

MARKET STUDY

Property:
Main Street Villas
1312 E Main Street
Lebanon, Virginia 24266



Type of Property:
Affordable Multifamily Development
Elderly
New Construction

Date of Report:
January 6, 2024

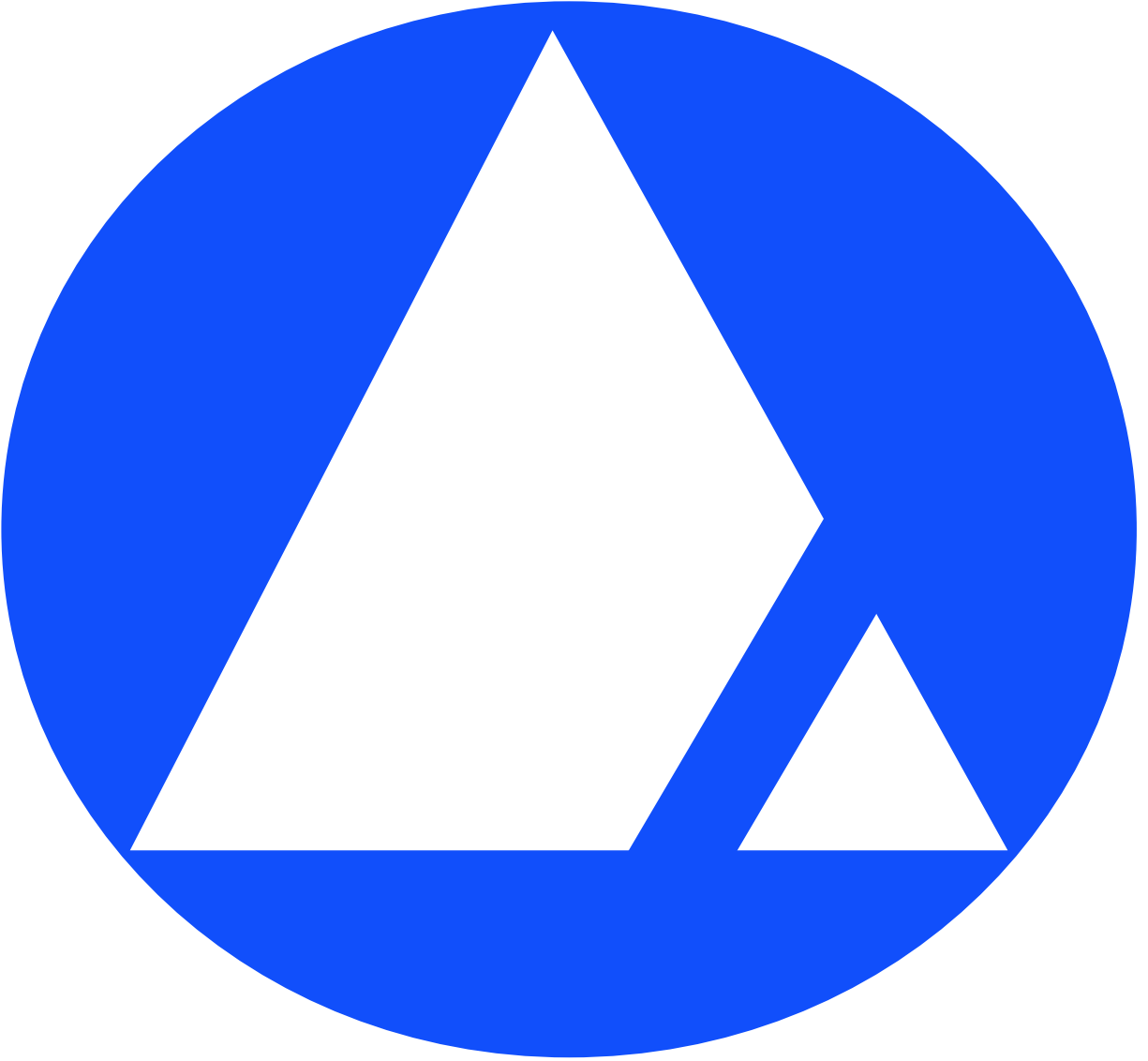
Effective Date:
November 24, 2023

Date of Site Visit:
November 20, 2023

Prepared For:
Mr. Keith Viers
Cumberland Plateau Regional Housing Authority
P.O. Box 1328
Lebanon, Virginia 24266

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January 6, 2024

Mr. Keith Viers
Cumberland Plateau Regional Housing Authority
P.O. Box 1328
Lebanon, Virginia 24266

Re: Main Street Villas

Dear Mr. Keith Viers:

The subject property, known as Main Street Villas, is a proposed affordable multifamily development to be located at 1312 E Main Street in Lebanon, Russell County, Virginia. The subject property is proposed to consist of 21 revenue-producing units to be constructed with an allocation of tax credits. The subject property is a 62+ age restricted community.

The subject property is proposed to consist of 21 revenue-producing units including 1-bedroom garden apartments and duplex units. A total of 5 units are proposed to be income restricted to 30% of AMI; a total of 6 units are proposed to be income restricted to 50% of AMI; a total of 10 units are proposed to be income restricted to 60% of AMI; no units are proposed to be set aside as market rate units; a total of 21 units are proposed to benefit from project-based rental assistance; no units are proposed to benefit from HOME financing. The rent and income restrictions associated with the proposed allocation of tax credits will run for the next 30 years.

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

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

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

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

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

Feel free to contact us with any questions or comments.

Respectfully submitted:
ALLEN & ASSOCIATES CONSULTING

A handwritten signature in blue ink, appearing to read "Jeff Carroll".

Jeff Carroll

EXECUTIVE SUMMARY

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

Project Description

The subject property, known as Main Street Villas, is a proposed affordable multifamily development to be located at 1312 E Main Street in Lebanon, Russell County, Virginia. The subject property is proposed to consist of 21 revenue-producing units to be constructed with an allocation of tax credits. The subject property is a 62+ age restricted community.

Proposed Unit Mix

The subject property is proposed to consist of 21 revenue-producing units including 1-bedroom garden apartments and duplex units. A total of 5 units are proposed to be income restricted to 30% of AMI; a total of 6 units are proposed to be income restricted to 50% of AMI; a total of 10 units are proposed to be income restricted to 60% of AMI; no units are proposed to be set aside as market rate units; a total of 21 units are proposed to benefit from project-based rental assistance; no units are proposed to benefit from HOME financing. The rent and income restrictions associated with the proposed allocation of tax credits will run for the next 30 years.

Unit Type / Income Limit / Rent Limit	Proposed Unit Configuration		Units	Gross Rent	UA	Net Rent
	HOME	Subsidized				
1BR-1BA-771sf / 30% of AMI / 30% of AMI	No	Yes	3	\$720	\$105	\$615
1BR-1BA-633sf / 30% of AMI / 30% of AMI	No	Yes	2	\$720	\$105	\$615
1BR-1BA-633sf / 50% of AMI / 50% of AMI	No	Yes	6	\$720	\$105	\$615
1BR-1BA-633sf / 60% of AMI / 60% of AMI	No	Yes	10	\$720	\$105	\$615
Total/Average			21	\$720	\$105	\$615

Site Description

The subject property includes an irregular-shaped parcel consisting of approximately 3.3 acres and approximately 600 feet of road frontage.

A total of 64 parking spaces are planned for this development (59 regular / 5 accessible / 3.05 spaces per unit). Privately-owned parking areas are planned for the subject property. We normally see 1.5 to 2.0 spaces per unit for projects like the subject. Public transportation is not found in the immediate area. In our opinion, the current parking appears

Additional Considerations:

Zoning	Commercial. Legal, conditional use.
Environmental	New construction. No suspected environmental conditions.
Topography	No issues detected.
Flood	Zone X. Outside the 100-year flood zone.
DDA Status	Russell County, Virginia. Not designated as a Difficult to Develop Area.
QCT Status	Tract 304.01. Not designated as a Qualified Census Tract.
Access	Very Good. Located near a heavily-traveled road.
Visibility	Very Good. Significant traffic and frontage.

In our opinion, the site is suitable for development.

Neighborhood Description

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

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

Additional Considerations:

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

In our opinion, the neighborhood is suitable for development.

Primary Market Area

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

The primary market area includes a population of 48,962 persons and covers a total of 589.7 square miles, making it 27.4 miles across on average.

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

Demographic Characteristics

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

Population	Market area population currently stands at 48,962 and is projected to grow 0.2 percent this year.
Households	Market area households currently stand at 21,019 and is projected to decline 0.2 percent this year.
Renter Households	Market area renter households currently stand at 5,843 and is projected to decline 0.2 percent this year.
Renter Tenure	Market area renter tenure currently stands at 27.8 percent.
Rent Growth	Market area rents have grown 2.99% annually since 2010.

Regional Economic Outlook

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

Est Employment	Regional establishment employment currently stands at 69,040 and is projected to grow 0.8 percent this year.
Civ Employment	Regional civilian employment currently stands at 60,330 and is projected to grow 0.0 percent this year.
Empl by Industry	Regional establishment employment currently stands at 69,040. The data suggests that State and Local Government is the largest employment category accounting for 14.0% of total regional employment. Retail Trade is the second largest category accounting for 13.4% of total employment. Health Care and Social Assistance is the third largest category accounting for 10.0% of total employment. Manufacturing is the fourth largest category accounting for 8.9% of total employment. Accommodation and Food Services is the fifth largest category accounting for 8.3% of total employment.
Top Employers	The top employers include: (1) Food City Distribution Ctr (1001 employees); (2) Clinch Valley Health (700 employees) and; (3) Clinch Valley Med Ctr Senior (700 employees).

Supply Analysis

Our analysis includes a total of 39 confirmed market area properties consisting of 1,216 units. The occupancy rate for these units currently stands at 95 percent. This rate reflects the occupancy for all confirmed market area units, regardless of project status (stabilized, under construction, proposed, etc.).

