



**BOWEN
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RESEARCH**

Market Feasibility Analysis

Legacy on Main
100 Country Club Drive Southeast
Blacksburg, Montgomery County, Virginia 24060

Prepared For

Mr. Ray Wetherbee
Community Housing Partners
448 Depot Street NE
Christiansburg, Virginia 24073

Authorized User

Virginia Housing
601 South Belvidere Street
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Effective Date

February 9, 2024

Job Reference Number

24-117 JP

Market Study Certification

NCHMA Certification

This certifies that Kwame Amoako, an employee of Bowen National Research, personally made an inspection of the area including competing properties and the proposed site in Blacksburg, Virginia. Further, the information contained in this report is true and accurate as of February 9, 2024.

Bowen National Research is a disinterested third party without any current or future financial interest in the project under consideration. We have received a fee for the preparation of the market study. However, no contingency fees exist between our firm and the client.

Virginia Housing Certification

I affirm the following:

1. I have made a physical inspection of the site and market area
2. The appropriate information has been used in the comprehensive evaluation of the need and demand for the proposed rental units.
3. To the best of my knowledge the market can support the demand shown in this study. I understand that any misrepresentation in this statement may result in the denial of participation in the Low-Income Housing Tax Credit (LIHTC) 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, or on behalf of Virginia Housing.
6. Compensation for my services is not contingent upon this development receiving a LIHTC reservation or allocation.
7. Evidence of my NCHMA membership is included.

Certified:

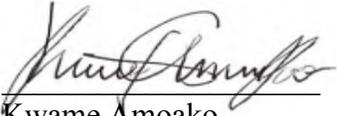


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Date: February 9, 2024

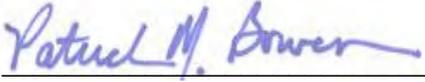


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Certificate of Professional Designation

This certificate verifies that

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



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1/1/2024 to 12/31/2024



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I. Introduction

A. PURPOSE

The purpose of this report is to evaluate the market feasibility of a proposed Low-Income Housing Tax Credit (LIHTC) project to be developed in Blacksburg, Virginia. This study was initiated by Mr. Ray Wetherbee of Community Housing Partners and complies with the guidelines of Virginia Housing. This study conforms to the standards adopted by the National Council of Housing Market Analysts (NCHMA). These standards include the accepted definitions of key terms used in market studies for affordable housing projects and model content standards for the content of market studies for affordable housing projects. These standards are designed to enhance the quality of market studies and to make them easier to prepare, understand and use by market analysts and end users.

B. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

- The Primary Market Area (PMA) generated for the proposed site is identified. The Site PMA is generally described as the smallest geographic area expected to generate most of the support for the proposed project. Site PMAs are not defined by radius. The use of a radius is an ineffective approach because it does not consider mobility patterns, changes in socioeconomic or demographic character of neighborhoods or physical landmarks that might impede development.

PMAs are established using a variety of factors that include, but are not limited to:

- A detailed demographic and socioeconomic evaluation.
- Interviews with area planners, realtors and other individuals who are familiar with area growth patterns.
- A drive-time analysis to the site.
- Personal observations of the field analyst.
- An evaluation of existing housing supply characteristics and trends.
- A field survey of modern apartment developments is conducted. The intent of the field survey is twofold. First, the field survey is used to measure the overall strength of the apartment market. This is accomplished by an evaluation of unit mix, vacancies, rent levels and overall quality of product. The second purpose of the field survey is to establish those projects that are most likely directly comparable to the subject property. The information in this survey was collected through a variety of methods, including phone surveys, in-person visits, email and fax. The contact person for each property is listed in *Section XII: Field Survey of Conventional Rentals*.

- Two types of directly comparable properties are identified through the field survey. They include other Section 42 LIHTC developments and market-rate developments that offer unit and project amenities similar to the proposed development. An in-depth evaluation of those two property types provides an indication of the potential of the proposed development.
- Economic and demographic characteristics of the area are evaluated. An economic evaluation includes an assessment of area employment composition, income growth (particularly among the target market), building statistics and area growth perceptions. The demographic evaluation uses the most recently issued Census information, as well as projections that determine what the characteristics of the market will be when the proposed project opens and after it achieves a stabilized occupancy.
- Area building statistics and interviews with officials familiar with area development provide identification of those properties that might be planned or proposed for the area that will have an impact on the marketability of the proposed development. Planned and proposed projects are always in different stages of development. As a result, it is important to establish the likelihood of construction, the timing of the project and its impact on the market and the subject development.
- We conduct an analysis following Virginia Housing and NCHMA market study guidelines of the subject project's required capture of the number of income-appropriate households within the Site PMA. This analysis is conducted on a renter household level and a market capture rate is determined for the subject development. This capture rate is compared with acceptable capture rates for similar types of projects to determine whether the subject development's capture rate is achievable. In addition, Bowen National Research also compares all existing and planned LIHTC housing within the market to the number of income-appropriate households. The resulting penetration rate is evaluated in conjunction with the project's capture rate.
- Achievable market rent for the proposed subject development is determined. Using a Rent Comparability Grid, the features of the proposed development are compared item-by-item with the most comparable properties in the market. Adjustments are made for each feature that differs from that of the proposed subject development. These adjustments are then included with the collected rent resulting in an achievable market rent for a unit comparable to the proposed unit.

C. SOURCES

Bowen National Research uses various sources to gather and confirm data used in each analysis. These sources include the following:

- The 2010 and 2020 Census on Housing
- American Community Survey
- ESRI
- Applied Geographic Solutions
- U.S. Department of Labor
- Management for each property included in the survey
- Local planning and building officials
- Local housing authority representatives
- U.S. Department of Housing and Urban Development (HUD)

D. REPORT LIMITATIONS

The intent of this report is to collect and analyze significant levels of data to forecast the market success of the subject property within an agreed to time period. Bowen National Research relies on a variety of data sources to generate this report. These data sources are not always verifiable; Bowen National Research, however, makes a significant effort to assure accuracy. While this is not always possible, we believe our effort provides an acceptable standard margin of error. Bowen National Research is not responsible for errors or omissions in the data provided by other sources.

The reported analyses, opinions and conclusions are limited only by the reported assumptions and limiting conditions, and are our personal, unbiased professional analyses, opinions and conclusions. We have no present or prospective interest in the property that is the subject of this report and we have no personal interest or bias with respect to the parties involved. Our compensation is not contingent on an action or event (such as the approval of a loan) resulting from the analyses, opinions, conclusions in or the use of this study.

Any reproduction or duplication of this report without the express approval of Community Housing Partners or Bowen National Research is strictly prohibited.

II. Executive Summary

Based on the findings contained in this report, it is our opinion that a market exists for the development of the proposed Legacy on Main in Blacksburg, Virginia utilizing financing from the Low-Income Housing Tax Credit program. The following points support this conclusion:

Project Description

The subject project involves the new construction of the 56-unit Legacy on Main rental community at 100 Country Club Drive Southeast in Blacksburg, Virginia. The project will target general-occupancy (family) households earning up to 30%, 40%, 50%, 60% and 80% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. None of the units within the subject development will receive project-based rental assistance. The proposed project is expected to be completed in July 2026. Additional details of the subject project can be found in *Section III - Project Description* of this report.

Site Evaluation

The subject site is a 2.75-acre parcel of undeveloped land and a single-family home located at 100 Country Club Drive Southeast in the eastern portion of Blacksburg, Virginia. The site is situated within an established, mixed-use area of Blacksburg. Surrounding land uses primarily consist of single-family homes and retail establishments. Visibility of the subject site is anticipated to be good as the site has frontage along South Main Street (U.S. Highway 460 Business), an arterial roadway and commercial corridor bordering the subject site to the west. This aforementioned roadway experiences moderate to heavy traffic, which will result in good passerby traffic. Although site plans were unavailable at the time of this report, it is anticipated that the subject site's entryway will be located along the northern border of the site from Country Club Drive Southeast, a two-lane roadway with light vehicular traffic. Given the generally light vehicular traffic patterns experienced on this aforementioned roadway, it is anticipated that ingress and egress will be convenient. Many community services are within 2.0 miles of the proposed subject site, some of which are also within walking distance of the site. Notably, Kroger (grocery, pharmacy, and gas station), MFRL-Blacksburg (public library), Blacksburg South Kinder Care (day care), Lefty's (restaurant), Dollar Tree, and Nellies Cave Park are all located within 1.0 mile of the site. Overall, the site's surrounding land uses and proximity to services should positively contribute to its marketability. Additional information regarding the subject site, surrounding land uses and the proximity of community services is included in *Section IV - Area Analysis*.

Primary Market Area (PMA)

The Primary Market Area (PMA) is the geographical area from which most of the support for the proposed development is expected to originate. The Blacksburg Site PMA includes Blacksburg, Christiansburg, Belview and Prices Fork, as well as the surrounding unincorporated areas of Montgomery County. Specifically, the boundaries of the Site PMA generally include Blacksburg limits and Census Tract 213 to the north; Census Tract 213, Lusters Gate Road, Den Hill Road and Interstate 81 to the east; Interstate 81 and U.S. Highway 11 to the south; and Montgomery County and Prices Fork Road to the west. A justification of this market area and a map illustrating the boundaries of the Site PMA can be found in *Section IV*, beginning on page *IV-10*.

Demographic Trends

Both the population and household bases within the Blacksburg Site PMA have been increasing since 2010, although the demographic base is projected to generally remain stable between 2024 and 2029. In addition, the 25 to 64 age cohort, which is expected to be the primary age cohort of potential renters at the general-occupancy subject project, comprise approximately 57.0% of all households in 2024. Although generally projected to remain stable between 2024 and 2029, the more than 15,000 renters projected for 2029 illustrate that there will be a significant base of renter support for the subject project. Further, nearly two-thirds (64.1%) of all renters in 2029 are projected to earn below \$50,000 annually. Based on the preceding analysis, a large base of lower-income renter households will continue to exist in the market during this time period. Detailed demographic trends are included in *Section IV*, beginning on page *IV-11*.

Economic Trends

The Montgomery County economy is strong and has steadily improved each year since the impact of the pandemic in 2020. Specifically, the county employment base has increased by 5,518, or 11.9%, since 2020 (through the end of 2023) while the annual unemployment rate for the county has declined by more than two full percentage points during this same time period. During this time, employment growth has outpaced that reported for the state of Virginia, while area unemployment rates have been below the statewide average. Both total employment and unemployment levels are outperforming pre-pandemic levels within the county. Based on the preceding factors, we expect the Montgomery County economy will remain strong and continue to improve for the foreseeable future. Detailed economic trends are included in *Section IV*, beginning on page *IV-15*.

Overall Rental Housing Market Conditions

We identified and personally surveyed 22 conventional housing projects containing a total of 2,578 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 97.4%, a good rate for rental housing. The following table summarizes the rental developments surveyed, broken out by project type:

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-Rate	11	1,918	48	97.5%
Market-Rate/Tax Credit	2	32	1	96.9%
Market-Rate/Government-Subsidized	1	120	0	100.0%
Tax Credit	6	384	17	95.6%
Tax Credit/Government-Subsidized	2	124	0	100.0%
Total	22	2,578	66	97.4%

As the preceding table illustrates, all rental housing segments surveyed within the market are performing at good occupancy levels, as none have a combined occupancy rate lower than 95.6%. As such, it does not appear that there are any significant deficiencies within the rental housing market.

Competitive/Comparable Tax Credit Analysis

We identified and surveyed six family (general-occupancy) rental housing communities within the Blacksburg Site PMA that offer non-subsidized affordable units. Five of these properties target households with incomes of up to 40%, 50% and/or 60% of Area Median Household Income (AMHI); therefore, they are considered competitive properties and have been included in our comparable analysis.

Note that there is one property (Prices Fork Village Apts. III) that offers 80% of AMHI units, however, these units also operate as High HOME units. Considering these units are restricted to a much lower rent restriction than 80% of AMHI units we have not included this property in the following comparable analysis, as it would not provide an accurate baseline of achievable 80% of AMHI rents in this market. This property also offered 50% of AMHI units, however, this property only offers two such units.

The five comparable LIHTC properties and the proposed subject development are summarized as follows. Information regarding property address, phone number, contact name and utility responsibility is included in the Field Survey of Conventional Rentals.

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Legacy on Main	2026	56	-	-	-	Families; 30%, 40%, 50%, 60% & 80% AMHI
3	Cedar Crest	1998 / 2021	79	100.0%	1.3 Miles	94 HH	Families; 40%, 50%, & 60% AMHI
6	Fieldstone Apts.	2018	84	81.0%	3.3 Miles	None	Families; 50% & 60% AMHI
8	Forest Hills at Belview	2012	70	98.6%	9.4 Miles	None	Families; 40% & 50% AMHI
10	Henley Place	2006	41	100.0%	7.6 Miles	192 HH	Families; 50% & 60% AMHI
12	Huckleberry Court Townhouses	2005	50	100.0%	4.0 Miles	212 HH	Families; 50% & 60% AMHI

OCC. – Occupancy; HH - Households

The five comparable LIHTC projects have a combined occupancy rate of 94.8%. Note that three of the properties are 100.0% occupied with extensive waiting lists. However, Fieldstone Apartments is currently operating with an occupancy rate of 81.0%. According to management at this property, prospective tenants do not want to go through the application process required to reside at the property. Considering the remaining properties are highly occupied, most of which maintain waiting lists, and likely have similar application processes, this appears to be a property-specific and/or management issue and does not appear to be reflective of the performance of the overall LIHTC market.

The gross rents for the comparable LIHTC projects and the proposed rents at the subject site, as well as their unit mixes and vacancies by bedroom are listed in the following table:

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)				Rent Special
		One-Br.	Two-Br.	Three-Br.	Four-Br.	
Site	Legacy on Main	-	\$616/30% (3) \$1,027/50% (9) \$1,233/60% (10) \$1,502/80% (6)	\$711/30% (2) \$949/40% (1) \$1,186/50% (9) \$1,423/60% (10) \$1,729/80% (6)	-	-
3	Cedar Crest	\$696/40% (1/0) \$873/50% (2/0)	\$834/40% (2/0) \$1,046/50% (2/0) \$1,046/50% (22/0) \$1,142/60% (3/0) \$1,142/60% (4/0)	\$1,195/50% (12/0) \$1,290/60% (31/0)	-	None
6	Fieldstone Apts.	-	\$1,265/50% (60/10)	\$1,467/60% (24/6)	-	None
8	Forest Hills at Belview	\$658/40% (8/0) \$819/50% (8/0)	\$980/50% (35/0)	\$1,130/50% (14/0)	\$1,266/50% (5/1)	None
10	Henley Place	-	\$1,008/50% (9/0)	\$1,292/60% (27/0)	\$1,499/60% (5/0)	None
12	Huckleberry Court Townhouses	-	\$957/50% (5/0) \$1,019/60% (7/0)	\$1,108/60% (27/0)	\$1,313/60% (11/0)	None

The subject's proposed gross rents targeting households earning up to 30%, 40%, 50% and 60% of AMHI are generally competitive when compared with the rents being achieved at the comparable properties targeting similar income levels. In addition, given the high occupancy rates reported among most of the comparable LIHTC properties, these properties could likely achieve higher rents without adversely impacting their occupancy levels. It is also worth noting that the subject project will be much newer than some of these comparable properties. As such, it is expected that the subject's proposed gross LIHTC rents for these income levels (30%, 40%, 50% and 60% of AMHI) are considered achievable as proposed.

The subject's proposed gross LIHTC rents at the 80% of AMHI level are higher than the rents being achieved at the comparable LIHTC properties, which is to be expected when considering the higher income targeting. Although the 80% of AMHI rents are higher than the 60% of AMHI rents being achieved at the comparable LIHTC properties, they are considered appropriate for this market. This is especially true considering the market rent advantages that these rents represent, as illustrated in *Section VI*. The subject project will also be the only Tax Credit property in the market offering units at the 80% of AMHI level, which will enable the subject project to attract an income level of renters that are likely underserved.

Comparable Tax Credit Summary

The five comparable LIHTC projects have a combined occupancy rate of 94.8%. Note that three of the properties are 100.0% occupied with extensive waiting lists. However, Fieldstone Apartments is currently operating with an occupancy rate of 81.0%. According to management at this property, prospective tenants do not want to go through the application process required to reside at the property. Considering the remaining properties are highly occupied, some of which maintain waiting lists, and likely have similar application processes, this appears to be a property-specific and/or management issue and does not appear to be reflective of the performance of the overall LIHTC market.

The subject project will be very competitive in terms of unit sizes and amenities offered. In addition, the subject's proposed gross rents targeting households earning up to 30%, 40%, 50% and 60% of AMHI are generally competitive with the rents being achieved at the comparable properties targeting similar income levels. As such, it is expected that the subject's proposed gross LIHTC rents for these income levels (30%, 40%, 50% and 60% of AMHI) are considered achievable as proposed. The subject's proposed gross LIHTC rents at the 80% of AMHI level are higher than the rents being achieved at the comparable LIHTC properties, which is expected when considering the higher income targeting. Although the 80% AMHI rents are higher than the 60% of AMHI rents being achieved at the comparable LIHTC properties, they are considered appropriate for this market. This is especially true considering the market rent advantages that these rents represent, as illustrated in *Section VI*. The subject project will also be the only Tax Credit property in the market offering units at the 80% AMHI

level, which will enable the subject project to attract an income level of renters that are likely underserved.

Perception of Value

Based on HUD Rent Comparability Grids in *Section VI*, the following table summarizes the proposed subject project’s market rent advantages:

Bedroom Type	% AMHI	Proposed Collected Rent	Achievable Market Rent	Market Rent Advantage
Two-Br.	30%	\$457	\$1,575	71.0%
Two-Br.	50%	\$868	\$1,575	44.9%
Two-Br.	60%	\$1,074	\$1,575	31.8%
Two-Br.	80%	\$1,343	\$1,575	14.7%
Three-Br.	30%	\$519	\$2,100	75.3%
Three-Br.	40%	\$757	\$2,100	64.0%
Three-Br.	50%	\$994	\$2,100	52.7%
Three-Br.	60%	\$1,231	\$2,100	41.4%
Three-Br.	80%	\$1,537	\$2,100	26.8%

Typically, Tax Credit rents targeting households earning up to 60% of AMHI are set at least 10.0% below market rent to ensure the property represents a value and has a sufficient flow of prospective tenants within most markets. While units targeting households at higher income levels such as 80% of AMHI often do not need to represent a market rent advantage of 10.0% to be perceived a value, it is often recommended that such units/rents represent at least around a 5.0% market rent advantage.

As detailed in the preceding table, the subject rents represent market rent advantages ranging from 14.7% to 71.0%, depending upon unit type and income level. Thus, the subject rents, even those at the higher 80% AMHI levels, will represent significant values within the Blacksburg Site PMA.

Capture Rate Estimates

The following is a summary of our demand calculations:

Demand Component	Percent of Median Household Income					
	30% AMHI (\$21,120-\$29,610)	40% AMHI (\$28,183-\$39,480)	50% AMHI (\$35,211-\$49,350)	60% AMHI (\$42,274-\$59,220)	80% AMHI (\$51,497-\$78,960)	Overall LIHTC (\$21,120-\$78,960)
Net Demand	600	542	568	669	1,012	2,500
Proposed Units	5	6	18	20	12	56
Proposed Units / Net Demand	5 / 600	6 / 542	18 / 568	20 / 669	12 / 1,012	56 / 2,500
Capture Rate	= 0.8%	= 1.1%	= 3.2%	= 3.0%	= 1.2%	= 2.2%

Overall, the capture rates by targeted income level are considered very low and easily achievable, ranging from 0.8% to 3.2%. The overall LIHTC capture rate of 2.2% is also considered very low and easily achievable, illustrating that a substantial base of demographic support will exist for the subject development.

Penetration Rate

The 404 existing and planned non-subsidized affordable (Tax Credit and income-restricted – non-Tax Credit) units in the market must also be considered when evaluating the achievable penetration rate for the subject development. Based on the same calculation process used for the subject site, the income-eligible range for the existing and planned Tax Credit units is \$21,120 to \$78,960. Based on the Demographic Characteristics and Trends of household incomes for the Site PMA, the penetration rate is summarized in the following table:

	Market Penetration
Number of LIHTC Units (Existing, Planned & Proposed)	460
Income-Eligible Renter Households – 2026	/ 5,989
Overall Market Penetration Rate	= 7.7%

It is our opinion that the 7.7% penetration rate for the LIHTC units, existing and proposed, is low and achievable.

Absorption Projections

Considering the facts contained in the market study, as well as the preceding factors, and comparing them with other projects with similar characteristics in other markets, we are able to establish absorption projections for the proposed subject development. It is our opinion that the proposed 56 LIHTC units at the subject site will likely reach a stabilized occupancy within approximately four months. This absorption period is based on an average monthly absorption rate of approximately 13 units per month and it is anticipated that the subject’s 80% of AMHI units will experience the slowest absorption due to the higher proposed rent levels among these unit types.

These absorption projections assume a 2025 opening date. An earlier/later opening date may have a slowing impact on the initial absorption of the subject project. Further, these absorption projections assume that the project will be built as outlined in this report. Changes to the project’s rents, amenities, floor plans, location or other features may invalidate our findings. Finally, we assume the developer and/or management will aggressively market the project throughout the Site PMA a few months in advance of its opening and continue to monitor market conditions during the project’s initial lease-up period. Note that Voucher support has also been considered in determining these absorption projections and that these absorption projections may vary depending upon the amount of Voucher support the subject development receives.

