



A MARKET FEASIBILITY STUDY OF:
Commonwealth Lofts 9

A MARKET FEASIBILITY STUDY OF: **COMMONWEALTH LOFTS 9**

20550 Heron Overlook Plaza
Ashburn, Loudoun County, Virginia 20147

Inspection Date: January 11, 2024
Effective Date: January 11, 2024
Report Date: March 13, 2024

Prepared for:
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Assignment Code: 10348631

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March 13, 2024

Cassandra Yochum
SCG Development
8245 Boone Boulevard, Suite 640
Tysons Corner, VA 22182

Re: Market Study for Commonwealth Lofts 9
20550 Heron Overlook Plaza
Ashburn, Loudoun County, Virginia 20147

Dear Cassandra Yochum:

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 Ashburn, Loudoun County, Virginia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project.

The purpose of this market study is to assess the viability of Commonwealth Lofts 9 ("Subject"). The Subject is the 9% portion of a 4%/9% twinning LIHTC overall two-phase development. The Subject component will consist of 47 family units restricted to households earning 30, 40, 50, and 60 percent of the AMI, or less. Five of the Subject's 47 affordable units will benefit from project-based Section 8 subsidy where tenants pay 30 percent of their income towards rent. The overall Commonwealth Lofts development will be a 94-unit affordable family development, with all of the units located in the same building. Both of the Commonwealth Lofts phases will be constructed at the same time. We are concurrently preparing an application appraisal of the Subject property. We have completed no additional prior work on the Subject within the last three years. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions.

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

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

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

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

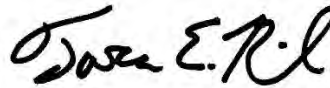
SCG Development is the client in this engagement and intended user of this report. The Stated Purpose of this assignment is for tax credit application purposes. You agree not to use the Report other than for the Stated Purpose, and you agree to indemnify us for any claims, damages, or losses that we 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, SCG Development 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
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A. EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

Subject Site Location:

Commonwealth Lofts 9 (Subject) is the proposed new construction of a 47-unit affordable family development to be funded with Low-Income Housing Tax Credits (LIHTC). The Subject site is a 5.42-acre parcel located at 20550 Heron Overlook Plaza, Ashburn, Virginia 20147. Upon completion, the Subject will consist of one elevator-serviced, midrise structure offering a total of 47 one, two, and three-bedroom apartments. The Subject's units will be restricted to households earning 30, 40, 50, and 60 percent of AMI, or less. Five of the Subject's 47 affordable units will benefit from project-based Section 8 subsidy where tenants pay 30 percent of their income towards rent. Construction is anticipated to begin May 2025 and be complete in October 2026.



Source: Google Maps, January 2024

Surrounding Land Uses:

North of the Subject site are commercial/retail uses including a CVS, restaurants, and a gas station. Farther north is the future site for Commonwealth Center North, which will be a sister property for the Subject offering 507 market rate units. North beyond that are additional commercial/retail uses and George Washington University buildings.

East of the Subject site are commercial and retail uses including a restaurant, an office building, and warehouse space. Farther east are self-storage facilities, additional office buildings, and a Strayer University

location, as well as the site for a proposed 450-unit multifamily development. According to the proposed, approximately 100 units are expected to be affordable.

South of the Subject is vacant land followed by commercial/retail uses including a bank, a flooring store, and several office buildings. Father south is additional vacant land.

West of the Subject site is the One Loudoun Condominiums complex in excellent condition followed by commercial/retail uses including a gas station and an auto inspection station. Farther west are additional condominiums in excellent condition and The Club at One Loudoun, a community center.

Site Description:

The overall Subject site is irregular in shape and has access to Russell Branch Parkway and Loudoun County Parkway. The overall site for the 94-unit Commonwealth Lofts development is 5.42 acres, or 236,157 square feet according to the site plan provided by the client. This parcel has not been subdivided between the phases. The site exhibits level topography and is not located in a floodplain. The Subject building will be a five-story midrise building. The structure will have brick and Hardie panel siding with a flat roof. Upon completion, the Subject will exhibit excellent overall condition.

Scope of Construction:

Construction on the Subject is scheduled to begin in May 2025 and be complete in October 2026.

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%								
2BR/1BA	1,001	2	-	\$941	\$76	\$1,017	\$1,017	\$2,045
@40% (Section 8)								
1BR/1BA	697	1	\$1,790	\$1,790	\$150	\$1,940	\$1,130	\$1,803
2BR/1BA	1,001	2	\$2,090	\$2,090	\$180	\$2,270	\$1,357	\$2,045
3BR/2BA	1,159	2	\$2,531	\$2,531	\$219	\$2,750	\$1,567	\$2,544
@50%								
1BR/1BA	697	4	-	\$1,346	\$67	\$1,413	\$1,413	\$1,803
2BR/1BA	1,001	10	-	\$1,620	\$76	\$1,696	\$1,696	\$2,045
3BR/2BA	1,159	3	-	\$1,875	\$84	\$1,959	\$1,959	\$2,544
@60%								
1BR/1BA	697	4	-	\$1,628	\$67	\$1,695	\$1,695	\$1,803
2BR/1BA	1,001	13	-	\$1,959	\$76	\$2,035	\$2,035	\$2,045
3BR/2BA	1,159	6	-	\$2,267	\$84	\$2,351	\$2,351	\$2,544
Total		47						

*Source of Utility Allowance provided by the Developer

The proposed Subject will target one to five person households earning 30, 40, 50, and 60 percent of the AMI or below. Five of the Subject's 47 affordable units will benefit from project-based Section 8 subsidy where tenants pay 30 percent of their income towards rent.

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%		@40% (Section 8)		@50%		@60%	
1BR	-	-	\$0	\$48,240	\$48,446	\$60,300	\$58,114	\$72,360
2BR	\$34,869	\$40,710	\$0	\$54,280	\$58,149	\$67,850	\$69,771	\$81,420
3BR	-	-	\$0	\$65,120	\$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	Minimum Allowable Income	Maximum Allowable Income
	@30%		@40%		@50%		@60%	
1BR	-	-	\$38,743	\$48,240	\$48,446	\$60,300	\$58,114	\$72,360
2BR	\$34,869	\$40,710	\$46,526	\$54,280	\$58,149	\$67,850	\$69,771	\$81,420
3BR	-	-	\$53,726	\$65,120	\$67,166	\$81,400	\$80,606	\$97,680

Economic Conditions

Employment in the PMA is concentrated in prof/scientific/tech services, healthcare/social assistance, and educational services, which collectively comprise 43.0 percent of local employment. The large share of PMA employment in healthcare/social assistance is notable as this sector typically exhibits greater resilience during economic downturns. Relative to the nation, the PMA features comparatively greater employment in the prof/scientific/tech services, information, and public administration industries. Conversely, the PMA is underrepresented in the manufacturing, healthcare/social assistance, and retail trade 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 October 2023, employment in the MSA is increasing at an annualized rate of 2.4 percent, compared to 1.6 percent growth across the nation.

Primary Market Area

We determined the Primary Market Area (PMA) based on our conversations with local market participants including property managers, as well as our physical inspection of the market. The PMA is generally defined as the communities of Ashburn, Belmont, Dulles Town Center, Potomac Falls, and Sterling. The PMA boundaries are: the Potomac River to the north; State Routes 637, 846, and 28 to the east; State Route 267 to the south; and Goose Creek to the west. The PMA encompasses approximately 41 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 1.8 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 31 percent as of 2023. This is slightly below the estimated 33 percent of renter households across the overall nation. The median income in the PMA as of 2023 is slightly above the MSA and overall nation. According to ESRI demographic projections, population, household, and median income levels are all expected to rise through 2028. Overall, the combination of rising population and median household income bodes well for future demand for multifamily housing.

Vacancy

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

OVERALL VACANCY

Property Name	Program	Tenancy	Total Units	Vacant Units	Vacancy %
Acclaim Of Ashburn	LIHTC	Family	174	0	0.0%
Ashburn Chase	LIHTC	Family	96	4	4.2%
Heronview Apartments	LIHTC	Family	46	0	0.0%
The Fields At Cascades	LIHTC	Family	320	1	0.3%
The Grove At Flynn's Crossing	LIHTC	Family	168	1	0.6%
Atley On The Greenway	Market	Family	496	3	0.6%
BLVD Loudoun Station	Market	Family	357	13	3.6%
Camden Silo Creek	Market	Family	284	7	2.5%
Chase Heritage	Market	Family	236	16	6.8%
Windmill Parc Apartments	Market	Family	437	22	5.0%
LIHTC Total			804	6	0.7%
Market Total			1,810	61	3.4%
Overall Total			2,614	67	2.6%

The comparable properties reported vacancy rates ranging from zero to 6.8 percent, with an overall weighted average of 2.6 percent. Managers at two of the five LIHTC properties reported being fully occupied. The average vacancy rate reported by the affordable comparables was 0.7 percent, well below the 3.4 percent weighted average reported by the market rate properties. All of the market rate properties reported vacancy rates of 6.8 percent or less. Management at Chase Heritage, which reported the highest vacancy rate of 6.8 percent, explained that winter is historically a slow period for the property and that a slightly elevated vacancy rate is typical for this time of year. The average LIHTC vacancy rate of 0.7 percent is considered exceptionally low, and indicative of supply-constrained conditions. Based on the performance of the comparables, we expect the Subject will operate with vacancy 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	OBR	1BR	2BR	3BR
Acclaim Of Ashburn	LIHTC	Family	-	-	0.0%	0.0%
Ashburn Chase	LIHTC	Family	-	10.5%	3.4%	0.0%
Heronview Apartments	LIHTC	Family	-	0.0%	0.0%	0.0%
The Fields At Cascades	LIHTC	Family	-	-	0.0%	1.2%
The Grove At Flynn's Crossing	LIHTC	Family	-	0.0%	0.8%	0.0%
Atley On The Greenway	Market	Family	-	-	-	-
BLVD Loudoun Station	Market	Family	-	-	-	-
Camden Silo Creek	Market	Family	-	0.0%	0.0%	0.0%
Chase Heritage	Market	Family	-	6.7%	7.8%	0.0%
Windmill Parc Apartments	Market	Family	-	-	-	-

As proposed, the Subject will consist of one, two, and three-bedroom units. Vacancy rates in the market average 3.4 percent for one-bedroom units, 1.7 percent for two-bedroom units, and 0.2 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
The Woods At Brambleton Town Center South	LIHTC	Family	Ashburn	2021	55	55	6.8 miles
Ashburn Chase*	LIHTC	Family	Ashburn	2020	96	55	2.1 miles
The Point At Ridgeline	LIHTC	Family	Herndon	2019	293	24	7.0 miles
The Woods At Birchwood	LIHTC	Senior	Ashburn	2019	83	15	7.3 miles
Heronview Apartments*	LIHTC	Family	Sterling	2019	46	30	1.6 miles
Exo Reston	Market	Family	Reston	2018	457	19	8.4 miles
Average Affordable					115	36	
Average Market					457	19	
Overall Average					172	33	

*Comparable Property

We obtained absorption data from six properties, located between 1.6 and 8.4 miles from the Subject site. These properties reported absorption rates ranging from 15 to 55 units per month, with an overall average of 33 units per month. Overall, we expect the proposed Subject will experience an absorption rate of 25 units per month. This equates to an absorption period of approximately four months for the overall development.

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, 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%	0.8%	0.8%
@40% (Section 8)	0.1%	0.2%
@50%	0.5%	0.5%
@60%	0.6%	0.6%
All Units	0.6%	0.8%
Penetration Rate	15.0%	20.5%

These capture rates are reasonable taking into account the other indications of demand such as low vacancy rates and waiting lists reported by the comparable properties. The Demand Analysis illustrates demand for the Subject based on capture rates of income-eligible renter households. This calculation demonstrates that there are approximately 3,015 units of demand in the first year of the Subject's operation based on the annual demand analysis. The Subject will need to accommodate 45 units of demand in order to stabilize at 95 percent occupancy. The demand analysis illustrates adequate demand for the Subject's units.

- The comparable properties reported vacancy rates ranging from zero to 6.8 percent, with an overall weighted average of 2.6 percent. Managers at two of the five LIHTC properties reported being fully occupied. The average vacancy rate reported by the affordable comparables was 0.7 percent, well below the 3.4 percent weighted average reported by the market rate properties. All of the market rate properties reported vacancy rates of 6.8 percent or less. Management at Chase Heritage, which reported the highest vacancy rate of 6.8 percent, explained that winter is historically a slow period for the property and that a slightly elevated vacancy rate is typical for this time of year. The average LIHTC vacancy rate of 0.7 percent is considered exceptionally low, and indicative of supply-constrained conditions. Based on the performance of the comparables, we expect the Subject will operate with vacancy of approximately five percent.
- The Subject is located in Ashburn, Virginia. Ashburn 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	1.5%	2.1%
Project Wide Absorption Period (Months)	2 months	2 months

These capture rates are indicative of moderate demand for the Subject, and upon completion, we anticipate the proposed project will experience strong demand.

Strengths

- The Subject will offer excellent condition as a new construction development, similar to superior to the comparable properties;
- The Subject will offer an elevator-serviced midrise 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, 40, 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

- Weaknesses of the Subject will be its smaller unit sizes and its lack of some in-unit and community amenities such as balconies/patios and a swimming pool found at the majority of the comparable properties.

Recommendations and Overall Conclusion

We have no further recommendations for the development. The Subject will be well-positioned in the market. As a newly constructed property, the Subject will be in similar to superior condition relative to the majority of the comparable properties. The market exhibits strong demand for affordable housing, with a weighted average vacancy rate of 0.7 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, 40, 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 Ashburn, Virginia areas relative to Commonwealth Lofts 9, a proposed 47-unit family LIHTC development.
Developer/Client Information:	The project sponsor is SCG Development, LLC.
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 SCG Development.
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 January 11, 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: Commonwealth Lofts 9 (Subject) is the proposed new construction of a 47-unit affordable family development to be funded with Low-Income Housing Tax Credits (LIHTC). The Subject site is a 5.42-acre parcel located at 20550 Heron Overlook Plaza, Ashburn, Virginia 20147. Upon completion, the Subject will consist of one elevator-serviced, midrise structure offering a total of 47 one, two, and three-bedroom apartments. The Subject's units will be restricted to households earning 30, 40, 50, and 60 percent of AMI, or less. Notable amenities will include bike storage, a business center, central air conditioning, a clubhouse, a community garden, a courtyard, dishwashers, disposals, a fitness center, exterior storage, garages, intercom (buzzer), limited access, microwaves, on-site management, picnic areas, a playground, recreational areas, surface parking, vinyl plank flooring, walk-in closets, and washer/dryers. It should be noted that the Subject will be connected to a second phase, offering 47 LIHTC units and sharing property amenities with the Subject. Construction is anticipated to begin in May 2025 and be complete in October 2026.

Construction Type: The Subject will consist of one five-story elevator-serviced midrise-style residential building. The structure will have a brick and Hardie panel siding with a flat roof. 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 \$34,869 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%								
2BR/1BA	1,001	2	-	\$941	\$76	\$1,017	\$1,017	\$2,045
@40% (Section 8)								
1BR/1BA	697	1	\$1,790	\$1,790	\$150	\$1,940	\$1,130	\$1,803
2BR/1BA	1,001	2	\$2,090	\$2,090	\$180	\$2,270	\$1,357	\$2,045
3BR/2BA	1,159	2	\$2,531	\$2,531	\$219	\$2,750	\$1,567	\$2,544
@50%								
1BR/1BA	697	4	-	\$1,346	\$67	\$1,413	\$1,413	\$1,803
2BR/1BA	1,001	10	-	\$1,620	\$76	\$1,696	\$1,696	\$2,045
3BR/2BA	1,159	3	-	\$1,875	\$84	\$1,959	\$1,959	\$2,544
@60%								
1BR/1BA	697	4	-	\$1,628	\$67	\$1,695	\$1,695	\$1,803
2BR/1BA	1,001	13	-	\$1,959	\$76	\$2,035	\$2,035	\$2,045
3BR/2BA	1,159	6	-	\$2,267	\$84	\$2,351	\$2,351	\$2,544
Total		47						

*Source of Utility Allowance provided by the Developer

Assisted Housing Program: According to the developer, five of the Subject's 47 affordable units will operate with project-based vouchers.

Construction Date: Construction on the Subject is scheduled to begin in May 2025 and be complete in October 2026.

Target Household Income Levels: The proposed Subject will target one to five person households earning 30, 40, 50, and 60 percent of the AMI or below. Additionally, five of the Subject’s 47 affordable units will benefit from project-based Section 8 vouchers where tenants pay 30 percent of their income towards rent.

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%		@40% (Section 8)		@50%		@60%	
1BR	-	-	\$0	\$48,240	\$48,446	\$60,300	\$58,114	\$72,360
2BR	\$34,869	\$40,710	\$0	\$54,280	\$58,149	\$67,850	\$69,771	\$81,420
3BR	-	-	\$0	\$65,120	\$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	Minimum Allowable Income	Maximum Allowable Income
	@30%		@40%		@50%		@60%	
1BR	-	-	\$38,743	\$48,240	\$48,446	\$60,300	\$58,114	\$72,360
2BR	\$34,869	\$40,710	\$46,526	\$54,280	\$58,149	\$67,850	\$69,771	\$81,420
3BR	-	-	\$53,726	\$65,120	\$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 March 5, 2024, and the most recent utility allowance schedule published by the Loudoun County Department of Housing & Community Development, effective as of January 1, 2024.

UTILITY ALLOWANCE			ALLOWANCES BY BEDROOM SIZE				
Utilities	Utility Type	Paid by	Studio	1-bdr	2-bdr	3-bdr	4-bdr
Heating	Gas	Tenant	N/A	\$ 8.16	\$ 8.56	\$ 8.96	N/A
Air Conditioning	Electric	Tenant	N/A	\$ 4.60	\$ 5.35	\$ 6.11	N/A
Cooking	Electric	Tenant	N/A	\$ 3.95	\$ 4.59	\$ 5.23	N/A
Lighting	Electric	Tenant	N/A	\$ 15.78	\$ 18.36	\$ 20.94	N/A
Hot Water	Gas	Owner	N/A	\$ -	\$ -	\$ -	N/A
Water	-	Tenant	N/A	\$ 21.35	\$ 25.33	\$ 29.32	N/A
Sewer	-	Tenant	N/A	\$ 13.37	\$ 13.37	\$ 13.37	N/A
Trash	-	Owner	N/A	\$ -	\$ -	\$ -	N/A
Total UA costs (Unrounded)			\$ -	\$ 67.21	\$ 75.56	\$ 83.92	\$ -

Source: Viridiant, 3/5/24

HOUSING AUTHORITY UTILITY ALLOWANCE

Utility and Source	Paid By	1BR	2BR	3BR
Heating - gas	Tenant	\$33	\$39	\$45
Cooking - electric	Tenant	\$8	\$10	\$12
Electric	Tenant	\$39	\$44	\$49
Air Conditioning - central	Tenant	\$6	\$7	\$9
Hot Water - gas	Landlord	\$13	\$17	\$21
Cold Water	Tenant	\$21	\$27	\$35
Sewer	Tenant	\$29	\$39	\$55
Trash	Landlord	\$22	\$22	\$23
TOTAL - Paid by Landlord		\$35	\$39	\$44
TOTAL - Paid by Tenant		\$136	\$166	\$205
TOTAL - Paid by Tenant Provided by Developer (PBV)		\$150	\$180	\$219
TOTAL - Paid by Tenant Provided by Developer (LIHTC)		\$67	\$76	\$84
% Delta (Developer / Housing Authority) (PBV)		110%	108%	107%
% Delta (Developer / Housing Authority) (LIHTC)		49%	46%	41%

Source: Loudoun County Department of Housing & Community Development, January 2024

The proposed Subject will offer central air conditioning and electric cooking. Heating and water heating will be gas-powered. Tenants will be responsible for the cooking, heating, electric, cold water, and sewer expenses. The landlord will be responsible for the hot water and trash costs. The utility allowances for the Subject’s LIHTC units are based upon a third-party study. Additionally, the Subject’s subsidized units will have a different utility allowance, based on the housing authority utility schedule. However, we have reflected the utility allowance for the LIHTC units throughout the report. We have utilized the hot water values from the housing authority utility allowance, as hot water values were not included in the Viridiant utility schedule.

Unit Mix:

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

UNIT MIX AND SQUARE FOOTAGE

Unit Type	Number of Units	Unit Size (SF)	Net Leasable Area
1BR/1BA	9	697	6,273
2BR/1BA	27	1,001	27,027
3BR/2BA	11	1,159	12,749
Total	47		46,049

Net Leasable Area: 46,049 square feet.

Unit Amenities:

Notable amenities offered by the proposed Subject will include central air conditioning, dishwashers, disposals, exterior storage, microwaves, vinyl plank flooring, walk-in closets, and washer/dryers. Overall, we believe the Subject's unit amenities will be competitive in the market.

Common Area Amenities:

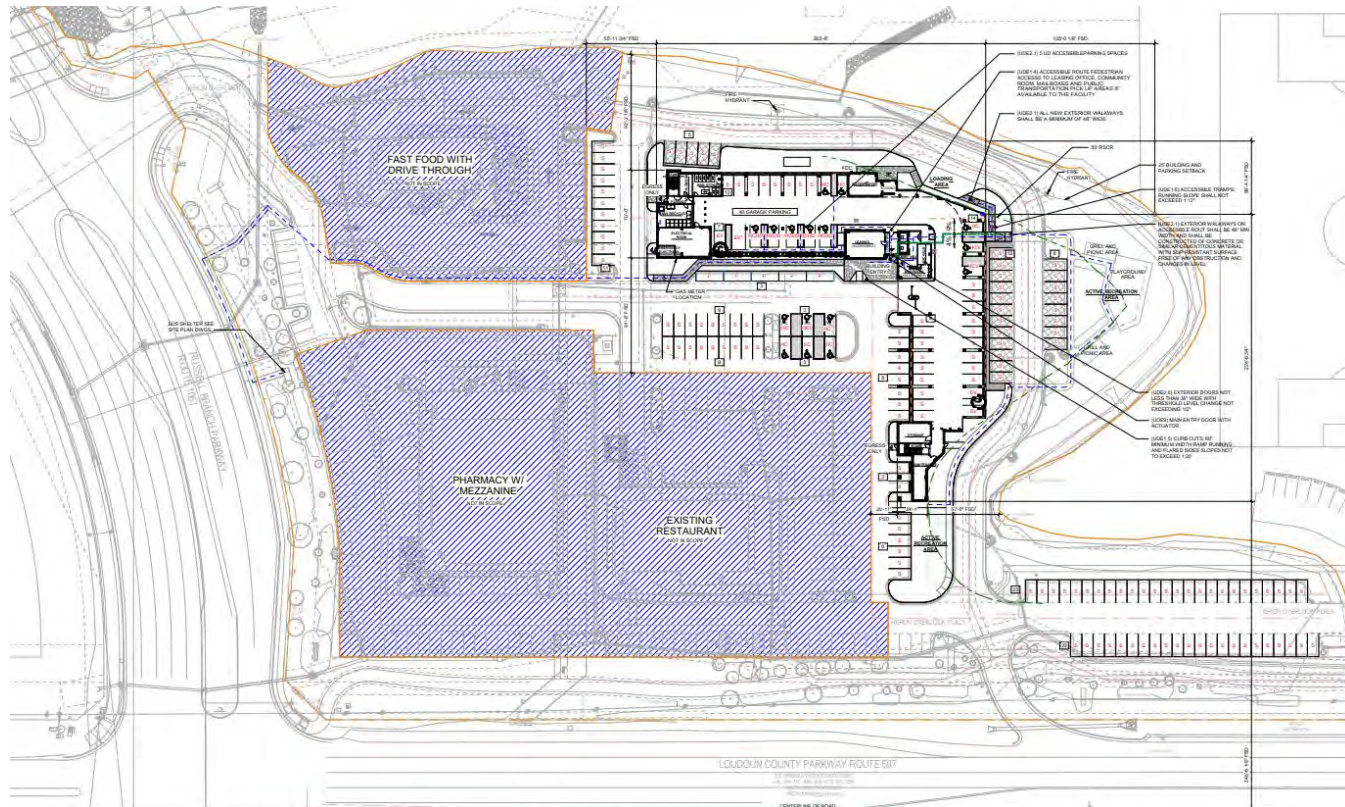
Notable amenities offered by the proposed Subject will include bike storage, a business center, a clubhouse, a community garden, a fitness center, on-site management, picnic areas, a playground, and recreational areas. All of the Subject's property amenities will be shared with the second phase of the overall development.

Parking:

The Subject’s overall development will offer 102 surface parking spaces and 40 garage parking spaces. We assume the Subject will be allocated half of the 142 total parking spaces. We expect the number of parking spaces to be adequate.

Number of Stories and Buildings:	The Subject's five-story elevator-serviced design is superior 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 Davis, Carter, Scott LTD and dated January 31, 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



Description of the Improvements

Commonwealth Lofts 9							
Location	20550 Heron Overlook Plaza Ashburn, VA 20147 Loudoun						
Units	47						
Type	Midrise (5-stories)						
Year Built / Renovated	2026						
Tenant Characteristics	Family						
Utilities							
A/C	not included - central		Other	not included			
Cooking	not included - electric		Water	not included			
Water Heat	included - gas		Sewer	not included			
Heat	not included - gas		Trash	included			
Unit Mix (Face Rent)							
Beds	Bath	Type	Units	Size (SF)	Rent	Restriction	Max Rent?
1	1	Midrise (5-stories)	1	697	\$1,790	@40% (Section 8)	
1	1	Midrise (5-stories)	4	697	\$1,346	@50%	
1	1	Midrise (5-stories)	4	697	\$1,628	@60%	
2	1	Midrise (5-stories)	2	1,001	\$941	@30%	
2	1	Midrise (5-stories)	2	1,001	\$2,090	@40% (Section 8)	
2	1	Midrise (5-stories)	10	1,001	\$1,620	@50%	
2	1	Midrise (5-stories)	13	1,001	\$1,959	@60%	
3	2	Midrise (5-stories)	2	1,159	\$2,531	@40% (Section 8)	
3	2	Midrise (5-stories)	3	1,159	\$1,875	@50%	
3	2	Midrise (5-stories)	6	1,159	\$2,267	@60%	
Amenities							
In-Unit	Blinds Cable/Satellite Carpeting Central/AC Coat Closet Dishwasher Disposal Exterior Storage Microwave Oven Refrigerator Vinyl Plank Flooring Walk-In-Closet Washer / Dryer W/D Hookups		Property	Courtyard Elevators Exercise Facility Garage Parking Picnic Area Playground Recreational Area Surface Parking			
Security	Intercom (Buzzer) Limited Access		Premium				
Services			Other	Bike Storage Business Center Clubhouse Community Garden On-Site Mgmt			
Comments							
All property amenities will be shared with the second phase (Commonwealth Lofts 4) of the overall development.							

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 20550 Heron Overlook Plaza, in Ashburn, VA 20147.
Size:	The overall development site is 5.42 acres, or 236,157 square feet.
Shape:	The Subject site is irregular in shape.
Frontage:	The Subject has frontage along the south side of Russell Branch Parkway.
Topography:	The Subject site exhibits level topography.
Utilities:	All utilities are available to the site.
Visibility/Views:	The Subject site has excellent visibility along Loudoun County Parkway and good visibility along Russell Branch Parkway. To the north, views consist of commercial/retail uses including a CVS, a fast food restaurant, and a gas station. To the east, views consist of vacant land and commercial uses including offices and warehouse space. To the

west, views consist of a restaurant and condominiums in excellent condition. To the south, views consist of vacant land. Overall, visibility is considered good to excellent, and views are average.

Surrounding Land Uses:

North of the Subject site are commercial/retail uses including a CVS, restaurants, and a gas station. Farther north is the future site for Commonwealth Center North, which will be a sister property for the Subject offering 507 market rate units. North beyond that are additional commercial/retail uses and George Washington University buildings. East of the Subject site are commercial and retail uses including a restaurant, an office building, and warehouse space. Farther east are self-storage facilities, additional office buildings, and a Strayer University location, as well as the site for a proposed 450-unit multifamily development. According to the proposed, approximately 100 units are expected to be affordable. South of the Subject is vacant land followed by commercial/retail uses including a bank, a flooring store, and several office buildings. Farther south is additional vacant land. West of the Subject site is the One Loudoun Condominiums complex in excellent condition followed by commercial/retail uses including a gas station and an auto inspection station. Farther west are additional condominiums in excellent condition and The Club at One Loudoun, a community center.

Access and Traffic Flow:

The Subject will be accessed via both Loudoun County Parkway and Russell Branch Parkway. Loudoun County Parkway traverses north/south and provides access to State Route 7 approximately 0.5 miles north of the Subject site and Gloucester Parkway approximately 1.4 miles south of the Subject site. Gloucester Parkway provides access to State Route 28 approximately 1.7 miles southeast of the Subject site. State Route 28 extends south and provides access to State Route 267 approximately 5.9 miles south of the Subject site and Interstate 66 approximately 13.9 miles south of the Subject site. 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 October 23, 2019. According to the report, no evidence of recognized environmental conditions (RECs) was identified in connection with the Subject property. During our site inspection, we walked the Subject's grounds, including the rear of the buildings and the parking lot and did not observe any obvious indicators of environmental contamination. Nonetheless, Novogradac is not an expert in this field and further analysis is beyond the scope of this report.

Detrimental Uses:

No detrimental influences or site nuisances were observed.

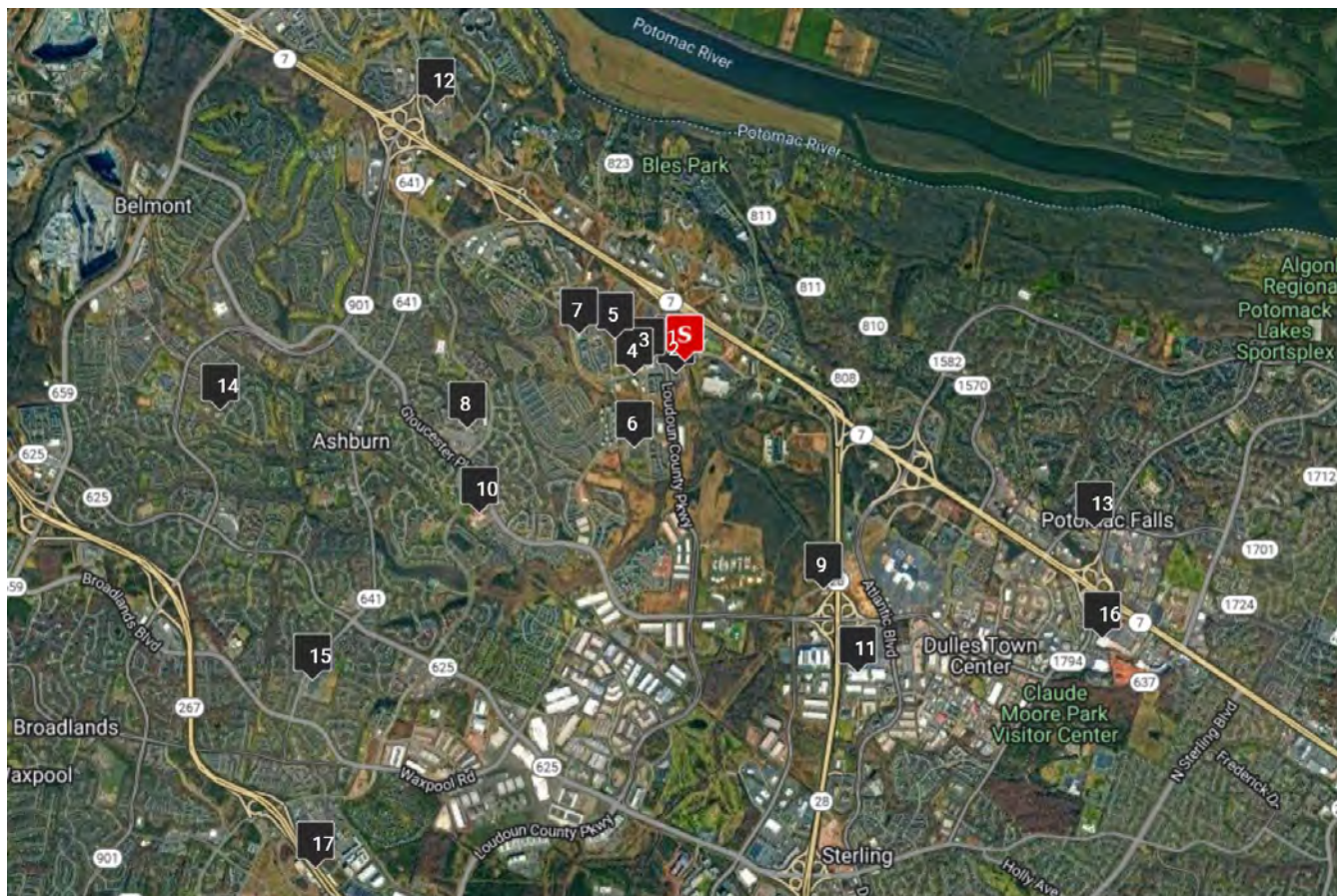
Flood Plain:

According to Flood Insights and Flood Insurance Rate Map Community Panel Number 51107C0265E, dated February 16, 2017, the Subject

site is located in Zone X. Zone X is defined as an area outside 500-year floodplain, which is determined to be outside the 0.2 percent annual chance floodplains.

Locational Amenities:

As shown in the following 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	Drive Time	#	Service or Amenity	Distance to Subject	Drive Time
1	CVS Pharmacy	0.0 miles	3 min	10	Kincora Fire & Rescue Station	1.6 miles	4 min
2	Gas Station/Convenience Store	0.1 miles	2 min	11	Walmart	2.1 miles	8 min
3	Sandy Spring Bank	0.2 miles	3 min	12	Inova Loudoun Hospital	2.3 miles	8 min
4	Bus Stop	0.3 miles	4 min	13	U.S. Post Office	2.7 miles	10 min
5	Steuart W. Weller Elementary School	0.5 miles	4 min	14	Ashburn Library	2.8 miles	12 min
6	Central Park - One Loudoun	0.5 miles	4 min	15	Broad Run High School	2.9 miles	13 min
7	Loudoun County Sheriff's Office	0.7 miles	4 min	16	Target	3.1 miles	10 min
8	Giant Food	1.3 miles	9 min	17	Ashburn Metro Station	3.8 miles	12 min
9	Farmwell Station Middle School	1.5 miles	8 min	-	-	-	-

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	Drive Time	#	Service or Amenity	Distance to Subject	Drive Time
1	CVS Pharmacy	0.0 miles	3 min	10	Kincora Fire & Rescue Station	1.6 miles	4 min
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7	Loudoun County Sheriff's Office	0.7 miles	4 min	16	Target	3.1 miles	10 min
8	Giant Food	1.3 miles	9 min	17	Ashburn Metro Station	3.8 miles	12 min
9	Farmwell Station Middle School	1.5 miles	8 min	-	-	-	-

Public Transportation:

Loudoun County Transit provides bus service throughout Loudoun County. The nearest bus stop is located at Russell Branch Parkway and Wellfleet Drive, approximately 0.3 miles west of the Subject site. This bus stop is serviced by Route 70, which provides access to Leesburg to the northwest and Dulles Town Center to the southeast. Bus fares are \$1.00 for a one-way ticket. WMATA also provides Metro service throughout the Northern Virginia area and into Washington, DC. The closest Metro station to the Subject site is the Ashburn Metro Station, which is located approximately 3.9 miles southwest of the Subject site. Peak fares for the Metro range from \$2.00 to \$6.00.

Crime Statistics:

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

2023 CRIME INDICES

	PMA	MSA
Total Crime*	70	99
Personal Crime*	39	110
Murder	70	139
Rape	62	72
Robbery	43	148
Assault	34	96
Property Crime*	75	97
Burglary	37	70
Larceny	90	101
Motor Vehicle Theft	52	141

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

Total crime indices in the PMA are well-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.

Conclusion:

The Subject site is located in Ashburn, Virginia approximately 0.3 miles south of VA-7. The immediate neighborhood consists of condominiums, single-family homes, and commercial/retail uses. Residential uses in the Subject’s neighborhood are generally in good to excellent condition. A number of retail properties are located directly north/northwest of the Subject site including restaurants, a grocery store, and a bank, as well as a number of local businesses. Commercial areas in Ashburn are approximately 90 percent occupied. The Subject site is designated as “Somewhat Walkable” by Walk Score with a score of 50, indicating some errands can be accomplished on foot. The surrounding housing stock in the Subject’s neighborhood consisting of single-family homes, were constructed prior to 2000 and are in good to excellent condition. According to Zillow, the current median listing price for a home in the Subject’s zip code is approximately \$665,000.

PHOTOGRAPHS OF SUBJECT SITE AND NEIGHBORHOOD



View of Subject site facing north



View of Subject site facing south



View of Subject site facing east



View of Subject site facing west



Fast-food restaurant directly north of Subject site



CVS directly north of Subject site



Restaurant directly west of Subject site



Condominiums west of Subject site



Typical single-family home in Subject's neighborhood



Typical single-family home in Subject's neighborhood



Typical single-family home in Subject's neighborhood



Typical single-family home in Subject's neighborhood



Nearby gas station



Typical commercial/retail use in Subject's neighborhood



Typical commercial/retail uses in Subject's neighborhood



Typical commercial/retail use in Subject's neighborhood



View north along Loudoun County Pkwy.



View south along Loudoun County Pkwy.



View east along Russell Branch Pkwy.



View west along Russell Branch Pkwy.

