordable comparables, we do not anticipate that the Subject will need to offer concessions to maintain a stabilized occupancy rate upon completion.

Waiting Lists

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

WAITING LISTS

Property Name	Program	Tenancy	Waiting List Length
Crystal House & Crystal House I	LIHTC/Market	Family	Yes; for 50% units only. Length unknown.
Gilliam Place	LIHTC	Family	Yes, unknown length
Monterey Apartments	LIHTC	Family	Yes; three months in length
Quebec Apartments	LIHTC/Market	Family	Yes, up to one year in length
The Apex	LIHTC	Family	None
Crystal Flats	Market	Family	None
Oakland Apartments	Market	Family	None
Riverhouse Apartments	Market	Family	None
The Paramount Apartments	Market	Family	None
Trove	Market	Family	None

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

Projected Absorption

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

ABSORPTION

Property Name	Program	Tenancy	City	Year	Total Units	Absorption (units/month)	Distance to Subject
Arlington View Terrace East	LIHTC	Family	Arlington	2023	77	11	1.1 miles
The Cadence	LIHTC	Family	Arlington	2022	97	24	2.9 miles
The MO	LIHTC	Family	Washington	2022	300	25	4.8 miles
The Bridge	LIHTC	Family	Washington	2022	112	15	3.3 miles
MDL Flats	LIHTC	Family	Washington	2021	76	50	2.5 miles
The Silva	Market	Family	Washington	2021	172	6	4.8 miles
555 E Street SW	LIHTC	Senior	Washington	2020	58	20	2.6 miles
The Apex*	LIHTC	Family	Arlington	2020	256	21	1.2 miles
Riverpoint	Market	Family	Washington	2020	480	25	2.3 miles
Watermark At Buzzard Point	Market	Family	Washington	2020	453	25	2.4 miles
Average Affordable					139	24	
Average Market					368	19	
Overall Average					208	22	

*Comparable Property

We obtained absorption data from ten properties, located between 1.1 and 4.8 miles from the Subject site. These properties reported absorption rates ranging from six to 50 units per month, with an overall average of 22 units per month. Overall, we expect the proposed Subject will experience an absorption rate of 20 units per month. This equates to an absorption period of approximately four months.

Rent Growth

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

RENT GROWTH			
Property Name	Program	Tenancy	Rent Growth
Crystal House & Crystal House I	LIHTC/Market	Family	Changes daily
Gilliam Place	LIHTC	Family	Increased to 2023 max
Monterey Apartments	LIHTC	Family	Increased to 2023 max
Quebec Apartments	LIHTC/Market	Family	Kept at 2023 max
The Apex	LIHTC	Family	Kept at max
Crystal Flats	Market	Family	None reported
Oakland Apartments	Market	Family	Increased three to five percent
Riverhouse Apartments	Market	Family	Decreased four or increased seven percent
The Paramount Apartments	Market	Family	Changes daily
Trove	Market	Family	None reported

Five of the comparable properties reported rent growth over the past year. All of the comparable LIHTC properties reported achieving maximum allowable rents. Management at Riverhouse Apartments, which reported a slight decrease in rents for some units, was unable to provide a reason for the decrease. We anticipate that the Subject will be able to achieve moderate rent growth of approximately two percent per year in the future as a LIHTC property.

Reasonability of Rents

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

PROPOSED RENTS								
Unit Type	Unit Size (SF)	# Units	Contract Rent	Asking Rent	Utility Allowance*	Gross Rent	2023 LIHTC Maximum Allowable Gross Rent	2024 HUD Fair Market Rent
@30%								
1BR/1BA	621	4	-	\$732	\$115	\$847	\$847	\$1,803
2BR/1.5BA	859	13	-	\$874	\$143	\$1,017	\$1,017	\$2,045
3BR/2BA	1,027	5	-	\$1,003	\$172	\$1,175	\$1,175	\$2,544
@50%								
0BR/1BA	461	1	-	\$1,225	\$93	\$1,318	\$1,318	\$1,772
2BR/1.5BA	859	19	-	\$1,553	\$143	\$1,696	\$1,696	\$2,045
3BR/2BA	1,027	6	-	\$1,787	\$172	\$1,959	\$1,959	\$2,544
@50% (PBRA)								
1BR/1BA	621	5	\$1,298	\$1,298	\$115	\$1,413	\$1,413	\$1,803
2BR/1.5BA	859	4	\$1,553	\$1,553	\$143	\$1,696	\$1,696	\$2,045
@60%								
1BR/1BA	621	7	-	\$1,580	\$115	\$1,695	\$1,695	\$1,803
2BR/1.5BA	859	17	-	\$1,892	\$143	\$2,035	\$2,035	\$2,045
3BR/2BA	1,027	7	-	\$2,179	\$172	\$2,351	\$2,351	\$2,544
Total		88						

*Source of Utility Allowance provided by the Developer

Comparable LIHTC Rents

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

The Subject will offer units targeting households earning 30, 50, and 60 percent of AMI, or less. The following tables detail the Subject’s proposed rents in comparison to rents at the comparables.

30 Percent AMI

LIHTC RENT COMPARISON @30%

Property Name	County	1BR	2BR	3BR	Max Rent?
CH3 South Nine	Arlington	\$732	\$874	\$1,003	-
LIHTC Maximum Rent (Net)	Arlington	\$732	\$874	\$1,003	-
Achievable LIHTC Rent		\$732	\$874	\$1,003	Yes

The Subject will offer 22 units restricted to 30 percent of the AMI. None of the comparable properties offer units restricted to 30 percent of the AMI. However, given the large market advantage, the low vacancy and presence of waiting lists in the market, we believe the Subject will be capable of achieving the maximum allowable rents at 30 percent of the AMI.

50 Percent AMI

LIHTC RENT COMPARISON @50%

Property Name	County	0BR	1BR	2BR	3BR	Max Rent?
CH3 South Nine	Arlington	\$1,225	\$1,298*	\$1,553	\$1,787	-
LIHTC Maximum Rent (Net)	Arlington	\$1,225	\$1,298	\$1,553	\$1,787	-
Crystal House & Crystal House I	Arlington	\$1,225	\$1,298	\$1,553	\$1,787	Yes
Gilliam Place	Arlington	\$1,235	\$1,305	\$1,552	-	Yes
Monterey Apartments	Arlington	-	\$1,317	\$1,514	\$1,722	Yes
The Apex	Arlington	\$1,221	\$1,308	\$1,558	\$1,789	Yes
Average		\$1,227	\$1,307	\$1,544	\$1,766	-
Achievable LIHTC Rent		\$1,225	\$1,298	\$1,553	\$1,787	Yes

60 Percent AMI

LIHTC RENT COMPARISON @60%

Property Name	County	1BR	2BR	3BR	Max Rent?
CH3 South Nine	Arlington	\$1,580	\$1,892	\$2,179	-
LIHTC Maximum Rent (Net)	Arlington	\$1,580	\$1,892	\$2,179	-
Gilliam Place	Arlington	\$1,587	\$1,891	\$2,163	Yes
Monterey Apartments	Arlington	\$1,559	\$1,853	\$2,204	Yes
Quebec Apartments	Arlington	\$1,592	\$1,903	\$2,193	Yes
The Apex	Arlington	\$1,590	\$1,897	\$2,189	Yes
Average		\$1,582	\$1,886	\$2,187	-
Achievable LIHTC Rent		\$1,580	\$1,892	\$2,179	Yes

The Subject will offer 35 units restricted to 50 percent of the AMI and 31 units restricted to 60 percent of the AMI. As shown in the preceding tables, five of the comparable properties offer units restricted to 50 and/or 60 percent of the AMI, with all five reporting achieving the maximum allowable rents. Crystal House & Crystal House I is considered similar to the proposed Subject, offering slightly inferior property amenities and condition, slightly superior unit features, a similar location, and superior unit sizes. Gilliam Place is considered slightly inferior to the proposed Subject, offering slightly inferior property amenities, similar unit features, location, and condition, and inferior unit sizes. Monterey Apartments is considered inferior to the proposed Subject, offering inferior property amenities, location, and condition, and slightly inferior unit features and unit sizes. Quebec Apartments is also considered inferior to the proposed Subject, offering slightly inferior property amenities, similar unit features, and inferior location, condition, and unit sizes. The Apex is considered slightly inferior to the proposed Subject, offering slightly inferior property amenities and unit sizes, similar unit features and condition, and an inferior location. As such, we believe the Subject will also be capable of achieving the maximum allowable rents at 50 and 60 percent of the AMI.

Most Similar LIHTC

Based upon the overall comparison ratings, the Subject will be most similar to Gilliam Place.

Gilliam Place is a 173-unit property located 2.2 miles west of the Subject site, in a neighborhood considered similar relative to the Subject's location. This property was constructed in 2019. We consider the condition of this property similar relative to the proposed Subject, which will be new construction. The manager at Gilliam Place reported a low vacancy rate of 2.3 percent with a waiting list of an unknown length. Further, management at Gilliam Place reported that the property is achieving the maximum allowable rents at the 40, 50, and 60 percent of AMI levels. On balance, we consider the in-unit and property amenity packages offered by Gilliam Place to be similar and slightly inferior relative to the proposed Subject, respectively. The Subject will offer superior unit sizes relative to Gilliam Place. In overall terms, we believe the proposed Subject will be a slightly superior product relative to Gilliam Place.

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

Achievable Market Rents

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

SUBJECT COMPARISON TO MARKET RENTS

Unit Type	Rent Level	Square Feet	Achievable LIHTC Rent	Surveyed Min	Surveyed Max	Surveyed Average	Achievable Market Rent	Subject Rent Advantage
OBR/1BA	@50%	461	\$1,225	\$1,225	\$2,310	\$1,726	\$1,600	23%
1BR/1BA	@30%	621	\$732	\$1,398	\$2,891	\$2,051	\$1,800	59%
1BR/1BA	@50% (PBRA)	621	\$1,298	\$1,398	\$2,891	\$2,051	\$1,800	28%
1BR/1BA	@60%	621	\$1,580	\$1,398	\$2,891	\$2,051	\$1,800	12%
2BR/1.5BA	@30%	859	\$874	\$1,770	\$3,312	\$2,565	\$2,400	64%
2BR/1.5BA	@50%	859	\$1,553	\$1,770	\$3,312	\$2,565	\$2,400	35%
2BR/1.5BA	@50% (PBRA)	859	\$1,553	\$1,770	\$3,312	\$2,565	\$2,400	35%
2BR/1.5BA	@60%	859	\$1,892	\$1,770	\$3,312	\$2,565	\$2,400	21%
3BR/2BA	@30%	1,027	\$1,003	\$2,096	\$3,731	\$2,704	\$3,000	67%
3BR/2BA	@50%	1,027	\$1,787	\$2,096	\$3,731	\$2,704	\$3,000	40%
3BR/2BA	@60%	1,027	\$2,179	\$2,096	\$3,731	\$2,704	\$3,000	27%

The Subject's achievable LIHTC rents represent a rent advantage of 12 to 67 percent over the achievable market rents. We concluded that achievable market rents for the Subject's units are above the rents at Oakland Apartments and below the rents at Trove.

Oakland Apartments is a 245-unit property located 2.3 miles west of the Subject site, in a neighborhood considered slightly inferior relative to the Subject's location. This property was constructed in 1956 and renovated in 2013. We consider the condition of this property inferior relative to the proposed Subject, which will be new construction. The manager at Oakland Apartments reported a low vacancy rate of 1.2 percent, indicating the current rents are well accepted in the market and could likely be higher. The following table compares the Subject with Oakland Apartments.

SUBJECT COMPARISON TO OAKLAND APARTMENTS

Unit Type	Subject Achievable Market Rent	Square Feet	Subject RPSF	Comparable Rent	Square Feet	Comparable RPSF
OBR/1BA	\$1,600	461	\$3.47	\$1,300	400	\$3.25
1BR/1BA	\$1,800	621	\$2.90	\$1,488	600	\$2.48
2BR/1.5BA	\$2,400	859	\$2.79	\$1,825	900	\$2.03
3BR/2BA	\$3,000	1,027	\$2.92	\$2,161	1,200	\$1.80

Oakland Apartments offers ceiling fans and exterior storage, both of which the proposed Subject will lack. However, the Subject will offer a business center, a community room, microwaves, picnic areas, service coordination, vinyl plank flooring, and walk-in closets, none of which are provided by Oakland Apartments. On balance, we consider the in-unit and property amenity packages offered by Oakland Apartments to be slightly inferior and inferior relative to the proposed Subject, respectively. Furthermore, Oakland Apartments offers slightly inferior studio, one, and two-bedroom unit sizes and slightly superior three-bedroom unit sizes compared to the proposed Subject. In overall terms, we believe the proposed Subject will be a superior product relative to Oakland Apartments. Accordingly, our concluded achievable market rents are above the rents reported by Oakland Apartments.

Trove is a 401-unit property located 1.3 miles west of the Subject site, in a neighborhood considered slightly inferior relative to the Subject's location. This property was constructed in 2020. We consider the condition of this property similar relative to the proposed Subject, which will be new construction. The manager at Trove reported a low vacancy rate of 2.7 percent, indicating the current rents are well accepted in the market. The following table compares the Subject with Trove.

SUBJECT COMPARISON TO TROVE

Unit Type	Subject Achievable Market Rent	Square Feet	Subject RPSF	Comparable Rent	Square Feet	Comparable RPSF
OBR/1BA	\$1,600	461	\$3.47	\$1,736	504	\$3.44
1BR/1BA	\$1,800	621	\$2.90	\$1,803	603	\$2.99
2BR/1.5BA	\$2,400	859	\$2.79	\$2,406	923	\$2.61
3BR/2BA	\$3,000	1,027	\$2.92	\$3,297	1,184	\$2.78

Trove offers balconies/patios, bike storage, electric vehicle charging stations, exterior storage, a rooftop deck, a shuttle service, sport courts, a swimming pool, washer/dryers, and common area WiFi, all of which the proposed Subject will lack. However, the Subject will offer a business center, disposals, a playground, and service coordination, none of which are provided by Trove. On balance, we consider the in-unit and property amenity packages offered by Trove to be superior and slightly superior relative to the proposed Subject, respectively. Additionally, Trove offers similar studio, one, and two-bedroom unit sizes and slightly superior three-bedroom unit sizes compared to the proposed Subject. In overall terms, we believe the proposed Subject will be a slightly inferior product relative to Trove. Accordingly, our concluded achievable market rents are below the rents reported by Trove.

Risks, Unusual Conditions, and/or Mitigating Circumstances

No risks, unusual conditions, or mitigating circumstances were identified on or near the Subject property. We believe the Subject is market-oriented and will perform well at its present location.

Changes to Housing Stock and Impact of the Subject on Existing Housing Stock

As previously shown in the additions to supply discussions and the building permit data, there has been an influx of new development in the area. The increase in supply has resulted in a slight increase in vacancy rates in the area as the new supply is absorbed. However, as shown in the vacancy data, properties in the PMA continue to perform well with low vacancy and many operate with waiting lists. As a result, we do not believe the additions to supply occurring in the market, or the addition of the Subject will have a negative impact on existing properties in the market. Further, most of the new supply is marketed towards a higher price point and will not compete directly against the Subject. The Subject is not expected to adversely affect the existing housing stock. The supply of affordable housing in the local market area is extremely limited, and relatively low vacancy rates coupled with the presence of waiting lists at existing properties are an indication that more housing is needed in the market area.

Summary Evaluation

Upon completion of construction, the Subject will be in excellent condition in a good location with competitive unit sizes. A weakness of the Subject will be its lack of some in-unit and community amenities such as balconies/patios, a concierge, and swimming pool found at many of the comparable properties. The vacancy rate at the LIHTC properties is 4.4 percent. Additionally, all of the surveyed LIHTC properties maintain waiting lists and several property managers believe there is demand for additional affordable housing in the market. All of the comparable properties report achieving the maximum allowable rents at the 50 and/or 60 percent of AMI levels. None of the comparable properties offer units restricted to 30 percent of the AMI. Given the Subject's anticipated slightly superior to superior condition and location, we believe the Subject would also be capable of achieving rents at the maximum allowable levels at 30, 50, and 60 percent of the AMI. Our concluded achievable market rents are near the middle to bottom of the surveyed range as the comparable market rate properties generally offer slightly superior to superior property amenities, unit features, and unit sizes relative to the proposed Subject. The Subject's LIHTC rents offer a discount to the Novogradac estimate of achievable market rents.

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

AFFORDABILITY ANALYSIS DEMAND ANALYSIS CAPTURE RATES AND PENETRATION RATES

Introduction

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

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

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

Capture Rate Determination

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

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

The following text will examine each step through the process.

Step One – PMA Demography

Primary Market Area Defined

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

We determined the Primary Market Area (PMA) based on our conversations with local market participants including property managers, as well as our physical inspection of the market. The PMA is generally defined as the communities of Aurora Hills, Pentagon City, Douglas Park, Arlington Heights, Barcroft, Arlington Mill, Forest Glen, Potomac West, Glencarlyn, Forest Glen, and Shirlington. The PMA boundaries are: Washington Boulevard, Interstate 395 and Route 50 to the north, Leesburg Pike to the west, Interstate 395 and West Glebe Road to the south, and Route 1 in the east. The PMA encompasses approximately 23 square miles. We believe that additional support will originate from areas outside of the established PMA. We estimate a leakage of 10 percent. To provide a broader economic context for the Subject, we also include a Secondary Market Area

(SMA). The SMA for the Subject is the Washington-Arlington-Alexandria, DC-VA-MD-WV Metropolitan Statistical Area (MSA), which consists of the following counties: District of Columbia in District of Columbia; Jefferson in West Virginia; Calvert, Charles, Frederick, Montgomery, and Prince George's in Maryland; Alexandria City, Arlington, Clarke, Culpeper, Fairfax City, Fairfax, Falls Church City, Fauquier, Fredericksburg City, Loudoun, Manassas city, Manassas Park City, Prince William, Rappahannock, Spotsylvania, Stafford, and Warren in Virginia. The MSA is 8,653 square miles.

Demographic Information

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

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

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

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

Step Two – Income Qualified

Assumptions and Data necessary for this calculation are:

Appropriate Jurisdiction:	Arlington County, VA
AMI for four-person household:	\$152,100
Tenancy:	Family
Affordability percentage:	35 percent
Leakage:	10 percent

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

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

INCOME LIMITS - AS PROPOSED

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@30%		@50%		@50% (PBRA)		@60%	
OBR	-	-	\$45,189	\$52,750	-	-	-	-
1BR	\$29,040	\$36,180	-	-	\$0	\$60,300	\$58,114	\$72,360
2BR	\$34,869	\$40,710	\$58,149	\$67,850	\$0	\$67,850	\$69,771	\$81,420
3BR	\$40,286	\$48,840	\$67,166	\$81,400	-	-	\$80,606	\$97,680

INCOME LIMITS - ABSENT SUBSIDY

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@30%		@50%		@60%	
OBR	-	-	\$45,189	\$52,750	-	-
1BR	\$29,040	\$36,180	\$48,446	\$60,300	\$58,114	\$72,360
2BR	\$34,869	\$40,710	\$58,149	\$67,850	\$69,771	\$81,420
3BR	\$40,286	\$48,840	\$67,166	\$81,400	\$80,606	\$97,680

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

RENTER HOUSEHOLD INCOME PMA

Income Cohort	2023		2028		Annual Change 2023 to 2028	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	4,157	6.5%	3,831	6.0%	-65	-1.6%
\$10,000-19,999	2,320	3.6%	2,267	3.6%	-11	-0.5%
\$20,000-29,999	4,467	7.0%	3,811	6.0%	-131	-2.9%
\$30,000-39,999	4,650	7.3%	4,185	6.6%	-93	-2.0%
\$40,000-49,999	4,278	6.7%	4,034	6.4%	-49	-1.1%
\$50,000-59,999	4,459	7.0%	4,110	6.5%	-70	-1.6%
\$60,000-74,999	6,672	10.5%	6,336	10.0%	-67	-1.0%
\$75,000-99,999	9,308	14.6%	9,041	14.3%	-53	-0.6%
\$100,000-124,999	7,149	11.2%	7,031	11.1%	-24	-0.3%
\$125,000-149,999	5,402	8.5%	5,704	9.0%	60	1.1%
\$150,000-199,999	5,911	9.3%	6,475	10.2%	113	1.9%
\$200,000+	4,919	7.7%	6,591	10.4%	334	6.8%
Total	63,692	100.0%	63,416	100.0%		

Source: HISTA Data / Ribbon Demographics 2023, Novogradac, February 2024

Step Three – Income Distribution

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

RENTER INCOME DISTRIBUTION - AS PROPOSED

Income Cohort	Total Renter Households	@30%			@50%			@50% (PBRA)			@60%			All Units		
		cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort
\$0-\$9,999	4,157						\$9,999	100.0%	4,157				\$9,999	100.0%	4,157	
\$10,000-\$19,999	2,320						\$9,999	100.0%	2,320				\$9,999	100.0%	2,320	
\$20,000-\$29,999	4,467	\$959	9.6%	428			\$9,999	100.0%	4,467				\$9,999	100.0%	4,467	
\$30,000-\$39,999	4,650	\$9,999	100.0%	4,650			\$9,999	100.0%	4,650				\$9,999	100.0%	4,650	
\$40,000-\$49,999	4,278	\$8,840	88.4%	3,782	\$4,810	48.1%	2,058	\$9,999	100.0%	4,278			\$9,999	100.0%	4,278	
\$50,000-\$59,999	4,459				\$4,601	46.0%	2,052	\$9,999	100.0%	4,459	\$1,885	18.9%	841	\$9,999	100.0%	4,459
\$60,000-\$74,999	6,672				\$14,999	100.0%	6,672	\$7,850	52.3%	3,492	\$14,999	100.0%	6,672	\$14,999	100.0%	6,672
\$75,000-\$99,999	9,308				\$6,400	25.6%	2,383				\$22,680	90.7%	8,445	\$22,680	90.7%	8,445
\$100,000-\$124,999	7,149															
\$125,000-\$149,999	5,402															
\$150,000-\$199,999	5,911															
\$200,000-\$250,000	4,919															
Total	63,692		13.9%	8,861		20.7%	13,165		43.7%	27,823		25.1%	15,957		61.9%	39,448

RENTER INCOME DISTRIBUTION - ABSENT SUBSIDY

Income Cohort	Total Renter Households	@30%			@50%			@60%			All Units				
		cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort	cohort overlap	% in cohort	# in cohort		
\$0-\$9,999	4,157														
\$10,000-\$19,999	2,320														
\$20,000-\$29,999	4,467	\$959	9.6%	428								\$959	9.6%	428	
\$30,000-\$39,999	4,650	\$9,999	100.0%	4,650								\$9,999	100.0%	4,650	
\$40,000-\$49,999	4,278	\$8,840	88.4%	3,782	\$4,810	48.1%	2,058					\$9,999	100.0%	4,278	
\$50,000-\$59,999	4,459				\$9,999	100.0%	4,459	\$1,885	18.9%	841			\$9,999	100.0%	4,459
\$60,000-\$74,999	6,672				\$14,999	100.0%	6,672	\$14,999	100.0%	6,672			\$14,999	100.0%	6,672
\$75,000-\$99,999	9,308				\$6,400	25.6%	2,383	\$22,680	90.7%	8,445			\$22,680	90.7%	8,445
\$100,000-\$124,999	7,149														
\$125,000-\$149,999	5,402														
\$150,000-\$199,999	5,911														
\$200,000-\$250,000	4,919														
Total	63,692		13.9%	8,861		24.4%	15,572		25.1%	15,957		45.4%	28,932		

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

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

Step Five – Unit Size Appropriate

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

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

HOUSEHOLD DISTRIBUTION

0BR	10%	Of 1-person households in 0BR units
1BR	90%	Of 1-person households in 1BR units
	20%	Of 2-person households in 1BR units
2BR	80%	Of 2-person households in 2BR units
	100%	Of 3-person households in 2BR units
	30%	Of 4-person households in 2BR units
3BR	40%	Of 4-person households in 3BR units
	50%	Of 5-person households in 3BR units

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

Step Six – Capture Rate by Bedroom Mix

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

CAPTURE RATE ANALYSIS BY UNIT TYPE

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

Capture Rate - 30% - As Proposed

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2023

	Renter Household Size Distribution	Total Number of Renter Households
1 person	44.5%	28,343
2 person	27.0%	17,223
3 person	12.7%	8,096
4 person	7.9%	5,052
5 person	7.8%	4,978
Total	100.0%	63,692

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	28,343	x	13.9%	3,943
2 person	17,223	x	13.9%	2,396
3 person	8,096	x	13.9%	1,126
4 person	5,052	x	13.9%	703
5 person	4,978	x	13.9%	693
Total	63,692			8,861

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	4,028
2BR	3,254
3BR	627
Total	7,909

Capture Rate Analysis - @30%

	Developer's Unit Mix	Capture Rate
1BR	4	0.1%
2BR	13	0.4%
3BR	5	0.8%
Total/Overall	22	0.3%

Adjusted for Leakage from Outside of the PMA

10.0%

1BR	4	0.1%
2BR	13	0.4%
3BR	5	0.7%
Total/Overall	22	0.3%

Capture Rate - 50% - As Proposed

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2023

	Renter Household Size Distribution	Total Number of Renter Households
1 person	44.5%	28,343
2 person	27.0%	17,223
3 person	12.7%	8,096
4 person	7.9%	5,052
5 person	7.8%	4,978
Total	100.0%	63,692

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	28,343	x	20.7%	5,858
2 person	17,223	x	20.7%	3,560
3 person	8,096	x	20.7%	1,673
4 person	5,052	x	20.7%	1,044
5 person	4,978	x	20.7%	1,029
Total	63,692			13,165

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
OBR	586
2BR	4,835
3BR	932
Total	6,353

Capture Rate Analysis - @50%

	Developer's Unit Mix	Capture Rate
OBR	1	0.2%
2BR	19	0.4%
3BR	6	0.6%
Total/Overall	26	0.4%

Adjusted for Leakage from Outside of the PMA

10.0%

OBR	1	0.2%
2BR	19	0.4%
3BR	6	0.6%
Total/Overall	26	0.4%

Capture Rate - 50% (PBRA) - As Proposed

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2023

	Renter Household Size Distribution	Total Number of Renter Households
1 person	44.5%	28,343
2 person	27.0%	17,223
3 person	12.7%	8,096
4 person	7.9%	5,052
5 person	7.8%	4,978
Total	100.0%	63,692

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	28,343	x	43.7%	12,381
2 person	17,223	x	43.7%	7,524
3 person	8,096	x	43.7%	3,537
4 person	5,052	x	43.7%	2,207
5 person	4,978	x	43.7%	2,175
Total	63,692			27,823

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	12,648
2BR	10,218
Total	22,865

Capture Rate Analysis - @50% (PBRA)

	Developer's Unit Mix	Capture Rate
1BR	5	0.0%
2BR	4	0.0%
Total/Overall	9	0.0%
<i>Adjusted for Leakage from Outside of the PMA</i>		<i>10.0%</i>
1BR	5	0.0%
2BR	4	0.0%
Total/Overall	9	0.0%

Capture Rate - 60% - As Proposed

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2023

	Renter Household Size Distribution	Total Number of Renter Households
1 person	44.5%	28,343
2 person	27.0%	17,223
3 person	12.7%	8,096
4 person	7.9%	5,052
5 person	7.8%	4,978
Total	100.0%	63,692

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	28,343	x	25.1%	7,101
2 person	17,223	x	25.1%	4,315
3 person	8,096	x	25.1%	2,028
4 person	5,052	x	25.1%	1,266
5 person	4,978	x	25.1%	1,247
Total	63,692			15,957

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	7,254
2BR	5,860
3BR	1,130
Total	14,244

Capture Rate Analysis - @60%

	Developer's Unit Mix	Capture Rate
1BR	7	0.1%
2BR	17	0.3%
3BR	7	0.6%
Total/Overall	31	0.2%

Adjusted for Leakage from Outside of the PMA

10.0%

1BR	7	0.1%
2BR	17	0.3%
3BR	7	0.6%
Total/Overall	31	0.2%

Capture Rate - All Units - As Proposed

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2023

	Renter Household Size Distribution	Total Number of Renter Households
1 person	44.5%	28,343
2 person	27.0%	17,223
3 person	12.7%	8,096
4 person	7.9%	5,052
5 person	7.8%	4,978
Total	100.0%	63,692

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	28,343	x	61.9%	17,554
2 person	17,223	x	61.9%	10,667
3 person	8,096	x	61.9%	5,014
4 person	5,052	x	61.9%	3,129
5 person	4,978	x	61.9%	3,083
Total	63,692			39,448

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
OBR	1,755
1BR	17,932
2BR	14,487
3BR	2,793
Total	36,967

Capture Rate Analysis - All Units

	Developer's Unit Mix	Capture Rate
OBR	1	0.1%
1BR	16	0.1%
2BR	53	0.4%
3BR	18	0.6%
Total/Overall	88	0.2%

Adjusted for Leakage from Outside of the PMA

10.0%

OBR	1	0.1%
1BR	16	0.1%
2BR	53	0.3%
3BR	18	0.6%
Total/Overall	88	0.2%

Capture Rate - 50% - Absent Subsidy

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2023

	Renter Household Size Distribution	Total Number of Renter Households
1 person	44.5%	28,343
2 person	27.0%	17,223
3 person	12.7%	8,096
4 person	7.9%	5,052
5 person	7.8%	4,978
Total	100.0%	63,692

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	28,343	x	24.4%	6,929
2 person	17,223	x	24.4%	4,211
3 person	8,096	x	24.4%	1,979
4 person	5,052	x	24.4%	1,235
5 person	4,978	x	24.4%	1,217
Total	63,692			15,572

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
OBR	693
1BR	7,079
2BR	5,719
3BR	1,103
Total	14,593

Capture Rate Analysis - @50%

	Developer's Unit Mix	Capture Rate
OBR	1	0.1%
1BR	5	0.1%
2BR	23	0.4%
3BR	6	0.5%
Total/Overall	35	0.2%

Adjusted for Leakage from Outside of the PMA

10.0%

OBR	1	0.1%
1BR	5	0.1%
2BR	23	0.4%
3BR	6	0.5%
Total/Overall	35	0.2%

Capture Rate - All Units - Absent Subsidy

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2023

	Renter Household Size Distribution	Total Number of Renter Households
1 person	44.5%	28,343
2 person	27.0%	17,223
3 person	12.7%	8,096
4 person	7.9%	5,052
5 person	7.8%	4,978
Total	100.0%	63,692

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	28,343	x	45.4%	12,875
2 person	17,223	x	45.4%	7,824
3 person	8,096	x	45.4%	3,678
4 person	5,052	x	45.4%	2,295
5 person	4,978	x	45.4%	2,261
Total	63,692			28,932

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
OBR	1,287
1BR	13,152
2BR	10,625
3BR	2,049
Total	27,113

Capture Rate Analysis - All Units (Absent Subsidy)

	Developer's Unit Mix	Capture Rate
OBR	1	0.1%
1BR	16	0.1%
2BR	53	0.5%
3BR	18	0.9%
Total/Overall	88	0.3%

Adjusted for Leakage from Outside of the PMA

10.0%

OBR	1	0.1%
1BR	16	0.1%
2BR	53	0.4%
3BR	18	0.8%
Total/Overall	88	0.3%

ANNUAL CAPTURE RATE ANALYSIS

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

Population/Household Change

Population change as a result of new households moving in or out of the area: This was previously calculated, in the estimated population change from 2023 to 2028. Since the newly derived population will all be eligible, they are included directly into the annual demand estimate.