III. Project Description

Project Name:	Legacy on Main
Location:	100 Country Club Drive Southeast, Blacksburg, Virginia 24060 (Montgomery County)
Census Tract:	206
Target Market:	Family
Construction Type:	New Construction
Funding Source:	LIHTC

The subject project involves the new construction of the 56-unit Legacy on Main rental community at 100 Country Club Drive Southeast in Blacksburg, Virginia. The project will target general-occupancy (family) households earning up to 30%, 40%, 50%, 60% and 80% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. None of the units within the subject development will receive project-based rental assistance. The proposed project is expected to be completed in July 2026. Additional details of the subject development are summarized as follows:

Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Proposed Rents			Max. Allowable LIHTC Gross Rent
						Collected Rent	Utility Allowance	Gross Rent	
3	Two-Br.	2.0	Garden	929	30%	\$457	\$159	\$616	\$616
8	Two-Br.	2.0	Garden	929	50%	\$868	\$159	\$1,027	\$1,027
9	Two-Br.	2.0	Garden	929	60%	\$1,074	\$159	\$1,233	\$1,233
5	Two-Br.	2.0	Garden	929	80%	\$1,343	\$159	\$1,502	\$1,644
1	Two-Br.	2.0	Garden	1,180	50%	\$868	\$159	\$1,027	\$1,027
1	Two-Br.	2.0	Garden	1,180	60%	\$1,074	\$159	\$1,233	\$1,233
1	Two-Br.	2.0	Garden	1,180	80%	\$1,343	\$159	\$1,502	\$1,644
2	Three-Br.	2.0	Garden	1,219	30%	\$519	\$192	\$711	\$712
1	Three-Br.	2.0	Garden	1,219	40%	\$757	\$192	\$949	\$950
9	Three-Br.	2.0	Garden	1,219	50%	\$994	\$192	\$1,186	\$1,187
10	Three-Br.	2.0	Garden	1,219	60%	\$1,231	\$192	\$1,423	\$1,425
6	Three-Br.	2.0	Garden	1,219	80%	\$1,537	\$192	\$1,729	\$1,900
56	Total								

Source: Community Housing Partners

AMHI - Area Median Household Income (Blacksburg-Christiansburg-Radford, VA HUD Metro FMR Area; 2023)

Building/Site Information	
Residential Buildings:	One (1) three/four-story building
Building Style:	Elevator-served
Community Space:	Integrated throughout
Acres:	2.75

Construction Timeline	
Original Year Built:	Not Applicable
Construction Start:	April 2025
Begin Preleasing:	March 2026
Construction End:	July 2026

Unit Amenities		
• Electric Range	• Washer/Dryer Hookups	• Composite Flooring
• Refrigerator	• Central Air Conditioning	• Window Blinds
• Dishwasher	• Walk-In Closet	• Controlled Access/Key Fob

Community Amenities		
• Bike Racks/Storage	• Business/Computer	• Clubhouse/Community Room
• Multipurpose Room	• Community Kitchen	• Common Area Wi-Fi
• Dog Park/Pet Care	• Elevator	• Laundry Room
• On-Site Management	• Grilling Area	• CCTV/Cameras
• Fitness Center	• Playground	• Surface Parking Lot (121 Spaces)

Utility Responsibility							
	Heat	Hot Water	Cooking	General Electric	Cold Water	Sewer	Trash
Paid By	Tenant	Tenant	Tenant	Tenant	Tenant	Tenant	Landlord
Source	Electric	Electric	Electric				

FLOOR AND SITE PLAN REVIEW:

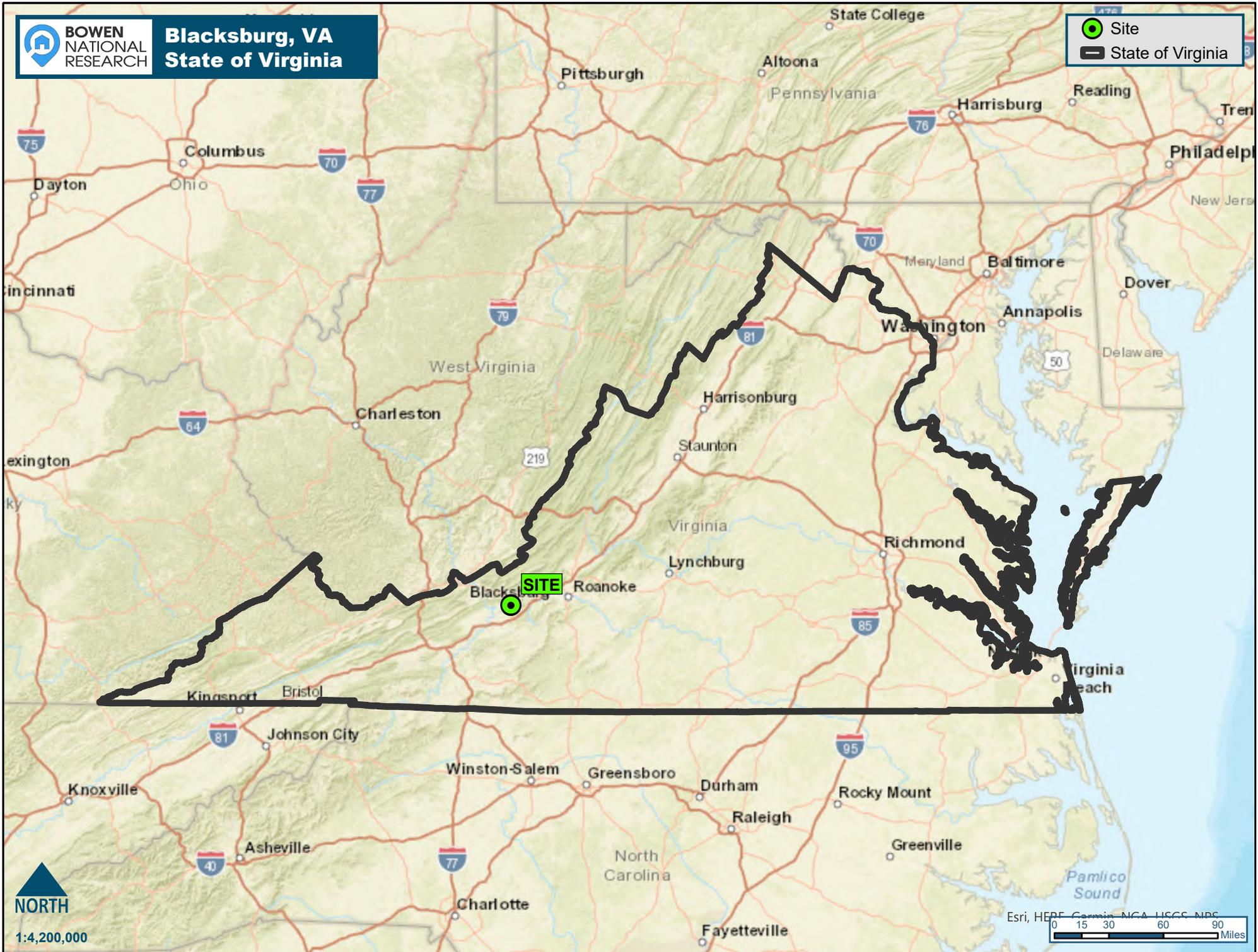
Floor and site plans were not available for review at the time this market study was issued. However, an in-depth analysis of comparable Tax Credit and market-rate housing projects has been completed and the proposed unit designs are considered appropriate for the market. The proposed development will offer marketable unit sizes, based on square footage, as well as in-unit washer/dryer connections, dishwashers and various community spaces that are considered desirable to the targeted population. In addition, all units at the subject site will be UD compliant. Overall, we believe the subject site will be appropriately positioned within the Blacksburg market, assuming the floorplans are marketable.

A state map, an area map and a site neighborhood map are on the following pages.



Blacksburg, VA State of Virginia

 Site
 State of Virginia



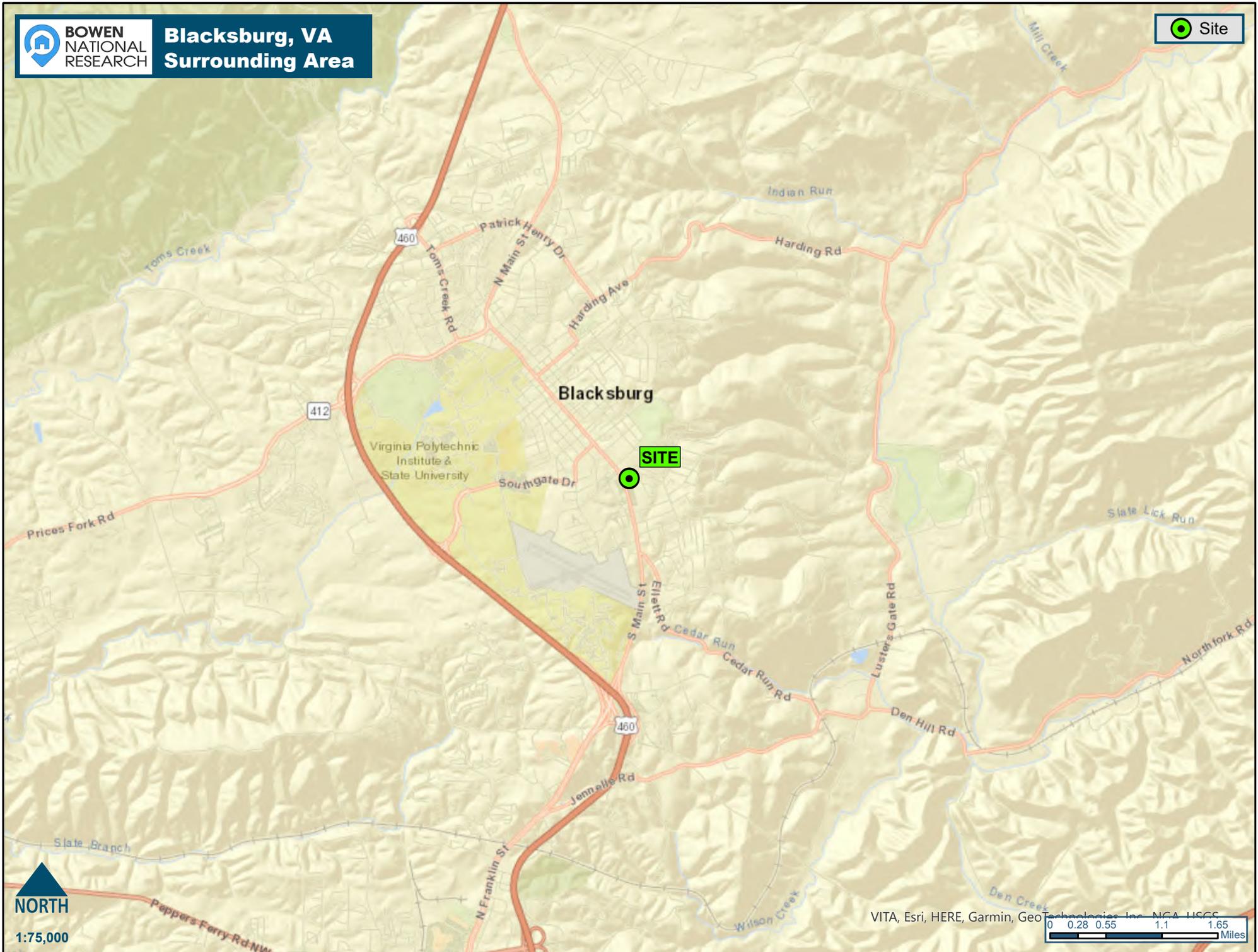
NORTH

1:4,200,000

Esri, HERE, Garmin, NGA, USGS, NPS
0 15 30 60 90 Miles



Blacksburg, VA Surrounding Area



NORTH

1:75,000

VITA, Esri, HERE, Garmin, GeoTechnologies, Inc, NGA, USGS
0 0.28 0.55 1.1 1.65 Miles

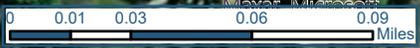


Blacksburg, VA
Site Neighborhood

Legend
Site Area



NORTH
1:3,000



IV. Area Analysis

A. SITE DESCRIPTION AND EVALUATION

1. LOCATION

The subject site is a 2.75-acre parcel of undeveloped land and a single-family home located at 100 Country Club Drive Southeast in the eastern portion of Blacksburg, Virginia. Located within Montgomery County, Blacksburg is approximately 42.0 miles west of Roanoke, Virginia. The subject site visit was completed February 9, 2024, and the corresponding fieldwork was completed during the week of February 5, 2024.

2. SURROUNDING LAND USES

The subject site is situated within an established, mixed-use area of Blacksburg. Surrounding land uses primarily consist of single-family homes and retail establishments. Adjacent land uses are detailed as follows:

North -	The northern boundary is defined by Country Club Drive Southeast, a two-lane lightly traveled roadway. Single-family homes in good condition extend farther north of the site.
East -	The eastern boundary is defined by a tree line, which buffers the site from single-family homes in good condition. Single-family homes extend east of the site until reaching an area of heavily wooded land.
South -	The southern boundary is defined by Blacksburg Square, a shopping center consisting of restaurants and retail establishments. Commercial buildings along South Main Street (U.S. Highway 460 Business), an arterial roadway in the area, and single-family homes, all of which appear to be in fair to good condition, extend south of the site.
West -	The western boundary is defined by South Main Street (U.S. Highway 460 Business), a major arterial highway in the area. Gables Shopping Center, offices, a daycare, vacant land, single-family homes and a school extend west to Airport Road, a two-lane roadway with light traffic.

The subject site is situated within an established, mixed-use area of eastern Blacksburg that is considered conducive to rental housing such as that proposed at the site. Notably, the proximity to community services, dining options, retail shopping, entertainment, and arterial roadways will contribute to the marketability of the subject site. The existing residential and retail structures within the immediate site neighborhood were observed to be in good condition and are expected to positively impact the overall marketability of the proposed subject site. Photographs of the site can be found in *Section X* of this report.

3. VISIBILITY AND ACCESS

Visibility of the subject site is anticipated to be good as the site has frontage along South Main Street (U.S. Highway 460 Business), an arterial roadway and commercial corridor bordering the subject site to the west. This aforementioned roadway experiences moderate to heavy traffic, which will result in good passerby traffic. Additionally, the proposed three-story design of the subject project will be one of the tallest structures in the immediate area, further contributing to the visibility of the site. Promotional signage at the intersection of South Main Street (U.S. Highway 460 Business) and Country Club Drive Southeast will significantly enhance the overall visibility of the site.

Although site plans were unavailable at the time of this report, it is anticipated that the subject site's entryway will be located along the northern border of the site from Country Club Drive Southeast, a two-lane roadway with light vehicular traffic. Given the generally light vehicular traffic patterns experienced on this aforementioned roadway, it is anticipated that ingress and egress will be convenient. In addition to being conveniently accessed, the subject site is also within proximity of area arterial roadways, as South Main Street (U.S. Highway 460 Business) and U.S. Highway 460 are accessed within 2.0 miles of the site. Blacksburg Transit provides affordable public transportation throughout the area and the nearest bus stops are located 0.2 miles south and northwest of the site. Overall, accessibility of the site is considered excellent.

4. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

The site is served by the community services detailed in the following table:

Community Services	Name	Driving Distance From Site (miles)
Major Highways	South Main Street (U.S. Highway 460 Business) U.S. Highway 460	Adjacent West 1.7 South
Public Bus Stop	Blacksburg Transit	0.2 South/Northwest
Major Employers/ Employment Centers	LewisGale Hospital- Montgomery Virginia Tech University Walmart Supercenter	2.6 Southwest 2.8 Northwest 4.4 Southwest
Convenience Store	7-Eleven Speedway Shell	1.1 Northwest 1.2 South 1.4 Northwest
Grocery	Kroger Food Lion Walmart Supercenter	0.2 Southwest 2.6 Northwest 4.4 Southwest
Discount Department Store	Dollar Tree Dollar General Walmart Supercenter	0.2 South 2.6 Northwest 4.4 Southwest
Shopping Center/Mall	Blacksburg Square Gables Shopping Center University Mall	0.2 South 0.2 Southwest 2.6 Northwest

(Continued)

Community Services	Name	Driving Distance From Site (miles)
Schools: Elementary Middle/Junior High High	Margaret Beeks Elementary Blacksburg Middle Blacksburg High	0.5 Southwest 4.4 West 5.1 West
Hospital	LewisGale Hospital-Montgomery	2.6 Southwest
Police	Blacksburg Police Department	1.0 Northwest
Fire	Blacksburg Fire Station #3	0.9 Southwest
Post Office	U.S. Post Office	1.1 Northwest
Bank	Freedom First Credit Union Carter Bank & Trust National Bank-Hubbard Street	0.1 Northwest 0.6 South 0.8 South
Recreational Facilities	CrossFit Blacksburg YMCA-Virginia Tech Fitness Park	0.2 West 1.2 Northwest 1.4 Northwest
Gas Station	Kroger Fuel Center Speedway Shell	0.2 West 1.2 South 1.4 Northwest
Pharmacy	Kroger CVS Main Street Pharmacy	0.2 Southwest 0.8 South 0.9 Northwest
Restaurant	Lucie Monroe's Mediterranean Café Double Dragon Lefty's	0.2 South 0.2 South 0.3 South
Day Care	Blacksburg South Kinder Care Children's Nest Pre-School BUMP Preschool	0.2 West 0.7 West 1.1 Northwest
Community Center	Southpaw Café & Community Center YMCA-Virginia Tech Blacksburg Community Center	1.0 Northwest 1.2 Northwest 2.5 Northwest
Library	MFRL-Blacksburg Library	0.9 Northwest
Church	Blacksburg Presbyterian Church First Baptist Church	0.7 Northwest 1.0 Northwest
Park	Nellies Cave Park	0.9 Southeast

As the preceding table illustrates, many community services are within 2.0 miles of the proposed subject site, some of which are also within walking distance of the site. Notably, Kroger (grocery, pharmacy, and gas station), MFRL-Blacksburg (public library), Blacksburg South Kinder Care (day care), Lefty's (restaurant), Dollar Tree, and Nellies Cave Park are all located within 1.0 mile of the site. The subject site's proximity to arterial roadways and public transportation further enhances the accessibility of area services, as South Main Street (U.S. Highway 460 Business) and U.S. Highway 460 are accessed within less than 2.0 miles of the site. It is also of note that the Blacksburg Transit provides fixed-route public transportation offering affordable transportation services throughout Blacksburg, with the nearest bus stops located approximately 0.2 miles south and northwest of the site.

Public safety services are provided by the Blacksburg Police Department, located 1.0 miles northwest of the site and Blacksburg Fire Station #3, located 0.9 miles southwest of the subject site. The nearest full-service hospital is the LewisGale Hospital-Montgomery located 2.6 miles southwest of the site, which offers a full range of services including emergency services. Overall, the subject site's proximity to community services is expected to positively contribute to its overall marketability.

5. OVERALL SITE EVALUATION

The subject site is a 2.75-acre parcel of undeveloped land and a single-family home located at 100 Country Club Drive Southeast in the eastern portion of Blacksburg, Virginia. The site is situated within an established, mixed-use area of Blacksburg. Surrounding land uses primarily consist of single-family homes and retail establishments. Visibility of the subject site is anticipated to be good as the site has frontage along South Main Street (U.S. Highway 460 Business), an arterial roadway and commercial corridor bordering the subject site to the west. This aforementioned roadway experiences moderate to heavy traffic, which will result in good passerby traffic. Although site plans were unavailable at the time of this report, it is anticipated that the subject site's entryway will be located along the northern border of the site from Country Club Drive Southeast, a two-lane roadway with light vehicular traffic. Given the generally light vehicular traffic patterns experienced on this aforementioned roadway, it is anticipated that ingress and egress will be convenient. Many community services are within 2.0 miles of the proposed subject site, some of which are also within walking distance of the site. Notably, Kroger (grocery, pharmacy, and gas station), MFRL-Blacksburg (public library), Blacksburg South Kinder Care (day care), Lefty's (restaurant), Dollar Tree, and Nellies Cave Park are all located within 1.0 mile of the site. Overall, the site's surrounding land uses and proximity to services should positively contribute to its marketability.

6. CRIME ISSUES

The primary source for Crime Risk data is the FBI Uniform Crime Report (UCR). The FBI collects data from each of roughly 16,000 separate law enforcement jurisdictions across the country and compiles this data into the UCR. The most recent update showed an overall coverage rate of 95% of all jurisdictions nationwide with a coverage rate of 97% of all jurisdictions in metropolitan areas.

Applied Geographic Solutions uses the UCR at the jurisdictional level to model each of the seven crime types at other levels of geography. Risk indexes are standardized based on the national average. A Risk Index value of 100 for a particular risk indicates that, for the area, the relative probability of the risk is consistent with the average probability of that risk across the United States.

It should be noted that aggregate indexes for total crime, personal crime and property crime are not weighted, and a murder is no more significant statistically in these indexes than petty theft. Thus, caution should be exercised when using them.

Total crime risk for the Site PMA is 88, with an overall personal crime index of 54 and a property crime index of 95. Total crime risk for Montgomery County is 78, with personal and property crime indices of 49 and 83, respectively.

	Crime Risk Index	
	PMA	Montgomery County
Total Crime Index	88	78
Personal Crime Index	54	49
Murder	90	82
Rape	61	60
Robbery	95	76
Assault	39	38
Property Crime Index	95	83
Burglary	68	60
Larceny	100	89
Motor Vehicle Theft	100	82

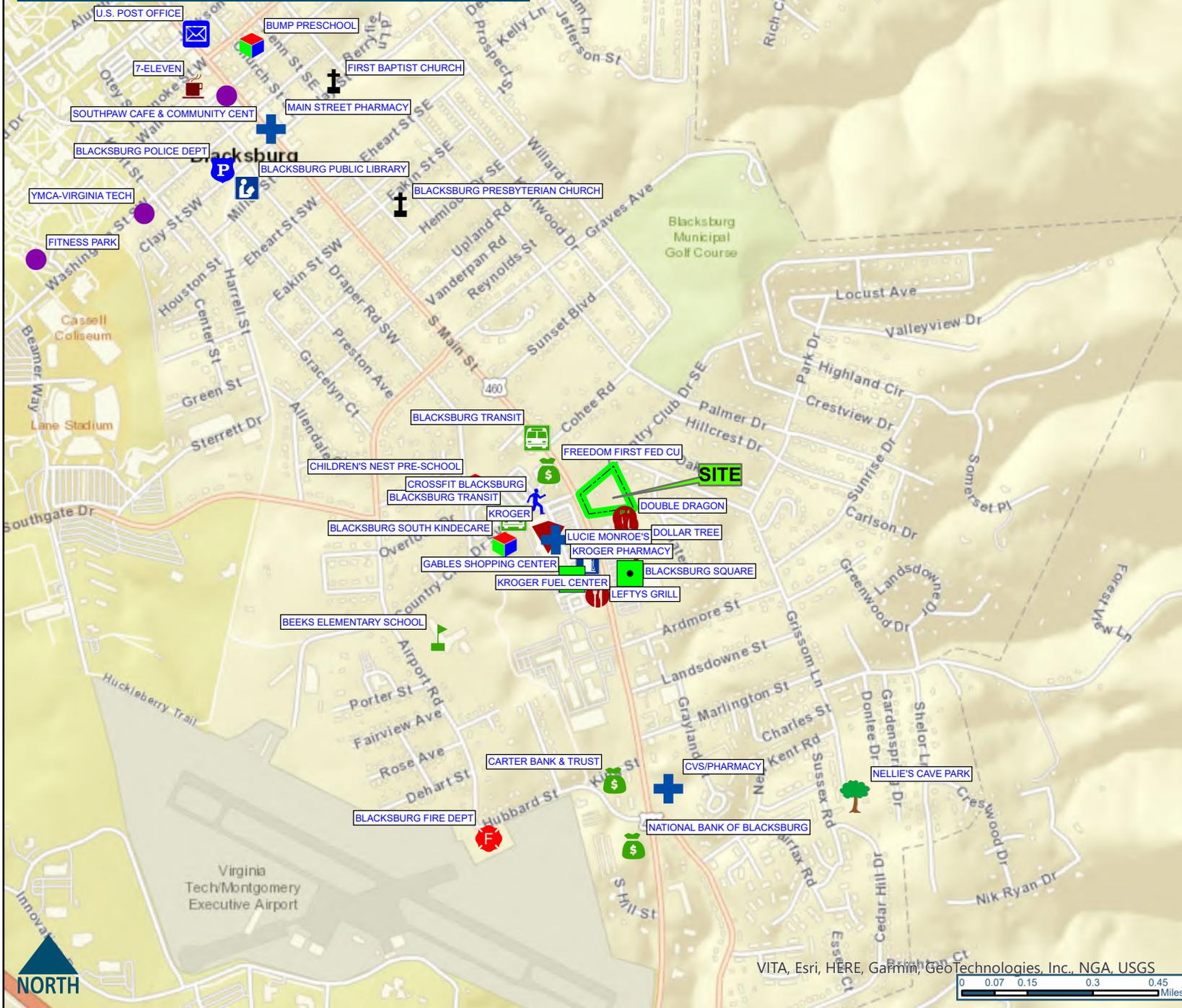
Source: Applied Geographic Solutions, FBI, ESRI

The crime risk index for the Site PMA is 88, which is similar to that reported for Montgomery County (78) as a whole, and both are below the national average of 100. This is a good indication that there is likely a low perception of crime within the site area. The subject project will also include an on-site management office and security cameras, features which typically deter crime.

Maps illustrating the location of community services and crime risk are on the following pages.