E. MARKET AREA DEFINITION

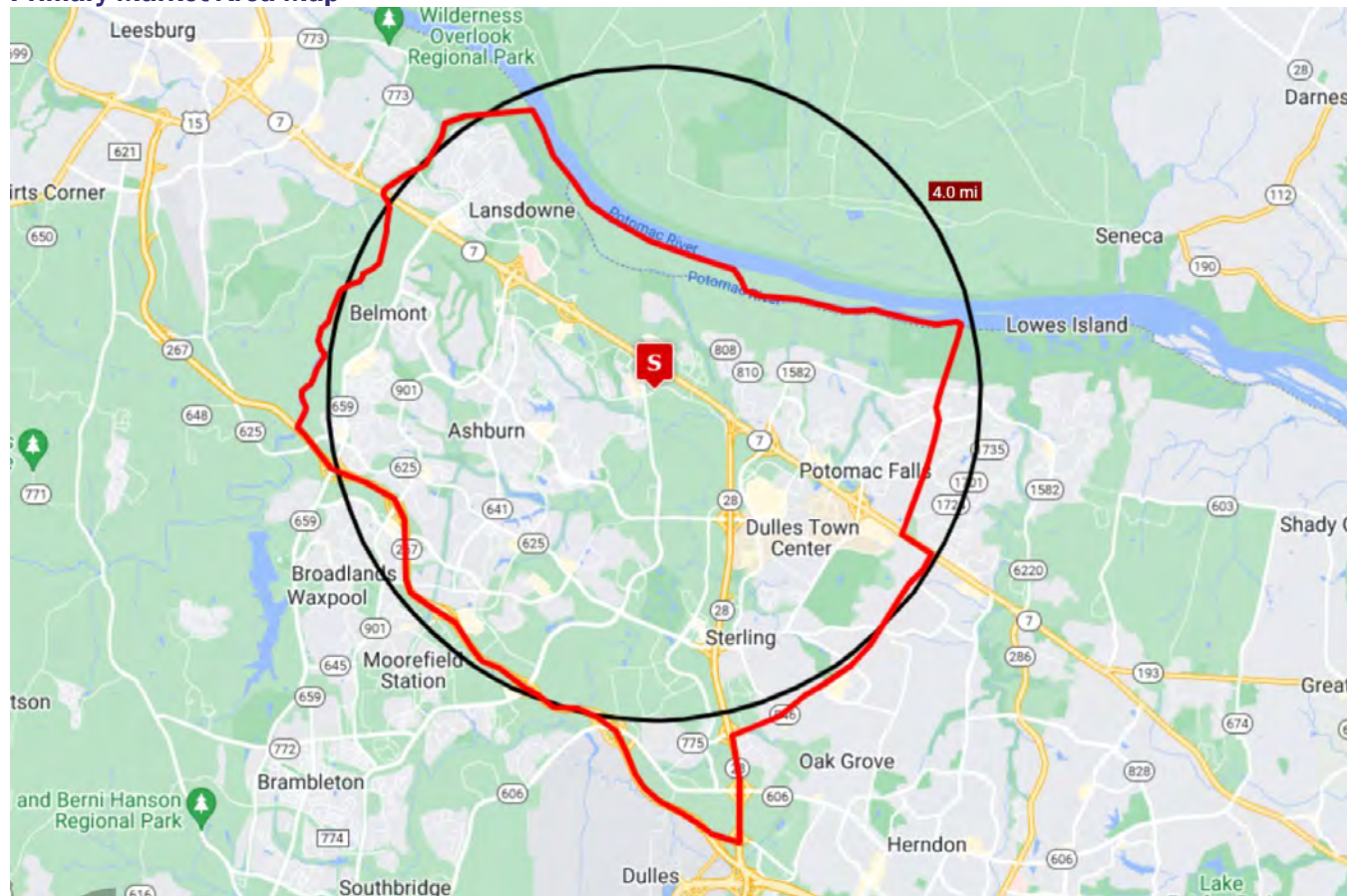
MARKET AREA

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 Ashburn, Belmont, Dulles Town Center, Potomac Falls, and Sterling. The PMA boundaries are: the Potomac River to the north; State Routes 637, 846, and 28 to the east; State Route 267 to the south; and Goose Creek to the west. The PMA encompasses approximately 41 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.

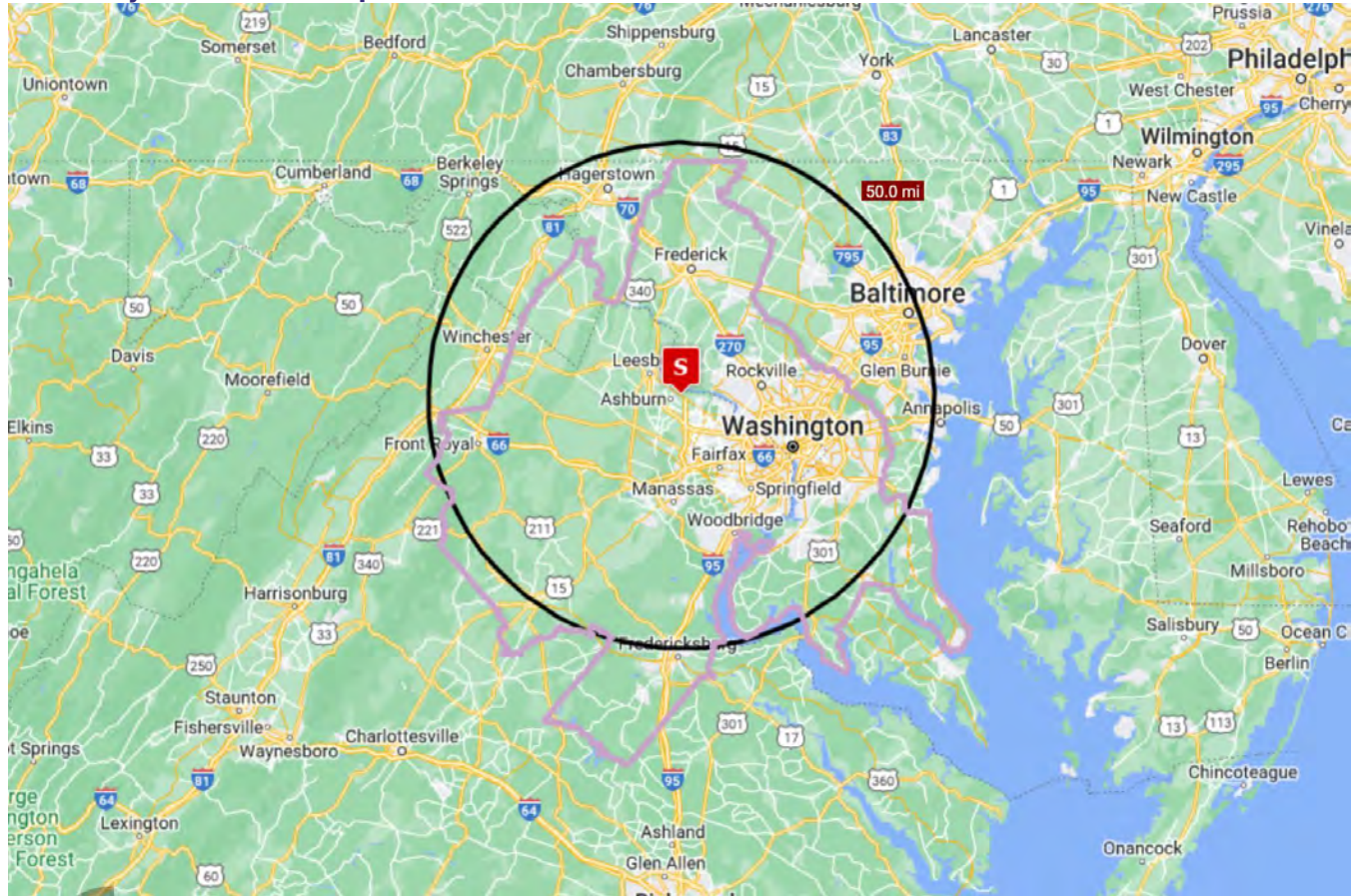
The PMA boundaries and overall market health assessment are based upon analyses of demographic and socioeconomic characteristics, target tenant population, political jurisdictional boundaries, natural boundaries, experience of nearby comparable developments, accessibility to mass transit or key transportation 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.

Primary Market Area Map



Source: Google Maps, January 2024

Secondary Market Area Map



Source: Google Maps, January 2024

F. EMPLOYMENT AND ECONOMY

ECONOMIC ANALYSIS
Employment by Industry

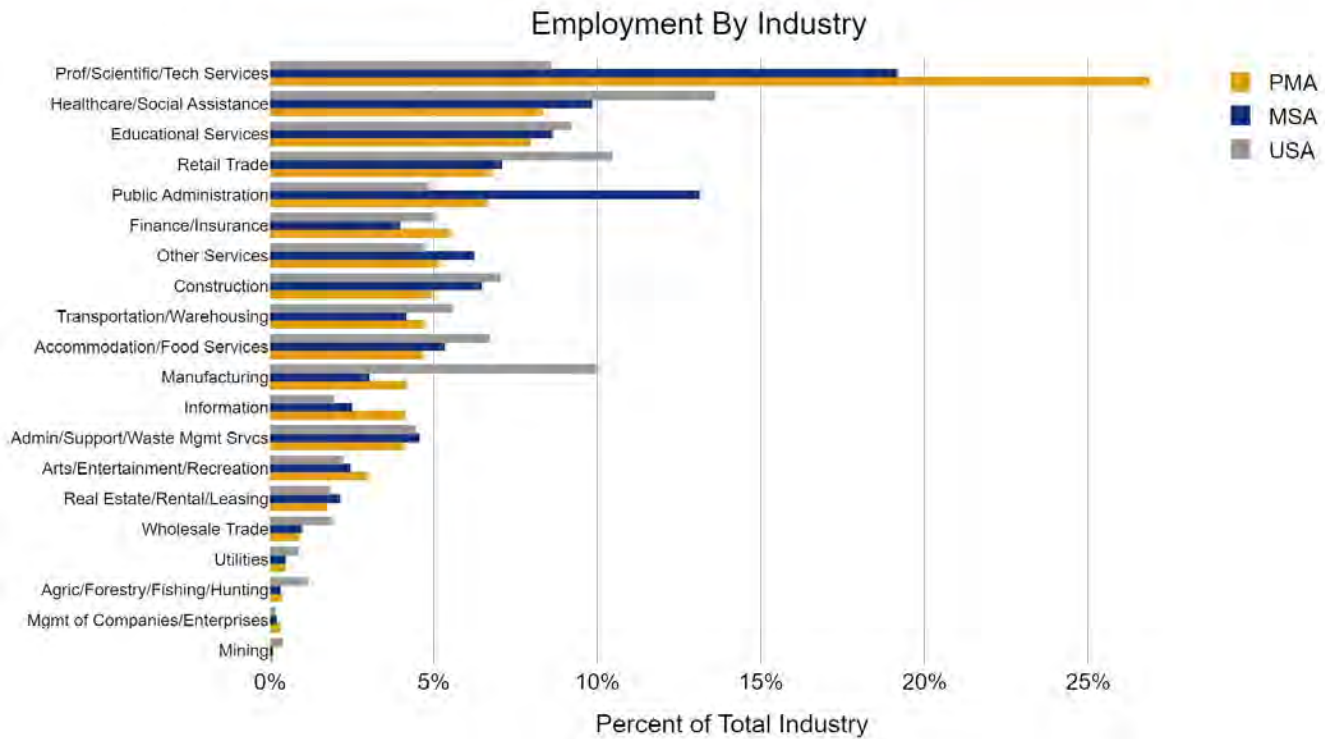
The following table illustrates employment by industry for the PMA and nation as of 2023.

2023 - EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Prof/Scientific/Tech Services	18,450	26.8%	13,955,403	8.6%
Healthcare/Social Assistance	5,710	8.3%	22,115,876	13.6%
Educational Services	5,453	7.9%	14,946,247	9.2%
Retail Trade	4,618	6.7%	16,983,329	10.4%
Public Administration	4,543	6.6%	7,857,180	4.8%
Finance/Insurance	3,760	5.5%	8,135,144	5.0%
Other Services	3,538	5.1%	7,645,568	4.7%
Construction	3,355	4.9%	11,436,301	7.0%
Transportation/Warehousing	3,214	4.7%	9,030,239	5.5%
Accommodation/Food Services	3,181	4.6%	10,883,169	6.7%
Manufacturing	2,848	4.1%	16,269,811	10.0%
Information	2,807	4.1%	3,143,826	1.9%
Admin/Support/Waste Mgmt Svcs	2,791	4.1%	7,195,078	4.4%
Arts/Entertainment/Recreation	2,037	3.0%	3,578,110	2.2%
Real Estate/Rental/Leasing	1,182	1.7%	2,901,274	1.8%
Wholesale Trade	590	0.9%	3,029,965	1.9%
Utilities	305	0.4%	1,335,595	0.8%
Agric/Forestry/Fishing/Hunting	219	0.3%	1,800,335	1.1%
Mgmt of Companies/Enterprises	191	0.3%	216,588	0.1%
Mining	24	0.0%	572,355	0.4%
Total Employment	68,816	100.0%	163,031,393	100.0%

Source: Esri Demographics 2023, Novogradac, January 2024

Employment in the PMA is concentrated in prof/scientific/tech services, healthcare/social assistance, and educational services, which collectively comprise 43.0 percent of local employment. The large share of PMA employment in the healthcare/social assistance industry is notable as this industry is historically stable, and exhibits greater resilience during economic downturns. Relative to the nation, the PMA features comparatively greater employment in the prof/scientific/tech services, information, and public administration industries. Conversely, the PMA is underrepresented in the manufacturing, healthcare/social assistance, and retail trade sectors.



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	11,447	19.5%	18,450	26.8%	7,003	4.7%
Healthcare/Social Assistance	4,901	8.4%	5,710	8.3%	809	1.3%
Educational Services	4,543	7.8%	5,453	7.9%	910	1.5%
Retail Trade	5,573	9.5%	4,618	6.7%	-955	-1.3%
Public Administration	5,436	9.3%	4,543	6.6%	-893	-1.3%
Finance/Insurance	3,011	5.1%	3,760	5.5%	749	1.9%
Other Services	3,006	5.1%	3,538	5.1%	532	1.4%
Construction	3,524	6.0%	3,355	4.9%	-169	-0.4%
Transportation/Warehousing	2,269	3.9%	3,214	4.7%	945	3.2%
Accommodation/Food Services	2,517	4.3%	3,181	4.6%	664	2.0%
Manufacturing	2,427	4.1%	2,848	4.1%	421	1.3%
Information	3,650	6.2%	2,807	4.1%	-843	-1.8%
Admin/Support/Waste Mgmt Svcs	2,381	4.1%	2,791	4.1%	410	1.3%
Arts/Entertainment/Recreation	674	1.2%	2,037	3.0%	1,363	15.6%
Real Estate/Rental/Leasing	1,295	2.2%	1,182	1.7%	-113	-0.7%
Wholesale Trade	1,132	1.9%	590	0.9%	-542	-3.7%
Utilities	350	0.6%	305	0.4%	-45	-1.0%
Agric/Forestry/Fishing/Hunting	366	0.6%	219	0.3%	-147	-3.1%
Mgmt of Companies/Enterprises	49	0.1%	191	0.3%	142	22.3%
Mining	41	0.1%	24	0.0%	-17	-3.2%
Total Employment	58,592	100.0%	68,816	100.0%	10,224	1.3%

Source: Esri Demographics 2023, Novogradac, January 2024

Total employment in the PMA increased an annualized rate of 1.3 percent between 2010 and 2023. The industries that nominally expanded most substantially during this period include prof/scientific/tech services, arts/entertainment/recreation, and transportation/warehousing. Conversely during this same period, the retail trade, public administration, and information sectors experienced the least nominal growth.

Major Employers

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

**MAJOR EMPLOYERS
LOUDOUN COUNTY, VA**

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

Source: Loudoun County Economic Development, retrieved February 2023

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

Employment Expansions

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

- Google and Alphabet announced plans to invest more than \$600 million into a data center expansion in Loudoun County in March 2021. The timeline is unknown at this time.
- Discovery Inc. intends to invest \$16 million to expand its global technology and operations hub in Loudoun County. The expansion is expected to create 240 new jobs.
- Unanet, an enterprise resource planning company, intends to expand operations in Loudoun County, and will create approximately 60 new jobs.
- Vantage Data Centers purchased a 134-acre parcel of land in Loudoun County in late 2022 with plans to be a new campus. The new campus would include four buildings and an electrical substation on Belmont Ridge Road.
- Amazon Web Services announced in January 2023 its plans to invest \$35 billion by 2040 in new data center campuses across Virginia, including multiple campuses in Loudoun County. This investment is expected to create at least 1,000 new jobs across Virginia.

WARN Notices

We reviewed the Worker Adjustment and Retraining Notification Act (WARN) notices published by the Virginia Employment Commission for January 2022 through December 2023. The following table illustrates the companies that experienced layoffs as well as the number of affected employees.

**WARN LISTINGS
LOUDOUN COUNTY, VA (JAN. 2022 - JAN. 2024)**

Company	Industry	Employees Affected	Layoff Date
AM LLC	Biotechnology	25	12/30/2022
AM LLC	Biotechnology	175	5/5/2022
ABM Industry Group, Inc.	Support	137	2/28/2022
Peleton	Recreation	81	2/8/2022
Total		768	

Source: Virginia Employment Commission, retrieved December 2023

As illustrated in the previous table, there were a total of 768 layoffs between 2022 and 2024. Due to the size of the Loudoun County 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 October 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*	3,411,627	2.7%	2.6%	-0.4%	160,953,600	1.7%	3.7%	0.0%
Oct-2022	3,337,114	-	3.0%	-	159,144,000	-	3.4%	-
Oct-2023	3,417,147	2.4%	2.7%	-0.3%	161,676,000	1.6%	3.6%	0.2%

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

*2023 YTD Average is through October

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 October 2023, employment in the MSA is increasing at an annualized rate of 2.4 percent, compared to 1.6 percent growth 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 October 2023, the current MSA unemployment rate is 2.7 percent. This is below the current national unemployment rate of 3.6 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.

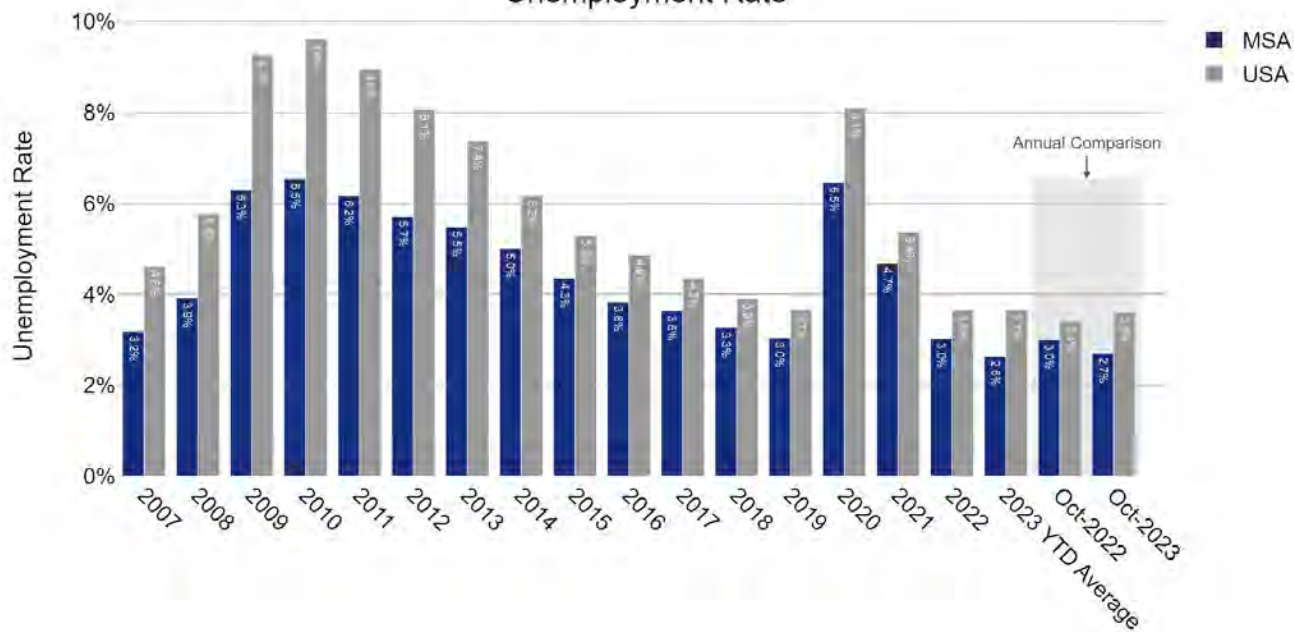
In March 2023, Silicon Valley Bank was shut down by regulators, and represents the second largest U.S. bank failure since 2008. In May 2023, regulators took possession of First Republic Bank and was auctioned to JPMorgan Chase. The First Republic Bank failure represents the largest U.S. bank failure 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 December 2023

The preceding table shows the average hourly and annual wages by occupation classification. The classification with the lowest average hourly wage is food preparation and serving related occupations at \$18.04 per hour. The highest average hourly wage, of \$83.82, is for those in the legal occupations. Qualifying incomes for the Subject's tenants will range from \$0 to \$97,680. Absent subsidy, the income limits will range between \$34,869 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	1,332	2.6%
Travel Time 5-9 min	4,430	8.5%
Travel Time 10-14 min	7,005	13.5%
Travel Time 15-19 min	7,938	15.3%
Travel Time 20-24 min	6,271	12.1%
Travel Time 25-29 min	3,178	6.1%
Travel Time 30-34 min	6,376	12.3%
Travel Time 35-39 min	1,517	2.9%
Travel Time 40-44 min	1,955	3.8%
Travel Time 45-59 min	5,497	10.6%
Travel Time 60-89 min	4,615	8.9%
Travel Time 90+ min	1,781	3.4%
Weighted Average	31 minutes	

Source: Esri Demographics 2023, Novogradac, January 2024

As shown in the preceding table, the weighted average commute time in the PMA is approximately 31 minutes. However, more than 50 percent of PMA commuters travel under 24 minutes, indicating many households work in the local area. The average commute time across the overall nation is approximately 28 minutes.

Conclusion

Employment in the PMA is concentrated in prof/scientific/tech services, healthcare/social assistance, and educational services, which collectively comprise 43.0 percent of local employment. The large share of PMA employment in healthcare/social assistance is notable as this sector typically exhibits greater resilience during economic downturns. Relative to the nation, the PMA features comparatively greater employment in the prof/scientific/tech services, information, and public administration industries. Conversely, the PMA is underrepresented in the manufacturing, healthcare/social assistance, and retail trade 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 October 2023, employment in the MSA is increasing at an annualized rate of 2.4 percent, compared to 1.6 percent growth 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	100,029	-	5,649,515	-	308,730,056	-
2023	124,035	1.8%	6,535,041	1.2%	337,460,311	0.7%
2028	133,654	1.6%	6,708,726	0.5%	342,629,524	0.3%

Source: Esri Demographics 2023, Novogradac, January 2024

HOUSEHOLDS

Year	PMA		MSA		USA	
	Amount	Annual Change	Amount	Annual Change	Amount	Annual Change
2010	35,628	-	2,099,073	-	116,709,667	-
2023	44,786	2.0%	2,426,871	1.2%	129,912,564	0.9%
2028	48,600	1.7%	2,510,044	0.7%	133,092,836	0.5%

Source: Esri Demographics 2023, Novogradac, January 2024

Historical population growth in the PMA exceeded 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 1.6 percent through 2028, which is still substantially above the MSA and nation.

Historical household growth in the PMA exceeded the MSA between 2010 and 2023. Both geographic areas experienced household growth greater than the nation during the same time period. According to ESRI demographic projections, annualized PMA growth is expected to slow to 1.7 percent through 2028, which is still substantially above the MSA and nation.

Population by Age

POPULATION BY AGE GROUP

	PMA		
	2010	2023	2028
0-4	8,401	8,319	9,060
5-9	8,582	9,273	9,446
10-14	7,538	9,558	9,241
15-19	6,093	7,666	7,965
20-24	4,376	6,046	6,226
25-29	6,947	7,496	8,379
30-34	8,472	8,538	10,415
35-39	9,457	10,337	10,510
40-44	9,150	10,592	10,735
45-49	8,842	9,030	10,006
50-54	6,631	8,023	8,141
55-59	4,734	7,325	7,276
60-64	3,626	6,360	6,847
65-69	2,400	5,198	6,079
70-74	1,607	4,038	4,908
75-79	1,338	2,733	3,794
80-84	1,009	1,718	2,389
85+	827	1,786	2,235
Total	100,030	124,036	133,652

Source: Esri Demographics 2023, Novogradac, January 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	911	2.0%	913	1.9%	0	0.0%
\$10,000-19,999	1,068	2.4%	1,043	2.1%	-5	-0.5%
\$20,000-29,999	1,166	2.6%	1,148	2.4%	-4	-0.3%
\$30,000-39,999	1,629	3.6%	1,515	3.1%	-23	-1.4%
\$40,000-49,999	1,591	3.6%	1,690	3.5%	20	1.2%
\$50,000-59,999	2,477	5.5%	2,134	4.4%	-69	-2.8%
\$60,000-74,999	3,389	7.6%	3,525	7.3%	27	0.8%
\$75,000-99,999	5,260	11.7%	5,414	11.1%	31	0.6%
\$100,000-124,999	5,073	11.3%	5,147	10.6%	15	0.3%
\$125,000-149,999	4,172	9.3%	4,510	9.3%	68	1.6%
\$150,000-199,999	6,433	14.4%	6,958	14.3%	105	1.6%
\$200,000+	11,617	25.9%	14,603	30.0%	597	5.1%
Total	44,786	100.0%	48,600	100.0%		

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

Qualifying incomes for the Subject's tenants will range from \$0 to \$97,680. Absent subsidy, the income limits will range between \$34,869 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	2.81	-	2.64	-	2.57	-
2023	2.76	-0.1%	2.65	0.0%	2.53	-0.1%
2028	2.74	-0.1%	2.63	-0.1%	2.51	-0.2%

Source: Esri Demographics 2023, Novogradac, January 2024

The average household size in the PMA is above 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	518	3.7%	540	3.7%	4	0.8%
\$10,000-19,999	644	4.6%	615	4.2%	-6	-0.9%
\$20,000-29,999	597	4.3%	584	4.0%	-3	-0.4%
\$30,000-39,999	856	6.2%	803	5.5%	-11	-1.2%
\$40,000-49,999	890	6.4%	950	6.5%	12	1.3%
\$50,000-59,999	1,163	8.4%	995	6.8%	-34	-2.9%
\$60,000-74,999	1,785	12.9%	1,789	12.3%	1	0.0%
\$75,000-99,999	1,847	13.3%	1,924	13.2%	15	0.8%
\$100,000-124,999	2,123	15.3%	2,144	14.7%	4	0.2%
\$125,000-149,999	993	7.1%	1,196	8.2%	41	4.1%
\$150,000-199,999	1,146	8.3%	1,290	8.9%	29	2.5%
\$200,000+	1,328	9.6%	1,738	11.9%	82	6.2%
Total	13,890	100.0%	14,568	100.0%		

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

As illustrated, the income cohorts with the largest concentrations of renter households are concentrated in the \$100,000-124,999, \$75,000-99,999, and \$60,000-74,999 income cohorts. As of 2023, approximately 25 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	25,616	71.9%	10,012	28.1%
2023	30,896	69.0%	13,890	31.0%
2028	34,032	70.0%	14,568	30.0%

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

The percentage of renter households in the PMA increased between 2010 and 2023, and is estimated to be 31.0 percent as of 2023. The current percentage of renter households in the PMA is slightly below the estimated 33 percent of renter households across the overall nation. According to the ESRI demographic projections, the percentage of renter households in the PMA is expected to decline through 2028. Nonetheless, the absolute number of renter households in the PMA is still expected to increase over this time period, driven by overall population growth.

Median Household Income Levels

The following table illustrates median household income levels in the PMA, MSA, and nation from 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	\$115,855	-	\$89,353	-	\$55,535	-
2023	\$135,387	1.3%	\$113,353	2.1%	\$72,604	2.4%
2028	\$150,305	2.2%	\$125,725	2.2%	\$82,410	2.7%

Source: Esri Demographics 2023, Novogradac, January 2024

As of 2023, the median income in the PMA is slightly above the surrounding MSA. Between 2010 and 2023, medium income growth in both geographic areas trailed the nation. Relative to the nation, household income in the PMA declined slightly from 208.6 percent of the national median income in 2010 to 186.5 in 2023. According to ESRI demographic projections, annualized PMA growth is expected to accelerate to 2.2 percent through 2028, which is similar to projected growth in the surrounding MSA and 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	518	3.7%	540	3.7%	4	0.8%
\$10,000-19,999	644	4.6%	615	4.2%	-6	-0.9%
\$20,000-29,999	597	4.3%	584	4.0%	-3	-0.4%
\$30,000-39,999	856	6.2%	803	5.5%	-11	-1.2%
\$40,000-49,999	890	6.4%	950	6.5%	12	1.3%
\$50,000-59,999	1,163	8.4%	995	6.8%	-34	-2.9%
\$60,000-74,999	1,785	12.9%	1,789	12.3%	1	0.0%
\$75,000-99,999	1,847	13.3%	1,924	13.2%	15	0.8%
\$100,000-124,999	2,123	15.3%	2,144	14.7%	4	0.2%
\$125,000-149,999	993	7.1%	1,196	8.2%	41	4.1%
\$150,000-199,999	1,146	8.3%	1,290	8.9%	29	2.5%
\$200,000+	1,328	9.6%	1,738	11.9%	82	6.2%
Total	13,890	100.0%	14,568	100.0%		

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

As illustrated, the income cohorts with the largest concentrations of renter households are concentrated in the \$100,000-124,999, \$75,000-99,999, and \$60,000-74,999 income cohorts. As of 2023, approximately 25 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.

RENT OVERBURDENED

Year	PMA		MSA		USA	
	Amount	Percentage	Amount	Percentage	Amount	Percentage
2023	4,571	37.8%	306,372	37.8%	16,448,785	40.3%

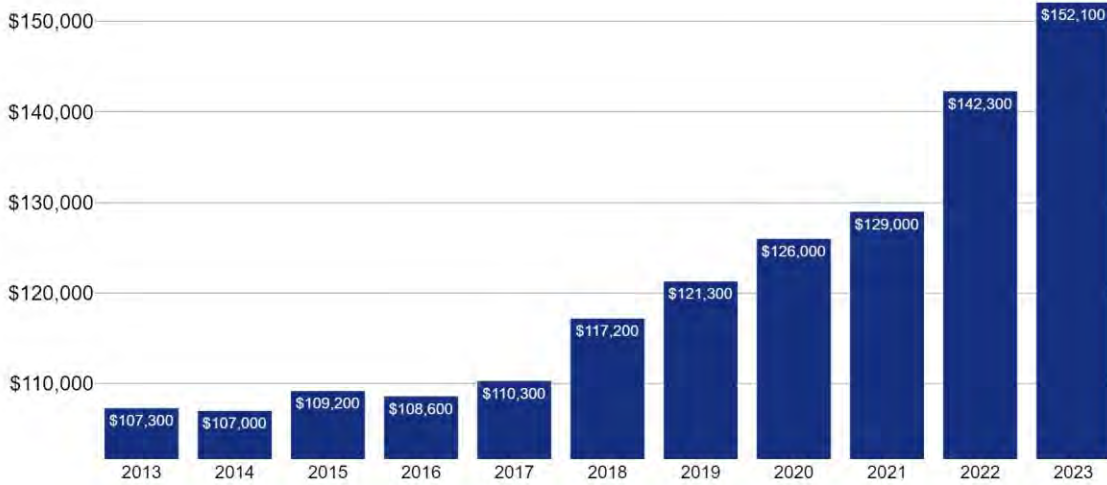
Source: US Census 2023, Novogradac, January 2024

The percentage of rent-overburdened households in the PMA is similar to the MSA and 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 Loudoun County, VA. Loudoun County is part of the Washington-Arlington-Alexandria, DC-VA-MD HUD Metro Fair Market Rent (FMR) Area.

AMI Growth - Loudoun 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 Loudoun 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 1.8 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 31 percent as of 2023. This is slightly below the estimated 33 percent of renter households across the overall nation. The median income in the PMA as of 2023 is slightly above the MSA and overall nation. According to ESRI demographic projections, population, household, and median income levels are all expected to rise through 2028. Overall, the combination of rising population and median household income bodes well for future demand for multifamily housing.

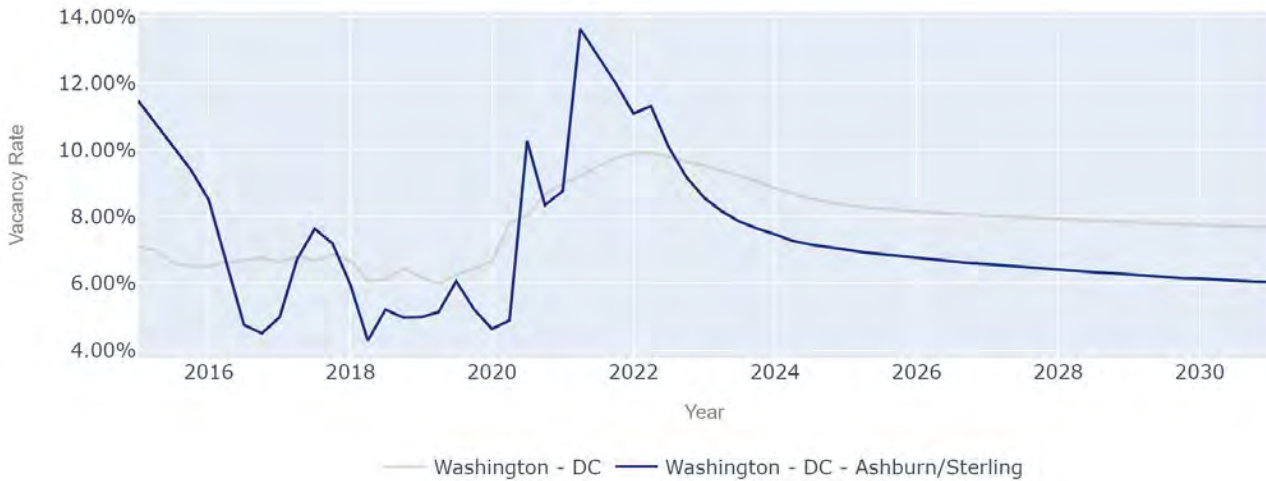
H. COMPETITIVE ENVIRONMENT

Housing Summary

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

Vacancy

CoStar Vacancy Trends



Source: CoStar, January 2024

According to CoStar, historically, the Ashburn/Sterling submarket experienced a lower vacancy rate than that of the Washington, DC metro market. Currently, the Ashburn/Sterling submarket vacancy rate is 7.47 percent, while the Washington, DC metro market vacancy rate is 8.85 percent. The surveyed comparable properties reported a low overall weighted average vacancy rate of 2.6 percent. CoStar predicts that the submarket's vacancy rate will decrease to approximately 6.04 percent in eight years.

Rent

CoStar Rent Trends



Source: CoStar, January 2024

According to CoStar, historically, the median two-bedroom rent in the Ashburn/Sterling submarket was slightly below the Washington, DC metro market. Currently, the Ashburn/Sterling submarket median rent is \$1,773, while the Washington, DC metro market median rent is \$1,821. CoStar projects rent to grow in Ashburn/Sterling by approximately 1.01 percent per year to \$1,915 over the next eight years.

Age of Housing Stock

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

HOUSING STOCK BY YEAR BUILT						
	PMA		MSA		USA	
Built 2005 or later	6,575	15.4%	223,313	9.0%	10,163,329	7.3%
Built 2000 to 2004	12,434	29.2%	347,348	14.1%	18,956,990	13.6%
Built 1990 to 1999	14,083	33.1%	346,899	14.0%	18,929,789	13.6%
Built 1980 to 1989	5,440	12.8%	380,994	15.4%	18,493,512	13.3%
Built 1970 to 1979	1,652	3.9%	332,860	13.5%	20,705,644	14.9%
Built 1960 to 1969	1,554	3.6%	292,381	11.8%	14,432,008	10.4%
Built 1950 to 1959	404	0.9%	221,137	9.0%	14,008,116	10.1%
Built 1940 to 1949	109	0.3%	120,670	4.9%	6,584,609	4.7%
Built 1939 or earlier	339	0.8%	204,272	8.3%	17,104,504	12.3%
Total Housing Units	42,590	100.0%	2,469,874	100.0%	139,378,501	100.0%

Source: Esri Demographics 2023, Novogradac, January 2024

As illustrated in the previous table, a majority of the housing stock in the PMA was built prior to 2000. 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	0.18%	1.12%	1.70%

Source: Esri Demographics 2023, Novogradac, January 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 Loudoun County, Virginia.

BUILDING PERMITS: LOUDOUN COUNTY 2000 - 2023

Year	Single-family and Duplex	Three and Four-Family	Five or More Family	Total Units
2000	5,131	0	1,169	6,300
2001	3,436	0	1,317	4,753
2002	4,659	0	1,449	6,108
2003	5,678	0	1,092	6,770
2004	5,667	0	997	6,664
2005	4,716	0	483	5,199
2006	2,937	0	347	3,284
2007	2,479	0	399	2,878
2008	1,490	0	967	2,457
2009	1,638	0	516	2,154
2010	1,840	4	197	2,041
2011	2,376	0	694	3,070
2012	2,998	0	817	3,815
2013	3,545	0	1,339	4,884
2014	2,823	0	657	3,480
2015	2,635	0	979	3,614
2016	2,522	0	774	3,296
2017	2,596	0	1,168	3,764
2018	2,517	0	1,198	3,715
2019	2,137	0	841	2,978
2020	1,819	0	674	2,493
2021	1,543	0	556	2,099
2022	1,257	0	1,073	2,330
2023	1,147	0	634	1,781
Average	2,899	0	847	3,747

Source: US Census Bureau, Novogradac, January 2024

Permit issuance increased in six out of 13 years between 2010 and 2023. The most recent years with finalized data indicate construction activity declined by 23.6 percent between 2022 and 2023, and remains below the post-recessionary highs recorded in 2013.