New Construction/Development

We reviewed the list of LIHTC awards published by Virginia Housing from 2020 through January 2024. We also consulted a CoStar new construction report regarding planned, proposed, and under construction developments within the PMA. According to our sources, there are numerous proposed, under construction, and recently completed developments within the PMA, illustrated in the following table.

RECENT AND PLANNED DEVELOPMENT

Property Name	Rent Structure	Tenancy	Total Units	Competitive Affordable Units	Competitive PBRA Units	Construction Status	LIHTC Allocation Year	Distance to Subject
Sage	Affordable/Market	Family	306	12	0	Complete	N/A	0.5 miles
Arlington View Terrace East	LIHTC/Section 8	Family	77	48	29	Complete	2020	1.1 miles
2400 Columbia Pike	Market	Family	120	0	0	Proposed	N/A	1.7 miles
The Elliott	Market	Family	243	0	0	Proposed	N/A	1.8 miles
Westmont Apartments	Market	Family	250	0	0	Under Construction	N/A	2.1 miles
1415 S Eads St	Market	Family	635	0	0	Proposed	N/A	0.3 miles
3401 Columbia Pike	Market	Family	250	0	0	Proposed	N/A	2.1 miles
10 S Glebe Rd	Affordable	Family	128	128	0	Proposed	N/A	2.7 miles
1001 S Glebe Rd	Market	Family	241	0	0	Proposed	N/A	2.1 miles
1400 S Joyce St	Market	Family	1665	0	0	Proposed	N/A	0.7 miles
Shirlington House II	Market	Family	78	0	0	Proposed	N/A	2.3 miles
2306-2316 S Eads St	Market	Family	22	0	0	Proposed	N/A	0.2 miles
2480 S Glebe Rd	Market	Family	487	0	0	Proposed	N/A	1.6 miles
Shirlington Apartments	Affordable/PBRA/Market	Family	30	3	0	Proposed	N/A	1.8 miles
Merion Pike West	Affordable/Market	Family	401	124	0	Proposed	N/A	3.5 miles
Arlington View Terrace West	LIHTC/Section 8	Family	78	31	47	Proposed	N/A	1.2 miles
Fort Henry Gardens Revitalization	Affordable	Family	300	218	0	Proposed	N/A	1.9 miles
Crystal House III 4%	LIHTC	Family	344	340	0	Proposed	N/A	0.1 miles
Crystal House IV	Market	Family	222	0	0	Proposed	N/A	0.1 miles
Goodwill	Affordable	Family	128	128	0	Proposed	N/A	2.7 miles
Crystal House V	LIHTC	Family	81	81	0	Proposed	N/A	0.1 miles
Crystal House VI	LIHTC/Section 8	Senior	80	0	0	Proposed	N/A	0.1 miles
Totals			6,166	1,113	76			

- Sage is a recently completed 306-unit affordable/market-rate development located 0.5 miles north of the Subject site. The property offers a 19-story highrise design and targets family households, similar to the Subject. We believe 12 units will be competitive with the Subject.
- Arlington View Terrace East is a recently completed 77-unit LIHTC/Section 8 development located 1.1 miles west of the Subject site. The property offers a four-story midrise design and targets family households, similar to the Subject. We believe 77 units will be competitive with the Subject.
- 10 S Glebe Rd is a proposed 128-unit affordable development located 2.7 miles west of the Subject site. Upon completion, the property will offer a seven-story lowrise design and target family households, similar to the Subject. We believe 128 units will be competitive with the Subject.

- Shirlington Apartments is a proposed 30-unit affordable/PBRA/market-rate development located 1.8 miles southwest of the Subject site. Upon completion, the property will offer a five-story midrise design and target family households, similar to the Subject. We believe 3 units will be competitive with the Subject.
- Merion Pike West is a proposed 401-unit affordable/market-rate development located 3.5 miles west of the Subject site. Upon completion, the property will offer a six-story midrise design and target family households, similar to the Subject. We believe 124 units will be competitive with the Subject.
- Arlington View Terrace West is a proposed 78-unit LIHTC/Section 8 development located 1.2 miles west of the Subject site. Upon completion, the property will target family households, similar to the Subject. We believe 78 units will be competitive with the Subject.
- Fort Henry Gardens Revitalization is a proposed 300-unit affordable development located 1.9 miles west of the Subject site. As part of the revitalization, the 82 existing units will be replaced and 218 new units will be added. Upon completion, the property will target family households, similar to the Subject. We believe the 218 new units will be competitive with the Subject. According to the Arlington Planning Department, this development is currently on hold.
- Goodwill is a proposed 128-unit LIHTC development located 2.7 miles west of the Subject site. Upon completion, the property will target family households earning 30, 50, and 60 percent of the AMI or less, similar to the Subject. We believe 128 units will be competitive with the Subject.
- Crystal House III 4% is the proposed second phase of the Subject's overall development. The property will offer 344 units restricted to 30, 50, 60, and 80 percent of the AMI, or less. The property will share the same building as the Subject and will target family households. We believe the 340 units restricted to 30, 50, and 60 percent of the AMI will be competitive with the Subject.
- Crystal House V is a proposed 81-unit LIHTC development located 0.1 miles south of the Subject site. This property will be a sister property to the Subject. Upon completion, the property will target family households, similar to the Subject. We believe 81 units will be competitive with the Subject.
- Crystal House VI is a proposed 80-unit LIHTC/Section 8 development located 0.1 miles northwest of the Subject site. This will be a sister property to the Subject. Upon completion, the property will offer a five-story midrise design and target senior households. Eight units will be restricted to 30 percent of the AMI and will benefit from a project-based subsidy. The remaining 72 units will be restricted to 50 percent of the AMI. We do not believe any units will be competitive with the Subject due to dissimilar tenancy.
- Crystal House and Crystal House I is existing and was built in 1965 and renovated in 2017 located 0.1 miles south and west of the Subject site. We have included these units in the competitive existing units analysis.

Recent and Proposed LIHTC Allocations

According to Virginia Housing, between 2020 and February 2024, one project has been awarded LIHTC funding in the Subject’s PMA, which is detailed in the following table and was discussed previously.

RECENT LIHTC ALLOCATIONS IN PMA

Name	LIHTC Allocation Year	Rent Structure	Tenancy	Total Units	Competitive LIHTC Units	Competitive PBRA Units	Construction Status	Distance to Subject
Arlington View Terrace East	2020	LIHTC/Section 8	Family	77	48	29	Complete	1.1 miles
Totals				77	48	29		

Annual Demand – As Proposed

ANNUAL DEMAND - AS PROPOSED		
Calculation		PMA
Number of Renter Households in 2023		63,692
Increase in Number of Renter Households		(276)
Number of Renter Households in 2028		63,416
<i>Existing Demand</i>		
% of Total Households that are Renter		58.6%
% of Income-Qualified Renter Households		61.9%
Number of Income-Qualified Renter Households		39,448
Percentage Rent-Overburdened		35.6%
Existing Income-Qualified Renter Household Turnover		14,026
<i>New Income-Qualified Demand, Stated Annually</i>		
Increase in Renter Households per Annum		(55)
% of Income-Qualified Renter Households		61.9%
New Rental Income Qualified Households		(34)
<i>Capture Rate Analysis</i>		
Number of Revenue Units in Subject		88
Occupied Units at Subject With Vacancy of:	5.0%	84
Units Pre-Leased		0
Total Demand (Turnover and Growth) from within PMA		13,992
Portion Originating within PMA		90.0%
Total Demand (Turnover and Growth)		15,546
Less: Existing Projects in Absorption Process (# Units)	1,189	
Total Demand after Competition (Turnover and Growth)		14,357
Yielded Annual Capture Rate of Available Demand in 2023		0.6%

Annual Demand - Absent Subsidy

ANNUAL DEMAND - ABSENT SUBSIDY		
Calculation		PMA
Number of Renter Households in 2023		63,692
Increase in Number of Renter Households		(276)
Number of Renter Households in 2028		63,416
<i>Existing Demand</i>		
% of Total Households that are Renter		58.6%
% of Income-Qualified Renter Households		45.4%
Number of Income-Qualified Renter Households		28,932
Percentage Rent-Overburdened		35.6%
Existing Income-Qualified Renter Household Turnover		10,287
<i>New Income-Qualified Demand, Stated Annually</i>		
Increase in Renter Households per Annum		(55)
% of Income-Qualified Renter Households		45.4%
New Rental Income Qualified Households		(25)
<i>Capture Rate Analysis</i>		
Number of Revenue Units in Subject		88
Occupied Units at Subject With Vacancy of:	5.0%	84
Units Pre-Leased		0
Total Demand (Turnover and Growth) from within PMA		10,262
Portion Originating within PMA		90.0%
Total Demand (Turnover and Growth)		11,402
Less: Existing LIHTC Projects in Absorption Process (# Units)	1,113	
Total Demand after Competition (Turnover and Growth)		10,289
Yielded Annual Capture Rate of Available Demand in 2023		0.8%

VIRGINIA HOUSING DEMAND ANALYSIS

We have also included the required demand table from the Virginia Housing market study guidelines. The following table illustrates the total demand, the net demand, and the absorption period for the Subject site. The supply illustrates all proposed or under construction units in the PMA. We determined that there are 1,189 total proposed competitive affordable units in the PMA. Existing vacancies in the PMA are based on the vacancies at the directly comparable family LIHTC properties in the PMA.

Virginia Housing Demand Table

We have determined the overall affordable weighted average vacancy rate among the comparable properties is 4.4 percent. There are 44 family affordable properties in the PMA. Five of these properties are used as comparables in this report. Property management at these five comparables indicated 68 total vacancies among their units; however, they were unable to provide a specific breakdown between LIHTC and market rate units. We have assumed that all 52 vacant units at Crystal House & Crystal House I are either restricted to 80 percent of the AMI or are unrestricted. Further, we have assumed that both vacancies at Quebec Apartments are market rate units. Additionally, we have assumed that of the 10 vacancies reported by The Apex, two are restricted to 50 percent of the AMI and two are restricted to 60 percent of the AMI. All four vacancies reported by Gilliam Place are for units restricted to 50 percent of the AMI. We were unable to contact the remaining affordable properties in the PMA for vacancy data. Therefore, we estimate a vacancy rate of five percent for the 5,550 competitive LIHTC and the 371 competitive subsidized units, indicating approximately 278 LIHTC vacancies and 19 subsidized vacancies. There are 1,113 proposed competitive LIHTC units and 76 proposed competitive subsidized units in the PMA. We searched for unit mix data for the proposed developments; however, as of the date of this report, we have been unable to obtain it. We have assumed that 20 percent will be restricted to 30 percent of the AMI, 10 percent will be restricted to 40 percent of the AMI, 20 percent will be restricted to 50 percent of the AMI, 30 percent will be restricted to 60 percent of the AMI, and 10 percent will be restricted to each of 70 and 80 percent of the AMI. Therefore, we have deducted 1,002 competitive units as proposed and 983 competitive units absent subsidy from the total demand for the entire Subject. However, we split these competitive units to calculate the demand for the Subject’s 30, 50, and 60 percent AMI units separately. The following table details the total deductions used in our demand analysis.

COMPARABLE VACANT AND PROPOSED UNITS - AS PROPOSED

	30% AMI	50% AMI	50% AMI (PBRA)	60% AMI	Total
Vacant Units at LIHTC Rent Comps	0	6	0	2	8
Remaining Existing Affordable Vacancies in PMA	56	56	4	83	199
Competitive Pipeline Affordable Units	223	223	15	334	795
Total	279	285	19	419	1,002

COMPARABLE VACANT AND PROPOSED UNITS - ABSENT SUBSIDY

	30% AMI	50% AMI	60% AMI	Total
Vacant Units at LIHTC Rent Comps	0	6	2	8
Remaining Existing Affordable Vacancies in PMA	56	56	83	195
Competitive Pipeline Affordable Units	223	223	334	780
Total	279	285	419	983

The tables below illustrate the resulting capture rate for demand currently proposed in PMA.

As Proposed

Income Restrictions	Up to 30% As Proposed (\$29,040- \$48,840)	Up to 50% As Proposed (\$45,189- \$81,400)	Up to 50% (PBRA) As Proposed (\$0-\$81,400)	Up to 60% As Proposed (\$58,114- \$97,680)	Project Total As Proposed (\$29,040- \$97,680)
New Rental Households	17	25	53	30	75
+					
Existing Households - - Overburdened	3,155	4,687	9,905	5,681	14,043
+					
Existing Households - Substandard Housing	59	88	186	107	264
=					
TOTAL DEMAND	3,231	4,800	10,144	5,818	14,383
-					
Supply (includes directly comparable vacant units or in pipeline in PMA)	279	285	19	419	1,002
NET DEMAND	2,952	4,515	197	5,399	13,381
PROPOSED UNITS	22	26	9	31	88
CAPTURE RATE	0.7%	0.6%	4.6%	0.6%	0.7%
ABSORPTION PERIOD	1.1 months	1.3 months	0.45 months	1.55 months	4.4 months

Absent Subsidy

Income Restrictions	Up to 30% As Proposed (\$29,040- \$48,840)	Up to 50% Absent Subsidy (\$45,189- \$81,400)	Up to 60% As Proposed (\$58,114- \$97,680)	Project Total As Proposed (\$29,040- \$97,680)
New Rental Households	17	30	30	55
+				
Existing Households -- Overburdened	3,155	5,544	5,681	10,300
+				
Existing Households - Substandard Housing	59	104	107	194
=				
TOTAL DEMAND	3,231	5,677	5,818	10,549
-				
Supply (includes directly comparable vacant units or in pipeline in PMA)	279	285	419	983
NET DEMAND	2,952	5,392	5,399	9,566
PROPOSED UNITS	22	35	31	88
CAPTURE RATE	0.7%	0.6%	0.6%	0.9%
ABSORPTION PERIOD	1.1 months	1.75 months	1.55 months	4.4 months

- **New Rental Households:** The number of new renter households was calculated previously in Annual Demand using the increase in renter households per annum and the percentage of income-qualified renter households.
- **Existing Households – Overburdened:** We calculated the number of existing households that are rent-overburdened using the percentage of households that are rent-overburdened in the PMA (35.6%) and the total number of income-qualified renter households in the PMA.
- **Existing Households – Substandard Housing:** We calculated the number of existing households that are living in substandard housing using the percentage of households that are living in substandard housing in the PMA (0.67%) and the total number of income-qualified renter households in the PMA.
- **Absorption Period:** We calculated the absorption period for each AMI level and the project total by applying our concluded absorption rate of 20 units per month to the number of proposed units.

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

	As Proposed	Absent Subsidy
Project Wide Capture Rate - LIHTC Units	0.7%	0.9%
Project Wide Capture Rate - Market Units	N/A	N/A
Project Wide Capture Rate - All Units	0.7%	0.9%
Project Wide Absorption Period (Months)	4.4 months	4.4 months

PENETRATION RATE ANALYSIS

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

We calculate a Penetration Rate with a market focus. In this methodology, the Penetration Rate is calculated by totaling all existing and proposed (including the Subject) competitive affordable units within the PMA, and dividing by the total number of income eligible renter households. Penetration Rates are more difficult to calculate in urban areas with a significant volume of affordable housing, as it is difficult to obtain detailed information on all the true comparable properties that make up the supply and to obtain detail on the various AMI levels at the properties.

EXISTING AFFORDABLE PROPERTIES IN THE PMA

Property Name	Program	Tenancy	Total Units	Competitive LIHTC Units	Competitive PBRA Units
Crystal House & Crystal House I*	LIHTC/Market	Family	825	400	0
Gilliam Place*	LIHTC	Family	173	173	0
Monterey Apartments*	LIHTC	Family	109	109	0
Quebec Apartments*	LIHTC/Market	Family	172	129	0
The Apex*	LIHTC	Family	256	256	0
Arbor Heights Apartments	LIHTC	Family	198	198	0
Arlington Mill Residences	LIHTC/Section 8	Family	122	109	13
Arna Valley View	LIHTC	Family	101	101	0
Barcroft Apartments Alpha III	LIHTC	Family	79	79	0
Beverly Park Apartments	LIHTC	Family	33	33	0
Braddock Road Apartments	LIHTC	Family	48	48	0
Buchanan Gardens	LIHTC	Family	112	111	0
Carousel Court Apartments	LIHTC	Family	90	90	0
Carpenter's Shelter	LIHTC	Family	97	97	0
Columbia Grove Apartments	LIHTC/Market	Family	208	130	0
Del Ray Central	LIHTC/Market	Family	141	40	0
Elbert Avenue Apartments	LIHTC	Family	28	28	0
Fields Of Alexandria	LIHTC	Family	306	304	0
Fields Of Arlington	LIHTC/Market	Family	199	189	0
Fort Henry Gardens	LIHTC	Family	82	82	0
Gilliam Place West	LIHTC	Family	90	90	0
Grand View Apartments	LIHTC	Family	266	266	0
Harvey Hall Apartments	LIHTC/Market	Family	116	100	0
Hollybrooke Apartments	LIHTC	Family	249	249	0
Jackson Crossing	LIHTC	Family	78	78	0
Key Gardens	LIHTC/Market	Family	22	18	0
Lacy Court Apartments	LIHTC	Family	44	44	0
Lenox Club	LIHTC/Market	Family	386	77	0
Longview Terrace Apartments	LIHTC	Family	41	41	0
Lynhaven Apartments	LIHTC	Family	28	28	0
Macedonian Apartments	LIHTC	Family	36	36	0
Parcview Apartments	LIHTC/Market	Family	149	120	0
Park Shirlington	LIHTC	Family	294	294	0
Parkstone Alexandria	LIHTC/Market	Family	326	244	0
Parkwood Apartments	LIHTC	Family	221	221	0
Potomac West Apartments	LIHTC/Market	Family	59	45	0
Serrano Apartments	LIHTC	Family	280	280	0
St. James Plaza	LIHTC	Family	93	93	0
The Bloom At Braddock Apartments	LIHTC	Family	96	96	0
The Fields Of Old Town	LIHTC	Family	98	98	0

Property Name	Program	Tenancy	Total Units	Competitive LIHTC Units	Competitive PBRA Units
The Nexus At West Alex	LIHTC	Family	77	77	0
The Shell	LIHTC	Family	83	83	0
The Shelton Apartments	LIHTC	Family	94	94	0
Virginia Gardens	LIHTC/Market	Family	76	72	0
Woodland Hill Apartments	LIHTC/Section 8	Senior	235	0	0
Claridge House II	Section 8/Market	Senior	304	0	0
Heritage At Old Town	Section 8/Market	Family	244	0	68
Bellefonte Apts	Section 8	Family	12	0	12
Claridge House I	Section 8	Senior	302	0	0
Cleveland Cheshire Home	Section 8	Family	6	0	6
Nelson Cheshire Home	Section 8	Family	7	0	7
Pendleton Park Apts	Section 8	Family	24	0	24
South 7th Street Group Home	Section 8	Family	6	0	6
Woodland Hill	Section 8	Family	235	0	235
Totals			8,056	5,550	371

*Utilized as a comparable property

As shown above, there are 5,921 competitive affordable units in the PMA as proposed, and 5,550 absent subsidy. These units are deducted from our analysis.

Penetration Rate - As Proposed

As shown in the income distribution previously, there are 39,448 income eligible renter households in the PMA for the Subject's units as proposed.

PENETRATION RATE - AS PROPOSED	
Number of Proposed Competitive Affordable Family Units in the PMA	1,189
	+
Number of Existing Competitive Affordable Family Units in the PMA	5,921
	+
Number of Proposed Family Units at the Subject	88
	=
Total	7,198
	/
Income Eligible Households - All AMI Levels	39,448
	=
Overall Penetration Rate - Market Focus (NCHMA)	18.2%

After deductions for existing and proposed competitive units in the PMA, the resulting penetration rate is 18.2 percent.

Penetration Rate - Absent Subsidy

As shown in the income distribution previously, there are 28,932 income eligible renter households in the PMA for the Subject's units absent a subsidy. The following table illustrates our penetration rate.

PENETRATION RATE - ABSENT SUBSIDY	
Number of Proposed Competitive LIHTC Family Units in the PMA	1,113
	+
Number of Existing Competitive LIHTC Family Units in the PMA	5,550
	+
Number of Proposed Family Units at the Subject	88
	=
Total	6,751
	/
Income Eligible Households - All AMI Levels	28,932
	=
Overall Penetration Rate - Market Focus (NCHMA)	23.3%

After deductions for existing and proposed competitive units in the PMA, the resulting penetration rate, absent subsidy, is 23.3 percent.

Capture Rate and Virginia Housing Conclusion

The demand analysis illustrates demand for the Subject based on capture rates of income-eligible renter households. The following table details the capture rates by AMI level, the overall capture rate for all units, the annual demand and overall demand, and the market focus penetration rate. Based on the Subject's tenancy and location, we assume that 10 percent of the Subject's tenants will originate from outside the PMA.

DEMAND CONCLUSIONS		
Calculation	As Proposed	Absent Subsidy
@30%	0.3%	0.3%
@50%	0.4%	0.2%
@50% (PBRA)	0.0%	0.2%
@60%	0.2%	0.2%
All Units	0.2%	0.3%
Annual Demand	0.6%	0.8%
Penetration Rate	18.2%	23.3%

These capture rates are reasonable taking into account the other indications of demand such as low vacancy rates and waiting lists reported by the comparable properties. The Demand Analysis illustrates demand for the Subject based on capture rates of income-eligible renter households. The demand analysis illustrates adequate demand for the Subject's units.

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

	As Proposed	Absent Subsidy
Project Wide Capture Rate - LIHTC Units	0.7%	0.9%
Project Wide Capture Rate - Market Units	N/A	N/A
Project Wide Capture Rate - All Units	0.7%	0.9%
Project Wide Absorption Period (Months)	4.4 months	4.4 months

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

J. LOCAL PERSPECTIVES OF RENTAL HOUSING MARKET AND HOUSING ALTERNATIVES

INTERVIEWS

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

Arlington County Department of Rental Services

We contacted the Arlington County Department of Rental Services, which oversees Housing Choice Vouchers in Arlington County on behalf of Virginia Housing, for information regarding the program. We were referred to the organization's website for further information regarding the Housing Choice Voucher program. The housing authority is authorized to issue a total of 1,588 vouchers, with 1460 vouchers currently in use. The waiting list was last opened in 2020, and there is a total of approximately 2,500 households on this list. The payment standards for studio, one, two, and three-bedroom units are illustrated in the proceeding table.

PAYMENT STANDARDS

Unit Type	Proposed Gross Rent	Gross Payment Standard	Proposed Rent Vs. Payment Standard
@30%			
1BR	\$847	\$1,962	-131.6%
2BR	\$1,017	\$2,250	-121.2%
3BR	\$1,175	\$2,943	-150.5%
@50%			
OBR	\$1,318	\$1,908	-44.8%
2BR	\$1,696	\$2,250	-32.7%
3BR	\$1,959	\$2,943	-50.2%
@50% (PBRA)			
1BR	\$1,413	\$1,962	-38.9%
2BR	\$1,696	\$2,250	-32.7%
@60%			
1BR	\$1,695	\$1,962	-15.8%
2BR	\$2,035	\$2,250	-10.6%
3BR	\$2,351	\$2,943	-25.2%

Source: Viridiant, effective February 2024

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

Summary of Pipeline Supply and Recent LIHTC Allocations

We reviewed the list of LIHTC awards published by Virginia Housing from 2020 through January 2024. We also consulted a CoStar new construction report regarding planned, proposed, and under construction developments within the PMA. According to our sources, there are numerous proposed, under construction, and recently completed developments within the PMA, illustrated in the following table.

RECENT AND PLANNED DEVELOPMENT

Property Name	Rent Structure	Tenancy	Total Units	Competitive Affordable Units	Competitive PBRA Units	Construction Status	LIHTC Allocation Year	Distance to Subject
Sage	Affordable/Market	Family	306	12	0	Complete	N/A	0.5 miles
Arlington View Terrace East	LIHTC/Section 8	Family	77	48	29	Complete	2020	1.1 miles
2400 Columbia Pike	Market	Family	120	0	0	Proposed	N/A	1.7 miles
The Elliott	Market	Family	243	0	0	Proposed	N/A	1.8 miles
Westmont Apartments	Market	Family	250	0	0	Under Construction	N/A	2.1 miles
1415 S Eads St	Market	Family	635	0	0	Proposed	N/A	0.3 miles
3401 Columbia Pike	Market	Family	250	0	0	Proposed	N/A	2.1 miles
10 S Glebe Rd	Affordable	Family	128	128	0	Proposed	N/A	2.7 miles
1001 S Glebe Rd	Market	Family	241	0	0	Proposed	N/A	2.1 miles
1400 S Joyce St	Market	Family	1665	0	0	Proposed	N/A	0.7 miles
Shirlington House II	Market	Family	78	0	0	Proposed	N/A	2.3 miles
2306-2316 S Eads St	Market	Family	22	0	0	Proposed	N/A	0.2 miles
2480 S Glebe Rd	Market	Family	487	0	0	Proposed	N/A	1.6 miles
Shirlington Apartments	Affordable/PBRA/Market	Family	30	3	0	Proposed	N/A	1.8 miles
Merion Pike West	Affordable/Market	Family	401	124	0	Proposed	N/A	3.5 miles
Arlington View Terrace West	LIHTC/Section 8	Family	78	31	47	Proposed	N/A	1.2 miles
Fort Henry Gardens Revitalization	Affordable	Family	300	218	0	Proposed	N/A	1.9 miles
Crystal House III 4%	LIHTC	Family	344	340	0	Proposed	N/A	0.1 miles
Crystal House IV	Market	Family	222	0	0	Proposed	N/A	0.1 miles
Goodwill	Affordable	Family	128	128	0	Proposed	N/A	2.7 miles
Crystal House V	LIHTC	Family	81	81	0	Proposed	N/A	0.1 miles
Crystal House VI	LIHTC/Section 8	Senior	80	0	0	Proposed	N/A	0.1 miles
Totals			6,166	1,113	76			

- Sage is a recently completed 306-unit affordable/market-rate development located 0.5 miles north of the Subject site. The property offers a 19-story highrise design and targets family households, similar to the Subject. We believe 12 units will be competitive with the Subject.
- Arlington View Terrace East is a recently completed 77-unit LIHTC/Section 8 development located 1.1 miles west of the Subject site. The property offers a four-story midrise design and targets family households, similar to the Subject. We believe 77 units will be competitive with the Subject.
- 10 S Glebe Rd is a proposed 128-unit affordable development located 2.7 miles west of the Subject site. Upon completion, the property will offer a seven-story lowrise design and target family households, similar to the Subject. We believe 128 units will be competitive with the Subject.
- Shirlington Apartments is a proposed 30-unit affordable/PBRA/market-rate development located 1.8 miles southwest of the Subject site. Upon completion, the property will offer a five-story midrise design and target family households, similar to the Subject. We believe 3 units will be competitive with the Subject.
- Merion Pike West is a proposed 401-unit affordable/market-rate development located 3.5 miles west of the Subject site. Upon completion, the property will offer a six-story midrise design and target family households, similar to the Subject. We believe 124 units will be competitive with the Subject.
- Arlington View Terrace West is a proposed 78-unit LIHTC/Section 8 development located 1.2 miles west of the Subject site. Upon completion, the property will target family households, similar to the Subject. We believe 78 units will be competitive with the Subject.

- Fort Henry Gardens Revitalization is a proposed 300-unit affordable development located 1.9 miles west of the Subject site. As part of the revitalization, the 82 existing units will be replaced and 218 new units will be added. Upon completion, the property will target family households, similar to the Subject. We believe the 218 new units will be competitive with the Subject. According to the Arlington Planning Department, this development is currently on hold.
- Goodwill is a proposed 128-unit LIHTC development located 2.7 miles west of the Subject site. Upon completion, the property will target family households earning 30, 50, and 60 percent of the AMI or less, similar to the Subject. We believe 128 units will be competitive with the Subject.
- Crystal House III 4% is the proposed second phase of the Subject's overall development. The property will offer 344 units restricted to 30, 50, 60, and 80 percent of the AMI, or less. The property will share the same building as the Subject and will target family households. We believe the 340 units restricted to 30, 50, and 60 percent of the AMI will be competitive with the Subject.
- Crystal House V is a proposed 81-unit LIHTC development located 0.1 miles south of the Subject site. This property will be a sister property to the Subject. Upon completion, the property will target family households, similar to the Subject. We believe 81 units will be competitive with the Subject.
- Crystal House VI is a proposed 80-unit LIHTC/Section 8 development located 0.1 miles northwest of the Subject site. This will be a sister property to the Subject. Upon completion, the property will offer a five-story midrise design and target senior households. Eight units will be restricted to 30 percent of the AMI and will benefit from a project-based subsidy. The remaining 72 units will be restricted to 50 percent of the AMI. We do not believe any units will be competitive with the Subject due to dissimilar tenancy.

Crystal House 3 is the first phase of the overall Crystal House development. Construction on the Subject is scheduled to begin in April 2025 and be complete in October 2027. Crystal House 4 is a market-rate multifamily development approved for 222 units. Crystal House 5 is the final phase of the overall development and will consist of 81 affordable family units with development planned to begin after stabilization of Crystal House 3. Crystal House 6 is an 80-unit affordable development restricted to seniors aged 62 and over with construction planned to begin after completion of Crystal House 3. Crystal House 7/8 consists of for-sale townhomes, which has been approved for 21 market-rate units.

K. ANALYSIS AND CONCLUSION

Recommendations

We have no further recommendations for the development. The Subject will be well-positioned in the market. As a newly constructed property, the Subject will be in similar to superior condition relative to the majority of the comparable properties. The market exhibits strong demand for affordable housing, with a weighted average vacancy rate of 3.9 percent at the comparable affordable properties. Vacancy loss at the Subject is expected to be no more than five percent over a typical investment period. Given the low vacancy rates and high demand reported by the affordable comparables, as well as the rent advantages over the market rate rents, we believe that 2023 maximum allowable rents are achievable for the Subject at the 30, 50, and 60 percent of AMI levels. The Subject will be well-accepted in the market as a newly-constructed LIHTC property, and the concluded achievable LIHTC rents offer a market rent advantage.

Demand Summary

The demand analysis illustrates demand for the Subject based on capture rates of income-eligible renter households. The following table details the capture rates by AMI level, the overall capture rate for all units, the annual demand and overall demand, and the market focus penetration rate. Based on the Subject's tenancy and location, we assume that 10 percent of the Subject's tenants will originate from outside the PMA.