Blacksburg, VA Local Community Services



Legend

- Site Area
- Bank
- Child Care
- Church
- Convenience Store
- Elementary School
- Fire
- Fitness Center
- Gas
- Grocery
- Library
- Park
- Pharmacy
- Police
- Post Office
- Recreation Center
- Restaurant
- Shopping
- Transit
- Shopping Center



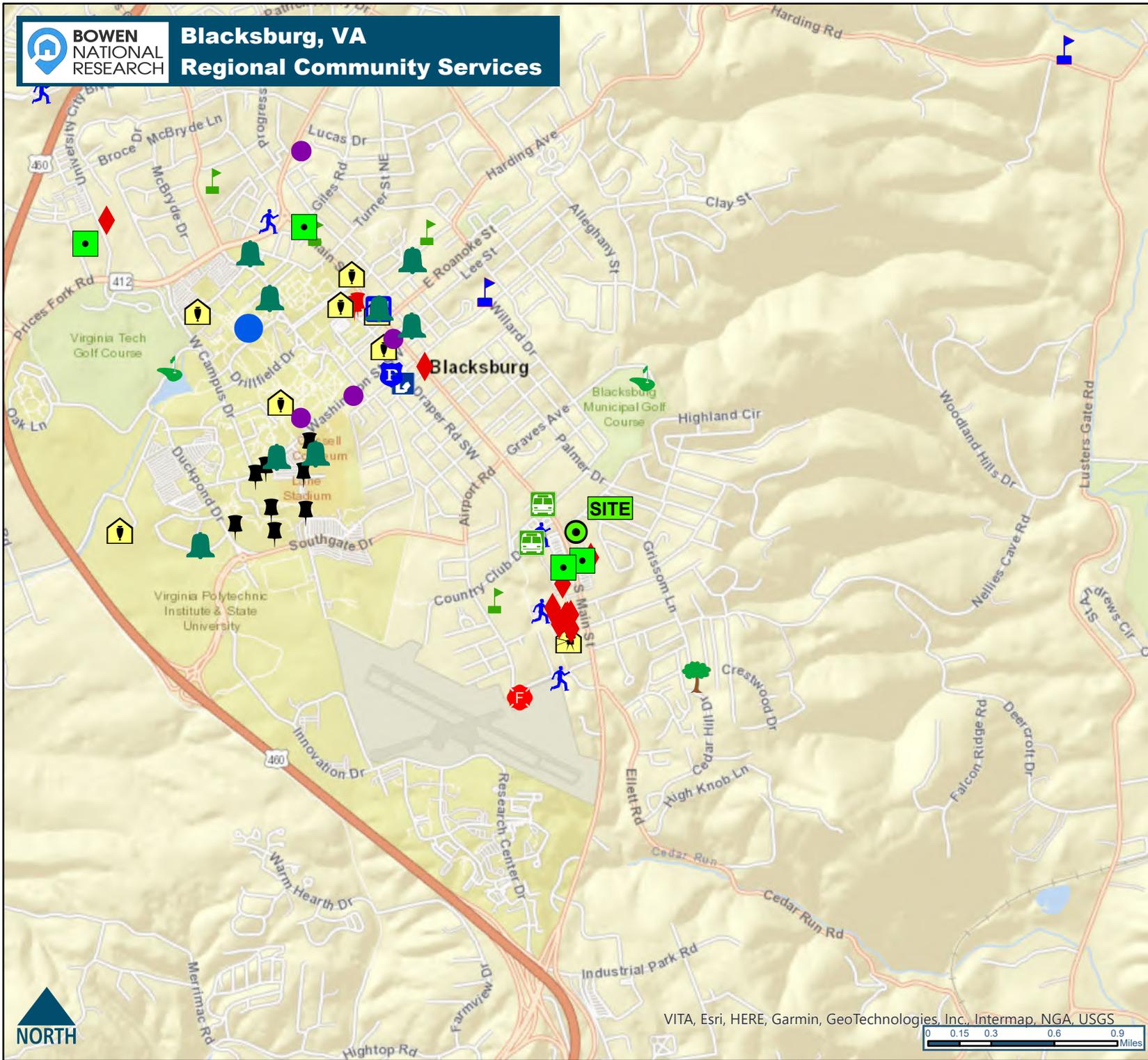
VITA, Esri, HERE, Garmin, GeoTechnologies, Inc., NGA, USGS



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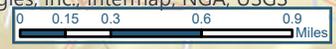
Blacksburg, VA Regional Community Services



- Legend**
- Site
 - Entertainment
 - Cinema
 - Elementary School
 - Fire
 - Fitness Center
 - Golf
 - High School
 - Library
 - Medical Center
 - Middle School
 - Museum
 - Park
 - Police
 - Post Office
 - Recreation Center
 - Shopping
 - Stadium
 - Swimming
 - Transit
 - University
 - Employer 1000-5000
 - Shopping Center



VITA, Esri, HERE, Garmin, GeoTechnologies, Inc., Intermap, NGA, USGS

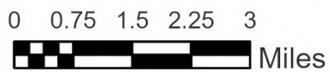
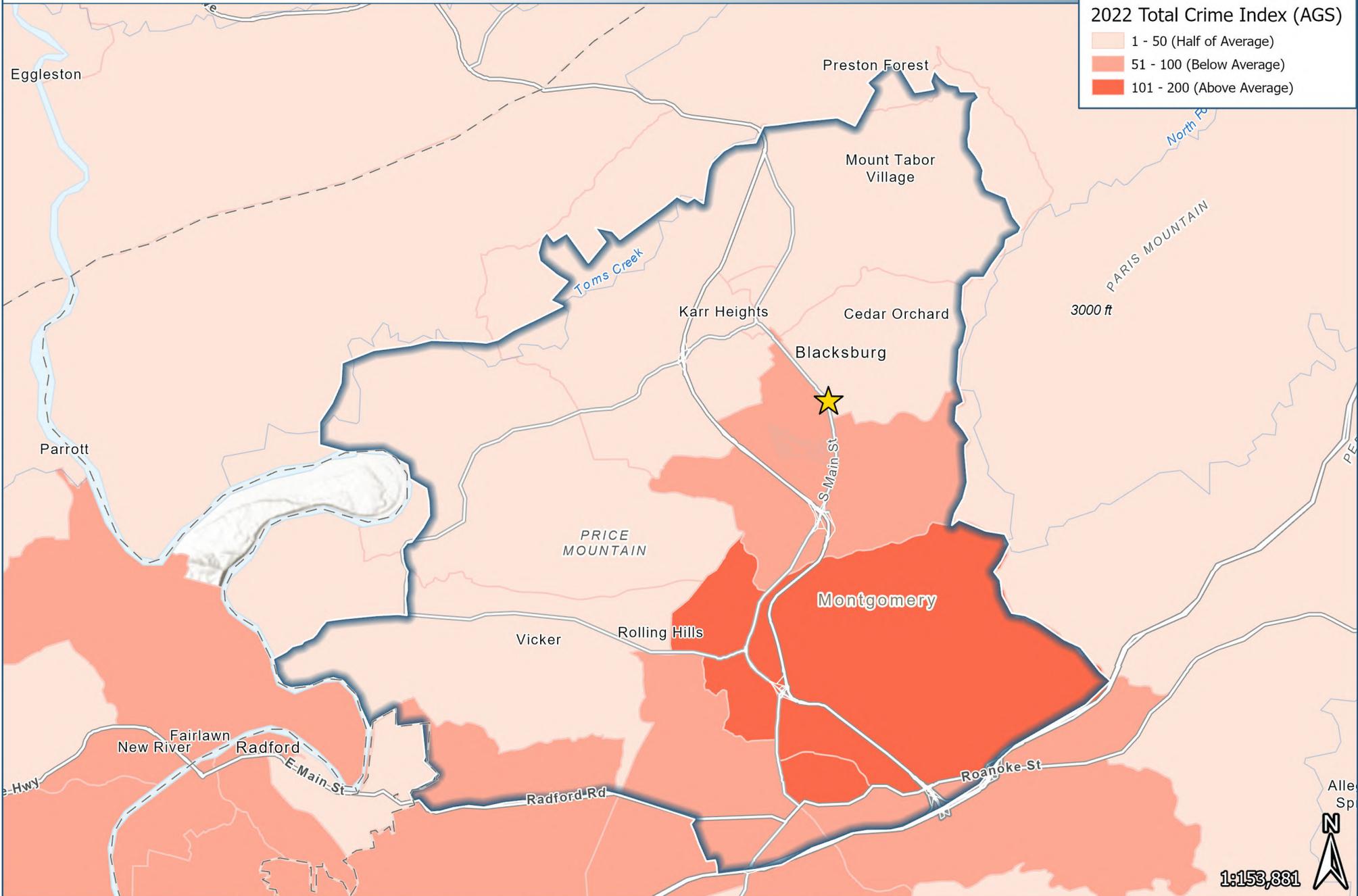


1:40,000

★ Site
PMA

2022 Total Crime Index (AGS)

- 1 - 50 (Half of Average)
- 51 - 100 (Below Average)
- 101 - 200 (Above Average)



B. PRIMARY MARKET AREA DELINEATION

The Primary Market Area (PMA) is the geographical area from which most of the support for the proposed development is expected to originate. The Blacksburg Site PMA was determined through interviews with area leasing and the personal observations of our analysts. The personal observations of our analysts include physical and/or socioeconomic differences in the market and a demographic analysis of the area households and population.

The Blacksburg Site PMA includes Blacksburg, Christiansburg, Belview and Prices Fork, as well as the surrounding unincorporated areas of Montgomery County. Specifically, the boundaries of the Site PMA generally include Blacksburg limits and Census Tract 213 to the north; Census Tract 213, Lusters Gate Road, Den Hill Road and Interstate 81 to the east; Interstate 81 and U.S. Highway 11 to the south; and Montgomery County and Prices Fork Road to the west.

- Morgan Hilton, Resident Services Coordinator at Linden Green (Map ID 13), a Tax Credit and government-subsided property located within the site PMA, confirmed the boundaries of the Site PMA. Hilton stated that the majority of the residents at this property originated from within the immediate Blacksburg area. Hilton also mentioned that many tenants have also relocated from Christiansburg, thus confirming the boundaries of the Site PMA.
- Gabrielle Bowman, Administrative Assistant at Christiansburg Bluff (Map ID 5), a market-rate and government-subsidized property located within the Site PMA, confirmed the boundaries of the Site PMA. Bowman stated that more than 70% of the residents at this property originate from within the boundaries of the Site PMA, with some additional modest support coming from the greater River Valley area.

A small portion of support may originate from some of the outlying areas of the Site PMA and suburban communities in the area; we have not, however, considered any secondary market area in this report.

A map delineating the boundaries of the Site PMA is included on the following page.

C. DEMOGRAPHIC CHARACTERISTICS AND TRENDS

The following demographic data relates to the Site PMA. It is important to note that not all estimates/projections quoted in this section agree because of the variety of sources and rounding methods used. In most cases, the differences in the estimates/projections do not vary more than 1.0%.

1. POPULATION TRENDS

The Site PMA population bases for 2010, 2020, 2024 (estimated), and 2029 (projected) are summarized as follows:

	Year			
	2010 (Census)	2020 (Census)	2024 (Estimated)	2029 (Projected)
Population	71,133	76,600	77,223	77,193
Population Change	-	5,467	623	-30
Percent Change	-	7.7%	0.8%	< 0.1%

Source: 2010 & 2020 Census; ESRI; Bowen National Research

The Blacksburg Site PMA population base increased by 5,467 between 2010 and 2020. This represents a 7.7% increase over the 2010 population, or an annual rate of 0.8%. Between 2020 and 2024, the population increased by 623, or 0.8%. It is projected that the population will decrease by 30, or less than 0.1%, between 2024 and 2029.

The Site PMA population bases by age are summarized as follows:

Population by Age	2010 (Census)		2024 (Estimated)		2029 (Projected)		Change 2024-2029	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	18,130	25.5%	17,933	23.2%	17,757	23.0%	-176	-1.0%
20 to 24	19,455	27.4%	19,944	25.8%	19,851	25.7%	-93	-0.5%
25 to 34	9,774	13.7%	10,956	14.2%	10,088	13.1%	-868	-7.9%
35 to 44	6,465	9.1%	7,389	9.6%	8,029	10.4%	640	8.7%
45 to 54	5,957	8.4%	5,958	7.7%	6,015	7.8%	57	1.0%
55 to 64	5,190	7.3%	5,700	7.4%	5,332	6.9%	-368	-6.5%
65 to 74	3,194	4.5%	5,197	6.7%	5,149	6.7%	-48	-0.9%
75 & Older	2,969	4.2%	4,142	5.4%	4,971	6.4%	829	20.0%
Total	71,133	100.0%	77,223	100.0%	77,193	100.0%	-30	0.0%

Source: Bowen National Research, ESRI, Census

As the preceding table illustrates, nearly 39.0% of the population is expected to be between 25 and 64 years old in 2024. This age group is the prime group of potential support for the subject site and will likely represent a significant number of the tenants.

2. HOUSEHOLD TRENDS

Household trends within the Blacksburg Site PMA are summarized as follows:

	Year			
	2010 (Census)	2020 (Census)	2024 (Estimated)	2029 (Projected)
Households	26,571	28,704	28,999	29,073
Household Change	-	2,133	295	74
Percent Change	-	8.0%	1.0%	0.3%
Average Household Size	2.35	2.33	2.29	2.28

Source: Bowen National Research, ESRI, Census

Within the Blacksburg Site PMA, households increased by 2,133 (8.0%) between 2010 and 2020. Between 2020 and 2024, households increased by 295 or 1.0%. By 2029, there will be 29,073 households, an increase of 74 households, or 0.3% over 2024 levels. This is an increase of approximately 15 households annually over the next five years. These trends are indicative of a generally stable demographic base.

The Site PMA household bases by age are summarized as follows:

Households by Age	2010 (Census)		2024 (Estimated)		2029 (Projected)		Change 2024-2029	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	7,137	26.9%	6,722	23.2%	6,637	22.8%	-85	-1.3%
25 to 34	5,232	19.7%	5,668	19.5%	5,230	18.0%	-438	-7.7%
35 to 44	3,641	13.7%	4,029	13.9%	4,343	14.9%	314	7.8%
45 to 54	3,453	13.0%	3,364	11.6%	3,394	11.7%	30	0.9%
55 to 64	3,143	11.8%	3,339	11.5%	3,105	10.7%	-234	-7.0%
65 to 74	2,010	7.6%	3,166	10.9%	3,120	10.7%	-46	-1.5%
75 & Older	1,958	7.4%	2,712	9.4%	3,245	11.2%	533	19.7%
Total	26,571	100.0%	28,999	100.0%	29,073	100.0%	74	0.3%

Source: Bowen National Research, ESRI, Census

Between 2024 and 2029, the greatest growth among household age groups is projected to be among those ages 75 and older. Notable household growth is also projected to occur among those between the ages of 35 and 54. These trends illustrate that there will likely be an increasing need for housing for both seniors and families within the market.

Households by tenure are distributed as follows:

Tenure	2010 (Census)		2024 (Estimated)		2029 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	11,758	44.3%	13,343	46.0%	13,725	47.2%
Renter-Occupied	14,813	55.7%	15,655	54.0%	15,347	52.8%
Total	26,571	100%	28,999	100.0%	29,073	100.0%

Source: Bowen National Research, ESRI, Census

In 2024, homeowners occupied 46.0% of all occupied housing units, while the remaining 54.0% were occupied by renters. The share of renters is considered typical for a market of this size and the more than 15,000 renters projected for 2029 illustrate that there will be a significant base of renter support for the subject project.

The household sizes by tenure within the Blacksburg Site PMA, based on the 2024 estimates and 2029 projections, were distributed as follows:

Persons per Owner Household	2024 (Estimated)		2029 (Projected)		Change 2024-2029	
	Households	Percent	Households	Percent	Households	Percent
1 Person	3,469	26.0%	3,736	27.2%	267	7.7%
2 Persons	5,382	40.3%	5,547	40.4%	164	3.1%
3 Persons	1,884	14.1%	1,778	13.0%	-107	-5.7%
4 Persons	1,837	13.8%	1,904	13.9%	67	3.7%
5+ Persons	770	5.8%	760	5.5%	-10	-1.3%
Total	13,343	100.0%	13,725	100.0%	382	2.9%

Source: Bowen National Research, ESRI, Census

Persons per Renter Household	2024 (Estimated)		2029 (Projected)		Change 2024-2029	
	Households	Percent	Households	Percent	Households	Percent
1 Person	5,328	34.0%	5,392	35.1%	64	1.2%
2 Persons	5,221	33.4%	5,167	33.7%	-54	-1.0%
3 Persons	2,604	16.6%	2,441	15.9%	-163	-6.3%
4 Persons	1,909	12.2%	1,741	11.3%	-168	-8.8%
5+ Persons	593	3.8%	606	3.9%	13	2.2%
Total	15,655	100.0%	15,347	100.0%	-308	-2.0%

Source: Bowen National Research, ESRI, Census

The two- and three-bedroom units proposed at the subject site are expected to generally house up to five-person households. As such, the subject project will be able to accommodate virtually all renter households in the market, based on household size.

3. INCOME TRENDS

The distribution of households by income within the Blacksburg Site PMA is summarized as follows:

Household Income	2010 (Census)		2024 (Estimated)		2029 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Less Than \$15,000	5,949	22.4%	6,192	21.4%	5,789	19.9%
\$15,000 - \$24,999	3,667	13.8%	3,076	10.6%	2,790	9.6%
\$25,000 - \$34,999	2,618	9.9%	1,786	6.2%	1,637	5.6%
\$35,000 - \$49,999	3,481	13.1%	2,497	8.6%	2,132	7.3%
\$50,000 - \$74,999	3,991	15.0%	4,046	14.0%	4,005	13.8%
\$75,000 - \$99,999	2,597	9.8%	3,098	10.7%	3,133	10.8%
\$100,000 - \$149,999	2,589	9.7%	4,917	17.0%	5,458	18.8%
\$150,000 & Higher	1,679	6.3%	3,385	11.7%	4,130	14.2%
Total	26,571	100.0%	28,999	100.0%	29,073	100.0%
Median Income	\$39,531		\$55,853		\$63,663	

Source: Bowen National Research, ESRI, Census

In 2024, the median household income is estimated to be \$55,853. By 2029, it is projected that the median household income will be \$63,663, an increase of 14.0% over 2024.

The following tables illustrate renter household income by household size for 2020, 2024, and 2029 for the Blacksburg Site PMA:

Renter Households	2020 (ACS)					
	1-Person	2-Person	3-Person	4-Person	5+Person	Total
Less Than \$15,000	2,570	1,761	783	536	56	5,706
\$15,000 - \$24,999	930	777	410	320	51	2,488
\$25,000 - \$34,999	496	405	245	152	20	1,319
\$35,000 - \$49,999	480	562	353	203	63	1,662
\$50,000 - \$74,999	468	883	400	432	43	2,226
\$75,000 - \$99,999	79	466	335	166	112	1,159
\$100,000 - \$149,999	245	357	139	193	199	1,133
\$150,000 & Higher	12	53	70	39	37	211
Total	5,277	5,264	2,735	2,044	582	15,902

Source: ESRI, Bowen National Research

Renter Households	2024 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5+Person	Total
Less Than \$15,000	2,553	1,680	715	479	51	5,477
\$15,000 - \$24,999	911	732	371	283	46	2,343
\$25,000 - \$34,999	491	385	224	135	19	1,252
\$35,000 - \$49,999	455	514	310	175	55	1,509
\$50,000 - \$74,999	503	906	391	411	42	2,250
\$75,000 - \$99,999	88	499	340	165	112	1,204
\$100,000 - \$149,999	308	422	154	208	218	1,309
\$150,000 & Higher	21	84	101	55	52	312
Total	5,328	5,221	2,604	1,909	593	15,655

Source: ESRI, Bowen National Research

Renter Households	2029 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5+Person	Total
Less Than \$15,000	2,532	1,579	630	407	44	5,191
\$15,000 - \$24,999	888	676	322	236	39	2,161
\$25,000 - \$34,999	484	360	197	114	17	1,169
\$35,000 - \$49,999	424	454	256	140	45	1,318
\$50,000 - \$74,999	546	934	379	384	40	2,280
\$75,000 - \$99,999	100	540	346	163	112	1,261
\$100,000 - \$149,999	386	504	173	226	241	1,529
\$150,000 & Higher	32	123	140	75	71	439
Total	5,392	5,167	2,441	1,741	606	15,348

Source: ESRI, Bowen National Research

Data from the preceding tables is used in our demand estimates.

Demographic Summary

Both the population and household bases within the Blacksburg Site PMA have been increasing since 2010, although the demographic base is projected to generally remain stable between 2024 and 2029. In addition,

the 25 to 64 age cohort, which is expected to be the primary age cohort of potential renters at the general-occupancy subject project, comprise approximately 57.0% of all households in 2024. Although generally projected to remain stable between 2024 and 2029, the more than 15,000 renters projected for 2029 illustrate that there will be a significant base of renter support for the subject project. Further, nearly two-thirds (64.1%) of all renters in 2029 are projected to earn below \$50,000 annually. Based on the preceding analysis, a large base of lower-income renter households will continue to exist in the market during this time period.

D. LOCAL ECONOMIC PROFILE AND ANALYSIS

1. LABOR FORCE PROFILE

The labor force within the Blacksburg Site PMA is based primarily in four sectors. Education Services (which comprises 23.2%), Health Care & Social Assistance, Retail Trade, and Accommodation & Food Services comprise over 62.4% of the Site PMA labor force. Employment in the Blacksburg Site PMA, as of 2023, was distributed as follows:

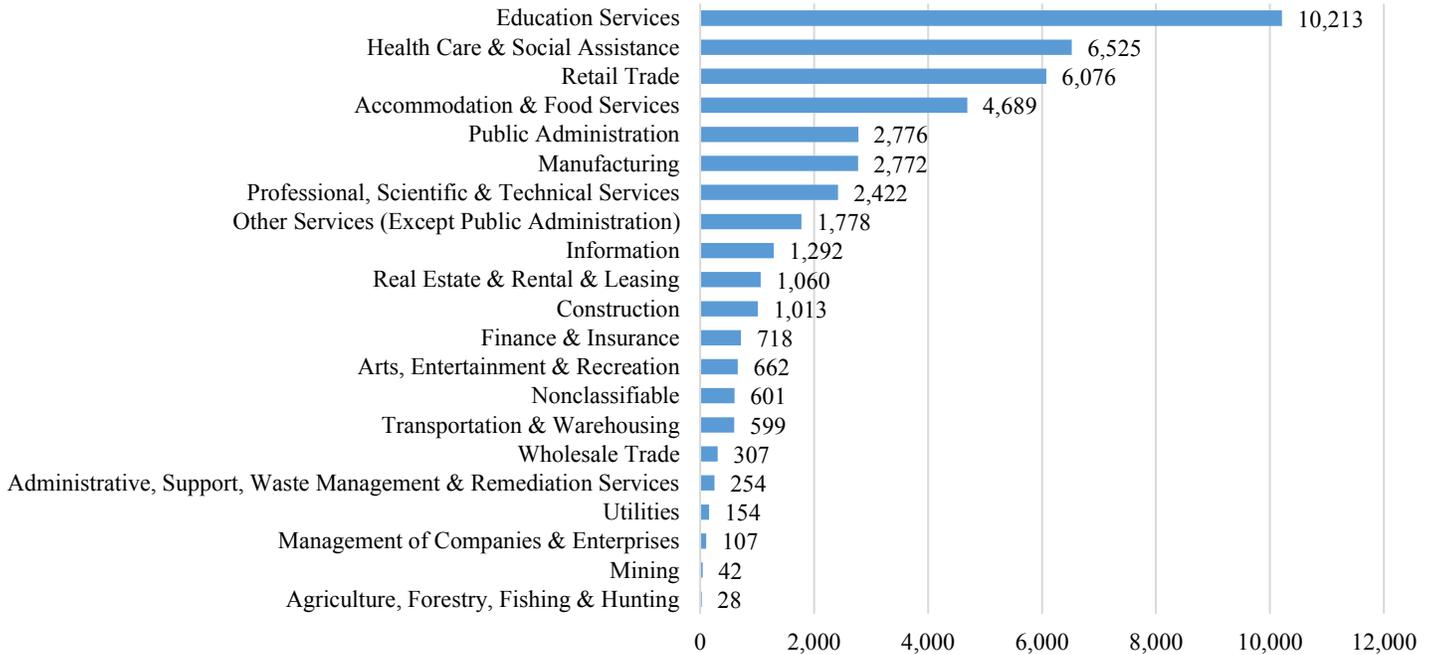
NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	9	0.3%	28	0.1%	3
Mining	6	0.2%	42	0.1%	7
Utilities	5	0.2%	154	0.3%	31
Construction	127	4.8%	1,013	2.3%	8
Manufacturing	56	2.1%	2,772	6.3%	50
Wholesale Trade	54	2.1%	307	0.7%	6
Retail Trade	324	12.3%	6,076	13.8%	19
Transportation & Warehousing	36	1.4%	599	1.4%	17
Information	70	2.7%	1,292	2.9%	18
Finance & Insurance	120	4.6%	718	1.6%	6
Real Estate & Rental & Leasing	147	5.6%	1,060	2.4%	7
Professional, Scientific & Technical Services	259	9.9%	2,422	5.5%	9
Management of Companies & Enterprises	3	0.1%	107	0.2%	36
Administrative, Support, Waste Management & Remediation Services	59	2.2%	254	0.6%	4
Education Services	136	5.2%	10,213	23.2%	75
Health Care & Social Assistance	329	12.5%	6,525	14.8%	20
Arts, Entertainment & Recreation	60	2.3%	662	1.5%	11
Accommodation & Food Services	230	8.8%	4,689	10.6%	20
Other Services (Except Public Administration)	327	12.4%	1,778	4.0%	5
Public Administration	119	4.5%	2,776	6.3%	23
Nonclassifiable	152	5.8%	601	1.4%	4
Total	2,628	100.0%	44,088	100.0%	17

Source: Bowen National Research, ESRI, Census

E.P.E.- Average Employees Per Establishment

Note: Since this survey is conducted of establishments and not of residents, some employees may not live within the Site PMA; however, these employees are included in our labor force calculations because their places of employment are located within the Site PMA.