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 \$665,000 and an interest rate of 6.38 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 \$2,599, 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	\$665,000		
Down Payment at 10.0%	\$66,500		
Mortgage Amount	\$598,500		
Current Interest Rate	6.38%		
<i>Homeownership Costs</i>		<i>Monthly</i>	<i>% of Home Value</i>
Mortgage Payment	\$3,736		\$44,830
Property Taxes	\$693	1.25%	\$8,313
Private Mortgage Insurance*	\$249	0.50%	\$2,993
Maintenance	\$1,108	2.00%	\$13,300
Utility Costs**	\$44		\$528
Tax Savings	(\$965)		(\$11,575)
Cost Comparison			
	<i>Monthly</i>		<i>Annual</i>
Costs of Homeownership	\$4,866		\$58,388
Cost of Renting At Subject	\$2,267		\$27,204
Differential	\$2,599		\$31,184
Cost of Occupancy			
<i>Homeownership</i>			
Closing Costs		3.00%	\$19,950
Down Payment at 10.0%		10.00%	\$66,500
Total			\$86,450
<i>Subject Rental</i>			
First Month's Rent	\$2,267		
Security Deposit	\$2,267		
Total	\$4,534		

* Based upon 0.50% of mortgage amount

** Utility Costs Included in Rent at Subject

As illustrated, the cash due at occupancy is more than \$86,000 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.

Loudoun County Office of Housing

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

PAYMENT STANDARDS

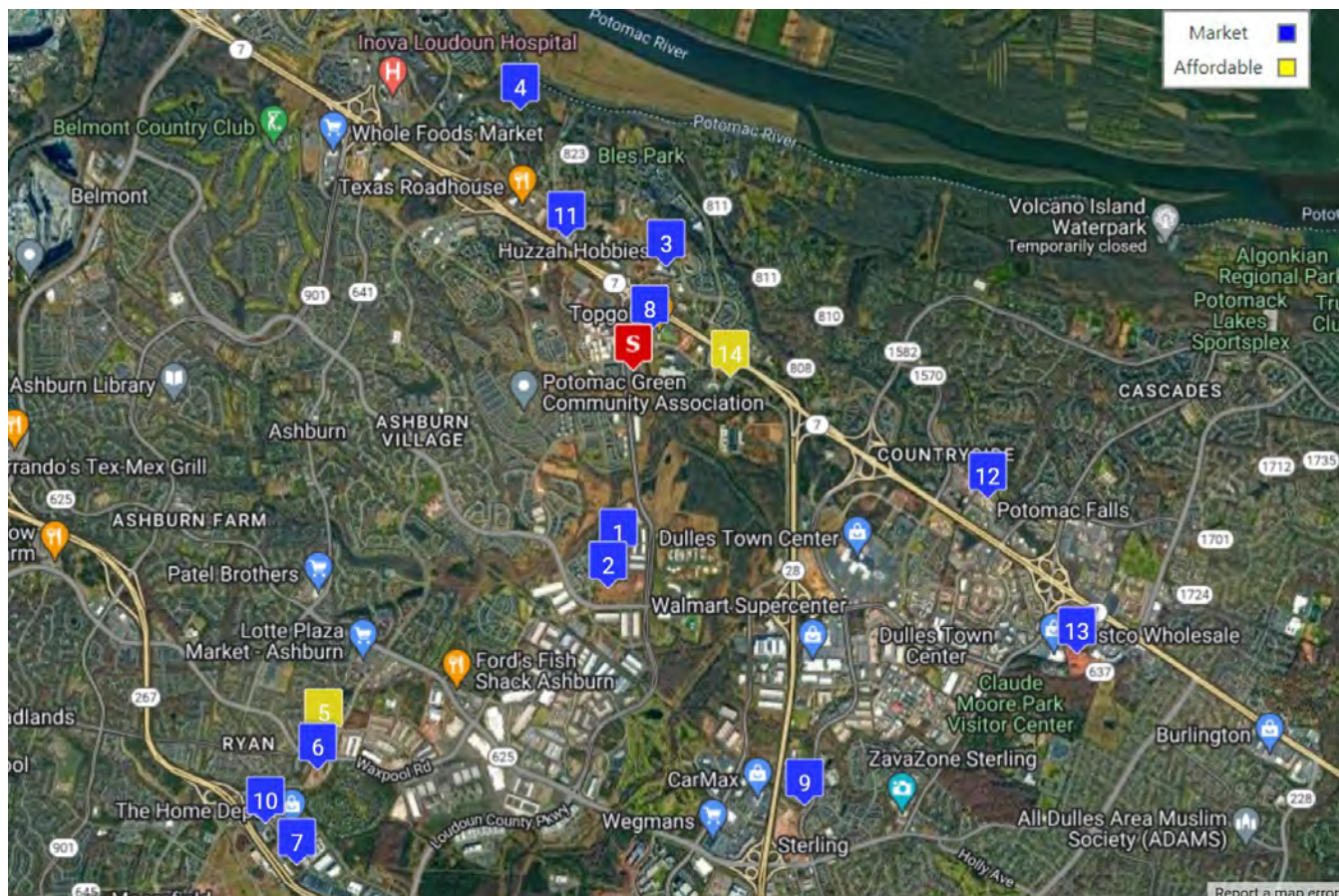
Unit Type	Gross Achievable LIHTC Rent	Gross Payment Standard	Achievable Rent Vs. Payment Standard
@30%			
2BR	\$1,017	\$2,249	-121.1%
@40% (Section 8)			
1BR	\$1,130	\$1,983	-75.5%
2BR	\$1,357	\$2,249	-65.7%
3BR	\$1,567	\$2,798	-78.6%
@50%			
1BR	\$1,413	\$1,983	-40.3%
2BR	\$1,696	\$2,249	-32.6%
3BR	\$1,959	\$2,798	-42.8%
@60%			
1BR	\$1,695	\$1,983	-17.0%
2BR	\$2,035	\$2,249	-10.5%
3BR	\$2,351	\$2,798	-19.0%

Source: Loudoun County Department of Housing & Community Development, effective January 2024

All of the payment standards are above the Subject’s achievable LIHTC 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 allocations published by Virginia Housing from 2020 through December 2023. 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 map and table.



Source: Google Maps, January 2024

RECENT AND PLANNED DEVELOPMENT

Property Name	Rent Structure	Tenancy	Total Units	Competitive Units	Construction Status	LIHTC Allocation Year	Distance to Subject
45151 Russell Branch Parkway	LIHTC/Market	Family	450	100	Proposed	N/A	0.6 miles
Waxpool Apartments	LIHTC	Family	52	52	Under Construction	2021	3.0 miles
Ashburn Station	Affordable/Market	Family	224	11	Under Construction	N/A	3.1 miles
Ashburn Crossing	Market	Senior	110	0	Under Construction	N/A	1.1 miles
Ashburn Crossing	Market	Family	475	0	Proposed	N/A	1.4 miles
Neon Lofts at Grammercy District	Market	Family	300	0	Proposed	N/A	0.7 miles
19700 Helix Dr	Market	Corporate	101	0	Under Construction	N/A	1.8 miles
Commonwealth Center	Market	Family	504	0	Proposed	N/A	0.3 miles
Neon Lofts	Market	Family	276	0	Proposed	N/A	3.7 miles
Dogwood Farm Station	Affordable/Market	Family	485	100	Final Planning	N/A	0.9 miles
Sterling Meadow	Market	Family	166	0	Under Construction	N/A	2.3 miles
Atlantic Blvd	Affordable	Family	80	80	Proposed	N/A	2.9 miles
Dulles Gtwy	Market	Family	311	0	Proposed	N/A	3.7 miles
Loudon View Senior Living	Affordable	Senior	98	0	Under Construction	N/A	3.3 miles
Totals			3,632	343			

- 45151 Russell Branch Parkway is a proposed 450-unit LIHTC/market-rate development located 0.6 miles east of the Subject site. Upon completion, the property will target family households, similar to the Subject. We believe 100 units will be competitive with the Subject.
- Waxpool Apartments is an under construction 52-unit LIHTC development located 3.1 miles southwest of the Subject site. Upon completion, the property will target family households, similar to the Subject. We believe 52 units will be competitive with the Subject.
- Ashburn Station is an under construction 224-unit affordable/market-rate development located 3.1 miles southwest of the Subject site. Upon completion, the property will offer a four-story lowrise design and target family households, similar to the Subject. We believe the property's 11 affordable units will be competitive with the Subject.
- Dogwood Farm Station is a 485-unit affordable/market-rate development in final planning located 0.8 miles northwest of the Subject site. Upon completion, the property will target family households, similar to the Subject. We believe the property's 100 affordable units will be competitive with the Subject.
- Atlantic Blvd is a proposed 80-unit affordable development located 3.0 miles south of the Subject site. Upon completion, the property will offer a four-story midrise design and target family households, similar to the Subject. We believe 80 units will be competitive with the Subject.
- Loudon View Senior Living is an under construction 98-unit affordable development located 3.3 miles southeast of the Subject site. Upon completion, the property will offer a two-story lowrise design and target senior households. 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 2,614 units in ten rental properties. We included five affordable developments located between 1.7 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 2.4 and 4.2 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.

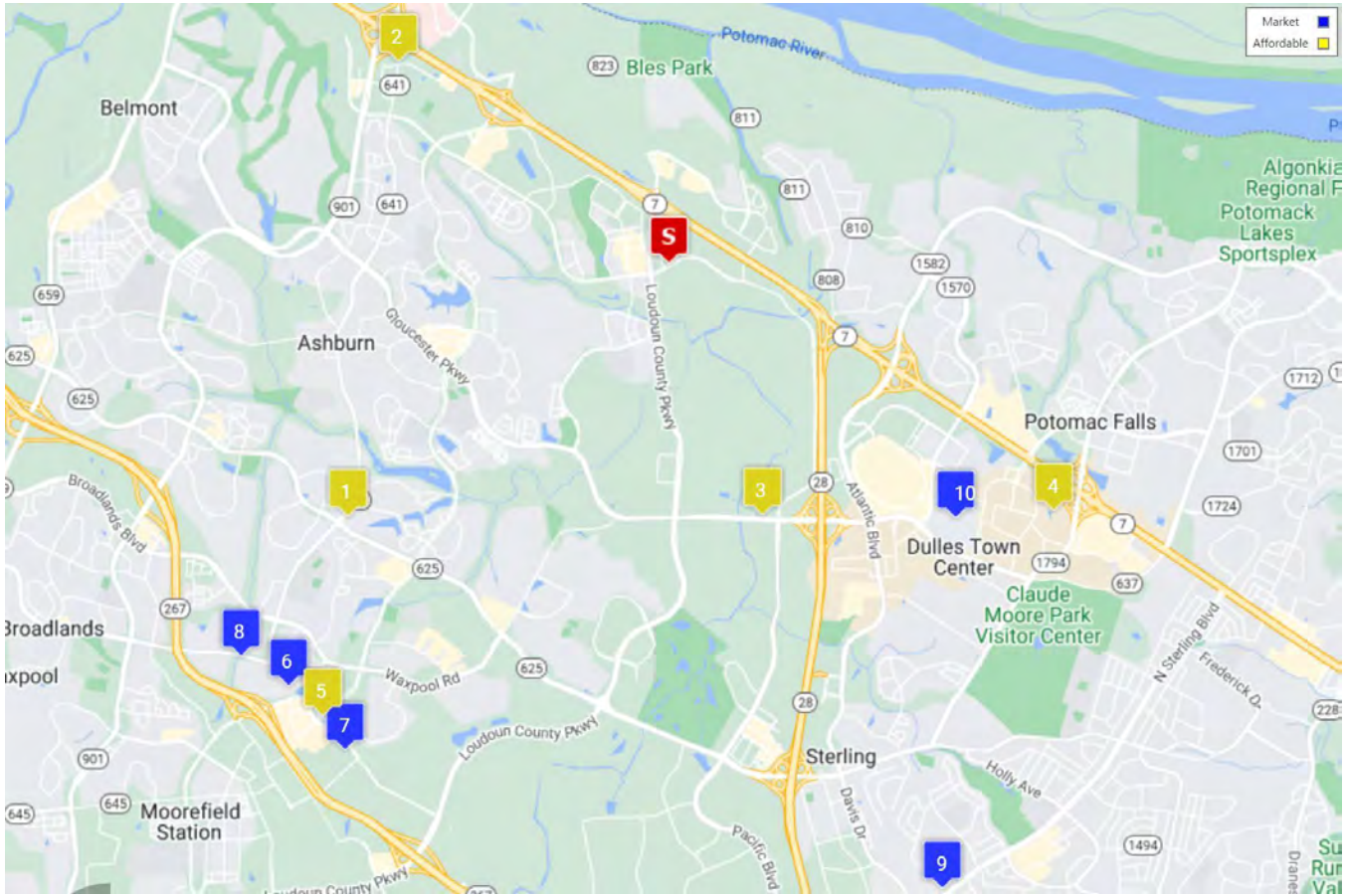
The comparable properties were chosen primarily based on location, age, condition, design, and amenities. Several properties were excluded for various reasons. The following table illustrates the properties that are excluded from the supply analysis of this report.

EXCLUDED PROPERTIES

Property Name	Rent Structure	Tenancy	Reason for Exclusion
Ashburn Meadows	LIHTC	Family	Unable to contact
Wingler House Apartments	LIHTC	Senior	Dissimilar tenancy
Camden Ashburn Farm	Market	Family	Unable to contact
Camden Lansdowne	Market	Family	Unable to contact
Cascades Overlook	Market	Family	Unable to contact
Lerner Parc Dulles	Market	Family	Unable to contact
Saddle Ridge Apartments	Market	Family	Unable to contact
The Ashborough	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, January 2024

COMPARABLE PROPERTIES

#	Property Name	City	Rent Structure	Distance to Subject
S	Commonwealth Lofts 9	Ashburn	@30%, @40% (Section 8), @50%, @60%	-
1	Acclaim Of Ashburn	Ashburn	@50%	2.4 miles
2	Ashburn Chase	Ashburn	@30%, @50%, @60%	2.1 miles
3	Heronview Apartments	Sterling	@50%	1.6 miles
4	The Fields At Cascades	Sterling	@50%, @60%	2.8 miles
5	The Grove At Flynn's Crossing	Ashburn	@60%	3.4 miles
6	Atley On The Greenway	Ashburn	Market	3.4 miles
7	BLVD Loudoun Station	Ashburn	Market	3.5 miles
8	Camden Silo Creek	Ashburn	Market	3.5 miles
9	Chase Heritage	Sterling	Market	4.1 miles
10	Windmill Parc Apartments	Sterling	Market	2.3 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	Commonwealth Lofts 9 20550 Heron Overlook Plaza Ashburn, VA Loudoun County		Midrise 5-stories 2026 Family	@30%, @40% (Section 8), @50%, @60%	1BR/1BA	1	2.1%	697	@40% (Section 8)	\$1,790	N/A		N/A	N/A
					1BR/1BA	4	8.5%	697	@50%	\$1,346	N/A	N/A	N/A	
					1BR/1BA	4	8.5%	697	@60%	\$1,628	N/A	N/A	N/A	
					2BR/1BA	2	4.3%	1,001	@30%	\$941	N/A	N/A	N/A	
					2BR/1BA	2	4.3%	1,001	@40% (Section 8)	\$2,090	N/A	N/A	N/A	
					2BR/1BA	10	21.3%	1,001	@50%	\$1,620	N/A	N/A	N/A	
					2BR/1BA	13	27.7%	1,001	@60%	\$1,959	N/A	N/A	N/A	
					3BR/2BA	2	4.3%	1,159	@40% (Section 8)	\$2,531	N/A	N/A	N/A	
					3BR/2BA	3	6.4%	1,159	@50%	\$1,875	N/A	N/A	N/A	
					3BR/2BA	6	12.8%	1,159	@60%	\$2,267	N/A	N/A	N/A	
					47									
1	Acclaim Of Ashburn 43848 Dodge Terrace Ashburn, VA Loudoun County	2.4 miles	Garden 3-stories 1999 Family	@50%	2BR/1.5BA	84	48.3%	872	@50%	\$1,562	Yes	No	0	0%
					2BR/2BA	54	31.0%	892	@50%	\$1,562	Yes	No	0	0%
					3BR/2BA	36	20.7%	1,101	@50%	\$1,805	Yes	No	0	0%
										174				
2	Ashburn Chase 19761 Ashburn Road Ashburn, VA Loudoun County	2.1 miles	Midrise 4-stories 2020 Family	@30%, @50%, @60%	1BR/1BA	1	1.0%	628	@30%	\$860	Yes	Yes	0	0%
					1BR/1BA	1	1.0%	628	@50%	\$1,426	Yes	Yes	0	0%
					1BR/1BA	17	17.7%	628	@60%	\$1,450	Yes	Yes	2	11.8%
					2BR/2BA	3	3.1%	868	@30%	\$1,034	Yes	Yes	2	66.7%
					2BR/2BA	14	14.6%	868	@50%	\$1,713	Yes	Yes	0	0%
					2BR/2BA	41	42.7%	868	@60%	\$1,764	Yes	Yes	0	0%
					3BR/2BA	1	1.0%	1,106	@30%	\$1,196	Yes	Yes	0	0%
					3BR/2BA	4	4.2%	1,106	@50%	\$1,980	Yes	Yes	0	0%
					3BR/2BA	14	14.6%	1,123	@60%	\$1,981	Yes	Yes	0	0%
										96				
3	Heronview Apartments 45170 Kincora Drive Sterling, VA Loudoun County	1.6 miles	Various 5-stories 2019 Family	@50%	1BR/1BA	2	4.3%	648	@50%	\$1,295	Yes	Yes	0	0%
					1BR/1BA	16	34.8%	648	@50%	\$1,295	Yes	Yes	0	0%
					2BR/2BA	16	34.8%	950	@50%	\$1,548	Yes	Yes	0	0%
					3BR/2BA	2	4.3%	1,101	@50%	\$1,773	Yes	Yes	0	0%
					3BR/2BA	10	21.7%	1,101	@50%	\$1,773	Yes	Yes	0	0%
					46						0	0.0%		
4	The Fields At Cascades 21260 Huntington Square Sterling, VA Loudoun County	2.8 miles	Garden 3-stories 1995 Family	@50% @60%	2BR/1BA	64	20.0%	877	@50%	\$1,573	Yes	No	0	0%
					2BR/2BA	176	55.0%	1,010	@60%	\$1,912	Yes	No	0	0%
					3BR/2BA	80	25.0%	1,178	@60%	\$2,212	Yes	No	1	1.2%
										320				
5	The Grove At Flynn's Crossing 21892 Blossom Hill Terrace Ashburn, VA Loudoun County	3.4 miles	Garden 3-stories 1999 Family	@60%	1BR/1BA	24	14.3%	807	@60%	\$1,579	Yes	No	0	0%
					2BR/1BA	48	28.6%	971	@60%	\$1,761	Yes	No	1	2.1%
					2BR/2BA	78	46.4%	1,119	@60%	\$1,901	Yes	No	0	0%
					3BR/2BA	18	10.7%	1,267	@60%	\$2,197	Yes	No	0	0%
										168				
6	Atley On The Greenway 21827 High Rock Terrace Ashburn, VA Loudoun County	3.4 miles	Garden 4-stories 2014 Family	Market	1BR/1BA	N/A	N/A	715	Market	\$1,970	N/A	No	2	N/A
					1BR/1BA	N/A	N/A	881	Market	\$2,175	N/A	No	0	N/A
					2BR/2BA	N/A	N/A	1,151	Market	\$2,629	N/A	No	1	N/A
					2BR/2BA	N/A	N/A	1,245	Market	\$2,724	N/A	No	0	N/A
					3BR/2BA	N/A	N/A	1,365	Market	\$2,765	N/A	No	0	N/A
					3BR/2BA	N/A	N/A	1,375	Market	\$2,964	N/A	No	0	N/A
					496						3	0.6%		
7	BLVD Loudoun Station 43805 Central Station Drive Ashburn, VA Loudoun County	3.5 miles	Lowrise 5-stories 2012 Family	Market	0BR/1BA	N/A	N/A	713	Market	\$2,091	N/A	No	N/A	N/A
					1BR/1BA	N/A	N/A	764	Market	\$2,044	N/A	No	0	N/A
					1BR/1BA	N/A	N/A	793	Market	\$2,198	N/A	No	0	N/A
					1BR/1BA	N/A	N/A	821	Market	\$2,352	N/A	No	0	N/A
					1.5BR/1BA	N/A	N/A	843	Market	\$2,192	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	1,117	Market	\$2,831	N/A	No	0	N/A
					2BR/2BA	N/A	N/A	1,136	Market	\$2,842	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	1,154	Market	\$2,853	N/A	No	0	N/A
					357						13	3.6%		
8	Camden Silo Creek 43449 Silo Creek Terrace Ashburn, VA Loudoun County	3.5 miles	Garden 3-stories 2004 / 2019 Family	Market	1BR/1BA	0	0.0%	556	Market	\$1,874	N/A	No	N/A	N/A
					1BR/1BA	120	42.3%	712	Market	\$1,914	N/A	No	N/A	N/A
					1BR/1BA	0	0.0%	867	Market	\$1,954	N/A	No	N/A	N/A
					2BR/1BA	18	6.3%	971	Market	\$2,248	N/A	No	N/A	N/A
					2BR/2BA	0	0.0%	1,020	Market	\$2,428	N/A	No	N/A	N/A
					2BR/2BA	130	45.8%	1,154	Market	\$2,443	N/A	No	N/A	N/A
					2BR/2BA	0	0.0%	1,287	Market	\$2,458	N/A	No	N/A	N/A
					3BR/2BA	16	5.6%	1,419	Market	\$3,233	N/A	No	0	0%
										284				
9	Chase Heritage 1212 Chase Heritage Circle Sterling, VA Loudoun County	4.1 miles	Garden 3-stories 1987 / 2014 Family	Market	1BR/1BA	52	22.0%	698	Market	\$1,782	N/A	No	4	7.7%
					1BR/1BA	52	22.0%	875	Market	\$1,837	N/A	No	3	5.8%
					2BR/1BA	40	16.9%	968	Market	\$2,401	N/A	No	3	7.5%
					2BR/2BA	76	32.2%	1,129	Market	\$2,441	N/A	No	6	7.9%
					3BR/2BA	16	6.8%	1,556	Market	\$2,826	N/A	No	0	0%
					236						16	6.8%		

#	Property Name	Distance	Type/Built/Renovated	AMI	Unit Type	#	%	SF	Restriction	Rent (Adj)	Max Rent?	Waiting List	Vacant Units	Vacancy Rate
10	Windmill Parc Apartments 21258 Windmill Parc Drive Sterling, VA Loudoun County	2.3 miles	Lowrise 4-stories 2017 Family	Market	1BR/1BA	0	0.0%	614	Market	\$1,786	N/A	No	0	0%
					1BR/1BA	N/A	N/A	773	Market	\$1,833	N/A	No	10	N/A
					1BR/1BA	0	0.0%	931	Market	\$2,030	N/A	No	0	0%
					2BR/2BA	0	0.0%	1,050	Market	\$2,619	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	1,138	Market	\$2,693	N/A	No	11	N/A
					2BR/2BA	0	0.0%	1,225	Market	\$2,766	N/A	No	0	0%
					3BR/2BA	N/A	N/A	1,343	Market	\$3,336	N/A	No	1	N/A
						437							22	5.0%

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	Household Income	Median Home Value	Median Rent	Crime Index	Walk Score	Vacant Housing	% Renter HH
S	Commonwealth Lofts 9	LIHTC		\$183,742	\$665,009	\$2,926	43	50	18.5%	38.1%
1	Acclaim Of Ashburn	LIHTC	2.4 miles	\$186,769	\$665,009	\$2,926	24	62	0.0%	10.7%
2	Ashburn Chase	LIHTC	2.1 miles	\$111,904	\$665,009	\$2,926	37	42	2.4%	58.4%
3	Heronview Apartments	LIHTC	1.6 miles	\$82,894	\$635,629	\$2,856	84	19	0.0%	0.0%
4	The Fields At Cascades	LIHTC	2.8 miles	\$108,804	\$635,629	\$2,856	71	54	1.9%	63.7%
5	The Grove At Flynn's Crossing	LIHTC	3.4 miles	\$101,300	\$665,009	\$2,926	102	65	11.5%	66.8%
6	Atley On The Greenway	Market	3.4 miles	\$100,846	\$665,009	\$2,926	102	58	4.3%	64.5%
7	BLVD Loudoun Station	Market	3.5 miles	\$107,616	\$665,009	\$2,926	157	53	16.0%	69.3%
8	Camden Silo Creek	Market	3.5 miles	\$115,076	\$665,009	\$2,926	85	36	3.4%	45.3%
9	Chase Heritage	Market	4.1 miles	\$89,135	\$495,088	\$2,810	68	63	2.5%	38.7%
10	Windmill Parc Apartments	Market	2.3 miles	\$82,894	\$635,629	\$2,856	102	56	8.2%	85.4%

The Subject is located in the northeastern portion of Ashburn. Surrounding uses consist of single-family homes, condominiums, and commercial/retail uses exhibiting generally good to excellent condition. A strength of the Subject's location is a higher median household income. A weakness of the Subject's location is a higher rate of vacant housing. The Subject's location is designated Somewhat Walkable by Walk Score with a score of 50, indicating some errands can be accomplished on foot.

The affordable properties are located between 1.7 and 3.5 miles from the Subject site. The LIHTC comparables are generally in neighborhoods considered similar to the Subject's location. Notable exceptions are Heronview Apartments and The Fields at Cascades, which are located in slightly inferior neighborhoods featuring lower median household incomes, lower median home values, lower median rents, and higher crime indices.

The market rate developments are located between 2.4 and 4.2 miles from the Subject site. The market rate comparables are generally in neighborhoods considered similar to the Subject's location. Notable exceptions are Chase Heritage and Windmill Parc Apartments, which are located in slightly inferior neighborhoods featuring lower median household incomes, lower median home values, lower median rents, and higher crime indices.

Age, Condition, and Design

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

	Commonwealth Lofts 9	Acclaim Of Ashburn	Ashburn Chase	Heronview Apartments	The Fields At Cascades	The Grove At Flynn's Crossing	Atley On The Greenway	BLVD Loudoun Station	Camden Silo Creek	Chase Heritage	Windmill Parc Apartments
Program	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Tenancy	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family
Building											
Property Type	Midrise	Garden	Midrise	Various	Garden	Garden	Garden	Lowrise	Garden	Garden	Lowrise
# Stories	5	3	4	5	3	3	4	5	3	3	4
Year Built	2026	1999	2020	2019	1995	1999	2014	2012	2004	1987	2017
Year Renovated	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	2019	2014	N/A
Courtyard	yes	no	no	yes	no	no	no	no	no	no	no
Elevators	yes	no	yes	yes	no	no	no	yes	no	no	yes

The Subject will be new construction completed in 2026 and will exhibit excellent overall condition. The LIHTC comparables were constructed or renovated between 1995 and 2020, while the market rate comparables were constructed or renovated between 2012 and 2019. Two of the LIHTC comparables exhibit similar condition relative to the proposed Subject. The remaining three, Acclaim of Ashburn, The Fields at Cascades, and The Grove at Flynn's Crossing were built between 1995 and 1999 and exhibit inferior condition relative to the proposed Subject. All of the market rate comparables exhibit slightly inferior condition relative to the proposed Subject.

The Subject will offer a midrise, elevator-serviced design. This is similar to the other elevator-serviced lowrise and midrise designs offered. However, three LIHTC properties and three market rate properties offer garden-style designs without elevators and are inferior to the Subject's design. Another LIHTC property offers a mix of townhouse and garden-style designs. The townhouse units are considered slightly superior to the Subject's design.

Unit Size

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

UNIT SIZE COMPARISON			
Bedroom Type	1.0BR	2.0BR	3.0BR
Subject	697	1,001	1,159
Average	736	1,043	1,242
Min	556	868	1,101
Max	931	1,287	1,556
Advantage/Disadvantage	-5.3%	-4.1%	-6.7%

The Subject's one, two, and three-bedroom units are within the range of the surveyed comparable unit sizes. All of the Subject's units are slightly below the comparables' average square footage. It should be noted that Acclaim of Ashburn, Ashburn Chase, and Heronview Apartments, which offer some of the smaller units among the comparables, reported a low average vacancy rate of 1.4 percent. We have considered the Subject's unit sizes in our determination of achievable rents.

SQUARE FOOT RANKING

1.0BR x 1.0BA		2.0BR x 1.0BA		3.0BR x 2.0BA	
Property Name	Square Feet	Property Name	Square Feet	Property Name	Square Feet
Windmill Parc Apartments (Market)	931	Camden Silo Creek (Market)(2.0BA)	1,287	Chase Heritage (Market)	1,556
Atley On The Greenway (Market)	881	Atley On The Greenway (Market)(2.0BA)	1,245	Camden Silo Creek (Market)	1,419
Chase Heritage (Market)	875	Windmill Parc Apartments (Market)(2.0BA)	1,225	Atley On The Greenway (Market)	1,375
Camden Silo Creek (Market)	867	BLVD Loudoun Station (Market)(2.0BA)	1,154	Atley On The Greenway (Market)	1,365
BLVD Loudoun Station (Market)	821	Camden Silo Creek (Market)(2.0BA)	1,154	Windmill Parc Apartments (Market)	1,343
The Grove At Flynn's Crossing (@60%)	807	Atley On The Greenway (Market)(2.0BA)	1,151	The Grove At Flynn's Crossing (@60%)	1,267
BLVD Loudoun Station (Market)	793	Windmill Parc Apartments (Market)(2.0BA)	1,138	The Fields At Cascades (@60%)	1,178
Windmill Parc Apartments (Market)	773	BLVD Loudoun Station (Market)(2.0BA)	1,136	Commonwealth Lofts 9 (@40%)	1,159
BLVD Loudoun Station (Market)	764	Chase Heritage (Market)(2.0BA)	1,129	Commonwealth Lofts 9 (@50%)	1,159
Atley On The Greenway (Market)	715	The Grove At Flynn's Crossing (@60%)(2.0BA)	1,119	Commonwealth Lofts 9 (@60%)	1,159
Camden Silo Creek (Market)	712	BLVD Loudoun Station (Market)(2.0BA)	1,117	Ashburn Chase (@60%)	1,123
Chase Heritage (Market)	698	Windmill Parc Apartments (Market)(2.0BA)	1,050	Ashburn Chase (@30%)	1,106
Commonwealth Lofts 9 (@40%)	697	Camden Silo Creek (Market)(2.0BA)	1,020	Ashburn Chase (@50%)	1,106
Commonwealth Lofts 9 (@50%)	697	The Fields At Cascades (@60%)(2.0BA)	1,010	Acclaim Of Ashburn (@50%)	1,101
Commonwealth Lofts 9 (@60%)	697	Commonwealth Lofts 9 (@30%)	1,001	Heronview Apartments (@50%)	1,101
Heronview Apartments (@50%)	648	Commonwealth Lofts 9 (@40%)	1,001	Heronview Apartments (@50%)	1,101
Heronview Apartments (@50%)	648	Commonwealth Lofts 9 (@50%)	1,001		
Ashburn Chase (@30%)	628	Commonwealth Lofts 9 (@60%)	1,001		
Ashburn Chase (@50%)	628	The Grove At Flynn's Crossing (@60%)	971		
Ashburn Chase (@60%)	628	Camden Silo Creek (Market)	971		
Windmill Parc Apartments (Market)	614	Chase Heritage (Market)	968		
Camden Silo Creek (Market)	556	Heronview Apartments (@50%)(2.0BA)	950		
		Acclaim Of Ashburn (@50%)(2.0BA)	892		
		The Fields At Cascades (@50%)	877		
		Acclaim Of Ashburn (@50%)(1.5BA)	872		
		Ashburn Chase (@30%)(2.0BA)	868		
		Ashburn Chase (@50%)(2.0BA)	868		
		Ashburn Chase (@60%)(2.0BA)	868		

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.

	Commonwealth Lofts 9	Acclaim Of Ashburn	Ashburn Chase	Heronview Apartments	The Fields At Cascades	The Grove At Flynn's Crossing	Atley On The Greenway	BLVD Loudoun Station	Camden Silo Creek	Chase Heritage	Windmill Parc Apartments
Program	LIHTC/ Section 8	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Tenancy	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family
Utility Structure											
Heat	no	no	no	no	no	no	no	no	no	no	no
Cooking	no	no	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no	no	no
Air Conditioning	no	no	no	no	no	no	no	no	no	no	no
Water Heat	yes	no	no	no	no	no	no	no	no	no	no
Water	no	yes	no	no	no	yes	no	no	no	no	no
Sewer	no	yes	no	no	no	yes	no	no	no	no	no
Trash	yes	yes	yes	yes	yes	yes	no	no	no	no	no

In-Unit Amenities

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

	Commonwealth Lofts 9	Acclaim Of Ashburn	Ashburn Chase	Heronview Apartments	The Fields At Cascades	The Grove At Flynn's Crossing	Atley On The Greenway	BLVD Loudoun Station	Camden Silo Creek	Chase Heritage	Windmill Parc Apartments
Program	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Tenancy	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family
Unit											
Balcony	no	yes	yes	no	yes	yes	yes	yes	yes	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Cable/Satellite	no	no	no	no	no	no	no	no	yes	no	no
Carpeting	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes
Ceiling Fan	no	no	yes	yes	yes	no	yes	yes	yes	yes	yes
Central/AC	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Coat Closet	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	yes
Exterior Storage	yes	no	yes	no	yes	no	no	no	yes	no	no
Fireplace	no	no	no	no	no	yes	no	no	yes	yes	no
Hardwood Floors	no	no	yes	no	no	no	no	yes	no	no	no
Vaulted Ceilings	no	no	no	no	no	yes	no	no	yes	yes	yes
Vinyl Plank Flooring	yes	no	no	no	no	no	no	no	no	no	no
Walk-In-Closet	yes	yes	yes	yes	no	yes	yes	yes	yes	yes	yes
Washer / Dryer	yes	no	yes	no	yes	yes	no	no	yes	yes	yes
W/D Hookups	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Kitchen											
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Disposal	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Microwave	yes	yes	yes	yes	no	no	yes	yes	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, exterior storage, microwaves, vinyl plank flooring, walk-in closets, and washer/dryers. 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.

	Commonwealth Lofts 9	Acclaim Of Ashburn	Ashburn Chase	Heronview Apartments	The Fields At Cascades	The Grove At Flynn's Crossing	Atley On The Greenway	BLVD Loudoun Station	Camden Silo Creek	Chase Heritage	Windmill Parc Apartments
Program	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Tenancy	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family
Community											
Bike Storage	yes	no	no	no	no	no	no	no	no	no	no
Business Center	yes	no	no	yes	no	no	no	yes	yes	yes	yes
Central Laundry	no	yes	no	yes	no	no	yes	yes	no	no	no
Clubhouse	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Community Garden	yes	no	no	no	no	no	no	no	no	no	no
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
WiFi	no	no	no	no	no	no	yes	no	no	yes	yes
Recreation											
Exercise Facility	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Picnic Area	yes	yes	yes	no	no	no	no	no	yes	no	no
Playground	yes	yes	yes	no	yes	yes	no	no	yes	yes	yes
Recreational Area	yes	no	no	no	no	no	no	no	no	no	no
Swimming Pool	no	yes	no	no	yes	yes	yes	yes	yes	yes	yes
Tennis Court	no	no	no	no	yes	no	no	no	no	no	no
Theatre	no	no	no	no	no	no	no	no	no	no	yes
Services											
Car Wash	no	no	no	no	no	no	no	no	no	no	yes
Service Coordination	no	no	yes	no	no	no	no	no	no	no	no

Notable amenities offered by the proposed Subject will include bike storage, a business center, a clubhouse, a community garden, a fitness center, on-site management, picnic areas, a playground, and recreational areas. All of the Subject's property amenities will be shared with the second phase of the overall development. The majority of the comparables offer property amenities considered slightly inferior relative to the proposed Subject. These properties lack features such as bike storage, a business center, a community garden, recreational areas, picnic areas, and a playground, all of which are offered by the proposed Subject. The amenities offered by BLVD Loudoun Station, Camden Silo Creek, Chase Heritage, and Windmill Parc Apartments are considered similar to the 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.

	Commonwealth Lofts 9	Acclaim Of Ashburn	Ashburn Chase	Heronview Apartments	The Fields At Cascades	The Grove At Flynn's Crossing	Atley On The Greenway	BLVD Loudoun Station	Camden Silo Creek	Chase Heritage	Windmill Parc Apartments
Program	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Tenancy	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family
Crime Index	43	24	37	84	71	102	102	157	85	68	102
Security											
Intercom (Buzzer)	yes	no	yes	no	no	no	no	yes	no	no	yes
Limited Access	yes	no	yes	yes	no	no	yes	yes	no	no	yes
Perimeter Fencing	no	no	no	no	no	no	yes	yes	no	no	no
Video Surveillance	no	no	no	yes	no	no	no	no	no	no	no

According to ESRI Demographic data, crime indices in the proposed Subject's location are well below the national average. The proposed Subject will offer intercom (buzzer) and limited access. Five of the comparables offer two to three security amenities, similar to the Subject. Overall, the comparables' security features range from inferior to similar compared to the proposed Subject. As such, we believe the proposed Subject's security amenities are market oriented.