DEMAND CONCLUSIONS

Calculation	As Proposed	Absent Subsidy
@30%	0.3%	0.3%
@50%	0.4%	0.2%
@50% (PBRA)	0.0%	0.2%
@60%	0.2%	0.2%
All Units	0.2%	0.3%
Annual Demand	0.6%	0.8%
Penetration Rate	18.2%	23.3%

These capture rates are reasonable taking into account the other indications of demand such as low vacancy rates and waiting lists reported by the comparable properties. The Demand Analysis illustrates demand for the Subject based on capture rates of income-eligible renter households. The demand analysis illustrates adequate demand for the Subject's units.

- The comparable properties reported vacancy rates ranging from zero to 8.5 percent, with an overall weighted average of 4.6 percent. Managers at one of the five LIHTC properties reported being fully occupied. The average vacancy rate reported by the affordable comparables was 4.4 percent, similar to the 4.8 percent weighted average reported by the market rate properties. Management at Crystal House & Crystal House I, which reported an elevated vacancy rate of 6.3 percent, was unable to provide a reason for the elevated rate. However, during our previous interview in September 2023, management indicated that they often have trouble finding income-qualified tenants for the property's units restricted to 80 percent of the AMI. All of the market rate properties reported vacancy rates of 8.5 percent or less. Management at Crystal Flats, which reported an elevated vacancy rate of 8.5 percent, was unable to provide a reason for the elevated rate. Based on the performance of the comparables, we expect the Subject will operate with a vacancy rate of approximately five percent.
- The Subject will target family households. Based on the proposed unit mix and rent levels, the range of annual household income levels is depicted below.

INCOME LIMITS - AS PROPOSED

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@30%		@50%		@50% (PBRA)		@60%	
OBR	-	-	\$45,189	\$52,750	-	-	-	-
1BR	\$29,040	\$36,180	-	-	\$0	\$60,300	\$58,114	\$72,360
2BR	\$34,869	\$40,710	\$58,149	\$67,850	\$0	\$67,850	\$69,771	\$81,420
3BR	\$40,286	\$48,840	\$67,166	\$81,400	-	-	\$80,606	\$97,680

INCOME LIMITS - ABSENT SUBSIDY

Unit Type	Minimum Maximum		Minimum Maximum		Minimum Maximum	
	Allowable Income	Allowable Income	Allowable Income	Allowable Income	Allowable Income	Allowable Income
	@30%		@50%		@60%	
OBR	-	-	\$45,189	\$52,750	-	-
1BR	\$29,040	\$36,180	\$48,446	\$60,300	\$58,114	\$72,360
2BR	\$34,869	\$40,710	\$58,149	\$67,850	\$69,771	\$81,420
3BR	\$40,286	\$48,840	\$67,166	\$81,400	\$80,606	\$97,680

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

	As Proposed	Absent Subsidy
Project Wide Capture Rate - LIHTC Units	0.7%	0.9%
Project Wide Capture Rate - Market Units	N/A	N/A
Project Wide Capture Rate - All Units	0.7%	0.9%
Project Wide Absorption Period (Months)	4.4 months	4.4 months

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

Strengths

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

Weaknesses

There are no identified significant issues with the proposed concept, and we recommend no additional changes to the Subject development.

Absorption Estimate

ABSORPTION

Property Name	Program	Tenancy	City	Year	Total Units	Absorption (units/month)	Distance to Subject
Arlington View Terrace East	LIHTC	Family	Arlington	2023	77	11	1.1 miles
The Cadence	LIHTC	Family	Arlington	2022	97	24	2.9 miles
The MO	LIHTC	Family	Washington	2022	300	25	4.8 miles
The Bridge	LIHTC	Family	Washington	2022	112	15	3.3 miles
MDL Flats	LIHTC	Family	Washington	2021	76	50	2.5 miles
The Silva	Market	Family	Washington	2021	172	6	4.8 miles
555 E Street SW	LIHTC	Senior	Washington	2020	58	20	2.6 miles
The Apex*	LIHTC	Family	Arlington	2020	256	21	1.2 miles
Riverpoint	Market	Family	Washington	2020	480	25	2.3 miles
Watermark At Buzzard Point	Market	Family	Washington	2020	453	25	2.4 miles
Average Affordable					139	24	
Average Market					368	19	
Overall Average					208	22	

*Comparable Property

We obtained absorption data from ten properties, located between 1.1 and 4.8 miles from the Subject site. These properties reported absorption rates ranging from six to 50 units per month, with an overall average of 22 units per month. Overall, we expect the proposed Subject will experience an absorption rate of 20 units per month. This equates to an absorption period of approximately four months.

Conclusions

Upon completion of construction, the Subject will be in excellent condition in a good location with competitive unit sizes. A weakness of the Subject will be its lack of some in-unit and community amenities such as balconies/patios, a concierge, and swimming pool found at many of the comparable properties. The vacancy rate at the LIHTC properties is 4.4 percent. Additionally, all of the surveyed LIHTC properties maintain waiting lists and several property managers believe there is demand for additional affordable housing in the market. All of the comparable properties report achieving the maximum allowable rents at the 50 and/or 60 percent of AMI levels. None of the comparable properties offer units restricted to 30 percent of the AMI. Given the Subject's anticipated slightly superior to superior condition and location, we believe the Subject would also be capable of achieving rents at the maximum allowable levels at 30, 50, and 60 percent of the AMI. Our concluded achievable market rents are near the middle to bottom of the surveyed range as the comparable market rate properties generally offer slightly superior to superior property amenities, unit features, and unit sizes relative to the proposed Subject. The Subject's LIHTC rents offer a discount to the Novogradac estimate of achievable market rents.

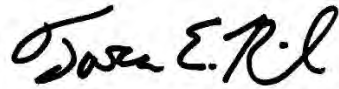
L. OTHER REQUIREMENTS

Novogradac affirms the following:

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



Kelly Gorman
Partner
March 8, 2024



Tara Rial
Manager
March 8, 2024



Nicolas Deandreis
Analyst
March 8, 2024

ASSUMPTIONS & LIMITING CONDITIONS

ASSUMPTIONS AND LIMITING CONDITIONS

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

firm, or professional organizations of which the market analyst is a member be identified without written consent of the market analyst.

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

ADDENDUM A - QUALIFICATIONS OF CONSULTANTS

**STATEMENT OF PROFESSIONAL QUALIFICATIONS
KELLY MCNANY GORMAN**

I. Education

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

II. Professional Experience

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

III. Certifications, Professional Training and Continuing Education

Licensed Certified General Appraiser, CT License #RCG.0001437
Licensed Certified General Appraiser, DC License #GA40000107
Licensed Certified General Appraiser, FL License #RZ4397
Licensed Certified General Appraiser, MD License #04-35108
Licensed Certified General Appraiser, NJ License #42RG00245500
Licensed Certified General Appraiser, NY License #46000051239
Licensed Certified General Appraiser, PA License #GA004390
Licensed Certified General Appraiser, TX License #1381382-G
Licensed Certified General Appraiser, VA License #4001018551

Designated Member of the National Council of Housing market Analysts (NCHMA)
Practicing Affiliate of the Appraisal Institute

Attended and presented at tax credit application training sessions and seminars, valuation of GP Interest sessions, numerous conferences and classes in real estate valuation, finance, asset management and affordable housing development using tax credits and tax exempt financing. Authored a variety of blogs and articles pertaining to valuation and market analysis, as well as Novogradac's 2022 and 2023 Income and Expense Report publications.

IV. Valuation Assignments - Examples

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

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

to USPAP, state guidelines, reasonableness.

- On a national basis completed and reviewed appraisals of partnership interests for a variety of functions including partnership sale, charitable donation, partner disputes, determination of exit strategies, etc.
- Prepared and reviewed appraisals for portfolios of mixed income properties in accordance with the International Finance Reporting Standards (IFRS) specifically IFRS 13 Fair Market Measurement. Appraisals are used to refinance the assets by creating a bond issuance on the Israeli bond market.
- Provided and reviewed debt valuations for properties with below market debt. Analysis included review of cashflow to determine if repayment of debt can be expected, analysis of loan to value ratio, determine the discounted value of the stream of loan payments and compare to market.
- Managed, reviewed and assisted in the preparation of Rent Comparability Studies according the HUD Section 8 Renewal Policy in the Chapter 9 guidelines. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Performed a variety of asset management services for lenders and syndicators including monitoring and reporting property performance on a monthly basis. Data points monitored include economic vacancy, levels of concessions, income and operating expense levels, NOI and status of capital projects. Data used to determine these effects on the project's ability to meet its income-dependent obligations. Recommendations included a workout for one of the 16 assets.
- Performed and reviewed economic impact analyses using IMPLAN input-output software and data. The resulting projections are used by community development entities "CDE's" to secure federal financing through the New Market Tax Credit "NMTC" program by estimating the impact from job, tax and wage growth that would result from the development or expansion of operations using NMTC funds.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Tara Rial

I. Education

Loyola University Maryland, Baltimore, MD
Bachelors of Business Administration

II. Professional Experience

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

III. Research Assignments

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

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

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Nicolas Deandreis

I. EDUCATION

The College of William & Mary
Bachelor of Arts – Economics

II. CERTIFICATIONS

LIHTC Tax Credit Compliance System (TaCCs)
Housing Choice Voucher (HCV)

III. PROFESSIONAL EXPERIENCE

Analyst, Novogradac & Company LLP
Analyst/Special Assistant, Housing Opportunities Commission of Montgomery County (HOC)

IV. REAL ESTATE ASSIGNMENTS

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

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

ADDENDUM B - DATA SOURCES

DATA SOURCES

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

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

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

ADDENDUM C - NCHMA CERTIFICATION AND CHECKLIST

Certificate of Professional Designation

This certificate verifies that

Kelly Gorman
Novogradac & Company LLP

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



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

Membership Term
1/1/2024 to 12/31/2024



Kaitlyn Snyder
Managing Director, NCHMA

NCHMA Market Study Index

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

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

NCHMA Market Study Index

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

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

ADDENDUM D - UTILITY ALLOWANCES



February 20, 2024

Danny Ross
 APAH
 4318 N Carlin Springs Rd
 Arlington, VA 22203
 dross@apah.org

RE: Preliminary Utility Allowance for Crystal House Three South 9

Dear Mr. Ross,

Please see the following Preliminary Utility Allowance (UA) for Crystal House Three South 9 located in Arlington, Virginia. Projections were generated with the applicable rates, fees, and taxes of following providers:

Electricity:	Dominion Energy	Gas:	Washington
Water:	Arlington County	Trash:	N/A
Sewer:	Arlington County		

The utility rates used to produce this UA are no older than the rates in place 60 days prior to the date of this letter. Below is a table depicting the highest monthly UA by each bedroom type. Should you have any questions do not hesitate to contact me.

UTILITY ALLOWANCE			ALLOWANCES BY BEDROOM SIZE				
Utilities	Utility Type	Paid by	Studio	1-bdr	2-bdr	3-bdr	4-bdr
Heating	Electric	Tenant	\$ 11.20	\$ 14.36	\$ 17.36	\$ 20	N/A
Air Conditioning	Electric	Tenant	\$ 5.23	\$ 6.70	\$ 8.10	\$ 10	N/A
Cooking	Electric	Tenant	\$ 4.48	\$ 5.74	\$ 6.94	\$ 8	N/A
Lighting	Electric	Tenant	\$ 17.92	\$ 22.98	\$ 27.77	\$ 33	N/A
Hot Water	Electric	Tenant	\$ 10.46	\$ 13.40	\$ 16.20	\$ 19	N/A
Water	-	Tenant	\$ 19.12	\$ 21.69	\$ 26.81	\$ 32	N/A
Sewer	-	Tenant	\$ 24.56	\$ 29.63	\$ 39.77	\$ 50	N/A
Trash	-	Owner	\$ -	\$ -	\$ -	\$ -	N/A
Total UA costs (Unrounded)			\$ 92.97	\$ 114.50	\$ 142.95	\$ 171.43	\$ -

**Allowances only for Crystal House Three South 9 as an ENERGY STAR and EarthCraft Gold project. The water and sewer projections were produced using water fixtures with flow rates of 1.28 gpf toilets, 2.0 gpm showerheads, 2.2 gpm kitchen faucets, and 1.5 gpm lavatory faucets. Due to rounding, the amounts for the UA components may not add up to the Total UA amount.*

Sincerely,

Tiyahna Grammer

Tiyahna Grammer

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

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

Locality: Arlington, VA		Apartment With 5 or More Units; High Rise							Date: 7/1/2023	
		Monthly Dollar Allowances; Number of Bedrooms								
Utility or Service	Fuel	0 BR	1 BR	2 BR	3 BR	4 BR	5 BR	6 BR	7 BR	8 BR
Heating	Natural Gas (incl fixed chg)	\$32	\$35	\$38	\$41	\$44	\$48	\$53	\$60	\$67
	Electric Resistance	\$15	\$18	\$19	\$20	\$22	\$24	\$27	\$31	\$34
	Heat Pump	\$7	\$9	\$10	\$10	\$11	\$12	\$13	\$15	\$17
	Oil	\$50	\$64	\$79	\$93	\$108	\$122	\$137	\$153	\$171
	LPG	\$61	\$71	\$81	\$91	\$101	\$111	\$124	\$139	\$155
Cooking	Natural Gas	\$4	\$5	\$6	\$8	\$9	\$10	\$11	\$13	\$14
	Electric	\$5	\$7	\$8	\$10	\$11	\$13	\$15	\$16	\$18
	LPG	\$12	\$16	\$20	\$24	\$28	\$32	\$36	\$40	\$45
Other Electric/Lighting	Includes fixed monthly charge	\$22	\$29	\$36	\$43	\$50	\$57	\$63	\$71	\$80
Air Conditioning		\$3	\$6	\$10	\$13	\$17	\$21	\$24	\$27	\$30
Water Heating	Natural Gas	\$7	\$14	\$21	\$28	\$35	\$41	\$46	\$52	\$58
	Electric	\$7	\$15	\$23	\$31	\$39	\$47	\$53	\$59	\$66
	Oil	\$20	\$41	\$61	\$82	\$102	\$122	\$137	\$153	\$172
	LPG	\$22	\$43	\$65	\$87	\$108	\$130	\$146	\$163	\$183
Water		\$14	\$17	\$24	\$33	\$43	\$52	\$59	\$66	\$74
Sewer		\$21	\$27	\$40	\$60	\$79	\$98	\$110	\$123	\$138
Trash		\$26	\$26	\$26	\$26	\$26	\$26	\$26	\$26	\$26
Range/Microwave		\$7	\$7	\$7	\$7	\$7	\$7	\$7	\$7	\$7
Refrigerator		\$7	\$7	\$7	\$7	\$7	\$7	\$7	\$7	\$7
Other--Specify										
Actual Family Allowances To be used by the family to compute allowance. Complete below for the actual unit rented.		Utility or Service Monthly Cost								
Name of Family		Heating \$								
		Cooking \$								
		Other Electric \$								
Address of Unit		Air Conditioning \$								
		Water Heating \$								
		Water & Sewer \$								
		Trash Collection \$								
		Range/Microwave \$								
Number of Bedrooms		Refrigerator \$								
		Other \$								
		Total \$								

ADDENDUM E - SUBJECT AND NEIGHBORHOOD PHOTOGRAPHS

PHOTOGRAPHS OF SUBJECT SITE AND NEIGHBORHOOD



Subject Site



Subject Site



Subject Site



Subject Site



Subject Site



Subject Site



Crystal House (comparable, 93.7% occupied)



Nearby Single-family Home in Average Condition



Nearby Single-family Home in Average Condition



Nearby Single-family Home in Excellent Condition



Nearby House of Worship



The Westin Hotel



Crystal City Metro Station



Nearby Amazon Fresh Grocery Store



Nearby New Construction on 20th Street



Truist Bank



Nearby Commercial and Retail



Crystal House I (comparable, 93.7% occupied)



ISTA Medical Center



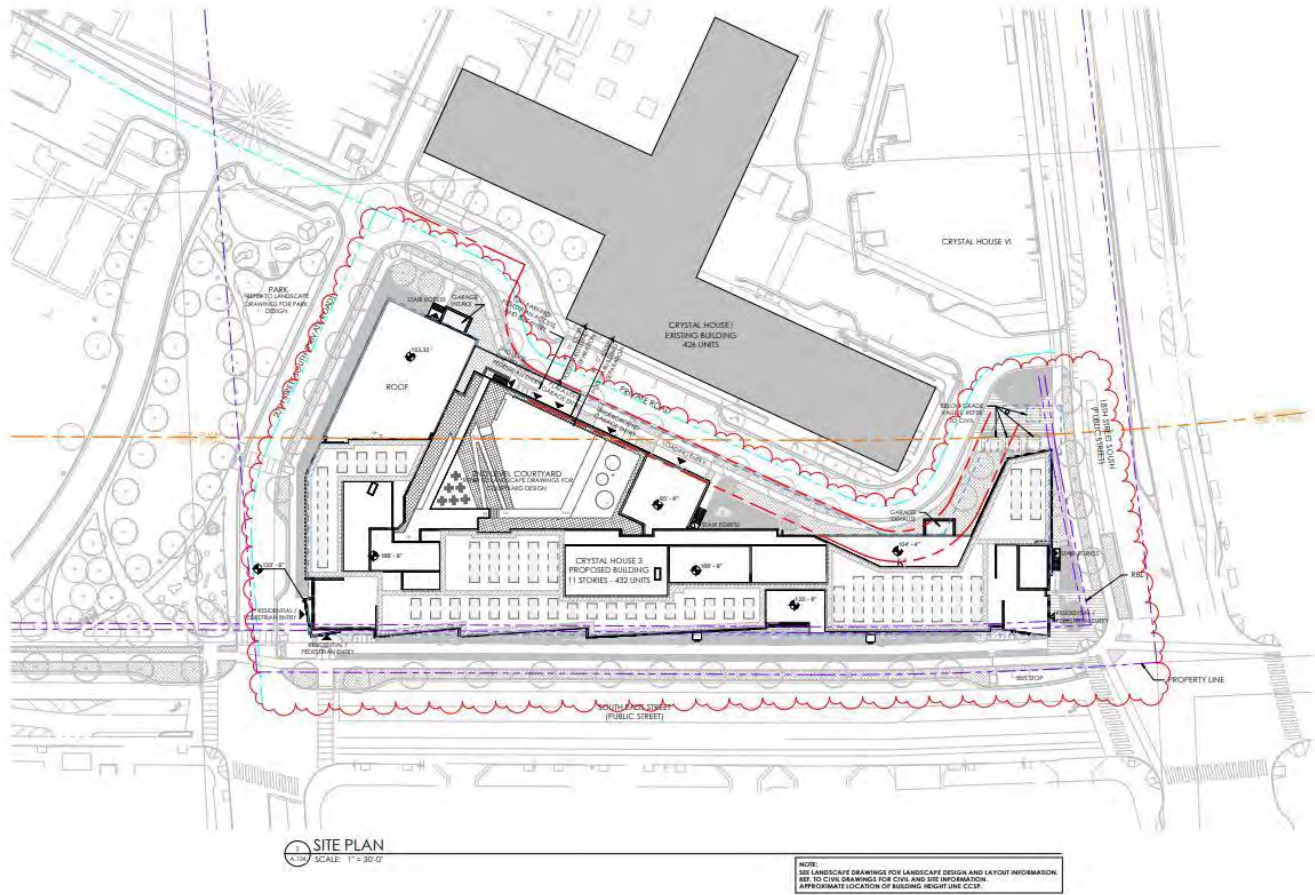
Crystal Flats (comparable, 91.5% occupied)



Nearby Marriott Hotel

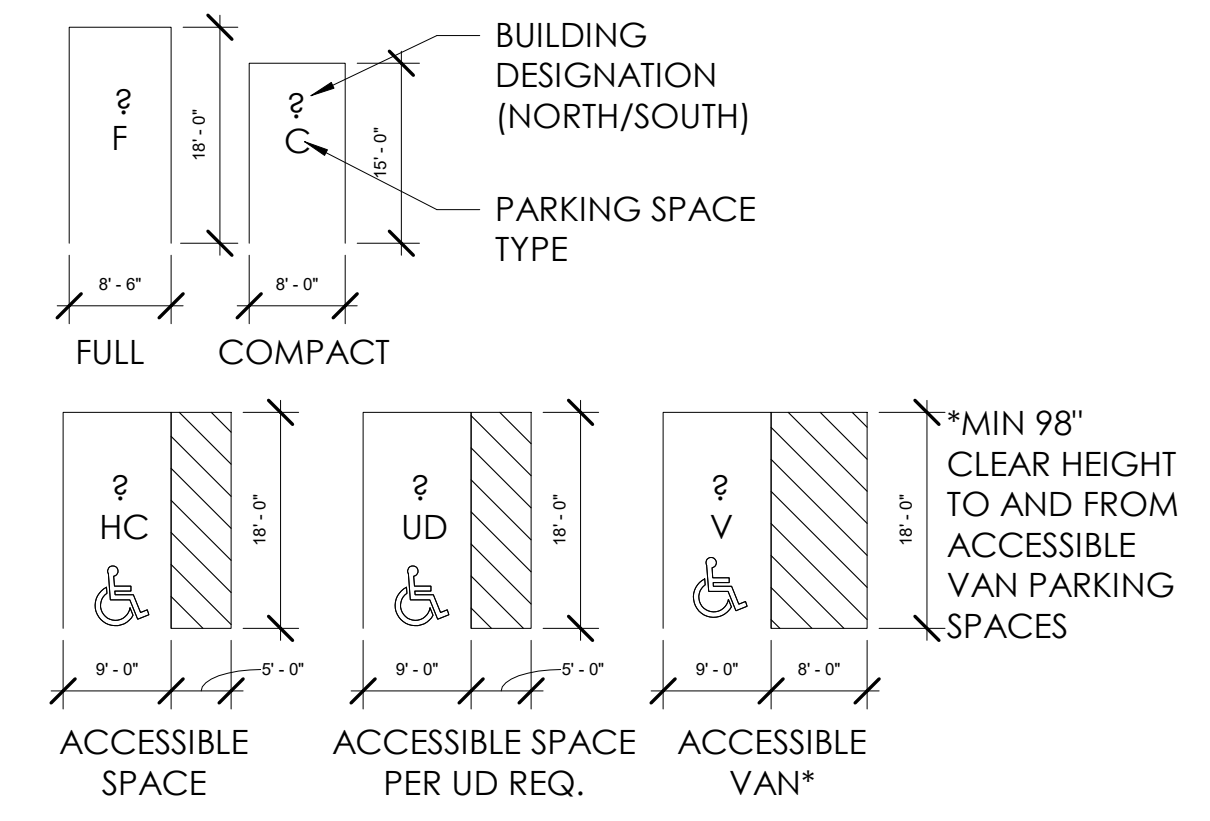
ADDENDUM F - SITE AND FLOOR PLANS

Site Plan



- UNIVERSAL DESIGN GENERAL NOTES:**
- 88 UNITS TOTAL
 - 88 UD UNITS
 - ANSI ACCESSIBLE ELEVATORS
 - 237 PARKING SPACES TOTAL
 - 199 CH1 REPLACEMENT PARKING SPACES
 - 38 TOTAL CH3 SOUTH NINE PARKING SPACES
 - 1 TYP. ACCESSIBLE SPACE
 - 1 VAN ACCESSIBLE PARKING SPACE
 - 2 UD ACCESSIBLE PARKING SPACES PROVIDED (>5% PER UD REQUIREMENT 1.2.2)
 - MINIMUM WIDTH OF SIDEWALK ADJACENT TO PARKING 5'-0"
 - ALL CURB CUTS UD COMPLIANT
 - ACCESSIBLE ROUTE DOES NOT TRAVEL BEHIND OR THROUGH PARKING SPACES

PARKING KEY

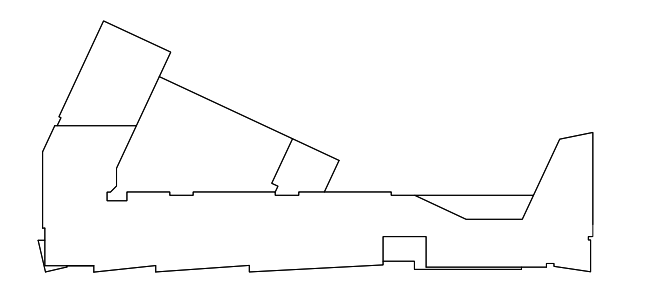


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VIRGINIA HOUSING SUBMISSION -
CH3 SOUTH NINE
CH3 SOUTH NINE LIMITED PARTNERSHIP
CH3 NORTH FOUR LIMITED PARTNERSHIP

KEY PLAN



NO	DATE	DESCRIPTION
1	01.18.23	4.1 MSPA 1ST REVISION

ISSUE DATE	DESCRIPTION
11.17.23	4.1 MSPA
12.01.23	SCHEMATIC DESIGN ISSUE
02.15.24	VIRGINIA HOUSING SUBMISSION

PROJECT NUMBER 23018

DATE 02.15.24

SCALE As indicated

DRAWING TITLE PLAZA LEVEL FLOOR PLAN

DRAWING NUMBER **A-201**
3/6/2024 5:09:32 PM



1 PLAZA LEVEL PLAN
SCALE: 1/16" = 1'-0"

9% TAX UNITS 4% TAX UNITS

SOUTH EADS STREET (PUBLIC STREET)

CRYSTAL HOUSE VI

EXISTING BUILDING CH1

18TH STREET SOUTH (PUBLIC STREET)

BELOW GRADE VAULTS: REFER TO CIVIL

4TH LEVEL BLDG OVERHANG ABOVE

PROPERTY LINE

DATE PLOTTED: 2/15/24 10:00 AM



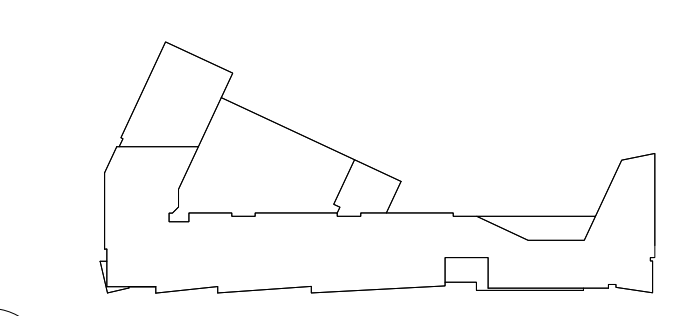
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ISSUE DATE	DESCRIPTION
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12.01.23	VIRGINIA HOUSING SUBMISSION
02.15.24	