The following tables summarize our findings for this market area:

Grand Total				
Project Type	Properties	Units	Vacant	Occupancy
Market Rate	25	676	27	96%
Restricted	7	168	9	95%
Subsidized	7	372	27	93%
Total	39	1,216	63	95%

Stabilized				
Family				
Project Type	Properties	Units	Vacant	Occupancy
Market Rate	24	660	25	96%
Restricted	6	141	9	94%
Subsidized	2	208	4	98%
Total	32	1,009	38	96%

Elderly				
Project Type	Properties	Units	Vacant	Occupancy
Market Rate	1	16	2	88%
Restricted	0	0	0	0%
Subsidized	4	138	2	99%
Total	5	154	4	97%

Pipeline				
Family				
Project Type	Properties	Units	Vacant	Occupancy
Market Rate	0	0	0	0%
Restricted	1	27	0	100%
Subsidized	0	5	0	100%
Total	1	32	0	100%

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

Most Comparable Properties

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

Key	Property	Units	Occupancy	Built	Renovated	Rents	Type	Miles to Sub
013	Cedar Ridge Apartments	39	100%	1984	2020	Market Rate	Family	13.46
052	Mountain Empire Apartments	48	100%	1990	na	Market Rate	Family	13.17
062	Promise Landing Apartments	64	97%	1990	na	Market Rate	Family	13.30
088	Whites Mill Road Apartments	16	100%	1996	na	Market Rate	Family	11.41
089	Willow Run Apartments	192	96%	2009	na	Market Rate	Family	12.58

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

Key	Property	Units	Occupancy	Built	Renovated	Rents	Type	Miles to Sub
017	Douglass School Apartments	41	95%	1925	2006	Restricted	Elderly	18.09
021	Eastridge Apartments	96	98%	1970	2008	Restricted	Family	18.32
034	Highland View Apartments	44	93%	1983	2013	Restricted	Family	12.21
041	Lebanon Square Apartments	48	100%	1990	2007	Restricted	Family	1.19
078	Thomas Jefferson Senior Apa	30	100%	1892	2005	Restricted	Elderly	18.47

Achievable Rents

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

Unit Type / Income Limit / Rent Limit	Achievable Rents			Units	Achievable	Proposed	Advantage
	HOME	Subsidized					
1BR-1BA-771sf / 30% of AMI / 30% of AMI	No	Yes		3	\$800	\$615	23.1%
1BR-1BA-633sf / 30% of AMI / 30% of AMI	No	Yes		2	\$800	\$615	23.1%
1BR-1BA-633sf / 50% of AMI / 50% of AMI	No	Yes		6	\$800	\$615	23.1%
1BR-1BA-633sf / 60% of AMI / 60% of AMI	No	Yes		10	\$800	\$615	23.1%
Total / Average				21	\$800	\$615	23.1%

Our analysis suggests an average achievable rent of \$800 for the subject property. This is compared with an average proposed rent of \$615, yielding an achievable rent advantage of 23.1 percent. Overall, the subject property appears to be priced at or below achievable rents for the area.

NCHMA Demand Analysis

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

Unit Type / Rent Type / Income Limit	Vac Units at Market Entry	Gross Demand	Vacant & Pipeline Units	Capture Rate Gross	Capture Rate Net	Penetration Rate	Absorption Pd (Mos)
1-Bedroom / Subsidized / 60% of AMI	21	947	23	2.2%	2.3%	19.0%	3
Project-Wide Gross Capture Rate				2.2%			
Project-Wide Net Capture Rate				2.3%			
Project-Wide Penetration Rate				19.0%			
Stabilized Occupancy				97%			
Project-Wide Absorption Period				3 mos			

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

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

Our analysis suggests that the subject property will stabilize at 97 percent occupancy. We estimate 3 months of absorption and an average absorption rate of 6.5 units per month for this project. In our opinion, the absorption period suggests an appropriate number and mix of units for the subject property.

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

VHDA Demand Analysis

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

Project-Wide Capture Rate - LIHTC Units	3.2%
Project-Wide Capture Rate - Market Units	0.0%
Project-Wide Capture Rate - All Units	3.2%
Project-Wide Absorption Period (Months)	3 mos

Conclusion

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

Because of the demonstrated depth of demand in this area, we do not believe the construction of this property will have an adverse impact on existing projects in the market area.

Main Street Villas
 1312 E Main Street
 Lebanon, Virginia 24266

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Minimum Income	\$3,150								\$3,150
Maximum Income	\$36,240								\$36,240
New Rental Households	25								25
(+)									
Existing Households - Overburdened	490								490
(+)									
Existing Households - Substandard Housing	36								36
(+)									
Elderly Households - Likely to Convert to Rental Housing	138								
(+)									
Existing Qualifying Tenants - To Remain After Renovation									
(+)									
Total Demand	690								552
(-)									
Supply (Directly Comparable Vacant Units Completed or in Pipeline in PMA)	23								23
(=)									
Net Demand	667								529
Proposed Units	21								21
Capture Rate	3.1%								4.0%
Absorption Period (Months)	3 mos								3 mos

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PROJECT OVERVIEW

Project Description

The subject property, known as Main Street Villas, is a proposed affordable multifamily development to be located at 1312 E Main Street in Lebanon, Russell County, Virginia. The subject property is proposed to consist of 21 revenue-producing units to be constructed with an allocation of tax credits. The subject property is a 62+ age restricted community.

Select project details are summarized below:

Project Description	
Property Name	Main Street Villas
Street Number	1312
Street Name	E Main
Street Type	Street
City	Lebanon
County	Russell County
State	Virginia
Zip	24266
Units	21
Project Rent	Subsidized
Project Type	Elderly
Project Status	Prop Const
Financing Type	Tax Credit
Latitude	36.9040
Longitude	-82.0571

Construction and Lease-Up Schedule

We anticipate a 14-month construction period for this project. Assuming a October 1, 2024 closing, this yields a date of completion of December 1, 2025. Our demand analysis (found later in this report) suggests a 3-month absorption period. This yields a date of stabilization of March 1, 2026.

Unit Configuration

The subject property is proposed to consist of 21 revenue-producing units including 1-bedroom garden apartments and duplex units. A total of 5 units are proposed to be income restricted to 30% of AMI; a total of 6 units are proposed to be income restricted to 50% of AMI; a total of 10 units are proposed to be income restricted to 60% of AMI; no units are proposed to be set aside as market rate units; a total of 21 units are proposed to benefit from project-based rental assistance; no units are proposed to benefit from HOME financing. The rent and income restrictions associated with the proposed allocation of tax credits will run for the next 30 years.

Proposed Unit Configuration										
BR	BA	SF	Unit Type	Income Limit	Rent Limit	HOME Units	Subs Units	Total Units	Gross Rent	Net Rent
1	1.0	771	Garden/Flat	30%	30%	No	Yes	3	\$720	\$615
1	1.0	633	Duplex	30%	30%	No	Yes	2	\$720	\$615
1	1.0	633	Duplex	50%	50%	No	Yes	6	\$720	\$615
1	1.0	633	Duplex	60%	60%	No	Yes	10	\$720	\$615
Total/Average		653						21	\$720	\$615

Income & Rent Limits

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

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

Source: HUD; State Housing Finance Agency

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

Historical Median Income		
Year	\$	Change
2014	\$44,900	-3.4%
2015	\$46,000	2.4%
2016	\$48,000	4.3%
2017	\$54,500	13.5%
2018	\$54,800	0.6%
2019	\$55,500	1.3%
2020	\$56,000	0.9%
2021	\$53,300	-4.8%
2022	\$54,100	1.5%
2023	\$63,100	16.6%

Source: HUD

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

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

Source: HUD

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

Fair Market Rents	
Unit Type	Gross Rent
0 Bedroom	\$715
1 Bedroom	\$720
2 Bedroom	\$905
3 Bedroom	\$1,138
4 Bedroom	\$1,293

Source: HUD



IMPROVEMENT DESCRIPTION & ANALYSIS

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

Building Features

The subject property is proposed to consist of 21 revenue-producing units in 10 residential buildings and 0 non-residential buildings. The development is proposed to include approximately 13,707 square feet of net rentable area and 18,121 square feet of gross building area.

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

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

The subject property is proposed to include slab on grade foundations.

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

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

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

The subject is proposed to include vinyl siding, double hung vinyl double pane windows, steel clad insulated six-panel unit entry doors, and steel clad insulated six-panel patio doors with glass panels.

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

The subject is proposed to include gabled asphalt shingle roofs.

Vertical Transportation - Elevator, Interior Stair Systems

The subject property is a proposed 2-story development which is proposed to include 10 residential buildings with no elevators.

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

Domestic water piping is proposed to be constructed of CPVC pipe and fittings. Wastewater lines consist of PVC pipe and fittings. Potable hot water is proposed to be supplied via individual electric hot water heaters.

HVAC - Heating, Air Conditioning, Ventilation

The subject property is proposed to include individual interior-mounted electric heat, individual exterior-mounted a/c compressors with interior-mounted air handlers.

Electrical and Communications - Distribution, Aluminum Wiring, etc.

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

Fire Suppression

The subject property is proposed to be equipped with an NFPA-13 fully automatic fire suppression (sprinkler) system. In addition, hard-wired smoke detectors with battery backup are proposed in each bedroom area.

Unit Features

The subject property is proposed to contain 21 revenue-producing units including 0 regular units and 21 accessible units, including 21 bedrooms, 21 full bathrooms and 0 half bathrooms.

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

Walls / Ceilings / Interior Doors

Subject property units are proposed to include 8 foot ceilings, painted gypsum wallboard & ceilings, wood solid-core flat panel interior doors and wood solid-core flat panel closet doors.

Floor Covering

Floor covering is proposed to consist of luxury vinyl plank in the entryways, bathrooms, and kitchens along with luxury vinyl plank in the living areas and bedrooms.

Kitchens

Kitchens are proposed to include electric four-top ranges, range hoods, frost-free refrigerators, dishwashers, composite wood cabinets, laminated countertops and stainless steel sinks.

Bathrooms

Bathrooms are proposed to include composite wood vanities, cultured marble countertops, porcelain sinks & toilets, along with fiberglass tubs & surrounds.

Project Amenities

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

Site & Common Area Amenities

A business/computer center, community center, gazebo/patio, and herb garden are proposed for the subject property.

Parking

Open parking is proposed for the subject property.

Laundry

Washer/dryer units are proposed for the subject property.

Security

No security amenities are proposed for the subject property.

Services

No special services are proposed for the subject property.

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

Utility Configuration

The subject property is proposed to include electric heat, electric cooking and electric hot water. All utilities - with the exception of trash - are proposed to be paid by the resident.

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

Utility Allowances										
BR	BA	SF	Unit Type	Inc Lmt	Rnt Lmt	HOME	Subs	Units	UA	HUD UA
1	1.0	771	Garden/Flat	30% of AMI	30% of AMI	No	Yes	3	\$105	\$117
1	1.0	633	Duplex	30% of AMI	30% of AMI	No	Yes	2	\$105	\$131
1	1.0	633	Duplex	50% of AMI	50% of AMI	No	Yes	6	\$105	\$131
1	1.0	633	Duplex	60% of AMI	60% of AMI	No	Yes	10	\$105	\$131
Total/Average								21	\$105	\$129

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

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

Useful Life Analysis

We anticipate a useful/economic life of 50 years for this development, assuming that appropriate replacement reserves are established for this property.