Parking

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

	Commonwealth Lofts 9	Acclaim Of Ashburn	Ashburn Chase	Heronview Apartments	The Fields At Cascades	The Grove At Flynn's Crossing	Atley On The Greenway	BLVD Loudoun Station	Camden Silo Creek	Chase Heritage	Windmill Parc Apartments
Program	LIHTC/ Section 8	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Tenancy	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family	Family
Walk Score	50	62	42	19	54	65	58	53	36	63	56
Parking Ratio	1.51	1.44	n/a	n/a	1.25	0.89	1.01	0.35	1.41	2.09	n/a
Parking											
Garage	yes	no	yes	yes	no	no	yes	no	yes	no	yes
Garage Fee	\$0	\$0	\$0	\$0	n/a	n/a	\$125	\$0	\$150	\$0	\$200
Surface	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Surface Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

The Subject's overall development will offer 102 surface parking spaces and 40 garage parking spaces. There will be no fee for parking, and we believe the number of parking spaces to be adequate. All of the comparable properties offer off-street surface parking included in the cost of rent. Two properties also offer garage parking included in the cost of rent, similar to the proposed Subject. Another three properties offer garage parking for a monthly fee ranging between \$125 and \$200. The parking at these properties is considered inferior to the 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 %
Acclaim Of Ashburn	LIHTC	7%
Ashburn Chase	LIHTC	10%
Heronview Apartments	LIHTC	6%
The Fields At Cascades	LIHTC	15%
The Grove At Flynn's Crossing	LIHTC	8%
Atley On The Greenway	Market	N/A
BLVD Loudoun Station	Market	5%
Camden Silo Creek	Market	0%
Chase Heritage	Market	0%
Windmill Parc Apartments	Market	14%

The comparable properties reported voucher usage ranging between zero and 15 percent. The LIHTC comparables reported average voucher utilization of 9.2 percent. Based on the performance of the LIHTC comparables, we expect the Subject will operate with voucher usage of approximately 10 percent.

Turnover

The following table illustrates reported turnover for the comparable properties.

TURNOVER			
Property Name	Program	Tenancy	Annual Turnover
Acclaim Of Ashburn	LIHTC	Family	6%
Ashburn Chase	LIHTC	Family	10%
Heronview Apartments	LIHTC	Family	9%
The Fields At Cascades	LIHTC	Family	15%
The Grove At Flynn's Crossing	LIHTC	Family	14%
Atley On The Greenway	Market	Family	12%
BLVD Loudoun Station	Market	Family	13%
Camden Silo Creek	Market	Family	30%
Chase Heritage	Market	Family	25%
Windmill Parc Apartments	Market	Family	36%
Average Turnover			17%

The comparable properties reported turnover ranging between six and 36 percent, with an overall average of 17 percent. The LIHTC comparables operate with an average turnover rate of 11 percent, which is well below the 23 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 10 to 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 %
Acclaim Of Ashburn	LIHTC	Family	174	0	0.0%
Ashburn Chase	LIHTC	Family	96	4	4.2%
Heronview Apartments	LIHTC	Family	46	0	0.0%
The Fields At Cascades	LIHTC	Family	320	1	0.3%
The Grove At Flynn's Crossing	LIHTC	Family	168	1	0.6%
Atley On The Greenway	Market	Family	496	3	0.6%
BLVD Loudoun Station	Market	Family	357	13	3.6%
Camden Silo Creek	Market	Family	284	7	2.5%
Chase Heritage	Market	Family	236	16	6.8%
Windmill Parc Apartments	Market	Family	437	22	5.0%
LIHTC Total			804	6	0.7%
Market Total			1,810	61	3.4%
Overall Total			2,614	67	2.6%

The comparable properties reported vacancy rates ranging from zero to 6.8 percent, with an overall weighted average of 2.6 percent. Managers at two of the five LIHTC properties reported being fully occupied. The average vacancy rate reported by the affordable comparables was 0.7 percent, well below the 3.4 percent weighted average reported by the market rate properties. All of the market rate properties reported vacancy rates of 6.8 percent or less. Management at Chase Heritage, which reported the highest vacancy rate of 6.8 percent, explained that winter is historically a slow period for the property and that a slightly elevated vacancy rate is typical for this time of year. The average LIHTC vacancy rate of 0.7 percent is considered exceptionally low, and indicative of supply-constrained conditions. Based on the performance of the comparables, we expect the Subject will operate with vacancy of approximately five percent.

VACANCY BY BEDROOM TYPE

Property Name	Program	Tenancy	0BR	1BR	2BR	3BR
Acclaim Of Ashburn	LIHTC	Family	-	-	0.0%	0.0%
Ashburn Chase	LIHTC	Family	-	10.5%	3.4%	0.0%
Heronview Apartments	LIHTC	Family	-	0.0%	0.0%	0.0%
The Fields At Cascades	LIHTC	Family	-	-	0.0%	1.2%
The Grove At Flynn's Crossing	LIHTC	Family	-	0.0%	0.8%	0.0%
Atley On The Greenway	Market	Family	-	-	-	-
BLVD Loudoun Station	Market	Family	-	-	-	-
Camden Silo Creek	Market	Family	-	0.0%	0.0%	0.0%
Chase Heritage	Market	Family	-	6.7%	7.8%	0.0%
Windmill Parc Apartments	Market	Family	-	-	-	-

As proposed, the Subject will consist of one, two, and three-bedroom units. Vacancy rates in the market average 3.4 percent for one-bedroom units, 1.7 percent for two-bedroom units, and 0.2 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

None of the comparable properties reported offering concessions. Given the lack of concessions offered in the market, we do not anticipate that the Subject will need to offer concessions to maintain a stabilized occupancy rate upon completion.

Waiting Lists

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

WAITING LISTS

Property Name	Program	Tenancy	Waiting List Length
Acclaim Of Ashburn	LIHTC	Family	None
Ashburn Chase	LIHTC	Family	Yes, three to six months in length
Heronview Apartments	LIHTC	Family	Yes, two years in length
The Fields At Cascades	LIHTC	Family	None
The Grove At Flynn's Crossing	LIHTC	Family	None
Atley On The Greenway	Market	Family	None
BLVD Loudoun Station	Market	Family	None
Camden Silo Creek	Market	Family	None
Chase Heritage	Market	Family	None
Windmill Parc Apartments	Market	Family	None

Two of the LIHTC properties maintain waiting lists, one of which is 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
The Woods At Brambleton Town Center South	LIHTC	Family	Ashburn	2021	55	55	6.8 miles
Ashburn Chase*	LIHTC	Family	Ashburn	2020	96	55	2.1 miles
The Point At Ridgeline	LIHTC	Family	Herndon	2019	293	24	7.0 miles
The Woods At Birchwood	LIHTC	Senior	Ashburn	2019	83	15	7.3 miles
Heronview Apartments*	LIHTC	Family	Sterling	2019	46	30	1.6 miles
Exo Reston	Market	Family	Reston	2018	457	19	8.4 miles
Average Affordable					115	36	
Average Market					457	19	
Overall Average					172	33	

*Comparable Property

We obtained absorption data from six properties, located between 1.6 and 8.4 miles from the Subject site. These properties reported absorption rates ranging from 15 to 55 units per month, with an overall average of 33 units per month. Overall, we expect the proposed Subject will experience an absorption rate of 25 units per month. This equates to an absorption period of approximately four months for the overall development.

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
Acclaim Of Ashburn	LIHTC	Family	Increased to 2023 max
Ashburn Chase	LIHTC	Family	Increased to 2023 max
Heronview Apartments	LIHTC	Family	Increased to 2023 max
The Fields At Cascades	LIHTC	Family	Increased to 2023 max
The Grove At Flynn's Crossing	LIHTC	Family	Increased to 2023 max
Atley On The Greenway	Market	Family	Changes daily
BLVD Loudoun Station	Market	Family	Changes daily
Camden Silo Creek	Market	Family	Changes daily
Chase Heritage	Market	Family	Increased three to five percent
Windmill Parc Apartments	Market	Family	Changes daily

Six of the comparable properties reported rent growth over the past year. All of the comparable LIHTC properties reported achieving maximum allowable rents. Additionally, four of the market rate comparables utilized pricing software and rents change daily. 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%								
2BR/1BA	1,001	2	-	\$941	\$76	\$1,017	\$1,017	\$2,045
@40% (Section 8)								
1BR/1BA	697	1	\$1,790	\$1,790	\$150	\$1,940	\$1,130	\$1,803
2BR/1BA	1,001	2	\$2,090	\$2,090	\$180	\$2,270	\$1,357	\$2,045
3BR/2BA	1,159	2	\$2,531	\$2,531	\$219	\$2,750	\$1,567	\$2,544
@50%								
1BR/1BA	697	4	-	\$1,346	\$67	\$1,413	\$1,413	\$1,803
2BR/1BA	1,001	10	-	\$1,620	\$76	\$1,696	\$1,696	\$2,045
3BR/2BA	1,159	3	-	\$1,875	\$84	\$1,959	\$1,959	\$2,544
@60%								
1BR/1BA	697	4	-	\$1,628	\$67	\$1,695	\$1,695	\$1,803
2BR/1BA	1,001	13	-	\$1,959	\$76	\$2,035	\$2,035	\$2,045
3BR/2BA	1,159	6	-	\$2,267	\$84	\$2,351	\$2,351	\$2,544
Total		47						

*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, 40, 50, and 60 percent of AMI, or less. The following table details the Subject’s proposed rents in comparison to rents at the comparables.

30 Percent AMI

LIHTC RENT COMPARISON @30%

Property Name	County	2BR	Max Rent?
Commonwealth Lofts 9	Loudoun	\$941	-
LIHTC Maximum Rent (Net)	Loudoun	\$941	-
Ashburn Chase	Loudoun	\$1,034	Yes
Average	-	\$1,034	-
Achievable LIHTC Rent		\$941	Yes

The Subject will offer two units restricted to 30 percent of the AMI. As shown in the preceding table, one of the comparable properties offers units restricted to 30 percent of the AMI and reports achieving the maximum allowable rents. Ashburn Chase is considered slightly inferior to the proposed Subject, offering slightly inferior property amenities, slightly superior unit features, a similar location and condition, and inferior unit sizes. As such, and given the large market advantage, we believe the Subject will also be capable of achieving the maximum allowable rents at 30 percent of the AMI.

40 Percent AMI

LIHTC RENT COMPARISON @40%

Property Name	County	1BR	2BR	3BR	Max Rent?
Commonwealth Lofts 9	Loudoun	\$1,790*	\$2,090*	\$2,531*	-
LIHTC Maximum Rent (Net)	Loudoun	\$1,063	\$1,281	\$1,483	-
Achievable LIHTC Rent		\$980	\$1,177	\$1,348	Yes

*Contract rents

The Subject will offer five units restricted to 40 percent of the AMI, all of which will benefit from a project-based subsidy. None of the comparable properties offer units restricted to 40 percent of the AMI. However, given the large market advantage, we believe the Subject would be capable of achieving the maximum allowable rents at 40 percent of the AMI, absent subsidy.

50 Percent AMI

LIHTC RENT COMPARISON @50%

Property Name	County	1BR	2BR	3BR	Max Rent?
Commonwealth Lofts 9	Loudoun	\$1,346	\$1,620	\$1,875	-
LIHTC Maximum Rent (Net)	Loudoun	\$1,346	\$1,620	\$1,875	-
Acclaim Of Ashburn	Loudoun	-	\$1,562	\$1,805	Yes
Ashburn Chase	Loudoun	\$1,426	\$1,713	\$1,980	Yes
Heronview Apartments	Loudoun	\$1,295	\$1,548	\$1,773	Yes
The Fields At Cascades	Loudoun	-	\$1,573	-	Yes
Average	-	\$1,361	\$1,599	\$1,853	-
Achievable LIHTC Rent		\$1,346	\$1,620	\$1,875	Yes

60 Percent AMI

LIHTC RENT COMPARISON @60%

Property Name	County	1BR	2BR	3BR	Max Rent?
Commonwealth Lofts 9	Loudoun	\$1,628	\$1,959	\$2,267	-
LIHTC Maximum Rent (Net)	Loudoun	\$1,628	\$1,959	\$2,267	-
Ashburn Chase	Loudoun	\$1,450	\$1,764	\$1,981	Yes
The Fields At Cascades	Loudoun	-	\$1,912	\$2,212	Yes
The Grove At Flynn's Crossing	Loudoun	\$1,579	\$1,901	\$2,197	Yes
Average	-	\$1,515	\$1,859	\$2,130	-
Achievable LIHTC Rent		\$1,628	\$1,959	\$2,267	Yes

The Subject will offer 17 units restricted to 50 percent of the AMI and 23 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. Ashburn Chase is considered slightly inferior to the proposed Subject and was previously discussed in the 30 percent of AMI analysis. Acclaim of Ashburn and The Fields at Cascades are considered inferior to the proposed Subject, offering slightly inferior property amenities, similar to slightly inferior unit features and locations, inferior condition, and slightly inferior to inferior unit sizes. Heronview Apartments is also considered inferior to the proposed Subject, offering slightly inferior property amenities, unit features, and location, similar condition, and inferior unit sizes. The Grove at Flynn's Crossing is considered slightly inferior to the proposed Subject, offering slightly inferior property amenities, similar unit features and location, inferior condition, and slightly superior unit sizes. As such, we believe the Subject will also be capable of achieving the maximum allowable rents at 50 and 60 percent of the AMI. The maximum rents represent a rent advantage of 22 to 40 percent over the achievable market rents.

Most Similar LIHTC

Based upon the overall comparison ratings, the Subject will be most similar to Ashburn Chase.

Ashburn Chase is a 96-unit property located 2.1 miles northwest of the Subject site, in a neighborhood considered similar 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 Ashburn Chase reported a vacancy rate of 4.2 percent with a waiting list of three to six months that will be used to fill the four current vacancies. Management also reported that the property is achieving the 2023 maximum allowable rents at 30 and 50 percent of the AMI. On balance, we consider the in-unit and property amenity packages offered by Stone Springs Apartments to be slightly superior and slightly inferior relative to the proposed Subject, respectively. The Subject will offer slightly inferior unit sizes relative to Ashburn Chase. In overall terms, we believe the proposed Subject will be a similar to slightly inferior product relative to Ashburn Chase.

Given the Subject's comparison to Ashburn Chase, as well as the low vacancy rates and waiting lists reported by the affordable comparables, we believe that the maximum allowable rents are achievable for the Subject at the 30, 40, 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
1BR/1BA	@40% (Section 8)	697	\$980	\$1,782	\$2,352	\$1,996	\$2,100	53%
1BR/1BA	@50%	697	\$1,346	\$1,782	\$2,352	\$1,996	\$2,100	36%
1BR/1BA	@60%	697	\$1,628	\$1,782	\$2,352	\$1,996	\$2,100	22%
2BR/1BA	@30%	1,001	\$941	\$2,248	\$2,853	\$2,598	\$2,700	65%
2BR/1BA	@40% (Section 8)	1,001	\$1,177	\$2,248	\$2,853	\$2,598	\$2,700	56%
2BR/1BA	@50%	1,001	\$1,620	\$2,248	\$2,853	\$2,598	\$2,700	40%
2BR/1BA	@60%	1,001	\$1,959	\$2,248	\$2,853	\$2,598	\$2,700	27%
3BR/2BA	@40% (Section 8)	1,159	\$1,348	\$2,765	\$3,336	\$3,025	\$2,950	54%
3BR/2BA	@50%	1,159	\$1,875	\$2,765	\$3,336	\$3,025	\$2,950	36%
3BR/2BA	@60%	1,159	\$2,267	\$2,765	\$3,336	\$3,025	\$2,950	23%

The Subject's achievable LIHTC rents represent a rent advantage of 22 to 65 percent over the achievable market rents. We concluded that achievable market rents for the Subject's units are above the rents at Atley on The Greenway and similar to slightly below the rents at BLVD Loudoun Station.

Atley On The Greenway is a 496-unit property located 3.4 miles southwest of the Subject site, in a neighborhood considered similar to the Subject's location. This property was constructed in 2014. We consider the condition of this property slightly inferior relative to the proposed Subject, which will be new construction. The manager at Atley On The Greenway reported a low vacancy rate of 0.6 percent, indicating the current rents are well accepted in the market and could likely be higher. The following table compares the Subject with Atley On The Greenway.

SUBJECT COMPARISON TO ATLEY ON THE GREENWAY

Unit Type	Subject Achievable Market Rent	Square Feet	Subject RPSF	Comparable Rent	Square Feet	Comparable RPSF
1BR/1BA	\$2,100	697	\$3.01	\$1,970	715	\$2.76
2BR/1BA	\$2,700	1,001	\$2.70	\$2,629	1,151	\$2.28
3BR/2BA	\$2,950	1,159	\$2.55	\$2,765	1,365	\$2.03

Atley On The Greenway offers balconies/patios, ceiling fans, a swimming pool, and common area WiFi, all of which the proposed Subject will lack. However, the Subject will offer bike storage, a business center, a community garden, exterior storage, picnic areas, a playground, recreational areas, vinyl plank flooring, and washer/dryers, none of which are provided by Atley On The Greenway. The in-unit and property amenity packages offered by Atley On The Greenway are both considered slightly inferior relative to the proposed Subject. Furthermore, the proposed Subject will offer some garage parking included in the cost of rent, while Atley on The Greenway offers surface parking included in the cost of rent and garage parking for a monthly fee of \$125. Additionally, Atley on The Greenway offers slightly superior one-bedroom unit sizes and superior two and three-bedroom unit sizes compared to the proposed Subject. In overall terms, we believe the proposed Subject will be a slightly superior product relative to Atley On The Greenway. Accordingly, our concluded achievable market rents are above the rents reported by Atley On The Greenway.

BLVD Loudoun Station is a 357-unit property located 3.5 miles southwest of the Subject site, in a neighborhood considered similar to the Subject's location. This property was constructed in 2012. We consider the condition of this property slightly inferior relative to the proposed Subject, which will be new construction. The manager at BLVD Loudoun Station reported a low vacancy rate of 3.6 percent, indicating the current rents are well accepted in the market. The following table compares the Subject with BLVD Loudoun Station.

SUBJECT COMPARISON TO BLVD LOUDOUN STATION

Unit Type	Subject Achievable Market Rent	Square Feet	Subject RPSF	Comparable Rent	Square Feet	Comparable RPSF
1BR/1BA	\$2,100	697	\$3.01	\$2,044	764	\$2.68
2BR/1BA	\$2,700	1,001	\$2.70	\$2,831	1,117	\$2.53
3BR/2BA	\$2,950	1,159	\$2.55	-	-	-

BLVD Loudoun Station offers balconies/patios, ceiling fans, and a swimming pool, all of which the proposed Subject will lack. However, the Subject will offer bike storage, a community garden, exterior storage, picnic areas, a playground, recreational areas, vinyl plank flooring, and washer/dryers, none of which are provided by BLVD Loudoun Station. On balance, we consider the in-unit and property amenity packages offered by BLVD Loudoun Station to be slightly inferior and similar relative to the proposed Subject, respectively. Furthermore, the proposed Subject will offer some garage parking included in the cost of rent, while BLVD Loudoun Station offers only surface parking included in the cost of rent. Additionally, BLVD Loudoun Station offers superior one and two-bedroom unit sizes compared to the proposed Subject. In overall terms, we believe the proposed Subject will be a similar product relative to BLVD Loudoun Station. Accordingly, our concluded achievable market rents are slightly below to slightly above the rents reported by BLVD Loudoun Station.

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 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 and in a good location. Weaknesses of the Subject will be its lack of some in-unit and community amenities such as balconies/patios and a swimming pool found at the majority of the comparable properties. The vacancy rate at the LIHTC properties is 0.7 percent. Additionally, two 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 30, 50, and/or 60 percent of AMI levels. None of the comparable properties offer units restricted to 40 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, 40, 50, and 60 percent of the AMI. Our concluded achievable market rents are near the middle of the surveyed range as the comparable market rate properties generally offer slightly inferior to similar property amenities and locations, similar unit features, slightly inferior condition, and slightly superior to superior 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 Ashburn, Belmont, Dulles Town Center, Potomac Falls, and Sterling. The PMA boundaries are: the Potomac River to the north; State Routes 637, 846, and 28 to the east; State Route 267 to the south; and Goose Creek to the west. The PMA encompasses approximately 41 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:	Loudoun 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%		@40% (Section 8)		@50%		@60%	
1BR	-	-	\$0	\$48,240	\$48,446	\$60,300	\$58,114	\$72,360
2BR	\$34,869	\$40,710	\$0	\$54,280	\$58,149	\$67,850	\$69,771	\$81,420
3BR	-	-	\$0	\$65,120	\$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	Minimum Allowable Income	Maximum Allowable Income
	@30%		@40%		@50%		@60%	
1BR	-	-	\$38,743	\$48,240	\$48,446	\$60,300	\$58,114	\$72,360
2BR	\$34,869	\$40,710	\$46,526	\$54,280	\$58,149	\$67,850	\$69,771	\$81,420
3BR	-	-	\$53,726	\$65,120	\$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	518	3.7%	540	3.7%	4	0.8%
\$10,000-19,999	644	4.6%	615	4.2%	-6	-0.9%
\$20,000-29,999	597	4.3%	584	4.0%	-3	-0.4%
\$30,000-39,999	856	6.2%	803	5.5%	-11	-1.2%
\$40,000-49,999	890	6.4%	950	6.5%	12	1.3%
\$50,000-59,999	1,163	8.4%	995	6.8%	-34	-2.9%
\$60,000-74,999	1,785	12.9%	1,789	12.3%	1	0.0%
\$75,000-99,999	1,847	13.3%	1,924	13.2%	15	0.8%
\$100,000-124,999	2,123	15.3%	2,144	14.7%	4	0.2%
\$125,000-149,999	993	7.1%	1,196	8.2%	41	4.1%
\$150,000-199,999	1,146	8.3%	1,290	8.9%	29	2.5%
\$200,000+	1,328	9.6%	1,738	11.9%	82	6.2%
Total	13,890	100.0%	14,568	100.0%		

Source: HISTA Data / Ribbon Demographics 2023, Novogradac, January 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%			@40% (Section 8)			@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	cohort overlap	% in cohort	# in cohort			
\$0-\$9,999	518				\$9,999	100.0%	518						\$9,999	100.0%	518				
\$10,000-\$19,999	644				\$9,999	100.0%	644						\$9,999	100.0%	644				
\$20,000-\$29,999	597				\$9,999	100.0%	597						\$9,999	100.0%	597				
\$30,000-\$39,999	856	\$5,130	51.3%	439	\$9,999	100.0%	856						\$9,999	100.0%	856				
\$40,000-\$49,999	890	\$710	7.1%	63	\$9,999	100.0%	890	\$1,553	15.5%	138			\$9,999	100.0%	890				
\$50,000-\$59,999	1,163				\$9,999	100.0%	1,163	\$9,999	100.0%	1,163	\$1,885	18.9%	219	\$9,999	100.0%	1,163			
\$60,000-\$74,999	1,785				\$5,120	34.1%	609	\$14,999	100.0%	1,785	\$14,999	100.0%	1,785	\$14,999	100.0%	1,785			
\$75,000-\$99,999	1,847							\$6,400	25.6%	473	\$22,680	90.7%	1,676	\$22,680	90.7%	1,676			
\$100,000-\$124,999	2,123																		
\$125,000-\$149,999	993																		
\$150,000-\$199,999	1,146																		
\$200,000-\$250,000	1,328																		
Total	13,890			3.6%	502			38.0%	5,277			25.6%	3,559			26.5%	3,680	58.5%	8,129

RENTER INCOME DISTRIBUTION - ABSENT SUBSIDY

Income Cohort	Total Renter Households	@30%			@40%			@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	cohort overlap	% in cohort	# in cohort		
\$0-\$9,999	518																	
\$10,000-\$19,999	644																	
\$20,000-\$29,999	597																	
\$30,000-\$39,999	856	\$5,130	51.3%	439	\$1,256	12.6%	108									\$5,130	51.3%	439
\$40,000-\$49,999	890	\$710	7.1%	63	\$9,999	100.0%	890	\$1,553	15.5%	138						\$9,999	100.0%	890
\$50,000-\$59,999	1,163				\$9,999	100.0%	1,163	\$9,999	100.0%	1,163	\$1,885	18.9%	219	\$9,999	100.0%	1,163		
\$60,000-\$74,999	1,785				\$5,120	34.1%	609	\$14,999	100.0%	1,785	\$14,999	100.0%	1,785	\$14,999	100.0%	1,785		
\$75,000-\$99,999	1,847							\$6,400	25.6%	473	\$22,680	90.7%	1,676	\$22,680	90.7%	1,676		
\$100,000-\$124,999	2,123																	
\$125,000-\$149,999	993																	
\$150,000-\$199,999	1,146																	
\$200,000-\$250,000	1,328																	
Total	13,890			3.6%	502		19.9%	2,770			25.6%	3,559			26.5%	3,680	42.9%	5,953

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

HOUSEHOLD DISTRIBUTION		
1BR	100%	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	34.5%	4,793
2 person	29.4%	4,079
3 person	16.6%	2,302
4 person	10.5%	1,461
5 person	9.0%	1,255
Total	100.0%	13,890

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	4,793	x	3.6%	173
2 person	4,079	x	3.6%	148
3 person	2,302	x	3.6%	83
4 person	1,461	x	3.6%	53
5 person	1,255	x	3.6%	45
Total	13,890			502

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
2BR	217
Total	217

Capture Rate Analysis - @30%

	Developer's Unit Mix	Capture Rate
2BR	2	0.9%
Total/Overall	2	0.9%
		<i>Adjusted for Leakage from Outside of the PMA</i>
2BR	2	0.8%
Total/Overall	2	0.8%

Capture Rate - 40% (Section 8) - As Proposed

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2023

	Renter Household Size Distribution	Total Number of Renter Households
1 person	34.5%	4,793
2 person	29.4%	4,079
3 person	16.6%	2,302
4 person	10.5%	1,461
5 person	9.0%	1,255
Total	100.0%	13,890

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	4,793	x	38.0%	1,821
2 person	4,079	x	38.0%	1,550
3 person	2,302	x	38.0%	875
4 person	1,461	x	38.0%	555
5 person	1,255	x	38.0%	477
Total	13,890			5,277

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	2,131
2BR	2,281
3BR	460
Total	4,872

Capture Rate Analysis - @40% (Section 8)

	Developer's Unit Mix	Capture Rate
1BR	1	0.0%
2BR	2	0.1%
3BR	2	0.4%
Total/Overall	5	0.1%

Adjusted for Leakage from Outside of the PMA

10.0%

1BR	1	0.0%
2BR	2	0.1%
3BR	2	0.4%
Total/Overall	5	0.1%

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	34.5%	4,793
2 person	29.4%	4,079
3 person	16.6%	2,302
4 person	10.5%	1,461
5 person	9.0%	1,255
Total	100.0%	13,890

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	4,793	x	25.6%	1,228
2 person	4,079	x	25.6%	1,045
3 person	2,302	x	25.6%	590
4 person	1,461	x	25.6%	374
5 person	1,255	x	25.6%	322
Total	13,890			3,559

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	1,437
2BR	1,538
3BR	311
Total	3,286

Capture Rate Analysis - @50%

	Developer's Unit Mix	Capture Rate
1BR	4	0.3%
2BR	10	0.7%
3BR	3	1.0%
Total/Overall	17	0.5%

Adjusted for Leakage from Outside of the PMA

10.0%

1BR	4	0.3%
2BR	10	0.6%
3BR	3	0.9%
Total/Overall	17	0.5%

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	34.5%	4,793
2 person	29.4%	4,079
3 person	16.6%	2,302
4 person	10.5%	1,461
5 person	9.0%	1,255
Total	100.0%	13,890

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	4,793	x	26.5%	1,270
2 person	4,079	x	26.5%	1,081
3 person	2,302	x	26.5%	610
4 person	1,461	x	26.5%	387
5 person	1,255	x	26.5%	332
Total	13,890			3,680

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	1,486
2BR	1,591
3BR	321
Total	3,398

Capture Rate Analysis - @60%

	Developer's Unit Mix	Capture Rate
1BR	4	0.3%
2BR	13	0.8%
3BR	6	1.9%
Total/Overall	23	0.7%

Adjusted for Leakage from Outside of the PMA

10.0%

1BR	4	0.2%
2BR	13	0.7%
3BR	6	1.7%
Total/Overall	23	0.6%

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	34.5%	4,793
2 person	29.4%	4,079
3 person	16.6%	2,302
4 person	10.5%	1,461
5 person	9.0%	1,255
Total	100.0%	13,890

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	4,793	x	58.5%	2,805
2 person	4,079	x	58.5%	2,387
3 person	2,302	x	58.5%	1,347
4 person	1,461	x	58.5%	855
5 person	1,255	x	58.5%	734
Total	13,890			8,129

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	3,282
2BR	3,513
3BR	709
Total	7,505

Capture Rate Analysis - All Units

	Developer's Unit Mix	Capture Rate
1BR	9	0.3%
2BR	27	0.8%
3BR	11	1.6%
Total/Overall	47	0.6%

Adjusted for Leakage from Outside of the PMA

10.0%

1BR	9	0.2%
2BR	27	0.7%
3BR	11	1.4%
Total/Overall	47	0.6%

Capture Rate - 40% - Absent Subsidy

PROJECTED RENTER HOUSEHOLD DEMAND BY BEDROOM TYPE

Renter Household Distribution 2023

	Renter Household Size Distribution	Total Number of Renter Households
1 person	34.5%	4,793
2 person	29.4%	4,079
3 person	16.6%	2,302
4 person	10.5%	1,461
5 person	9.0%	1,255
Total	100.0%	13,890

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	4,793	x	19.9%	956
2 person	4,079	x	19.9%	813
3 person	2,302	x	19.9%	459
4 person	1,461	x	19.9%	291
5 person	1,255	x	19.9%	250
Total	13,890			2,770

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	1,118
2BR	1,197
3BR	242
Total	2,557

Capture Rate Analysis - @40%

	Developer's Unit Mix	Capture Rate
1BR	1	0.1%
2BR	2	0.2%
3BR	2	0.8%
Total/Overall	5	0.2%

Adjusted for Leakage from Outside of the PMA

10.0%

1BR	1	0.1%
2BR	2	0.2%
3BR	2	0.7%
Total/Overall	5	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	34.5%	4,793
2 person	29.4%	4,079
3 person	16.6%	2,302
4 person	10.5%	1,461
5 person	9.0%	1,255
Total	100.0%	13,890

Income-Qualified Renter Demand

	Total Number of Renter Households		% Income-Qualified Renter Households	Number Qualified Renter Households
1 person	4,793	x	42.9%	2,054
2 person	4,079	x	42.9%	1,748
3 person	2,302	x	42.9%	987
4 person	1,461	x	42.9%	626
5 person	1,255	x	42.9%	538
Total	13,890			5,953

Projected Renter Household Demand by Bedroom Size

	Number of Qualified Renter Households
1BR	2,404
2BR	2,573
3BR	519
Total	5,496

Capture Rate Analysis - All Units (Absent Subsidy)

	Developer's Unit Mix	Capture Rate
1BR	9	0.4%
2BR	27	1.0%
3BR	11	2.1%
Total/Overall	47	0.9%

Adjusted for Leakage from Outside of the PMA

10.0%

1BR	9	0.3%
2BR	27	0.9%
3BR	11	1.9%
Total/Overall	47	0.8%

VIRGINIA HOUSING DEVELOPMENT AUTHORITY DEMAND ANALYSIS

We have also included the required demand table from the Virginia Housing Development Authority 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 243 proposed competitive affordable units in the PMA. Existing vacancies in the PMA are based on the vacancies at the six directly comparable family LIHTC properties in the PMA.

Virginia Housing Development Authority Demand Table

We have determined the overall LIHTC weighted average vacancy rate among the comparable properties is 0.7 percent. As noted above, there are six directly comparable family mixed income properties in the PMA. Five of these properties are used as comparables in this report, and all of them were able to provide breakdowns of their LIHTC and market rate units. Property management at these six comparables report two current vacancies at 30 percent of the AMI and four current vacancies at 60 percent of the AMI. There are a total of 343 proposed competitive 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, 20 percent will be restricted to 40 percent of the AMI, 20 percent will be restricted to 50 percent of the AMI, 40 percent will be restricted to 60 percent of the AMI. Therefore, we have deducted 349 competitive units from the total demand for the Subject as proposed, and 349 competitive units from the total demand for the Subject absent subsidy. However, we split these competitive units to calculate the demand for the Subject's 30, 40, 50, and 60 percent AMI units separately. The table below illustrates the resulting capture rate for demand currently proposed in PMA.

As Proposed

Income Restrictions	Up to 30% As Proposed (\$34,869-\$40,710)	Up to 40% (PBV) As Proposed (\$0-\$65,120)	Up to 50% As Proposed (\$48,446-\$81,400)	Up to 60% As Proposed (\$58,114-\$97,680)	Project Total As Proposed (\$0-\$97,680)
New Rental Households	27	290	195	202	446
+					
Existing Households – Overburdened	190	1,995	1,345	1,391	3,073
+					
Existing Households - Substandard Housing	1	9	6	7	15
=					
TOTAL DEMAND	218	2,294	1,547	1,600	3,534
-					
Supply (includes directly comparable vacant units or in pipeline in PMA)	71	69	69	141	349
NET DEMAND	148	2,226	1,478	1,459	3,185
PROPOSED UNITS	2	5	17	23	47
CAPTURE RATE	1.4%	0.2%	1.1%	1.6%	1.5%
ABSORPTION PERIOD	0.1 months	0.2 months	0.7 months	1 month	2 months

Absent Subsidy

Income Restrictions	Up to 30% As Proposed (\$34,869-\$40,710)	Up to 40% Absent Subsidy (\$0-\$65,120)	Up to 50% As Proposed (\$48,446-\$81,400)	Up to 60% As Proposed (\$58,114-\$97,680)	Project Total As Proposed (\$0-\$97,680)
New Rental Households	27	152	195	202	327
+					
Existing Households - Overburdened	190	1,047	1,345	1,391	2,250
+					
Existing Households - Substandard Housing	1	5	6	7	11
=					
TOTAL DEMAND	218	1,204	1,547	1,600	2,588
-					
Supply (includes directly comparable vacant units or in pipeline in PMA)	71	69	69	141	349
NET DEMAND	148	1,135	1,478	1,459	2,239
PROPOSED UNITS	2	5	17	23	47
CAPTURE RATE	1.4%	0.4%	1.1%	1.6%	2.1%
ABSORPTION PERIOD	0.1 months	0.2 months	0.7 months	1 month	2 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 (37.8%) 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 (0.18%) 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 25 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 two 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	1.5%	2.1%
Project Wide Absorption Period (Months)	2 months	2 months

PENETRATION RATE ANALYSIS

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.

The table below illustrates the affordable properties in the Primary Market Area.

EXISTING AFFORDABLE PROPERTIES IN THE PMA

Property Name	Program	Tenancy	Total Units	Competitive LIHTC Units
Acclaim Of Ashburn*	LIHTC	Family	174	24
Ashburn Chase*	LIHTC	Family	96	96
Heronview Apartments*	LIHTC	Family	46	46
The Fields At Cascades*	LIHTC	Family	320	320
The Grove At Flynn's Crossing*	LIHTC	Family	168	168
Ashburn Meadows	LIHTC	Family	336	176
Wingler House Apartments	LIHTC	Senior	264	0
Totals			1,404	830

*Utilized as a comparable property

As shown above, there are 830 competitive LIHTC units in the PMA. These units are deducted from our analysis.

New Construction/Development

RECENT AND PLANNED DEVELOPMENT

Property Name	Rent Structure	Tenancy	Total Units	Competitive Units	Construction Status	LIHTC Allocation Year	Distance to Subject
Ashburn Crossing	Market	Senior	110	0	Under Construction	N/A	1.1 miles
Ashburn Crossing	Market	Family	475	0	Proposed	N/A	1.4 miles
Neon Lofts at Grammercy District	Market	Family	300	0	Proposed	N/A	0.7 miles
19700 Helix Dr	Market	Corporate	101	0	Under Construction	N/A	1.8 miles
Waxpool Apartments	LIHTC	Family	52	52	Under Construction	2021	3.0 miles
Ashburn Station	Affordable/Market	Family	224	11	Under Construction	N/A	3.1 miles
Dulles Gtwy	Market	Family	311	0	Proposed	N/A	3.7 miles
Commonwealth Center	Market	Family	504	0	Proposed	N/A	0.3 miles
Atlantic Blvd	Affordable	Family	80	80	Proposed	N/A	2.9 miles
Neon Lofts	Market	Family	276	0	Proposed	N/A	3.7 miles
Dogwood Farm Station	Affordable/Market	Family	485	100	Final Planning	N/A	0.9 miles
Sterling Meadow	Market	Family	166	0	Under Construction	N/A	2.3 miles
Loudon View Senior Living	Affordable	Senior	98	0	Under Construction	N/A	3.3 miles
45151 Russell Branch Parkway	LIHTC/Market	Family	450	100	Proposed	N/A	0.6 miles
Totals			3,632	343			

Overall, there are a total of 343 proposed units we believe will be competitive with the proposed Subject property, upon completion.

Penetration Rate

As shown in the income distribution previously, there are 8,129 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	343
	+
Number of Existing Competitive Affordable Family Units in the PMA	830
	+
Number of Proposed Family Units at the Subject	47
	=
Total	1,220
	/
Income Eligible Households - All AMI Levels	8,129
	=
Overall Penetration Rate - Market Focus (NCHMA)	15.0%

After deductions for existing and proposed competitive units in the PMA, the resulting penetration rate is 15.0 percent.

Penetration Rate - Absent Subsidy

As shown in the income distribution previously, there are 5,953 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	343
	+
Number of Existing Competitive LIHTC Family Units in the PMA	830
	+
Number of Proposed Family Units at the Subject	47
	=
Total	1,220
	/
Income Eligible Households - All AMI Levels	5,953
	=
Overall Penetration Rate - Market Focus (NCHMA)	20.5%

After deductions for existing and proposed competitive units in the PMA, the resulting penetration rate, absent subsidy, is 20.5 percent.