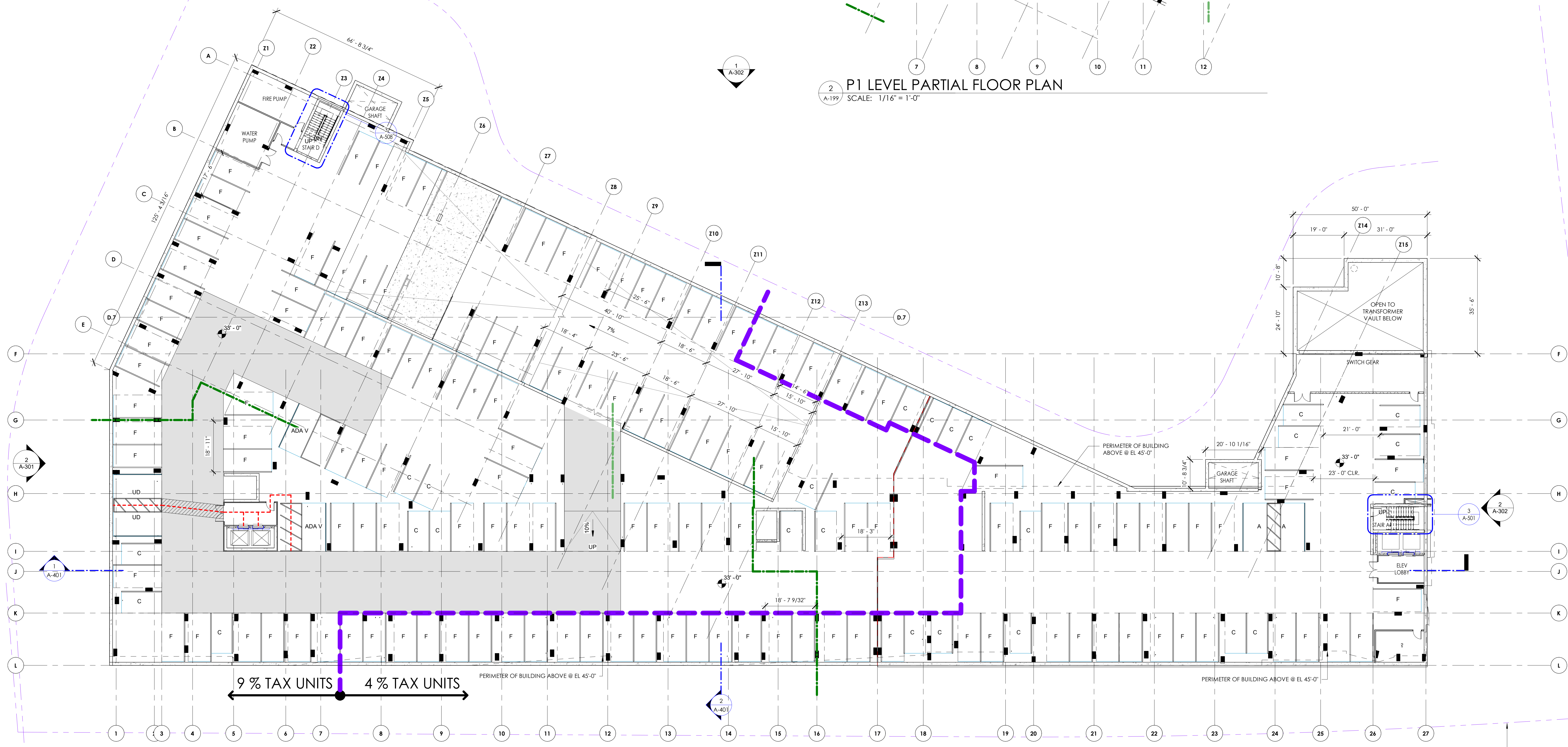
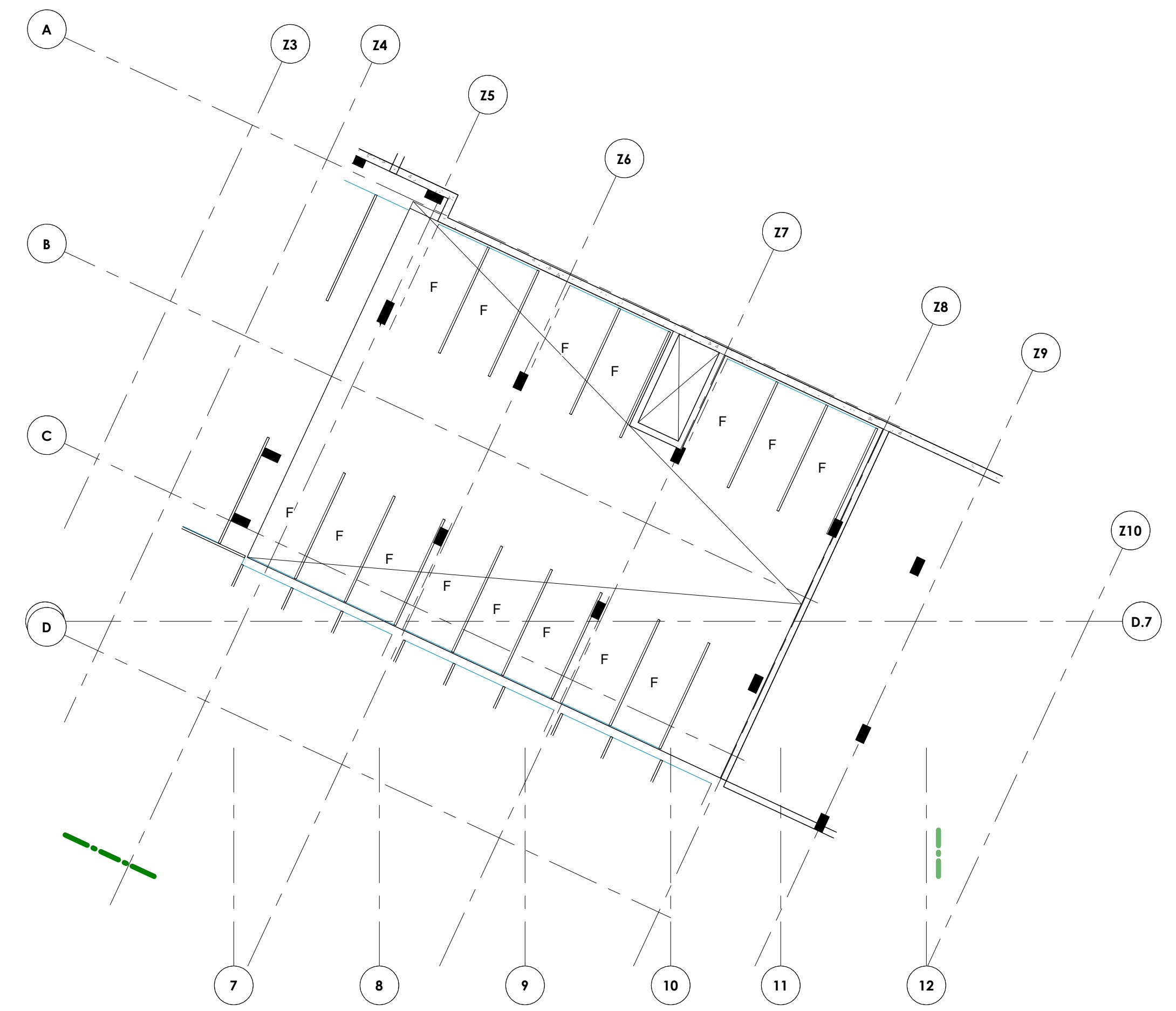
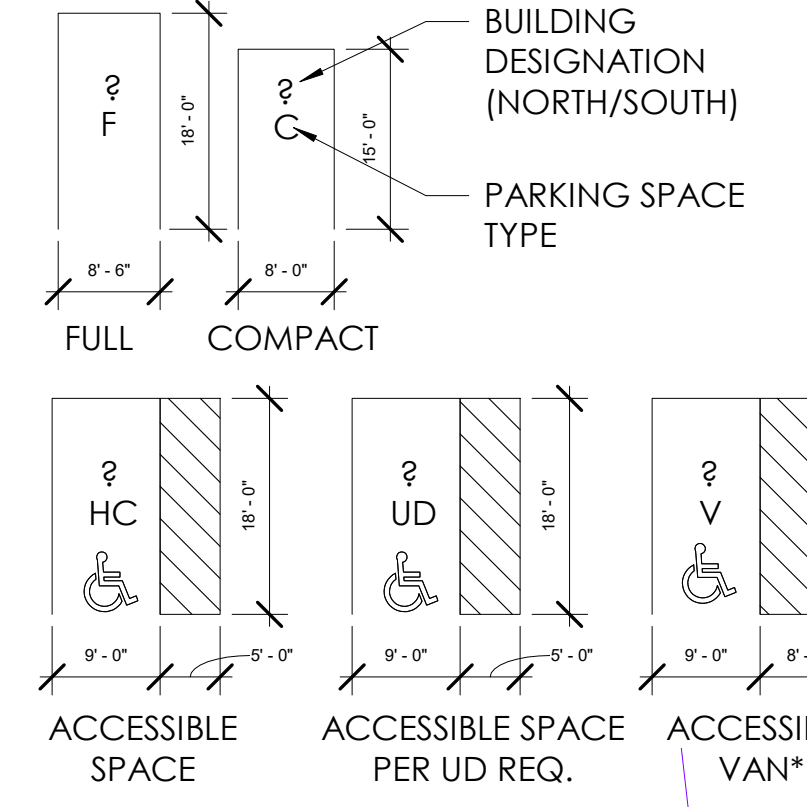
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DATE 02.15.24

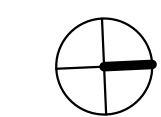
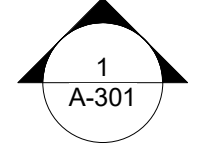
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PARKING KEY



P1 LEVEL FLOOR PLAN
SCALE: 1/16" = 1'-0"



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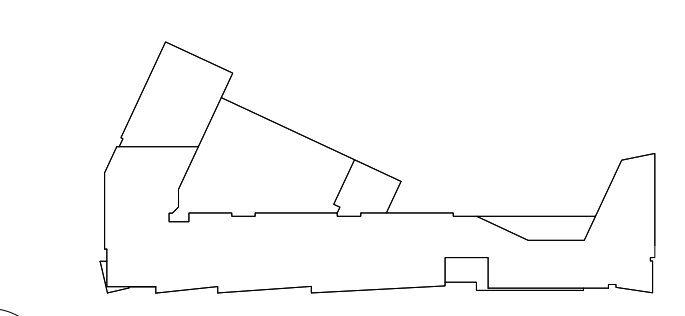
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KEY PLAN



REVISIONS NO	DATE	DESCRIPTION
2	A-120	

ISSUE DATE	DESCRIPTION
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12.01.23	SCHEMATIC DESIGN ISSUE
02.15.24	VIRGINIA HOUSING SUBMISSION

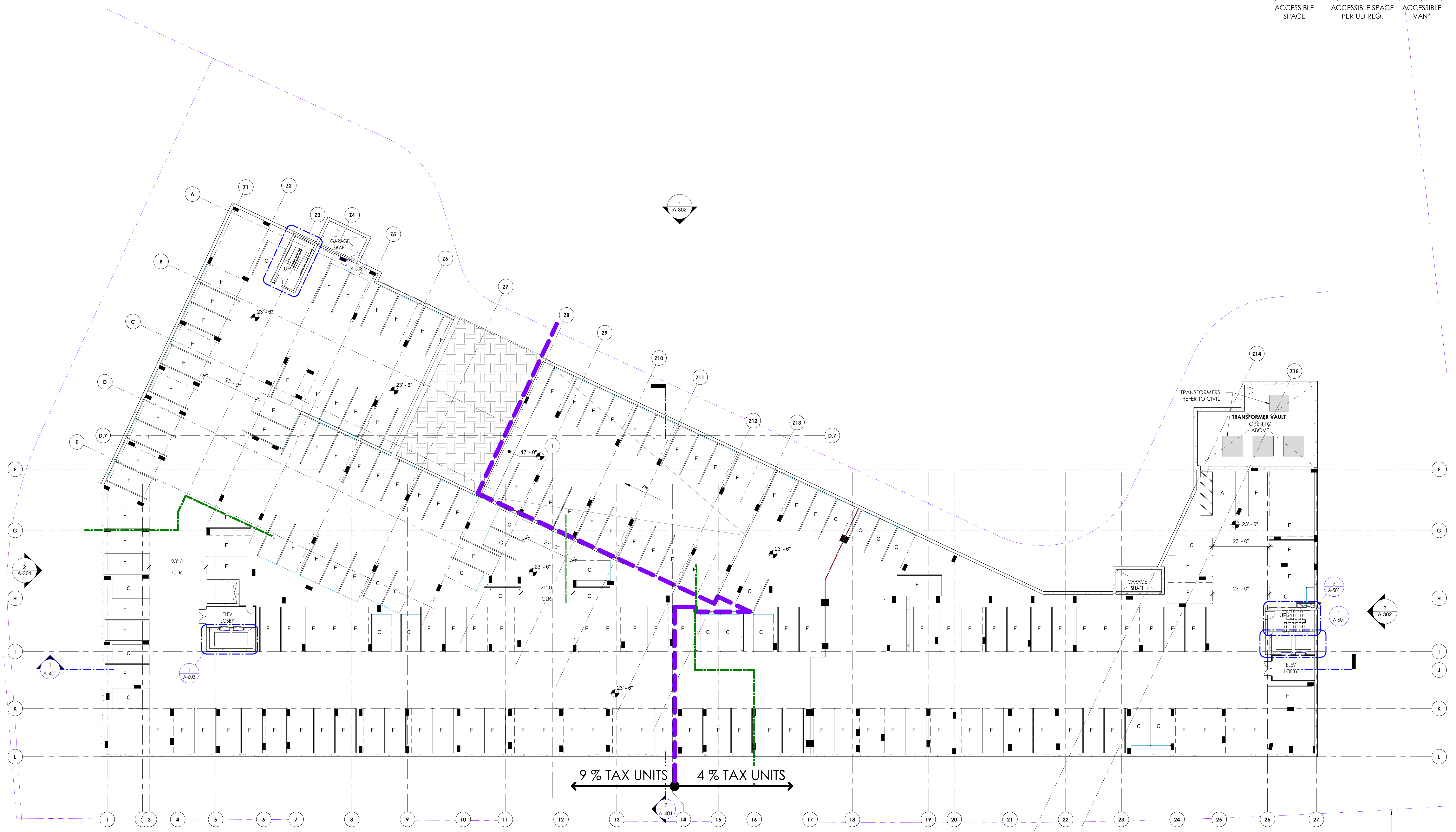
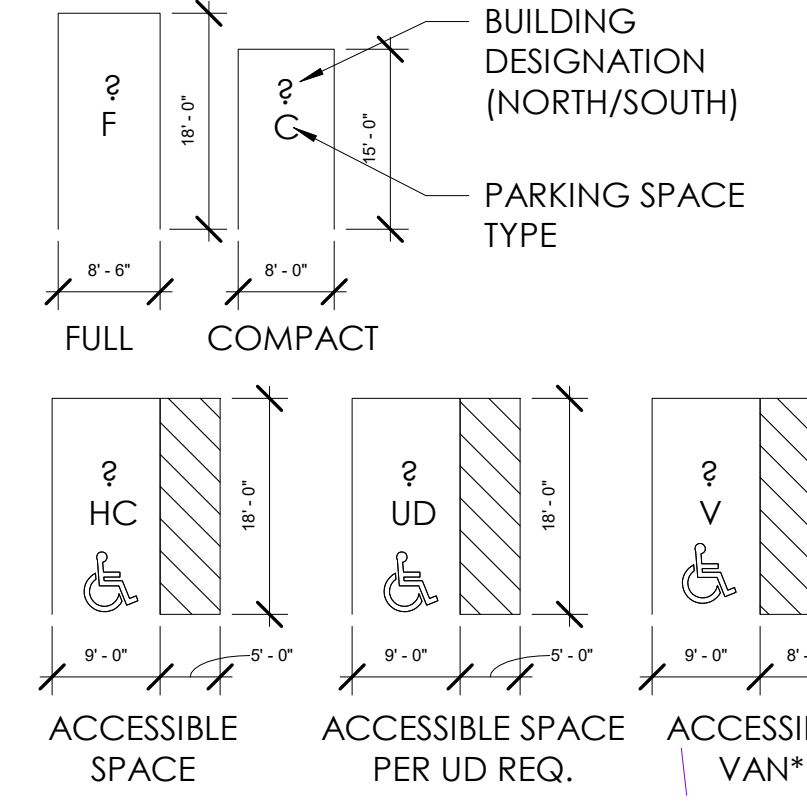
PROJECT NUMBER 23018

DATE 02.15.24

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PARKING KEY



1 P2 LEVEL FLOOR PLAN
A-198 SCALE: 1/16" = 1'-0"



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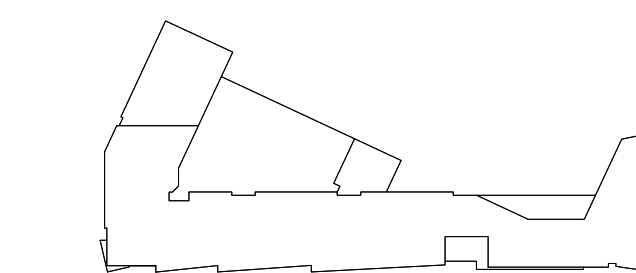
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KEY PLAN



2
A-120

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NO. DATE DESCRIPTION

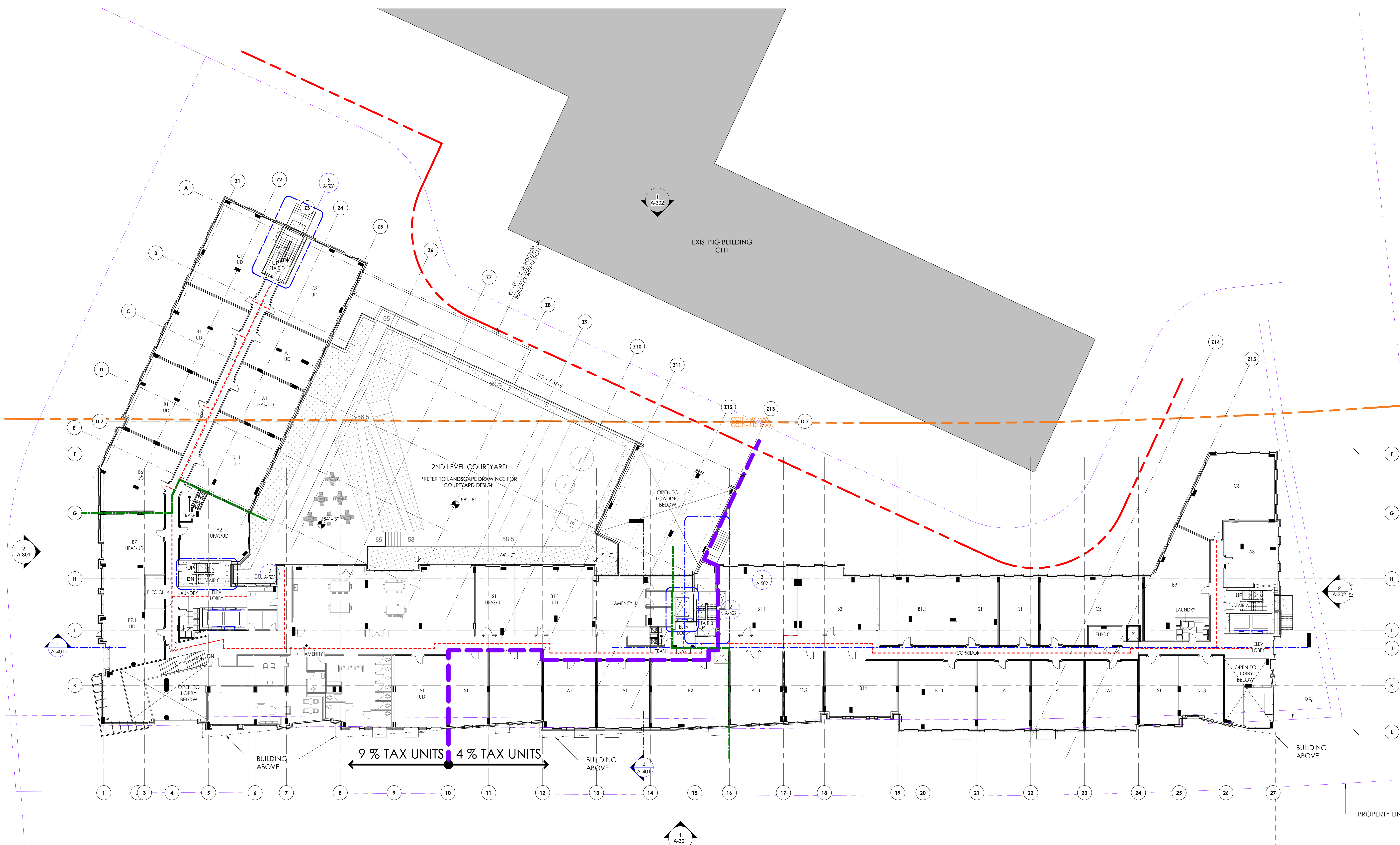
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DATE DESCRIPTION
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12.01.23 SCHEMATIC DESIGN ISSUE
02.15.24 VIRGINIA HOUSING SUBMISSION

PROJECT NUMBER 23018

DATE 02.15.24

SCALE 1/16" = 1'-0"
DRAWING TITLE
2ND LEVEL FLOOR PLAN

DRAWING NUMBER
3/4/2024 4:00:30 PM
A-202



1
A-202
SECOND LEVEL PLAN (R2)
SCALE: 1/16" = 1'-0"

CLIENT: VIRGINIA HOUSING SUBMISSION, DATE: 02/15/24, DRAWING: 2ND LEVEL FLOOR PLAN



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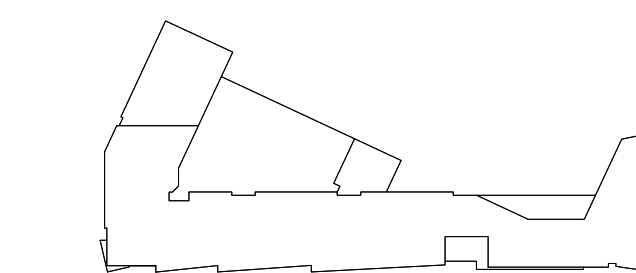
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KEY PLAN



2
A-120

REVISIONS
NO. DATE DESCRIPTION

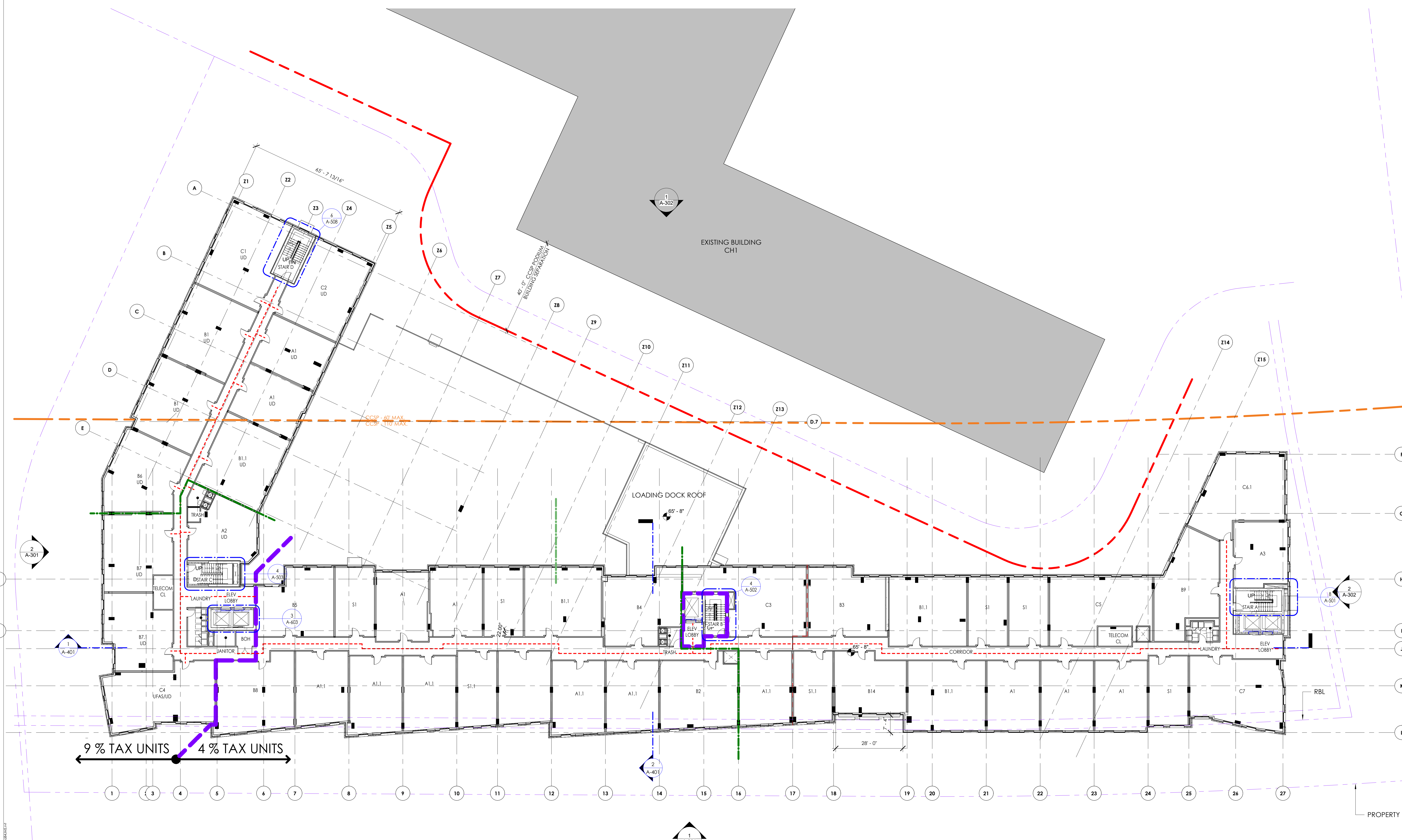
ISSUE
DATE DESCRIPTION
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12.01.23 SCHEMATIC DESIGN ISSUE
02.15.24 VIRGINIA HOUSING SUBMISSION

PROJECT NUMBER 23018

DATE 02.15.24

SCALE 1/16" = 1'-0"
DRAWING TITLE
3RD LEVEL FLOOR PLAN

DRAWING NUMBER
3/6/2024 6:02:49 PM
A-203



1
A-203
THIRD LEVEL PLAN
SCALE: 1/16" = 1'-0"

PROPERTY LINE



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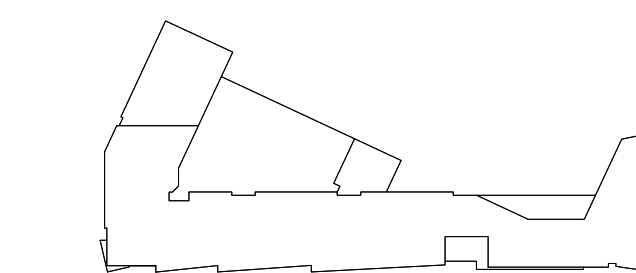
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VIRGINIA HOUSING SUBMISSION -
CH3 SOUTH NINE
CH3 SOUTH NINE LIMITED PARTNERSHIP
CH3 NORTH FOUR LIMITED PARTNERSHIP

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KEY PLAN



NO.	DATE	DESCRIPTION
1	01.18.23	4.1 MSPA 1ST REVISION

ISSUE DATE	DESCRIPTION
11.17.23	4.1 MSPA SCHEMATIC DESIGN ISSUE
12.01.23	VIRGINIA HOUSING SUBMISSION
02.15.24	

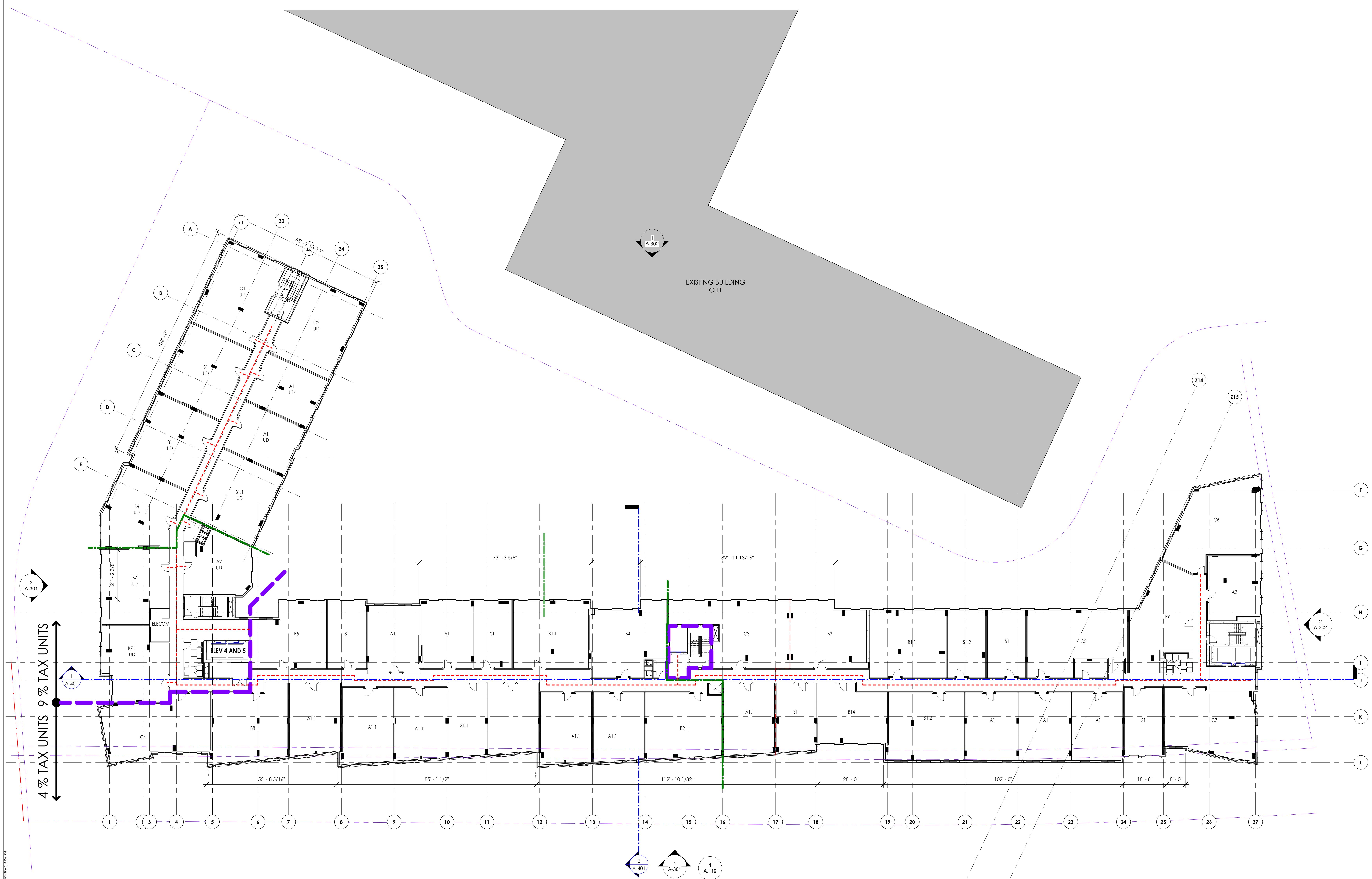
PROJECT NUMBER 23018

DATE 02.15.24

SCALE 1/16" = 1'-0"

DRAWING TITLE 5TH LEVEL FLOOR PLAN

DRAWING NUMBER **A-205**
3/6/2024 4:05:51 PM



FP05 - FLOOR PLAN - LEVEL R5
SCALE: 1/16" = 1'-0"

4% TAX UNITS
9% TAX UNITS

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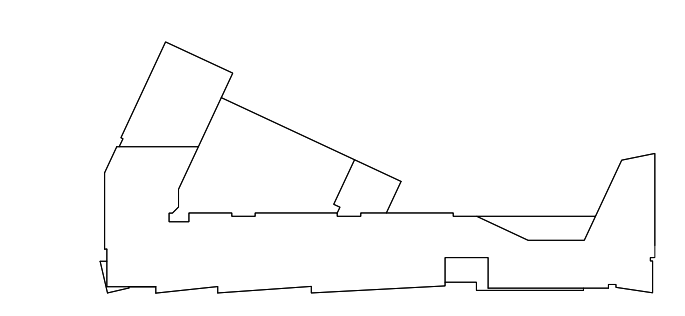
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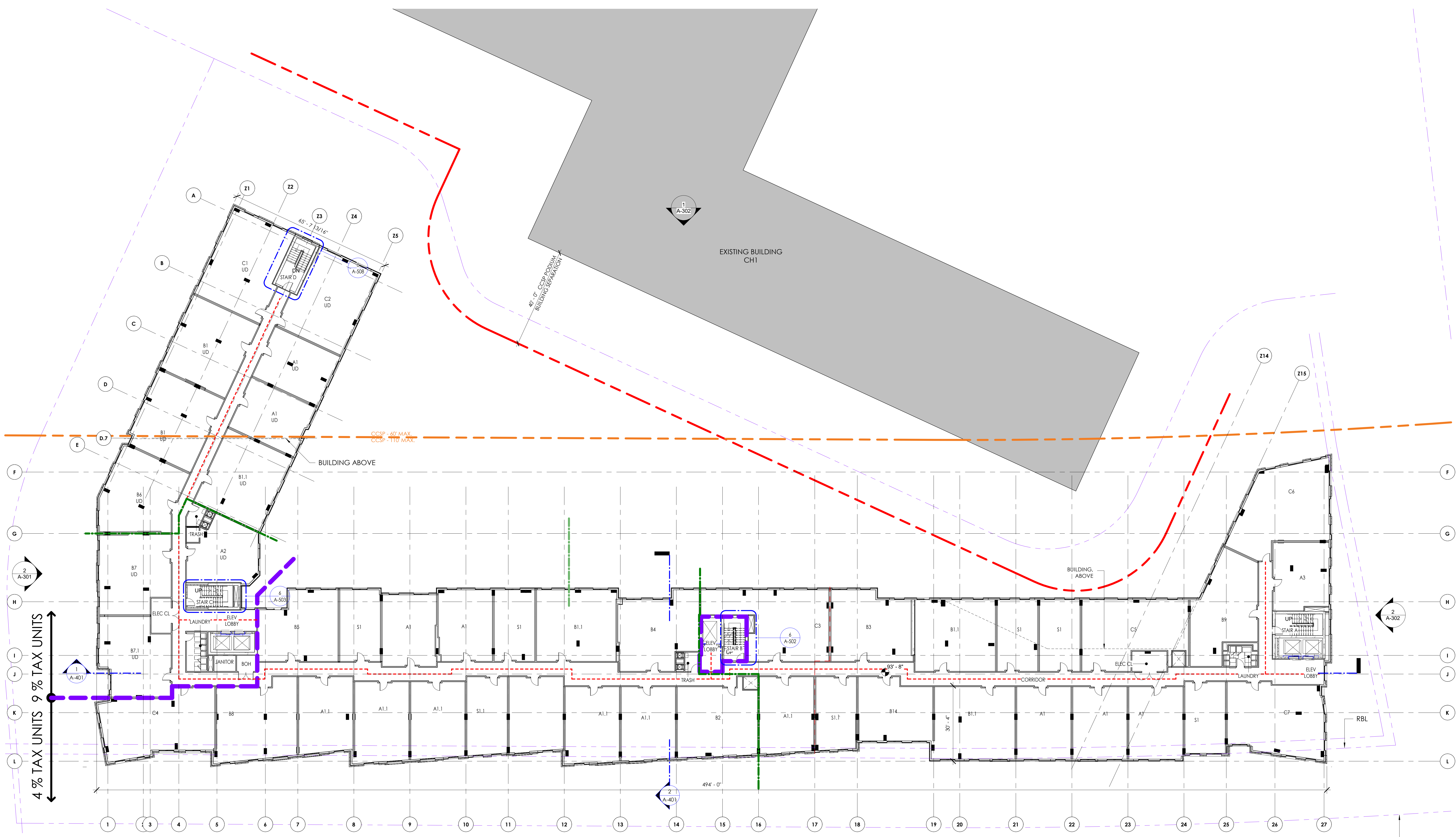
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12.01.23	SCHEMATIC DESIGN ISSUE	
02.15.24	VIRGINIA HOUSING SUBMISSION	