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

		Actual Age Effective Age Condition			Rank		
		Rating					
Key	Project Name	Actual Age	Effective Age	Property Condition	Actual Age	Effective Age	Property Condition
Sub	Main Street Villas	2023	2023	4.50	1	1	1
013	Cedar Ridge Apartments	1984	1984	2.50	7	11	9
017	Douglass School Apartments	1925	2006	2.00	10	3	11
021	Eastridge Apartments	1970	1998	2.50	9	6	9
034	Highland View Apartments	1983	2003	4.00	8	4	2
041	Lebanon Square Apartments	1990	2000	3.50	4	5	5
052	Mountain Empire Apartments	1990	1995	3.75	4	7	4
062	Promise Landing Apartments	1990	1990	4.00	4	10	2
078	Thomas Jefferson Senior Apartments	1892	1995	3.50	11	7	5
088	Whites Mill Road Apartments	1996	1995	3.25	3	7	8
089	Willow Run Apartments	2009	2009	3.50	2	2	5

Source: Allen & Associates; Sponsor

Amenities

		Site & Common Area Amenities																				
Key	Project Name	Ball Field	BBQ Area	Billiards Game Rm	Business Comp Ctr	Car Care Center	Community Center	Elevator	Fitness Center	Gazebo Patio	Hot Tub Jacuzzi	Herb Garden	Horseshoes	Lake	Library	Movie Media Ctr	Picnic Area	Playground	Pool	Sauna	Sports Court	Walking Trail
Sub	Main Street Villas	no	no	no	yes	no	yes	no	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no
013	Cedar Ridge Apartments	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
017	Douglass School Apartments	no	no	no	yes	no	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no	no
021	Eastridge Apartments	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
034	Highland View Apartments	no	no	no	no	no	yes	no	no	no	no	no	no	no	no	no	no	yes	no	no	no	no
041	Lebanon Square Apartments	no	no	no	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
052	Mountain Empire Apartments	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
062	Promise Landing Apartments	no	no	no	no	no	yes	no	yes	no	no	no	no	no	no	no	no	yes	yes	no	yes	no
078	Thomas Jefferson Senior Apartments	no	no	no	yes	no	yes	yes	no	yes	no	no	no	no	yes	no	no	no	no	no	no	no
088	Whites Mill Road Apartments	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
089	Willow Run Apartments	no	yes	no	no	no	no	no	yes	no	no	no	no	no	no	no	yes	yes	yes	no	no	no

		Unit Amenities					Kitchen Amenities					Air Conditioning				Heat					
Key	Project Name	Blinds	Ceiling Fans	Carpeting	Fireplace	Patio Balcony	Storage	Stove	Refrigerator	Disposal	Dishwasher	Microwave	Central	Wall Units	Window Units	None	Central	Wall Units	Baseboards	Boiler Radiator	None
Sub	Main Street Villas	yes	no	yes	no	yes	no	yes	yes	no	yes	no	yes	no	no	no	yes	no	no	no	no
013	Cedar Ridge Apartments	yes	no	yes	no	yes	yes	yes	yes	no	no	no	yes	no	no	no	yes	no	no	no	no
017	Douglass School Apartments	yes	yes	yes	no	no	no	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no
021	Eastridge Apartments	yes	no	yes	no	yes	no	yes	yes	no	no	no	yes	no	no	no	yes	no	no	no	no
034	Highland View Apartments	yes	no	yes	no	no	yes	yes	yes	no	yes	no	yes	no	no	no	yes	no	no	no	no
041	Lebanon Square Apartments	yes	no	yes	no	yes	no	yes	yes	no	no	no	yes	no	no	no	yes	no	no	no	no
052	Mountain Empire Apartments	yes	no	yes	no	yes	no	yes	yes	no	yes	no	yes	no	no	no	yes	no	no	no	no
062	Promise Landing Apartments	no	no	some	no	yes	no	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no
078	Thomas Jefferson Senior Apartments	yes	no	yes	no	no	no	yes	yes	no	yes	no	yes	no	no	no	yes	no	no	no	no
088	Whites Mill Road Apartments	yes	no	yes	no	no	no	yes	yes	no	yes	no	no	yes	no	no	no	yes	no	no	no
089	Willow Run Apartments	yes	no	yes	no	no	no	yes	yes	yes	yes	yes	yes	no	no	no	yes	no	no	no	no

		Parking					Laundry			Security						Services						
Key	Project Name	Garage	Covered Parking	Assigned Parking	Open Parking	None	Central	W/D Units	W/D Hookups	Call Buttons	Controlled Access	Courtesy Officer	Monitoring	Security Alarms	Security Patrols	After School	Concierge	Hair Salon	Health Care	House-keeping	Meals	Transportation
Sub	Main Street Villas	no	no	no	yes	no	no	yes	no	no	no	no	no	no	no	na	na	na	na	na	na	na
013	Cedar Ridge Apartments	no	no	no	yes	no	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no
017	Douglass School Apartments	no	no	no	yes	no	yes	no	no	yes	yes	no	no	yes	no	no	no	no	no	no	no	0
021	Eastridge Apartments	no	no	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
034	Highland View Apartments	no	no	no	yes	no	yes	no	some	no	no	no	no	no	no	no	no	no	no	no	no	no
041	Lebanon Square Apartments	no	no	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
052	Mountain Empire Apartments	no	no	no	yes	no	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no
062	Promise Landing Apartments	no	no	no	yes	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no
078	Thomas Jefferson Senior Apartments	no	no	no	yes	no	yes	no	no	yes	yes	no	no	no	no	no	no	no	no	no	no	no
088	Whites Mill Road Apartments	no	no	no	yes	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no	no
089	Willow Run Apartments	no	no	no	yes	no	yes	no	yes	no	no	no	no	no	no	na	na	na	na	na	na	na

Source: Allen & Associates; Sponsor

Utilities

Key	Project Name	Tenant-Paid											Owner-Paid										
		Heat / Gas	Heat / Electric	Cooking / Gas	Cooking / Electric	Other / Electric	AC / Electric	HW / Gas	HW / Electric	Water	Sewer	Trash	Heat / Gas	Heat / Electric	Cooking / Gas	Cooking / Electric	Other / Electric	AC / Electric	HW / Gas	HW / Electric	Water	Sewer	Trash
Sub	Main Street Villas	no	yes	no	yes	yes	yes	no	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no	yes
013	Cedar Ridge Apartments	yes	no	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
017	Douglass School Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
021	Eastridge Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
034	Highland View Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
041	Lebanon Square Apartments	no	yes	no	yes	yes	yes	no	yes	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no	no
052	Mountain Empire Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
062	Promise Landing Apartments	no	yes	no	yes	yes	yes	no	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no	yes
078	Thomas Jefferson Senior Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
088	Whites Mill Road Apartments	no	yes	no	yes	yes	yes	no	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no	yes
089	Willow Run Apartments	no	yes	no	yes	yes	yes	no	yes	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no	no

Source: Allen & Associates; Sponsor

HUD Utility Schedule Model Output

	0 Bedroom	1 Bedroom	2 Bedroom	3 Bedroom	4 Bedroom
Heat - Gas	40	46	51	57	63
Heat - Elec	16	19	23	26	28
Cooking - Gas	4	5	7	9	11
Cooking - Elec	5	6	9	11	14
Other Electric	19	22	31	40	49
Air Conditioning	3	4	5	7	8
Hot Water-Gas	10	11	16	21	26
Hot Water-Elec	13	15	19	23	27
Water	23	25	39	60	80
Sewer	24	26	40	61	81
Trash	9	9	9	9	9

Source: Local Utility Providers; HUD

SITE DESCRIPTION & ANALYSIS

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

Survey

A survey for the subject property was not provided to the analyst for review. Current surveys should be evaluated to ascertain whether there are any easements encumbering the subject property.

Site Plan

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

Acres / Lot Shape / Frontage

The subject property includes an irregular-shaped parcel consisting of approximately 3.3 acres and approximately 600 feet of road frontage.

Zoning

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

Parking / Streets / Curbs / Sidewalks

A total of 64 parking spaces are planned for this development (59 regular / 5 accessible / 3.05 spaces per unit). Privately-owned parking areas are planned for the subject property. We normally see 1.5 to 2.0 spaces per unit for projects like the subject. Public transportation is not found in the immediate area. In our opinion, the current parking appears adequate for the subject property.

Dumpsters / Dumpster Enclosures

The subject includes 2 publicly-owned dumpsters along with 2 privately-owned wood enclosures.

Landscaping / Perimeter Fence / Retaining Walls / Entry Sign

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

Stormwater Management / Site Lighting / Water Service / Wastewater Service

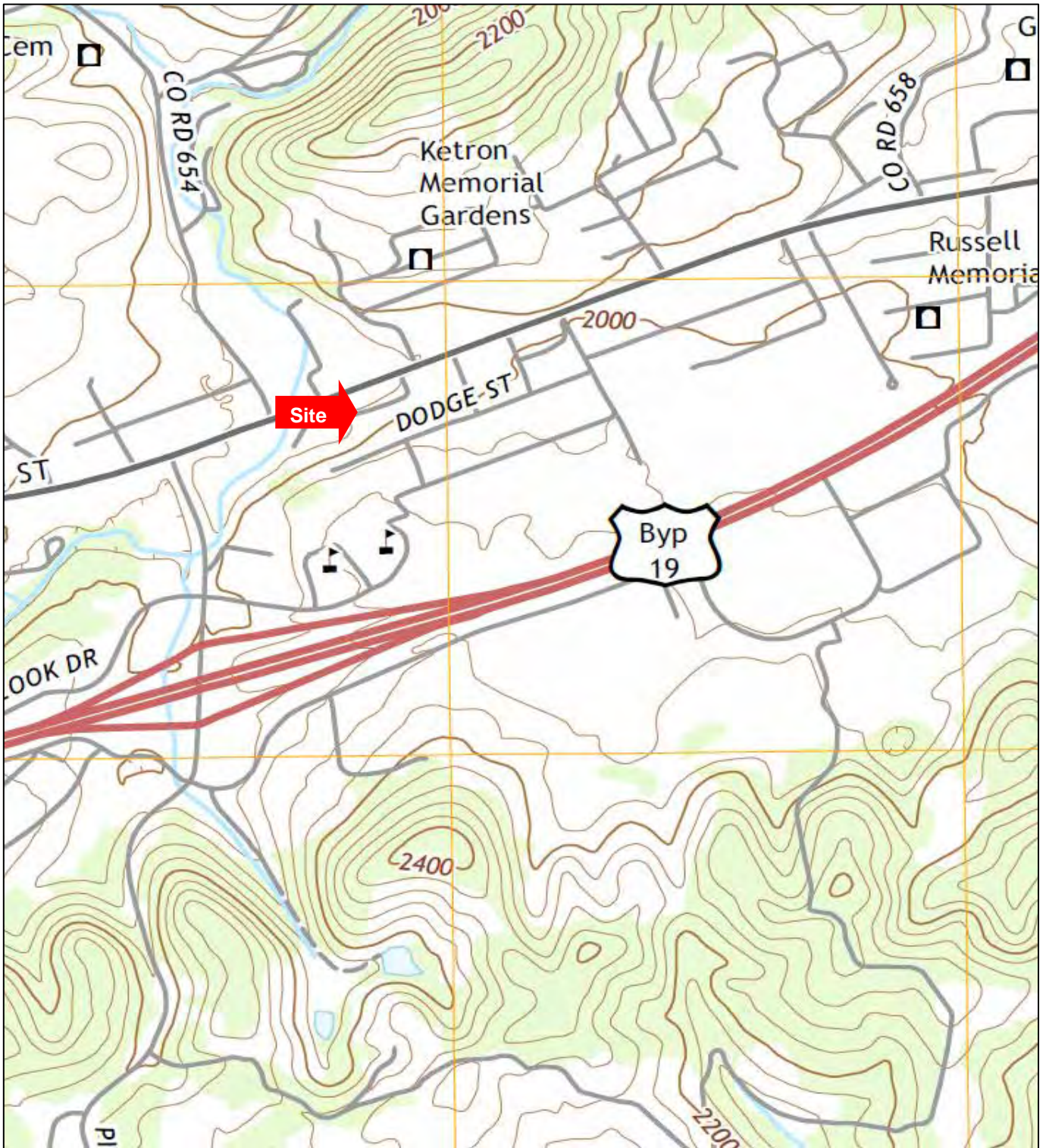
Stormwater management consists of catch basins and concrete pipe connecting to a public system. Site lighting consists of publicly-owned HID poles. Domestic water service to buildings consists of ductile iron pipe connecting to a public system. Wastewater service to buildings consists of PVC pipe connecting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

Nuisances, Hazards, Detrimental Influences & Environmental

We did not observe any nuisances, hazards, detrimental influences or recognized environmental conditions on our inspection of the subject property. Nevertheless, we recommend that the sponsor obtain a comprehensive environmental assessment from a qualified professional.