Capture Rate and Virginia Housing Development Authority 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, 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%	0.8%	0.8%
@40% (Section 8)	0.1%	0.2%
@50%	0.5%	0.5%
@60%	0.6%	0.6%
All Units	0.6%	0.8%
Penetration Rate	15.0%	20.5%

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

The Virginia Housing Development Authority 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	1.5%	2.1%
Project Wide Absorption Period (Months)	2 months	2 months

These capture rates are indicative of moderate demand for the Subject, and upon completion, we anticipate the proposed project will experience strong demand.

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.

Loudoun County Office of Housing

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

PAYMENT STANDARDS

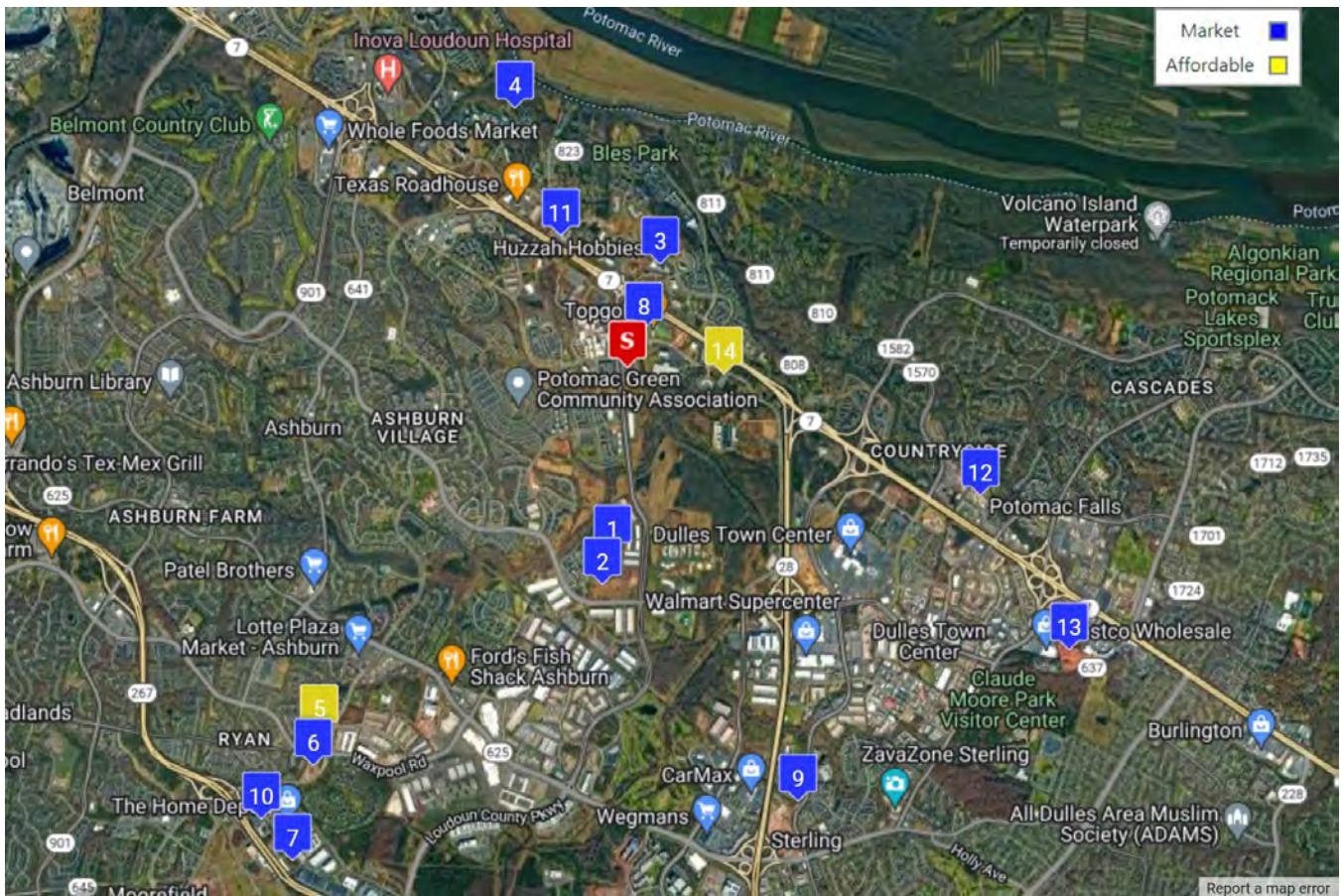
Unit Type	Gross Achievable LIHTC Rent	Gross Payment Standard	Achievable Rent Vs. Payment Standard
@30%			
2BR	\$1,017	\$2,249	-121.1%
@40% (Section 8)			
1BR	\$1,130	\$1,983	-75.5%
2BR	\$1,357	\$2,249	-65.7%
3BR	\$1,567	\$2,798	-78.6%
@50%			
1BR	\$1,413	\$1,983	-40.3%
2BR	\$1,696	\$2,249	-32.6%
3BR	\$1,959	\$2,798	-42.8%
@60%			
1BR	\$1,695	\$1,983	-17.0%
2BR	\$2,035	\$2,249	-10.5%
3BR	\$2,351	\$2,798	-19.0%

Source: Loudoun County Department of Housing & Community Development, effective January 2024

All of the payment standards are above the Subject's achievable LIHTC 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 allocations published by Virginia Housing from 2020 through December 2023. 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 map and table.



Source: Google Maps, January 2024

RECENT AND PLANNED DEVELOPMENT

#	Property Name	Rent Structure	Tenancy	Total Units	Competitive Units	Construction Status	LIHTC Allocation Year	Distance to Subject
1	Ashburn Crossing	Market	Senior	110	0	Under Construction	N/A	1.1 miles
2	Ashburn Crossing	Market	Family	475	0	Proposed	N/A	1.4 miles
3	Neon Lofts at Grammercy District	Market	Family	300	0	Proposed	N/A	0.7 miles
4	19700 Helix Dr	Market	Corporate	101	0	Under Construction	N/A	1.8 miles
5	Waxpool Apartments	LIHTC	Family	52	52	Under Construction	2021	3.0 miles
6	Ashburn Station	Affordable/Market	Family	224	11	Under Construction	N/A	3.1 miles
7	Dulles Gtwy	Market	Family	311	0	Proposed	N/A	3.7 miles
8	Commonwealth Center	Market	Family	504	0	Proposed	N/A	0.3 miles
9	Atlantic Blvd	Affordable	Family	80	80	Proposed	N/A	2.9 miles
10	Neon Lofts	Market	Family	276	0	Proposed	N/A	3.7 miles
11	Dogwood Farm Station	Affordable/Market	Family	485	100	Final Planning	N/A	0.9 miles
12	Sterling Meadow	Market	Family	166	0	Under Construction	N/A	2.3 miles
13	Loudon View Senior Living	Affordable	Senior	98	0	Under Construction	N/A	3.3 miles
14	45151 Russell Branch Parkway	LIHTC/Market	Family	450	100	Proposed	N/A	0.6 miles
Totals				3,632	343			

- 45151 Russell Branch Parkway is a proposed 450-unit LIHTC/market-rate development located 0.6 miles east of the Subject site. Upon completion, the property will target family households, similar to the Subject. We believe 100 units will be competitive with the Subject.
- Waxpool Apartments is an under construction 52-unit LIHTC development located 3.1 miles southwest of the Subject site. Upon completion, the property will target family households, similar to the Subject. We believe 52 units will be competitive with the Subject.
- Ashburn Station is an under construction 224-unit affordable/market-rate development located 3.3 miles southwest of the Subject site. Upon completion, the property will offer a four-story lowrise design and target family households, similar to the Subject. We believe the property's 11 affordable units will be competitive with the Subject.

- Dogwood Farm Station is a 485-unit affordable/market-rate development in final planning located 0.8 miles northwest of the Subject site. Upon completion, the property will target family households, similar to the Subject. We believe the property's 100 affordable units will be competitive with the Subject.
- Atlantic Blvd is a proposed 80-unit affordable development located 3.0 miles south of the Subject site. Upon completion, the property will offer a four-story midrise design and target family households, similar to the Subject. We believe 80 units will be competitive with the Subject.
- Loudon View Senior Living is an under construction 98-unit affordable development located 3.3 miles southeast of the Subject site. Upon completion, the property will offer a two-story lowrise design and target senior households. We do not believe any units will be competitive with the Subject due to dissimilar tenancy.

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 0.7 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, 40, 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, 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%	0.8%	0.8%
@40% (Section 8)	0.1%	0.2%
@50%	0.5%	0.5%
@60%	0.6%	0.6%
All Units	0.6%	0.8%
Penetration Rate	15.0%	20.5%

These capture rates are reasonable taking into account the other indications of demand such as low vacancy rates and waiting lists reported by the comparable properties. The Demand Analysis illustrates demand for the Subject based on 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 6.8 percent, with an overall weighted average of 2.6 percent. Managers at two of the five LIHTC properties reported being fully occupied. The average vacancy rate reported by the affordable comparables was 0.7 percent, well below the 3.4 percent weighted average reported by the market rate properties. All of the market rate properties reported vacancy rates of 6.8 percent or less. Management at Chase Heritage, which reported the highest vacancy rate of 6.8 percent, explained that winter is historically a slow period for the property and that a slightly elevated vacancy rate is typical for this time of year. The average LIHTC vacancy rate of 0.7 percent is considered exceptionally low, and indicative of supply-constrained conditions. Based on the performance of the comparables, we expect the Subject will operate with vacancy 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%		@40% (Section 8)		@50%		@60%	
1BR	-	-	\$0	\$48,240	\$48,446	\$60,300	\$58,114	\$72,360
2BR	\$34,869	\$40,710	\$0	\$54,280	\$58,149	\$67,850	\$69,771	\$81,420
3BR	-	-	\$0	\$65,120	\$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	Minimum Allowable Income	Maximum Allowable Income
	@30%		@40%		@50%		@60%	
1BR	-	-	\$38,743	\$48,240	\$48,446	\$60,300	\$58,114	\$72,360
2BR	\$34,869	\$40,710	\$46,526	\$54,280	\$58,149	\$67,850	\$69,771	\$81,420
3BR	-	-	\$53,726	\$65,120	\$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	1.5%	2.1%
Project Wide Absorption Period (Months)	2 months	2 months

These capture rates are indicative of moderate demand for the Subject, and upon completion, we anticipate the proposed project will experience strong demand.

Strengths

- The Subject will offer excellent condition as a new construction development, similar to superior to the comparable properties;
- The Subject will offer an elevator-serviced midrise 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, 40, 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

- Weaknesses of the Subject will be its smaller unit sizes and its lack of some in-unit and community amenities such as balconies/patios and a swimming pool found at the majority of the comparable properties.

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
The Woods At Brambleton Town Center South	LIHTC	Family	Ashburn	2021	55	55	6.8 miles
Ashburn Chase*	LIHTC	Family	Ashburn	2020	96	55	2.1 miles
The Point At Ridgeline	LIHTC	Family	Herndon	2019	293	24	7.0 miles
The Woods At Birchwood	LIHTC	Senior	Ashburn	2019	83	15	7.3 miles
Heronview Apartments*	LIHTC	Family	Sterling	2019	46	30	1.6 miles
Exo Reston	Market	Family	Reston	2018	457	19	8.4 miles
Average Affordable					115	36	
Average Market					457	19	
Overall Average					172	33	

*Comparable Property

We obtained absorption data from six properties, located between 1.6 and 8.4 miles from the Subject site. These properties reported absorption rates ranging from 15 to 55 units per month, with an overall average of 33 units per month. Overall, we expect the proposed Subject will experience an absorption rate of 25 units per month. This equates to an absorption period of approximately four months for the overall development.

Conclusions

Upon completion of construction, the Subject will be in excellent condition and in a good location. Weaknesses of the Subject will be its lack of some in-unit and community amenities such as balconies/patios and a swimming pool found at the majority of the comparable properties. The vacancy rate at the LIHTC properties is 0.7 percent. Additionally, two 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 30, 50, and/or 60 percent of AMI levels. None of the comparable properties offer units restricted to 40 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, 40, 50, and 60 percent of the AMI. Our concluded achievable market rents are near the middle of the surveyed range as the comparable market rate properties generally offer slightly inferior to similar property amenities and locations, similar unit features, slightly inferior condition, and slightly superior to superior unit sizes relative to the proposed Subject. The Subject’s LIHTC rents offer a discount to the Novogradac estimate of achievable market rents.

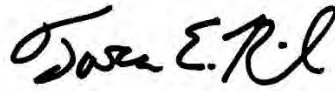
L. OTHER REQUIREMENTS

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 13, 2024



Tara Rial
Manager
March 13, 2024



Nicolas Deandreis
Analyst
March 13, 2024

ASSUMPTIONS & LIMITING CONDITIONS

ASSUMPTIONS AND LIMITING CONDITIONS

7. 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.
8. 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.
9. 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.
10. 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.
11. 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.
12. 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.
13. 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.
14. 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.
15. 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.
16. 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.
17. 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.

18. 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.
19. 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.
20. 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.
21. 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.
22. 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.
23. 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.
24. 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.
25. 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.
26. 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.
27. 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.
28. 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.
29. 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.
30. 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



March 5, 2024

Cassie Yochum
 SCG Development Partners, LLC
 20220 Heron Overlook Plaza
 Ashburn, VA 20147
cey@scgdevelopment.com

RE: Preliminary Utility Allowance for Commonwealth Lofts 9

Dear Cassie Yochum,

Please see the following Preliminary Utility Allowance (UA) for Commonwealth Lofts 9 located in Ashburn, Virginia. Projections were generated with the applicable rates, fees, and taxes of following providers:

Electricity:	Dominion Energy	Gas:	Washington Gas
Water:	Loudon County	Trash:	N/A
Sewer:	Loudon 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	Gas	Tenant	N/A	\$ 8.16	\$ 8.56	\$ 8.96	N/A
Air Conditioning	Electric	Tenant	N/A	\$ 4.60	\$ 5.35	\$ 6.11	N/A
Cooking	Electric	Tenant	N/A	\$ 3.95	\$ 4.59	\$ 5.23	N/A
Lighting	Electric	Tenant	N/A	\$ 15.78	\$ 18.36	\$ 20.94	N/A
Hot Water	Gas	Owner	N/A	\$ -	\$ -	\$ -	N/A
Water	-	Tenant	N/A	\$ 21.35	\$ 25.33	\$ 29.32	N/A
Sewer	-	Tenant	N/A	\$ 13.37	\$ 13.37	\$ 13.37	N/A
Trash	-	Owner	N/A	\$ -	\$ -	\$ -	N/A
Total UA costs (Unrounded)			\$ -	\$ 67.21	\$ 75.56	\$ 83.92	\$ -

**Allowances only for Commonwealth Lofts 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
 Project Manager

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

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

Locality: Loudoun County	Unit Type: Apartment	Date: 1/1/2024
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Utility or Service	Monthly Dollar Allowances						
	0 BR	1 BR	2 BR	3 BR	4 BR	5 BR	
Heating	a. Natural Gas	27	33	39	45	54	60
	b. LPG/Propane	39	55	70	86	114	125
	c. Oil	36	50	64	79	100	114
	d. Electric	15	21	28	34	42	48
Cooking	a. Natural Gas	4	6	8	10	13	14
	b. LPG/Propane	13	18	24	29	37	42
	c. Electric	6	8	10	12	16	18
Other Electric/Lighting	33	39	44	49	56	62	
Air Conditioning	4	6	7	9	11	13	
Water Heating	a. Natural Gas	10	13	17	21	27	31
	b. LPG/Propane	28	39	50	62	78	90
	c. Oil	25	35	45	55	70	80
	d. Electric	14	20	25	31	39	45
Water <i>for Towns of:</i>	a. County	19	21	27	35	42	50
	b. Leesburg	27	34	48	68	89	109
	c. Purcellville/Middleburg/Hamilton	32	44	69	105	141	178
	d. Lovettsville/Round Hill	18	26	44	71	97	123
Sewer <i>for Towns of:</i>	a. County	24	29	39	55	70	86
	b. Leesburg	24	31	45	67	88	109
	c. Purcellville/Middleburg/Hamilton	44	61	96	149	201	254
	d. Lovettsville/Round Hill	28	42	70	112	154	196
Trash Collection	10	22	22	23	26	30	
Range/Microwave	7	7	7	7	7	7	
Refrigerator	7	7	7	7	7	7	
Other--Specify							

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

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

ADDENDUM E - SUBJECT AND NEIGHBORHOOD PHOTOGRAPHS

PHOTOGRAPHS OF SUBJECT SITE AND NEIGHBORHOOD



View of Subject site facing north



View of Subject site facing south



View of Subject site facing east



View of Subject site facing west



Fast-food restaurant directly north of Subject site



CVS directly north of Subject site



Restaurant directly west of Subject site



Condominiums west of Subject site



Typical single-family home in Subject's neighborhood



Typical single-family home in Subject's neighborhood



Typical single-family home in Subject's neighborhood



Typical single-family home in Subject's neighborhood



Nearby gas station



Typical commercial/retail use in Subject's neighborhood



Typical commercial/retail uses in Subject's neighborhood



Typical commercial/retail use in Subject's neighborhood



View north along Loudoun County Pkwy.



View south along Loudoun County Pkwy.

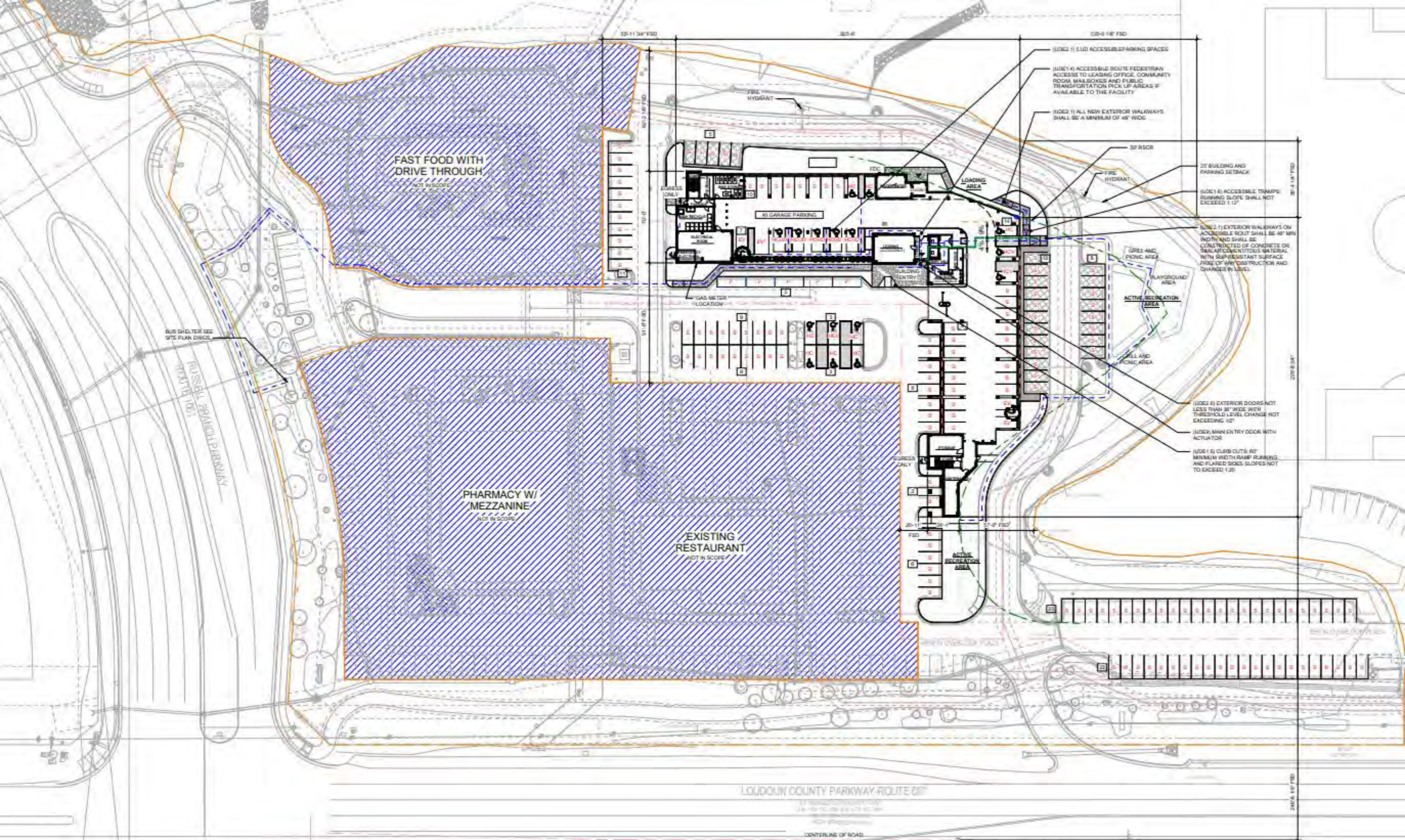


View east along Russell Branch Pkwy.



View west along Russell Branch Pkwy.

ADDENDUM F - SITE AND FLOOR PLANS



FAST FOOD WITH DRIVE THROUGH

PHARMACY W/ MEZZANINE
NOT IN SCOPE

EXISTING RESTAURANT
NOT IN SCOPE

- (UDC2) 1) 5.03 ACCESSIBLE PARKING SPACES
- (UDC1) 4) ACCESSIBLE ROUTE PEDESTRIAN ACCESS TO LEASING OFFICE, COMMUNITY ROOMS, MAIL ROOMS AND PUBLIC TRANSPORTATION PICK UP AREAS IF AVAILABLE TO THE FACILITY
- (UDC2) 1) ALL NEW EXTERIOR WALKWAYS SHALL BE A MINIMUM OF 48" WIDE

(UDC1) 4) ACCESSIBLE TRAMPS RUNNING SLOPE SHALL NOT EXCEED 1:12"

(UDC2) 1) EXTERIOR WALKWAYS ON ACCESSIBLE ROUTE SHALL BE 48" MIN WIDTH AND SHALL BE CONSTRUCTED OF CONCRETE OR SMOOTH FINISH TITILLUS MATERIAL WITH SLIP-RESISTANT SURFACE FREE OF ANY OBSTRUCTION AND CHANGES IN LEVEL

(UDC2) 4) EXTERIOR DOORS NOT LESS THAN 36" WIDE WITH THRESHOLD LEVEL CHANGE NOT EXCEEDING 1/2"

(UDC1) MAIN ENTRY DOOR WITH ACTUATOR

(UDC1) 5) CURB CUTS: 60" MINIMUM WIDTH RAMP RUNNING AND FLARED SIDES SLOPES NOT TO EXCEED 1:50

BUS SHELTER SEE SITE PLAN DRWG.

LOU COUNTY PARKWAY ROUTE 88

LOUDOUN COUNTY PARKWAY ROUTE 88

3/1/2018
L.C. 10/10/18 10:00 AM
10/10/18 10:00 AM
10/10/18 10:00 AM

CENTERS OF ROAD

240'0" 10' FSD

200'0" 54"

30' 4" 14' FSD

335'0" 14' FSD

50' 11" 34' FSD

90' 2" 10' FSD

91' 0" 0" FSD

26' 0" 0" FSD

11' 0" 0" FSD

25' 0" 0" FSD

24' 0" 0" FSD

24' 0" 0" FSD

24' 0" 0" FSD

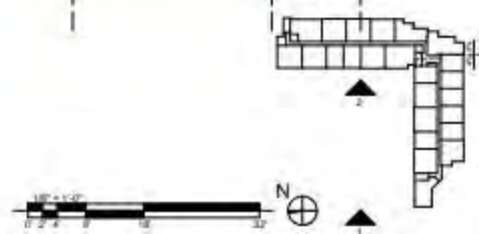
24' 0" 0" FSD

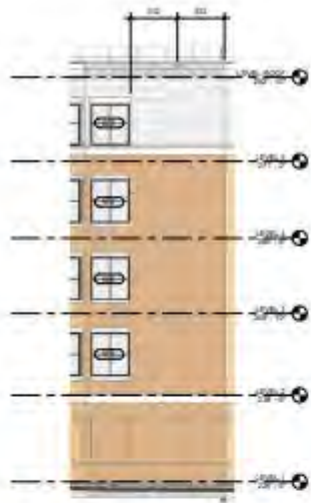


2 WEST 9%
1/8" = 1'-0"

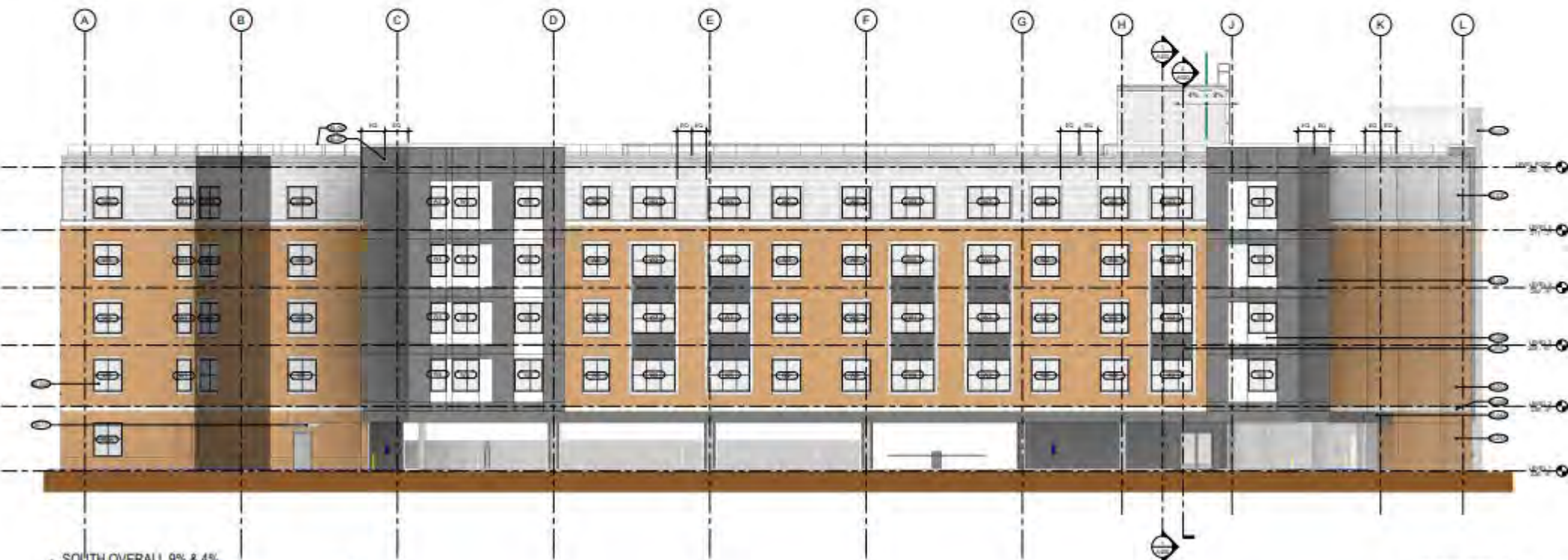


1 WEST OVERALL 9% & 4%
1/8" = 1'-0"

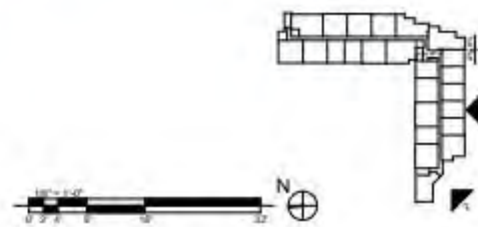


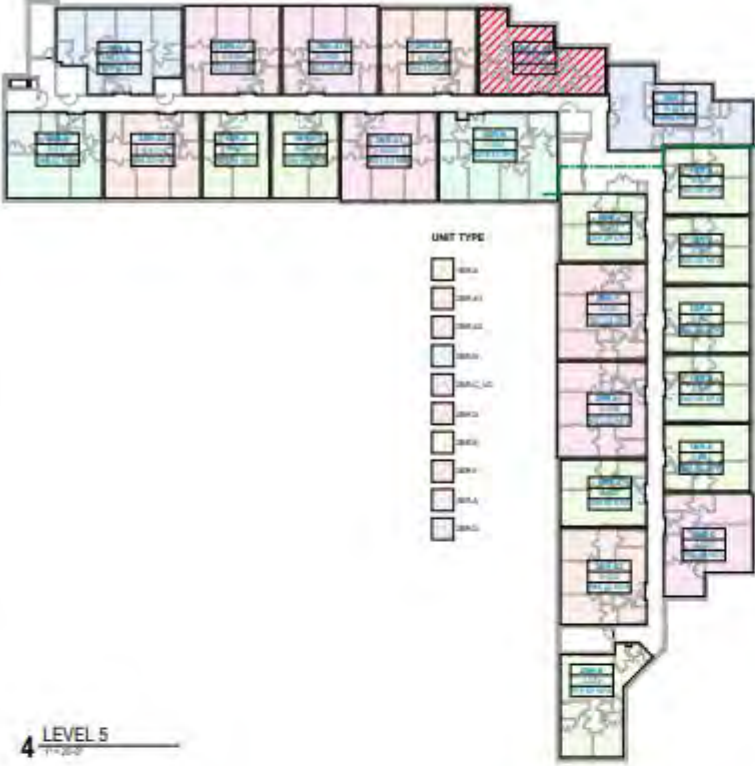


2 SOUTH WEST 4%



1 SOUTH OVERALL 9% & 4%

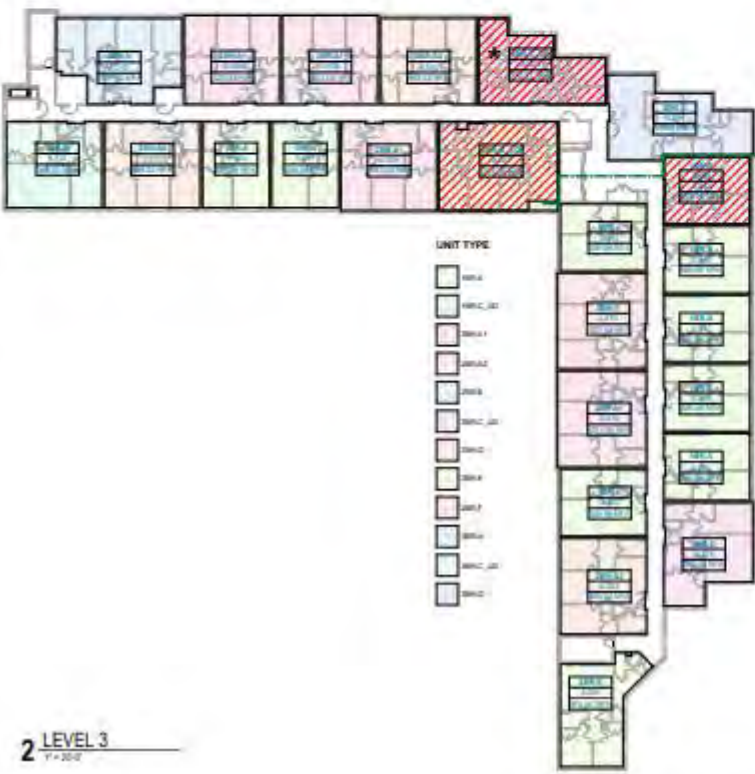




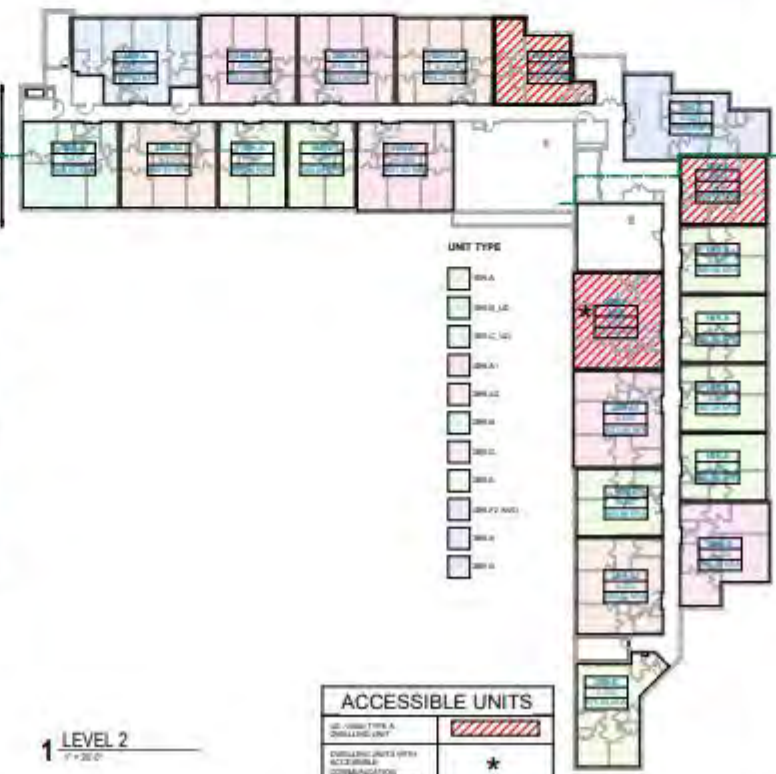
4 LEVEL 5
7-200



3 LEVEL 4
7-200



2 LEVEL 3
7-200



1 LEVEL 2
7-200

ACCESSIBLE UNITS	
UNIT TYPE A SINGLE UNIT	
DISABLED UNITS WITH ACCESSIBLE CONNECTIONS TO AREAS INCLUDING BATHS	*

UNIT TABULATION

ALL UNITS ARE TO BE CONSTRUCTED IN ACCORDANCE WITH THE LATEST REGULATIONS AND ALL ACCESSIBLE UNITS SHALL BE CONSTRUCTED IN ACCORDANCE WITH THE LATEST REGULATIONS AND ALL ACCESSIBLE UNITS SHALL BE CONSTRUCTED IN ACCORDANCE WITH THE LATEST REGULATIONS.

9% UNIT MATRIX

UNIT TYPE	UNIT STYLE	AREA (SQM)	LEVELS				TOTAL UNIT COUNT	TOTAL AREA (SQM)
			2	3	4	5		
200A	200A	100.00	1	1	1	1	4	400.00
200B	200B	100.00	1	1	1	1	4	400.00
200C	200C	100.00	1	1	1	1	4	400.00
200D	200D	100.00	1	1	1	1	4	400.00
200E	200E	100.00	1	1	1	1	4	400.00
200F	200F	100.00	1	1	1	1	4	400.00
200G	200G	100.00	1	1	1	1	4	400.00
200H	200H	100.00	1	1	1	1	4	400.00
200I	200I	100.00	1	1	1	1	4	400.00
200J	200J	100.00	1	1	1	1	4	400.00
200K	200K	100.00	1	1	1	1	4	400.00
200L	200L	100.00	1	1	1	1	4	400.00
TOTAL			12	12	12	12	48	1920.00

TOTAL UNIT TABULATION PER UNIT STYLE

UNIT STYLE	LEVELS				COUNT	PERCENTAGE (COUNT)	TOTAL AREA (SQM)	PROVIDED COMMON	TOTAL AREA (PROVIDED COMMON)
	2	3	4	5					
200A	1	1	1	1	4	8.33%	400.00	0	400.00
200B	1	1	1	1	4	8.33%	400.00	0	400.00
200C	1	1	1	1	4	8.33%	400.00	0	400.00
200D	1	1	1	1	4	8.33%	400.00	0	400.00
200E	1	1	1	1	4	8.33%	400.00	0	400.00
200F	1	1	1	1	4	8.33%	400.00	0	400.00
200G	1	1	1	1	4	8.33%	400.00	0	400.00
200H	1	1	1	1	4	8.33%	400.00	0	400.00
200I	1	1	1	1	4	8.33%	400.00	0	400.00
200J	1	1	1	1	4	8.33%	400.00	0	400.00
200K	1	1	1	1	4	8.33%	400.00	0	400.00
200L	1	1	1	1	4	8.33%	400.00	0	400.00
TOTAL	12	12	12	12	48	100.00%	1920.00	0	1920.00

REQUIRED ACCESSIBLE UNITS AT 9%

	COUNT	PERCENTAGE	AVCC	UD	PD	VEHICULAR
REQUIREMENT	4	8.33%	0	0	0	0
PROVIDED	4	8.33%	0	0	0	0
DEFICIENCY	0	0.00%	0	0	0	0

ACCESSIBLE UNITS PROVIDED

UNIT TYPE	2	3	4	5	COUNT	PERCENTAGE
REQUIREMENT	1	1	1	1	4	8.33%
PROVIDED	1	1	1	1	4	8.33%
DEFICIENCY	0	0	0	0	0	0.00%

4% UNIT MATRIX

UNIT TYPE	UNIT STYLE	AREA (SQM)	LEVELS				TOTAL UNIT COUNT	TOTAL AREA (SQM)
			2	3	4	5		
200A	200A	100.00	1	1	1	1	4	400.00
200B	200B	100.00	1	1	1	1	4	400.00
200C	200C	100.00	1	1	1	1	4	400.00
200D	200D	100.00	1	1	1	1	4	400.00
200E	200E	100.00	1	1	1	1	4	400.00
200F	200F	100.00	1	1	1	1	4	400.00
200G	200G	100.00	1	1	1	1	4	400.00
200H	200H	100.00	1	1	1	1	4	400.00
200I	200I	100.00	1	1	1	1	4	400.00
200J	200J	100.00	1	1	1	1	4	400.00
200K	200K	100.00	1	1	1	1	4	400.00
200L	200L	100.00	1	1	1	1	4	400.00
TOTAL			12	12	12	12	48	1920.00

TOTAL UNIT TABULATION PER UNIT STYLE

UNIT STYLE	LEVELS				COUNT	PERCENTAGE (COUNT)	TOTAL AREA (SQM)	PROVIDED COMMON	TOTAL AREA (PROVIDED COMMON)
	2	3	4	5					
200A	1	1	1	1	4	8.33%	400.00	0	400.00
200B	1	1	1	1	4	8.33%	400.00	0	400.00
200C	1	1	1	1	4	8.33%	400.00	0	400.00
200D	1	1	1	1	4	8.33%	400.00	0	400.00
200E	1	1	1	1	4	8.33%	400.00	0	400.00
200F	1	1	1	1	4	8.33%	400.00	0	400.00
200G	1	1	1	1	4	8.33%	400.00	0	400.00
200H	1	1	1	1	4	8.33%	400.00	0	400.00
200I	1	1	1	1	4	8.33%	400.00	0	400.00
200J	1	1	1	1	4	8.33%	400.00	0	400.00
200K	1	1	1	1	4	8.33%	400.00	0	400.00
200L	1	1	1	1	4	8.33%	400.00	0	400.00
TOTAL	12	12	12	12	48	100.00%	1920.00	0	1920.00

REQUIRED ACCESSIBLE UNITS AT 4%

	COUNT	PERCENTAGE	AVCC	UD	PD	VEHICULAR
REQUIREMENT	2	4.17%	0	0	0	0
PROVIDED	2	4.17%	0	0	0	0
DEFICIENCY	0	0.00%	0	0	0	0

ACCESSIBLE UNITS PROVIDED

UNIT TYPE	2	3	4	5	COUNT	PERCENTAGE
REQUIREMENT	1	1	0	0	2	4.17%
PROVIDED	1	1	0	0	2	4.17%
DEFICIENCY	0	0	0	0	0	0.00%

ACCESSIBLE UNITS

ALL ACCESSIBLE UNITS SHALL CONFORM TO THE ACCESSIBILITY REQUIREMENTS OF SECTION 94 OF THE BUILDING ACT AND THE ACCESSIBILITY REQUIREMENTS OF SECTION 94 OF THE BUILDING ACT.