PROJECT NUMBER 23018

DATE 02.15.24

SCALE 1/16" = 1'-0"
DRAWING TITLE 6TH LEVEL FLOOR PLAN

DRAWING NUMBER A-206
3/4/2024 4:06:55 PM



1 SIXTH FLOOR PLAN
A-206 SCALE: 1/16" = 1'-0"

4 % TAX UNITS
9 % TAX UNITS

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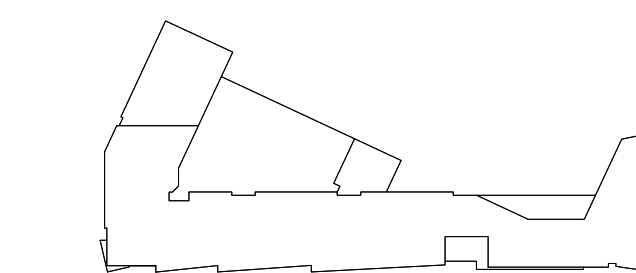
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02.15.24	

PROJECT NUMBER 23018

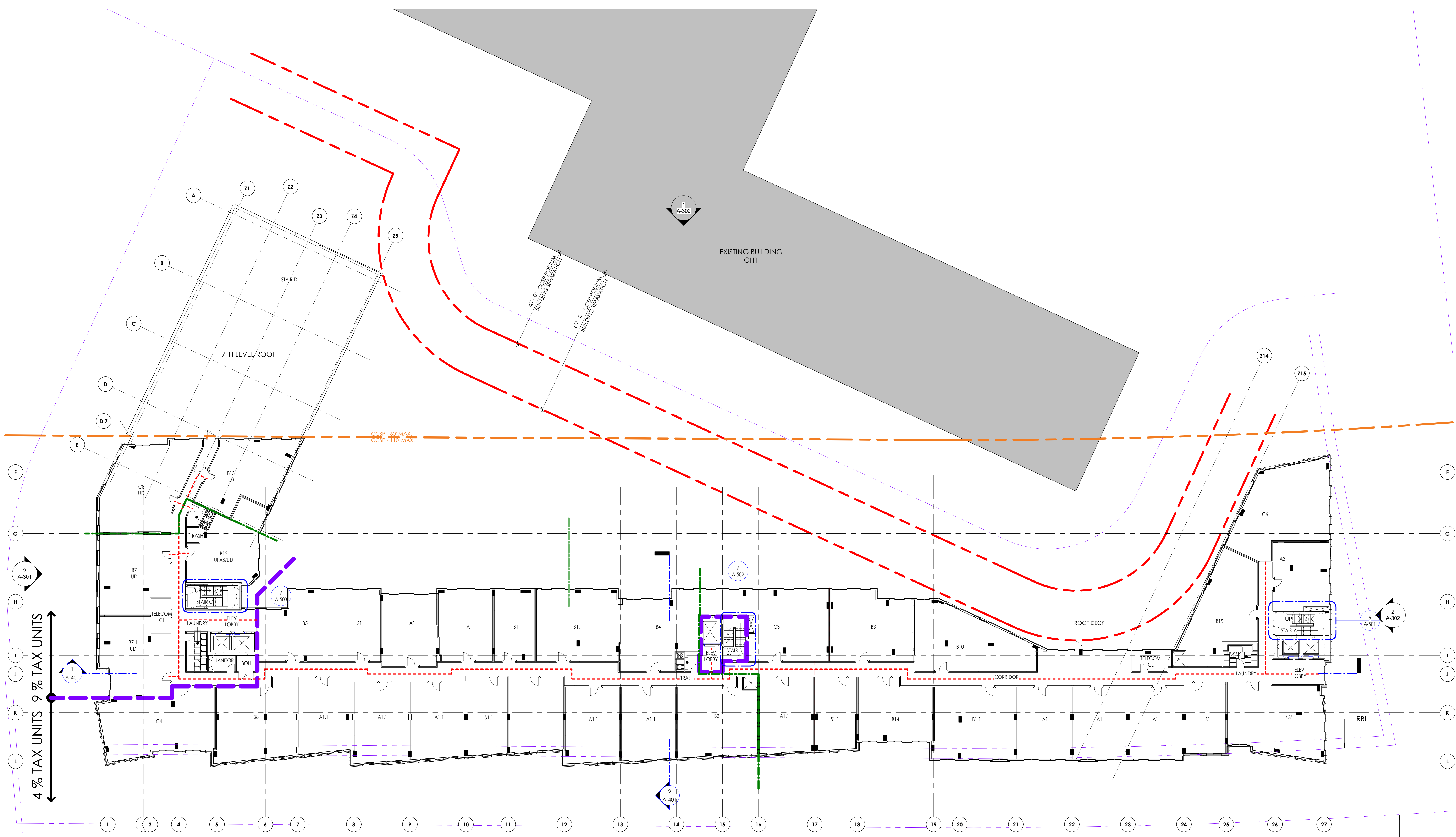
DATE 02.15.24

SCALE 1/16" = 1'-0"

DRAWING TITLE 7TH LEVEL FLOOR PLAN

DRAWING NUMBER A-207

3/4/2024 6:06:11 PM



SEVENTH LEVEL PLAN
SCALE: 1/16" = 1'-0"



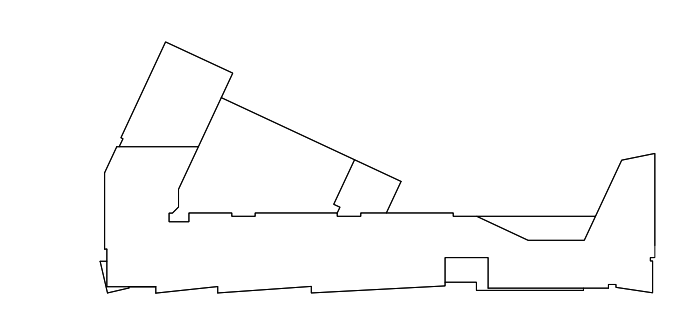
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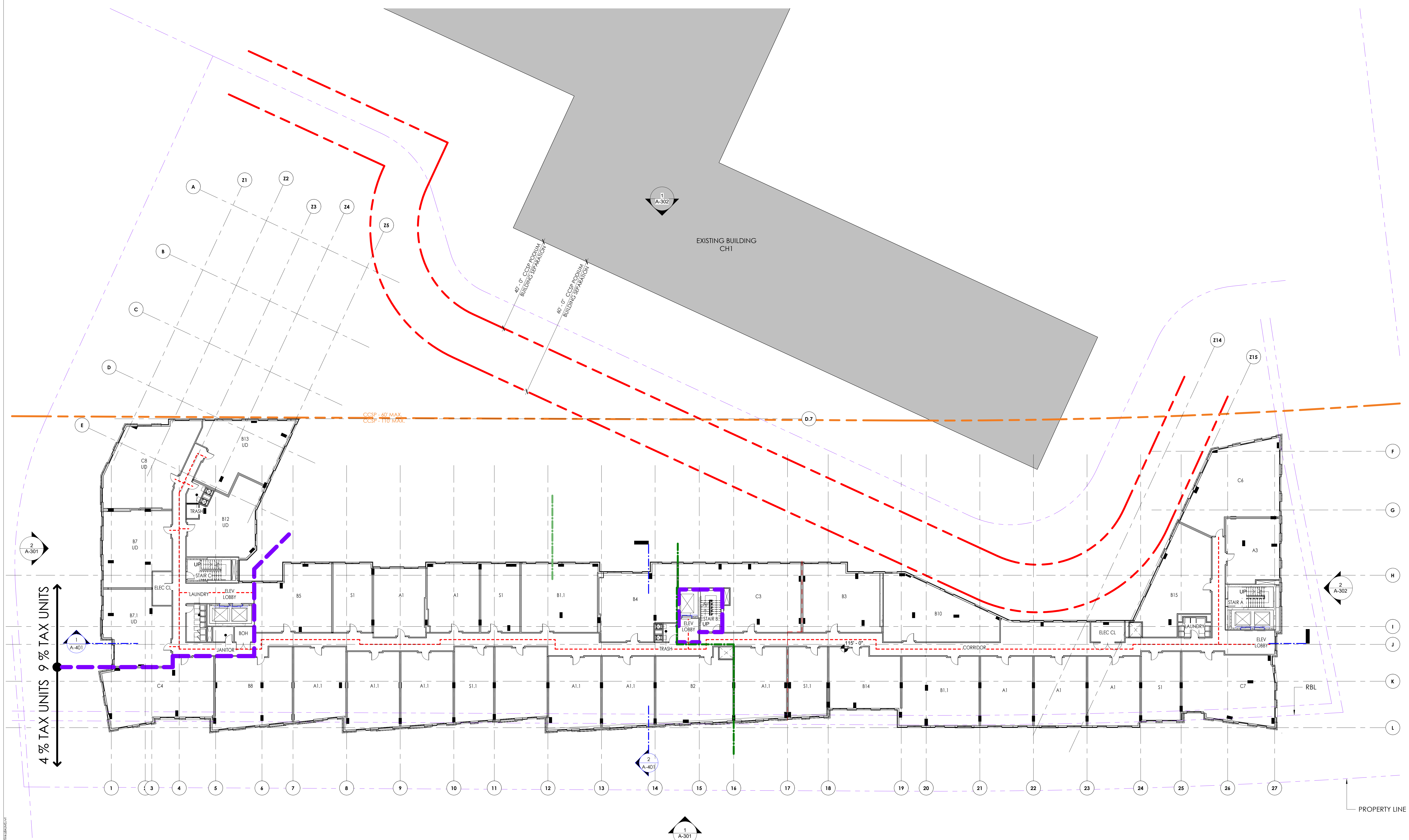
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DATE DESCRIPTION
11.17.23 4.1 MSPA
12.01.23 SCHEMATIC DESIGN ISSUE
02.15.24 VIRGINIA HOUSING SUBMISSION

PROJECT NUMBER 23018

DATE 02.15.24

SCALE 1/16" = 1'-0"
DRAWING TITLE
8TH LEVEL FLOOR PLAN

DRAWING NUMBER
A-208
3/4/2024 6:07:48 PM



1 EIGHTH LEVEL PLAN
A-208 SCALE: 1/16" = 1'-0"



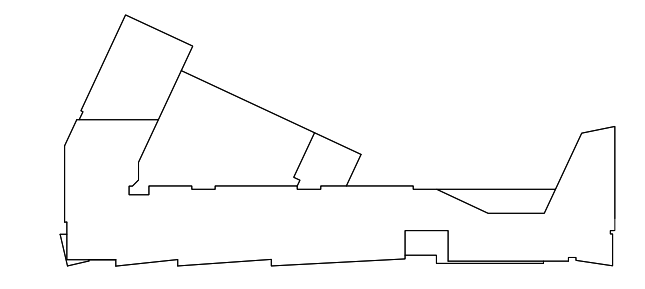
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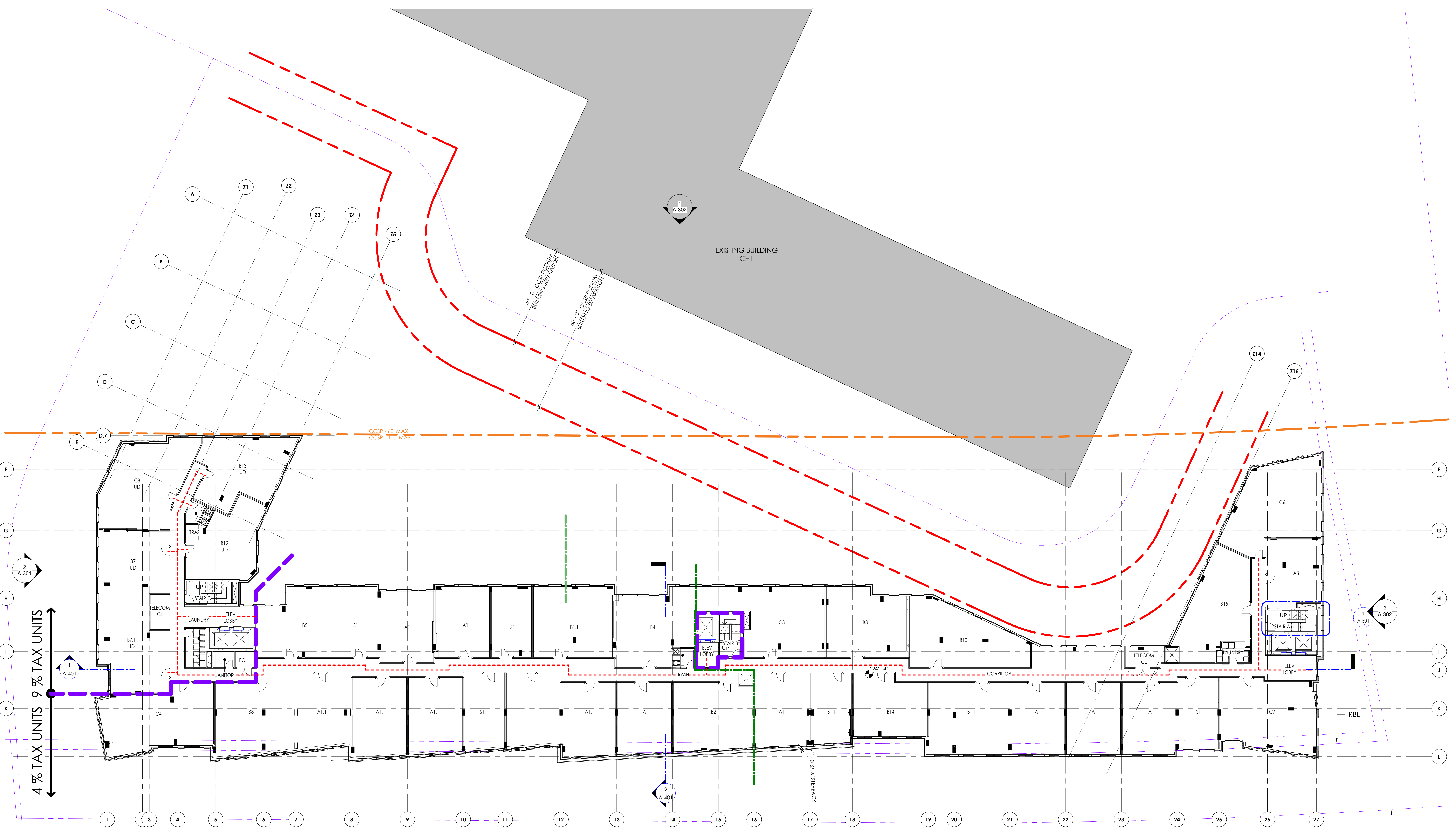
ISSUE DATE DESCRIPTION
11.17.23 4.1 MSPA
12.01.23 SCHEMATIC DESIGN ISSUE
02.15.24 VIRGINIA HOUSING SUBMISSION

PROJECT NUMBER 23018

DATE 02.15.24

SCALE 1/16" = 1'-0"
DRAWING TITLE 9TH LEVEL FLOOR PLAN

DRAWING NUMBER **A-209**
3/6/2024 6:07:33 PM



1 NINTH LEVEL PLAN
A-209 SCALE: 1/16" = 1'-0"

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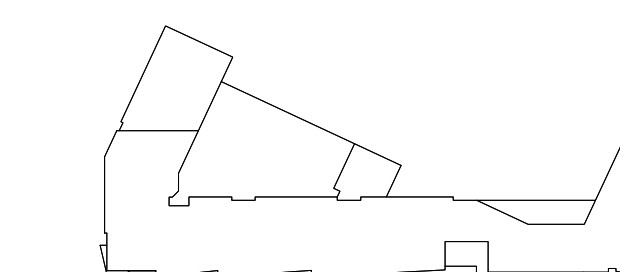
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02.15.24	VIRGINIA HOUSING SUBMISSION

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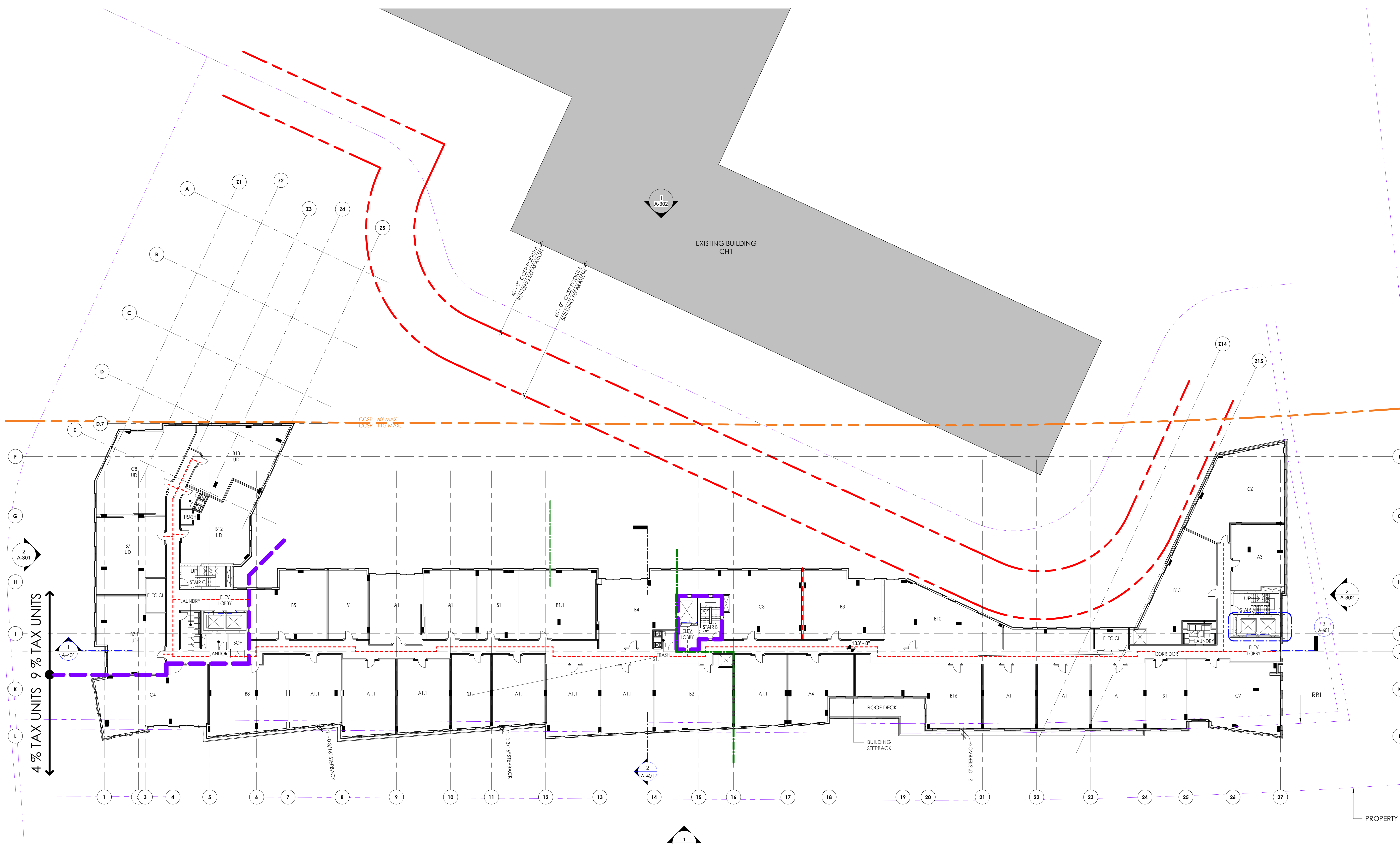
DATE 02.15.24

SCALE 1/16" = 1'-0"

DRAWING TITLE 10TH LEVEL FLOOR PLAN

DRAWING NUMBER A-210

3/6/2024 6:08:14 PM



1 TENTH LEVEL PLAN
A-210 SCALE: 1/16" = 1'-0"

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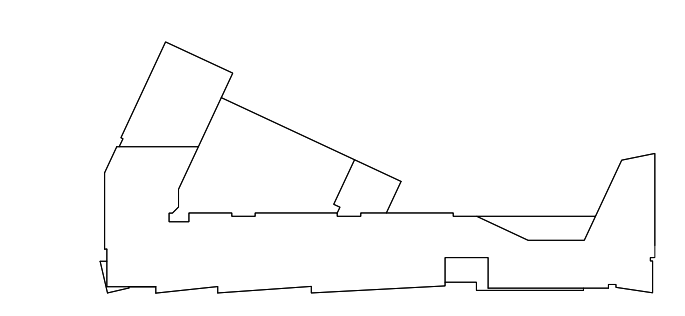
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PROJECT NUMBER 23018

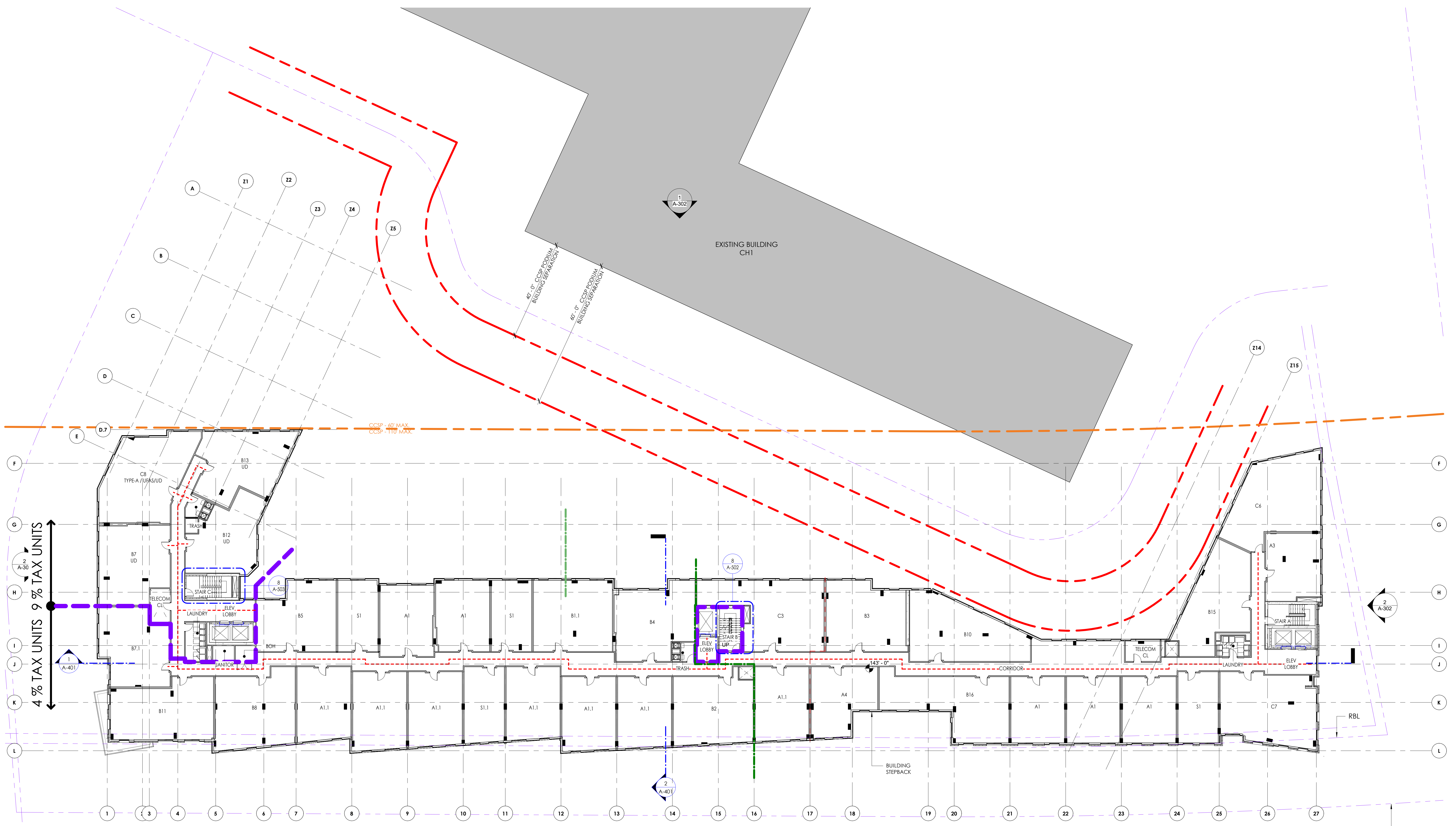
DATE 02.15.24

SCALE 1/16" = 1'-0"

DRAWING TITLE 11TH LEVEL FLOOR PLAN

DRAWING NUMBER A-211

3/4/2024 4:08:36 PM



1 ELEVENTH LEVEL PLAN
A-211 SCALE: 1/16" = 1'-0"

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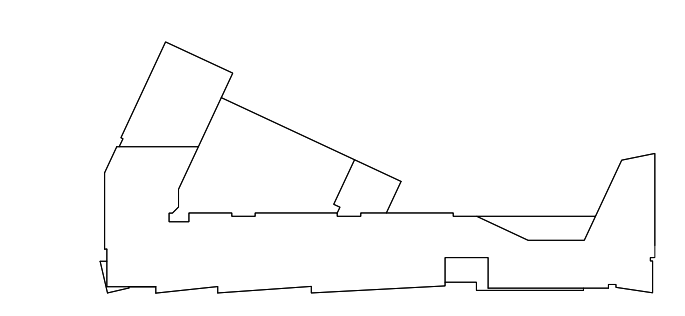
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2	12.01.23	SCHEMATIC DESIGN ISSUE
3	02.15.24	VIRGINIA HOUSING SUBMISSION

ISSUE

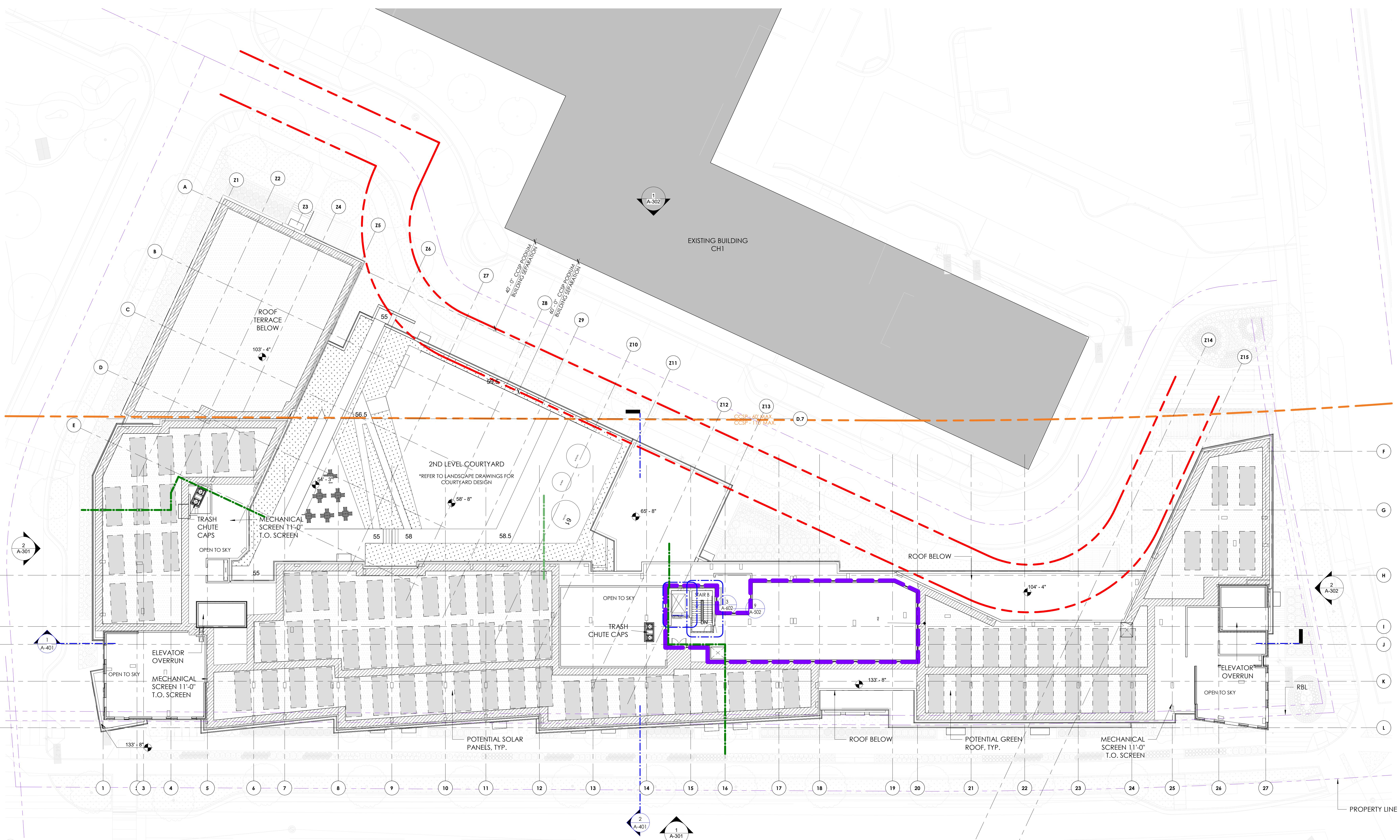
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12.01.23	SCHEMATIC DESIGN ISSUE
02.15.24	VIRGINIA HOUSING SUBMISSION