Topography


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



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

Flood Zone

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


RiskMeter

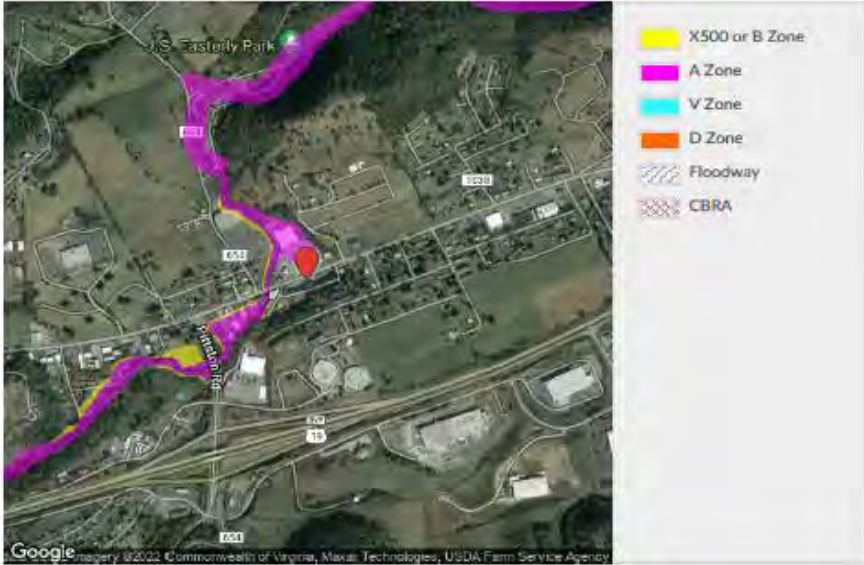
LATITUDE: 36.904019, LONGITUDE: -82.057094

LOCATION ACCURACY: LiberalizedLocation LATITUDE: 36.904019 LONGITUDE: -82.057094 MATCH CODE: SOURCE: CENSUS BLOCK ID: 511670304012094

Flood Zone Determination Report

Flood Zone Determination: OUT ▲

SFHA (FLOOD ZONE)	OUT	WITHIN 250 FEET OF FLOOD ZONE	YES
FLOOD ZONE	X	COMMUNITY	510222
COMMUNITY NAME	LEBANON, TOWN OF	PANEL	0245C
PANEL DATE	September 29, 2010	COBRA	OUT
PARTICIPATION STATUS	R	ORIGIN FIRM DATE	January 16, 1987
MAP NUMBER	51167C0245C	FIPS CODE	51167



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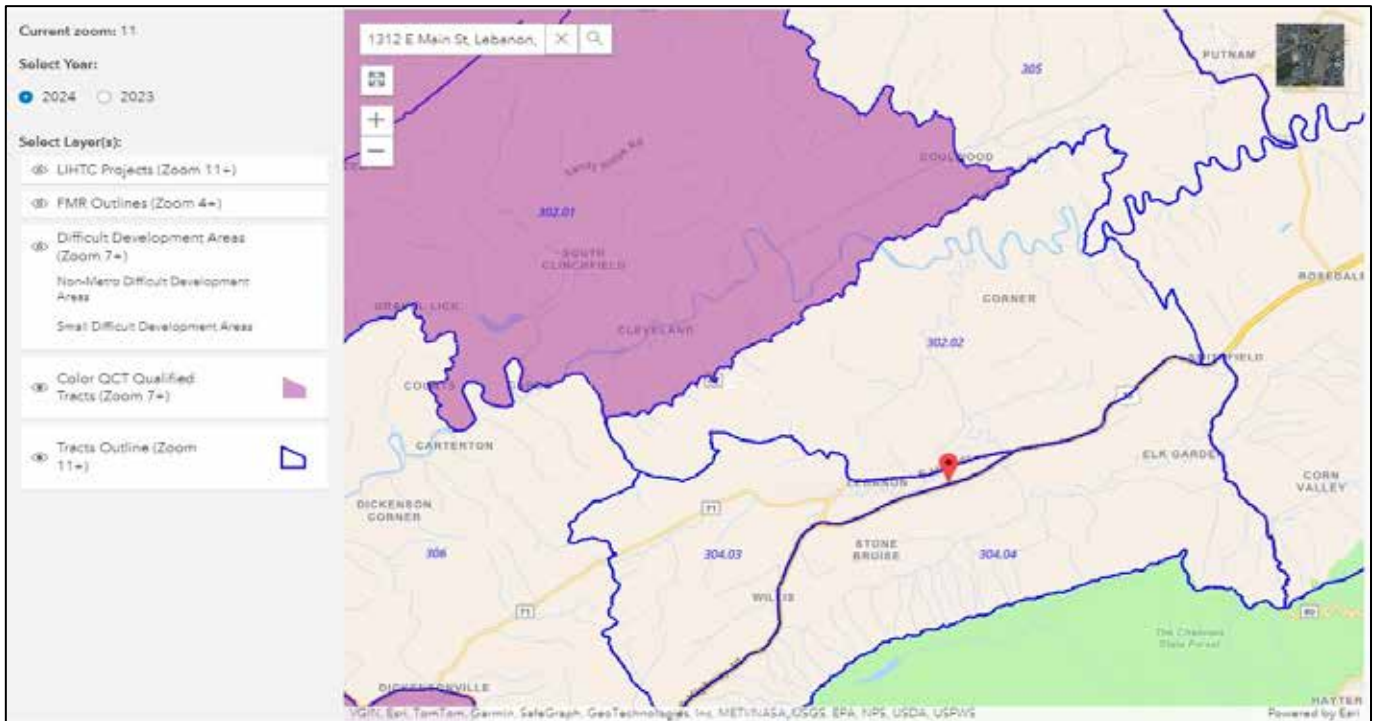
According to FEMA map number 51167C0245C dated September 29, 2010, the subject property is located in Zone X. This is an area that is identified as being located outside - but near - the 100-year flood zone.

Difficult to Develop Area Status

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

Qualified Census Tract Status

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



The subject property is located in Census Tract 304.03 - an area that is not designated as a Qualified Census Tract. Consequently, the subject property does not appear to qualify for special QCT funding under state and federal programs.

Traffic Patterns, Access & Visibility

A traffic map identifying the subject property is found below:



Access

The subject property is located on E Main Street, approximately 2 blocks east of Pittston Road in Lebanon, Virginia. Main Street is a moderately-traveled east-west road carrying approximately 8,000 vehicles per day. Pittston Road is a moderately-traveled north-south road carrying approximately 9,500 vehicles per day. We did not observe any road or infrastructure improvements taking place in the immediate vicinity of the subject property. In our opinion, therefore, accessibility is very good by virtue of the location of the subject property relative to existing streets and thoroughfares.

Visibility

The subject property is visible from Main Street with +/- 600 feet of frontage and a significant volume of drive-by traffic. Consequently, in our opinion visibility is very good by virtue of the exposure of the subject property to existing drive-by traffic volumes.

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

Access & Visibility						
Rating				Rank		
Key	Project Name	Access	Visibility	Access	Visibility	
Sub	Main Street Villas	4.50	4.50	1	1	
013	Cedar Ridge Apartments	3.50	3.50	3	3	
017	Douglass School Apartments	4.00	4.00	2	2	
021	Eastridge Apartments	2.50	2.50	8	7	
034	Highland View Apartments	3.00	3.00	4	4	
041	Lebanon Square Apartments	2.00	2.00	10	8	
052	Mountain Empire Apartments	3.00	2.00	4	8	
062	Promise Landing Apartments	2.00	2.00	10	8	
078	Thomas Jefferson Senior Apartments	3.00	3.00	4	4	
088	Whites Mill Road Apartments	3.00	3.00	4	4	
089	Willow Run Apartments	2.50	2.00	8	8	

Source: Allen & Associates

NEIGHBORHOOD DESCRIPTION & ANALYSIS

Neighborhood

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

Life Cycle

Neighborhoods are sometimes thought to evolve through four distinct stages:

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

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

Surrounding Properties

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

Commercial is located to the north; Vacant Land is located to the south; Commercial is located to the east; and Commercial is located to the west of the subject property.

Surrounding property uses are summarized in the table found below:

Surrounding Properties		
Direction	Use	Condition
North	Commercial	Good
South	Vacant Land	-
East	Commercial	Good
West	Commercial	Good

Source: Allen & Associates

Economic Characteristics

The subject property is located in an area with average household incomes of \$45,139 (in constant 2015 dollars); this is compared with \$30,589 for the most comparable properties included in this analysis.

In addition, the subject property is located in an area with median cash rents of \$516 (in constant 2015 dollars); this is compared with \$524 for the most comparable properties included in this analysis.

Finally, the subject property is located in an area with median single family home values of \$150,500 (in constant 2015 dollars); this is compared with \$128,164 for the most comparable properties included in this analysis.

Crime Rates

The subject property is located in an area with personal crime rates of 2.0%. Personal crime includes offenses such as rape, murder, robbery and assault. Our research suggests that the average personal crime rate for the most comparable properties stands at 2.2%.

In addition, the subject property is located in an area with property crime rates of 1.6%. Property crimes include offenses such as burglary, larceny and theft. Our research suggests that the average property crime rate for the most comparable properties stands at 2.6%.

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

Educational Attainment

The subject property is located in an area with high school graduation rates of 82.5%; this is compared with 73.9% for the most comparable properties included in this analysis.

In addition, the subject property is located in an area with college graduation rates of 18.5%; this is compared with 20.5% for the most comparable properties included in this analysis.

Commuting Patterns

The subject property is located in an area with an average drive to work of 24.4 minutes; this is compared with 20.1 minutes for the most comparable properties included in this analysis.

In addition, the subject property is located in an area with an average of 1.93 vehicles per household; this is compared with 1.37 vehicles per household for the most comparable properties included in this analysis.

Conclusion

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

Proximity to Area Amenities

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

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

Proximity to Area Amenities		
Amenity	Name	Miles
Bank	New Peoples Bank	0.1
Grocery	Food City	0.2
Emergency Clinic	Ballad Health Medical Associates Urgent Care	0.4
Pharmacy	Walgreens Pharmacy	0.2
Discount Store	Save A Lot	0.4
Elementary School	Lebanon Primary School	0.4
Middle School	Lebanon Middle School	1.4
High School	Lebanon High School	3.0
Bus Stop	-	-

Source: Google Maps

New Peoples Bank, Food City, Walgreens Pharmacy, and Save A Lot are all located less than 0.4 miles away from the subject property. Ballad Health Medical Associates Urgent Care is located 0.4 miles away.