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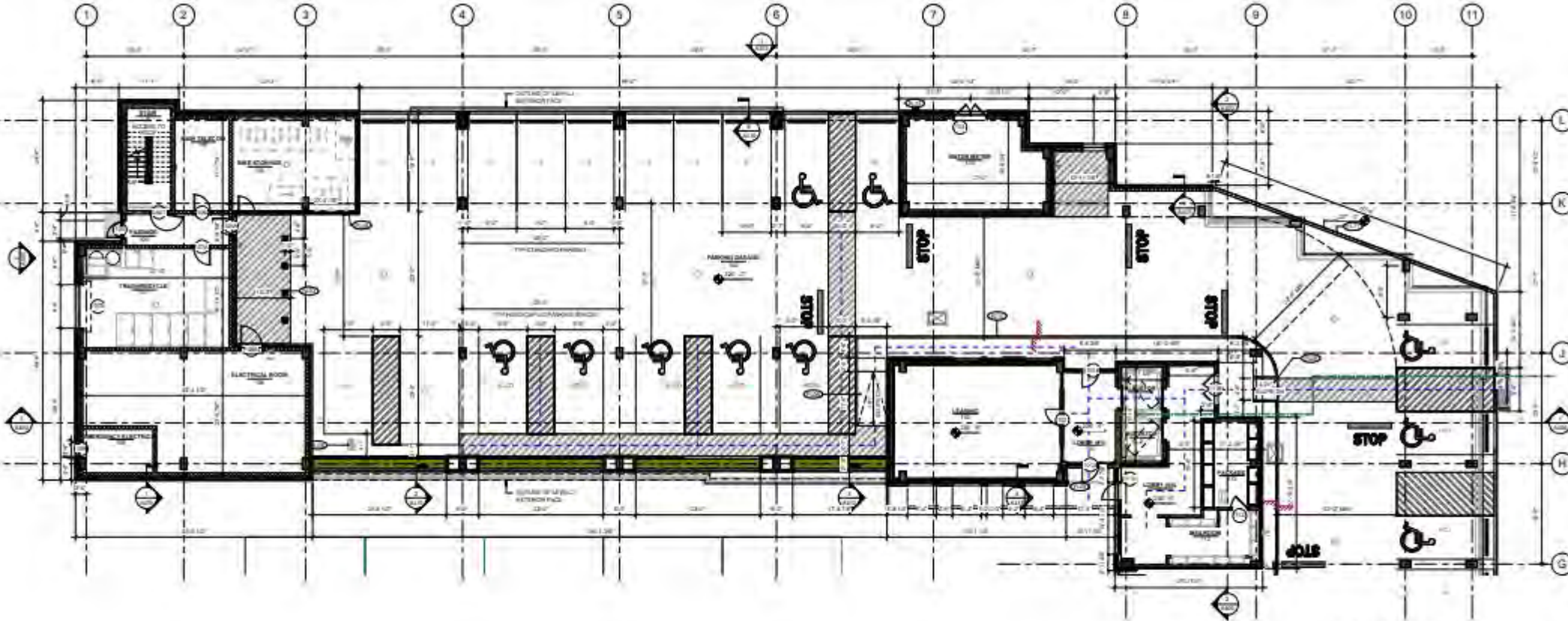
ALL ACCESSIBLE UNITS SHALL CONFORM TO THE ACCESSIBILITY REQUIREMENTS OF SECTION 94 OF THE BUILDING ACT AND THE ACCESSIBILITY REQUIREMENTS OF SECTION 94 OF THE BUILDING ACT.

REQUIRED FOR ENTIRE BUILDING

	COUNT	PERCENTAGE	AVCC	UD	PD	VEHICULAR
REQUIREMENT	4	8.33%	0	0	0	0
PROVIDED	4	8.33%	0	0	0	0
DEFICIENCY	0	0.00%	0	0	0	0

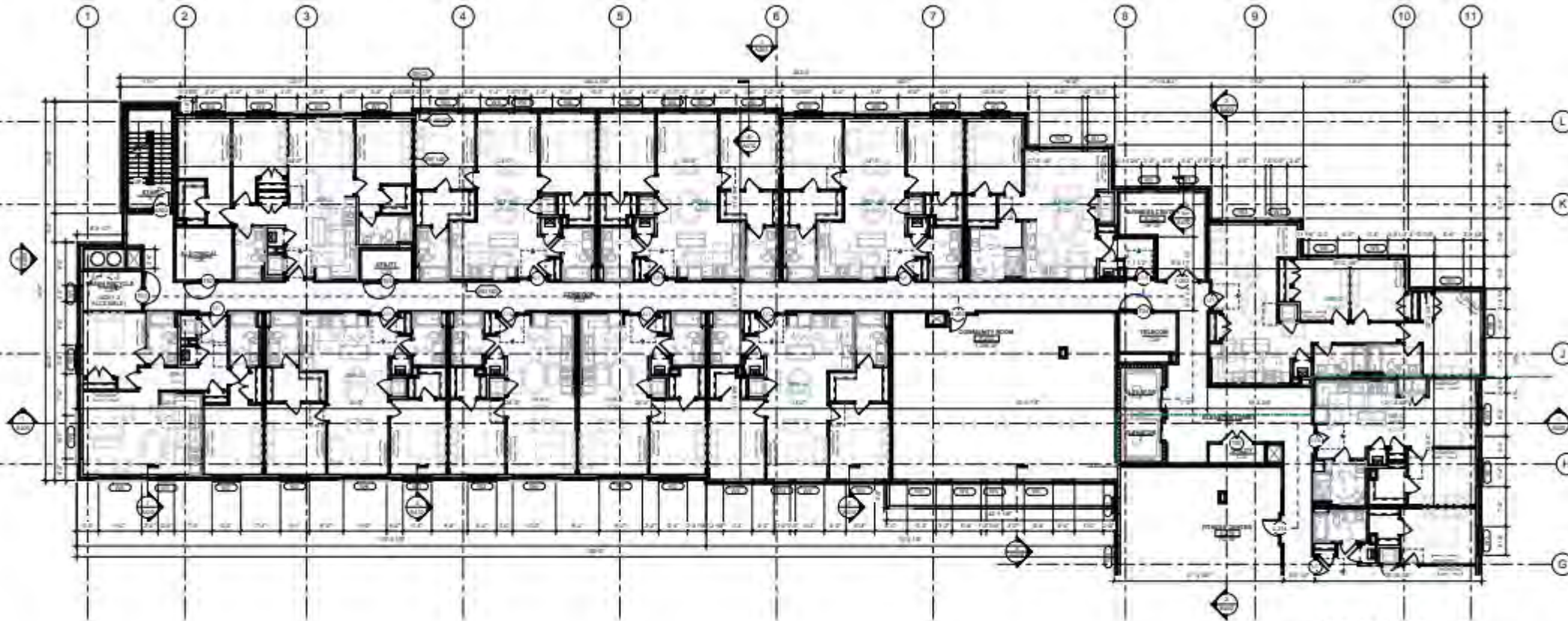
ACCESSIBLE UNITS PROVIDED

UNIT TYPE	2	3	4	5	COUNT	PERCENTAGE
REQUIREMENT	1	1	0	0	2	4.17%
PROVIDED	1	1	0	0	2	4.17%
DEFICIENCY	0	0	0	0	0	0.00%

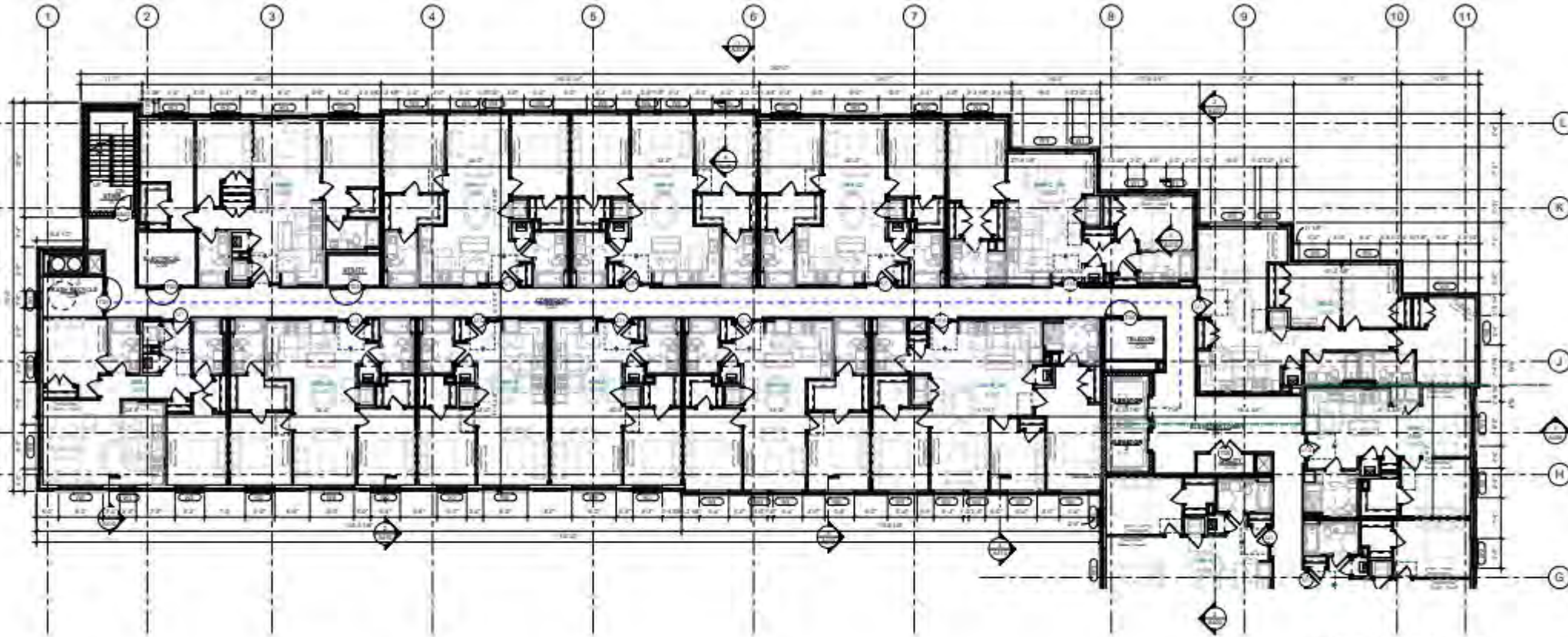


1 LEVEL 1 FLOOR PLAN - 9%



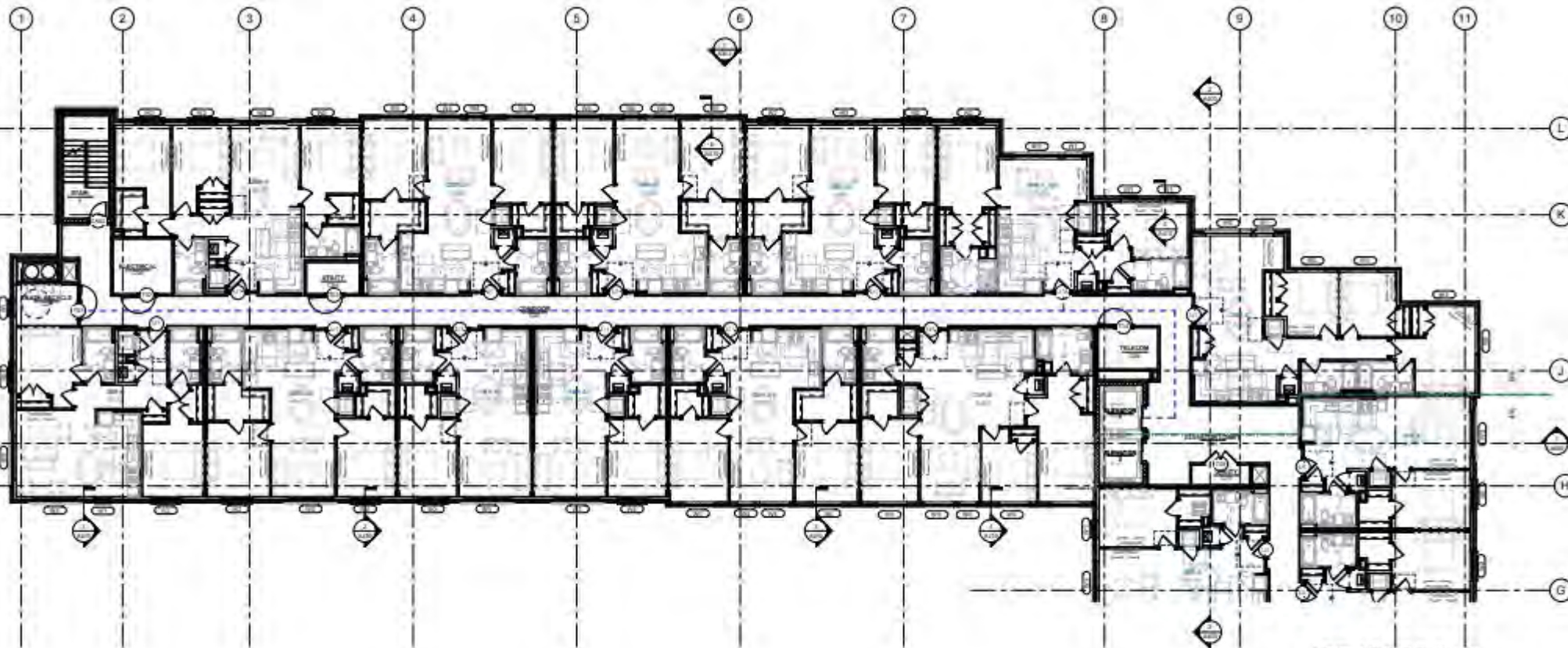


1 LEVEL 2 FLOOR PLAN - 9%
N
0 10 20 30 40 50

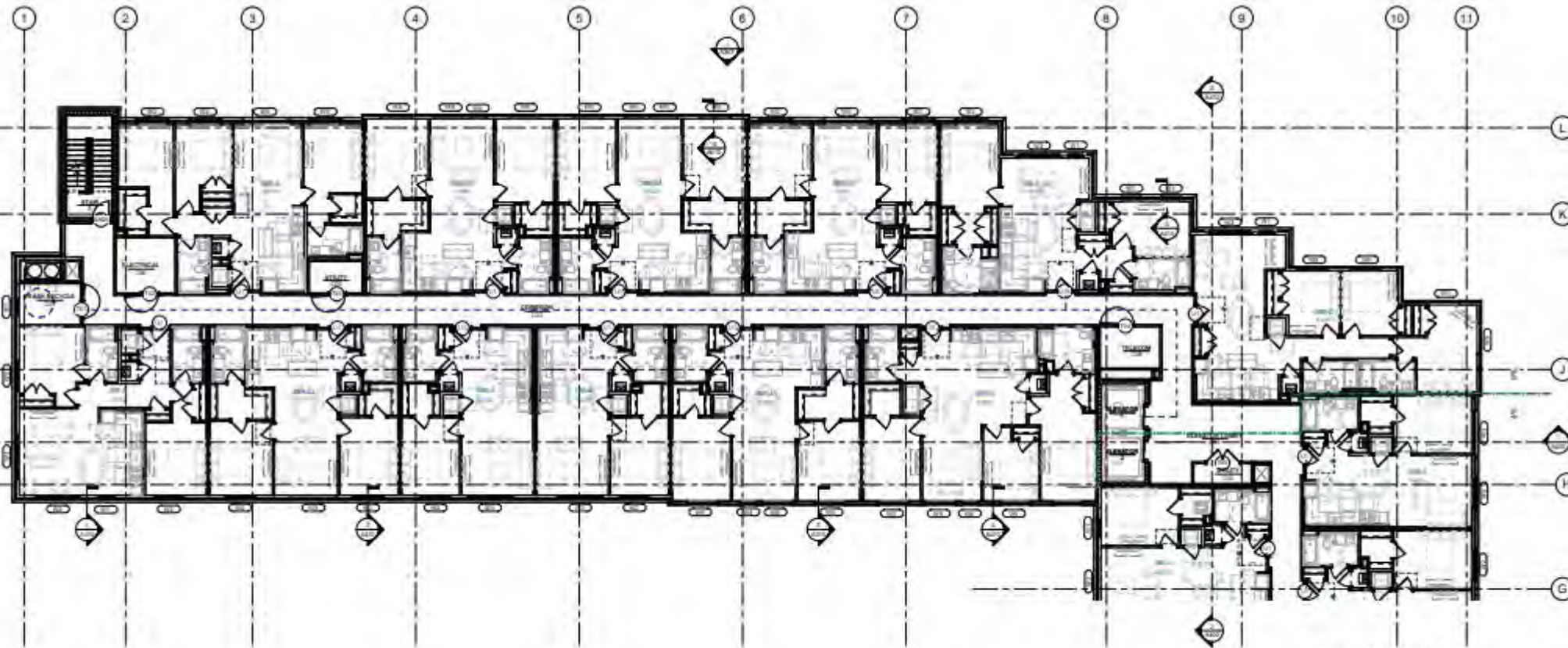


1 LEVEL 3 FLOOR PLAN - 9%

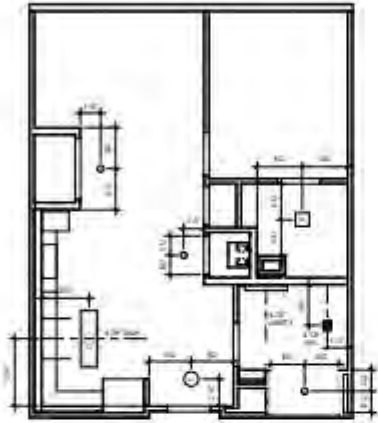




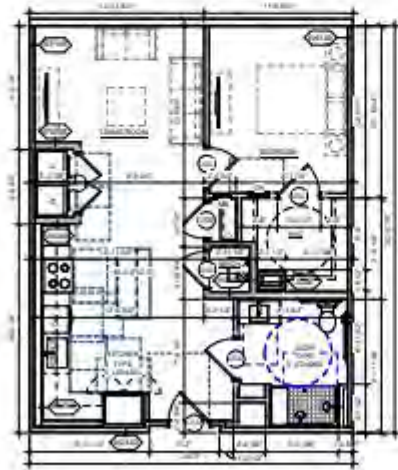
1 LEVEL 4 FLOOR PLAN - 9%
1/8" = 1'-0"
NOTES: REFER TO ALL FLOOR PLANS FOR DIMENSIONS
N
0' 10' 20' 30'



1 LEVEL 5 FLOOR PLAN - 9%
ACTS: REARRANGING FOR FLOORCOMMISSION
N
0' 10' 20' 30'



3A RCP-1BR-C ANSI A



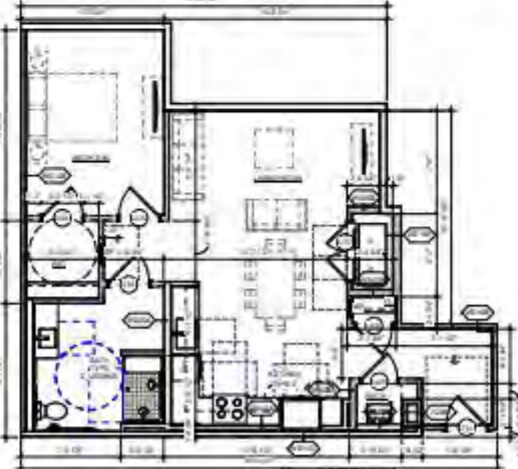
3 1BR-C ANSI A



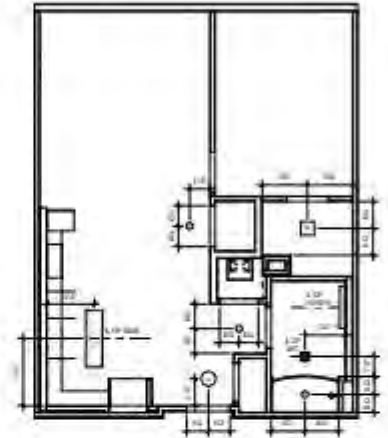
2B 1BR-B UD



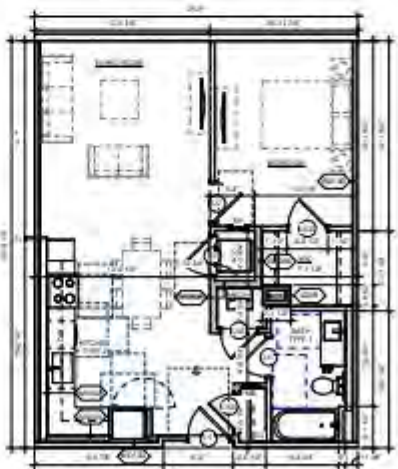
2A RCP-1BR-B UD



2 1BR-B UD



1A RCP-1BR-A



1 1BR-A

UNITS MATRIX (1BR-C ANSI)

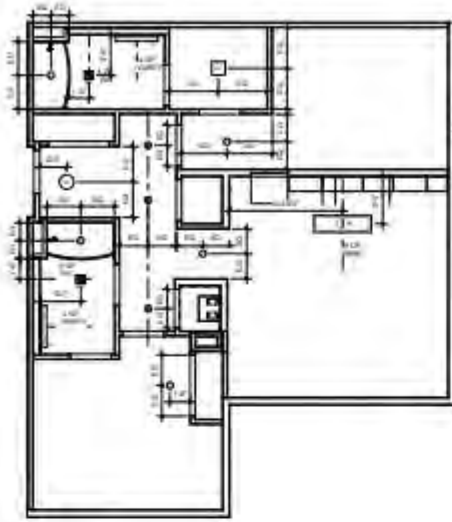
UNIT TYPE	NET FLOOR AREA	GROSS FLOOR AREA	STAIRS	Other
1BR-C ANSI A	1,110	1,210	1	0

UNITS MATRIX (1BR-B UD)

UNIT TYPE	NET FLOOR AREA	GROSS FLOOR AREA	STAIRS	Other
1BR-B UD	1,110	1,210	1	0

UNITS MATRIX (1BR-A)

UNIT TYPE	NET FLOOR AREA	GROSS FLOOR AREA	STAIRS	Other
1BR-A	1,110	1,210	1	0



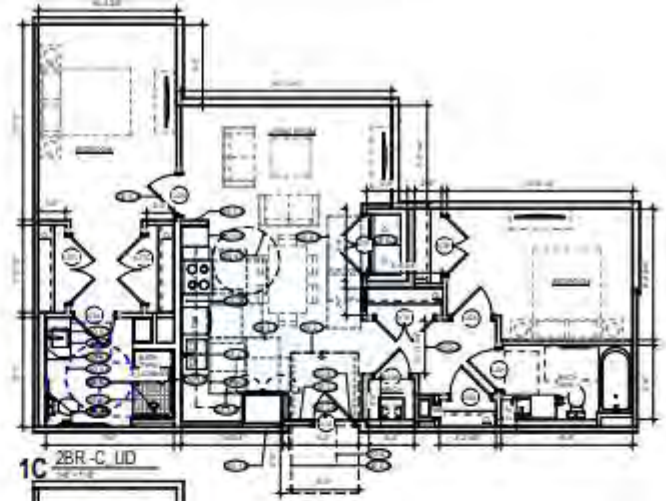
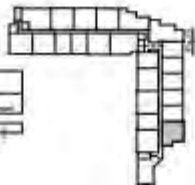
2A RCP-2BR-D
1077 SF



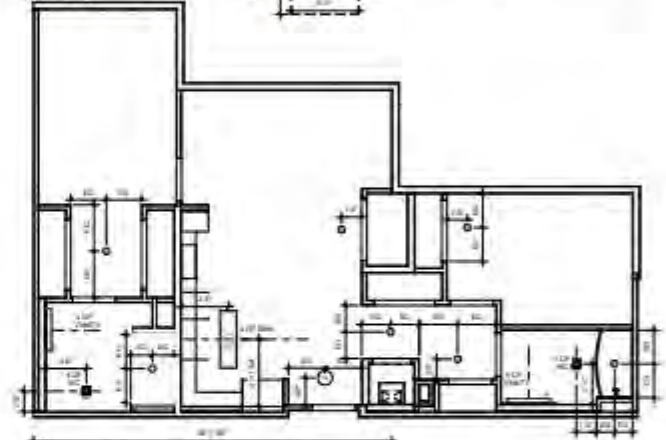
2 RCP-2BR-D
1077 SF

UNITS MATRIX (2BR-D)

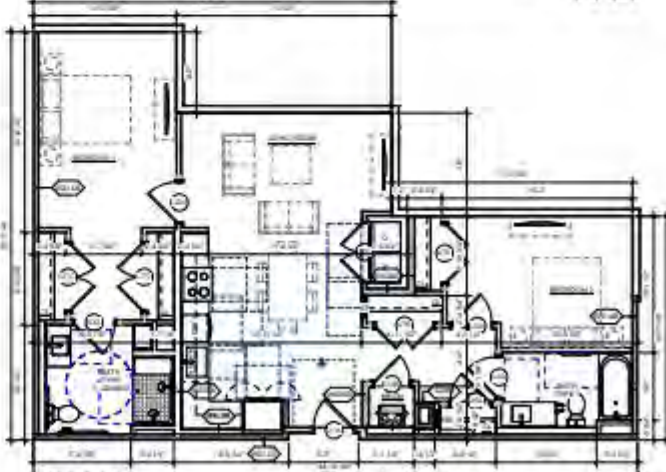
UNIT TYPE	NET FLOOR AREA	GRASS FLOOR AREA	UNITS	Count
2BR-D	1077	1077	1	1



1C RCP-2BR-C UD
1077 SF



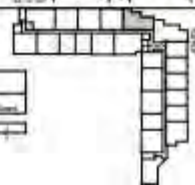
1B RCP-2BR-C UD
1077 SF

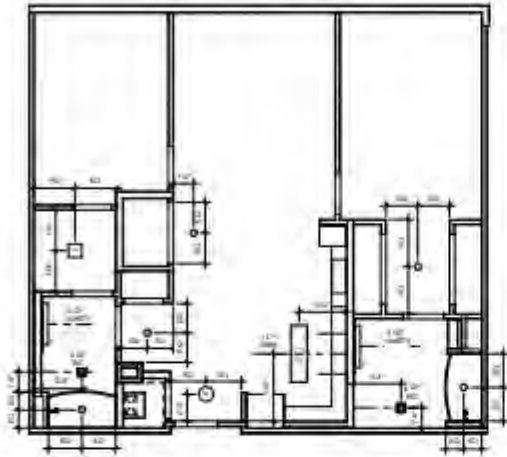


2 RCP-2BR-C UD
1077 SF

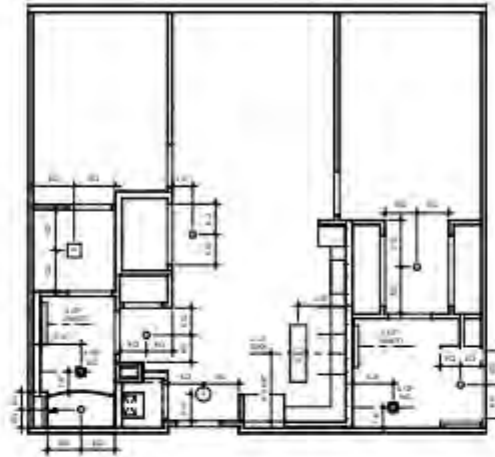
UNITS MATRIX (2BR-C UD)

UNIT TYPE	NET FLOOR AREA	GRASS FLOOR AREA	UNITS	Count
2BR-C UD	1077	1077	1	1

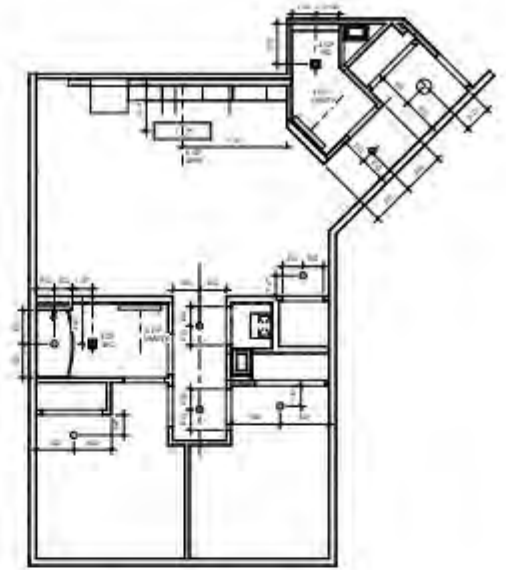




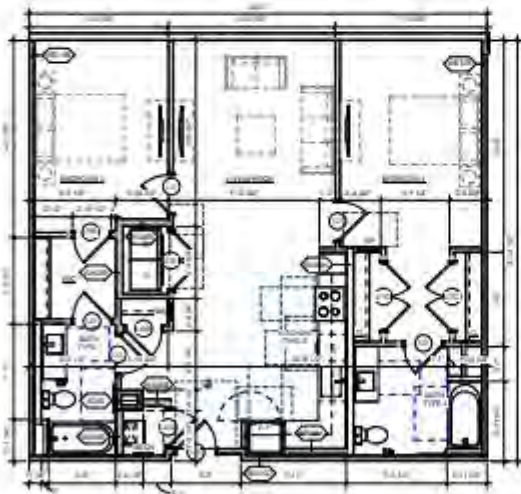
2A RCP-2BR-F



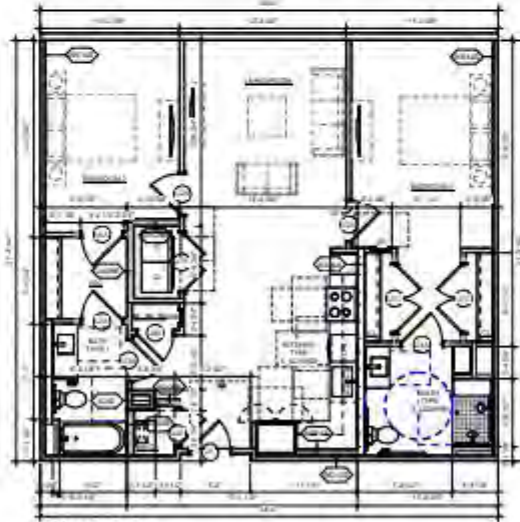
3A RCP-2BR-F ANSI



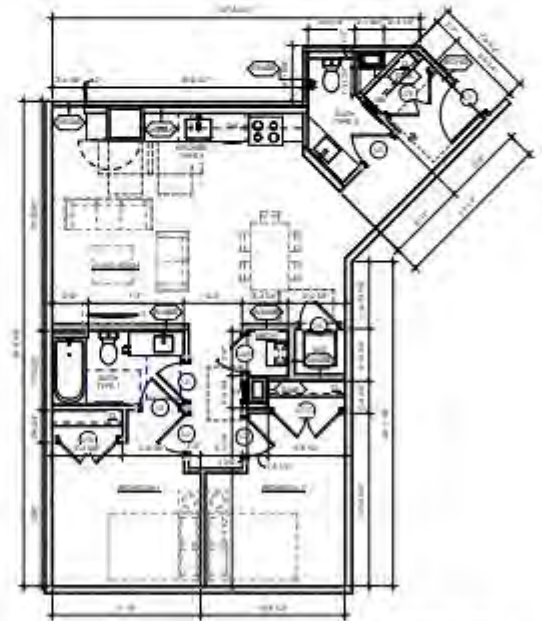
1A RCP-2BR-E



2 2BR-F



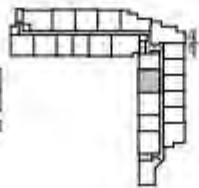
3 2BR-F ANSI



1 2BR-E

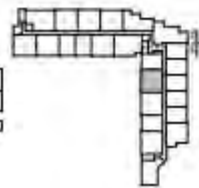
UNITS MATRIX (2BR-F)

UNIT #	UNIT TYPE	NET FLOOR AREA	GROSS FLOOR AREA	COMMON AREA	STAIRS	CL.
101	2BR	1,111	1,211	100	1	1
102	2BR	1,111	1,211	100	1	1
103	2BR	1,111	1,211	100	1	1
104	2BR	1,111	1,211	100	1	1
105	2BR	1,111	1,211	100	1	1
106	2BR	1,111	1,211	100	1	1
107	2BR	1,111	1,211	100	1	1
108	2BR	1,111	1,211	100	1	1
109	2BR	1,111	1,211	100	1	1
110	2BR	1,111	1,211	100	1	1



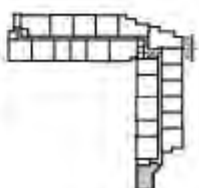
UNITS MATRIX (2BR-F ANSI)

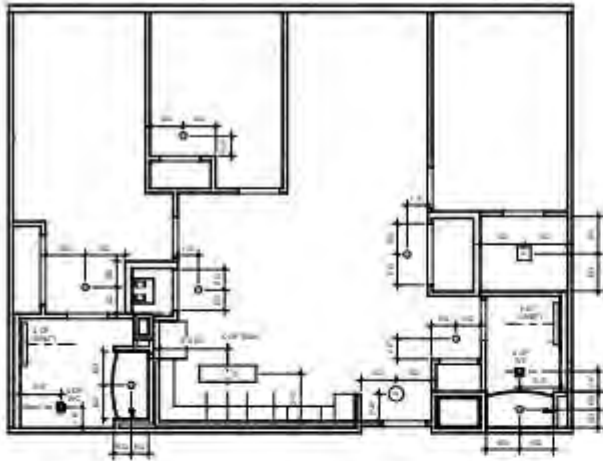
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101	2BR	1,111	1,211	100	1	1
102	2BR	1,111	1,211	100	1	1
103	2BR	1,111	1,211	100	1	1
104	2BR	1,111	1,211	100	1	1
105	2BR	1,111	1,211	100	1	1
106	2BR	1,111	1,211	100	1	1
107	2BR	1,111	1,211	100	1	1
108	2BR	1,111	1,211	100	1	1
109	2BR	1,111	1,211	100	1	1
110	2BR	1,111	1,211	100	1	1



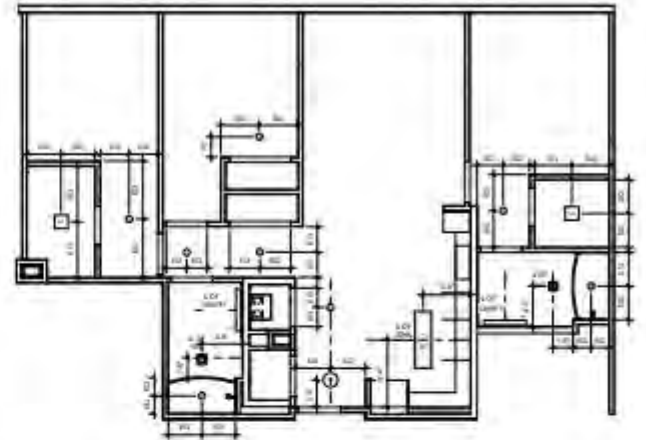
UNITS MATRIX (2BR-E)

UNIT #	UNIT TYPE	NET FLOOR AREA	GROSS FLOOR AREA	COMMON AREA	STAIRS	CL.
101	2BR	1,111	1,211	100	1	1
102	2BR	1,111	1,211	100	1	1
103	2BR	1,111	1,211	100	1	1
104	2BR	1,111	1,211	100	1	1
105	2BR	1,111	1,211	100	1	1
106	2BR	1,111	1,211	100	1	1
107	2BR	1,111	1,211	100	1	1
108	2BR	1,111	1,211	100	1	1
109	2BR	1,111	1,211	100	1	1
110	2BR	1,111	1,211	100	1	1