PROJECT NUMBER 23018

DATE 02.15.24

SCALE 1/16" = 1'-0"
DRAWING TITLE
ROOF LEVEL FLOOR PLAN

DRAWING NUMBER **A-212**
3/6/2024 6:08:44 PM



1 ROOF LEVEL FLOOR PLAN
A-212 SCALE: 1/16" = 1'-0"

ADDENDUM G - SUBJECT MATRICES AND PROPERTY PROFILES

SUMMARY MATRIX

#	Property Name	Distance	Type/Built/Renovated	AMI	Unit Type	#	%	SF	Restriction	Rent (Adj)	Max Rent?	Waiting List	Vacant Units	Vacancy Rate
S	CH3 South Nine 1900 S. Eads Street Arlington, VA Arlington County		Highrise 11-stories 2027 Family	@30%, @50%, @50% (PBRA), @60%	OBR/1BA	1	1.1%	461	@50%	\$1,225	N/A		N/A	N/A
					1BR/1BA	4	4.5%	621	@30%	\$732	N/A	N/A	N/A	
					1BR/1BA	5	5.7%	621	@50% (PBRA)	\$1,298	N/A	N/A	N/A	
					1BR/1BA	7	8.0%	621	@60%	\$1,580	N/A	N/A	N/A	
					2BR/1.5BA	13	14.8%	859	@30%	\$874	N/A	N/A	N/A	
					2BR/1.5BA	19	21.6%	859	@50%	\$1,553	N/A	N/A	N/A	
					2BR/1.5BA	4	4.5%	859	@50% (PBRA)	\$1,553	N/A	N/A	N/A	
					2BR/1.5BA	17	19.3%	859	@60%	\$1,892	N/A	N/A	N/A	
					3BR/2BA	5	5.7%	1,027	@30%	\$1,003	N/A	N/A	N/A	
					3BR/2BA	6	6.8%	1,027	@50%	\$1,787	N/A	N/A	N/A	
					3BR/2BA	7	8.0%	1,027	@60%	\$2,179	N/A	N/A	N/A	
					88									
1	Crystal House & Crystal House I 2000 South Eads Street Arlington, VA Arlington County	0.1 mile	Highrise 12-stories 1965 / 2017 Family	@50%, @80%, Market	OBR/1BA	N/A	N/A	531	@50%	\$1,225	Yes	Yes	N/A	N/A
					OBR/1BA	N/A	N/A	531	@80%	\$2,017	No	No	N/A	N/A
					OBR/1BA	N/A	N/A	507	Market	\$1,984	N/A	No	N/A	N/A
					1BR/1BA	N/A	N/A	756	@50%	\$1,298	Yes	Yes	N/A	N/A
					1BR/1BA	N/A	N/A	756	@80%	\$2,146	No	No	N/A	N/A
					1BR/1BA	N/A	N/A	861	Market	\$1,994	N/A	No	N/A	N/A
					2BR/1BA	N/A	N/A	1,200	@50%	\$1,553	Yes	Yes	N/A	N/A
					2BR/1BA	N/A	N/A	1,200	@80%	\$2,571	No	No	N/A	N/A
					2BR/1BA	N/A	N/A	1,223	Market	\$2,692	N/A	No	N/A	N/A
					3BR/2BA	N/A	N/A	1,488	@50%	\$1,787	Yes	Yes	N/A	N/A
					3BR/2BA	N/A	N/A	1,488	@80%	\$2,963	No	No	N/A	N/A
3BR/2BA	N/A	N/A	1,555	Market	\$3,731	N/A	No	N/A	N/A					
					825									
2	Gilliam Place 918 South Lincoln Street Arlington, VA Arlington County	2.2 miles	Midrise 6-stories 2019 Family	@40%, @50%, @60%	OBR/1BA	N/A	N/A	422	@50%	\$1,235	Yes	Yes	2	N/A
					OBR/1BA	N/A	N/A	422	@60%	\$1,499	Yes	Yes	0	N/A
					1BR/1BA	N/A	N/A	564	@40%	\$1,022	Yes	Yes	0	N/A
					1BR/1BA	N/A	N/A	564	@50%	\$1,305	Yes	Yes	0	N/A
					1BR/1BA	N/A	N/A	564	@60%	\$1,587	Yes	Yes	0	N/A
					2BR/1.5BA	N/A	N/A	765	@50%	\$1,552	Yes	Yes	2	N/A
					2BR/1.5BA	N/A	N/A	765	@60%	\$1,891	Yes	Yes	0	N/A
					3BR/2BA	N/A	N/A	992	@60%	\$2,163	Yes	Yes	0	N/A
										173				
3	Monterey Apartments 813 South Greenbrier Street Arlington, VA Arlington County	3.5 miles	Garden 3-stories 1952 / 2004 Family	@50% @60%	1BR/1BA	N/A	N/A	659	@50%	\$1,317	Yes	Yes	0	0%
					1BR/1BA	N/A	N/A	659	@60%	\$1,559	Yes	Yes	0	0%
					2BR/1BA	N/A	N/A	741	@50%	\$1,514	Yes	Yes	0	0%
					2BR/1BA	N/A	N/A	741	@60%	\$1,853	Yes	Yes	0	0%
					3BR/2BA	N/A	N/A	1,133	@50%	\$1,722	Yes	Yes	0	0%
					3BR/2BA	N/A	N/A	1,133	@60%	\$2,204	Yes	Yes	0	0%
					109									
4	Quebec Apartments 4014 Columbia Pike Arlington, VA Arlington County	2.5 miles	Garden 3-stories 1952 / 2013 Family	@60% Market	OBR/1BA	2	1.2%	450	@60%	\$1,406	Yes	Yes	N/A	N/A
					1BR/1BA	74	43.0%	558	@60%	\$1,592	Yes	Yes	N/A	N/A
					1BR/1BA	N/A	N/A	558	Market	\$1,628	N/A	Yes	N/A	N/A
					2BR/1BA	74	43.0%	767	@60%	\$1,903	Yes	Yes	N/A	N/A
					2BR/1BA	N/A	N/A	767	Market	\$1,983	N/A	Yes	N/A	N/A
					3BR/2BA	23	13.4%	1,179	@60%	\$2,193	Yes	Yes	N/A	N/A
3BR/2BA	N/A	N/A	1,179	Market	\$2,418	N/A	Yes	N/A	N/A					
					172									
5	The Apex 2900 S Glebe Rd Arlington, VA Arlington County	1.2 miles	Midrise 5-stories 2020 Family	@50%, @60%, @80%	OBR/1BA	10	3.9%	496	@50%	\$1,221	Yes	No	0	0%
					OBR/1BA	N/A	N/A	496	@60%	\$1,485	Yes	No	0	N/A
					OBR/1BA	N/A	N/A	496	@80%	\$1,725	Yes	No	0	N/A
					1BR/1BA	81	31.6%	650	@50%	\$1,308	Yes	No	0	0%
					1BR/1BA	N/A	N/A	650	@60%	\$1,590	Yes	No	0	N/A
					1BR/1BA	N/A	N/A	650	@80%	\$2,156	Yes	No	0	N/A
					2BR/2BA	N/A	N/A	816	@50%	\$1,558	Yes	No	N/A	N/A
					2BR/2BA	106	41.4%	816	@60%	\$1,897	Yes	No	N/A	N/A
					2BR/2BA	N/A	N/A	816	@80%	\$2,199	Yes	No	N/A	N/A
					3BR/2BA	N/A	N/A	989	@50%	\$1,789	Yes	No	0	N/A
3BR/2BA	59	23.0%	989	@60%	\$2,189	Yes	No	0	0%					
					256									
6	Crystal Flats 505 18th St. S Arlington, VA Arlington County	0.1 mile	Highrise 11-stories 2016 Family	Market	OBR/1BA	N/A	N/A	726	Market	\$2,310	N/A	No	4	N/A
					1BR/1BA	N/A	N/A	630	Market	\$2,181	N/A	No	1	N/A
					1BR/1BA	N/A	N/A	713	Market	\$2,350	N/A	No	2	N/A
					1BR/1BA	N/A	N/A	798	Market	\$2,377	N/A	No	3	N/A
					1.5BR/1BA	N/A	N/A	980	Market	\$2,891	N/A	No	2	N/A
					2BR/2BA	N/A	N/A	953	Market	\$3,255	N/A	No	1	N/A
					2BR/2BA	N/A	N/A	992	Market	\$2,952	N/A	No	3	N/A
					2BR/2BA	N/A	N/A	1,221	Market	\$3,312	N/A	No	1	N/A
					199									
												17	8.5%	

#	Property Name	Distance	Type/Built/ Renovated	AMI	Unit Type	#	%	SF	Restriction	Rent (Adj)	Max Rent?	Waiting List	Vacant Units	Vacancy Rate
7	Oakland Apartments 3710 Columbia Pike Arlington, VA Arlington County	2.3 miles	Garden 3-stories 1956 / 2013 Family	Market	0BR/1BA	44	18.0%	400	Market	\$1,225	N/A	No	1	2.3%
					0BR/1BA	N/A	N/A	400	Market	\$1,300	N/A	No	0	N/A
					1BR/1BA	N/A	N/A	600	Market	\$1,488	N/A	No	0	N/A
					1BR/1BA	79	32.2%	600	Market	\$1,398	N/A	No	1	1.3%
					2BR/1BA	80	32.7%	900	Market	\$1,770	N/A	No	1	1.2%
					2BR/1BA	N/A	N/A	900	Market	\$1,825	N/A	No	0	N/A
					3BR/1BA	N/A	N/A	1,200	Market	\$2,161	N/A	No	0	N/A
					3BR/1BA	42	17.1%	1,200	Market	\$2,096	N/A	No	0	0%
					245						3	1.2%		
8	Riverhouse Apartments 1400 South Joyce Street Arlington, VA Arlington County	0.7 mile	Highrise 17-stories 1958 / 2010 Family	Market	0BR/1BA	N/A	N/A	485	Market	\$1,643	N/A	No	N/A	N/A
					0BR/1BA	N/A	N/A	548	Market	\$1,743	N/A	No	N/A	N/A
					0BR/1BA	N/A	N/A	610	Market	\$1,843	N/A	No	N/A	N/A
					1BR/1BA	N/A	N/A	705	Market	\$1,843	N/A	No	N/A	N/A
					1BR/1BA	N/A	N/A	785	Market	\$1,993	N/A	No	N/A	N/A
					1BR/1BA	N/A	N/A	865	Market	\$2,143	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	1,130	Market	\$2,143	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	1,188	Market	\$2,343	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	1,245	Market	\$2,543	N/A	No	N/A	N/A
					3BR/2BA	N/A	N/A	1,495	Market	\$2,543	N/A	No	N/A	N/A
					3BR/2BA	N/A	N/A	1,495	Market	\$2,743	N/A	No	N/A	N/A
					3BR/2BA	N/A	N/A	1,495	Market	\$2,643	N/A	No	N/A	N/A
					1,670						91	5.4%		
9	The Paramount Apartments 1425 South Eads Street Arlington, VA Arlington County	0.3 mile	Highrise 16-stories 1984 / 2011 Family	Market	1BR/1BA	N/A	N/A	790	Market	\$2,139	N/A	No	0	N/A
					2BR/1.5BA	N/A	N/A	1,000	Market	\$2,788	N/A	No	2	N/A
					2BR/2BA	N/A	N/A	1,040	Market	N/A	N/A	No	0	N/A
					2BR/1.5BA	N/A	N/A	1,040	Market	\$2,661	N/A	No	1	N/A
					2BR/2BA	N/A	N/A	1,217	Market	\$2,819	N/A	No	1	N/A
					135						4	3.0%		
10	Trove 1201 S Ross Street Arlington, VA Arlington County	1.3 miles	Highrise 7-stories 2020 Family	Market	0BR/1BA	N/A	N/A	490	Market	\$1,787	N/A	No	N/A	N/A
					0BR/1BA	N/A	N/A	504	Market	\$1,736	N/A	No	N/A	N/A
					0BR/1BA	N/A	N/A	517	Market	\$1,685	N/A	No	N/A	N/A
					1BR/1BA	N/A	N/A	603	Market	\$1,803	N/A	No	N/A	N/A
					1BR/1BA	N/A	N/A	661	Market	\$1,932	N/A	No	N/A	N/A
					1BR/1BA	N/A	N/A	718	Market	\$2,060	N/A	No	N/A	N/A
					1.5BR/1BA	N/A	N/A	778	Market	\$2,140	N/A	No	N/A	N/A
					1.5BR/1BA	N/A	N/A	857	Market	\$2,230	N/A	No	N/A	N/A
					1.5BR/1BA	N/A	N/A	935	Market	\$2,319	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	923	Market	\$2,406	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	977	Market	\$2,528	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	1,031	Market	\$2,649	N/A	No	N/A	N/A
					2.5BR/2BA	N/A	N/A	986	Market	\$2,944	N/A	No	N/A	N/A
3BR/2BA	N/A	N/A	1,184	Market	\$3,297	N/A	No	0	N/A					
					401						11	2.7%		

AMENITY MATRIX

	CH3 South Nine	Crystal House & Crystal House I	Gilliam Place	Monterey Apartments	Quebec Apartments	The Apex	Crystal Flats	Oakland Apartments	Riverhouse Apartments	The Paramount Apartments	Trove
Program	LIHTC	LIHTC/ Market	LIHTC	LIHTC	LIHTC/ Market	LIHTC	Market	Market	Market	Market	Market
Tenancy	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family
Building											
Property Type	Highrise	Highrise	Midrise	Garden	Garden	Midrise	Highrise	Garden	Highrise	Highrise	Highrise
# Stories	11	12	6	3	3	5	11	3	17	16	7
Year Built	2027	1965	2019	1952	1952	2020	2016	1956	1958	1984	2020
Year Renovated		2017		2004	2002/2013			2013	2010	2011	
Commercial	no	yes	no	no	no	no	no	no	no	yes	no
Courtyard	yes	no	yes	no	no	no	yes	no	no	no	yes
Elevators	yes	yes	yes	no	no	yes	yes	no	yes	yes	yes
Utility Structure											
Heat	no	yes	no	no	no	no	no	yes	no	no	no
Cooking	no	yes	no	no	no	no	no	yes	no	no	no
Other Electric	no	yes	no	no	no	no	no	no	no	no	no
Air Conditioning	no	yes	no	no	no	no	no	yes	no	no	no
Water Heat	no	yes	yes	no	no	no	no	yes	no	no	no
Water	no	yes	no	yes	yes	no	no	yes	no	no	no
Sewer	no	yes	no	yes	yes	no	no	yes	no	no	no
Unit											
Balcony	no	yes	no	no	no	no	yes	no	no	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpeting	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	no
Ceiling Fan	no	no	yes	yes	yes	no	no	yes	yes	no	no
Central/AC	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes
Coat Closet	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	no
Exterior Storage	no	no	no	no	yes	no	no	yes	yes	yes	yes
Hardwood Floors	no	no	no	no	no	no	yes	no	no	no	no
Vinyl Plank Flooring	yes	no	yes	no	no	yes	no	no	yes	yes	yes
Walk-In-Closet	yes	yes	yes	no	yes	yes	yes	no	yes	yes	yes
Wall A/C	no	no	no	no	no	no	no	yes	no	no	no
Washer / Dryer	no	no	no	no	no	no	yes	no	no	yes	yes
W/D Hookups	no	no	no	no	no	no	yes	no	no	yes	yes
Kitchen											
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Disposal	yes	yes	yes	yes	no	yes	yes	yes	yes	no	no
Microwave	yes	yes	yes	no	no	yes	yes	no	yes	yes	yes
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Community											
Bike Storage	no	no	yes	no	no	no	yes	no	no	no	yes
Business Center	yes	no	yes	no	yes	yes	yes	no	yes	yes	no
Central Laundry	yes	yes	yes	yes	yes	yes	no	yes	yes	no	no
Clubhouse	yes	yes	yes	no	yes	yes	yes	no	yes	yes	yes
Community Garden	no	no	no	no	no	no	no	no	yes	no	no
Concierge	no	yes	no	no	no	no	yes	no	yes	yes	no
EV Charging Station	no	no	no	no	no	no	no	no	no	no	yes
On-Site Mgmt	yes	yes	yes	yes	yes	no	yes	yes	yes	yes	yes
Pet Park	no	no	no	no	no	no	no	no	yes	no	no
Rooftop Deck	no	no	no	no	no	no	yes	no	yes	yes	yes
WiFi	no	yes	no	no	yes	no	no	no	no	yes	yes
Recreation											
Basketball Court	no	no	no	no	no	no	no	no	no	yes	no
Exercise Facility	yes	no	yes	no	no	yes	yes	yes	yes	yes	yes
Picnic Area	yes	no	yes	no	yes	no	yes	no	yes	yes	yes
Playground	yes	yes	yes	no	yes	yes	no	yes	yes	no	no
Recreational Area	no	no	no	no	no	no	yes	no	no	yes	no
Sauna	no	no	no	no	no	no	no	no	yes	no	no
Sport Court	no	no	no	no	no	no	no	no	no	yes	yes
Swimming Pool	no	yes	no	no	no	no	yes	no	yes	no	yes
Tennis Court	no	no	no	no	no	no	no	no	yes	no	no
Services											
Adult Education	no	no	yes	no	no	no	no	no	no	no	no
Afterschool Program	no	no	yes	no	no	no	no	no	no	no	no
Computer Tutoring	no	no	yes	no	no	no	no	no	no	no	no
Neighborhood Network	no	no	yes	no	no	no	no	no	no	no	no
Non-Shelter Services	no	no	yes	no	no	no	no	no	no	no	no
Service Coordination	yes	no	yes	no	no	no	no	no	no	no	no
Shuttle Service	no	no	no	no	no	no	no	no	no	no	yes
Security											
Intercom (Buzzer)	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Limited Access	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Video Surveillance	no	yes	yes	no	no	no	no	no	no	yes	no
Parking											
Garage	yes	yes	yes	no	no	yes	yes	no	yes	yes	yes
Surface	no	yes	yes	yes	yes	yes	no	yes	yes	yes	no

CH3 SOUTH NINE - ARLINGTON, VIRGINIA - MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.									
	Units Surveyed	4,185	Weighted Occupancy	95.4%					
	Market Rate	2,650	Market Rate	95.2%					
	Tax Credit	1,535	Tax Credit	95.6%					
	0.0 Bed x 1.0 Bath		1.0 Bed x 1.0 Bath		2.0 Bed x 1.5 Bath		3.0 Bed x 2.0 Bath		
RENT	Crystal Flats (Market)	\$2,310	Crystal Flats (Market)	\$2,377	Crystal Flats (Market)(2.0BA)	\$3,312	Crystal House & Crystal House I (Market)	\$3,731	
	Crystal House & Crystal House I (@80%)	\$2,017	Crystal Flats (Market)	\$2,350	Crystal Flats (Market)(2.0BA)	\$3,255	Trove (Market)	\$3,297	
	Crystal House & Crystal House I (Market)	\$1,984	Crystal Flats (Market)	\$2,181	Crystal Flats (Market)(2.0BA)	\$2,952	CH3 South Nine (AMR)	\$3,000	
	Riverhouse Apartments (Market)	\$1,843	The Apex (@80%)	\$2,156	The Paramount Apartments (Market)(2.0BA)	\$2,819	Crystal House & Crystal House I (@80%)	\$2,963	
	Trove (Market)	\$1,787	Crystal House & Crystal House I (@80%)	\$2,146	The Paramount Apartments (Market)	\$2,788	Riverhouse Apartments (Market)	\$2,743	
	Riverhouse Apartments (Market)	\$1,743	Riverhouse Apartments (Market)	\$2,143	Crystal House & Crystal House I (Market)(1.0BA)	\$2,692	Riverhouse Apartments (Market)	\$2,643	
	Trove (Market)	\$1,736	The Paramount Apartments (Market)	\$2,139	The Paramount Apartments (Market)	\$2,661	Riverhouse Apartments (Market)	\$2,543	
	The Apex (@80%)	\$1,725	Trove (Market)	\$2,060	Trove (Market)(2.0BA)	\$2,649	Quebec Apartments (Market)	\$2,418	
	Trove (Market)	\$1,685	Crystal House & Crystal House I (Market)	\$1,994	Crystal House & Crystal House I (@80%)(1.0BA)	\$2,571	Monterey Apartments (@60%)	\$2,204	
	Riverhouse Apartments (Market)	\$1,643	Riverhouse Apartments (Market)	\$1,993	Riverhouse Apartments (Market)(2.0BA)	\$2,543	Quebec Apartments (@60%)	\$2,193	
	CH3 South Nine (AMR)	\$1,600	Trove (Market)	\$1,932	Trove (Market)(2.0BA)	\$2,528	The Apex (@60%)	\$2,189	
	Gilliam Place (@60%)	\$1,499	Riverhouse Apartments (Market)	\$1,843	Trove (Market)(2.0BA)	\$2,406	CH3 South Nine (@60%)	\$2,179	
	The Apex (@60%)	\$1,485	Trove (Market)	\$1,803	CH3 South Nine (AMR)	\$2,400	CH3 South Nine (@60%) (ALR)	\$2,179	
	Quebec Apartments (@60%)	\$1,406	CH3 South Nine (AMR)	\$1,800	Riverhouse Apartments (Market)(2.0BA)	\$2,343	Gilliam Place (@60%)	\$2,163	
	Oakland Apartments (Market)	\$1,300	Quebec Apartments (Market)	\$1,628	The Apex (@80%)(2.0BA)	\$2,199	Oakland Apartments (Market)(1.0BA)	\$2,161	
	Gilliam Place (@50%)	\$1,235	Quebec Apartments (@60%)	\$1,592	Riverhouse Apartments (Market)(2.0BA)	\$2,143	Oakland Apartments (Market)(1.0BA)	\$2,096	
	Crystal House & Crystal House I (@50%)	\$1,225	The Apex (@60%)	\$1,590	Quebec Apartments (Market)(1.0BA)	\$1,983	The Apex (@50%)	\$1,789	
	Oakland Apartments (Market)	\$1,225	Gilliam Place (@60%)	\$1,587	Quebec Apartments (@60%)(1.0BA)	\$1,903	Crystal House & Crystal House I (@50%)	\$1,787	
	CH3 South Nine (@50%)	\$1,225	CH3 South Nine (@60%)	\$1,580	The Apex (@60%)(2.0BA)	\$1,897	CH3 South Nine (@50%)	\$1,787	
	CH3 South Nine (@50%) (ALR)	\$1,225	CH3 South Nine (@60%) (ALR)	\$1,580	CH3 South Nine (@60%)	\$1,892	CH3 South Nine (@50%) (ALR)	\$1,787	
	The Apex (@50%)	\$1,221	Monterey Apartments (@60%)	\$1,559	CH3 South Nine (@60%) (ALR)	\$1,892	Monterey Apartments (@50%)	\$1,722	
			Oakland Apartments (Market)	\$1,488	Gilliam Place (@60%)	\$1,891	CH3 South Nine (@30%)	\$1,003	
			Oakland Apartments (Market)	\$1,398	Monterey Apartments (@60%)(1.0BA)	\$1,853	CH3 South Nine (@30%) (ALR)	\$1,003	
			Monterey Apartments (@50%)	\$1,317	Oakland Apartments (Market)(1.0BA)	\$1,825			
			The Apex (@50%)	\$1,308	Oakland Apartments (Market)(1.0BA)	\$1,770			
			Gilliam Place (@50%)	\$1,305	The Apex (@50%)(2.0BA)	\$1,558			
			Crystal House & Crystal House I (@50%)	\$1,298	Crystal House & Crystal House I (@50%)(1.0BA)	\$1,553			
			CH3 South Nine (@50%)	\$1,298	CH3 South Nine (@50%)	\$1,553			
			CH3 South Nine (@50%) (ALR)	\$1,298	CH3 South Nine (@50%) (ALR)	\$1,553			
			Gilliam Place (@40%)	\$1,022	CH3 South Nine (@50%)	\$1,553			
			CH3 South Nine (@30%)	\$732	CH3 South Nine (@50%) (ALR)	\$1,553			
			CH3 South Nine (@30%) (ALR)	\$732	Gilliam Place (@50%)	\$1,552			
					Monterey Apartments (@50%)(1.0BA)	\$1,514			
					CH3 South Nine (@30%)	\$874			
					CH3 South Nine (@30%) (ALR)	\$874			

CH3 SOUTH NINE - ARLINGTON, VIRGINIA - MARKET STUDY

	0.0 Bed x 1.0 Bath		1.0 Bed x 1.0 Bath		2.0 Bed x 1.5 Bath		3.0 Bed x 2.0 Bath	
SQUARE	Crystal Flats (Market)	726	Riverhouse Apartments (Market)	865	Riverhouse Apartments (Market)(2.0BA)	1,245	Crystal House & Crystal House I (Market)	1,555
	Riverhouse Apartments (Market)	610	Crystal House & Crystal House I (Market)	861	Crystal House & Crystal House I (Market)(1.0BA)	1,223	Riverhouse Apartments (Market)	1,495
FOOTAGE	Riverhouse Apartments (Market)	548	Crystal Flats (Market)	798	Crystal Flats (Market)(2.0BA)	1,221	Riverhouse Apartments (Market)	1,495
	Crystal House & Crystal House I (@50%)	531	The Paramount Apartments (Market)	790	The Paramount Apartments (Market)(2.0BA)	1,217	Riverhouse Apartments (Market)	1,495
	Crystal House & Crystal House I (@80%)	531	Riverhouse Apartments (Market)	785	Crystal House & Crystal House I (@50%)(1.0BA)	1,200	Crystal House & Crystal House I (@50%)	1,488
	Trove (Market)	517	Crystal House & Crystal House I (@50%)	756	Crystal House & Crystal House I (@80%)(1.0BA)	1,200	Crystal House & Crystal House I (@80%)	1,488
	Crystal House & Crystal House I (Market)	507	Crystal House & Crystal House I (@80%)	756	Riverhouse Apartments (Market)(2.0BA)	1,188	Oakland Apartments (Market)(1.0BA)	1,200
	Trove (Market)	504	Trove (Market)	718	Riverhouse Apartments (Market)(2.0BA)	1,130	Oakland Apartments (Market)(1.0BA)	1,200
	The Apex (@50%)	496	Crystal Flats (Market)	713	The Paramount Apartments (Market)	1,040	Trove (Market)	1,184
	The Apex (@60%)	496	Riverhouse Apartments (Market)	705	Trove (Market)(2.0BA)	1,031	Quebec Apartments (@60%)	1,179
	The Apex (@80%)	496	Trove (Market)	661	The Paramount Apartments (Market)	1,000	Quebec Apartments (Market)	1,179
	Trove (Market)	490	Monterey Apartments (@50%)	659	Crystal Flats (Market)(2.0BA)	992	Monterey Apartments (@50%)	1,133
	Riverhouse Apartments (Market)	485	Monterey Apartments (@60%)	659	Trove (Market)(2.0BA)	977	Monterey Apartments (@60%)	1,133
	CH3 South Nine (@50%)	461	The Apex (@50%)	650	Crystal Flats (Market)(2.0BA)	953	CH3 South Nine (@30%)	1,027
	Quebec Apartments (@60%)	450	The Apex (@60%)	650	Trove (Market)(2.0BA)	923	CH3 South Nine (@50%)	1,027
	Gilliam Place (@50%)	422	The Apex (@80%)	650	Oakland Apartments (Market)(1.0BA)	900	CH3 South Nine (@60%)	1,027
	Gilliam Place (@60%)	422	Crystal Flats (Market)	630	Oakland Apartments (Market)(1.0BA)	900	Gilliam Place (@60%)	992
	Oakland Apartments (Market)	400	CH3 South Nine (@30%)	621	CH3 South Nine (@30%)	859	The Apex (@50%)	989
	Oakland Apartments (Market)	400	CH3 South Nine (@50%)	621	CH3 South Nine (@50%)	859	The Apex (@60%)	989
			CH3 South Nine (@60%)	621	CH3 South Nine (@50%)	859		
			Trove (Market)	603	CH3 South Nine (@60%)	859		
			Oakland Apartments (Market)	600	The Apex (@50%)(2.0BA)	816		
			Oakland Apartments (Market)	600	The Apex (@60%)(2.0BA)	816		
			Gilliam Place (@40%)	564	The Apex (@80%)(2.0BA)	816		
			Gilliam Place (@50%)	564	Quebec Apartments (@60%)(1.0BA)	767		
			Gilliam Place (@60%)	564	Quebec Apartments (Market)(1.0BA)	767		
			Quebec Apartments (@60%)	558	Gilliam Place (@50%)	765		
			Quebec Apartments (Market)	558	Gilliam Place (@60%)	765		
					Monterey Apartments (@50%)(1.0BA)	741		
					Monterey Apartments (@60%)(1.0BA)	741		

CH3 SOUTH NINE - ARLINGTON, VIRGINIA - MARKET STUDY

RENT	Crystal House & Crystal House I (Market)	\$3.91	Crystal Flats (Market)	\$3.46	Crystal Flats (Market)(2.0BA)	\$3.42	CH3 South Nine (AMR)	\$2.92
	Crystal House & Crystal House I (@80%)	\$3.80	The Apex (@80%)	\$3.32	Crystal Flats (Market)(2.0BA)	\$2.98	Trove (Market)	\$2.78
PER SQUARE FOOT	Trove (Market)	\$3.65	Crystal Flats (Market)	\$3.30	CH3 South Nine (AMR)	\$2.79	Crystal House & Crystal House I (Market)	\$2.40
FOOT	Gilliam Place (@60%)	\$3.55	Trove (Market)	\$2.99	The Paramount Apartments (Market)	\$2.79	The Apex (@60%)	\$2.21
	The Apex (@80%)	\$3.48	Crystal Flats (Market)	\$2.98	Crystal Flats (Market)(2.0BA)	\$2.71	Gilliam Place (@60%)	\$2.18
	CH3 South Nine (AMR)	\$3.47	Trove (Market)	\$2.92	The Apex (@80%)(2.0BA)	\$2.69	CH3 South Nine (@60%)	\$2.12
	Trove (Market)	\$3.44	Quebec Apartments (Market)	\$2.92	Trove (Market)(2.0BA)	\$2.61	CH3 South Nine (@60%) (ALR)	\$2.12
	Riverhouse Apartments (Market)	\$3.39	CH3 South Nine (AMR)	\$2.90	Trove (Market)(2.0BA)	\$2.59	Quebec Apartments (Market)	\$2.05
	Trove (Market)	\$3.26	Trove (Market)	\$2.87	Quebec Apartments (Market)(1.0BA)	\$2.59	Crystal House & Crystal House I (@80%)	\$1.99
	Oakland Apartments (Market)	\$3.25	Quebec Apartments (@60%)	\$2.85	Trove (Market)(2.0BA)	\$2.57	Monterey Apartments (@60%)	\$1.95
	Crystal Flats (Market)	\$3.18	Crystal House & Crystal House I (@80%)	\$2.84	The Paramount Apartments (Market)	\$2.56	Quebec Apartments (@60%)	\$1.86
	Riverhouse Apartments (Market)	\$3.18	Gilliam Place (@60%)	\$2.81	Monterey Apartments (@60%)(1.0BA)	\$2.50	Riverhouse Apartments (Market)	\$1.83
	Quebec Apartments (@60%)	\$3.12	The Paramount Apartments (Market)	\$2.71	Quebec Apartments (@60%)(1.0BA)	\$2.48	The Apex (@50%)	\$1.81
	Oakland Apartments (Market)	\$3.06	Riverhouse Apartments (Market)	\$2.61	Gilliam Place (@60%)	\$2.47	Oakland Apartments (Market)(1.0BA)	\$1.80
	Riverhouse Apartments (Market)	\$3.02	CH3 South Nine (@60%)	\$2.54	The Apex (@60%)(2.0BA)	\$2.32	Riverhouse Apartments (Market)	\$1.77
	The Apex (@60%)	\$2.99	CH3 South Nine (@60%) (ALR)	\$2.54	The Paramount Apartments (Market)(2.0BA)	\$2.32	Oakland Apartments (Market)(1.0BA)	\$1.75
	Gilliam Place (@50%)	\$2.93	Riverhouse Apartments (Market)	\$2.54	CH3 South Nine (@60%)	\$2.20	CH3 South Nine (@50%)	\$1.74
	CH3 South Nine (@50%)	\$2.66	Oakland Apartments (Market)	\$2.48	CH3 South Nine (@60%) (ALR)	\$2.20	CH3 South Nine (@50%) (ALR)	\$1.74
	CH3 South Nine (@50%) (ALR)	\$2.66	Riverhouse Apartments (Market)	\$2.48	Crystal House & Crystal House I (Market)(1.0BA)	\$2.20	Riverhouse Apartments (Market)	\$1.70
	The Apex (@50%)	\$2.46	The Apex (@60%)	\$2.45	Crystal House & Crystal House I (@80%)(1.0BA)	\$2.14	Monterey Apartments (@50%)	\$1.52
	Crystal House & Crystal House I (@50%)	\$2.31	Monterey Apartments (@60%)	\$2.37	Monterey Apartments (@50%)(1.0BA)	\$2.04	Crystal House & Crystal House I (@50%)	\$1.20
			Oakland Apartments (Market)	\$2.33	Riverhouse Apartments (Market)(2.0BA)	\$2.04	CH3 South Nine (@30%)	\$0.98
			Crystal House & Crystal House I (Market)	\$2.32	Gilliam Place (@50%)	\$2.03	CH3 South Nine (@30%) (ALR)	\$0.98
			Gilliam Place (@50%)	\$2.31	Oakland Apartments (Market)(1.0BA)	\$2.03		
			CH3 South Nine (@50%)	\$2.09	Riverhouse Apartments (Market)(2.0BA)	\$1.97		
			CH3 South Nine (@50%) (ALR)	\$2.09	Oakland Apartments (Market)(1.0BA)	\$1.97		
			The Apex (@50%)	\$2.01	The Apex (@50%)(2.0BA)	\$1.91		
			Monterey Apartments (@50%)	\$2.00	Riverhouse Apartments (Market)(2.0BA)	\$1.90		
			Gilliam Place (@40%)	\$1.81	CH3 South Nine (@50%)	\$1.81		
			Crystal House & Crystal House I (@50%)	\$1.72	CH3 South Nine (@50%) (ALR)	\$1.81		
			CH3 South Nine (@30%)	\$1.18	CH3 South Nine (@50%)	\$1.81		
			CH3 South Nine (@30%) (ALR)	\$1.18	CH3 South Nine (@50%) (ALR)	\$1.81		
					Crystal House & Crystal House I (@50%)(1.0BA)	\$1.29		
					CH3 South Nine (@30%)	\$1.02		
					CH3 South Nine (@30%) (ALR)	\$1.02		

PROPERTY PROFILE REPORT

Crystal House & Crystal House I

Effective Rent Date	2/22/2024
Location	2000 South Eads Street Arlington, VA 22202 Arlington County
Distance	0.1 miles
Units	825
Vacant Units	52
Vacancy Rate	6.3%
Type	Highrise (12 stories)
Year Built/Renovated	1965 / 2017
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Crystal Plaza
Tenant Characteristics	Mixed
Contact Name	Brianna
Phone	703-521-4200



Market Information

Program	@50%, @80%, Market
Annual Turnover Rate	N/A
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Changes daily
Concession	None
Waiting List	Yes; for 50% units only. Length unknown.