Number of Area Amenities

We utilized Microsoft MapPoint to evaluate the subject and the most comparable properties with respect to the number of amenities in the immediate area.

- Microsoft MapPoint identified 7 banks within 2.0 miles of the subject property. The subject is ranked 5 out of the 11 properties included in this analysis.
- A total of 4 grocery stores are in the vicinity of the subject property. The subject is ranked 7 for the area.
- A total of 2 hospital are in the vicinity of the subject property. The subject is ranked 1 for the area.
- A total of 5 pharmacies are in the vicinity of the subject property. The subject is ranked 5 for the area.
- A total of 6 shopping establishments are in the vicinity of the subject property. The subject is ranked 7 for the area.

Nearest Area Amenities

We utilized Microsoft MapPoint to evaluate the subject and the most comparable properties with respect to the nearest area amenities.

- According to Microsoft MapPoint, the nearest bank is 0.37 miles away from the subject property. The subject is ranked 1 out of the 11 properties included in this analysis.
- The nearest grocery store is 0.17 miles away from the subject property. The subject is ranked 2 for the area.
- The nearest hospital is 1.18 miles away from the subject property. The subject is ranked 2 for the area.
- The nearest pharmacy is 0.21 miles away from the subject property. The subject is ranked 1 for the area.
- The nearest shopping center is 0.37 miles away from the subject property. The subject is ranked 3 for the area.

Conclusion

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

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

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

Neighborhood Ratings

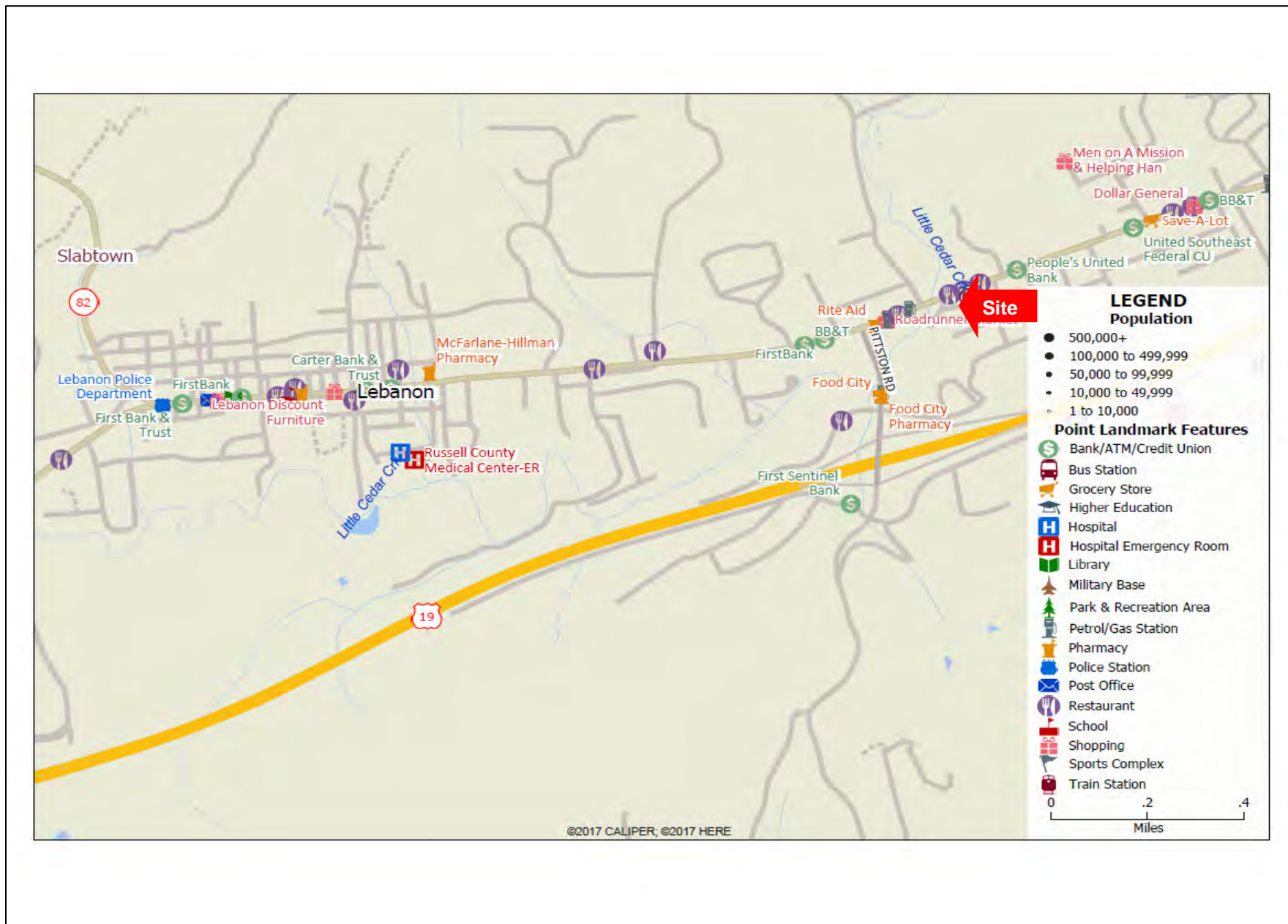
		Rating								Rank (1 = Property with Highest Rating)								Final Rating (1-5 Scale)
		Surrounding Area			Crime Rates		Education		Commute	Surrounding Area			Crime Rates		Education		Commute	
Key	Project Name	Avg HH Income (2015 \$)	Med Cash Rent (2015 \$)	Med SF Value (2015 \$)	Personal Crime	Property Crime	High School or More	Bachelor's or More	Average Commute	Avg HH Income (2015 \$)	Med Cash Rent (2015 \$)	Med SF Value (2015 \$)	Personal Crime	Property Crime	High School or More	Bachelor's or More	Average Commute	
Sub	Main Street Villas	\$45,139	\$516	\$150,500	2.0%	1.6%	82.5%	18.5%	24.45	3	6	4	5	3	4	5	11	3.70
013	Cedar Ridge Apartments	\$38,185	\$542	\$114,700	0.3%	0.3%	78.2%	16.8%	20.27	6	5	6	1	1	5	6	7	3.70
017	Douglass School Apartments	\$9,516	\$286	\$54,200	1.4%	3.0%	62.7%	5.9%	17.82	10	10	9	2	7	9	9	2	2.10
021	Eastridge Apartments	\$24,150	\$711	\$50,900	2.2%	1.0%	58.8%	4.1%	23.40	7	2	11	6	2	11	11	10	2.20
034	Highland View Apartments	\$16,447	\$413	\$108,100	2.7%	5.1%	74.5%	9.0%	15.57	9	9	7	8	11	6	8	1	2.10
041	Lebanon Square Apartments	\$19,963	\$459	\$96,500	2.9%	3.4%	66.5%	27.6%	20.81	8	8	8	9	9	8	4	8	2.00
052	Mountain Empire Apartments	\$47,530	\$620	\$223,700	3.3%	2.0%	85.8%	38.4%	19.34	1	3	1	10	4	1	2	4	4.50
062	Promise Landing Apartments	\$47,530	\$620	\$223,700	3.3%	2.0%	85.8%	38.4%	19.34	1	3	1	10	4	1	2	4	4.50
078	Thomas Jefferson Senior Apartments	\$9,516	\$286	\$54,200	1.4%	3.0%	62.7%	5.9%	17.82	10	10	9	2	7	9	9	2	2.10
088	Whites Mill Road Apartments	\$38,194	\$471	\$217,700	1.9%	2.9%	83.8%	47.7%	19.89	5	7	3	4	6	3	1	6	3.80
089	Willow Run Apartments	\$40,313	\$839	\$115,600	2.6%	4.4%	72.0%	13.4%	22.85	4	1	5	7	10	7	7	9	2.80

Proximity to Area Amenities

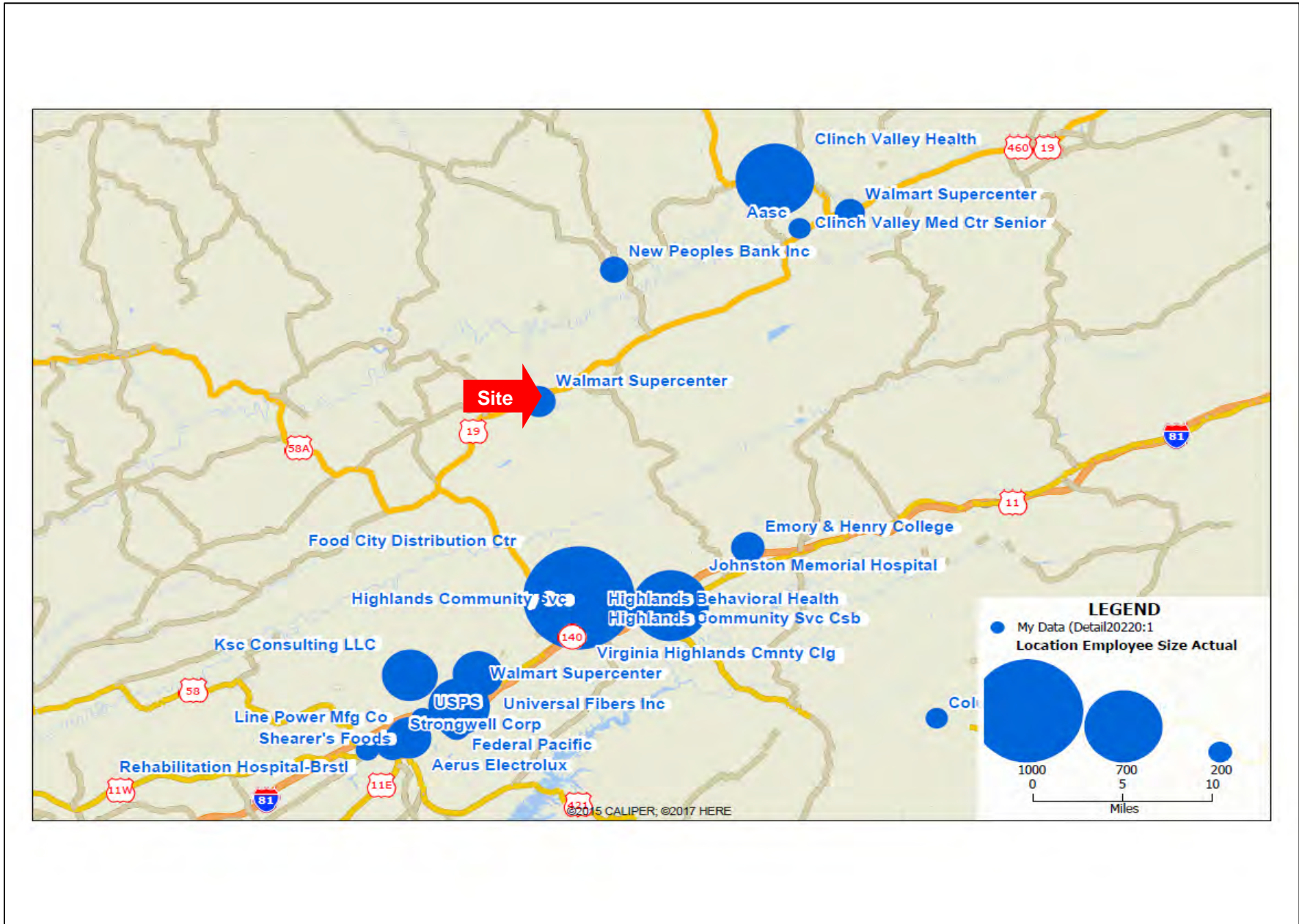
		Rating								Rank (1 = Property with Highest Rating)								Final Rating (1-5 Scale)
		Number within 2.0 miles of Property					Nearest to Property, Miles			Number within 2.0 miles of Property					Nearest to Property, Miles			
Key	Project Name	Banks	Grocery	Hospital	Pharmacy	Shopping	Shopping	Grocery	Hospital	Banks	Grocery	Hospital	Pharmacy	Shopping	Shopping	Grocery	Hospital	
Sub	Main Street Villas	7	4	2	5	6	0.4	0.2	1.2	5	7	1	5	7	3	2	2	4.30
013	Cedar Ridge Apartments	1	1	0	0	5	0.8	1.8	5.9	9	9	3	8	8	6	9	9	2.30
017	Douglass School Apartments	18	14	0	7	38	0.3	0.2	4.5	3	3	3	3	3	2	4	7	4.10
021	Eastridge Apartments	19	16	0	7	39	0.7	0.5	4.8	2	1	3	3	2	5	5	8	3.60
034	Highland View Apartments	na	na	na	na	na	na	na	na	10	10	3	8	10	10	10	10	2.00
041	Lebanon Square Apartments	na	na	na	na	na	na	na	na	10	10	3	8	10	10	10	10	2.00
052	Mountain Empire Apartments	2	5	0	1	9	0.2	0.1	2.6	7	5	3	6	5	1	1	4	3.80
062	Promise Landing Apartments	3	4	0	0	4	1.2	1.1	3.5	6	7	3	8	9	9	8	5	2.70
078	Thomas Jefferson Senior Apartments	23	16	0	9	42	0.4	0.2	4.2	1	1	3	1	1	4	2	6	4.50
088	Whites Mill Road Apartments	11	8	2	9	32	0.8	0.9	0.5	4	4	1	1	4	6	7	1	3.90
089	Willow Run Apartments	2	5	0	1	9	0.8	0.8	2.5	7	5	3	6	5	8	6	3	3.20