Total Employment by Industry



Typical wages by job category for the MSA are compared with the state of Virginia in the following table:

Typical Wage By Occupation Type		
Occupation Type	MSA	Virginia
Management Occupations	\$66,149	\$93,365
Business And Financial Occupations	\$55,471	\$86,050
Computer And Mathematical Occupations	\$74,700	\$109,597
Architecture And Engineering Occupations	\$82,912	\$98,121
Community And Social Service Occupations	\$50,560	\$50,509
Art, Design, Entertainment, Sports, and Media Occupations	\$44,081	\$53,472
Healthcare Practitioners And Technical Occupations	\$57,030	\$67,928
Healthcare Support Occupations	\$26,314	\$27,725
Protective Service Occupations	\$40,980	\$58,916
Food Preparation And Serving Related Occupations	\$9,143	\$15,832
Building & Grounds Cleaning & Maintenance Occupations	\$27,169	\$24,701
Personal Care And Service Occupations	\$16,130	\$20,810
Sales And Related Occupations	\$19,672	\$34,051
Office And Administrative Support Occupations	\$34,497	\$39,126
Construction And Extraction Occupations	\$45,504	\$43,162
Installation, Maintenance And Repair Occupations	\$53,750	\$52,560
Production Occupations	\$44,938	\$41,817
Transportation Occupations	\$33,995	\$41,502
Material Moving Occupations	\$22,310	\$26,646

Source: U.S. Department of Labor, Bureau of Statistics
MSA - Blacksburg-Christiansburg, VA Metro Area

As the preceding table illustrates, most occupational types within the MSA have slightly lower typical wages compared to the state’s typical wages.

The ten largest employers within the Montgomery County area comprise a total of 20,300 employees and are summarized as follows:

Employer Name	Business Type	Total Employed
Virginia Tech	Education	13,000
Montgomery County Public Schools	Education	2,000
Moog	Manufacturing	1,300
Radford Army Ammunition Plant	Government	1,100
Montgomery Regional Hospital	Healthcare	800
Lexington Rowe Furniture Inc.	Retail	800
Carilion New River Valley Medical Center	Healthcare	800
Torc Robotics	Autmobile	300
Luna Innovations	Technology	100
1901 Group	Business Consulting	100
Total		20,300

Source: Montgomery County Economic Development (2024)

According to a representative with the Montgomery County Economic Development, the economy is growing. The local Blacksburg/Montgomery County economy is growing primarily due to the growth of Virginia Tech. There are 1,000 houses under construction to accommodate the growth in the area, and the main factor adversely impacting the area is the cost of housing - \$400,000 to \$600,000 per home. In addition, the lack of employees willing to work for \$15.00 to \$20.00 per hour has created difficulties for smaller businesses to find quality workers at this low wage. However, with additional new construction homes, new restaurants, and new retail establishments increasing over the previous two years, the economy continues to experience growth.

Infrastructure:

Project Name	Scope of Work
Water Line Project	Christiansburg is upgrading their main water line and storm sewer, while Blacksburg is upgrading their sewer line. The expected completion date is unknown, although the project will be underway in 2024

WARN (layoff notices):

WARN Notices of large-scale layoffs/closures were reviewed on February 2, 2024 and according to the Virginia Employment Commission, there have been no WARN notices reported for Montgomery County over the past 12 months.

2. EMPLOYMENT TRENDS

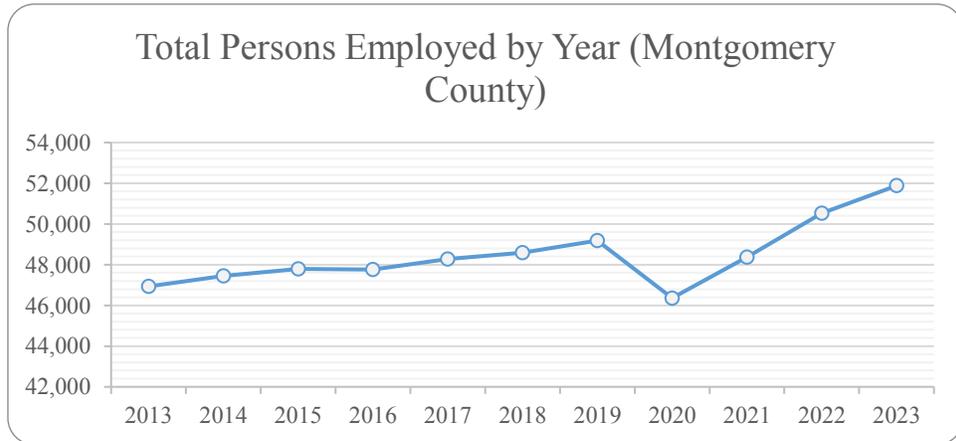
The following tables were generated from the U.S. Department of Labor, Bureau of Labor Statistics and reflect employment trends of the county in which the site is located.

The following illustrates the total employment base for Montgomery County, the state of Virginia, and the United States. Total employment reflects the number of employed persons who live within the county.

Year	Total Employment					
	Montgomery County		Virginia		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2013	46,938	-	4,002,057	-	144,637,000	-
2014	47,448	1.1%	4,040,908	1.0%	146,305,000	1.2%
2015	47,798	0.7%	4,048,081	0.2%	148,833,000	1.7%
2016	47,769	-0.1%	4,084,822	0.9%	151,436,000	1.7%
2017	48,280	1.1%	4,193,290	2.7%	153,337,000	1.3%
2018	48,582	0.6%	4,228,274	0.8%	155,761,000	1.6%
2019	49,190	1.3%	4,292,501	1.5%	157,538,000	1.1%
2020	46,362	-5.7%	4,062,417	-5.4%	147,795,000	-6.2%
2021	48,372	4.3%	4,162,555	2.5%	152,581,000	3.2%
2022	50,525	4.5%	4,308,805	3.5%	158,291,000	3.7%
2023	51,880*	2.7%	4,456,914*	3.4%	161,037,000*	1.7%

Source: Bureau of Labor Statistics

*Through December 2023



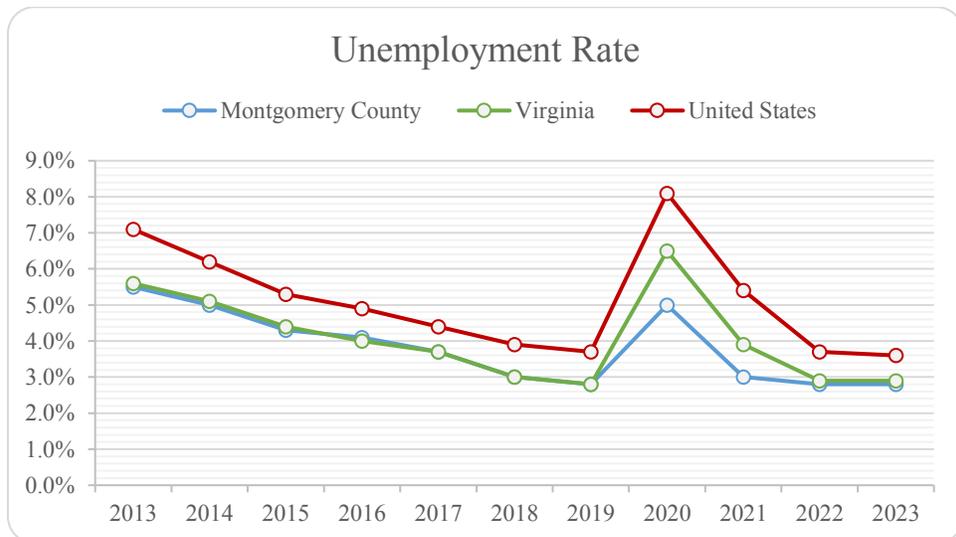
As the preceding illustrates, the Montgomery County employment base has steadily increased each of the past three years (through the end of 2023). Specifically, the Montgomery County employment base has increased by 5,518, or 11.9%, since 2020. This outpaces employment growth reported for the state of Virginia (9.7%) during this same time period. Also note that the total employment figure reported through the end of 2023 is the highest total reported for the county in any given year over the past decade.

Unemployment rates for Montgomery County, the state of Virginia, and the United States are illustrated as follows:

Year	Total Unemployment					
	Montgomery County		Virginia		United States	
	Total Number	Percent of Workforce	Total Number	Percent of Workforce	Total Number	Percent of Workforce
2013	2,740	5.5%	236,320	5.6%	11,101,000	7.1%
2014	2,500	5.0%	217,948	5.1%	9,616,000	6.2%
2015	2,127	4.3%	185,900	4.4%	8,296,000	5.3%
2016	2,027	4.1%	169,526	4.0%	7,751,000	4.9%
2017	1,866	3.7%	159,687	3.7%	6,982,000	4.4%
2018	1,483	3.0%	130,779	3.0%	6,314,000	3.9%
2019	1,408	2.8%	122,471	2.8%	6,001,000	3.7%
2020	2,414	5.0%	280,533	6.5%	12,948,000	8.1%
2021	1,504	3.0%	168,742	3.9%	8,623,000	5.4%
2022	1,436	2.8%	127,053	2.9%	5,996,000	3.7%
2023	1,517*	2.8%	131,342*	2.9%	6,080,000*	3.6%

Source: Department of Labor, Bureau of Labor Statistics

*Through December 2023



The annual unemployment rate within the county has declined by more than two full percentage points since 2020, to a rate of 3.8% through the end of 2023. This is equal to the lowest rate reported for any given year over the past decade and is lower than both state and national levels.

At-place employment reflects the total number of jobs within the county regardless of the employee’s county of residence. The following illustrates the total in-place employment base for Montgomery County.

Year	At-Place Employment Montgomery County		
	Employment	Change	Percent Change
2013	40,373	-	-
2014	40,626	253	0.6%
2015	41,394	768	1.9%
2016	41,878	484	1.2%
2017	42,147	269	0.6%
2018	42,052	-95	-0.2%
2019	42,181	129	0.3%
2020	40,109	-2,072	-4.9%
2021	41,184	1,075	2.7%
2022	42,447	1,263	3.1%
2023*	43,282	835	2.0%

Source: Department of Labor, Bureau of Labor Statistics

*Through June

Data for 2022, the most recent year that year-end figures are available, indicates in-place employment in Montgomery County to be 84.0% of the total Montgomery County employment. This means that Montgomery County has more employed persons leaving the county for daytime employment than those who work in the county.

3. ECONOMIC FORECAST

The Montgomery County economy is strong and has steadily improved each year since the impact of the pandemic in 2020. Specifically, the county employment base has increased by 5,518, or 11.9%, since 2020 (through the end of 2023) while the annual unemployment rate for the county has declined by more than two full percentage points during this same time period. During this time, employment growth has outpaced that reported for the state of Virginia, while area unemployment rates have been below the statewide average. Both total employment and unemployment levels are outperforming pre-pandemic levels within the county. Based on the preceding factors, we expect the Montgomery County economy will remain strong and continue to improve for the foreseeable future.

4. COMMUTING PATTERNS

The following is a distribution of commuting patterns for Site PMA workers age 16 and over:

Mode of Transportation	Workers Age 16+	
	Number	Percent
Drove Alone	22,362	69.2%
Carpooled	2,544	7.9%
Public Transit	1,275	3.9%
Walked	1,797	5.6%
Motorcycle	0	0.0%
Bicycle	535	1.7%
Other Means	159	0.5%
Worked at Home	3,639	11.3%
Total	32,311	100.0%

Source: Bowen National Research, ESRI

More than 69.0% of all workers drove alone, 7.9% carpooled, and 3.9% used public transportation.

Typical travel times to work for Site PMA residents are illustrated as follows:

Travel Time	Workers Age 16+	
	Number	Percent
Less Than 15 Minutes	14,827	51.7%
15 – 29 Minutes	9,893	34.5%
30 – 44 Minutes	2,256	7.9%
45 – 59 Minutes	1,038	3.6%
60 + Minutes	673	2.3%
Total	28,687	100.0%

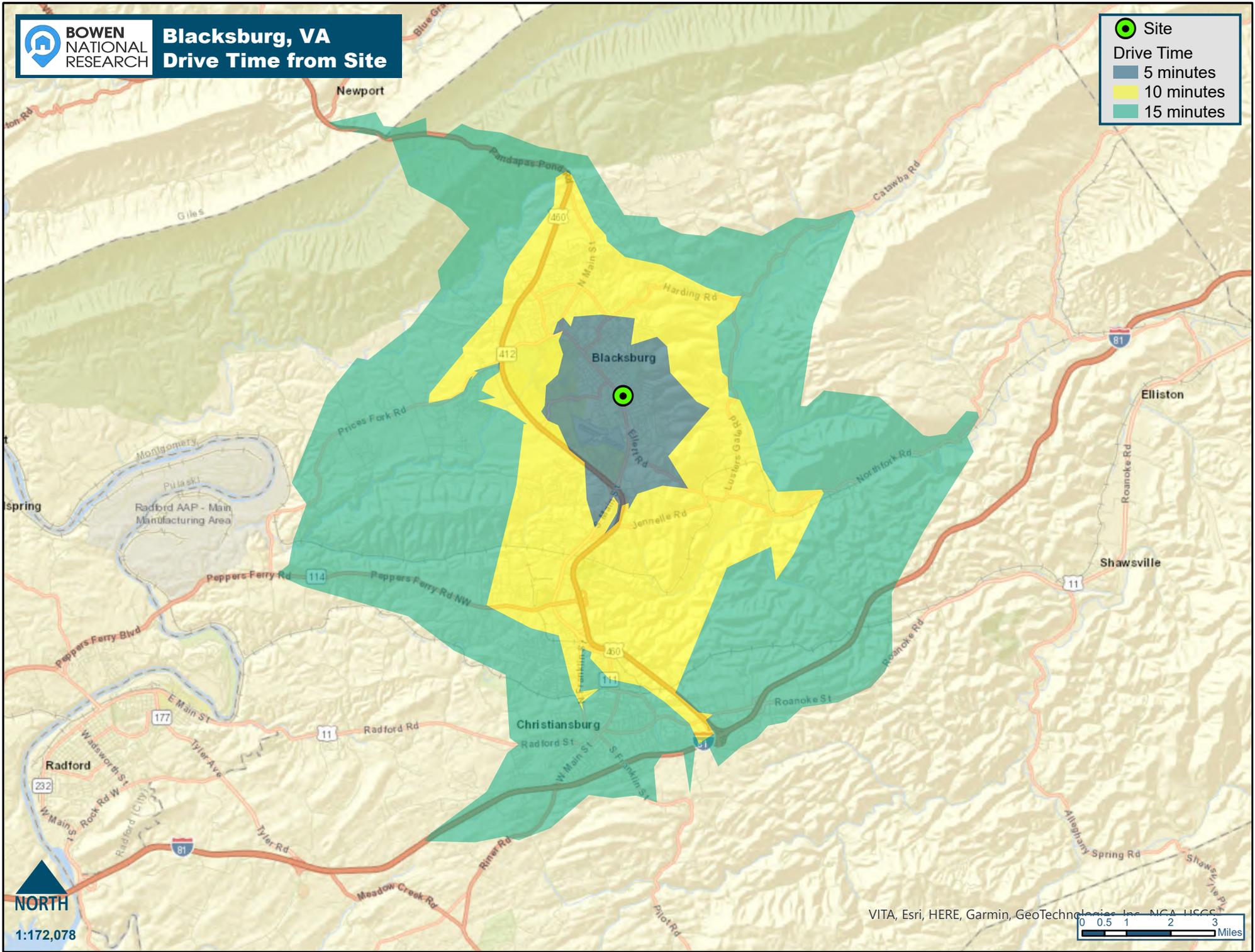
Source: Bowen National Research, ESRI

The largest share of area commuters has typical travel times to work of less than 15 minutes. The subject site is within a 15-minute drive to many area employers, which should contribute to its marketability. A drive-time map for the subject site is on the following page.



Blacksburg, VA Drive Time from Site

● Site
Drive Time
■ 5 minutes
■ 10 minutes
■ 15 minutes



NORTH
1:172,078

VITA, Esri, HERE, Garmin, GeoTechnologies, Inc. NCA USGS
0 0.5 1 2 3 Miles

V. Rental Housing Analysis (Supply)

A. OVERVIEW OF RENTAL HOUSING

The distributions of the area housing stock within the Blacksburg Site PMA in 2010 and 2024, are summarized in the following table:

Housing Status	2010 (Census)		2024 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	26,571	93.3%	28,999	91.9%
Owner-Occupied	11,758	44.3%	13,343	46.0%
Renter-Occupied	14,813	55.7%	15,655	54.0%
Vacant	1,901	6.7%	2,557	8.1%
Total	28,472	100.0%	31,556	100.0%

Source: 2010 Census, ESRI, Bowen National Research

Of the 31,556 total housing units in the Site PMA, 8.1% were vacant. In 2024, it was estimated that homeowners occupied 46.0% of all occupied housing units, while the remaining 54.0% were occupied by renters.

Conventional Apartments

We identified and personally surveyed 22 conventional housing projects containing a total of 2,578 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 97.4%, a good rate for rental housing. The following table summarizes the rental developments surveyed, broken out by project type:

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-Rate	11	1,918	48	97.5%
Market-Rate/Tax Credit	2	32	1	96.9%
Market-Rate/Government-Subsidized	1	120	0	100.0%
Tax Credit	6	384	17	95.6%
Tax Credit/Government-Subsidized	2	124	0	100.0%
Total	22	2,578	66	97.4%

As the preceding table illustrates, all rental housing segments surveyed within the market are performing at good occupancy levels, as none have a combined occupancy rate lower than 95.6%. As such, it does not appear that there are any significant deficiencies within the rental housing market.

In addition to the projects surveyed in the market that offer Tax Credit units, there are additional Tax Credit developments within the market that we were unable to survey at the time this report was issued due to management at these properties being unable or unwilling to provide detailed property information. The following table summarizes these projects we were unable to survey:

Project Name	Address	Year Built/Rehab	Total Units
Hunting Hills	3134 Hillman Ln.	1978 / 1994	12
Linden Grove	240 Countrie Dr.	1972 / 1998	52

It should be noted that both of these properties we were unable to survey also operate with a concurrent subsidy and would not be considered directly competitive with the non-subsidized subject project.

Non-Subsidized

The following table summarizes the breakdown of market-rate and non-subsidized affordable units surveyed within the Site PMA.

Market-Rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
Studio	1.0	67	3.5%	0	0.0%	\$1,412
One-Bedroom	1.0	533	27.6%	3	0.6%	\$1,489
Two-Bedroom	1.0	429	22.2%	9	2.1%	\$1,566
Two-Bedroom	1.5	14	0.7%	0	0.0%	\$1,299
Two-Bedroom	2.0	579	30.0%	12	2.1%	\$1,899
Three-Bedroom	1.0	65	3.4%	14	21.5%	\$1,740
Three-Bedroom	1.5	4	0.2%	0	0.0%	\$1,391
Three-Bedroom	2.0	173	9.0%	9	5.2%	\$2,011
Three-Bedroom	3.0	67	3.5%	1	1.5%	\$2,536
Total Market-rate		1,931	100.0%	48	2.5%	-
Affordable, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
One-Bedroom	1.0	59	14.6%	0	0.0%	\$1,028
Two-Bedroom	1.0	15	3.7%	0	0.0%	\$914
Two-Bedroom	1.5	37	9.2%	0	0.0%	\$1,046
Two-Bedroom	2.0	119	29.5%	10	8.4%	\$1,265
Two-Bedroom	2.5	12	3.0%	0	0.0%	\$1,019
Three-Bedroom	2.0	44	10.9%	7	15.9%	\$1,467
Three-Bedroom	2.5	97	24.0%	0	0.0%	\$1,290
Four-Bedroom	2.0	5	1.2%	1	20.0%	\$1,266
Four-Bedroom	2.5	16	4.0%	0	0.0%	\$1,313
Total Tax Credit		404	100.0%	18	4.5%	-

The market-rate units are 97.5% occupied and the affordable units are 95.5% occupied, indicative of strong demand for each type of non-subsidized rental product in this market. Also note the median gross non-subsidized affordable rents which are generally much lower than the median gross rents reported for similar unrestricted market-rate units. These lower gross rents along with the 95.0% occupancy rate are good indications that non-subsidized affordable product represents a significant value within the Blacksburg Site PMA.

The following is a distribution of non-subsidized units surveyed by year built for the Site PMA:

Year Built	Projects	Units	Vacancy Rate
Before 1970	2	315	6.3%
1970 to 1979	1	1	0.0%
1980 to 1989	4	354	0.8%
1990 to 1999	1	79	0.0%
2000 to 2009	3	375	0.3%
2010 to 2014	2	180	0.6%
2015	1	388	3.4%
2016	1	60	0.0%
2017	0	0	0.0%
2018	1	84	19.0%
2019	1	168	4.2%
2020	1	16	6.3%
2021	1	109	1.8%
2022	1	206	1.0%
2023	0	0	0.0%
2024*	0	0	0.0%

*As of February

As the preceding illustrates, the one project built in 2018 is reporting a vacancy rate of 19.0%. According to management at this property, this is due to potential tenants not wanting to wait through the entire application process to lease a unit. Considering the requirements to rent a Tax Credit unit are generally similar from property to property, the higher than typical vacancy rate at this property appears to be due to management deficiencies. Regardless, vacancy rates do not exceed 6.3% among all remaining non-subsidized properties, broken out by age.

We rated each non-subsidized property surveyed on a scale of "A" through "F". All non-subsidized properties were rated based on quality and overall appearance (i.e. aesthetic appeal, building appearance, landscaping and grounds appearance). Following is a distribution by quality rating, units and vacancies.

Market-Rate			
Quality Rating	Projects	Total Units	Vacancy Rate
A	3	503	0.6%
A-	1	206	1.0%
B+	3	562	3.6%
B	5	634	3.6%
B-	1	18	0.0%
C-	1	8	0.0%
Non-Subsidized Affordable			
Quality Rating	Projects	Total Units	Vacancy Rate
A-	1	41	0.0%
B+	5	274	6.6%
B	2	89	0.0%

The non-subsidized Tax Credit properties surveyed are all of relatively good condition as indicated by the quality ratings assigned by our analyst. The subject project is expected to have an excellent quality finish upon completion which will enhance its marketability.

Government-Subsidized

The government-subsidized units (both with and without Tax Credits) in the Site PMA are summarized as follows.

Subsidized Tax Credit					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
One-Bedroom	1.0	12	9.7%	0	0.0%
Two-Bedroom	1.0	50	40.3%	0	0.0%
Three-Bedroom	1.0	13	10.5%	0	0.0%
Three-Bedroom	1.5	29	23.4%	0	0.0%
Four-Bedroom	1.5	12	9.7%	0	0.0%
Four-Bedroom	2.0	8	6.5%	0	0.0%
Total Subsidized Tax Credit		124	100.0%	0	0.0%
Government-Subsidized					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
One-Bedroom	1.0	24	20.2%	0	0.0%
Two-Bedroom	1.0	71	59.7%	0	0.0%
Three-Bedroom	1.0	24	20.2%	0	0.0%
Total Subsidized		119	100.0%	0	0.0%

The subsidized units, both with and without Tax Credits, are 100.0% occupied, demonstrating strong and likely pent-up demand for such product in the market. This is further indication of the ongoing demand for affordable rental product within the Blacksburg Site PMA.

A complete field survey of all conventional apartments we surveyed, as well as an apartment location map, is included in *Section XII, Field Survey of Conventional Rentals*.

B. SURVEY OF COMPARABLE/COMPETITIVE PROPERTIES

We identified and surveyed six family (general-occupancy) rental housing communities within the Blacksburg Site PMA that offer non-subsidized affordable units. Five of these properties target households with incomes of up to 40%, 50% and/or 60% of Area Median Household Income (AMHI); therefore, they are considered competitive properties and have been included in our comparable analysis.

Note that there is one property (Prices Fork Village Apts. III) that offers 80% of AMHI units, however, these units also operate as High HOME units. Considering these units are restricted to a much lower rent restriction than 80% of AMHI units we have not included this property in the following comparable analysis, as it would not provide an accurate baseline of achievable 80% of AMHI rents in this market. This property also offered 50% of AMHI units, however, this property only offers two such units.

The five comparable LIHTC properties and the proposed subject development are summarized as follows. Information regarding property address, phone number, contact name and utility responsibility is included in the Field Survey of Conventional Rentals.

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Legacy on Main	2026	56	-	-	-	Families; 30%, 40%, 50%, 60% & 80% AMHI
3	Cedar Crest	1998 / 2021	79	100.0%	1.3 Miles	94 HH	Families; 40%, 50%, & 60% AMHI
6	Fieldstone Apts.	2018	84	81.0%	3.3 Miles	None	Families; 50% & 60% AMHI
8	Forest Hills at Belview	2012	70	98.6%	9.4 Miles	None	Families; 40% & 50% AMHI
10	Henley Place	2006	41	100.0%	7.6 Miles	192 HH	Families; 50% & 60% AMHI
12	Huckleberry Court Townhouses	2005	50	100.0%	4.0 Miles	212 HH	Families; 50% & 60% AMHI

OCC. – Occupancy; HH - Households

The five comparable LIHTC projects have a combined occupancy rate of 94.8%. Note that three of the properties are 100.0% occupied with extensive waiting lists. However, Fieldstone Apartments is currently operating with an occupancy rate of 81.0%. According to management at this property, prospective tenants do not want to go through the application process required to reside at the property. Considering the remaining properties are highly occupied, most of which maintain waiting lists, and likely have similar application processes, this appears to be a property-specific and/or management issue and does not appear to be reflective of the performance of the overall LIHTC market.