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Highrise (12 stories)	N/A	531	\$1,318	\$0	@50%	Yes	N/A	N/A	yes	None
0	1	Highrise (12 stories)	N/A	531	\$2,110	\$0	@80%	No	N/A	N/A	no	None
0	1	Highrise (12 stories)	N/A	507	\$2,077	\$0	Market	No	N/A	N/A	N/A	None
1	1	Highrise (12 stories)	N/A	756	\$1,413	\$0	@50%	Yes	N/A	N/A	yes	None
1	1	Highrise (12 stories)	N/A	756	\$2,261	\$0	@80%	No	N/A	N/A	no	None
1	1	Highrise (12 stories)	N/A	861	\$2,109	\$0	Market	No	N/A	N/A	N/A	None
2	1	Highrise (12 stories)	N/A	1,200	\$1,696	\$0	@50%	Yes	N/A	N/A	yes	None
2	1	Highrise (12 stories)	N/A	1,200	\$2,714	\$0	@80%	No	N/A	N/A	no	None
2	1	Highrise (12 stories)	N/A	1,223	\$2,835	\$0	Market	No	N/A	N/A	N/A	None
3	2	Highrise (12 stories)	N/A	1,488	\$1,959	\$0	@50%	Yes	N/A	N/A	yes	None
3	2	Highrise (12 stories)	N/A	1,488	\$3,135	\$0	@80%	No	N/A	N/A	no	None
3	2	Highrise (12 stories)	N/A	1,555	\$3,903	\$0	Market	No	N/A	N/A	N/A	None

Crystal House & Crystal House I, continued

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@80%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$1,318	\$0	\$1,318	-\$93	\$1,225	Studio / 1BA	\$2,110	\$0	\$2,110	-\$93	\$2,017
1BR / 1BA	\$1,413	\$0	\$1,413	-\$115	\$1,298	1BR / 1BA	\$2,261	\$0	\$2,261	-\$115	\$2,146
2BR / 1BA	\$1,696	\$0	\$1,696	-\$143	\$1,553	2BR / 1BA	\$2,714	\$0	\$2,714	-\$143	\$2,571
3BR / 2BA	\$1,959	\$0	\$1,959	-\$172	\$1,787	3BR / 2BA	\$3,135	\$0	\$3,135	-\$172	\$2,963
Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent						
Studio / 1BA	\$2,077	\$0	\$2,077	-\$93	\$1,984						
1BR / 1BA	\$2,109	\$0	\$2,109	-\$115	\$1,994						
2BR / 1BA	\$2,835	\$0	\$2,835	-\$143	\$2,692						
3BR / 2BA	\$3,903	\$0	\$3,903	-\$172	\$3,731						

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher	Video Surveillance	
Garbage Disposal	Microwave		
Oven	Refrigerator		
Walk-In Closet			
Property		Premium	Other
Clubhouse/Meeting Room/Community	Commercial/Retail	None	Valet & Dry-cleaning
Concierge	Elevators		
Garage(\$85.00)	Central Laundry		
Off-Street Parking	On-Site Management		
Playground	Swimming Pool		
Wi-Fi			

Comments

The information in the profile reflects Crystal House and Crystal House I combined. Tenants in market rate units and 80 percent of AMI units pay all utilities, while tenants in 50 percent units pay no utilities and are all included in their rent. We have reflected this utility structure in the profile.

Trend Report

Vacancy Rates

2022	2023	3Q23	1Q24
5.2%	12.4%	5.3%	6.3%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	2	N/A	\$1,335	\$0	\$1,335	\$1,220
2023	3	N/A	\$1,413	\$0	\$1,413	\$1,298
2024	1	N/A	\$1,413	\$0	\$1,413	\$1,298

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	2	N/A	\$1,601	\$0	\$1,601	\$1,458
2023	3	N/A	\$1,696	\$0	\$1,696	\$1,553
2024	1	N/A	\$1,696	\$0	\$1,696	\$1,553

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	2	N/A	\$1,850	\$0	\$1,850	\$1,678
2023	3	N/A	\$1,959	\$0	\$1,959	\$1,787
2024	1	N/A	\$1,959	\$0	\$1,959	\$1,787

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	2	N/A	\$1,246	\$0	\$1,246	\$1,153
2023	3	N/A	\$1,376	\$0	\$1,376	\$1,283
2024	1	N/A	\$1,318	\$0	\$1,318	\$1,225

Trend: @80%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	2	N/A	\$2,136	\$0	\$2,136	\$2,021
2023	3	N/A	\$1,940	\$0	\$1,940	\$1,825
2024	1	N/A	\$2,261	\$0	\$2,261	\$2,146

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	2	N/A	\$2,562	\$0	\$2,562	\$2,419
2023	3	N/A	\$2,337	\$0	\$2,337	\$2,194
2024	1	N/A	\$2,714	\$0	\$2,714	\$2,571

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	2	N/A	\$2,960	\$0	\$2,960	\$2,788
2023	3	N/A	\$2,960	\$0	\$2,960	\$2,788
2024	1	N/A	\$3,135	\$0	\$3,135	\$2,963

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	2	N/A	\$1,994	\$0	\$1,994	\$1,901
2023	3	N/A	\$1,675	\$0	\$1,675	\$1,582
2024	1	N/A	\$2,110	\$0	\$2,110	\$2,017

Crystal House & Crystal House I, continued

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	2	N/A	\$1,746 - \$2,081	\$0	\$1,746 - \$2,081	\$1,631 - \$1,966
2023	2	N/A	\$2,200 - \$2,300	\$0	\$2,200 - \$2,300	\$2,085 - \$2,185
2023	3	N/A	\$2,174	\$0	\$2,174	\$2,059
2024	1	N/A	\$2,109	\$0	\$2,109	\$1,994

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	2	N/A	\$2,659 - \$3,008	\$0	\$2,659 - \$3,008	\$2,516 - \$2,865
2023	2	N/A	\$2,300 - \$2,600	\$0	\$2,300 - \$2,600	\$2,157 - \$2,457

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	2	N/A	\$2,493 - \$2,810	\$0	\$2,493 - \$2,810	\$2,350 - \$2,667
2023	2	N/A	\$2,300 - \$2,450	\$0	\$2,300 - \$2,450	\$2,157 - \$2,307
2023	3	N/A	\$2,820	\$0	\$2,820	\$2,677
2024	1	N/A	\$2,835	\$0	\$2,835	\$2,692

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	2	N/A	\$2,778 - \$2,964	\$0	\$2,778 - \$2,964	\$2,635 - \$2,821
2023	2	N/A	\$2,600 - \$2,900	\$0	\$2,600 - \$2,900	\$2,457 - \$2,757

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	2	N/A	\$3,439	\$0	\$3,439	\$3,267
2023	2	N/A	\$3,800 - \$4,300	\$0	\$3,800 - \$4,300	\$3,628 - \$4,128
2023	3	N/A	\$3,998	\$0	\$3,998	\$3,826
2024	1	N/A	\$3,903	\$0	\$3,903	\$3,731

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	2	N/A	\$1,593 - \$1,840	\$0	\$1,593 - \$1,840	\$1,500 - \$1,747
2023	2	N/A	\$1,600 - \$1,900	\$0	\$1,600 - \$1,900	\$1,507 - \$1,807
2023	3	N/A	\$1,800	\$0	\$1,800	\$1,707
2024	1	N/A	\$2,077	\$0	\$2,077	\$1,984

Trend: Comments

2Q22	There are 54 units vacant, but 17 of those units have already been pre-leased. Rents change daily based on pricing software and the contact was unable to cite specific rents, only ranges of rents for available units. According to the contact, the rents vary widely based on views, square footage differences, floor level, varying degrees of renovations between units. There is no free parking offered at the property. The property does not accept Housing Choice Vouchers. The contact reported that delinquencies increased during the COVID-19 pandemic, but the situation had mostly returned to normal as of the date of our interview. The contact was unable to contact on turnover at the property.
2Q23	The property representative confirmed that Crystal House has been in the process of converting units over to 100 percent affordable from market rate units over the last three years. They were unable to estimate how many units have been turned over since the process began. The contact confirmed the 50 percent and 80 percent rents on their website were accurate for the affordable units and also provided a range in rents for the market rate units at the property. Tenants in market rate units and 80 percent of AMI units pay all utilities, while tenants in 50 percent units pay no utilities and are all included in their rent. The representative stated they were at 12.36 percent vacancy but attributed it to the ongoing transition from market rate to completely affordable/workforce housing. Affordable rents are at the maximum allowable 2022 rents.
3Q23	The information in the profile reflects Crystal House and Crystal House I combined. The contact reported that the majority of vacancies at the property are among the 80 percent units. The contact further stated that they have difficulty finding income-qualified households at 80 percent of the AMI. Tenants in market rate units and 80 percent of AMI units pay all utilities, while tenants in 50 percent units pay no utilities and are all included in their rent.
1Q24	The information in the profile reflects Crystal House and Crystal House I combined. Tenants in market rate units and 80 percent of AMI units pay all utilities, while tenants in 50 percent units pay no utilities and are all included in their rent. We have reflected this utility structure in the profile.

Photos



PROPERTY PROFILE REPORT

Gilliam Place

Effective Rent Date	2/15/2024
Location	918 South Lincoln Street Arlington, VA 22204 Arlington County
Distance	2.2 miles
Units	173
Vacant Units	4
Vacancy Rate	2.3%
Type	Midrise (6 stories)
Year Built/Renovated	2019 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	None identified
Contact Name	Jane
Phone	571-454-9618



Market Information

Program	@40%, @50%, @60%
Annual Turnover Rate	5%
Units/Month Absorbed	N/A
HCV Tenants	30%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased to 2023 max
Concession	None
Waiting List	Yes, unknown length

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Midrise (6 stories)	N/A	422	\$1,246	\$0	@50%	Yes	2	N/A	yes	None
0	1	Midrise (6 stories)	N/A	422	\$1,510	\$0	@60%	Yes	0	N/A	yes	None
1	1	Midrise (6 stories)	N/A	564	\$1,035	\$0	@40%	Yes	0	N/A	yes	None
1	1	Midrise (6 stories)	N/A	564	\$1,318	\$0	@50%	Yes	0	N/A	yes	None
1	1	Midrise (6 stories)	N/A	564	\$1,600	\$0	@60%	Yes	0	N/A	yes	None
2	1.5	Midrise (6 stories)	N/A	765	\$1,568	\$0	@50%	Yes	2	N/A	yes	None
2	1.5	Midrise (6 stories)	N/A	765	\$1,907	\$0	@60%	Yes	0	N/A	yes	None
3	2	Midrise (6 stories)	N/A	992	\$2,182	\$0	@60%	Yes	0	N/A	yes	None

Gilliam Place, continued

Unit Mix

@40%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,035	\$0	\$1,035	-\$13	\$1,022	Studio / 1BA	\$1,246	\$0	\$1,246	-\$11	\$1,235
						1BR / 1BA	\$1,318	\$0	\$1,318	-\$13	\$1,305
						2BR / 1.5BA	\$1,568	\$0	\$1,568	-\$16	\$1,552
@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent						
Studio / 1BA	\$1,510	\$0	\$1,510	-\$11	\$1,499						
1BR / 1BA	\$1,600	\$0	\$1,600	-\$13	\$1,587						
2BR / 1.5BA	\$1,907	\$0	\$1,907	-\$16	\$1,891						
3BR / 2BA	\$2,182	\$0	\$2,182	-\$19	\$2,163						

Amenities

In-Unit		Security	Services
Blinds	Carpeting	Intercom (Buzzer)	Adult Education
Central A/C	Coat Closet	Limited Access	Afterschool Program
Dishwasher	Ceiling Fan	Video Surveillance	Computer Tutoring
Garbage Disposal	Microwave		
Oven	Refrigerator		
Vinyl Plank Flooring	Walk-In Closet		
Property		Premium	Other
Bike Storage	Business Center/Computer Lab	None	None
Clubhouse/Meeting Room/Community	Courtyard		
Elevators	Garage		
Central Laundry	Neighborhood Network		
Non-shelter Services	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Service Coordination		

Comments

The contact reported four current vacancies, all of which are in the studio and two-bedroom unit types. The property is achieving rents at the 2023 maximum allowable levels. According to the contact, the demand for affordable housing is strong in the area.

Trend Report

Vacancy Rates

3Q22	1Q23	3Q23	1Q24
0.0%	0.0%	0.6%	2.3%

Trend: @40%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$884	\$0	\$884	\$871
2023	1	N/A	\$884	\$0	\$884	\$871
2023	3	N/A	\$884	\$0	\$884	\$871
2024	1	N/A	\$1,035	\$0	\$1,035	\$1,022

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$1,167	\$0	\$1,167	\$1,154
2023	1	N/A	\$1,167	\$0	\$1,167	\$1,154
2023	3	N/A	\$1,167	\$0	\$1,167	\$1,154
2024	1	N/A	\$1,318	\$0	\$1,318	\$1,305

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$1,332	\$0	\$1,332	\$1,316
2023	1	N/A	\$1,332	\$0	\$1,332	\$1,316
2023	3	N/A	\$1,332	\$0	\$1,332	\$1,316
2024	1	N/A	\$1,568	\$0	\$1,568	\$1,552

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2024	1	N/A	\$1,246	\$0	\$1,246	\$1,235

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$1,368	\$0	\$1,368	\$1,355
2023	1	N/A	\$1,368	\$0	\$1,368	\$1,355
2023	3	N/A	\$1,368	\$0	\$1,368	\$1,355
2024	1	N/A	\$1,600	\$0	\$1,600	\$1,587

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$1,622	\$0	\$1,622	\$1,606
2023	1	N/A	\$1,622	\$0	\$1,622	\$1,606
2023	3	N/A	\$1,622	\$0	\$1,622	\$1,606
2024	1	N/A	\$1,907	\$0	\$1,907	\$1,891

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$1,843	\$0	\$1,843	\$1,824
2023	1	N/A	\$1,843	\$0	\$1,843	\$1,824
2023	3	N/A	\$1,843	\$0	\$1,843	\$1,824
2024	1	N/A	\$2,182	\$0	\$2,182	\$2,163

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$1,266	\$0	\$1,266	\$1,255
2023	1	N/A	\$1,266	\$0	\$1,266	\$1,255
2023	3	N/A	\$1,266	\$0	\$1,266	\$1,255
2024	1	N/A	\$1,510	\$0	\$1,510	\$1,499

Trend: Comments

- 3Q22 The square footages reflected in this profile are averages. The property is managed by a non-profit and the contact reported that the property does not charge the maximum allowable rents as a matter of policy. The contact could not comment on turnover at the property, except that it is very low.
- 1Q23 The square footages reflected in this profile are averages. The property is managed by a non-profit and the contact reported that the property does not charge the maximum allowable rents as a matter of policy. Additionally, they stated the property has been fully occupied for a number of months.
- 3Q23 The contact reported one current vacancy, but could not say which unit type. The property is managed by a non-profit and the contact reported that the property does not charge the maximum allowable rents as a matter of policy.
- 1Q24 The contact reported four current vacancies, all of which are in the studio and two-bedroom unit types. The property is achieving rents at the 2023 maximum allowable levels. According to the contact, the demand for affordable housing is strong in the area.

Photos



PROPERTY PROFILE REPORT

Monterey Apartments

Effective Rent Date	2/14/2024
Location	813 South Greenbrier Street Arlington, VA 22204 Arlington County
Distance	3.5 miles
Units	109
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	1952 / 2004
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Columbia Commons
Tenant Characteristics	Families originating from Arlington
Contact Name	Arianna
Phone	703-379-6656



Market Information

Program	@50%, @60%
Annual Turnover Rate	11%
Units/Month Absorbed	N/A
HCV Tenants	10%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased to 2023 max
Concession	None
Waiting List	Yes; three months in length

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	659	\$1,369	\$0	@50%	Yes	0	N/A	yes	None
1	1	Garden (3 stories)	N/A	659	\$1,611	\$0	@60%	Yes	0	N/A	yes	None
2	1	Garden (3 stories)	N/A	741	\$1,581	\$0	@50%	Yes	0	N/A	yes	None
2	1	Garden (3 stories)	N/A	741	\$1,920	\$0	@60%	Yes	0	N/A	yes	None
3	2	Garden (3 stories)	N/A	1,133	\$1,804	\$0	@50%	Yes	0	N/A	yes	None
3	2	Garden (3 stories)	N/A	1,133	\$2,286	\$0	@60%	Yes	0	N/A	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,369	\$0	\$1,369	-\$52	\$1,317	1BR / 1BA	\$1,611	\$0	\$1,611	-\$52	\$1,559
2BR / 1BA	\$1,581	\$0	\$1,581	-\$67	\$1,514	2BR / 1BA	\$1,920	\$0	\$1,920	-\$67	\$1,853
3BR / 2BA	\$1,804	\$0	\$1,804	-\$82	\$1,722	3BR / 2BA	\$2,286	\$0	\$2,286	-\$82	\$2,204

Monterey Apartments, continued

Amenities

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

Comments

The contact reported being fully occupied. The property is achieving rents at the 2023 maximum allowable levels and the contact stated that demand for affordable housing in the area is high. The contact reported a waiting list of three months in length.

Monterey Apartments, continued

Trend Report

Vacancy Rates

3Q22	3Q23	4Q23	1Q24
2.8%	1.8%	1.8%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$1,291	\$0	\$1,291	\$1,239
2023	3	N/A	\$1,369	\$0	\$1,369	\$1,317
2023	4	N/A	\$1,369	\$0	\$1,369	\$1,317
2024	1	N/A	\$1,369	\$0	\$1,369	\$1,317

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$1,546	\$0	\$1,546	\$1,479
2023	3	N/A	\$1,581	\$0	\$1,581	\$1,514
2023	4	N/A	\$1,581	\$0	\$1,581	\$1,514
2024	1	N/A	\$1,581	\$0	\$1,581	\$1,514

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$1,785	\$0	\$1,785	\$1,703
2023	3	N/A	\$1,804	\$0	\$1,804	\$1,722
2023	4	N/A	\$1,804	\$0	\$1,804	\$1,722
2024	1	N/A	\$1,804	\$0	\$1,804	\$1,722

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$1,558	\$0	\$1,558	\$1,506
2023	3	N/A	\$1,611	\$0	\$1,611	\$1,559
2023	4	N/A	\$1,611	\$0	\$1,611	\$1,559
2024	1	N/A	\$1,611	\$0	\$1,611	\$1,559

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$1,866	\$0	\$1,866	\$1,799
2023	3	N/A	\$1,920	\$0	\$1,920	\$1,853
2023	4	N/A	\$1,920	\$0	\$1,920	\$1,853
2024	1	N/A	\$1,920	\$0	\$1,920	\$1,853

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	3	N/A	\$2,153	\$0	\$2,153	\$2,071
2023	3	N/A	\$2,286	\$0	\$2,286	\$2,204
2023	4	N/A	\$2,286	\$0	\$2,286	\$2,204
2024	1	N/A	\$2,286	\$0	\$2,286	\$2,204

Trend: Comments

3Q22	The contact noted a modest waiting list but was unsure how long the waiting list was.
3Q23	The contact reported two vacancies, which are both in the two-bedroom units. The property is achieving rents at the 2023 maximum allowable levels and the contact stated that demand for affordable housing in the area is high. The contact noted a modest waiting list but was unsure how long the waiting list was.
4Q23	The contact reported two vacancies, which are both in the two-bedroom units. The property is achieving rents at the 2023 maximum allowable levels and the contact stated that demand for affordable housing in the area is high. The contact noted a modest waiting list but was unsure how long the waiting list was. The property manager could not confirm the utility allowances.
1Q24	The contact reported being fully occupied. The property is achieving rents at the 2023 maximum allowable levels and the contact stated that demand for affordable housing in the area is high. The contact reported a waiting list of three months in length.

Photos



PROPERTY PROFILE REPORT

Quebec Apartments

Effective Rent Date	1/04/2024
Location	4014 Columbia Pike Arlington, VA 22204 Arlington County
Distance	2.5 miles
Units	172
Vacant Units	2
Vacancy Rate	1.2%
Type	Garden (3 stories)
Year Built/Renovated	1952 / 2002/2013
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Westmont, Monterey, Columbia Commons
Tenant Characteristics	Mixed tenancy, some seniors mostly from VA, MD, and DC areas
Contact Name	Alex
Phone	703-521-3313



Market Information

Program	@60%, Market
Annual Turnover Rate	12%
Units/Month Absorbed	N/A
HCV Tenants	40%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Kept at 2023 max
Concession	None
Waiting List	Yes, up to one year in length

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Garden (3 stories)	2	450	\$1,450	\$0	@60%	Yes	N/A	N/A	yes	None
1	1	Garden (3 stories)	74	558	\$1,644	\$0	@60%	Yes	N/A	N/A	yes	None
1	1	Garden (3 stories)	N/A	558	\$1,680	\$0	Market	Yes	N/A	N/A	N/A	None
2	1	Garden (3 stories)	74	767	\$1,970	\$0	@60%	Yes	N/A	N/A	yes	None
2	1	Garden (3 stories)	N/A	767	\$2,050	\$0	Market	Yes	N/A	N/A	N/A	None
3	2	Garden (3 stories)	23	1,179	\$2,275	\$0	@60%	Yes	N/A	N/A	yes	None
3	2	Garden (3 stories)	N/A	1,179	\$2,500	\$0	Market	Yes	N/A	N/A	N/A	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$1,450	\$0	\$1,450	-\$44	\$1,406	1BR / 1BA	\$1,680	\$0	\$1,680	-\$52	\$1,628
1BR / 1BA	\$1,644	\$0	\$1,644	-\$52	\$1,592	2BR / 1BA	\$2,050	\$0	\$2,050	-\$67	\$1,983
2BR / 1BA	\$1,970	\$0	\$1,970	-\$67	\$1,903	3BR / 2BA	\$2,500	\$0	\$2,500	-\$82	\$2,418
3BR / 2BA	\$2,275	\$0	\$2,275	-\$82	\$2,193						

Quebec Apartments, continued

Amenities

In-Unit		Security	Services
Blinds	Carpeting	Intercom (Buzzer)	None
Central A/C	Coat Closet	Limited Access	
Dishwasher	Exterior Storage		
Ceiling Fan	Oven		
Refrigerator	Walk-In Closet		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Wi-Fi		

Comments

The property is achieving rents at the 2023 maximum allowable levels. The contact stated there is strong demand for affordable housing in the area. The waiting list for the three-bedroom units is up to one year in length and the waiting list for the two-bedroom units is four to six months in length.

Quebec Apartments, continued

Trend Report

Vacancy Rates

2Q18	3Q22	4Q23	1Q24
0.0%	1.2%	0.0%	1.2%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$1,222	\$0	\$1,222	\$1,170
2022	3	0.0%	\$1,496	\$0	\$1,496	\$1,444
2023	4	0.0%	\$1,600	\$0	\$1,600	\$1,548
2024	1	N/A	\$1,644	\$0	\$1,644	\$1,592

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$1,524	\$0	\$1,524	\$1,457
2022	3	0.0%	\$1,868	\$0	\$1,868	\$1,801
2023	4	0.0%	\$1,970	\$0	\$1,970	\$1,903
2024	1	N/A	\$1,970	\$0	\$1,970	\$1,903

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$1,758	\$0	\$1,758	\$1,676
2022	3	0.0%	\$2,155	\$0	\$2,155	\$2,073
2023	4	0.0%	\$2,275	\$0	\$2,275	\$2,193
2024	1	N/A	\$2,275	\$0	\$2,275	\$2,193

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	0.0%	\$1,115	\$0	\$1,115	\$1,071
2022	3	0.0%	\$1,338	\$0	\$1,338	\$1,294
2023	4	0.0%	\$1,415	\$0	\$1,415	\$1,371
2024	1	N/A	\$1,450	\$0	\$1,450	\$1,406

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	N/A	\$1,340	\$0	\$1,340	\$1,288
2022	3	N/A	\$1,590	\$0	\$1,590	\$1,538
2023	4	N/A	\$1,680	\$0	\$1,680	\$1,628
2024	1	N/A	\$1,680	\$0	\$1,680	\$1,628

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	N/A	\$1,600	\$0	\$1,600	\$1,533
2022	3	N/A	\$1,948	\$0	\$1,948	\$1,881
2023	4	N/A	\$2,060	\$0	\$2,060	\$1,993
2024	1	N/A	\$2,050	\$0	\$2,050	\$1,983

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	2	N/A	\$2,100	\$0	\$2,100	\$2,018
2022	3	N/A	\$2,440	\$0	\$2,440	\$2,358
2023	4	N/A	\$2,500	\$0	\$2,500	\$2,418
2024	1	N/A	\$2,500	\$0	\$2,500	\$2,418

Trend: Comments

2Q18	The contact reported that there is a shared wait list for LIHTC and market rate units. Parking is included in the rent and three-bedroom units include a washer and dryer. The contact was unable to provide updated studio rents. Studio rents are from a previous update in December 2018.
3Q22	The contact reported that there is a shared wait list for LIHTC and market rate units. Parking is included in the rent and three-bedroom units include a washer and dryer. The contact was unable to provide information of the LIHTC rents are at 2022 max.
4Q23	The contact reported being fully occupied with a wait list of 10 households. The property is achieving rents at the 2023 maximum allowable levels. The property reported utility allowances of \$37, \$51, \$64, \$76 for the studio, one, two, and three bedroom unit types, respectively. The contact stated there is high demand at this property and units do not stay vacant for long.
1Q24	The property is achieving rents at the 2023 maximum allowable levels. The contact stated there is strong demand for affordable housing in the area. The waiting list for the three-bedroom units is up to one year in length and the waiting list for the two-bedroom units is four to six months in length.

Photos



PROPERTY PROFILE REPORT

The Apex

Effective Rent Date	1/05/2024
Location	2900 S Glebe Rd Arlington, VA 22206 Arlington County
Distance	1.2 miles
Units	256
Vacant Units	10
Vacancy Rate	3.9%
Type	Midrise (5 stories)
Year Built/Renovated	2020 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	N/A
Tenant Characteristics	Local residents from Arlandria area
Contact Name	Property Manager
Phone	571-568-7852



Market Information

Program	@50%, @60%, @80%
Annual Turnover Rate	10%
Units/Month Absorbed	21
HCV Tenants	18%
Leasing Pace	Preleased
Annual Chg. in Rent	Kept at max
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Midrise (5 stories)	10	496	\$1,221	\$0	@50%	No	0	0.0%	yes	None
0	1	Midrise (5 stories)	N/A	496	\$1,485	\$0	@60%	No	0	N/A	yes	None
0	1	Midrise (5 stories)	N/A	496	\$1,725	\$0	@80%	No	0	N/A	yes	None
1	1	Midrise (5 stories)	81	650	\$1,308	\$0	@50%	No	0	0.0%	yes	None
1	1	Midrise (5 stories)	N/A	650	\$1,590	\$0	@60%	No	0	N/A	yes	None
1	1	Midrise (5 stories)	N/A	650	\$2,156	\$0	@80%	No	0	N/A	yes	None
2	2	Midrise (5 stories)	N/A	816	\$1,558	\$0	@50%	No	N/A	N/A	yes	None
2	2	Midrise (5 stories)	106	816	\$1,897	\$0	@60%	No	N/A	N/A	yes	None
2	2	Midrise (5 stories)	N/A	816	\$2,199	\$0	@80%	No	N/A	N/A	yes	None
3	2	Midrise (5 stories)	N/A	989	\$1,789	\$0	@50%	No	0	N/A	yes	None
3	2	Midrise (5 stories)	59	989	\$2,189	\$0	@60%	No	0	0.0%	yes	None

The Apex, continued

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$1,221	\$0	\$1,221	\$0	\$1,221	Studio / 1BA	\$1,485	\$0	\$1,485	\$0	\$1,485
1BR / 1BA	\$1,308	\$0	\$1,308	\$0	\$1,308	1BR / 1BA	\$1,590	\$0	\$1,590	\$0	\$1,590
2BR / 2BA	\$1,558	\$0	\$1,558	\$0	\$1,558	2BR / 2BA	\$1,897	\$0	\$1,897	\$0	\$1,897
3BR / 2BA	\$1,789	\$0	\$1,789	\$0	\$1,789	3BR / 2BA	\$2,189	\$0	\$2,189	\$0	\$2,189

@80%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$1,725	\$0	\$1,725	\$0	\$1,725
1BR / 1BA	\$2,156	\$0	\$2,156	\$0	\$2,156
2BR / 2BA	\$2,199	\$0	\$2,199	\$0	\$2,199

Amenities

In-Unit		Security	Services
Blinds	Carpeting	Intercom (Buzzer)	None
Central A/C	Coat Closet	Limited Access	
Dishwasher	Garbage Disposal		
Microwave	Oven		
Refrigerator	Vinyl Plank Flooring		
Walk-In Closet			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Elevators	Exercise Facility		
Garage	Central Laundry		
Off-Street Parking	Playground		

Comments

The property does not keep a waiting list but works on a first come first serve basis. Of the ten vacant units, four are pre-leased.