Source: US Census; Claritas; Google Maps

Proximity to Area Amenities



Proximity to Area Employers

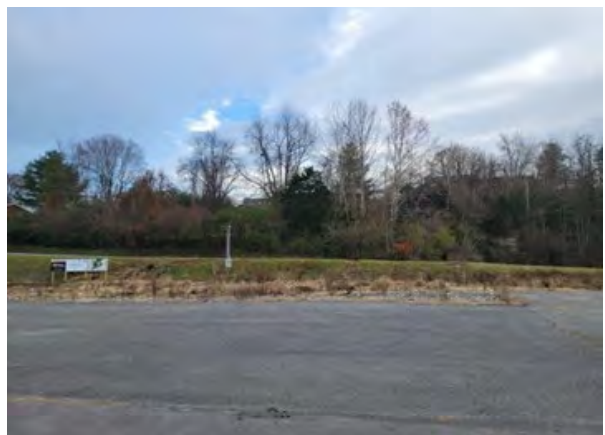


SUBJECT PROPERTY PHOTOS

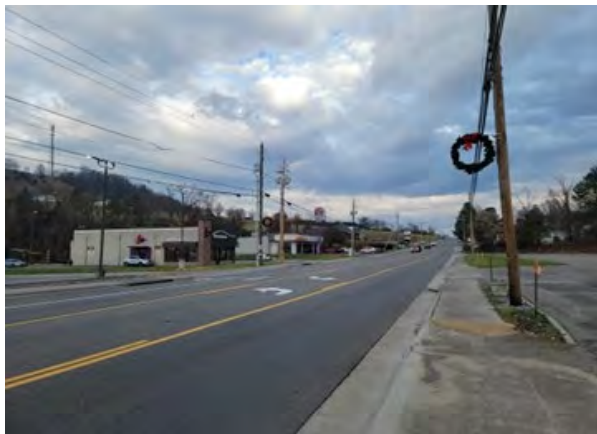
Photos of the subject property and the surrounding area are found below:



Looking North From Entrance



Looking South From Entrance



Looking East From Entrance



Looking West From Entrance

MARKET AREA

Overview

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

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

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

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

Our primary and secondary market area definitions are found below.

Primary Market Area

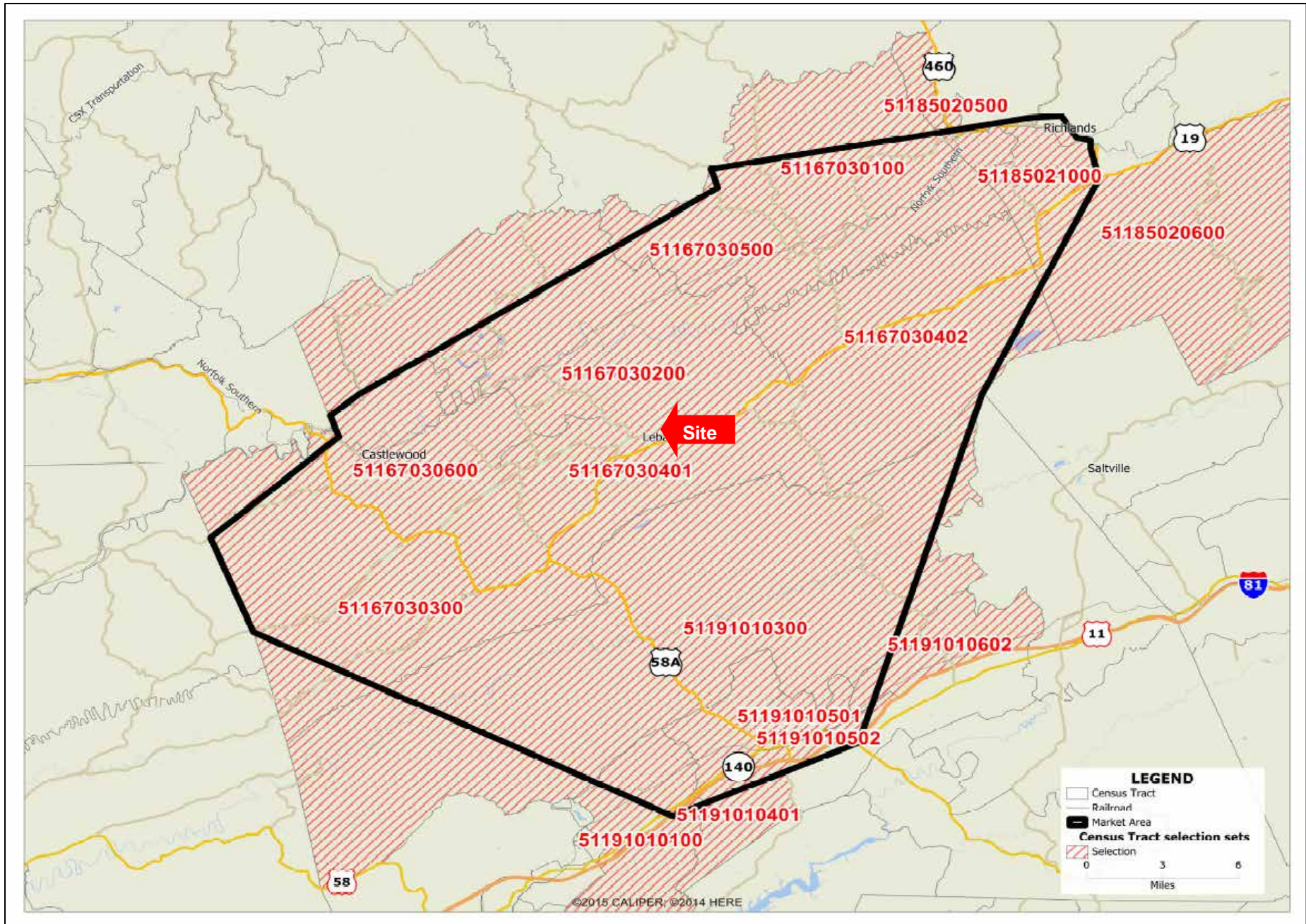
We defined the primary market area by generating a 30-minute drive time zone around the subject property. We also considered existing concentrations of multifamily properties and the nearest census tract boundaries in our analysis.

The primary market area includes a population of 48,962 persons and covers a total of 589.7 square miles, making it 27.4 miles across on average.