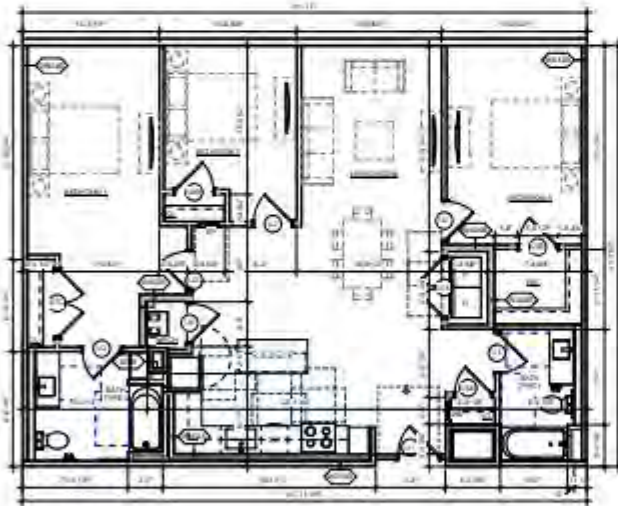




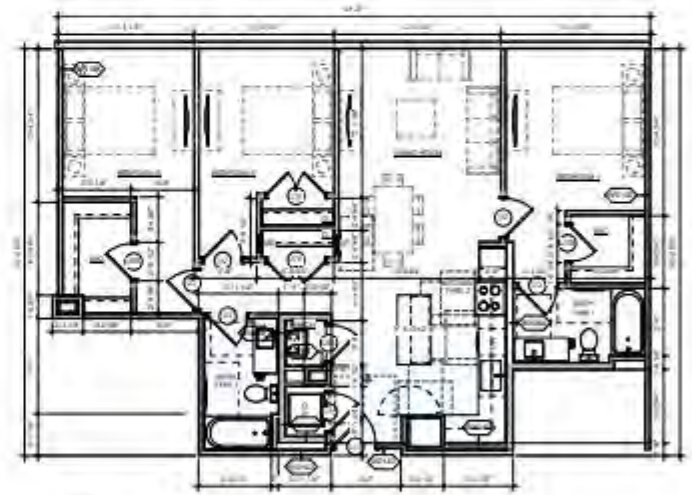
2A RCP-3BR-B



1A RCP-3BR-A

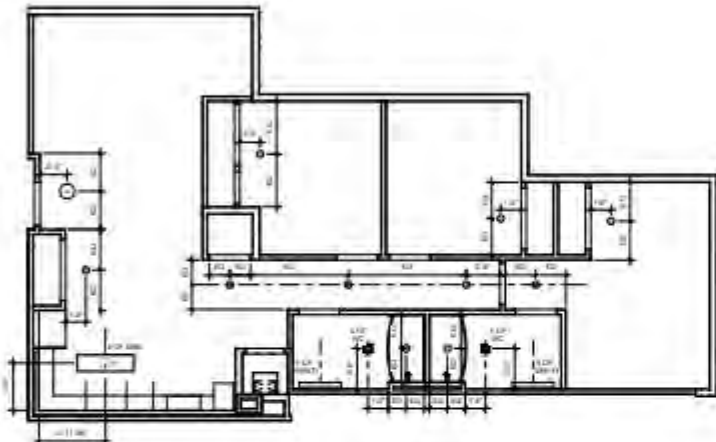


2 3BR-B

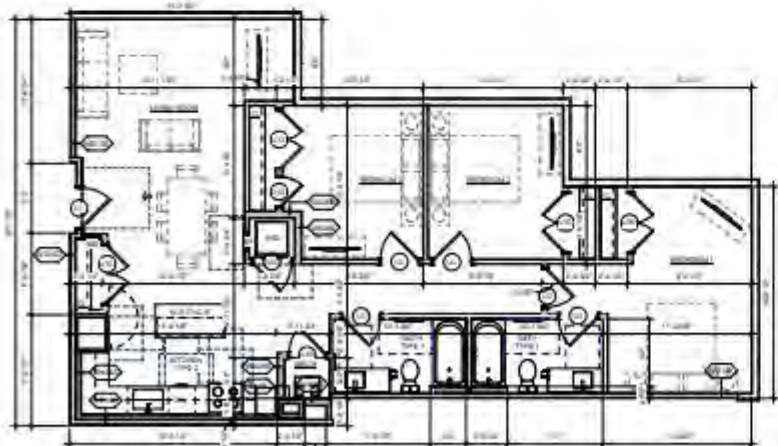


1 3BR-A



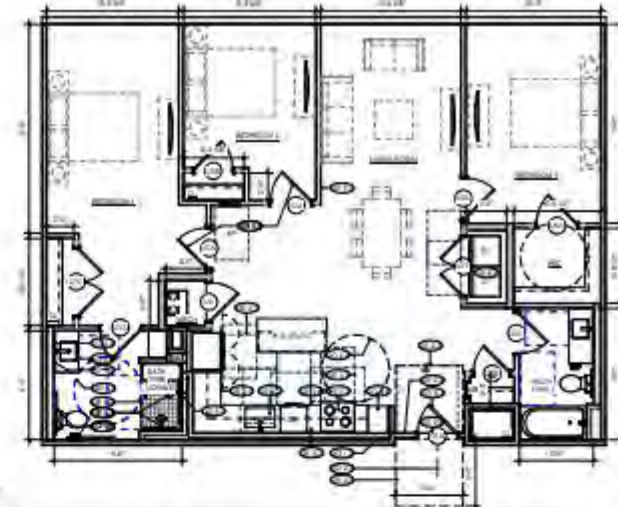
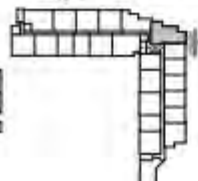


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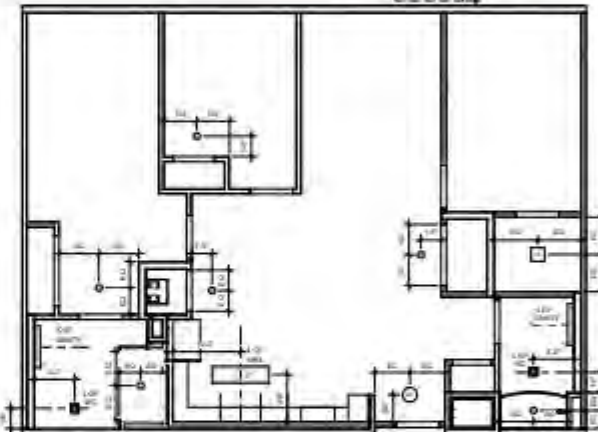


2 3BR-C

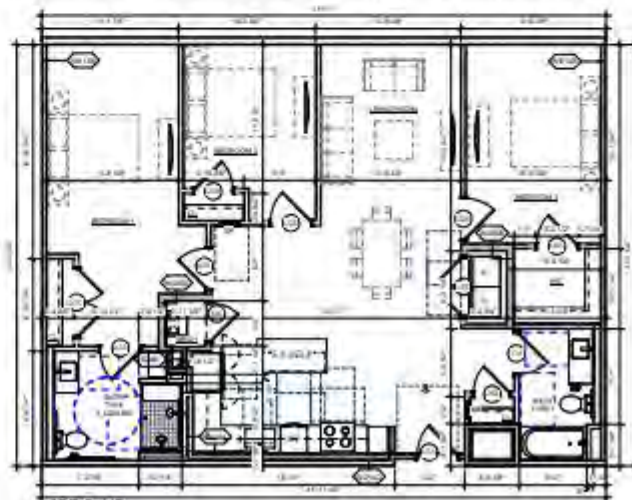
UNITS MATRIX (3BR-C)			
UNIT	NET FLOOR AREA	GROSS FLOOR AREA	RENTAL
2A	1,100	1,200	1,200
2	1,100	1,200	1,200



1B 3BR-B UD

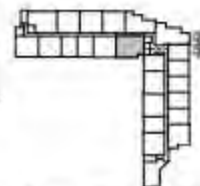


1A RCP-3BR-B UD



3BR-B UD

UNITS MATRIX (3BR-B UD)			
UNIT	NET FLOOR AREA	GROSS FLOOR AREA	RENTAL
1A	1,100	1,200	1,200
1B	1,100	1,200	1,200
3BR-B UD	1,100	1,200	1,200



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	Commonwealth Lofts 9 20550 Heron Overlook Plaza Ashburn, VA Loudoun County		Midrise 5-stories 2026 Family	@30%, @40% (Section 8), @50%, @60%	1BR/1BA	1	2.1%	697	@40% (Section 8)	\$1,790	N/A		N/A	N/A
					1BR/1BA	4	8.5%	697	@50%	\$1,346	N/A	N/A	N/A	
					1BR/1BA	4	8.5%	697	@60%	\$1,628	N/A	N/A	N/A	
					2BR/1BA	2	4.3%	1,001	@30%	\$941	N/A	N/A	N/A	
					2BR/1BA	2	4.3%	1,001	@40% (Section 8)	\$2,090	N/A	N/A	N/A	
					2BR/1BA	10	21.3%	1,001	@50%	\$1,620	N/A	N/A	N/A	
					2BR/1BA	13	27.7%	1,001	@60%	\$1,959	N/A	N/A	N/A	
					3BR/2BA	2	4.3%	1,159	@40% (Section 8)	\$2,531	N/A	N/A	N/A	
					3BR/2BA	3	6.4%	1,159	@50%	\$1,875	N/A	N/A	N/A	
					3BR/2BA	6	12.8%	1,159	@60%	\$2,267	N/A	N/A	N/A	
					47									
1	Acclaim Of Ashburn 43848 Dodge Terrace Ashburn, VA Loudoun County	2.4 miles	Garden 3-stories 1999 Family	@50%	2BR/1.5BA	84	48.3%	872	@50%	\$1,562	Yes	No	0	0%
					2BR/2BA	54	31.0%	892	@50%	\$1,562	Yes	No	0	0%
					3BR/2BA	36	20.7%	1,101	@50%	\$1,805	Yes	No	0	0%
					174									
2	Ashburn Chase 19761 Ashburn Road Ashburn, VA Loudoun County	2.1 miles	Midrise 4-stories 2020 Family	@30%, @50%, @60%	1BR/1BA	1	1.0%	628	@30%	\$860	Yes	Yes	0	0%
					1BR/1BA	1	1.0%	628	@50%	\$1,426	Yes	Yes	0	0%
					1BR/1BA	17	17.7%	628	@60%	\$1,450	Yes	Yes	2	11.8%
					2BR/2BA	3	3.1%	868	@30%	\$1,034	Yes	Yes	2	66.7%
					2BR/2BA	14	14.6%	868	@50%	\$1,713	Yes	Yes	0	0%
					2BR/2BA	41	42.7%	868	@60%	\$1,764	Yes	Yes	0	0%
					3BR/2BA	1	1.0%	1,106	@30%	\$1,196	Yes	Yes	0	0%
					3BR/2BA	4	4.2%	1,106	@50%	\$1,980	Yes	Yes	0	0%
					3BR/2BA	14	14.6%	1,123	@60%	\$1,981	Yes	Yes	0	0%
					96									
3	Heronview Apartments 45170 Kincora Drive Sterling, VA Loudoun County	1.6 miles	Various 5-stories 2019 Family	@50%	1BR/1BA	2	4.3%	648	@50%	\$1,295	Yes	Yes	0	0%
					1BR/1BA	16	34.8%	648	@50%	\$1,295	Yes	Yes	0	0%
					2BR/2BA	16	34.8%	950	@50%	\$1,548	Yes	Yes	0	0%
					3BR/2BA	2	4.3%	1,101	@50%	\$1,773	Yes	Yes	0	0%
					3BR/2BA	10	21.7%	1,101	@50%	\$1,773	Yes	Yes	0	0%
46														
4	The Fields At Cascades 21260 Huntington Square Sterling, VA Loudoun County	2.8 miles	Garden 3-stories 1995 Family	@50% @60%	2BR/1BA	64	20.0%	877	@50%	\$1,573	Yes	No	0	0%
					2BR/2BA	176	55.0%	1,010	@60%	\$1,912	Yes	No	0	0%
					3BR/2BA	80	25.0%	1,178	@60%	\$2,212	Yes	No	1	1.2%
320														
5	The Grove At Flynn's Crossing 21892 Blossom Hill Terrace Ashburn, VA Loudoun County	3.4 miles	Garden 3-stories 1999 Family	@60%	1BR/1BA	24	14.3%	807	@60%	\$1,579	Yes	No	0	0%
					2BR/1BA	48	28.6%	971	@60%	\$1,761	Yes	No	1	2.1%
					2BR/2BA	78	46.4%	1,119	@60%	\$1,901	Yes	No	0	0%
					3BR/2BA	18	10.7%	1,267	@60%	\$2,197	Yes	No	0	0%
168														
6	Atley On The Greenway 21827 High Rock Terrace Ashburn, VA Loudoun County	3.4 miles	Garden 4-stories 2014 Family	Market	1BR/1BA	N/A	N/A	715	Market	\$1,970	N/A	No	2	N/A
					1BR/1BA	N/A	N/A	881	Market	\$2,175	N/A	No	0	N/A
					2BR/2BA	N/A	N/A	1,151	Market	\$2,629	N/A	No	1	N/A
					2BR/2BA	N/A	N/A	1,245	Market	\$2,724	N/A	No	0	N/A
					3BR/2BA	N/A	N/A	1,365	Market	\$2,765	N/A	No	0	N/A
					3BR/2BA	N/A	N/A	1,375	Market	\$2,964	N/A	No	0	N/A
496														
7	BLVD Loudoun Station 43805 Central Station Drive Ashburn, VA Loudoun County	3.5 miles	Lowrise 5-stories 2012 Family	Market	0BR/1BA	N/A	N/A	713	Market	\$2,091	N/A	No	N/A	N/A
					1BR/1BA	N/A	N/A	764	Market	\$2,044	N/A	No	0	N/A
					1BR/1BA	N/A	N/A	793	Market	\$2,198	N/A	No	0	N/A
					1BR/1BA	N/A	N/A	821	Market	\$2,352	N/A	No	0	N/A
					1.5BR/1BA	N/A	N/A	843	Market	\$2,192	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	1,117	Market	\$2,831	N/A	No	0	N/A
					2BR/2BA	N/A	N/A	1,136	Market	\$2,842	N/A	No	N/A	N/A
2BR/2BA N/A N/A 1,154 Market \$2,853 N/A No 0 N/A														
357														
8	Camden Silo Creek 43449 Silo Creek Terrace Ashburn, VA Loudoun County	3.5 miles	Garden 3-stories 2004 / 2019 Family	Market	1BR/1BA	0	0.0%	556	Market	\$1,874	N/A	No	N/A	N/A
					1BR/1BA	120	42.3%	712	Market	\$1,914	N/A	No	N/A	N/A
					1BR/1BA	0	0.0%	867	Market	\$1,954	N/A	No	N/A	N/A
					2BR/1BA	18	6.3%	971	Market	\$2,248	N/A	No	N/A	N/A
					2BR/2BA	0	0.0%	1,020	Market	\$2,428	N/A	No	N/A	N/A
					2BR/2BA	130	45.8%	1,154	Market	\$2,443	N/A	No	N/A	N/A
					2BR/2BA	0	0.0%	1,287	Market	\$2,458	N/A	No	N/A	N/A
					3BR/2BA	16	5.6%	1,419	Market	\$3,233	N/A	No	0	0%
284														
9	Chase Heritage 1212 Chase Heritage Circle Sterling, VA Loudoun County	4.1 miles	Garden 3-stories 1987 / 2014 Family	Market	1BR/1BA	52	22.0%	698	Market	\$1,782	N/A	No	4	7.7%
					1BR/1BA	52	22.0%	875	Market	\$1,837	N/A	No	3	5.8%
					2BR/1BA	40	16.9%	968	Market	\$2,401	N/A	No	3	7.5%
					2BR/2BA	76	32.2%	1,129	Market	\$2,441	N/A	No	6	7.9%
					3BR/2BA	16	6.8%	1,556	Market	\$2,826	N/A	No	0	0%
236														
16 6.8%														

#	Property Name	Distance	Type/Built/Renovated	AMI	Unit Type	#	%	SF	Restriction	Rent (Adj)	Max Rent?	Waiting List	Vacant Units	Vacancy Rate
10	Windmill Parc Apartments 21258 Windmill Parc Drive Sterling, VA Loudoun County	2.3 miles	Lowrise 4-stories 2017 Family	Market	1BR/1BA	0	0.0%	614	Market	\$1,786	N/A	No	0	0%
					1BR/1BA	N/A	N/A	773	Market	\$1,833	N/A	No	10	N/A
					1BR/1BA	0	0.0%	931	Market	\$2,030	N/A	No	0	0%
					2BR/2BA	0	0.0%	1,050	Market	\$2,619	N/A	No	N/A	N/A
					2BR/2BA	N/A	N/A	1,138	Market	\$2,693	N/A	No	11	N/A
					2BR/2BA	0	0.0%	1,225	Market	\$2,766	N/A	No	0	0%
					3BR/2BA	N/A	N/A	1,343	Market	\$3,336	N/A	No	1	N/A
						437							22	5.0%

COMMONWEALTH LOFTS 9 - ASHBURN, VIRGINIA - MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.						
	Units Surveyed	2,614	Weighted Occupancy	97.4%		
	Market Rate	1,810	Market Rate	96.6%		
	Tax Credit	804	Tax Credit	99.3%		
	1.0 Bed x 1.0 Bath		2.0 Bed x 1.0 Bath		3.0 Bed x 2.0 Bath	
RENT	BLVD Loudoun Station (Market)	\$2,352	BLVD Loudoun Station (Market)(2.0BA)	\$2,853	Windmill Parc Apartments (Market)	\$3,336
	BLVD Loudoun Station (Market)	\$2,198	BLVD Loudoun Station (Market)(2.0BA)	\$2,842	Camden Silo Creek (Market)	\$3,233
	Atley On The Greenway (Market)	\$2,175	BLVD Loudoun Station (Market)(2.0BA)	\$2,831	Atley On The Greenway (Market)	\$2,964
	Commonwealth Lofts 9 (AMR)	\$2,100	Windmill Parc Apartments (Market)(2.0BA)	\$2,766	Commonwealth Lofts 9 (AMR)	\$2,950
	BLVD Loudoun Station (Market)	\$2,044	Atley On The Greenway (Market)(2.0BA)	\$2,724	Chase Heritage (Market)	\$2,826
	Windmill Parc Apartments (Market)	\$2,030	Commonwealth Lofts 9 (AMR)	\$2,700	Atley On The Greenway (Market)	\$2,765
	Atley On The Greenway (Market)	\$1,970	Windmill Parc Apartments (Market)(2.0BA)	\$2,693	Commonwealth Lofts 9 (@40%)	\$2,531
	Camden Silo Creek (Market)	\$1,954	Atley On The Greenway (Market)(2.0BA)	\$2,629	Commonwealth Lofts 9 (@60%)	\$2,267
	Camden Silo Creek (Market)	\$1,914	Windmill Parc Apartments (Market)(2.0BA)	\$2,619	Commonwealth Lofts 9 (@60%) (ALR)	\$2,267
	Camden Silo Creek (Market)	\$1,874	Camden Silo Creek (Market)(2.0BA)	\$2,458	The Fields At Cascades (@60%)	\$2,212
	Chase Heritage (Market)	\$1,837	Camden Silo Creek (Market)(2.0BA)	\$2,443	The Grove At Flynn's Crossing (@60%)	\$2,197
	Windmill Parc Apartments (Market)	\$1,833	Chase Heritage (Market)(2.0BA)	\$2,441	Ashburn Chase (@60%)	\$1,981
	Commonwealth Lofts 9 (@40%)	\$1,790	Camden Silo Creek (Market)(2.0BA)	\$2,428	Ashburn Chase (@50%)	\$1,980
	Windmill Parc Apartments (Market)	\$1,786	Chase Heritage (Market)	\$2,401	Commonwealth Lofts 9 (@50%)	\$1,875
	Chase Heritage (Market)	\$1,782	Camden Silo Creek (Market)	\$2,248	Commonwealth Lofts 9 (@50%) (ALR)	\$1,875
	Commonwealth Lofts 9 (@60%)	\$1,628	Commonwealth Lofts 9 (@40%)	\$2,090	Acclaim Of Ashburn (@50%)	\$1,805
	Commonwealth Lofts 9 (@60%) (ALR)	\$1,628	Commonwealth Lofts 9 (@60%)	\$1,959	Heronview Apartments (@50%)	\$1,773
	The Grove At Flynn's Crossing (@60%)	\$1,579	Commonwealth Lofts 9 (@60%) (ALR)	\$1,959	Heronview Apartments (@50%)	\$1,773
	Ashburn Chase (@60%)	\$1,450	The Fields At Cascades (@60%)(2.0BA)	\$1,912	Commonwealth Lofts 9 (@40%) (ALR)	\$1,348
	Ashburn Chase (@50%)	\$1,426	The Grove At Flynn's Crossing (@60%)(2.0BA)	\$1,901	Ashburn Chase (@30%)	\$1,196
	Commonwealth Lofts 9 (@50%)	\$1,346	Ashburn Chase (@60%)(2.0BA)	\$1,764		
	Commonwealth Lofts 9 (@50%) (ALR)	\$1,346	The Grove At Flynn's Crossing (@60%)	\$1,761		
	Heronview Apartments (@50%)	\$1,295	Ashburn Chase (@50%)(2.0BA)	\$1,713		
	Heronview Apartments (@50%)	\$1,295	Commonwealth Lofts 9 (@50%)	\$1,620		
	Commonwealth Lofts 9 (@40%) (ALR)	\$980	Commonwealth Lofts 9 (@50%) (ALR)	\$1,620		
	Ashburn Chase (@30%)	\$860	The Fields At Cascades (@50%)	\$1,573		
			Acclaim Of Ashburn (@50%)(1.5BA)	\$1,562		
			Acclaim Of Ashburn (@50%)(2.0BA)	\$1,562		
			Heronview Apartments (@50%)(2.0BA)	\$1,548		
			Commonwealth Lofts 9 (@40%) (ALR)	\$1,177		
		Ashburn Chase (@30%)(2.0BA)	\$1,034			
		Commonwealth Lofts 9 (@30%)	\$941			
		Commonwealth Lofts 9 (@30%) (ALR)	\$941			

COMMONWEALTH LOFTS 9 - ASHBURN, VIRGINIA - MARKET STUDY

	1.0 Bed x 1.0 Bath		2.0 Bed x 1.0 Bath		3.0 Bed x 2.0 Bath	
SQUARE FOOTAGE	Windmill Parc Apartments (Market)	931	Camden Silo Creek (Market)(2.0BA)	1,287	Chase Heritage (Market)	1,556
	Atley On The Greenway (Market)	881	Atley On The Greenway (Market)(2.0BA)	1,245	Camden Silo Creek (Market)	1,419
	Chase Heritage (Market)	875	Windmill Parc Apartments (Market)(2.0BA)	1,225	Atley On The Greenway (Market)	1,375
	Camden Silo Creek (Market)	867	BLVD Loudoun Station (Market)(2.0BA)	1,154	Atley On The Greenway (Market)	1,365
	BLVD Loudoun Station (Market)	821	Camden Silo Creek (Market)(2.0BA)	1,154	Windmill Parc Apartments (Market)	1,343
	The Grove At Flynn's Crossing (@60%)	807	Atley On The Greenway (Market)(2.0BA)	1,151	The Grove At Flynn's Crossing (@60%)	1,267
	BLVD Loudoun Station (Market)	793	Windmill Parc Apartments (Market)(2.0BA)	1,138	The Fields At Cascades (@60%)	1,178
	Windmill Parc Apartments (Market)	773	BLVD Loudoun Station (Market)(2.0BA)	1,136	Commonwealth Lofts 9 (@40%)	1,159
	BLVD Loudoun Station (Market)	764	Chase Heritage (Market)(2.0BA)	1,129	Commonwealth Lofts 9 (@50%)	1,159
	Atley On The Greenway (Market)	715	The Grove At Flynn's Crossing (@60%)(2.0BA)	1,119	Commonwealth Lofts 9 (@60%)	1,159
	Camden Silo Creek (Market)	712	BLVD Loudoun Station (Market)(2.0BA)	1,117	Ashburn Chase (@60%)	1,123
	Chase Heritage (Market)	698	Windmill Parc Apartments (Market)(2.0BA)	1,050	Ashburn Chase (@30%)	1,106
	Commonwealth Lofts 9 (@40%)	697	Camden Silo Creek (Market)(2.0BA)	1,020	Ashburn Chase (@50%)	1,106
	Commonwealth Lofts 9 (@50%)	697	The Fields At Cascades (@60%)(2.0BA)	1,010	Acclaim Of Ashburn (@50%)	1,101
	Commonwealth Lofts 9 (@60%)	697	Commonwealth Lofts 9 (@30%)	1,001	Heronview Apartments (@50%)	1,101
	Heronview Apartments (@50%)	648	Commonwealth Lofts 9 (@40%)	1,001	Heronview Apartments (@50%)	1,101
	Heronview Apartments (@50%)	648	Commonwealth Lofts 9 (@50%)	1,001		
	Ashburn Chase (@30%)	628	Commonwealth Lofts 9 (@60%)	1,001		
	Ashburn Chase (@50%)	628	The Grove At Flynn's Crossing (@60%)	971		
	Ashburn Chase (@60%)	628	Camden Silo Creek (Market)	971		
	Windmill Parc Apartments (Market)	614	Chase Heritage (Market)	968		
	Camden Silo Creek (Market)	556	Heronview Apartments (@50%)(2.0BA)	950		
			Acclaim Of Ashburn (@50%)(2.0BA)	892		
			The Fields At Cascades (@50%)	877		
			Acclaim Of Ashburn (@50%)(1.5BA)	872		
			Ashburn Chase (@30%)(2.0BA)	868		
			Ashburn Chase (@50%)(2.0BA)	868		
			Ashburn Chase (@60%)(2.0BA)	868		

COMMONWEALTH LOFTS 9 - ASHBURN, VIRGINIA - MARKET STUDY

RENT PER SQUARE FOOT	Camden Silo Creek (Market)	\$3.37	Commonwealth Lofts 9 (AMR)	\$2.70	Commonwealth Lofts 9 (AMR)	\$2.55
	Commonwealth Lofts 9 (AMR)	\$3.01	BLVD Loudoun Station (Market)(2.OBA)	\$2.53	Windmill Parc Apartments (Market)	\$2.48
	Windmill Parc Apartments (Market)	\$2.91	BLVD Loudoun Station (Market)(2.OBA)	\$2.50	Camden Silo Creek (Market)	\$2.28
	BLVD Loudoun Station (Market)	\$2.86	Windmill Parc Apartments (Market)(2.OBA)	\$2.49	Commonwealth Lofts 9 (@40%)	\$2.18
	BLVD Loudoun Station (Market)	\$2.77	Chase Heritage (Market)	\$2.48	Atley On The Greenway (Market)	\$2.16
	Atley On The Greenway (Market)	\$2.76	BLVD Loudoun Station (Market)(2.OBA)	\$2.47	Atley On The Greenway (Market)	\$2.03
	Camden Silo Creek (Market)	\$2.69	Camden Silo Creek (Market)(2.OBA)	\$2.38	Commonwealth Lofts 9 (@60%)	\$1.96
	BLVD Loudoun Station (Market)	\$2.68	Windmill Parc Apartments (Market)(2.OBA)	\$2.37	Commonwealth Lofts 9 (@60%) (ALR)	\$1.96
	Commonwealth Lofts 9 (@40%)	\$2.57	Camden Silo Creek (Market)	\$2.32	The Fields At Cascades (@60%)	\$1.88
	Chase Heritage (Market)	\$2.55	Atley On The Greenway (Market)(2.OBA)	\$2.28	Chase Heritage (Market)	\$1.82
	Atley On The Greenway (Market)	\$2.47	Windmill Parc Apartments (Market)(2.OBA)	\$2.26	Ashburn Chase (@50%)	\$1.79
	Windmill Parc Apartments (Market)	\$2.37	Atley On The Greenway (Market)(2.OBA)	\$2.19	Ashburn Chase (@60%)	\$1.76
	Commonwealth Lofts 9 (@60%)	\$2.34	Chase Heritage (Market)(2.OBA)	\$2.16	The Grove At Flynn's Crossing (@60%)	\$1.73
	Commonwealth Lofts 9 (@60%) (ALR)	\$2.34	Camden Silo Creek (Market)(2.OBA)	\$2.12	Acclaim Of Ashburn (@50%)	\$1.64
	Ashburn Chase (@60%)	\$2.31	Commonwealth Lofts 9 (@40%)	\$2.09	Commonwealth Lofts 9 (@50%)	\$1.62
	Ashburn Chase (@50%)	\$2.27	Ashburn Chase (@60%)(2.OBA)	\$2.03	Commonwealth Lofts 9 (@50%) (ALR)	\$1.62
	Camden Silo Creek (Market)	\$2.25	Ashburn Chase (@50%)(2.OBA)	\$1.97	Heronview Apartments (@50%)	\$1.61
	Windmill Parc Apartments (Market)	\$2.18	Commonwealth Lofts 9 (@60%)	\$1.96	Heronview Apartments (@50%)	\$1.61
	Chase Heritage (Market)	\$2.10	Commonwealth Lofts 9 (@60%) (ALR)	\$1.96	Commonwealth Lofts 9 (@40%) (ALR)	\$1.16
	Heronview Apartments (@50%)	\$2.00	Camden Silo Creek (Market)(2.OBA)	\$1.91	Ashburn Chase (@30%)	\$1.08
	Heronview Apartments (@50%)	\$2.00	The Fields At Cascades (@60%)(2.OBA)	\$1.89		
	The Grove At Flynn's Crossing (@60%)	\$1.96	The Grove At Flynn's Crossing (@60%)	\$1.81		
	Commonwealth Lofts 9 (@50%)	\$1.93	The Fields At Cascades (@50%)	\$1.79		
	Commonwealth Lofts 9 (@50%) (ALR)	\$1.93	Acclaim Of Ashburn (@50%)(1.5BA)	\$1.79		
	Commonwealth Lofts 9 (@40%) (ALR)	\$1.41	Acclaim Of Ashburn (@50%)(2.OBA)	\$1.75		
	Ashburn Chase (@30%)	\$1.37	The Grove At Flynn's Crossing (@60%)(2.OBA)	\$1.70		
			Heronview Apartments (@50%)(2.OBA)	\$1.63		
			Commonwealth Lofts 9 (@50%)	\$1.62		
		Commonwealth Lofts 9 (@50%) (ALR)	\$1.62			
		Ashburn Chase (@30%)(2.OBA)	\$1.19			
		Commonwealth Lofts 9 (@40%) (ALR)	\$1.18			
		Commonwealth Lofts 9 (@30%)	\$0.94			
		Commonwealth Lofts 9 (@30%) (ALR)	\$0.94			

PROPERTY PROFILE REPORT

Acclaim Of Ashburn

Effective Rent Date	1/03/2024
Location	43848 Dodge Terrace Ashburn, VA 20147 Loudoun County
Distance	2.4 miles
Units	174
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	1999 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None Identified
Tenant Characteristics	Not disclosed
Contact Name	Jacie
Phone	703-858-5222



Market Information

Program	@50%
Annual Turnover Rate	6%
Units/Month Absorbed	N/A
HCV Tenants	7%
Leasing Pace	Within a week
Annual Chg. in Rent	Increased to 2023 max
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- gas
Heat	not included -- gas
Other Electric	not included
Water	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
2	1.5	Garden (3 stories)	84	872	\$1,583	\$0	@50%	No	0	0.0%	yes	None
2	2	Garden (3 stories)	54	892	\$1,583	\$0	@50%	No	0	0.0%	yes	None
3	2	Garden (3 stories)	36	1,101	\$1,826	\$0	@50%	No	0	0.0%	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 1.5BA	\$1,583	\$0	\$1,583	-\$21	\$1,562
2BR / 2BA	\$1,583	\$0	\$1,583	-\$21	\$1,562
3BR / 2BA	\$1,826	\$0	\$1,826	-\$21	\$1,805

Acclaim Of Ashburn, continued

Amenities

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

Comments

The contact reported being fully occupied. The property was FKA The Fields of Ashburn. The property operates on a first come, first served basis and does not maintain a waiting list. The contact reported achieving rents at the 2023 maximum allowable levels.

Acclaim Of Ashburn, continued

Trend Report

Vacancy Rates

1Q19	1Q20	2Q20	1Q24
0.0%	0.0%	0.6%	0.0%

Trend: @50%

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	0.0%	\$1,212	\$0	\$1,212	\$1,191
2020	1	0.0%	\$1,251	\$0	\$1,251	\$1,230
2020	2	0.0%	\$1,251	\$0	\$1,251	\$1,230
2024	1	0.0%	\$1,583	\$0	\$1,583	\$1,562

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	0.0%	\$1,212	\$0	\$1,212	\$1,191
2020	1	0.0%	\$1,251	\$0	\$1,251	\$1,230
2020	2	1.9%	\$1,251	\$0	\$1,251	\$1,230
2024	1	0.0%	\$1,583	\$0	\$1,583	\$1,562

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	0.0%	\$1,402	\$0	\$1,402	\$1,381
2020	1	0.0%	\$1,448	\$0	\$1,448	\$1,427
2020	2	0.0%	\$1,448	\$0	\$1,448	\$1,427
2024	1	0.0%	\$1,826	\$0	\$1,826	\$1,805

Trend: Comments

1Q19	The property was FKA The Fields of Ashburn. The contact was new to the property and was unable to provide historic data for the past year. The property operates on a first come, first served basis and does not maintain a waiting list. No major recent renovations reported.
1Q20	The property was FKA The Fields of Ashburn. The contact reported current occupancy has been typical. The property operates on a first come, first served basis and does not maintain a waiting list. No major recent renovations reported.
2Q20	The property was FKA The Fields of Ashburn. The property is 99.43 percent occupied (1 vacant unit). The property operates on a first come, first served basis and does not maintain a waiting list. In regards to COVID-19, the contact mentioned that residents are taking longer to pay due to a reduction in hours worked. The property has not raised rents to the 2020 maximum allowable levels.
1Q24	The contact reported being fully occupied. The property was FKA The Fields of Ashburn. The property operates on a first come, first served basis and does not maintain a waiting list. The contact reported achieving rents at the 2023 maximum allowable levels.

Photos



PROPERTY PROFILE REPORT

Ashburn Chase

Effective Rent Date	1/03/2024
Location	19761 Ashburn Road Ashburn, VA 20147 Loudoun County
Distance	2.1 miles
Units	96
Vacant Units	4
Vacancy Rate	4.2%
Type	Midrise (4 stories)
Year Built/Renovated	2020 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Families and veterans
Contact Name	Vanessa
Phone	703-713-5678



Market Information

Program	@30%, @50%, @60%
Annual Turnover Rate	10%
Units/Month Absorbed	55
HCV Tenants	10%
Leasing Pace	Pre-leased to one week
Annual Chg. in Rent	Increased to 2023 max
Concession	None
Waiting List	Yes, three to six 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	not included
Sewer	not included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (4 stories)	1	628	\$847	\$0	@30%	Yes	0	0.0%	yes	None
1	1	Midrise (4 stories)	1	628	\$1,413	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Midrise (4 stories)	17	628	\$1,437	\$0	@60%	Yes	2	11.8%	yes	None
2	2	Midrise (4 stories)	3	868	\$1,017	\$0	@30%	Yes	2	66.7%	yes	None
2	2	Midrise (4 stories)	14	868	\$1,696	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Midrise (4 stories)	41	868	\$1,747	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Midrise (4 stories)	1	1,106	\$1,175	\$0	@30%	Yes	0	0.0%	yes	None
3	2	Midrise (4 stories)	4	1,106	\$1,959	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Midrise (4 stories)	14	1,123	\$1,960	\$0	@60%	Yes	0	0.0%	yes	None

Ashburn Chase, continued

Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$847	\$0	\$847	\$13	\$860	1BR / 1BA	\$1,413	\$0	\$1,413	\$13	\$1,426
2BR / 2BA	\$1,017	\$0	\$1,017	\$17	\$1,034	2BR / 2BA	\$1,696	\$0	\$1,696	\$17	\$1,713
3BR / 2BA	\$1,175	\$0	\$1,175	\$21	\$1,196	3BR / 2BA	\$1,959	\$0	\$1,959	\$21	\$1,980

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,437	\$0	\$1,437	\$13	\$1,450
2BR / 2BA	\$1,747	\$0	\$1,747	\$17	\$1,764
3BR / 2BA	\$1,960	\$0	\$1,960	\$21	\$1,981

Amenities

In-Unit	Blinds	Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpet/Hardwood	Carpeting	Limited Access	
Central A/C	Coat Closet		
Dishwasher	Exterior Storage		
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		

Property	Premium	Other
Clubhouse/Meeting Room/Community	None	Walking trail
Exercise Facility		
Off-Street Parking		
Picnic Area		
Service Coordination		

Comments

The contact reported four current vacancies, three of which are pre-leased. The property maintains a wait list ranging from three to six months in length. The property is achieving rents at the 2023 maximum allowable levels. The property does not charge for garage parking but there is limited availability. The contact stated that there are 30 to 35 garage spaces. There are 10 units set-aside for households with a member who has a disability. These households have project-based subsidy.