The following table identifies the comparable LIHTC properties that accept Housing Choice Vouchers as well as the approximate number of units occupied by residents utilizing Housing Choice Vouchers:

Map I.D.	Project Name	Total Units	Number of Vouchers	Share of Vouchers
3	Cedar Crest	79	35	44.3%
6	Fieldstone Apts.	84	NA	-
8	Forest Hills at Belview	70	NA	-
10	Henley Place	41	NA	-
12	Huckleberry Court Townhouses	50	NA	-
Total		79	35	44.3%

NA – Number not available (units not included in total)

As the preceding table illustrates, there are a total of approximately 35 units that are occupied by Voucher holders at the one comparable LIHTC project surveyed that provided such information. The 35 units occupied by Voucher holders comprise 44.3% of these comparable units. This is considered a relatively moderate share of Voucher support, however, nearly 56.0% of these comparable Tax Credit units are occupied by tenants which are not currently receiving rental assistance. Therefore, the gross rents charged at the aforementioned project in the market are achievable.

The gross rents for the comparable LIHTC projects and the proposed rents at the subject site, as well as their unit mixes and vacancies by bedroom are listed in the following table:

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)				Rent Special
		One-Br.	Two-Br.	Three-Br.	Four-Br.	
Site	Legacy on Main	-	\$616/30% (3) \$1,027/50% (9) \$1,233/60% (10) \$1,502/80% (6)	\$711/30% (2) \$949/40% (1) \$1,186/50% (9) \$1,423/60% (10) \$1,729/80% (6)	-	-
3	Cedar Crest	\$696/40% (1/0) \$873/50% (2/0)	\$834/40% (2/0) \$1,046/50% (2/0) \$1,046/50% (22/0) \$1,142/60% (3/0) \$1,142/60% (4/0)	\$1,195/50% (12/0) \$1,290/60% (31/0)	-	None
6	Fieldstone Apts.	-	\$1,265/50% (60/10)	\$1,467/60% (24/6)	-	None
8	Forest Hills at Belview	\$658/40% (8/0) \$819/50% (8/0)	\$980/50% (35/0)	\$1,130/50% (14/0)	\$1,266/50% (5/1)	None
10	Henley Place	-	\$1,008/50% (9/0)	\$1,292/60% (27/0)	\$1,499/60% (5/0)	None
12	Huckleberry Court Townhouses	-	\$957/50% (5/0) \$1,019/60% (7/0)	\$1,108/60% (27/0)	\$1,313/60% (11/0)	None

The subject's proposed gross rents targeting households earning up to 30%, 40%, 50% and 60% of AMHI are generally competitive when compared with the rents being achieved at the comparable properties targeting similar income levels. In addition, given the high occupancy rates reported among most of the comparable LIHTC properties, these properties could likely achieve higher rents without adversely impacting their occupancy levels. It is also worth noting that the subject project will be much newer than some of these comparable properties. As such, it is expected that the subject's proposed gross LIHTC rents for these income levels (30%, 40%, 50% and 60% of AMHI) are considered achievable as proposed.

The subject's proposed gross LIHTC rents at the 80% of AMHI level are higher than the rents being achieved at the comparable LIHTC properties, which is to be expected when considering the higher income targeting. Although the 80% of AMHI rents are higher than the 60% of AMHI rents being achieved at the comparable LIHTC properties, they are considered appropriate for this market. This is especially true considering the market rent advantages that these rents represent, as illustrated in *Section VI*. The subject project will also be the only Tax Credit property in the market offering units at the 80% of AMHI level, which will enable the subject project to attract an income level of renters that are likely underserved.

The unit sizes (square footage) and number of bathrooms included in each of the different LIHTC unit types offered in the market are compared with the subject development in the following tables:

Map I.D.	Project Name	Square Footage			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Legacy on Main	-	929 - 1,180	1,219	-
3	Cedar Crest	768	975 - 1,024	1,296	-
6	Fieldstone Apts.	-	787 - 1,065	1,265	-
8	Forest Hills at Belview	706	1,003	1,123	1,244
10	Henley Place	-	1,673	2,253	2,582
12	Huckleberry Court Townhouses	-	1,185	1,366	1,860

Map I.D.	Project Name	Number of Baths			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Legacy on Main	-	2.0	2.0	-
3	Cedar Crest	1.0	1.0 - 1.5	2.5	-
6	Fieldstone Apts.	-	2.0	2.0	-
8	Forest Hills at Belview	1.0	2.0	2.0	2.0
10	Henley Place	-	1.5	2.5	2.5
12	Huckleberry Court Townhouses	-	2.5	2.5	2.5

The proposed development will offer unit sizes that are generally among the smallest when compared with the comparable LIHTC properties in the market. The generally high demand for affordable rental product will likely enable the subject project to be marketable despite these deficiencies, however, it could limit the rent potential of the subject project and it could be vulnerable to higher than typical tenant turnover due to these smaller unit sizes.

The following tables compare the appliances and the unit and project amenities of the subject site with existing Tax Credit properties in the market.

		Tax Credit Unit Amenities by Map ID					
		Site*	3	6	8	10	12
Appliances	Dishwasher	X	X	X	X	X	X
	Disposal		X	X	X	X	X
	Microwave		X	X			
	Range	X	X	X	X	X	X
	Refrigerator	X	X	X	X	X	X
	W/D Hookup	X	X	X	X	X	X
	W/D		X	X	X	X	X
	No Appliances						
Unit Amenities	AC-Central	X	X	X	X	X	X
	AC-Other						
	Balcony/ Patio/ Sunroom		S		X	X	X
	Basement					S	S
	Ceiling Fan				X	X	X
	Controlled Access	X		X			
	E-Call System						
	Furnished						
	Walk-In Closet	X	X	X	X	X	X
	Window Treatments	X	X	X	X	X	X
Flooring	Carpet		X	X	X	X	X
	Ceramic Tile						
	Hardwood						
	Finished Concrete						
	Composite/Vinyl/Laminate	X	X	X	X	X	X
Upgraded	Premium Appliances						
	Premium Countertops						
	Premium Cabinetry						
	Premium Fixtures						
	High/Vaulted Ceilings						
	Oversized Windows						
Parking	Attached Garage					S	
	Detached Garage						
	Street Parking		X				
	Surface Lot	X	X	X	X	X	X
	Carport						
	Property Parking Garage						
	No Provided Parking						

◆ - Senior Property

* Proposed Site(s): Legacy on Main

X = All Units, S = Some Units, O = Optional with Fee

** Details in Comparable Property Profile Report

Continued on Next Page

Tax Credit Property Amenities by Map ID

	Site*	3	6	8	10	12
	Bike Racks / Storage	X	X			
	Computer/Business Center	X		X		
	Car Care **					
	Community Garden		X			
Community	Multipurpose Room	X	X	X		
	Chapel					
	Community Kitchen	X				
	Dining Room - Private					
	Dining Room - Public					
	Rooftop Terrace					
	Concierge Service **					
	Convenience Amenities **					
	Covered Outdoor Area **					
	Elevator	X				
	Laundry Room	X				
	On-Site Management	X	X	X	X	X
	Pet Care **	X				
	Recreation	Basketball			X	
Bocce Ball						
Firepit						
Fitness Center		X		X	X	
Grilling Area		X		X		
Game Room - Billiards						
Walking Path						
Hot Tub						
Library						
Media Room / Theater						
Playground		X	X	X	X	
Putting Green						
Racquetball						
Shuffleboard						
Swimming Pool - Indoor						
Swimming Pool - Outdoor						
Tennis						
Volleyball						
Security	CCTV	X	X			
	Courtesy Officer					
	Security Gate					
	Social Services **		X			
	Storage - Extra					
	Common Space WiFi	X				

◆ - Senior Property

* Proposed Site(s): Legacy on Main

X = All Units, S = Some Units, O = Optional with Fee

** Details in Comparable Property Profile Report

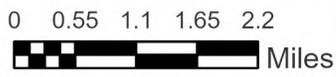
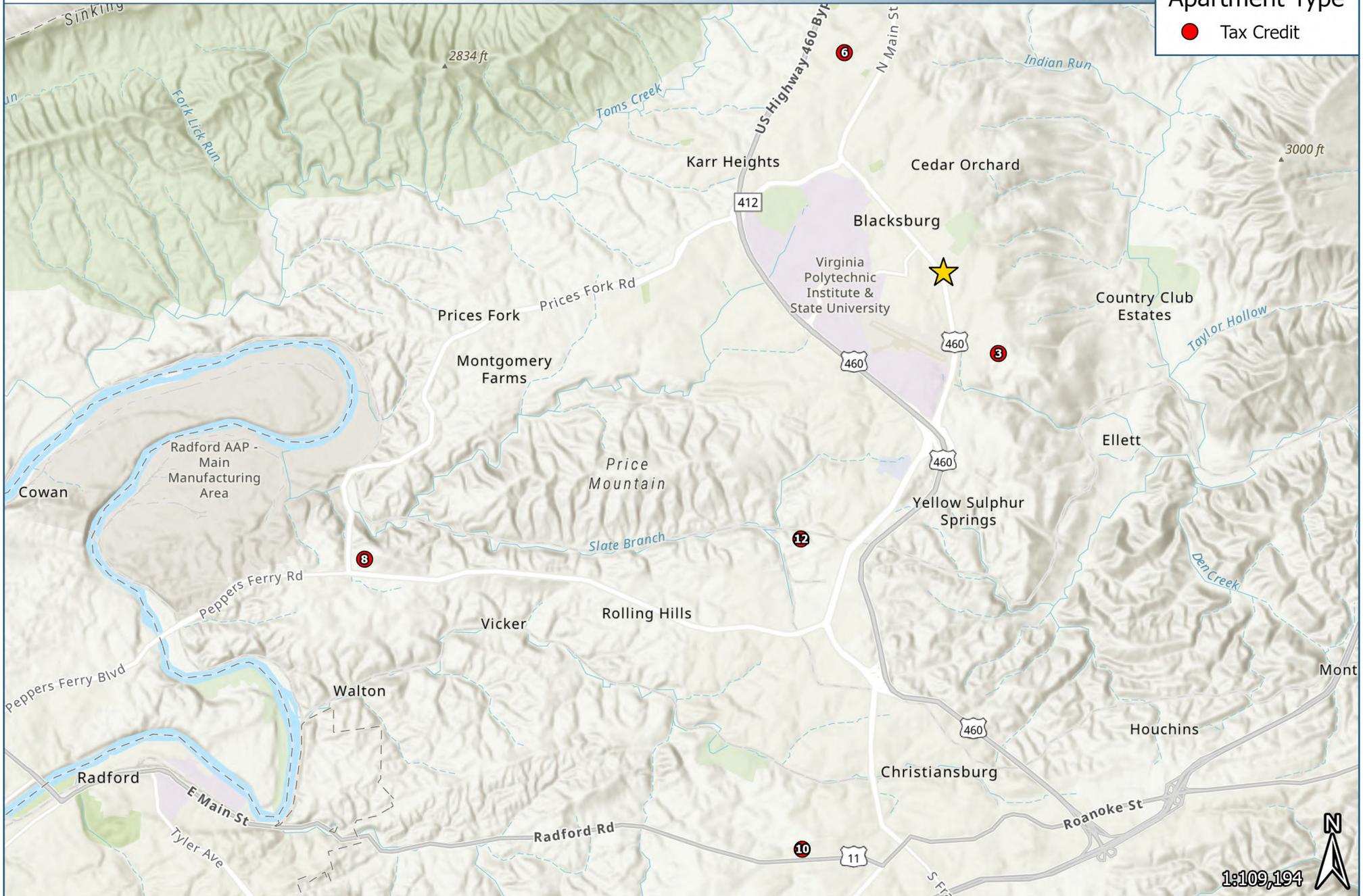
As the preceding tables illustrate, the subject project's amenities package is generally considered competitive when compared with the amenities offered at the comparable LIHTC properties, although it is worth noting that the subject project will be the only property among the comparable LIHTC properties that does not include a microwave and washer/dryer appliances within each unit. The lack of such amenities could limit the overall rent potential of the subject project, however, based on the generally high occupancy rates reported among the comparable properties, it is not believed that lacking these amenities will hinder the subject's ability to operate as a LIHTC property in this market.

Comparable/Competitive Tax Credit Summary

The five comparable LIHTC projects have a combined occupancy rate of 94.8%. Note that three of the properties are 100.0% occupied with extensive waiting lists. However, Fieldstone Apartments is currently operating with an occupancy rate of 81.0%. According to management at this property, prospective tenants do not want to go through the application process required to reside at the property. Considering the remaining properties are highly occupied, some of which maintain waiting lists, and likely have similar application processes, this appears to be a property-specific and/or management issue and does not appear to be reflective of the performance of the overall LIHTC market.

The subject project will be very competitive in terms of unit sizes and amenities offered. In addition, the subject's proposed gross rents targeting households earning up to 30%, 40%, 50% and 60% of AMHI are generally competitive with the rents being achieved at the comparable properties targeting similar income levels. As such, it is expected that the subject's proposed gross LIHTC rents for these income levels (30%, 40%, 50% and 60% of AMHI) are considered achievable as proposed. The subject's proposed gross LIHTC rents at the 80% of AMHI level are higher than the rents being achieved at the comparable LIHTC properties, which is expected when considering the higher income targeting. Although the 80% of AMHI rents are higher than the 60% of AMHI rents being achieved at the comparable LIHTC properties, they are considered appropriate for this market. This is especially true considering the market rent advantages that these rents represent, as illustrated in *Section VI*. The subject project will also be the only Tax Credit property in the market offering units at the 80% of AMHI level, which will enable the subject project to attract an income level of renters that are likely underserved.

A map depicting the location of the most comparable LIHTC properties is included on the following page.



VGIN, Esri, TomTom, Garmin, SafeGraph, GeoTechnologies, Inc, METI/NASA, USGS, EPA, NPS, USDA, USFWS, Esri, NASA, NGA, USGS
Additional Source(s): Bowen National Research



C. PLANNED MULTIFAMILY DEVELOPMENT

Based on our interviews with planning representatives, extensive online research, and the observations of our analyst while in the field, it was determined that there are several rental housing projects in the development pipeline within the Site PMA, which are summarized as follows:

Project Name & Address	Property Type	Units	Developer	Status/Details
The Alexander 100 Eheart Street	Market-Rate	37	N/A	Planning: Existing single-family house situated on a 0.06-acre site which is to be redeveloped into 37 apartments. No construction timeline was available at the time of this report.
Eagle Townhomes 301 Eheart Street	Market-Rate	259	Eagle Construction of VA, LLC	Planning: Will feature 259 market-rate units. This site was approved with restrictive proffers and a construction timeline was not available
Midtown Parcel 401 Church Street	Market-Rate	178	Eagle Construction of VA, LLC	Planning: Project is proposed to offer market-rate units. This site was approved with restrictive proffers, with no additional information found at time of study.
Old Blacksburg High School 520 Patrick Henry Drive	Market-Rate	388	Larry Shelor and David Hagan	Approved: With restrictive proffers to be built into up to 111 units. This project is still in the planning stages, and construction has not started at the time of study.
Glade Spring Crossing 1006 Glade Road	Affordable And Market-Rate Housing	176	Cary Hopper	Proposed: Plans approved May 2023; Blacksburg Town Council voted and approved to rezone a 44-acre tract of land for the development of mixed-income housing.

N/A-Not Available

None of the projects in the development pipeline that are past the preliminary phases of development are expected to offer affordable units that would be competitive with the subject site. As such, the development of these projects is not expected to have any impact on the affordable subject project.

D. ANTICIPATED IMPACT ON EXISTING TAX CREDIT PROPERTIES

The anticipated occupancy rates of the existing competitive Tax Credit developments in the Site PMA during the first year of occupancy at the subject project are as follows:

Map I.D.	Project	Current Occupancy Rate	Anticipated Occupancy Rate Through 2025
3	Cedar Crest	100.0%	95.0% +
6	Fieldstone Apts.	81.0%	93.0% +
8	Forest Hills at Belview	98.6%	95.0% +
10	Henley Place	100.0%	95.0% +
12	Huckleberry Court Townhouses	100.0%	95.0% +

The five comparable LIHTC projects have a combined occupancy rate of 94.8%. Note that three of the properties are 100.0% occupied with extensive waiting lists. However, Fieldstone Apartments is currently operating with an occupancy rate of 81.0%. According to management at this property, prospective tenants do not want to go through the application process required to reside at the property. Considering the remaining properties are highly occupied, some of which maintain waiting lists, and likely have similar application processes, this appears to be a property-specific and/or management issue and does not appear to be reflective of the performance of the overall LIHTC market.

E. BUY VERSUS RENT ANALYSIS

According to ESRI, the median home value in the Site PMA was \$306,309. At an estimated interest rate of 7.1% and a 30-year term (and 95% LTV), the monthly mortgage for a \$306,309 home is \$2,454, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price – ESRI	\$306,309
Mortgaged Value = 95% Of Median Home Price	\$290,994
Interest Rate – MortgageNewsDaily.Com	7.14%
Term	30
Monthly Principal & Interest	\$1,963
Estimated Taxes And Insurance*	\$491
Estimated Monthly Mortgage Payment:	\$2,454

*Estimated at 25% of principal and interest.

In comparison, the collected Tax Credit rents for the subject property are well below the cost of a monthly mortgage for a typical home in the area. In addition, the subject project will include some utilities in the cost of rent, as well as a comprehensive amenities package not typical of for-sale product. Based on the preceding factors, we do not anticipate any competitive impact on or from the homebuyer market.

VI. Achievable Market Rent Analysis

A. INTRODUCTION

We identified five market-rate properties within the Blacksburg Site PMA that we consider comparable to the proposed subject development. These selected properties are used to derive market rent for a project with characteristics similar to the proposed subject development and the subject property's market advantage. It is important to note that, for the purpose of this analysis, we only select market-rate properties. Market-rate properties are used to determine rents that can be achieved in the open market for the proposed subject units without maximum income and rent restrictions.

The basis for the selection of these projects includes, but is not limited to, the following factors:

- Surrounding neighborhood characteristics
- Target market (seniors, families, disabled, etc.)
- Unit types offered (garden or townhouse, bedroom types, etc.)
- Building type (single-story, midrise, high-rise, etc.)
- Unit and project amenities offered
- Age and appearance of property

Since it is unlikely that any two properties are identical, we adjust the collected rent (the actual rent paid by tenants) of the selected properties according to whether or not they compare favorably with the subject development. Rents of projects that have additional or better features than the subject site are adjusted negatively, while projects with inferior or fewer features are adjusted positively. For example, if the proposed subject project does not have a washer or dryer and a selected property does, then we lower the collected rent of the selected property by the estimated value of a washer and dryer to derive an *achievable market rent* for a project similar to the proposed project.

The rent adjustments used in this analysis are based on various sources, including known charges for additional features within the Site PMA, estimates made by area property managers and realtors, quoted rental rates from furniture rental companies and Bowen National Research's prior experience in markets nationwide.

It is important to note that one or more of the selected properties may be more similar to the subject property than others. These properties are given more weight in terms of reaching the final achievable market rent determination. While monetary adjustments are made for various unit and project features, the final market rent determination is based upon the judgments of our market analysts.

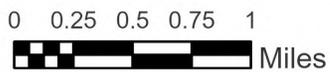
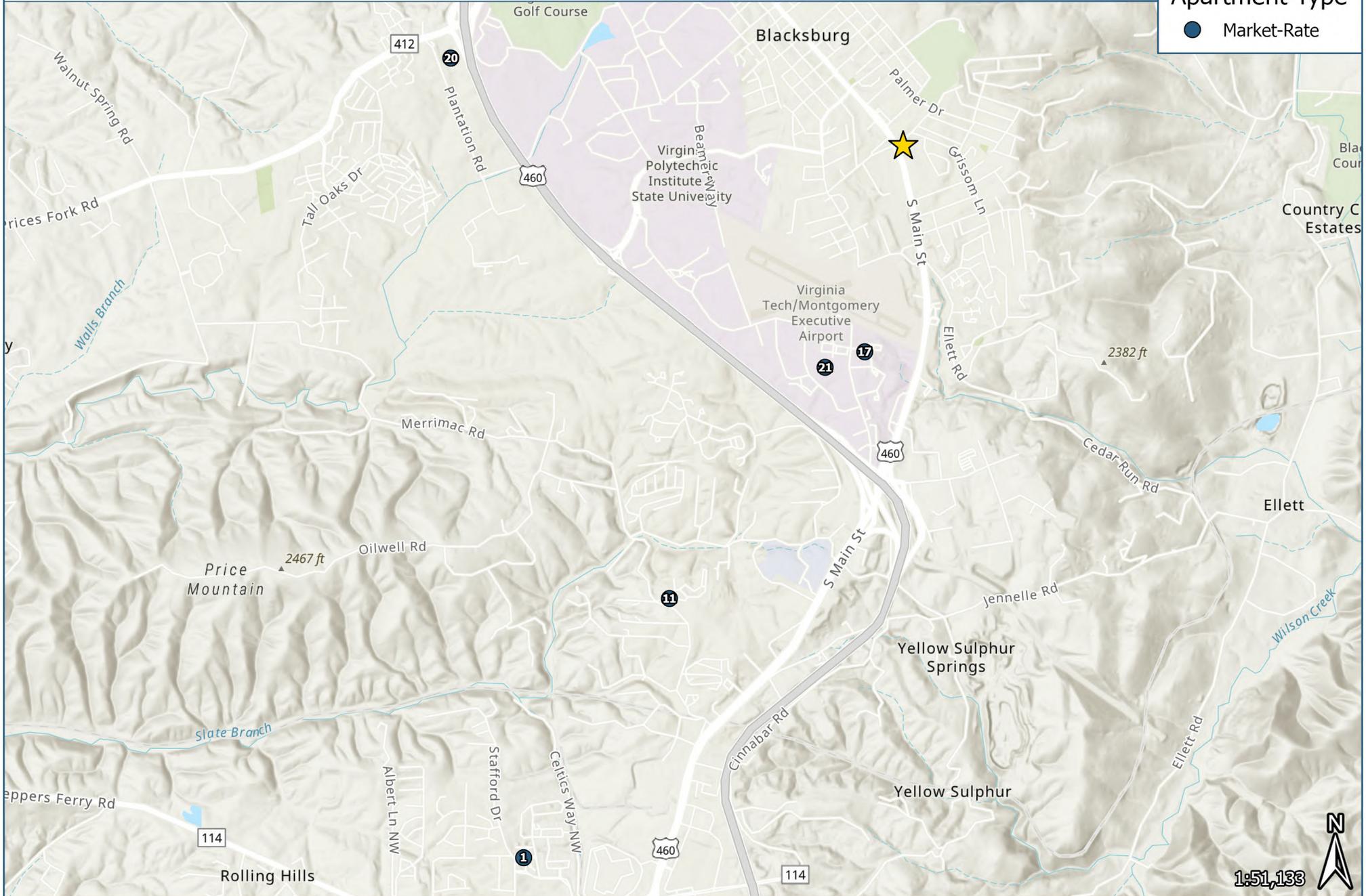
The proposed subject development and the five selected properties include the following:

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)		
					One-Br.	Two-Br.	Three-Br.
Site	Legacy on Main	2026	56	-	-	28 (-)	28 (-)
1	Adams at Peppers Ferry	2019	168	95.8%	50 (96.0%)	84 (96.4%)	34 (94.1%)
11	Highlands at Huckleberry Ridge	2015	388	96.6%	116 (100.0%)	194 (95.9%)	78 (93.6%)
17	Reserve at Knollwood	2013	110	100.0%	33 (100.0%)	67 (100.0%)	10 (100.0%)
20	Smith's Landing	2009	284	99.6%	108 (100.0%)	140 (99.3%)	36 (100.0%)
21	Vue at CRC	2022	206	99.0%	52 (100.0%)	91 (100.0%)	63 (96.8%)

Occ. – Occupancy

The five selected market-rate projects have a combined total of 1,156 units with an overall occupancy rate of 98.0%, a very strong rate for rental housing. This indicates that these projects have been very well received within the market and will serve as accurate benchmarks with which to compare the subject project.