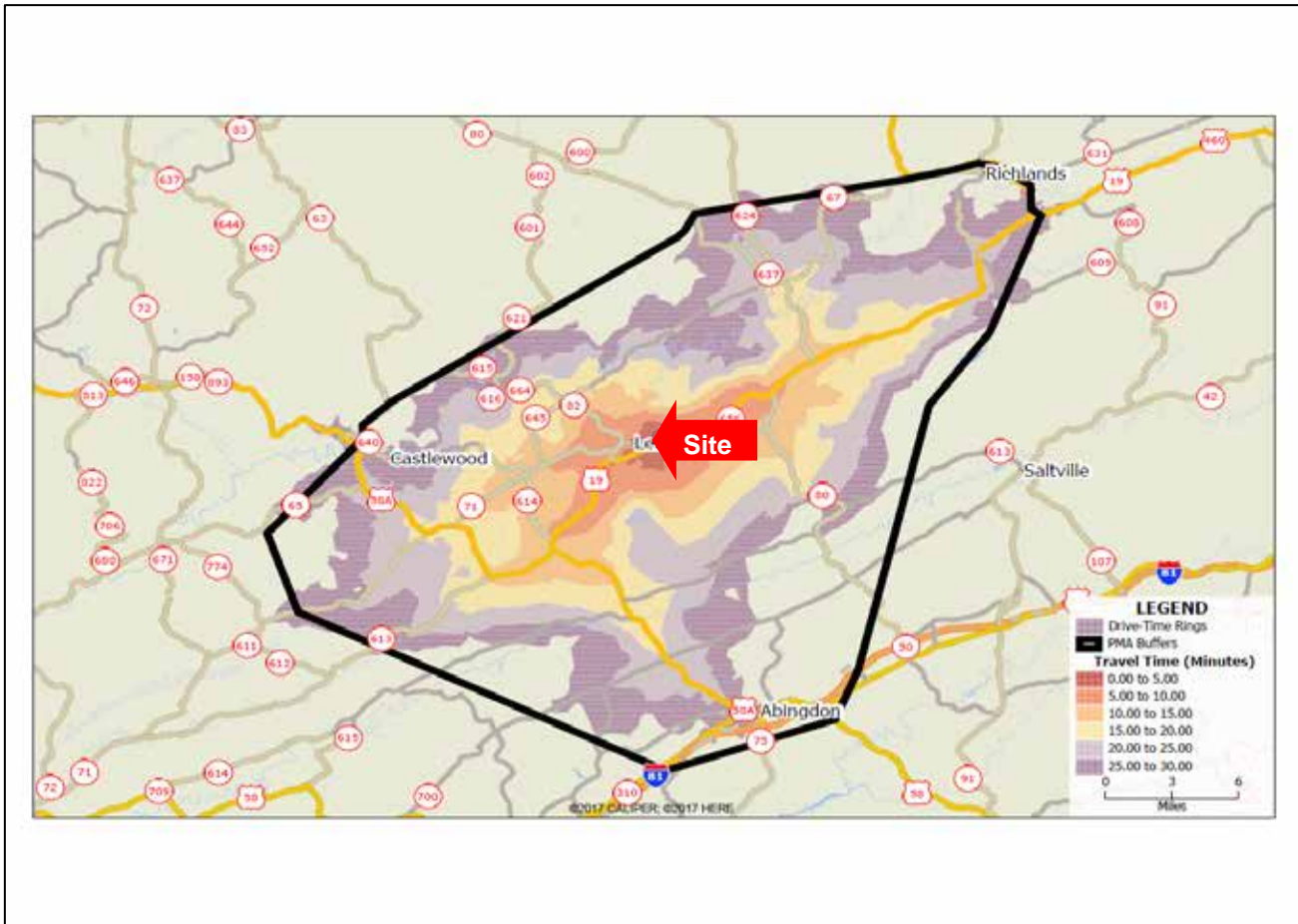
Secondary Market Area

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

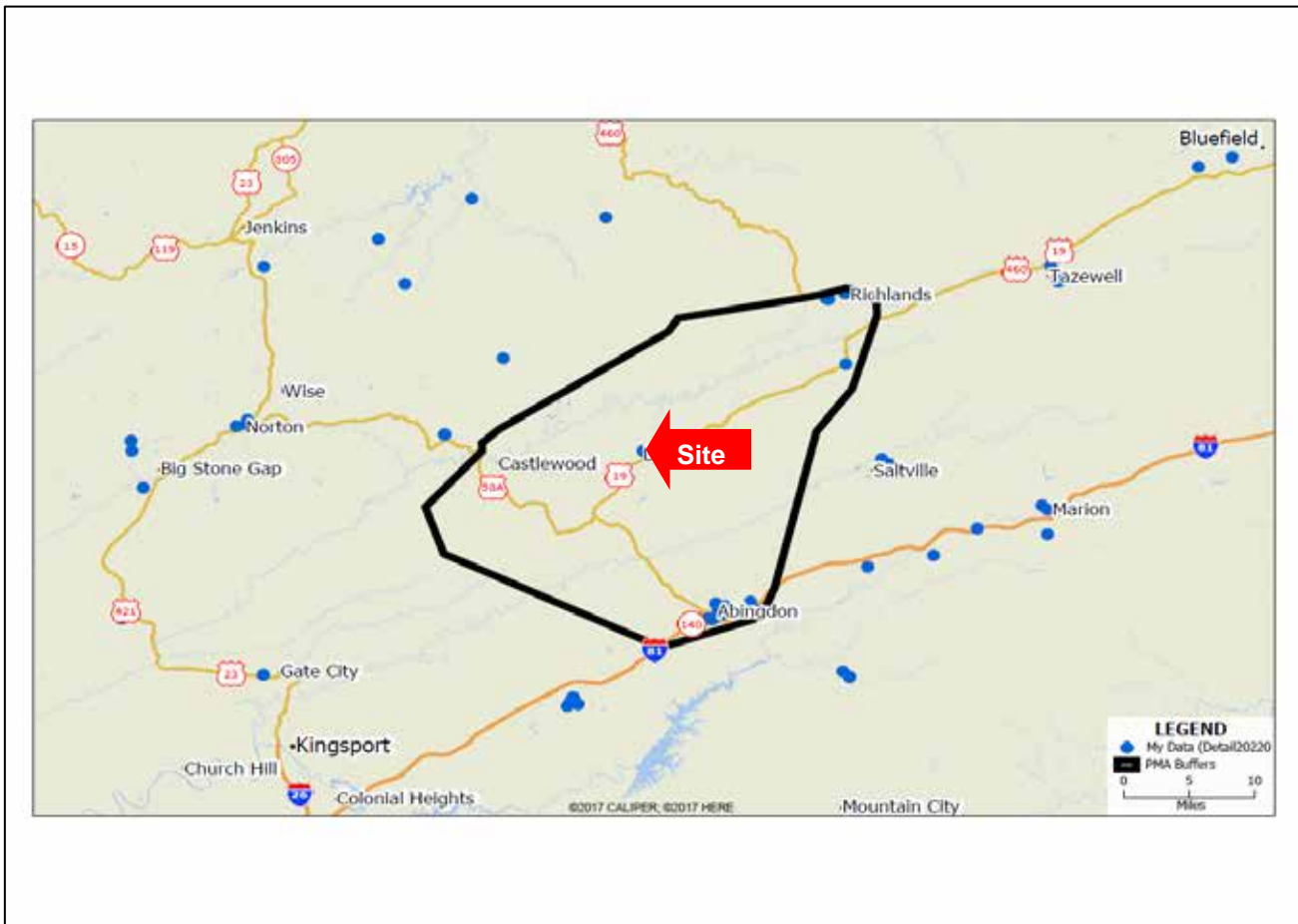
Market Area



Drive Time

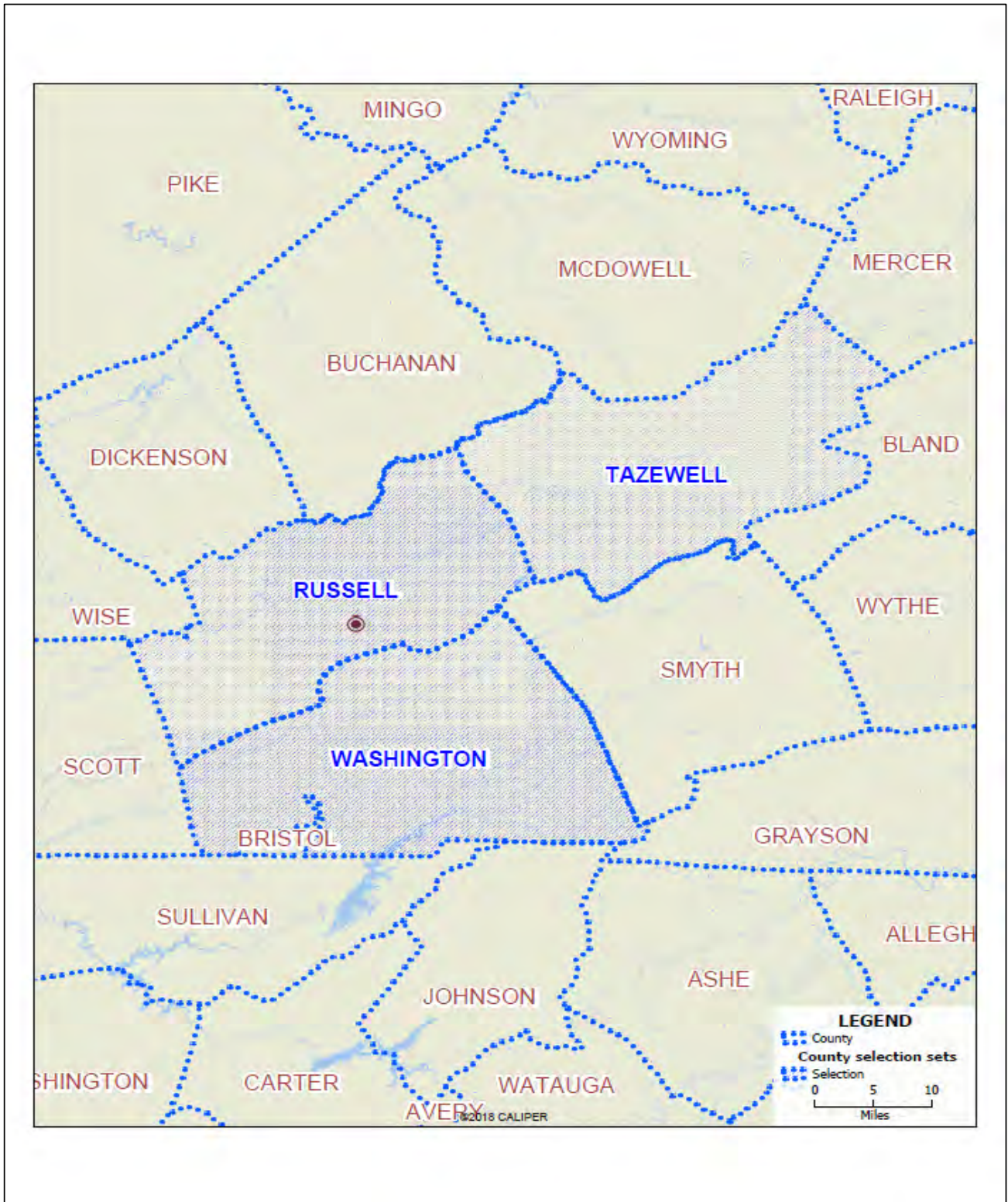


Existing Multifamily



ECONOMIC OUTLOOK

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



Employment by Industry

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

Establishment Employment			
Industry	Region	Reg %	US %
Farm Employment	2,811	4.1%	1.2%
Forestry, Fishing, Related Activities And Other Employment	300	0.4%	0.4%
Mining Employment	1,152	1.7%	0.5%
Utilities Employment	109	0.2%	0.3%
Construction Employment	3,093	4.5%	5.3%
Manufacturing Employment	6,160	8.9%	6.3%
Wholesale Trade Employment	1,747	2.5%	3.1%
Retail Trade Employment	9,277	13.4%	8.7%
Transportation And Warehousing Employment	2,651	3.8%	4.7%
Information Employment	542	0.8%	1.6%
Finance And Insurance Employment	2,809	4.1%	5.5%
Real Estate And Rental And Lease Employment	2,238	3.2%	5.1%
Professional And Technical Services Employment	2,866	4.2%	7.6%
Management Of Companies And Enterprises Employment	1,081	1.6%	1.4%
Administrative And Waste Services Employment	2,607	3.8%	6.3%
Educational Services Employment	1,428	2.1%	2.6%
Health Care And Social Assistance Employment	6,880	10.0%	11.8%
Arts, Entertainment, And Recreation Employment	919	1.3%	2.4%
Accommodation And Food Services Employment	5,749	8.3%	7.8%
Other Services, Except Public Administration Employment	4,217	6.1%	5.7%
Federal Civilian Government Employment	346	0.5%	1.3%
Federal Military Employment	404	0.6%	0.9%
State And Local Government Employment	9,654	14.0%	9.4%
Establishment Employment	69,040	100.0%	100.0%

Source: W&P Economics

Regional establishment employment currently stands at 69,040. The data suggests that State and Local Government is the largest employment category accounting for 14.0% of total regional employment. Retail Trade is the second largest category accounting for 13.4% of total employment. Health Care and Social Assistance is the third largest category accounting for 10.0% of total employment. Manufacturing is the fourth largest category accounting for 8.9% of total employment. Accommodation and Food Services is the fifth largest category accounting for 8.3% of total employment.