Ashburn Chase, continued

Trend Report

Vacancy Rates

1Q22	2Q22	3Q22	1Q24
0.0%	0.0%	0.0%	4.2%

Trend: @30%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	1	0.0%	\$585	\$0	\$585	\$598
2022	2	0.0%	\$585	\$0	\$585	\$598
2022	3	0.0%	\$585	\$0	\$585	\$598
2024	1	0.0%	\$847	\$0	\$847	\$860

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	1	0.0%	\$700	\$0	\$700	\$717
2022	2	0.0%	\$700	\$0	\$700	\$717
2022	3	0.0%	\$700	\$0	\$700	\$717
2024	1	66.7%	\$1,017	\$0	\$1,017	\$1,034

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	1	0.0%	\$810	\$0	\$810	\$831
2022	2	0.0%	\$810	\$0	\$810	\$831
2022	3	0.0%	\$810	\$0	\$810	\$831
2024	1	0.0%	\$1,175	\$0	\$1,175	\$1,196

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	1	0.0%	\$1,055	\$0	\$1,055	\$1,068
2022	2	0.0%	\$1,055	\$0	\$1,055	\$1,068
2022	3	0.0%	\$1,055	\$0	\$1,055	\$1,068
2024	1	0.0%	\$1,413	\$0	\$1,413	\$1,426

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	1	0.0%	\$1,270	\$0	\$1,270	\$1,287
2022	2	0.0%	\$1,270	\$0	\$1,270	\$1,287
2022	3	0.0%	\$1,270	\$0	\$1,270	\$1,287
2024	1	0.0%	\$1,696	\$0	\$1,696	\$1,713

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	1	0.0%	\$1,465	\$0	\$1,465	\$1,486
2022	2	0.0%	\$1,465	\$0	\$1,465	\$1,486
2022	3	0.0%	\$1,465	\$0	\$1,465	\$1,486
2024	1	0.0%	\$1,959	\$0	\$1,959	\$1,980

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	1	0.0%	\$1,290	\$0	\$1,290	\$1,303
2022	2	0.0%	\$1,290	\$0	\$1,290	\$1,303
2022	3	0.0%	\$1,290	\$0	\$1,290	\$1,303
2024	1	11.8%	\$1,437	\$0	\$1,437	\$1,450

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	1	0.0%	\$1,555	\$0	\$1,555	\$1,572
2022	2	0.0%	\$1,555	\$0	\$1,555	\$1,572
2022	3	0.0%	\$1,555	\$0	\$1,555	\$1,572
2024	1	0.0%	\$1,747	\$0	\$1,747	\$1,764

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	1	0.0%	\$1,745	\$0	\$1,745	\$1,766
2022	2	0.0%	\$1,745	\$0	\$1,745	\$1,766
2022	3	0.0%	\$1,745	\$0	\$1,745	\$1,766
2024	1	0.0%	\$1,960	\$0	\$1,960	\$1,981

Trend: Comments

- 1Q22 The contact reported no significant impacts on collections or operations as a result of the COVID-19 pandemic. The contact stated there is a demand for affordable housing in the area. Additionally, 10 of the units are set aside for disabled vouchers recipients from the Housing Choice Voucher Program.
- 2Q22 The contact stated that their waiting list is currently closed as move outs are rare. The contact stated that their rents have not increased to the 2022 maximum allowable levels, and the timing of any future increases have not yet been determined. The contact could not comment on Housing Choice Voucher usage. The property does not charge for garage parking but there is limited availability. The contact stated that there are 30 to 35 garage spaces. There are 10 units set-aside for households with a member who has a disability. These households have project-based subsidy.
- 3Q22 The contact stated that their waiting list is currently closed and move outs are rare. The contact stated that their rents have not increased to the 2022 maximum allowable levels, however they are in the process of increasing rents which should happen in the near future. The property does not charge for garage parking but there is limited availability. The contact stated that there are 30 to 35 garage spaces. There are 10 units set-aside for households with a member who has a disability. These households have project-based subsidy.
- 1Q24 The contact reported four current vacancies, three of which are pre-leased. The property maintains a wait list ranging from three to six months in length. The property is achieving rents at the 2023 maximum allowable levels. The property does not charge for garage parking but there is limited availability. The contact stated that there are 30 to 35 garage spaces. There are 10 units set-aside for households with a member who has a disability. These households have project-based subsidy.

Photos



PROPERTY PROFILE REPORT

Heronview Apartments

Effective Rent Date	1/02/2024
Location	45170 Kincora Drive Sterling, VA 20166 Loudoun County
Distance	1.6 miles
Units	46
Vacant Units	0
Vacancy Rate	0.0%
Type	Various (5 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	Candace
Phone	571-926-8440



Market Information

Program	@50%
Annual Turnover Rate	9%
Units/Month Absorbed	30
HCV Tenants	6%
Leasing Pace	Within 10 days
Annual Chg. in Rent	Increased to 2023 max
Concession	None
Waiting List	Yes, two years in length

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Five-stories	2	648	\$1,282	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Five-stories	16	648	\$1,282	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Townhouse	16	950	\$1,531	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Five-stories	10	1,101	\$1,752	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Townhouse	2	1,101	\$1,752	\$0	@50%	Yes	0	0.0%	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,282	\$0	\$1,282	\$13	\$1,295
2BR / 2BA	\$1,531	\$0	\$1,531	\$17	\$1,548
3BR / 2BA	\$1,752	\$0	\$1,752	\$21	\$1,773

Heronview Apartments, continued

Amenities

In-Unit		Security	Services
Blinds	Carpeting	Limited Access	None
Central A/C	Coat Closet	Video Surveillance	
Dishwasher	Ceiling Fan		
Garbage Disposal	Microwave		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Courtyard	Elevators		
Exercise Facility	Garage		
Central Laundry	Off-Street Parking		
On-Site Management			

Comments

The contact reported being fully occupied with a wait list of about two years in length. The property is achieving rents at the 2023 maximum allowable levels. The contact stated there is a need for more affordable housing in the area. The property also includes ground floor retail space.

Heronview Apartments, continued

Trend Report

Vacancy Rates

1Q20	2Q20	1Q22	1Q24
1.0%	1.0%	0.0%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	0.0%	\$979	\$0	\$979	\$992
2020	2	0.0%	\$979	\$0	\$979	\$992
2022	1	0.0%	\$590 - \$700	\$0	\$590 - \$700	\$603 - \$713
2024	1	0.0%	\$1,282	\$0	\$1,282	\$1,295

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	0.0%	\$1,154	\$0	\$1,154	\$1,171
2020	2	0.0%	\$1,154	\$0	\$1,154	\$1,171

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	6.2%	\$1,169	\$0	\$1,169	\$1,186
2020	2	6.2%	\$1,169	\$0	\$1,169	\$1,186
2022	1	0.0%	\$1,273	\$0	\$1,273	\$1,290
2024	1	0.0%	\$1,531	\$0	\$1,531	\$1,548

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	0.0%	\$1,319 - \$1,339	\$0	\$1,319 - \$1,339	\$1,340 - \$1,360
2020	2	0.0%	\$1,319 - \$1,339	\$0	\$1,319 - \$1,339	\$1,340 - \$1,360
2022	1	0.0%	\$1,460 - \$1,465	\$0	\$1,460 - \$1,465	\$1,481 - \$1,486
2024	1	0.0%	\$1,752	\$0	\$1,752	\$1,773

Trend: Comments

1Q20	This is a recently constructed mixed-income development. It offers 2,226 of ground floor commercial space as part of a separate condominium ownership. The site is currently encumbered with affordable housing and use covenants set forth in a Proffer and an Extended Use Agreement with VHDA, which require that the property offer affordable units for a minimum term of 30 years. Thus, the site will be encumbered until 2049.
2Q20	This is a recently constructed mixed-income development. It offers 2,226 of ground floor commercial space as part of a separate condominium ownership.
1Q22	The contact was unable to comment on why the townhouse rents were significantly lower than the midrise units at the 50 percent AMI level. The contact stated there is a need for more affordable housing in the area. The property also includes ground floor retail space.
1Q24	The contact reported being fully occupied with a wait list of about two years in length. The property is achieving rents at the 2023 maximum allowable levels. The contact stated there is a need for more affordable housing in the area. The property also includes ground floor retail space.

Photos



PROPERTY PROFILE REPORT

The Fields At Cascades

Effective Rent Date	1/02/2024
Location	21260 Huntington Square Sterling, VA 20166 Loudoun County
Distance	2.8 miles
Units	320
Vacant Units	1
Vacancy Rate	0.3%
Type	Garden (3 stories)
Year Built/Renovated	1995 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	The Fields of Sterling
Tenant Characteristics	Mixed tenancy from a 10 mile radius. Many work service industry and clerical jobs with govt.
Contact Name	Stacy
Phone	703-404-2000



Market Information

Program	@50%, @60%
Annual Turnover Rate	15%
Units/Month Absorbed	N/A
HCV Tenants	15%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased to 2023 max
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	1	Garden (3 stories)	64	877	\$1,556	\$0	@50%	No	0	0.0%	yes	None
2	2	Garden (3 stories)	176	1,010	\$1,895	\$0	@60%	No	0	0.0%	yes	None
3	2	Garden (3 stories)	80	1,178	\$2,191	\$0	@60%	No	1	1.3%	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 1BA	\$1,556	\$0	\$1,556	\$17	\$1,573	2BR / 2BA	\$1,895	\$0	\$1,895	\$17	\$1,912
						3BR / 2BA	\$2,191	\$0	\$2,191	\$21	\$2,212

The Fields At Cascades, continued

Amenities

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

Comments

The contact reported one current vacancy, which is in the three-bedroom unit type. The contact reported achieving the 2023 maximum allowable rents. The property does not maintain a wait list.

The Fields At Cascades, continued

Trend Report

Vacancy Rates

4Q21	2Q22	1Q23	1Q24
0.3%	0.0%	1.3%	0.3%

Trend: @50%

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	4	0.0%	\$1,339	\$0	\$1,339	\$1,356
2022	2	0.0%	\$1,485	\$0	\$1,485	\$1,502
2023	1	1.6%	\$1,485	\$0	\$1,485	\$1,502
2024	1	0.0%	\$1,556	\$0	\$1,556	\$1,573

Trend: @60%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	4	0.0%	\$1,626	\$0	\$1,626	\$1,643
2022	2	0.0%	\$1,795	\$0	\$1,795	\$1,812
2023	1	1.7%	\$1,795	\$0	\$1,795	\$1,812
2024	1	0.0%	\$1,895	\$0	\$1,895	\$1,912

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2021	4	1.3%	\$1,876	\$0	\$1,876	\$1,897
2022	2	0.0%	\$2,070	\$0	\$2,070	\$2,091
2023	1	0.0%	\$2,070	\$0	\$2,070	\$2,091
2024	1	1.3%	\$2,191	\$0	\$2,191	\$2,212

Trend: Comments

4Q21	The property increased rents to 2021 maximum allowable rates on May 1st. The contact reported demand has been strong during 2021 with very little lingering impact related to COVID-19.
2Q22	N/A
1Q23	N/A
1Q24	The contact reported one current vacancy, which is in the three-bedroom unit type. The contact reported achieving the 2023 maximum allowable rents. The property does not maintain a wait list.

Photos



PROPERTY PROFILE REPORT

The Grove At Flynn's Crossing

Effective Rent Date	1/03/2024
Location	21892 Blossom Hill Terrace Ashburn, VA 20147 Loudoun County
Distance	3.4 miles
Units	168
Vacant Units	1
Vacancy Rate	0.6%
Type	Garden (3 stories)
Year Built/Renovated	1999 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Tenants are primarily from Loudoun County
Contact Name	Dulce
Phone	703-724-7889



Market Information

Program	@60%
Annual Turnover Rate	14%
Units/Month Absorbed	N/A
HCV Tenants	8%
Leasing Pace	Pre-leased to two weeks
Annual Chg. in Rent	Increased to 2023 max
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- gas
Water Heat	not included -- gas
Heat	not included -- electric
Other Electric	not included
Water	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)	24	807	\$1,600	\$0	@60%	No	0	0.0%	yes	None
2	1	Garden (3 stories)	48	971	\$1,782	\$0	@60%	No	1	2.1%	yes	None
2	2	Garden (3 stories)	78	1,119	\$1,922	\$0	@60%	No	0	0.0%	yes	None
3	2	Garden (3 stories)	18	1,267	\$2,218	\$0	@60%	No	0	0.0%	yes	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,600	\$0	\$1,600	-\$21	\$1,579
2BR / 1BA	\$1,782	\$0	\$1,782	-\$21	\$1,761
2BR / 2BA	\$1,922	\$0	\$1,922	-\$21	\$1,901
3BR / 2BA	\$2,218	\$0	\$2,218	-\$21	\$2,197

The Grove At Flynn's Crossing, continued

Amenities

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

Comments

The contact reported one current vacancy which is pre-leased. The property does not maintain a waiting list as it is first come, first serve. The contact reported achieving rents at the 2023 maximum allowable levels.

The Grove At Flynn's Crossing, continued

Trend Report

Vacancy Rates

1Q22	2Q22	3Q22	1Q24
0.6%	0.0%	1.2%	0.6%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	1	0.0%	\$1,375	\$0	\$1,375	\$1,354
2022	2	0.0%	\$1,602	\$0	\$1,602	\$1,581
2022	3	0.0%	\$1,526	\$0	\$1,526	\$1,505
2024	1	0.0%	\$1,600	\$0	\$1,600	\$1,579

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	1	0.0%	\$1,601	\$0	\$1,601	\$1,580
2022	2	0.0%	\$1,871	\$0	\$1,871	\$1,850
2022	3	2.1%	\$1,781	\$0	\$1,781	\$1,760
2024	1	2.1%	\$1,782	\$0	\$1,782	\$1,761

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	1	1.3%	\$1,651	\$0	\$1,651	\$1,630
2022	2	0.0%	\$1,921	\$0	\$1,921	\$1,900
2022	3	1.3%	\$1,831	\$0	\$1,831	\$1,810
2024	1	0.0%	\$1,922	\$0	\$1,922	\$1,901

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	1	0.0%	\$1,908	\$0	\$1,908	\$1,887
2022	2	0.0%	\$2,220	\$0	\$2,220	\$2,199
2022	3	0.0%	\$2,115	\$0	\$2,115	\$2,094
2024	1	0.0%	\$2,218	\$0	\$2,218	\$2,197

Trend: Comments

1Q22	The contact reported no significant impacts due to the COVID-19 pandemic. The property does not maintain a waiting list.
2Q22	The property does not maintain a waiting list as a matter of policy. Rents for the two-bedroom/one bath unit are held slightly below maximum allowable levels.
3Q22	The property does not maintain a waiting list as a matter of policy. Rents are below the maximum allowable level.
1Q24	The contact reported one current vacancy which is pre-leased. The property does not maintain a waiting list as it is first come, first serve. The contact reported achieving rents at the 2023 maximum allowable levels.

Photos



PROPERTY PROFILE REPORT

Atley On The Greenway

Effective Rent Date	1/02/2024
Location	21827 High Rock Terrace Ashburn, VA 20147 Loudoun County
Distance	3.4 miles
Units	496
Vacant Units	3
Vacancy Rate	0.6%
Type	Garden (4 stories)
Year Built/Renovated	2014 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None Identified
Tenant Characteristics	Younger demographic, mix of households working locally or in DC area
Contact Name	Eileen
Phone	571-223-2292



Market Information

Program	Market
Annual Turnover Rate	12%
Units/Month Absorbed	26
HCV Tenants	N/A
Leasing Pace	Within three weeks
Annual Chg. in Rent	Changes daily
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (4 stories)	N/A	881	\$2,140	\$0	Market	No	0	N/A	N/A	HIGH*
1	1	Garden (4 stories)	N/A	715	\$1,935	\$0	Market	No	2	N/A	N/A	LOW*
2	2	Garden (4 stories)	N/A	1,245	\$2,685	\$0	Market	No	0	N/A	N/A	HIGH*
2	2	Garden (4 stories)	N/A	1,151	\$2,590	\$0	Market	No	1	N/A	N/A	LOW*
3	2	Garden (4 stories)	N/A	1,375	\$2,920	\$0	Market	No	0	N/A	N/A	HIGH
3	2	Garden (4 stories)	N/A	1,365	\$2,721	\$0	Market	No	0	N/A	N/A	LOW

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,935 - \$2,140	\$0	\$1,935 - \$2,140	\$35	\$1,970 - \$2,175
2BR / 2BA	\$2,590 - \$2,685	\$0	\$2,590 - \$2,685	\$39	\$2,629 - \$2,724
3BR / 2BA	\$2,721 - \$2,920	\$0	\$2,721 - \$2,920	\$44	\$2,765 - \$2,964

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpeting	Central A/C	Perimeter Fencing	
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Clubhouse/Meeting Room/Community	Exercise Facility	None	None
Garage(\$125.00)	Central Laundry		
Off-Street Parking	On-Site Management		
Swimming Pool	Wi-Fi		

Comments

The contact reported three current vacancies. The contact could not provide the rent prices for the three-bedroom unit types as none were available. The three-bedroom rents shown were obtained from CoStar. The property offers 40 detached garages at \$125 per month and virtually all are leased. Select units have attached garages that are included in the rent. The contact could not confirm the leasing pace or turnover rate. The property does accept Housing Choice Vouchers, but the number of tenants with vouchers was not available.

Trend Report

Vacancy Rates

2Q22	3Q22	1Q23	1Q24
3.2%	3.2%	3.8%	0.6%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	2	N/A	\$1,975 - \$2,390	\$0	\$1,975 - \$2,390	\$2,010 - \$2,425
2022	3	N/A	\$1,975 - \$2,390	\$0	\$1,975 - \$2,390	\$2,010 - \$2,425
2023	1	N/A	\$1,870 - \$3,455	\$0	\$1,870 - \$3,455	\$1,905 - \$3,490
2024	1	N/A	\$1,935 - \$2,140	\$0	\$1,935 - \$2,140	\$1,970 - \$2,175

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	2	N/A	\$2,555 - \$2,790	\$0	\$2,555 - \$2,790	\$2,594 - \$2,829
2022	3	N/A	\$2,555 - \$2,790	\$0	\$2,555 - \$2,790	\$2,594 - \$2,829
2023	1	N/A	\$2,450 - \$4,135	\$0	\$2,450 - \$4,135	\$2,489 - \$4,174
2024	1	N/A	\$2,590 - \$2,685	\$0	\$2,590 - \$2,685	\$2,629 - \$2,724

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2022	2	N/A	\$2,625	\$0	\$2,625	\$2,669
2022	3	N/A	\$2,625	\$0	\$2,625	\$2,669
2023	1	N/A	\$2,810 - \$2,830	\$0	\$2,810 - \$2,830	\$2,854 - \$2,874
2024	1	N/A	\$2,721 - \$2,920	\$0	\$2,721 - \$2,920	\$2,765 - \$2,964

Trend: Comments

2Q22	The property offers 40 detached garages at \$125 per month and virtually all are leased. Select units have attached garages which are included in the rent. The contact could not confirm the leasing pace or turnover stating it "varies". The property does accept Housing Choice Voucher tenants, but the number of tenants with vouchers was not available.
3Q22	The property offers 40 detached garages at \$125 per month and virtually all are leased. Select units have attached garages that are included in the rent. The contact could not confirm the leasing pace or turnover rate. The property does accept Housing Choice Vouchers, but the number of tenants with vouchers was not available.
1Q23	N/A
1Q24	The contact reported three current vacancies. The contact could not provide the rent prices for the three-bedroom unit types as none were available. The three-bedroom rents shown were obtained from CoStar. The property offers 40 detached garages at \$125 per month and virtually all are leased. Select units have attached garages that are included in the rent. The contact could not confirm the leasing pace or turnover rate. The property does accept Housing Choice Vouchers, but the number of tenants with vouchers was not available.

Photos



PROPERTY PROFILE REPORT

BLVD Loudoun Station

Effective Rent Date	1/02/2024
Location	43805 Central Station Drive Ashburn, VA 20147 Loudoun County
Distance	3.5 miles
Units	357
Vacant Units	13
Vacancy Rate	3.6%
Type	Lowrise (5 stories)
Year Built/Renovated	2012 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None Identified
Tenant Characteristics	Mostly professionals in the area. Many commute into DC and other parts of N. VA for work
Contact Name	Destiny
Phone	571-392-5300



Market Information

Program	Market
Annual Turnover Rate	13%
Units/Month Absorbed	N/A
HCV Tenants	5%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Changes daily
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Lowrise (5 stories)	N/A	713	\$2,071	\$0	Market	No	N/A	N/A	N/A	None
1	1	Lowrise (5 stories)	N/A	793	\$2,163	\$0	Market	No	0	N/A	N/A	AVG*
1	1	Lowrise (5 stories)	N/A	821	\$2,317	\$0	Market	No	0	N/A	N/A	HIGH
1	1	Lowrise (5 stories)	N/A	764	\$2,009	\$0	Market	No	0	N/A	N/A	LOW
1.5	1	Lowrise (5 stories)	N/A	843	\$2,157	\$0	Market	No	N/A	N/A	N/A	None
2	2	Lowrise (5 stories)	N/A	1,136	\$2,803	\$0	Market	No	N/A	N/A	N/A	AVG*
2	2	Lowrise (5 stories)	N/A	1,154	\$2,814	\$0	Market	No	0	N/A	N/A	HIGH
2	2	Lowrise (5 stories)	N/A	1,117	\$2,792	\$0	Market	No	0	N/A	N/A	LOW

Trend Report

Vacancy Rates

2Q17	1Q19	1Q22	1Q24
3.9%	5.0%	5.0%	3.6%

Trend: Market

1.5BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$1,589	\$0	\$1,589	\$1,624
2019	1	N/A	\$1,700	\$0	\$1,700	\$1,735
2022	1	N/A	\$1,700	\$0	\$1,700	\$1,735
2024	1	N/A	\$2,157	\$0	\$2,157	\$2,192

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$1,639 - \$1,685	\$0	\$1,639 - \$1,685	\$1,674 - \$1,720
2019	1	N/A	\$1,555 - \$1,640	\$0	\$1,555 - \$1,640	\$1,590 - \$1,675
2022	1	N/A	\$1,620 - \$3,125	\$0	\$1,620 - \$3,125	\$1,655 - \$3,160
2024	1	N/A	\$2,009 - \$2,317	\$0	\$2,009 - \$2,317	\$2,044 - \$2,352

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	2	N/A	\$1,713 - \$1,878	\$0	\$1,713 - \$1,878	\$1,752 - \$1,917
2019	1	N/A	\$1,760 - \$2,065	\$0	\$1,760 - \$2,065	\$1,799 - \$2,104
2022	1	N/A	\$2,130 - \$3,825	\$0	\$2,130 - \$3,825	\$2,169 - \$3,864
2024	1	N/A	\$2,792 - \$2,814	\$0	\$2,792 - \$2,814	\$2,831 - \$2,853

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	N/A	\$1,470	\$0	\$1,470	\$1,490
2022	1	N/A	\$1,470	\$0	\$1,470	\$1,490
2024	1	N/A	\$2,071	\$0	\$2,071	\$2,091

Trend: Comments

2Q17 N/A

1Q19 The contact reported current occupancy has been typical in the past six months. The property used to offer affordable dwelling units (ADU) which were all studios, that were income and rent restricted through a Loudoun County affordable housing program. The amount of time those units were to be kept affordable expired and now operate as market rate units. Storage units are available for \$75 per month. No garage parking is offered.

1Q22 The contact reported that the current vacancy rate of five percent has been typical over the past six months. The property formerly offered affordable dwelling units (ADU's), which were all studio units, that were income and rent restricted through a Loudoun County affordable housing program. The amount of time those units were to be kept affordable expired and these units are now unrestricted. Storage units are available for \$75 per month. No garage parking is offered. The contact stated that the only concession currently being offered is half off of the \$500 amenity fee for 15 month leases.

1Q24 The contact reported 13 current vacancies. The property accepts Housing Choice Vouchers and stated that around five percent of tenants are utilizing vouchers.

Photos



PROPERTY PROFILE REPORT

Camden Silo Creek

Effective Rent Date	1/03/2024
Location	43449 Silo Creek Terrace Ashburn, VA 20147 Loudoun County
Distance	3.5 miles
Units	284
Vacant Units	7
Vacancy Rate	2.5%
Type	Garden (3 stories)
Year Built/Renovated	2004 / 2019
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None Identified
Tenant Characteristics	All types of tenants, mostly younger professionals in govt jobs, as well as healthcare, education, and local area businesses
Contact Name	Crystal
Phone	703.729.7744



Market Information

Program	Market
Annual Turnover Rate	30%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within a week
Annual Chg. in Rent	Changes daily
Concession	None
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	Garden (3 stories)	120	712	\$1,879	\$0	Market	No	N/A	N/A	N/A	AVG*
1	1	Garden (3 stories)	0	867	\$1,919	\$0	Market	No	N/A	N/A	N/A	HIGH*
1	1	Garden (3 stories)	0	556	\$1,839	\$0	Market	No	N/A	N/A	N/A	LOW*
2	1	Garden (3 stories)	18	971	\$2,209	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	130	1,154	\$2,404	\$0	Market	No	N/A	N/A	N/A	AVG*
2	2	Garden (3 stories)	0	1,287	\$2,419	\$0	Market	No	N/A	N/A	N/A	HIGH*
2	2	Garden (3 stories)	0	1,020	\$2,389	\$0	Market	No	N/A	N/A	N/A	LOW*
3	2	Garden (3 stories)	16	1,419	\$3,189	\$0	Market	No	0	0.0%	N/A	None

Camden Silo Creek, continued

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,839 - \$1,919	\$0	\$1,839 - \$1,919	\$35	\$1,874 - \$1,954
2BR / 1BA	\$2,209	\$0	\$2,209	\$39	\$2,248
2BR / 2BA	\$2,389 - \$2,419	\$0	\$2,389 - \$2,419	\$39	\$2,428 - \$2,458
3BR / 2BA	\$3,189	\$0	\$3,189	\$44	\$3,233

Amenities

In-Unit	Security	Services
Balcony/Patio	None	None
Cable/Satellite/Internet		
Central A/C		
Dishwasher		
Ceiling Fan		
Garbage Disposal		
Oven		
Vaulted Ceilings		
Washer/Dryer		
Property	Premium	Other
Business Center/Computer Lab	None	Walking trail, stainless steel,
Exercise Facility		
Off-Street Parking		
Picnic Area		
Swimming Pool		

Comments

The contact reported seven current vacancies. The contact reported that the property website is kept up to date with rents and vacancies. Units were renovated between 2017 and 2019 consisting of upgrades to kitchens and bathrooms that included new quartz counters, dark cabinets, and stainless steel appliances.

Trend Report

Vacancy Rates

2020	1Q22	2Q22	1Q24
3.5%	1.1%	2.8%	2.5%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	2	N/A	\$1,370 - \$1,739	\$0	\$1,370 - \$1,739	\$1,405 - \$1,774
2022	1	N/A	\$1,519 - \$1,769	\$0	\$1,519 - \$1,769	\$1,554 - \$1,804
2022	2	N/A	\$1,849 - \$2,169	\$0	\$1,849 - \$2,169	\$1,884 - \$2,204
2024	1	N/A	\$1,839 - \$1,919	\$0	\$1,839 - \$1,919	\$1,874 - \$1,954

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	2	0.0%	\$1,630 - \$1,700	\$0	\$1,630 - \$1,700	\$1,669 - \$1,739
2022	1	N/A	\$1,959	\$0	\$1,959	\$1,998
2022	2	N/A	\$1,959	\$0	\$1,959	\$1,998
2024	1	N/A	\$2,209	\$0	\$2,209	\$2,248

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	2	N/A	\$1,820 - \$2,069	\$0	\$1,820 - \$2,069	\$1,859 - \$2,108
2022	1	N/A	\$2,099 - \$2,459	\$0	\$2,099 - \$2,459	\$2,138 - \$2,498
2022	2	N/A	\$2,169 - \$2,609	\$0	\$2,169 - \$2,609	\$2,208 - \$2,648
2024	1	N/A	\$2,389 - \$2,419	\$0	\$2,389 - \$2,419	\$2,428 - \$2,458

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	2	0.0%	\$2,379 - \$2,409	\$0	\$2,379 - \$2,409	\$2,423 - \$2,453
2022	1	0.0%	\$2,689	\$0	\$2,689	\$2,733
2022	2	0.0%	\$2,689	\$0	\$2,689	\$2,733
2024	1	0.0%	\$3,189	\$0	\$3,189	\$3,233

Trend: Comments

- 2020 The contact reported typical occupancy rates between 95 and 98 percent and she stated there has been no major impact from the economic fall out caused by COVID-19. She would not provide specifics regarding rent collection or job losses amongst tenancy noting that rents are where they typically are for what is a busy time of year headed into the summer months. Units were renovated between 2017 and 2019 consisting of upgrades to kitchens and bathrooms that included new quartz counters, dark cabinets, and stainless steel appliances.
- 1Q22 The contact stated there has been no major impact from the economic fall out caused by COVID-19 pandemic. Units were renovated between 2017 and 2019 consisting of upgrades to kitchens and bathrooms that included new quartz counters, dark cabinets, and stainless steel appliances.
- 2Q22 The contact could not provide rents for the two-bedroom/one bathroom and the three-bedroom units as none are available. The rents listed are from January, 2022. Units were renovated between 2017 and 2019 consisting of upgrades to kitchens and bathrooms that included new quartz counters, dark cabinets, and stainless steel appliances. The contact reported eight vacancies, however, they could not provide a breakdown by unit type.
- 1Q24 The contact reported seven current vacancies. The contact reported that the property website is kept up to date with rents and vacancies. Units were renovated between 2017 and 2019 consisting of upgrades to kitchens and bathrooms that included new quartz counters, dark cabinets, and stainless steel appliances.

Photos



PROPERTY PROFILE REPORT

Chase Heritage

Effective Rent Date	1/03/2024
Location	1212 Chase Heritage Circle Sterling, VA 20164 Loudoun County
Distance	4.1 miles
Units	236
Vacant Units	16
Vacancy Rate	6.8%
Type	Garden (3 stories)
Year Built/Renovated	1987 / 2014
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Muirfield Woods
Tenant Characteristics	Mostly younger singles, couples, and small families; few seniors
Contact Name	Grace
Phone	703-450-7172



Market Information

Program	Market
Annual Turnover Rate	25%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased three to five percent
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	52	698	\$1,747	\$0	Market	No	4	7.7%	N/A	None
1	1	Garden (3 stories)	52	875	\$1,802	\$0	Market	No	3	5.8%	N/A	None
2	1	Garden (3 stories)	40	968	\$2,362	\$0	Market	No	3	7.5%	N/A	None
2	2	Garden (3 stories)	76	1,129	\$2,402	\$0	Market	No	6	7.9%	N/A	None
3	2	Garden (3 stories)	16	1,556	\$2,782	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,747 - \$1,802	\$0	\$1,747 - \$1,802	\$35	\$1,782 - \$1,837
2BR / 1BA	\$2,362	\$0	\$2,362	\$39	\$2,401
2BR / 2BA	\$2,402	\$0	\$2,402	\$39	\$2,441
3BR / 2BA	\$2,782	\$0	\$2,782	\$44	\$2,826

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Dishwasher	Ceiling Fan		
Fireplace	Garbage Disposal		
Microwave	Oven		
Refrigerator	Vaulted Ceilings		
Walk-In Closet	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Off-Street Parking		
On-Site Management	Playground		
Swimming Pool	Wi-Fi		

Comments

The contact reported 16 current vacancies and stated that this time of the year is slower for move-ins which is why the vacancy is elevated. The contact reported that there are two new buildings being constructed at the property but could not provide any information on them.

Trend Report

Vacancy Rates

2Q11	2Q14	2Q20	1Q24
2.1%	2.5%	5.1%	6.8%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	2.9%	\$1,110 - \$1,150	\$0	\$1,110 - \$1,150	\$1,145 - \$1,185
2014	2	2.9%	\$1,214 - \$1,249	\$0	\$1,214 - \$1,249	\$1,249 - \$1,284
2020	2	3.8%	\$1,568 - \$1,647	\$50 - \$100	\$1,518 - \$1,547	\$1,553 - \$1,582
2024	1	6.7%	\$1,747 - \$1,802	\$0	\$1,747 - \$1,802	\$1,782 - \$1,837

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	2.5%	\$1,280	\$0	\$1,280	\$1,319
2014	2	2.5%	\$1,449	\$0	\$1,449	\$1,488
2020	2	5.0%	\$1,831	\$100	\$1,731	\$1,770
2024	1	7.5%	\$2,362	\$0	\$2,362	\$2,401

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	1.3%	\$1,460	\$0	\$1,460	\$1,499
2014	2	2.6%	\$1,559	\$0	\$1,559	\$1,598
2020	2	7.9%	\$1,950	\$150	\$1,800	\$1,839
2024	1	7.9%	\$2,402	\$0	\$2,402	\$2,441

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	0.0%	\$1,810	\$0	\$1,810	\$1,854
2014	2	0.0%	\$1,800	\$0	\$1,800	\$1,844
2020	2	0.0%	\$2,200	\$0	\$2,200	\$2,244
2024	1	0.0%	\$2,782	\$0	\$2,782	\$2,826

Trend: Comments

2Q11	The contact reported the property uses LRO software to determine rents which tend to fluctuate on a regular basis depending on market conditions. Typical occupancy has remained above 96 percent during the past year. The contact noted a strong but highly competitive rental market.
2Q14	This is among the oldest apartment properties in the Sterling area. Completed in the mid-1980s, it is in average condition. A small number of units have been renovated, but most units are original.
2Q20	The contact reported no major impact from COVID-19 and the economic fall out. she noted tenancy is employed in various industries that are essential and rent collection or job losses have not been an issue. The contact did state the property is offering reduced rents as units are taking longer to lease since prospective renter traffic is slower in what is typically a busy time of year.
1Q24	The contact reported 16 current vacancies and stated that this time of the year is slower for move-ins which is why the vacancy is elevated. The contact reported that there are two new buildings being constructed at the property but could not provide any information on them.

Photos



PROPERTY PROFILE REPORT

Windmill Parc Apartments

Effective Rent Date	1/03/2024
Location	21258 Windmill Parc Drive Sterling, VA 20166 Loudoun County
Distance	2.3 miles
Units	437
Vacant Units	22
Vacancy Rate	5.0%
Type	Lowrise (4 stories)
Year Built/Renovated	2015/2017 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None Identified
Tenant Characteristics	Mix of professionals working in N. VA and DC area
Contact Name	Natalia
Phone	703-436-6023



Market Information

Program	Market
Annual Turnover Rate	36%
Units/Month Absorbed	N/A
HCV Tenants	14%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Changes daily
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- 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	Lowrise (4 stories)	N/A	773	\$1,798	\$0	Market	No	10	N/A	N/A	AVG*
1	1	Lowrise (4 stories)	0	931	\$1,995	\$0	Market	No	0	N/A	N/A	HIGH*
1	1	Lowrise (4 stories)	0	614	\$1,751	\$0	Market	No	0	N/A	N/A	LOW*
2	2	Lowrise (4 stories)	N/A	1,138	\$2,654	\$0	Market	No	11	N/A	N/A	AVG*
2	2	Lowrise (4 stories)	0	1,225	\$2,727	\$0	Market	No	0	N/A	N/A	HIGH*
2	2	Lowrise (4 stories)	0	1,050	\$2,580	\$0	Market	No	N/A	N/A	N/A	LOW*
3	2	Lowrise (4 stories)	N/A	1,343	\$3,292	\$0	Market	No	1	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,751 - \$1,995	\$0	\$1,751 - \$1,995	\$35	\$1,786 - \$2,030
2BR / 2BA	\$2,580 - \$2,727	\$0	\$2,580 - \$2,727	\$39	\$2,619 - \$2,766
3BR / 2BA	\$3,292	\$0	\$3,292	\$44	\$3,336

Windmill Parc Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Vaulted Ceilings		
Walk-In Closet	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Car Wash	None	Stainless Steel appliances,
Clubhouse/Meeting Room/Community	Elevators		
Exercise Facility	Garage(\$200.00)		
Off-Street Parking	On-Site Management		
Playground	Swimming Pool		
Theatre	Wi-Fi		

Comments

The contact reported 22 current vacancies. The property accepts Housing Choice Vouchers and the contact reported around 10 percent utilization. There are 38 different floor plans and the contact provided rent ranges for each bedroom type.

Windmill Parc Apartments, continued

Trend Report

Vacancy Rates

1Q20	3Q21	1Q22	1Q24
3.4%	3.7%	5.5%	5.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	N/A	\$1,537 - \$1,774	\$0	\$1,537 - \$1,774	\$1,572 - \$1,809
2021	3	N/A	\$1,661 - \$1,905	\$0	\$1,661 - \$1,905	\$1,696 - \$1,940
2022	1	N/A	\$1,783 - \$1,905	\$0	\$1,783 - \$1,905	\$1,818 - \$1,940
2024	1	N/A	\$1,751 - \$1,995	\$0	\$1,751 - \$1,995	\$1,786 - \$2,030

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	N/A	\$1,806 - \$2,263	\$0	\$1,806 - \$2,263	\$1,845 - \$2,302
2021	3	N/A	\$1,934 - \$2,347	\$0	\$1,934 - \$2,347	\$1,973 - \$2,386
2022	1	N/A	\$2,110 - \$2,499	\$0	\$2,110 - \$2,499	\$2,149 - \$2,538
2024	1	N/A	\$2,580 - \$2,727	\$0	\$2,580 - \$2,727	\$2,619 - \$2,766

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2020	1	N/A	\$2,448 - \$2,565	\$0	\$2,448 - \$2,565	\$2,492 - \$2,609
2021	3	N/A	\$2,706 - \$2,861	\$0	\$2,706 - \$2,861	\$2,750 - \$2,905
2022	1	N/A	\$2,706 - \$2,861	\$0	\$2,706 - \$2,861	\$2,750 - \$2,905
2024	1	N/A	\$3,292	\$0	\$3,292	\$3,336

Trend: Comments

1Q20 N/A

3Q21 N/A

1Q22 The contact stated that Housing Choice Vouchers are accepted but was unsure if any tenants have vouchers. There are 38 different floor plans and the contact provided rent ranges for each bedroom type.

1Q24 The contact reported 22 current vacancies. The property accepts Housing Choice Vouchers and the contact reported around 10 percent utilization. There are 38 different floor plans and the contact provided rent ranges for each bedroom type.

Photos