The Rent Comparability Grids on the following pages show the collected rents for each of the selected properties and illustrate the adjustments made (as needed) for various features and location or neighborhood characteristics, as well as quality differences that exist among the selected properties and the proposed subject development. Preceding the Rent Comparability Grids is a map of the location of the comparable market-rate developments in relation to the location of the subject site.



Rent Comparability Grid

Unit Type → **TWO-BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Legacy on Main		Adams at Peppers Ferry		Highlands at Huckleberry Ridge		Reserve at Knollwood		Smith's Landing		Vue at CRC	
100 Country Club Drive Southeast		375 Continental Cir		535 Blackrock Dr		2401 Pamela Way		870 Plantation Rd		1902 Research Center Dr	
Blacksburg, VA		Christiansburg, VA		Blacksburg, VA		Blacksburg, VA		Blacksburg, VA		Blacksburg, VA	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$1,513		\$1,575		\$1,675		\$1,700		\$1,880	
2	Date Surveyed	Jan-24		Jan-24		Jan-24		Jan-24		Jan-24	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	96%		98%		100%		99%		100%	
5	Effective Rent & Rent/ sq. ft	\$1,513	1.52	\$1,575	1.30	\$1,675	1.58	\$1,700	1.60	\$1,880	2.02
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	EE/3,4		WU/3		WU/3		WU/4,5		EE/4	
7	Yr. Built/Yr. Renovated	2026		2019	\$7	2015	\$11	2013	\$13	2009	\$17
8	Condition/Street Appeal	E		G	\$15	G	\$15	E		E	
9	Neighborhood	G		G		G		G		G	
10	Same Market?			Yes		Yes		Yes		Yes	
C. Unit Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	2		2		2		2		2	
12	# Baths	2		2		2		2		2	
13	Unit Interior Sq. Ft.	929	(\$27)	997	(\$27)	1209	(\$111)	1058	(\$51)	1063	(\$53)
14	Patio/Balcony/Sunroom	N	(\$5)	Y	(\$5)	N		Y	(\$5)	Y	(\$5)
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	N/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)
18	Washer/Dryer	HU/L	(\$25)	W/D	(\$25)	W/D	(\$25)	W/D	(\$25)	W/D	(\$25)
19	Floor Coverings	V		C/V		C/V		C/V		C/V	
20	Window Treatments	Y		Y		Y		Y		Y	
21	Secured Entry	Y		Y		Y	\$3	N	\$3	Y	
22	Garbage Disposal	N	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)
23	Ceiling Fan/Storage	N/N	(\$5)	Y/N	(\$5)	Y/N	(\$5)	Y/N	(\$5)	Y/N	(\$5)
D. Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Features	Y		Y		N	\$5	N	\$5	N	\$5
27	Community Space	Y		Y		Y		Y		Y	
28	Pool/Recreation Areas	F	(\$16)	P/F/GR/MT	(\$16)	P/F/S/GR	(\$16)	P/F	(\$10)	F/WT	(\$3)
29	Business/Computer Center	Y		Y		N	\$3	Y		Y	\$3
30	Grilling Area	Y		Y		Y		N	\$3	Y	
31	Playground	Y	\$3	N	\$3	N	\$3	Y		N	\$3
32	Social Services	N		N		N		N		N	
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	N/N		N/N		N/N		N/N		N/N	(\$38)
39	Trash/Recycling	Y/N		Y/N		Y/N		Y/N	\$15	Y/N	
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	3	7	5	6	4	6	3	7	2	7
41	Sum Adjustments B to D	\$25	(\$88)	\$37	(\$167)	\$24	(\$101)	\$25	(\$101)	\$7	(\$57)
42	Sum Utility Adjustments							\$15			(\$38)
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$63)	\$113	(\$130)	\$204	(\$77)	\$125	(\$61)	\$141	(\$88)	\$102
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$1,450		\$1,445		\$1,598		\$1,639		\$1,792	
45	Adj Rent/Last rent		96%		92%		95%		96%		95%
46	Estimated Market Rent	\$1,575		\$1.70		← Estimated Market Rent/ Sq. Ft					

Rent Comparability Grid

Unit Type → **THREE-BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Legacy on Main		Adams at Peppers Ferry		Highlands at Huckleberry Ridge		Reserve at Knollwood		Smith's Landing		Vue at CRC	
100 Country Club Drive Southeast		375 Continental Cir		535 Blackrock Dr		2401 Pamela Way		870 Plantation Rd		1902 Research Center Dr	
Blacksburg, VA		Christiansburg, VA		Blacksburg, VA		Blacksburg, VA		Blacksburg, VA		Blacksburg, VA	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$1,979		\$1,785		\$2,260		\$2,295		\$2,260	
2	Date Surveyed	Jan-24		Jan-24		Jan-24		Jan-24		Jan-24	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	94%		94%		100%		100%		97%	
5	Effective Rent & Rent/ sq. ft	\$1,979	1.47	\$1,785	1.31	\$2,260	1.84	\$2,295	1.86	\$2,260	1.93
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	EE/3,4		WU/3		WU/3		WU/4,5		EE/4	
7	Yr. Built/Yr. Renovated	2026		2019	\$7	2015	\$11	2013	\$13	2009	\$17
8	Condition/Street Appeal	E		G	\$15	G	\$15	E		E	
9	Neighborhood	G		G		G		G		G	
10	Same Market?			Yes		Yes		Yes		Yes	
C. Unit Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	3		3		3		3		3	
12	# Baths	2		2		2		3	(\$30)	2	
13	Unit Interior Sq. Ft.	1219	(\$53)	1347	(\$60)	1226	(\$3)	1235	(\$7)	1174	\$19
14	Patio/Balcony/Sunroom	N	(\$5)	Y		N		Y	(\$5)	Y	(\$5)
15	AC: Central/Wall	C		C		C		C		C	
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	N/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)
18	Washer/Dryer	HU/L	(\$25)	W/D	(\$25)	W/D	(\$25)	W/D	(\$25)	W/D	(\$25)
19	Floor Coverings	V		C/V		C/V		C/V		C/V	
20	Window Treatments	Y		Y		Y		Y		Y	
21	Secured Entry	Y		Y		N	\$3	Y		Y	
22	Garbage Disposal	N	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)
23	Ceiling Fan/Storage	N/N	(\$5)	Y/N	(\$5)	Y/N	(\$5)	Y/N	(\$5)	Y/N	(\$5)
D. Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$0	
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Features	Y		Y		N	\$5	N	\$5	N	\$5
27	Community Space	Y		Y		Y		Y		Y	
28	Pool/Recreation Areas	F	(\$16)	P/F/GR/MT	(\$16)	P/F	(\$10)	F/WT	(\$3)	P/F	(\$10)
29	Business/Computer Center	Y		Y	\$3	Y		Y		N	\$3
30	Grilling Area	Y		Y		N	\$3	Y		Y	
31	Playground	Y	\$3	N	\$3	Y		N	\$3	Y	
32	Social Services	N		N		N		N		N	
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/Sewer	N/N		N/N		N/N		N/N		N/Y	(\$46)
39	Trash/Recycling	Y/N		Y/N		Y/N		N/N	\$15	Y/N	
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	3	7	5	6	4	6	3	8	3	6
41	Sum Adjustments B to D	\$25	(\$114)	\$37	(\$116)	\$24	(\$53)	\$25	(\$85)	\$26	(\$55)
42	Sum Utility Adjustments							\$15			(\$46)
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$89)	\$139	(\$79)	\$153	(\$29)	\$77	(\$45)	\$125	(\$75)	\$127
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$1,890		\$1,706		\$2,231		\$2,250		\$2,185	
45	Adj Rent/Last rent		95%		96%		99%		98%		97%
46	Estimated Market Rent	\$2,100	\$1.72	← Estimated Market Rent/ Sq. Ft							

Once all adjustments to collected rents were made, the adjusted rents for each comparable were used to derive an achievable market rent for each bedroom type. Each property was considered and weighed based upon its proximity to the subject site and its amenities and unit layout compared to the subject site.

Based on the preceding Rent Comparability Grids, it was determined that the present-day achievable market rents for units similar to the subject project are summarized as follows:

Bedroom Type	% AMHI	Proposed Collected Rent	Achievable Market Rent	Market Rent Advantage
Two-Br.	30%	\$457	\$1,575	71.0%
Two-Br.	50%	\$868	\$1,575	44.9%
Two-Br.	60%	\$1,074	\$1,575	31.8%
Two-Br.	80%	\$1,343	\$1,575	14.7%
Three-Br.	30%	\$519	\$2,100	75.3%
Three-Br.	40%	\$757	\$2,100	64.0%
Three-Br.	50%	\$994	\$2,100	52.7%
Three-Br.	60%	\$1,231	\$2,100	41.4%
Three-Br.	80%	\$1,537	\$2,100	26.8%

Typically, Tax Credit rents targeting households earning up to 60% of AMHI are set at least 10.0% below market rent to ensure the property represents a value and has a sufficient flow of prospective tenants within most markets. While units targeting households at higher income levels such as 80% of AMHI often do not need to represent a market rent advantage of 10.0% to be perceived a value, it is often recommended that such units/rents represent at least around a 5.0% market rent advantage.

As detailed in the preceding table, the subject rents represent market rent advantages ranging from 14.7% to 71.0%, depending upon unit type and income level. Thus, the subject rents, even those at the higher 80% AMHI levels, will represent significant values within the Blacksburg Site PMA.

B. RENT ADJUSTMENT EXPLANATIONS (RENT COMPARABILITY GRID)

None of the selected properties offer the same amenities as the subject property. As a result, we have made adjustments to the collected rents to reflect the differences between the subject property and the selected properties. The following are explanations (preceded by the line reference number on the comparability grid table) for each rent adjustment made to each selected property.

1. Rents for each property are reported as collected rents. These are the actual rents paid by tenants and do not consider utilities paid by tenants. The rents reported are typical and do not consider rent concessions or special promotions. When multiple rent levels were offered, we included an average rent.
7. Upon completion of construction, the subject project will be the newest property in the market. The selected properties were adjusted by \$1 per year of age difference to reflect the age of these properties.
8. It is anticipated that the proposed subject project will have an excellent appearance and quality finish once construction is complete. We have made adjustments for those properties that we consider to be of inferior quality compared to the subject development.
12. There is a variety of the number of bathrooms offered at each of the selected properties. We have made adjustments of \$15 per half bathroom to reflect the difference in the number of bathrooms offered at the site as compared with the comparable properties.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar for dollar basis, we have used 25% of the average for this adjustment.
- 14.-23. The proposed subject project will offer a unit amenity package that is slightly inferior to the selected properties. We have made, however, adjustments for features lacking at the selected properties, and in some cases, we have made adjustments for features the subject property does not offer.
- 24.-32. The proposed project offers a comprehensive project amenities package which is generally competitive with those offered among most of the comparable market-rate properties. We have made monetary adjustments to reflect the difference between the proposed project's and the selected properties' project amenities.
- 33.-39. We have made adjustments to reflect the differences in utility responsibility at each selected property. The utility adjustments were based on the local housing authority's utility cost estimates.

VII. Capture Rate Analysis

A. DETERMINATION OF INCOME ELIGIBILITY

The number of income-eligible households necessary to support the project from the Site PMA is an important consideration in evaluating the proposed subject project's potential.

Under the Low-Income Housing Tax Credit (LIHTC) program, household eligibility is based on household income not exceeding the targeted percentage of Area Median Household Income (AMHI), depending upon household size.

The subject site is within the Blacksburg-Christiansburg-Radford, VA HUD Metro FMR Area, which has a median four-person household income of \$93,500 for 2023. The subject property will be restricted to households with incomes of up to 30%, 40%, 50%, 60% and 80% of AMHI. The following table summarizes the maximum allowable income by household size and income level:

Household Size	Targeted AMHI Maximum Allowable Income				
	30%	40%	50%	60%	80%
One-Person	\$19,200	\$25,600	\$32,000	\$38,400	\$51,200
Two-Person	\$21,930	\$29,240	\$36,550	\$43,860	\$58,480
Three-Person	\$24,660	\$32,880	\$41,100	\$49,320	\$65,760
Four-Person	\$27,390	\$36,520	\$45,650	\$54,780	\$73,040
Five-Person	\$29,610	\$39,480	\$49,350	\$59,220	\$78,960

1. Maximum Income Limits

The largest proposed units (three-bedroom) at the subject site are expected to generally house up to five-person households. As such, the maximum allowable income at the subject site is **\$78,960**.

2. Minimum Income Requirements

Leasing industry standards typically require households to have rent-to-income ratios of 27% to 40%. Pursuant to Virginia Housing market study guidelines, the maximum rent-to-income ratio permitted for family projects is 35%, while elderly projects have a 40% rent-to-income ratio.

The lowest proposed LIHTC rent at the subject site is \$616. Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$7,392. Applying a 35% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement of **\$21,120**.

3. Income-Appropriate Range

Based on the preceding analyses, the income-appropriate ranges by targeted income level are illustrated as follows:

Unit Type	Income Range	
	Minimum	Maximum
Tax Credit (Limited to 30% of AMHI)	\$21,120	\$29,610
Tax Credit (Limited to 40% of AMHI)	\$32,537	\$39,480
Tax Credit (Limited to 50% of AMHI)	\$35,211	\$49,350
Tax Credit (Limited to 60% of AMHI)	\$42,274	\$59,220
Tax Credit (Limited to 80% of AMHI)	\$51,497	\$78,960
Overall Tax Credit	\$21,120	\$78,960

B. CAPTURE RATE CALCULATIONS

Per Virginia Housing market study requirements, analysts are required to use net demand in calculating capture rates and the absorption period. Net demand is determined by subtracting the supply of vacant comparable units in the PMA, completed or pipeline, from Total Demand. Total Demand includes New Renter Household Growth and Demand from Existing Households (defined below).

The following are the demand components as outlined by Virginia Housing:

1. **Demand from New Renter Households:** *Determine new units in the PMA based on projected rental household growth. The projected household base **must be** limited to the target group, age and income appropriate. Demand for each target group must be shown separately.*
2. **Demand from Existing Households:** *The sum of demand from rental household growth and demand from all components of existing households will constitute **Total Demand**. The demand components from existing households are detailed below:*
 - a) **Over-burdened** is defined by Virginia Housing as households paying more than 35% of gross income (40% if elderly) for gross rent. Analysts are encouraged to be conservative.

Based on the American Community Survey (ACS) 5-Year Estimates (Table B25074), 40.8% of renter households within the market are considered to be rent overburdened.

- b) **Households in substandard housing** (i.e. overcrowded and/or lack of plumbing): *Must be age and income group appropriate. Analysts must use their knowledge of the market area and the proposed development to determine if demand from this source is realistic. Analysts are encouraged to be conservative in this regard.*

Based on the American Community Survey (ACS) 5-Year Estimates (Table B25016), approximately 2.5% of all renters within the market are living in substandard housing. Considering the targeted low-income tenant base, this estimate is considered appropriate for the area.

- c) **Elderly Homeowners likely to convert to rental housing:** *This component may not comprise more than 20% of total demand. The analyst must provide a narrative describing how these numbers were derived. Analysts are encouraged to be conservative in this regard.*

Not applicable; subject site is general occupancy.

- d) **Existing qualifying tenants likely to remain at the subject property after renovations:** *This component of demand applies only to existing developments undergoing rehabilitations.*

The sum of demand from rental household growth and demand from all components of existing households will constitute total demand.

C. DEMAND/CAPTURE RATE CALUCLATIONS

As stated and discussed in *Section V* of this report, we surveyed six directly comparable affordable projects within the Site PMA. These properties contain 19 vacancies among the comparable unit types (similar bedroom type and targeted income level), which have been accounted for in the demand analysis on the following page. The unit breakdowns of the vacant competitive LIHTC units are illustrated in the following table:

Project Name	Competitive Vacant Units					Overall
	30%	40% AMHI	50% AMHI	60% AMHI	80% AMHI	
Fieldstone Apartments	-	-	10 (two-br.)	6 (three-br.)	-	16
Huckleberry Court Townhomes	-	-	-	2 (three-br.)	-	2
Prices Fork Village Apts. III	-	-	1 (three-br.)	-	-	1

These directly comparable non-subsidized LIHTC units have been subtracted from the total demand in the following analysis to determine the net demand.

The following is a summary of our demand calculations.

Demand Component	30% AMHI (\$21,120-\$29,610)	40% AMHI (\$28,183 -\$39,480)	50% AMHI (\$35,211-\$49,350)	60% AMHI (\$42,274-\$59,220)	80% AMHI (\$51,497 -\$78,960)	Overall LIHTC (\$21,120 -\$78,960)
Demand from New Rental Households (Income-Appropriate)	1,443 - 1,486 = -43	1,259 - 1,304 = -45	1,386 - 1,422 = -36	1,589 - 1,607 = -18	2,321 - 2,306 = 15	5,989 - 6,111 = -122
+						
Demand from Existing Households (Rent Overburdened)	1,486 x 40.8% = 606	1,304 x 40.8% = 532	1,422 x 40.8% = 580	1,607 x 40.8% = 655	2,306 x 40.8% = 940	6,111 x 40.8% = 2,490
+						
Demand from Existing Households (Renters in Substandard Housing)	1,486 x 2.5% = 37	1,304 x 2.5% = 32	1,422 x 2.5% = 35	1,607 x 2.5% = 40	2,306 x 2.5% = 57	6,111 x 2.5% = 151
+						
Demand from Existing Households (Elderly Homeowner Conversion)	N/A					
=						
Total Demand	600	542	579	677	1,012	2,519
-						
Supply (Directly Comparable Vacant Units Completed or in the Pipeline)	0	0	11	8	0	19
=						
Net Demand	600	542	568	669	1,012	2,500
Proposed Units	5	6	18	20	12	56
Proposed Units / Net Demand	5 / 600	6 / 542	18 / 568	20 / 669	12 / 1,012	56 / 2,500
Capture Rate	= 0.8%	= 1.1%	= 3.2%	= 3.0%	= 1.2%	= 2.2%
Total Absorption Period	2 Months	2 Months	3 Months	4 Months	2 Months	4 Months

N/A-Not Applicable

Overall, the capture rates by targeted income level are considered very low and easily achievable, ranging from 0.8% to 3.2%. The overall LIHTC capture rate of 2.2% is also considered very low and easily achievable, illustrating that a substantial base of demographic support will exist for the subject development.

D. PENETRATION RATE CALCULATIONS

The 404 existing and planned non-subsidized affordable (Tax Credit and income-restricted – non-Tax Credit) units in the market must also be considered when evaluating the achievable penetration rate for the subject development. Based on the same calculation process used for the subject site, the income-eligible range for the existing and planned Tax Credit units is \$21,120 to \$78,960. Based on the Demographic Characteristics and Trends of household incomes for the Site PMA, the penetration rate is summarized in the following table.

	Market Penetration
Number of LIHTC Units (Existing, Planned & Proposed)	460
Income-Eligible Renter Households – 2026	/ 5,989
Overall Market Penetration Rate	= 7.7%

It is our opinion that the 7.7% penetration rate for the LIHTC units, existing and proposed, is low and achievable.

E. SUPPORT FROM HOUSING CHOICE VOUCHER HOLDERS

According to a representative with the Virginia Housing Choice Voucher Program Coordinator there are approximately 658 Housing Choice Vouchers issued within the housing authority’s jurisdictions including Craig, Giles, Floyd, Montgomery, and Pulaski Counties. However, it was also revealed by housing authority representatives that approximately 16 issued vouchers are currently going unused, likely due to holders of these vouchers being unable to locate/obtain a quality affordable rental housing unit that will accept the voucher. There is a total of 199 people currently on the waiting list for additional Vouchers. The waiting list is closed, and it was last opened on October 4, 2023. It is unknown when the waiting list will reopen. Annual turnover within the voucher program is estimated at 216 households. This reflects the continuing need for affordable housing alternatives and/or Housing Choice Voucher assistance.

If the rents do not exceed the payment standards established by the local housing authority, households with Housing Choice Vouchers may be willing to reside at a LIHTC project. Established by Virginia Housing, the local payment standards, as well as the proposed subject gross rents, are summarized in the following table:

Bedroom Type	Payment Standards	Proposed Tax Credit Gross Rents (AMHI)
Two-Bedroom	\$1,387	\$616 (30%)
		\$1,027 (50%)
		\$1,233 (60%)
		\$1,502 (80%)
Three-Bedroom	\$1,893	\$711 (30%)
		\$949 (40%)
		\$1,186 (50%)
		\$1,423 (60%)
		\$1,729 (80%)

As the preceding table illustrates, all of the proposed LIHTC gross rents are below the local payment standards, with the exception of the one-bedroom 80% of AMHI units. As such, the subject project will be able to rely on support from Housing Choice Voucher holders. This will increase the demographic base of potential support for the proposed development and has been considered in our absorption projections.

F. ABSORPTION PROJECTIONS

Considering the facts contained in the market study, as well as the preceding factors, and comparing them with other projects with similar characteristics in other markets, we are able to establish absorption projections for the proposed subject development. It is our opinion that the proposed 56 LIHTC units at the subject site will likely reach a stabilized occupancy within approximately four months. This absorption period is based on an average monthly absorption rate of approximately 13 units per month and it is anticipated that the subject's 80% of AMHI units will experience the slowest absorption due to the higher proposed rent levels among these unit types.

These absorption projections assume a 2025 opening date. An earlier/later opening date may have a slowing impact on the initial absorption of the subject project. Further, these absorption projections assume that the project will be built as outlined in this report. Changes to the project's rents, amenities, floor plans, location or other features may invalidate our findings. Finally, we assume the developer and/or management will aggressively market the project throughout the Site PMA a few months in advance of its opening and continue to monitor market conditions during the project's initial lease-up period. Note that Voucher support has also been considered in determining these absorption projections and that these absorption projections may vary depending upon the amount of Voucher support the subject development receives.

VIII. Local Perspective (Interviews)

We conducted numerous interviews with local sources familiar with the Blacksburg area and the housing, economic and/or demographic characteristics that impact the need for affordable housing. These include, but are not limited to, interviews with local planning and building department representatives, local chamber of commerce and/or economic development officials, housing authority representatives, local real estate professionals and/or apartment managers.

Summaries of key interviews regarding the need for affordable rental housing within the area follow:

- Morgan Hilton, Resident Services Coordinator for Community Housing Partners, a management company that manages several affordable properties in the area, stated there is a need for additional affordable housing in the area. Hilton stated it is difficult for working class households to work in Blacksburg and also afford to live in Blacksburg.
- Gabrielle Bowman, Administrative Assistant for Christiansburg Bluff (Map ID 5), a government-subsidized and market-rate property, stated that there is a need for more affordable housing in the Blacksburg area. Bowman stated that they receive 10 to 20 daily inquiries asking for any potential available units at Christiansburg Bluff. Bowman stated there is a lack of supply since Virginia Tech grew rapidly in recent years, this has driven up the cost of housing in the area up as students take up the existing supply. Most newer developments are restricted to seniors, therefore leading to a shortage in affordable family housing.
- Vicki Lytton, Housing Choice Voucher Program Coordinator, stated affordable housing is greatly needed throughout Montgomery County, as well the surrounding areas. With the cost of living increasing so much each year it is making it hard for families, single-parent households and single-person households to afford housing (and increasing our homeless numbers). The average pay in the area for basic entry level jobs such as retail, customer service, factory/production work is often only slightly above minimum wage and this makes it extremely difficult for the average household to be able to pay rent/mortgage and afford basic necessities. There will always be people that need affordable housing throughout their life, but the majority are looking to better themselves to the point where they no longer will need assistance.

IX. Analysis & Conclusions

Based on the findings of this report, a market exists for the subject property and the project is considered marketable as proposed.

The subject property will offer two- and three-bedroom garden-style units within an elevator-equipped building, an appropriate product type for rental housing such as that proposed at the site.

The five comparable LIHTC projects have a combined occupancy rate of 94.8%. Note that three of the properties are 100.0% occupied with extensive waiting lists. However, Fieldstone Apartments is currently operating with an occupancy rate of 81.0%. According to management at this property, prospective tenants do not want to go through the application process required to reside at the property. Considering the remaining properties are highly occupied, some of which maintain waiting lists, and likely have similar application processes, this appears to be a property-specific and/or management issue and does not appear to be reflective of the performance of the overall LIHTC market.

The subject project will be very competitive in terms of unit sizes and amenities offered. In addition, the subject's proposed gross rents targeting households earning up to 30%, 40%, 50% and 60% of AMHI are generally competitive with the rents being achieved at the comparable properties targeting similar income levels. As such, it is expected that the subject's proposed gross LIHTC rents for these income levels (30%, 40%, 50% and 60% of AMHI) are considered achievable as proposed. The subject's proposed gross LIHTC rents at the 80% of AMHI income level are higher than the rents being achieved at the comparable LIHTC properties, which is expected when considering the higher income targeting. Although the 80% of AMHI rents are higher than the 60% of AMHI rents being achieved at the comparable LIHTC properties, they are considered appropriate for this market. This is especially true considering the market rent advantages that these rents represent, as illustrated in *Section VI*.