Trend Report

Vacancy Rates

1Q23	2Q23	3Q23	1Q24
0.0%	2.7%	2.0%	3.9%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	1	0.0%	\$1,232	\$0	\$1,232	\$1,232
2023	2	N/A	\$1,232	\$0	\$1,232	\$1,232
2023	3	N/A	\$1,308	\$0	\$1,308	\$1,308
2024	1	0.0%	\$1,308	\$0	\$1,308	\$1,308

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	1	N/A	\$1,466	\$0	\$1,466	\$1,466
2023	2	N/A	\$1,466	\$0	\$1,466	\$1,466
2023	3	N/A	\$1,558	\$0	\$1,558	\$1,558
2024	1	N/A	\$1,558	\$0	\$1,558	\$1,558

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	1	N/A	\$1,682	\$0	\$1,682	\$1,682
2023	2	N/A	\$1,682	\$0	\$1,682	\$1,682
2023	3	N/A	\$1,789	\$0	\$1,789	\$1,789
2024	1	N/A	\$1,789	\$0	\$1,789	\$1,789

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	1	0.0%	\$1,151	\$0	\$1,151	\$1,151
2023	2	N/A	\$1,151	\$0	\$1,151	\$1,151
2023	3	N/A	\$1,221	\$0	\$1,221	\$1,221
2024	1	0.0%	\$1,221	\$0	\$1,221	\$1,221

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	1	N/A	\$1,499	\$0	\$1,499	\$1,499
2023	2	N/A	\$1,499	\$0	\$1,499	\$1,499
2023	3	N/A	\$1,590	\$0	\$1,590	\$1,590
2024	1	N/A	\$1,590	\$0	\$1,590	\$1,590

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	1	0.0%	\$1,786	\$0	\$1,786	\$1,786
2023	2	N/A	\$1,786	\$0	\$1,786	\$1,786
2023	3	N/A	\$1,892	\$0	\$1,892	\$1,892
2024	1	N/A	\$1,897	\$0	\$1,897	\$1,897

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	1	0.0%	\$2,052	\$0	\$2,052	\$2,052
2023	2	N/A	\$2,052	\$0	\$2,052	\$2,052
2023	3	N/A	\$2,189	\$0	\$2,189	\$2,189
2024	1	0.0%	\$2,189	\$0	\$2,189	\$2,189

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	1	N/A	\$1,400	\$0	\$1,400	\$1,400
2023	2	N/A	\$1,400	\$0	\$1,400	\$1,400
2023	3	N/A	\$1,485	\$0	\$1,485	\$1,485
2024	1	N/A	\$1,485	\$0	\$1,485	\$1,485

Trend: @80%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	1	N/A	\$1,655	\$0	\$1,655	\$1,655
2023	2	N/A	\$1,655	\$0	\$1,655	\$1,655
2023	3	N/A	\$2,156	\$0	\$2,156	\$2,156
2024	1	N/A	\$2,156	\$0	\$2,156	\$2,156

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	1	N/A	\$2,427	\$0	\$2,427	\$2,427
2023	2	N/A	\$2,427	\$0	\$2,427	\$2,427
2023	3	N/A	\$2,199	\$0	\$2,199	\$2,199
2024	1	N/A	\$2,199	\$0	\$2,199	\$2,199

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2023	1	N/A	\$1,495	\$0	\$1,495	\$1,495
2023	2	N/A	\$1,495	\$0	\$1,495	\$1,495
2023	3	N/A	\$1,725	\$0	\$1,725	\$1,725
2024	1	N/A	\$1,725	\$0	\$1,725	\$1,725

Trend: Comments

- 1Q23 The property representative was able to confirm rents and vacancies at the property and stated the property was 100 percent occupied and rents have not been raised to the maximum allowable levels. The property opened in 2020 and took approximately one year to lease-up. There are currently 45 tenants utilizing Housing Choice Vouchers as well. The representative stated that the property has not tested the maximum allowable levels yet due to ongoing effects from the Covid-19 Pandemic.
- 2Q23 The property representative stated they were 97 percent occupied and 98 percent leased but could not confirm which units were vacant. The rents have not changed since our previous interview but the representative stated they thought rents may increase with the new income limits that are released in 2023. The property has no waiting list and works on a first come first serve basis.
- 3Q23 The property does not keep a waiting list but works on a first come first serve basis.
- 1Q24 The property does not keep a waiting list but works on a first come first serve basis. Of the ten vacant units, four are pre-leased.

Photos



PROPERTY PROFILE REPORT

Crystal Flats

Effective Rent Date	2/15/2024
Location	505 18th St. S Arlington, VA 22202 Arlington County
Distance	0.1 miles
Units	199
Vacant Units	17
Vacancy Rate	8.5%
Type	Highrise (11 stories)
Year Built/Renovated	2016 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	N/A
Tenant Characteristics	N/A
Contact Name	Property Manager
Phone	202-918-4634



Market Information

Program	Market
Annual Turnover Rate	N/A
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	N/A
Annual Chg. in Rent	None reported
Concession	\$1,000 off first month's rent
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Highrise (11 stories)	N/A	726	\$2,393	\$83	Market	No	4	N/A	N/A	None
1	1	Highrise (11 stories)	N/A	630	\$2,264	\$83	Market	No	1	N/A	N/A	None
1	1	Highrise (11 stories)	N/A	713	\$2,433	\$83	Market	No	2	N/A	N/A	None
1	1	Highrise (11 stories)	N/A	798	\$2,460	\$83	Market	No	3	N/A	N/A	None
1.5	1	Highrise (11 stories)	N/A	980	\$2,974	\$83	Market	No	2	N/A	N/A	None
2	2	Highrise (11 stories)	N/A	953	\$3,338	\$83	Market	No	1	N/A	N/A	None
2	2	Highrise (11 stories)	N/A	992	\$3,035	\$83	Market	No	3	N/A	N/A	None
2	2	Highrise (11 stories)	N/A	1,221	\$3,395	\$83	Market	No	1	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$2,393	\$83	\$2,310	\$0	\$2,310
1BR / 1BA	\$2,264 - \$2,460	\$83	\$2,181 - \$2,377	\$0	\$2,181 - \$2,377
1.5BR / 1BA	\$2,974	\$83	\$2,891	\$0	\$2,891
2BR / 2BA	\$3,035 - \$3,395	\$83	\$2,952 - \$3,312	\$0	\$2,952 - \$3,312

Crystal Flats, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpet/Hardwood	Central A/C	Limited Access	
Dishwasher	Garbage Disposal		
Microwave	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Bike Storage	Business Center/Computer Lab	None	None
Clubhouse/Meeting Room/Community	Concierge		
Courtyard	Elevators		
Exercise Facility	Garage(\$150.00)		
On-Site Management	Picnic Area		
Recreation Areas	Rooftop Deck		
Swimming Pool			

Comments

The rents and vacancy shown were obtained from the property's website. The property is currently offering \$1,000 off the first month's rent.

Photos



PROPERTY PROFILE REPORT

Oakland Apartments

Effective Rent Date	1/12/2024
Location	3710 Columbia Pike Arlington, VA 22204 Arlington County
Distance	2.3 miles
Units	245
Vacant Units	3
Vacancy Rate	1.2%
Type	Garden (3 stories)
Year Built/Renovated	1956 / 2013
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Out of state university professionals and students, military and Pentagon workers
Contact Name	Ida
Phone	703-574-3785



Market Information

Program	Market
Annual Turnover Rate	20%
Units/Month Absorbed	N/A
HCV Tenants	1%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased three to five percent
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Garden (3 stories)	N/A	400	\$1,375	\$0	Market	No	0	N/A	N/A	HIGH
0	1	Garden (3 stories)	44	400	\$1,300	\$0	Market	No	1	2.3%	N/A	LOW
1	1	Garden (3 stories)	N/A	600	\$1,580	\$0	Market	No	0	N/A	N/A	HIGH
1	1	Garden (3 stories)	79	600	\$1,490	\$0	Market	No	1	1.3%	N/A	LOW
2	1	Garden (3 stories)	N/A	900	\$1,940	\$0	Market	No	0	N/A	N/A	HIGH
2	1	Garden (3 stories)	80	900	\$1,885	\$0	Market	No	1	1.3%	N/A	LOW
3	1	Garden (3 stories)	N/A	1,200	\$2,300	\$0	Market	No	0	N/A	N/A	HIGH
3	1	Garden (3 stories)	42	1,200	\$2,235	\$0	Market	No	0	0.0%	N/A	LOW

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$1,300 - \$1,375	\$0	\$1,300 - \$1,375	-\$75	\$1,225 - \$1,300
1BR / 1BA	\$1,490 - \$1,580	\$0	\$1,490 - \$1,580	-\$92	\$1,398 - \$1,488
2BR / 1BA	\$1,885 - \$1,940	\$0	\$1,885 - \$1,940	-\$115	\$1,770 - \$1,825
3BR / 1BA	\$2,235 - \$2,300	\$0	\$2,235 - \$2,300	-\$139	\$2,096 - \$2,161

Oakland Apartments, continued

Amenities

In-Unit		Security	Services
Blinds	Carpeting	Intercom (Buzzer)	None
Coat Closet	Dishwasher	Limited Access	
Exterior Storage	Ceiling Fan		
Garbage Disposal	Oven		
Refrigerator	Wall A/C		
Property		Premium	Other
Exercise Facility	Central Laundry	None	None
Off-Street Parking	On-Site Management		
Playground			

Comments

The contact reported three current vacancies. The property offers one off-street parking space per unit for a total of 245 off-street parking spaces, which is included in rent. The property accepts Housing Choice Vouchers, but only two tenants have voucher assistance. The range in rents depends on a number of factors including its location within the property and the presence of a patio.

Oakland Apartments, continued

Trend Report

Vacancy Rates

2Q21	3Q22	4Q23	1Q24
4.9%	2.9%	1.2%	1.2%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	2	N/A	\$1,330	\$0	\$1,330	\$1,238
2022	3	2.5%	\$1,330	\$0	\$1,330	\$1,238
2023	4	1.3%	\$1,505	\$0	\$1,505	\$1,413
2024	1	N/A	\$1,490 - \$1,580	\$0	\$1,490 - \$1,580	\$1,398 - \$1,488

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	2	N/A	\$1,665	\$65	\$1,600	\$1,485
2022	3	2.5%	\$1,635	\$65	\$1,570	\$1,455
2023	4	1.3%	\$1,910	\$0	\$1,910	\$1,795
2024	1	N/A	\$1,885 - \$1,940	\$0	\$1,885 - \$1,940	\$1,770 - \$1,825

3BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	2	N/A	\$1,970	\$0	\$1,970	\$1,831
2022	3	2.4%	\$1,970	\$0	\$1,970	\$1,831
2023	4	0.0%	\$2,235	\$0	\$2,235	\$2,096
2024	1	N/A	\$2,235 - \$2,300	\$0	\$2,235 - \$2,300	\$2,096 - \$2,161

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	2	N/A	\$1,140	\$0	\$1,140	\$1,065
2022	3	4.5%	\$1,140	\$0	\$1,140	\$1,065
2023	4	2.3%	\$1,315	\$0	\$1,315	\$1,240
2024	1	N/A	\$1,300 - \$1,375	\$0	\$1,300 - \$1,375	\$1,225 - \$1,300

Trend: Comments

2Q21	The property offers one off-street parking space per unit for a total of 245 off-street parking spaces. There is no additional fee associated with off-street parking. The property is offering a special in the form of reduced rents on two-bedroom units only. Two-bedroom units are currently renting for \$1,600 per month.
3Q22	The property offers one off-street parking space per unit for a total of 245 off-street parking spaces. The property does not accept Housing Choice Vouchers. Management noted occupancy has remained stable this past year.
4Q23	The contact reported three current vacancies. The property offers one off-street parking space per unit for a total of 245 off-street parking spaces, which is included in rent. The property accepts Housing Choice Vouchers, but the contact could not provide utilization.
1Q24	The contact reported three current vacancies. The property offers one off-street parking space per unit for a total of 245 off-street parking spaces, which is included in rent. The property accepts Housing Choice Vouchers, but only two tenants have voucher assistance. The range in rents depends on a number of factors including its location within the property and the presence of a patio.

Photos



PROPERTY PROFILE REPORT

Riverhouse Apartments

Effective Rent Date	2/16/2024
Location	1400 South Joyce Street Arlington, VA 22202 Arlington County
Distance	0.7 miles
Units	1,670
Vacant Units	91
Vacancy Rate	5.4%
Type	Highrise (17 stories)
Year Built/Renovated	1958 / 2010
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Crystal House, Crystal Towers
Tenant Characteristics	Mixed tenancy
Contact Name	Toni
Phone	703-521-7900



Market Information

Program	Market
Annual Turnover Rate	30%
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	Within two months
Annual Chg. in Rent	Decreased four or increased seven percent
Concession	\$1,000 off first month's rent
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Highrise (17 stories)	N/A	548	\$1,800	\$83	Market	No	N/A	N/A	N/A	AVG*
0	1	Highrise (17 stories)	N/A	610	\$1,900	\$83	Market	No	N/A	N/A	N/A	HIGH*
0	1	Highrise (17 stories)	N/A	485	\$1,700	\$83	Market	No	N/A	N/A	N/A	LOW*
1	1	Highrise (17 stories)	N/A	785	\$2,050	\$83	Market	No	N/A	N/A	N/A	AVG*
1	1	Highrise (17 stories)	N/A	865	\$2,200	\$83	Market	No	N/A	N/A	N/A	HIGH*
1	1	Highrise (17 stories)	N/A	705	\$1,900	\$83	Market	No	N/A	N/A	N/A	LOW*
2	2	Highrise (17 stories)	N/A	1,188	\$2,400	\$83	Market	No	N/A	N/A	N/A	AVG*
2	2	Highrise (17 stories)	N/A	1,245	\$2,600	\$83	Market	No	N/A	N/A	N/A	HIGH*
2	2	Highrise (17 stories)	N/A	1,130	\$2,200	\$83	Market	No	N/A	N/A	N/A	LOW*
3	2	Highrise (17 stories)	N/A	1,495	\$2,700	\$83	Market	No	N/A	N/A	N/A	AVG*
3	2	Highrise (17 stories)	N/A	1,495	\$2,800	\$83	Market	No	N/A	N/A	N/A	HIGH*
3	2	Highrise (17 stories)	N/A	1,495	\$2,600	\$83	Market	No	N/A	N/A	N/A	LOW*

Riverhouse Apartments, continued

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$1,700 - \$1,900	\$83	\$1,617 - \$1,817	\$26	\$1,643 - \$1,843
1BR / 1BA	\$1,900 - \$2,200	\$83	\$1,817 - \$2,117	\$26	\$1,843 - \$2,143
2BR / 2BA	\$2,200 - \$2,600	\$83	\$2,117 - \$2,517	\$26	\$2,143 - \$2,543
3BR / 2BA	\$2,600 - \$2,800	\$83	\$2,517 - \$2,717	\$26	\$2,543 - \$2,743

Amenities

In-Unit		Security	Services
Blinds	Carpeting	Intercom (Buzzer)	None
Central A/C	Coat Closet	Limited Access	
Dishwasher	Exterior Storage(\$55.00)		
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Vinyl Plank Flooring		
Walk-In Closet			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Jogging trail
Community Garden	Concierge		
Elevators	Exercise Facility		
Garage(\$150.00)	Central Laundry		
Off-Street Parking(\$100.00)	On-Site Management		
Pet Park	Picnic Area		
Playground	Rooftop Deck		
Sauna	Swimming Pool		
Tennis Court			

Comments

The property consists of three buildings, two of which are 17 stories and the other is 14 stories. The property accepts Housing Choice Vouchers; however, the contact was unable to report the number of tenants utilizing them. The contact stated that garage parking and exterior storage are available to rent for monthly fees of \$150 and \$55, respectively. Surface parking is \$100 per month. Of the 91 vacant units, 18 are pre-leased.

Trend Report

Vacancy Rates

1Q14	4Q18	3Q23	1Q24
5.0%	8.2%	4.5%	5.4%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	1	N/A	\$1,290 - \$1,966	\$0	\$1,290 - \$1,966	\$1,316 - \$1,992
2018	4	N/A	\$1,524 - \$1,940	\$0	\$1,524 - \$1,940	\$1,550 - \$1,966
2023	3	N/A	\$2,087 - \$2,215	\$87 - \$92	\$2,000 - \$2,123	\$2,026 - \$2,149
2024	1	N/A	\$1,900 - \$2,200	\$83	\$1,817 - \$2,117	\$1,843 - \$2,143

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	1	N/A	\$1,701 - \$2,635	\$0	\$1,701 - \$2,635	\$1,727 - \$2,661
2018	4	N/A	\$2,120 - \$2,440	\$0	\$2,120 - \$2,440	\$2,146 - \$2,466
2023	3	N/A	\$2,685 - \$2,735	\$112 - \$114	\$2,573 - \$2,621	\$2,599 - \$2,647
2024	1	N/A	\$2,200 - \$2,600	\$83	\$2,117 - \$2,517	\$2,143 - \$2,543

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	1	N/A	\$3,469	\$0	\$3,469	\$3,495
2018	4	N/A	\$3,205 - \$3,350	\$0	\$3,205 - \$3,350	\$3,231 - \$3,376
2023	3	N/A	N/A	\$0	N/A	N/A
2024	1	N/A	\$2,600 - \$2,800	\$83	\$2,517 - \$2,717	\$2,543 - \$2,743

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	1	N/A	\$1,065 - \$1,423	\$0	\$1,065 - \$1,423	\$1,091 - \$1,449
2018	4	N/A	\$1,395 - \$1,448	\$0	\$1,395 - \$1,448	\$1,421 - \$1,474
2023	3	N/A	\$1,682 - \$1,730	\$70 - \$72	\$1,612 - \$1,658	\$1,638 - \$1,684
2024	1	N/A	\$1,700 - \$1,900	\$83	\$1,617 - \$1,817	\$1,643 - \$1,843

Trend: Comments

- 1Q14 The property does not accept Housing Choice Vouchers. The property has 400 garage parking spaces and 1,500 off-street surface parking spaces. Off-street surface parking spaces are \$50 per month while garage parking is \$90 per month. There is no free parking offered at the property. The property has six tennis courts. The property also has three buildings two are 17 floors and the other is 14 floors. The contact was not able to provide a break down of vacant units. Higher rent is charged for square footage and level in building. Exterior storage units are an additional \$55 per month.
- 4Q18 The property does not accept Housing Choice Vouchers. The property is offering to waive the amenity fee (\$500) for new tenants. Since 2014, the rent ranged from a decrease of 7.4 to an increase of 24.6 percent. The property has 400 garage parking spaces and 1,500 off-street surface parking spaces. Off-street surface parking spaces are \$50 per month while garage parking is \$90 per month. There is no free parking offered at the property. The property has six tennis courts. The property also has three buildings two are 17 floors and the other is 14 floors. The contact was not able to provide a break down of vacant units. Higher rent is charged for square footage and level in building. Exterior storage units are an additional \$55 per month.
- 3Q23 The property consists of three buildings, two of which are 17 stories and the other is 14 stories. The property accepts Housing Choice Vouchers; however, the contact was unable to report the number of tenants utilizing them. The contact noted that 44 of the vacant units are pre-leased. The contact was only able to provide rents for units that are currently available. The contact stated that garage parking and exterior storage are available to rent for monthly fees of \$150 and \$55, respectively.
- 1Q24 The property consists of three buildings, two of which are 17 stories and the other is 14 stories. The property accepts Housing Choice Vouchers; however, the contact was unable to report the number of tenants utilizing them. The contact stated that garage parking and exterior storage are available to rent for monthly fees of \$150 and \$55, respectively. Surface parking is \$100 per month. Of the 91 vacant units, 18 are pre-leased.

Photos



PROPERTY PROFILE REPORT

The Paramount Apartments

Effective Rent Date	2/15/2024
Location	1425 South Eads Street Arlington, VA 22202 Arlington County
Distance	0.3 miles
Units	135
Vacant Units	4
Vacancy Rate	3.0%
Type	Highrise (16 stories)
Year Built/Renovated	1984 / 2011
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	The Bennington, The Lenox Club
Tenant Characteristics	Mixed tenancy
Contact Name	Kristy
Phone	855-909-3652



Market Information

Program	Market
Annual Turnover Rate	37%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Changes daily
Concession	\$750 off first month for 2BRs
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Highrise (16 stories)	N/A	790	\$2,113	\$0	Market	No	0	N/A	N/A	None
2	1.5	Highrise (16 stories)	N/A	1,000	\$2,825	\$63	Market	No	2	N/A	N/A	None
2	1.5	Highrise (16 stories)	N/A	1,040	\$2,698	\$63	Market	No	1	N/A	N/A	None
2	2	Highrise (16 stories)	N/A	1,040	N/A	\$0	Market	No	0	N/A	N/A	None
2	2	Highrise (16 stories)	N/A	1,217	\$2,856	\$63	Market	No	1	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$2,113	\$0	\$2,113	\$26	\$2,139
2BR / 1.5BA	\$2,698 - \$2,825	\$63	\$2,635 - \$2,762	\$26	\$2,661 - \$2,788
2BR / 2BA	\$2,856	\$0 - \$63	\$2,793	\$26	\$2,819

The Paramount Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher	Video Surveillance	
Exterior Storage(\$35.00)	Microwave		
Oven	Refrigerator		
Vinyl Plank Flooring	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Basketball Court	Business Center/Computer Lab	None	Racquetball
Clubhouse/Meeting Room/Community	Commercial/Retail		
Concierge	Elevators		
Exercise Facility	Garage(\$100.00)		
Off-Street Parking	On-Site Management		
Picnic Area	Recreation Areas		
Rooftop Deck	Sport Court		
Wi-Fi			

Comments

The property utilizes a LRO pricing system, where rents change daily. Management reported that a single garage parking space is \$100 per month and an additional parking space is \$135 per month. There is no free parking available at the property. The property accepts Housing Choice Vouchers; however, the contact stated that none are currently in use. The contact stated that exterior storage is available for tenants to rent from \$35 to \$55 per month, depending on size. The rent for the two-bedroom two-bathroom 1,040 square foot units was not available. Concessions of \$750 off the first month's rent is only being offered on some unit types.

The Paramount Apartments, continued

Trend Report

Vacancy Rates

1Q14	4Q18	3Q23	1Q24
10.4%	1.5%	0.7%	3.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	1	N/A	\$1,830 - \$1,980	\$0	\$1,830 - \$1,980	\$1,856 - \$2,006
2018	4	N/A	\$1,807 - \$2,000	\$0	\$1,807 - \$2,000	\$1,833 - \$2,026
2023	3	N/A	\$2,226	\$0	\$2,226	\$2,252
2024	1	N/A	\$2,113	\$0	\$2,113	\$2,139

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	1	N/A	\$2,245 - \$2,530	\$0	\$2,245 - \$2,530	\$2,271 - \$2,556
2018	4	N/A	\$2,162 - \$2,530	\$0	\$2,162 - \$2,530	\$2,188 - \$2,556
2023	3	N/A	\$2,825	\$0	\$2,825	\$2,851
2024	1	N/A	\$2,698 - \$2,825	\$63	\$2,635 - \$2,762	\$2,661 - \$2,788

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	1	N/A	\$2,397 - \$2,715	\$0	\$2,397 - \$2,715	\$2,423 - \$2,741
2018	4	N/A	\$2,460 - \$2,646	\$0	\$2,460 - \$2,646	\$2,486 - \$2,672
2023	3	N/A	\$2,757	\$0	\$2,757	\$2,783
2024	1	N/A	\$2,856	\$0 - \$63	\$2,793	\$2,819

Trend: Comments

1Q14	Management reported that all one-bedroom units measure 790 square feet, with the range in rents due to the view premium. Management reported that a single garage parking space is \$75 per month and that a second parking space is \$100 per month. There is no free parking available at the property. The contact reported that one exterior storage unit is included in the cost of rent. The property has a racquetball court. Higher rents are due to the floor and view.
4Q18	Most units have been renovated to include stainless steel appliances and wood flooring. All units will be renovated upon vacancy. The property utilizes a LRO pricing system, the rents increased or decreased within two percent since 2014. Management reported that all one-bedroom units measure 790 square feet, with the range in rents due to the view premium. Management reported that a single garage parking space is \$75 per month and that a second parking space is \$100 per month. There is no free parking available at the property. The contact reported that one exterior storage unit is included in the cost of rent. The property has a racquetball court. Higher rents are due to the floor and view. The property is waiving half of the \$600 move-in amenity fee.
3Q23	The property utilizes a LRO pricing system, where rents change daily. Management reported that a single garage parking space is \$100 per month and an additional parking space is \$135 per month. There is no free parking available at the property. The property accepts Housing Choice Vouchers; however, the contact stated that none are currently in use. Two-bedroom, two-bathroom rents reflect the last unit leased. The contact stated that exterior storage is available for tenants to rent from \$35 to \$55 per month, depending on size. The contact stated that 1,000-square foot units are more expensive than 1,217-square foot units due to availability.
1Q24	The property utilizes a LRO pricing system, where rents change daily. Management reported that a single garage parking space is \$100 per month and an additional parking space is \$135 per month. There is no free parking available at the property. The property accepts Housing Choice Vouchers; however, the contact stated that none are currently in use. The contact stated that exterior storage is available for tenants to rent from \$35 to \$55 per month, depending on size. The rent for the two-bedroom two-bathroom 1,040 square foot units was not available. Concessions of \$750 off the first month's rent is only being offered on some unit types.

Photos



PROPERTY PROFILE REPORT

Trove

Effective Rent Date 1/09/2024
Location 1201 S Ross Street
 Arlington, VA 22204
 Arlington County
Distance 1.3 miles
Units 401
Vacant Units 11
Vacancy Rate 2.7%
Type Highrise (7 stories)
Year Built/Renovated 2020 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors N/A
Tenant Characteristics N/A
Contact Name Kristy
Phone (888) 351-3608



Market Information

Program Market
Annual Turnover Rate N/A
Units/Month Absorbed N/A
HCV Tenants N/A
Leasing Pace Pre-leased to two days
Annual Chg. in Rent N/A
Concession One month free
Waiting List None

Utilities

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

Trove, continued

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Highrise (7 stories)	N/A	504	\$1,866	\$156	Market	No	N/A	N/A	N/A	AVG*
0	1	Highrise (7 stories)	N/A	490	\$1,921	\$160	Market	No	N/A	N/A	N/A	HIGH*
0	1	Highrise (7 stories)	N/A	517	\$1,810	\$151	Market	No	N/A	N/A	N/A	LOW*
1	1	Highrise (7 stories)	N/A	661	\$2,079	\$173	Market	No	N/A	N/A	N/A	AVG*
1	1	Highrise (7 stories)	N/A	718	\$2,219	\$185	Market	No	N/A	N/A	N/A	HIGH*
1	1	Highrise (7 stories)	N/A	603	\$1,939	\$162	Market	No	N/A	N/A	N/A	LOW*
1.5	1	Highrise (7 stories)	N/A	857	\$2,404	\$200	Market	No	N/A	N/A	N/A	AVG*
1.5	1	Highrise (7 stories)	N/A	935	\$2,501	\$208	Market	No	N/A	N/A	N/A	HIGH*
1.5	1	Highrise (7 stories)	N/A	778	\$2,306	\$192	Market	No	N/A	N/A	N/A	LOW*
2	2	Highrise (7 stories)	N/A	977	\$2,729	\$227	Market	No	N/A	N/A	N/A	AVG*
2	2	Highrise (7 stories)	N/A	1,031	\$2,861	\$238	Market	No	N/A	N/A	N/A	HIGH*
2	2	Highrise (7 stories)	N/A	923	\$2,596	\$216	Market	No	N/A	N/A	N/A	LOW*
2.5	2	Highrise (7 stories)	N/A	986	\$3,183	\$265	Market	No	N/A	N/A	N/A	None
3	2	Highrise (7 stories)	N/A	1,184	\$3,271	\$0	Market	No	0	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$1,810 - \$1,921	\$151 - \$160	\$1,659 - \$1,761	\$26	\$1,685 - \$1,787
1BR / 1BA	\$1,939 - \$2,219	\$162 - \$185	\$1,777 - \$2,034	\$26	\$1,803 - \$2,060
1.5BR / 1BA	\$2,306 - \$2,501	\$192 - \$208	\$2,114 - \$2,293	\$26	\$2,140 - \$2,319
2BR / 2BA	\$2,596 - \$2,861	\$216 - \$238	\$2,380 - \$2,623	\$26	\$2,406 - \$2,649
2.5BR / 2BA	\$3,183	\$265	\$2,918	\$26	\$2,944
3BR / 2BA	\$3,271	\$0	\$3,271	\$26	\$3,297

Amenities

In-Unit	Security	Services
Balcony/Patio	Intercom (Buzzer)	Shuttle Service
Central A/C	Limited Access	
Exterior Storage		
Oven		
Vinyl Plank Flooring		
Washer/Dryer		
Blinds		
Dishwasher		
Microwave		
Refrigerator		
Walk-In Closet		
Washer/Dryer hookup		
Property	Premium	Other
Bike Storage	None	None
Courtyard		
EV Charging Station		
Garage(\$150.00)		
Picnic Area		
Sport Court		
Wi-Fi		
Clubhouse/Meeting Room/Community		
Elevators		
Exercise Facility		
On-Site Management		
Rooftop Deck		
Swimming Pool		

Comments

The contact could not estimate the absorption rate or turnover rate at the property.

Photos