The subject project will be well supported demographically, as evidenced by the subject's overall capture rate of 2.2%, which is considered low and easily achievable.

In conclusion, the subject property is considered marketable and is expected to be met with positive demand within the Blacksburg market. Given the strong occupancy rates of most existing competitive rental product surveyed and the deep base of demographic support, we do not anticipate the subject project having any adverse impact on future occupancy rates among existing comparable LIHTC properties in this market.

X.

SITE PHOTOGRAPHS



View of site from the north



View of site from the northeast



View of site from the east



View of site from the southeast



View of site from the south



View of site from the southwest



View of site from the west



View of site from the northwest



North view from site



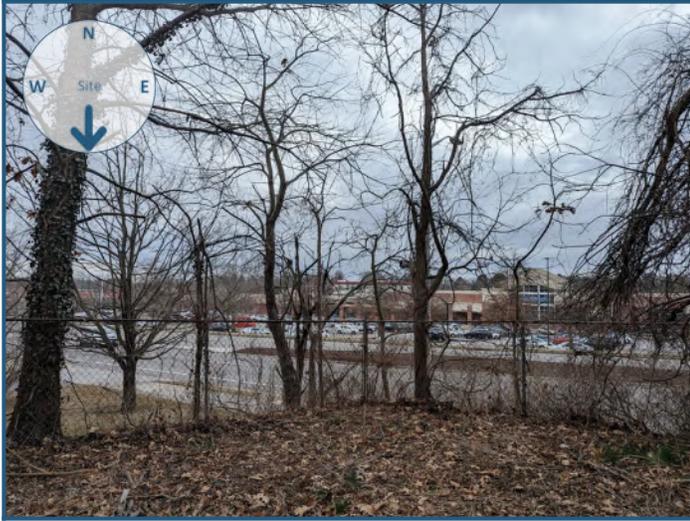
Northeast view from site



East view from site



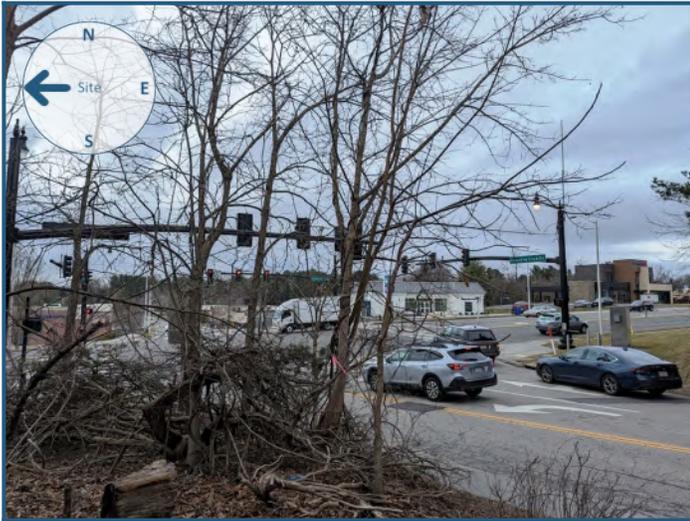
Southeast view from site



South view from site



Southwest view from site



West view from site



Northwest view from site



South View of South Main Street



North View of South Main Street



Southwest View of Country Club Road



Northeast View of Country Club Road

XI.

COMPARABLE
PROPERTY PROFILES

1 Adams at Peppers Ferry 5.0 miles to site



Address: 375 Continental Cir, Christiansburg, VA 24073
 Phone: (540) 251-3048 Contact: Jennifer (By Phone)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 168 Year Built: 2019 Ratings
 Vacant Units: 7 *AR Year: Quality: B+
 Occupancy: 95.8% Yr Renovated: Neighborhood: B+
 Turnover: Stories: 3 Access/Visibility: B/B+
 Waitlist: None
 Rent Special: None



Notes: Rent range due to floor level & view; Preleasing 9/2019, opened 10/2019, stabilized occupancy 8/2020

Features And Utilities

Utility Schedule Provided by: Virginia Housing
 Utility Type & Responsibility: Landlord pays Trash, Cable, Internet

Unit Amenities: Dishwasher; Disposal; Microwave; Range; Refrigerator; Central AC; Ceiling Fan; Controlled Access; W/D Hookup; W/D; Walk-In Closet; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate); Premium Appliances; Premium Countertops; Premium Cabinetry; High/Vaulted Ceilings

Property Amenities: Bike Racks / Storage; Business Center (Computer/Business Center); Multipurpose Room, Community Kitchen, Clubhouse/Community Room; Cafe / Coffee Bar; Pavilion/Gazebo; On-Site Management; Dog Park/Pet Care; Recreation Areas (Firepit, Fitness Center, Grilling Area, Game Room-Billiards, Media Room / Theater, Outdoor Swimming Pool); CCTV; WiFi

Parking Type: Detached Garage; Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	50	2	803	\$1.81 - \$1.90	\$1,450 - \$1,525	Market
2	2	G	84	3	997 - 1,152	\$1.52	\$1,513 - \$1,747	Market
3	2	G	34	2	1,347	\$1.44 - \$1.50	\$1,941 - \$2,016	Market

*Adaptive Reuse

*DTS is based on drive time

3 Cedar Crest 1.3 miles to site



Address: 1325 Brighton Ct, Blacksburg, VA 24060
 Phone: (540) 951-0004 Contact: Tanya (By Phone)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 79 Year Built: 1998
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated: 2021
 Turnover: Stories: 1,2
 Waitlist: 1br 19HH; 2br 44 HH; 3br 31 HH; 94 HH
 Rent Special: None

Ratings
 Quality: B
 Neighborhood: B
 Access/Visibility: B/B

Notes: Tax Credit

Features And Utilities

Utility Schedule Provided by: Virginia Housing

Utility Type & Responsibility: No landlord paid utilities;

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; W/D Hookup; W/D; Walk-In Closet; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate)

Property Amenities: Multipurpose Room, Clubhouse/Community Room; On-Site Management; Recreation Areas (Playground); Social Services (Parties / Picnics)

Parking Type: Street Parking; Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	1	0	768	\$0.70	\$537	40%
1	1	G	2	0	768	\$0.93	\$714	50%
2	1	G	2	0	975	\$0.87	\$847	50%
2	1	G	3	0	975	\$0.97	\$943	60%
2	1.5	T	2	0	1,024	\$0.62	\$635	40%
2	1.5	T	22	0	1,024	\$0.83	\$847	50%
2	1.5	T	4	0	1,024	\$0.92	\$943	60%
3	2.5	T	12	0	1,296	\$0.74	\$954	50%
3	2.5	T	31	0	1,296	\$0.81	\$1,049	60%

*Adaptive Reuse

*DTS is based on drive time

6 Fieldstone Apts. 3.3 miles to site



Address: 401 Given's Lane, Blacksburg, VA 24060
 Phone: (540) 605-8156 Contact: Melthia (By Phone)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 84 Year Built: 2018
 Vacant Units: 16 *AR Year:
 Occupancy: 81.0% Yr Renovated:
 Turnover: Stories: 4
 Waitlist: None
 Rent Special: None

Ratings
 Quality: B+
 Neighborhood: B
 Access/Visibility: B/B

Notes: Tax Credit; Preleasing 5/2018, opened 9/2018
 Does not keep a WL



Features And Utilities

Utility Schedule Provided by: Virginia Housing
 Utility Type & Responsibility: Landlord pays Trash

Unit Amenities: Dishwasher; Disposal; Microwave; Range; Refrigerator; Central AC; Controlled Access; W/D Hookup; W/D; Walk-In Closet; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate)

Property Amenities: Bike Racks / Storage; Community Gardens; Multipurpose Room, Clubhouse/Community Room; On-Site Management; Recreation Areas (Fitness Center, Grilling Area, Playground); CCTV

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	2	G	60	10	787 - 1,065	\$1.37 - \$1.02	\$1,081	50%
3	2	G	24	6	1,265	\$0.98	\$1,241	60%

*Adaptive Reuse

*DTS is based on drive time

8 Forest Hills at Belview 9.4 miles to site



Address: 180 Belview Dr, Radford, VA 24141
 Phone: (540) 639-1100 Contact: Tasha (By Phone)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 70 Year Built: 2012 Ratings
 Vacant Units: 1 *AR Year: Quality: B+
 Occupancy: 98.6% Yr Renovated: Neighborhood: B
 Turnover: Stories: 1,2 Access/Visibility: B+/B+
 Waitlist: None
 Rent Special: None



Notes: Tax Credit; Phasing out carpet; Due to new management, property has to start a new wait list

Features And Utilities

Utility Schedule Provided by: Virginia Housing
 Utility Type & Responsibility: Landlord pays Trash

Unit Amenities: Dishwasher; Disposal; Range; Refrigerator; Central AC; Ceiling Fan; W/D Hookup; W/D; Walk-In Closet; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate)

Property Amenities: Business Center (Computer/Business Center); Multipurpose Room, Clubhouse/Community Room; On-Site Management; Recreation Areas (Basketball, Fitness Center, Playground)

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	8	0	706	\$0.73	\$514	40%
1	1	G	8	0	706	\$0.96	\$675	50%
2	2	G	35	0	1,003	\$0.79	\$796	50%
3	2	G	14	0	1,123	\$0.80	\$904	50%
4	2	G	5	1	1,244	\$0.79	\$980	50%

*Adaptive Reuse

*DTS is based on drive time

10 Henley Place 7.6 miles to site



Address: 1020 Beaver Dr NW, Christiansburg, VA 24073
 Phone: (540) 382-5058 Contact: Samantha (By Phone)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 41 Year Built: 2006 Ratings
 Vacant Units: 0 *AR Year: Quality: A-
 Occupancy: 100.0% Yr Renovated: Neighborhood: B
 Turnover: Stories: 2,3 Access/Visibility: B+/B
 Waitlist: 100 2BR, 60 3BR, 32 4BR; 192 HH
 Rent Special: None



Notes: Rent range due to how many exposed walls & units with attached garage

Features And Utilities

Utility Schedule Provided by: Virginia Housing
 Utility Type & Responsibility: Landlord pays Sewer, Trash

Unit Amenities: Dishwasher; Disposal; Range; Refrigerator; Central AC; Basement; Ceiling Fan; W/D Hookup; W/D; Walk-In Closet; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate)

Property Amenities:

Parking Type: Attached Garage; Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	1.5	T	9	0	1,673	\$0.52	\$862	50%
3	2.5	T	27	0	2,253	\$0.49	\$1,112	60%
4	2.5	T	5	0	2,582	\$0.49	\$1,272	60%

*Adaptive Reuse

*DTS is based on drive time

11 Highlands at Huckleberry Ridge 4.1 miles to site



Address: 535 Blackrock Dr, Blacksburg, VA 24060
 Phone: (540) 724-8575 Contact: Samantha
 Property Type: Market Rate
 Target Population: Family
 Total Units: 388 Year Built: 2015
 Vacant Units: 13 *AR Year:
 Occupancy: 96.6% Yr Renovated:
 Turnover: Stories: 3
 Waitlist: None
 Rent Special: None

Ratings
 Quality: B+
 Neighborhood: B
 Access/Visibility: B-/B

Notes:



Features And Utilities

Utility Schedule Provided by: Virginia Housing
 Utility Type & Responsibility: Landlord pays Trash

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Ceiling Fan; Controlled Access; Fireplace; W/D Hookup; W/D; Walk-In Closet; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate); Premium Appliances; Premium Countertops; High/Vaulted Ceilings

Property Amenities: Bike Racks / Storage; Multipurpose Room, Community Kitchen, Clubhouse/Community Room; Cafe / Coffee Bar; On-Site Management; Dog Park/Pet Care; Recreation Areas (Firepit, Fitness Center, Grilling Area, Game Room-Billiards, Outdoor Swimming Pool, Volleyball); WiFi

Parking Type: Detached Garage; Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	94	0	918	\$1.61	\$1,475	Market
1	1	L	22	0	1,287	\$1.16	\$1,490	Market
2	2	G	168	3	1,209 - 1,267	\$1.30 - \$1.24	\$1,575	Market
2	2	L	26	5	1,584	\$1.07	\$1,700	Market
3	2	G	78	5	1,363 - 1,450	\$1.31 - \$1.23	\$1,785	Market

*Adaptive Reuse

*DTS is based on drive time

12 Huckleberry Court Townhouses 4.0 miles to site



Address: 517 Virginian Dr, Christiansburg, VA 24073
 Phone: (540) 382-5058 Contact: Samantha (By Phone)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 50 Year Built: 2005
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 1,2
 Waitlist: 212 HH
 Rent Special: None

Ratings
 Quality: B+
 Neighborhood: B
 Access/Visibility: B/B

Notes: Tax Credit



Features And Utilities

Utility Schedule Provided by: Virginia Housing

Utility Type & Responsibility: Landlord pays Sewer, Trash

Unit Amenities: Dishwasher; Disposal; Range; Refrigerator; Central AC; Basement; Ceiling Fan; W/D Hookup; W/D; Walk-In Closet; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate)

Property Amenities: On-Site Management

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	2.5	T	5	0	1,185	\$0.68	\$811	50%
2	2.5	T	7	0	1,185	\$0.74	\$873	60%
3	2.5	T	27	0	1,366	\$0.68	\$928	60%
4	2.5	T	11	0	1,860	\$0.58	\$1,086	60%

*Adaptive Reuse

*DTS is based on drive time

17 Reserve at Knollwood 2.5 miles to site



Address: 2401 Pamela Way, Blacksburg, VA 24060
 Phone: (540) 961-0500 Contact: Nadia (By Phone)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 110 Year Built: 2013
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 3
 Waitlist: None
 Rent Special: None

Ratings
 Quality: A
 Neighborhood: B+
 Access/Visibility: B/B+

Notes: Rent range due to updates & view



Features And Utilities

Utility Schedule Provided by: Virginia Housing

Utility Type & Responsibility: Landlord pays Trash, Internet

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Ceiling Fan; W/D Hookup; W/D; Walk-In Closet; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate); Premium Countertops

Property Amenities: Bike Racks / Storage; Business Center (Computer/Business Center); Multipurpose Room, Clubhouse/Community Room; Cafe / Coffee Bar; On-Site Management; Dog Park/Pet Care; Recreation Areas (Fitness Center, Playground, Outdoor Swimming Pool); WiFi

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	33	0	667 - 715	\$1.99 - \$1.87	\$1,330 - \$1,340	Market
2	2	G	67	0	1,058 - 1,112	\$1.58 - \$1.55	\$1,675 - \$1,720	Market
3	2	G	10	0	1,206 - 1,226	\$1.85 - \$1.84	\$2,230 - \$2,260	Market

*Adaptive Reuse

*DTS is based on drive time

20 Smith's Landing 4.5 miles to site



Address: 870 Plantation Rd, Blacksburg, VA 24060
 Phone: (540) 835-5071 Contact: Roxie (By Phone)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 284 Year Built: 2009
 Vacant Units: 1 *AR Year:
 Occupancy: 99.6% Yr Renovated:
 Turnover: Stories: 4,5
 Waitlist: 20 HH
 Rent Special: None

Ratings
 Quality: A
 Neighborhood: B+
 Access/Visibility: B/B

Notes:



Features And Utilities

Utility Schedule Provided by: Virginia Housing

Utility Type & Responsibility: No landlord paid utilities;

Unit Amenities: Dishwasher; Disposal; Microwave; Range; Refrigerator; Central AC; Ceiling Fan; Controlled Access; W/D Hookup; W/D; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate)

Property Amenities: Bike Racks / Storage; Business Center (Computer/Business Center); Multipurpose Room, Clubhouse/Community Room; Cafe / Coffee Bar; On-Site Management; Recreation Areas (Fitness Center, Grilling Area, Walking Path); WiFi

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	108	0	680 - 704	\$1.96 - \$1.89	\$1,330	Market
2	2	G	140	1	1,063 - 1,078	\$1.60 - \$1.58	\$1,700	Market
3	3	G	36	0	1,235 - 1,241	\$1.86 - \$1.85	\$2,295	Market

*Adaptive Reuse

*DTS is based on drive time

21 **Vue at CRC** **2.6 miles to site**



Address: 1902 Research Center Dr, Blacksburg, VA 24060
 Phone: (540) 552-6000 Contact: Daria
 Property Type: Market Rate
 Target Population: Family
 Total Units: 206 Year Built: 2022
 Vacant Units: 2 *AR Year:
 Occupancy: 99.0% Yr Renovated:
 Turnover: Stories: 4 (w/Elev)
 Waitlist: None
 Rent Special: None

Ratings
 Quality: A-
 Neighborhood: B+
 Access/Visibility: B/B+



Notes: Rent range due to floorplan

Features And Utilities

Utility Schedule Provided by: Virginia Housing
 Utility Type & Responsibility: Landlord pays Sewer, Trash, Internet

Unit Amenities: Dishwasher; Disposal; Microwave; Range; Refrigerator; Central AC; Ceiling Fan; Controlled Access; W/D Hookup; W/D; Walk-In Closet; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate); Premium Appliances; Premium Countertops; Premium Fixtures; High/Vaulted Ceilings; Oversized Windows

Property Amenities: Bike Racks / Storage; Car Care (Charging Stations); Multipurpose Room, Rooftop Terrace, Clubhouse/Community Room; Cafe / Coffee Bar; Pavilion/Gazebo; Elevator; On-Site Management; Dog Park/Pet Care; Recreation Areas (Firepit, Fitness Center, Grilling Area, Playground, Outdoor Swimming Pool); CCTV; WiFi

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	52	0	593 - 675	\$2.26 - \$2.07	\$1,340 - \$1,400	Market
2	2	G	91	0	933 - 1,115	\$2.02 - \$1.78	\$1,880 - \$1,990	Market
3	2 - 3	G	63	2	1,174 - 1,216	\$1.93 - \$1.90	\$2,260 - \$2,310	Market

*Adaptive Reuse

*DTS is based on drive time

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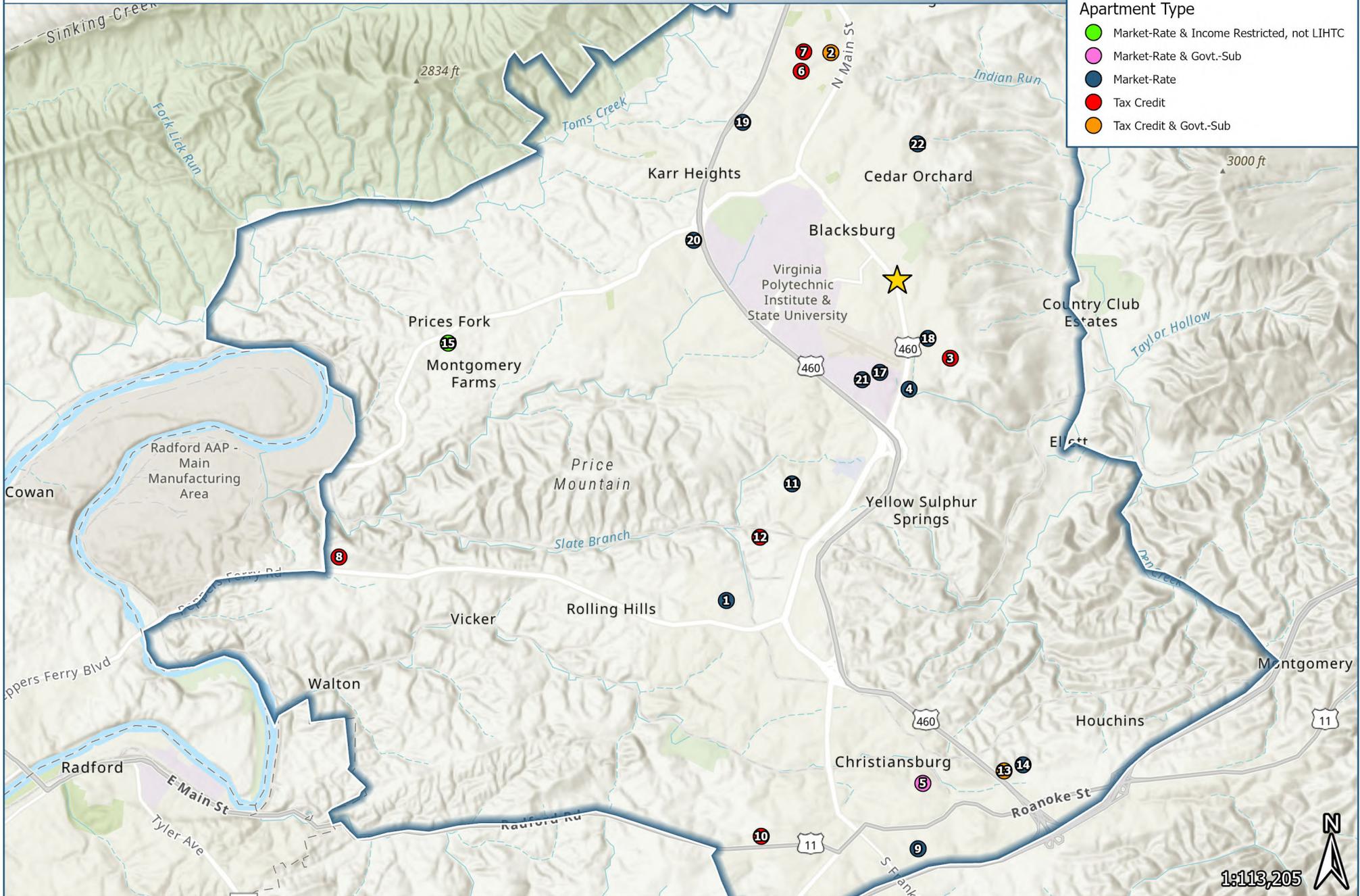
FIELD SURVEY OF CONVENTIONAL RENTALS

★ Site

▬ PMA

Apartment Type

- Market-Rate & Income Restricted, not LIHTC
- Market-Rate & Govt.-Sub
- Market-Rate
- Tax Credit
- Tax Credit & Govt.-Sub



Map ID	Property	Prop Type	Quality Rating	Year Built	Total Units	Vacant	Occ. Rate	Distance To Site*
✓ 1	Adams at Peppers Ferry	MRR	B+	2019	168	7	95.8%	5.0
2	Cambridge Square	TGS	B-	1979	40	0	100.0%	3.2
✓ 3	Cedar Crest	TAX	B	1998	79	0	100.0%	1.3
4	Cedar Pointe	MRR	A	2021	109	2	98.2%	1.3
5	Christiansburg Bluff	MRG	B	1979	120	0	100.0%	7.0
✓ 6	Fieldstone Apts.	TAX	B+	2018	84	16	81.0%	3.3
◆ 7	Fieldstone Senior	TAX	B+	2016	60	0	100.0%	3.1
✓ 8	Forest Hills at Belview	TAX	B+	2012	70	1	98.6%	9.4
9	Harmon Circle Duplexes	MRR	B-	1980	18	0	100.0%	9.2
✓ 10	Henley Place	TAX	A-	2006	41	0	100.0%	7.6
✓ 11	Highlands at Huckleberry Ridge	MRR	B+	2015	388	13	96.6%	4.1
✓ 12	Huckleberry Court Townhouses	TAX	B+	2005	50	0	100.0%	4.0
13	Linden Green	TGS	B+	1979	84	0	100.0%	8.4
14	Mountain View Apts.	MRR	C-	1980	8	0	100.0%	8.3
◆ 15	Prices Fork Village Apts. I	MIN	B	1950	16	0	100.0%	7.2
16	Prices Fork Village Apts. III	MIN	B+	2020	16	1	93.8%	7.2
✓ 17	Reserve at Knollwood	MRR	A	2013	110	0	100.0%	2.5
18	Ridgewood Village	MRR	B	1980	120	3	97.5%	1.0
19	Shawnee Apts.	MRR	B	1980	208	0	100.0%	2.9
✓ 20	Smith's Landing	MRR	A	2009	284	1	99.6%	4.5
✓ 21	Vue at CRC	MRR	A-	2022	206	2	99.0%	2.6
22	Windsor Hills	MRR	B	1969	299	20	93.3%	2.8

*Drive distance in miles

✓ Comparable Property	(MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized	(TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized
◆ Senior Restricted	(TAX) Tax Credit	(INR) Income-Restricted (not LIHTC)
(MRR) Market-Rate	(TGS) Tax Credit & Government-Subsidized	(ING) Income-Restricted (not LIHTC) & Government-Subsidized
(MRT) Market-Rate & Tax Credit	(TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)	(GSS) Government-Subsidized
(MRG) Market-Rate & Government-Subsidized	(TIN) Tax Credit & Income-Restricted (not LIHTC)	(ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
(MIN) Market-Rate & Income-Restricted (not LIHTC)	(TMG) Tax Credit, Market-Rate & Government-Subsidized	



1	Adams at Peppers Ferry 375 Continental Cir, Christiansburg, VA 24073	Contact: Jennifer Phone: (540) 251-3048
	Total Units: 168 UC: 0 Occupancy: 95.8% Stories: 3 Year Built: 2019 BR: 1, 2, 3 Vacant Units: 7 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Rent range due to floor level & view; Preleasing 9/2019, opened 10/2019, stabilized occupancy 8/2020	

2	Cambridge Square 1805 Whipple Dr, Blacksburg, VA 24060	Contact: Will Phone: (540) 953-1870
	Total Units: 40 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1979 BR: 2, 3, 4 Vacant Units: 0 Waitlist: 19 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit; HUD Section 8	



3	Cedar Crest 1325 Brighton Ct, Blacksburg, VA 24060	Contact: Tanya Phone: (540) 951-0004
	Total Units: 79 UC: 0 Occupancy: 100.0% Stories: 1,2 Year Built: 1998 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 1br 19HH; 2br 44 HH; 3br 31 HH; AR Year: Target Population: Family Yr Renovated: 2021 Rent Special: None Notes: Tax Credit	

4	Cedar Pointe 200 Cedar Pointe Drive, Blacksburg, VA 24060	Contact: Blake Phone: (540) 552-2900
	Total Units: 109 UC: 0 Occupancy: 98.2% Stories: 4 w/Elevator Year Built: 2021 BR: 0, 2 Vacant Units: 2 Waitlist: 0 AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Units furnished by default; "B2" style units have balconies	

5	Christiansburg Bluff 595 Republic Rd, Christiansburg, VA 24073	Contact: Gabrielle Phone: (540) 382-1977
	Total Units: 120 UC: 0 Occupancy: 100.0% Stories: 2,3 Year Built: 1979 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 12-16 mos AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: HUD Section 8	

<ul style="list-style-type: none"> Comparable Property Senior Restricted (MRR) Market-Rate (MRT) Market-Rate & Tax Credit (MRG) Market-Rate & Government-Subsidized (MIN) Market-Rate & Income-Restricted (not LIHTC) 	<ul style="list-style-type: none"> (MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized (TAX) Tax Credit (TGS) Tax Credit & Government-Subsidized (TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC) (TIN) Tax Credit & Income-Restricted (not LIHTC) (TMG) Tax Credit, Market-Rate & Government-Subsidized 	<ul style="list-style-type: none"> (TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized (INR) Income-Restricted (not LIHTC) (ING) Income-Restricted (not LIHTC) & Government-Subsidized (GSS) Government-Subsidized (ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
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6	Fieldstone Apts. 401 Given's Lane, Blacksburg, VA 24060	Contact: Melthia Phone: (540) 605-8156
	 <p>Total Units: 84 UC: 0 Occupancy: 81.0% Stories: 4 Year Built: 2018 BR: 2, 3 Vacant Units: 16 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit; Preleasing 5/2018, opened 9/2018 Does not keep a WL</p>	



7	Fieldstone Senior 300 Fieldstone Ln., Blacksburg, VA 24060	Contact: Melthia Phone: (540) 605-8156
	 <p>Total Units: 60 UC: 0 Occupancy: 100.0% Stories: 1 Year Built: 2016 BR: 1, 2 Vacant Units: 0 Waitlist: None AR Year: Target Population: Senior 55+ Yr Renovated: Rent Special: None Notes: Tax Credit</p>	



8	Forest Hills at Belview 180 Belview Dr, Radford, VA 24141	Contact: Tasha Phone: (540) 639-1100
	 <p>Total Units: 70 UC: 0 Occupancy: 98.6% Stories: 1,2 Year Built: 2012 BR: 1, 2, 3, 4 Vacant Units: 1 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit; Phasing out carpet; Due to new management, property has to start a new wait list</p>	



9	Harmon Circle Duplexes 420-465 Harmon Cir., Christiansburg, VA 24073	Contact: Laura Phone: (540) 951-1075
	 <p>Total Units: 18 UC: 0 Occupancy: 100.0% Stories: 1,2 Year Built: 1980 BR: 2, 3 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:</p>	

10	Henley Place 1020 Beaver Dr NW, Christiansburg, VA 24073	Contact: Samantha Phone: (540) 382-5058
	 <p>Total Units: 41 UC: 0 Occupancy: 100.0% Stories: 2,3 Year Built: 2006 BR: 2, 3, 4 Vacant Units: 0 Waitlist: 100 2BR, 60 3BR, 32 4BR; 192 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Rent range due to how many exposed walls & units with attached garage</p>	

<ul style="list-style-type: none"> Comparable Property Senior Restricted (MRR) Market-Rate (MRT) Market-Rate & Tax Credit (MRG) Market-Rate & Government-Subsidized (MIN) Market-Rate & Income-Restricted (not LIHTC) 	<ul style="list-style-type: none"> (MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized (TAX) Tax Credit (TGS) Tax Credit & Government-Subsidized (TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC) (TIN) Tax Credit & Income-Restricted (not LIHTC) (TMG) Tax Credit, Market-Rate & Government-Subsidized 	<ul style="list-style-type: none"> (TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized (INR) Income-Restricted (not LIHTC) (ING) Income-Restricted (not LIHTC) & Government-Subsidized (GSS) Government-Subsidized (ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
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11	Highlands at Huckleberry Ridge 535 Blackrock Dr, Blacksburg, VA 24060	Contact: Samantha Phone: (540) 724-8575
	 <p>Total Units: 388 UC: 0 Occupancy: 96.6% Stories: 3 Year Built: 2015 BR: 1, 2, 3 Vacant Units: 13 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:</p>	



12	Huckleberry Court Townhouses 517 Virginian Dr, Christiansburg, VA 24073	Contact: Samantha Phone: (540) 382-5058
	 <p>Total Units: 50 UC: 0 Occupancy: 100.0% Stories: 1,2 Year Built: 2005 BR: 2, 3, 4 Vacant Units: 0 Waitlist: 212 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit</p>	

13	Linden Green 1600 Simpson Rd NE, Christiansburg, VA 24073	Contact: Woman Phone: (540) 382-8578
	 <p>Total Units: 84 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1979 BR: 1, 2, 3, 4 Vacant Units: 0 Waitlist: 1BR-138, 2BR-48, 3BR-66, 4BR- AR Year: Target Population: Family Yr Renovated: 2010 Rent Special: None Notes: Tax Credit; HUD Section 8</p>	

14	Mountain View Apts. 653 Village Ln., Christiansburg, VA 24073	Contact: Tara Phone: (540) 951-1075
	 <p>Total Units: 8 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1980 BR: 2, 3 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: All units have fireplaces;</p>	



15	Prices Fork Village Apts. I 4237 Prices Fork Rd., Blacksburg, VA 24060	Contact: Kim Phone: (540) 838-2333
	 <p>Total Units: 16 UC: 0 Occupancy: 100.0% Stories: 1 Year Built: 1950 BR: 2 Vacant Units: 0 Waitlist: None AR Year: 2017 Target Population: Senior 55+ Yr Renovated: 2019 Rent Special: None Notes: Does not keep a WL; MRR units include W/D hookups.</p>	

Comparable Property	(MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized	(TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized
Senior Restricted	(TAX) Tax Credit	(INR) Income-Restricted (not LIHTC)
(MRR) Market-Rate	(TGS) Tax Credit & Government-Subsidized	(ING) Income-Restricted (not LIHTC) & Government-Subsidized
(MRT) Market-Rate & Tax Credit	(TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)	(GSS) Government-Subsidized
(MRG) Market-Rate & Government-Subsidized	(TIN) Tax Credit & Income-Restricted (not LIHTC)	(ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
(MIN) Market-Rate & Income-Restricted (not LIHTC)	(TMG) Tax Credit, Market-Rate & Government-Subsidized	

16	Prices Fork Village Apts. III		Contact: Kim		
	4237 Prices Fork Rd, Blacksburg, VA 24060		Phone: (540) 639-0195		
	Total Units: 16	UC: 0	Occupancy: 93.8%	Stories: 2,3	Year Built: 2020
	BR: 2, 3		Vacant Units: 1	Waitlist: None	AR Year:
	Target Population: Family				Yr Renovated:
	Rent Special: None				
	Notes: Market-rate (6 units); Income-restricted, not LIHTC (10 units) Does not keep a WL				

17	Reserve at Knollwood		Contact: Nadia		
	2401 Pamela Way, Blacksburg, VA 24060		Phone: (540) 961-0500		
	Total Units: 110	UC: 0	Occupancy: 100.0%	Stories: 3	Year Built: 2013
	BR: 1, 2, 3		Vacant Units: 0	Waitlist: None	AR Year:
	Target Population: Family				Yr Renovated:
	Rent Special: None				
	Notes: Rent range due to updates & view				

18	Ridgewood Village		Contact: Kendall		
	400 Fairfax Rd, Blacksburg, VA 24060		Phone: (540) 951-8100		
	Total Units: 120	UC: 0	Occupancy: 97.5%	Stories: 2,3	Year Built: 1980
	BR: 1, 2, 3		Vacant Units: 3	Waitlist: 12; 6 mos	AR Year:
	Target Population: Family				Yr Renovated: 2024
	Rent Special: None				
	Notes: Market-Rate (120); - Dishwasher (Random); - Microwave (Random); Converting as tenants move out- W/D (Random); Converting as tenants move out; - Premium Appliances and Premium Countertops (Random); Rents change daily; Converting W/D and hookups as tenants move out; Units without a dishwasher and microwave have reduced rent; Dog park in the spring				

19	Shawnee Apts.		Contact: Tammy		
	1222 University City Blvd, Blacksburg, VA 24060		Phone: (540) 552-2384		
	Total Units: 208	UC: 0	Occupancy: 100.0%	Stories: 2,3	Year Built: 1980
	BR: 1, 2, 3		Vacant Units: 0	Waitlist: 12 mos	AR Year: 2014
	Target Population: Family				Yr Renovated:
	Rent Special: None				
	Notes: PH 1 units have gas stoves; PH II units have electric stoves Phasing out microwaves				

20	Smith's Landing		Contact: Roxie		
	870 Plantation Rd, Blacksburg, VA 24060		Phone: (540) 835-5071		
	Total Units: 284	UC: 0	Occupancy: 99.6%	Stories: 4,5	Year Built: 2009
	BR: 1, 2, 3		Vacant Units: 1	Waitlist: 20 HH	AR Year:
	Target Population: Family				Yr Renovated:
	Rent Special: None				
	Notes:				

Comparable Property	(MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized	(TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized
Senior Restricted	(TAX) Tax Credit	(INR) Income-Restricted (not LIHTC)
(MRR) Market-Rate	(TGS) Tax Credit & Government-Subsidized	(ING) Income-Restricted (not LIHTC) & Government-Subsidized
(MRT) Market-Rate & Tax Credit	(TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)	(GSS) Government-Subsidized
(MRG) Market-Rate & Government-Subsidized	(TIN) Tax Credit & Income-Restricted (not LIHTC)	(ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
(MIN) Market-Rate & Income-Restricted (not LIHTC)	(TMG) Tax Credit, Market-Rate & Government-Subsidized	



21	Vue at CRC 1902 Research Center Dr, Blacksburg, VA 24060	Contact: Daria Phone: (540) 552-6000
		<p>Total Units: 206 UC: 0 Occupancy: 99.0% Stories: 4 w/Elevator Year Built: 2022</p> <p>BR: 1, 2, 3 Vacant Units: 2 Waitlist: None AR Year:</p> <p>Target Population: Family Yr Renovated:</p> <p>Rent Special: None</p> <p>Notes: Rent range due to floorplan</p>

22	Windsor Hills 200 Hampton Ct, Blacksburg, VA 24060	Contact: Kimberly Phone: (540) 291-7796
		<p>Total Units: 299 UC: 0 Occupancy: 93.3% Stories: 3 Year Built: 1969</p> <p>BR: 0, 1, 2, 3 Vacant Units: 20 Waitlist: 3 AR Year:</p> <p>Target Population: Family Yr Renovated: 2023</p> <p>Rent Special: None</p> <p>Notes: W/D optional for renovated units; Renovated units have ceiling fans; Studio apartments only pay cable and internet for utilities.</p>

Comparable Property	(MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized	(TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized
Senior Restricted	(TAX) Tax Credit	(INR) Income-Restricted (not LIHTC)
(MRR) Market-Rate	(TGS) Tax Credit & Government-Subsidized	(ING) Income-Restricted (not LIHTC) & Government-Subsidized
(MRT) Market-Rate & Tax Credit	(TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC)	(GSS) Government-Subsidized
(MRG) Market-Rate & Government-Subsidized	(TIN) Tax Credit & Income-Restricted (not LIHTC)	(ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
(MIN) Market-Rate & Income-Restricted (not LIHTC)	(TMG) Tax Credit, Market-Rate & Government-Subsidized	

Source: Virginia Housing
Effective: 07/2023

Monthly Dollar Allowances

		Garden						Townhome					
		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR	0 BR	1 BR	2 BR	3 BR	4 BR	5 BR
Heating	Natural Gas	9	14	17	21	26	30	9	14	17	21	26	30
	+Base Charge	0	0	0	0	0	0	0	0	0	0	0	0
	Bottled Gas	64	89	114	140	177	204	64	89	114	140	177	204
	Electric	26	36	46	57	72	82	26	36	46	57	72	82
	Heat Pump	0	0	0	0	0	0	0	0	0	0	0	0
	Oil	58	81	104	127	162	185	58	81	104	127	162	185
Cooking	Natural Gas	2	2	3	3	4	5	2	2	3	3	4	5
	Bottled Gas	11	15	20	24	31	35	11	15	20	24	31	35
	Electric	4	5	6	8	10	11	4	5	6	8	10	11
Other Electric		14	20	25	31	39	45	14	20	25	31	39	45
	+Base Charge	0	0	0	0	0	0	0	0	0	0	0	0
Air Conditioning		7	11	14	16	21	23	7	11	14	16	21	23
Water Heating	Natural Gas	4	6	7	9	11	13	4	6	7	9	11	13
	Bottled Gas	27	37	48	58	74	85	27	37	48	58	74	85
	Electric	13	18	23	28	35	40	13	18	23	28	35	40
	Oil	24	33	42	52	66	75	24	33	42	52	66	75
Water		18	25	32	40	50	58	18	25	32	40	50	58
Sewer		21	29	38	46	59	67	21	29	38	46	59	67
Trash Collection		15	15	15	15	15	15	15	15	15	15	15	15
Internet*													
Cable*													
Alarm Monitoring*													

* Estimated- not from source

XIII. Qualifications

The Company

Bowen National Research employs an expert staff to ensure that each market study is of the utmost quality. Each staff member has hands-on experience evaluating sites and comparable properties, analyzing market characteristics and trends, and providing realistic recommendations and conclusions. The Bowen National Research staff has the expertise to provide the answers for your development.

Company Leadership

Patrick Bowen is the President of Bowen National Research. He has prepared and supervised thousands of market feasibility studies for all types of real estate products, including affordable family and senior housing, multifamily market-rate housing and student housing, since 1996. He has also prepared various studies for submittal as part of HUD 221(d)(3) & (4), HUD 202 developments and applications for housing for Native Americans. He has also conducted studies and provided advice to city, county and state development entities as it relates to residential development, including affordable and market rate housing, for both rental and for-sale housing. Mr. Bowen has worked closely with many state and federal housing agencies to assist them with their market study guidelines. Mr. Bowen has his bachelor's degree in legal administration (with emphasis on business and law) from the University of West Florida.

Desireé Johnson is the Director of Operations for Bowen National Research. Ms. Johnson is responsible for all client relations, the procurement of work contracts, and the overall supervision and day-to-day operations of the company. She has been involved in the real estate market research industry since 2006. Ms. Johnson has an Associate of Applied Science in Office Administration from Columbus State Community College.

Market Analysts

Craig Rupert, Market Analyst, has conducted more than 1,000 market feasibility studies throughout the United States since 2010, within both urban and rural markets as well as on various tribal reservations. Mr. Rupert has prepared market studies for numerous types of housing including market-rate, Tax Credit, and various government-subsidized rental product, for-sale product, senior living (assisted living, nursing care, etc.), as well as market studies for retail/commercial space. Market studies prepared by Mr. Rupert have been used for submittal as part of state finance agency Tax Credit and HUD 221 (d)(4) applications, as well as various other financing applications submitted to local, regional, and national-level lenders/financial institutions. Mr. Rupert has a bachelor's degree in Hospitality Management from Youngstown State University.

Jack Wiseman, Market Analyst, has conducted extensive market research in over 200 markets throughout the United States since 2007. He provides thorough evaluation of site attributes, area competitors, market trends, economic characteristics and a wide range of issues impacting the viability of real estate development. He has evaluated market conditions for a variety of real estate alternatives, including affordable and market-rate apartments, retail and office establishments, student housing, and a variety of senior residential alternatives. Mr. Wiseman has a Bachelor of Arts degree in Economics from Miami University.

Jeff Peters, Market Analyst, has conducted on-site inspection and analysis for rental properties throughout the country since 2014. He is familiar with multiple types of rental housing programs, the day-to-day interaction with property managers and leasing agents and the collection of pertinent property details. Mr. Peters graduated from The Ohio State University with a Bachelor of Arts in Economics.

Nathan Stelts, Market Analyst, is experienced in the assessment of housing operating under various programs throughout the country, as well as other development alternatives. He is also experienced in evaluating projects in the development pipeline and economic trends. Mr. Stelts has a Bachelor of Science in Business Administration from Bowling Green State University.

Kwame Amoako, Market Analyst, has conducted site-specific analyses in both metro and rural areas throughout the country. He is familiar with multiple types of rental housing programs, the day-to-day interaction with property managers and leasing agents and the collection of pertinent property details. Mr. Amoako holds a Bachelor of Arts in Business Management from Capital University.

Matthew Brown, Market Analyst, has travelled the country and studied the housing industry in both urban and rural markets. He is able to analyze both the aesthetics and operations of rental housing properties, particularly as they pertain to each particular market. Mr. Brown has a Bachelor Degree in Business Administration, Strategic Marketing and Social Media from the University of the Cumberlands.

Christopher T. Bunch, Market Analyst, has over ten years of professional experience in real estate, including five years of experience in the real estate market research field. Mr. Bunch is responsible for preparing market feasibility studies for a variety of clients. Mr. Bunch earned a bachelor's degree in Geography with a concentration in Urban and Regional Planning from Ohio University in Athens, Ohio.

Lisa Goff, Market Analyst, has conducted site-specific analyses in both rural and urban markets throughout the country. She is also experienced in the day-to-day operation and financing of Low-Income Housing Tax Credit and subsidized properties, which gives her a unique understanding of the impact of housing development on current market conditions.

Braden Henderson, Market Analyst, has researched various rental housing alternatives, both conventional and non-conventional in markets throughout the United States. In addition, he has conducted on-site inspection for existing properties and vacant parcels of land. This experience allows him to evaluate a project's ability to operate successfully within a market and compare it to surrounding comparable properties. Mr. Henderson has a Bachelor of Science degree in Business Administration from The Ohio State University.

Xavier Williams, Market Analyst, has surveyed both urban and rural markets throughout the country. He is trained to understand the nuances of various rental housing programs and their construction and is experienced in the collection of rental housing data from leasing agents, property managers, and other housing experts within the market.

Research Staff

Bowen National Research employs a staff of in-house researchers who are experienced in the surveying and evaluation of all rental and for-sale housing types, as well as in conducting interviews and surveys with city officials, economic development offices, chambers of commerce, housing authorities and residents.

June Davis, Office Manager of Bowen National Research, has been in the market feasibility research industry since 1988. Ms. Davis has overseen production on over 20,000 market studies for projects throughout the United States.

Stephanie Viren is the Research and Travel Coordinator at Bowen National Research. Ms. Viren focuses on collecting detailed data concerning housing conditions in various markets throughout the United States. Ms. Viren has extensive interviewing skills and experience and also possesses the expertise necessary to conduct surveys of diverse pools of respondents regarding population and housing trends, housing marketability, economic development and other socioeconomic issues relative to the housing industry. Ms. Viren's professional specialty is condominium and senior housing research. Ms. Viren earned a Bachelor of Arts in Business Administration from Heidelberg University.

Kelly Wiseman, Research Specialist Director, has significant experience in the evaluation and surveying of housing projects operating under a variety of programs. In addition, she has conducted numerous interviews with experts throughout the country, including economic development, planning, housing authorities and other stakeholders.

Addendum A – Member Certification & Checklist

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

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



Patrick M. Bowen

President

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Date: February 9, 2024



Jeff Peters (Primary Contact)

Market Analyst

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Date: February 9, 2024

Note: Information on the National Council of Housing Market Analysts may be obtained by calling 202-939-1750, or by visiting <http://www.housingonline.com>.

ADDENDUM-MARKET STUDY INDEX

A. INTRODUCTION

Members of the National Council of Housing Market Analysts provide a checklist referencing all components of their market study. This checklist is intended to assist readers on the location content of issues relevant to the evaluation and analysis of market studies.

B. DESCRIPTION AND PROCEDURE FOR COMPLETING

The following components have been addressed in this market study. The section number of each component is noted below. Each component is fully discussed in that section. In cases where the item is not relevant, the author has indicated 'N/A' or not applicable. Where a conflict with or variation from client standards or client requirements exists, the author has indicated a 'VAR' (variation) with a comment explaining the conflict.

C. CHECKLIST

		Section (s)
Executive Summary		
1.	Executive Summary	II
Project Description		
2.	Proposed number of bedrooms and baths proposed, income limitations, proposed rents and utility allowances	III
3.	Utilities (and utility sources) included in rent	III
4.	Project design description	III
5.	Unit and project amenities; parking	III
6.	Public programs included	III
7.	Target population description	III
8.	Date of construction/preliminary completion	III
9.	If rehabilitation, existing unit breakdown and rents	III
10.	Reference to review/status of project plans	III
Location and Market Area		
11.	Market area/secondary market area description	IV
12.	Concise description of the site and adjacent parcels	IV
13.	Description of site characteristics	IV
14.	Site photos/maps	X
15.	Map of community services	IV
16.	Visibility and accessibility evaluation	IV
17.	Crime Information	IV

CHECKLIST (Continued)

		Section (s)
Employment and Economy		
18.	Employment by industry	IV
19.	Historical unemployment rate	IV
20.	Area major employers	IV
21.	Five-year employment growth	IV
22.	Typical wages by occupation	IV
23.	Discussion of commuting patterns of area workers	IV
Demographic Characteristics		
24.	Population and household estimates and projections	IV
25.	Area building permits	V
26.	Distribution of income	IV
27.	Households by tenure	IV
Competitive Environment		
28.	Comparable property profiles	XI
29.	Map of comparable properties	X
30.	Comparable property photographs	XI
31.	Existing rental housing evaluation	V
32.	Comparable property discussion	V
33.	Area vacancy rates, including rates for Tax Credit and government-subsidized	V
34.	Comparison of subject property to comparable properties	V
35.	Availability of Housing Choice Vouchers	V
36.	Identification of waiting lists	V & XII
37.	Description of overall rental market including share of market-rate and affordable properties	V
38.	List of existing LIHTC properties	V
39.	Discussion of future changes in housing stock	V
40.	Discussion of availability and cost of other affordable housing options including homeownership	V
41.	Tax Credit and other planned or under construction rental communities in market area	V
Analysis/Conclusions		
42.	Calculation and analysis of Capture Rate	VII
43.	Calculation and analysis of Penetration Rate	VII
44.	Evaluation of proposed rent levels	V & VI
45.	Derivation of Achievable Market Rent and Market Advantage	VI
46.	Derivation of Achievable Restricted Rent	N/A
47.	Precise statement of key conclusions	II
48.	Market strengths and weaknesses impacting project	II
49.	Recommendations and/or modification to project discussion	II
50.	Discussion of subject property's impact on existing housing	V
51.	Absorption projection with issues impacting performance	II
52.	Discussion of risks or other mitigating circumstances impacting project projection	II
53.	Interviews with area housing stakeholders	V

CHECKLIST (Continued)

Other Requirements		Section (s)
54.	Preparation date of report	Title Page
55.	Date of Field Work	Certification
56.	Certifications	Certification
57.	Statement of qualifications	XIII
58.	Sources of data not otherwise identified	I
59.	Utility allowance schedule	XII