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

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

In the table above we highlight the basic industries for the region. The distribution of employment in these industries exceeds that for the United States. These basic industries represent about 40,101 employees or about 58.1% of total regional employment. These are the industries that drive the regional economy.

Earnings by Industry

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

Average Earnings (2012 \$)		
Industry	Earnings	Rank
Farm Employment	\$3,682	23
Forestry, Fishing, Related Activities And Other Employment	\$24,507	20
Mining Employment	\$114,875	2
Utilities Employment	\$125,312	1
Construction Employment	\$35,603	13
Manufacturing Employment	\$57,070	5
Wholesale Trade Employment	\$45,848	10
Retail Trade Employment	\$27,323	19
Transportation And Warehousing Employment	\$48,831	8
Information Employment	\$42,703	11
Finance And Insurance Employment	\$35,582	14
Real Estate And Rental And Lease Employment	\$21,684	21
Professional And Technical Services Employment	\$47,917	9
Management Of Companies And Enterprises Employment	\$91,913	3
Administrative And Waste Services Employment	\$28,528	18
Educational Services Employment	\$34,257	15
Health Care And Social Assistance Employment	\$53,291	6
Arts, Entertainment, And Recreation Employment	\$29,137	17
Accommodation And Food Services Employment	\$19,802	22
Other Services, Except Public Administration Employment	\$33,478	16
Federal Civilian Government Employment	\$90,702	4
Federal Military Employment	\$35,965	12
State And Local Government Employment	\$51,257	7
Establishment Employment	\$40,689	

Source: W&P Economics

The data suggests that Utilities is the highest paid industry averaging \$125,312 per employee. Mining is the second highest paid industry averaging \$114,875 per employee. Management of Companies is the third highest paid profession averaging \$91,913 per employee. Federal Civilian Government is the fourth highest paid industry averaging \$90,702 per employee. Manufacturing is the fifth highest paid category averaging \$57,070 per employee. These figures are compared with regional Average Earnings of \$40,689 per employee.

The highlighted industries represent basic industries for the region. Average earnings for these basic industries comes to \$49,925 or 22.7% higher than average for the region.

Top Employers

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

Top Employers				
Name	Employees	SIC Code	Industry Description	Location Type
Food City Distribution Ctr	1,001	5099-98	Distribution Centers (Whls)	-
Clinch Valley Health	700	8742-42	Health Care Management	Subsidiary
Clinch Valley Med Ctr Senior	700	8051-01	Nursing & Convalescent Homes	-
Johnston Memorial Hospital	687	8062-02	Hospitals	-
Walmart Supercenter	550	5311-02	Department Stores	Branch
Ksc Consulting LLC	499	8711-06	Engineers	-
Universal Fibers Inc	450	2655-01	Fiber & Fiber Products (Mfrs)	Branch
Aerus Electrolux	400	5722-16	Vacuum Cleaners-Household-Dealers	Branch
Emory & Henry College	300	8221-01	Schools-Universities & Colleges Academic	-
Federal Pacific	300	5063-30	Electric Equipment & Supplies-Wholesale	0

Source: InfoUSA

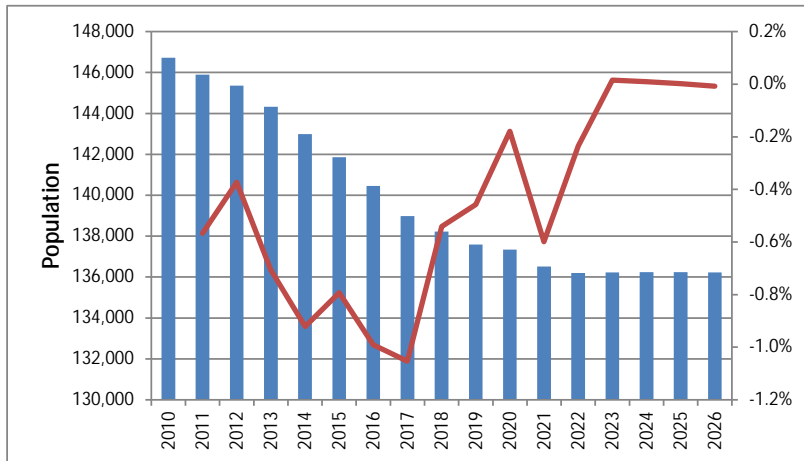
The top employers include: (1) Food City Distribution Ctr (1001 employees); (2) Clinch Valley Health (700 employees) and; (3) Clinch Valley Med Ctr Senior (700 employees).

Population

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

Population Forecast		
Year	Pop	Growth %
2010	146,726	
2011	145,894	-0.6%
2012	145,350	-0.4%
2013	144,323	-0.7%
2014	142,994	-0.9%
2015	141,860	-0.8%
2016	140,454	-1.0%
2017	138,975	-1.1%
2018	138,223	-0.5%
2019	137,591	-0.5%
2020	137,345	-0.2%
2021	136,522	-0.6%
2022	136,202	-0.2%
2023	136,223	0.0%
2024	136,236	0.0%
2025	136,239	0.0%
2026	136,229	0.0%

Source: US Census; W&P Economics



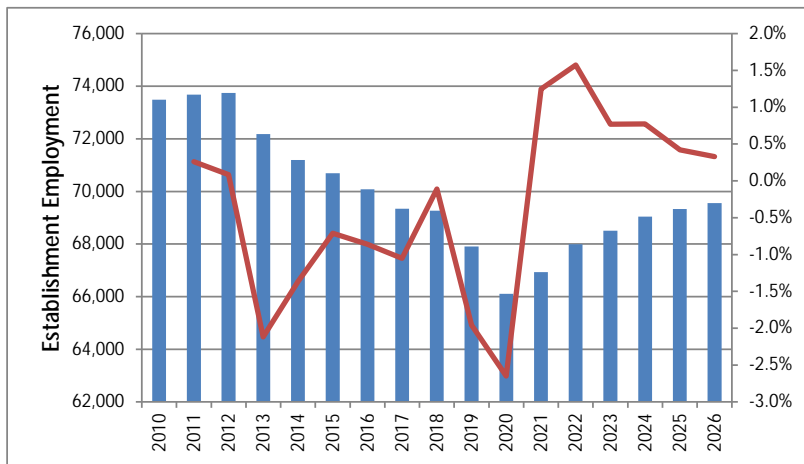
Population decreased from 146,726 in 2010 to 136,522 in 2021 and is anticipated to decrease to 136,229 in 2026.

Establishment Employment

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

Establishment Employment Forecast		
Year	Est Emp	Growth %
2010	73,488	
2011	73,679	0.3%
2012	73,741	0.1%
2013	72,179	-2.1%
2014	71,193	-1.4%
2015	70,687	-0.7%
2016	70,078	-0.9%
2017	69,341	-1.1%
2018	69,264	-0.1%
2019	67,908	-2.0%
2020	66,109	-2.6%
2021	66,935	1.2%
2022	67,988	1.6%
2023	68,510	0.8%
2024	69,040	0.8%
2025	69,331	0.4%
2026	69,560	0.3%

Source: BLS; W&P Economics



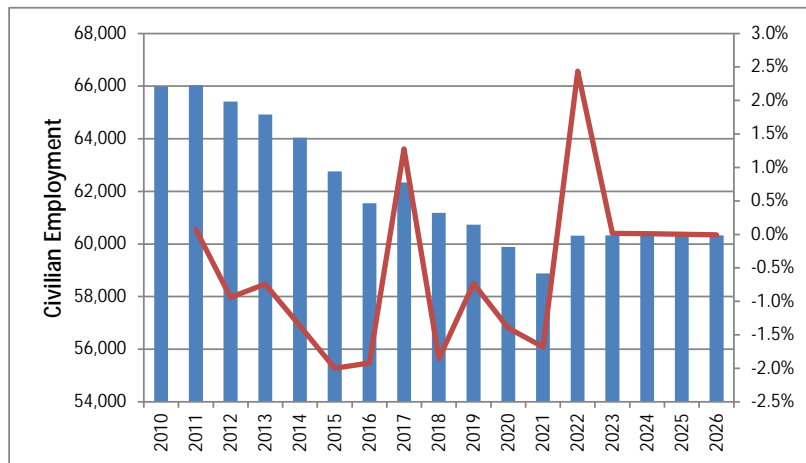
Establishment employment decreased from 73,488 in 2010 to 66,935 in 2021 and is anticipated to increase to 69,560 in 2026.

Civilian Employment

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

Civilian Employment Forecast		
Year	Civ Emp	Growth %
2010	65,983	
2011	66,032	0.1%
2012	65,411	-0.9%
2013	64,927	-0.7%
2014	64,039	-1.4%
2015	62,759	-2.0%
2016	61,554	-1.9%
2017	62,340	1.3%
2018	61,184	-1.9%
2019	60,735	-0.7%
2020	59,887	-1.4%
2021	58,880	-1.7%
2022	60,315	2.4%
2023	60,324	0.0%
2024	60,330	0.0%
2025	60,331	0.0%
2026	60,327	0.0%

Source: BLS; W&P Economics



Civilian employment decreased from 65,983 in 2010 to 60,315 in 2022 and is anticipated to increase to 60,327 in 2026.

Labor Force and Unemployment

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

Labor Force & Unemployment				
Year	Civ Emp	Unemp	Lab Force	Unemp Rate
2010	65,983	5,877	60,106	8.9%
2011	66,032	5,218	60,814	7.9%
2012	65,411	4,854	60,557	7.4%
2013	64,927	4,716	60,211	7.3%
2014	64,039	4,303	59,736	6.7%
2015	62,759	3,635	59,124	5.8%
2016	61,554	3,458	58,096	5.6%
2017	62,340	2,937	59,403	4.7%
2018	61,184	2,372	58,812	3.9%
2019	60,735	2,294	58,441	3.8%
2020	59,887	4,133	55,754	6.9%
2021	58,880	2,536	56,344	4.3%
2022	60,315	2,072	58,243	3.4%

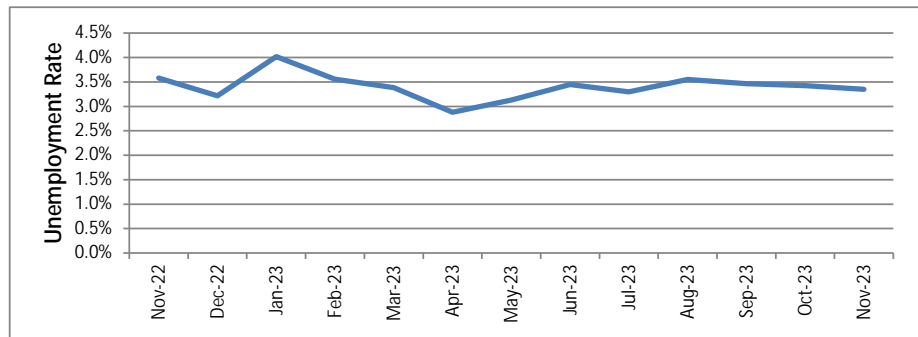
Source: BLS; Texas A&M Real Estate Center

Unemployment decreased from 5,877 in 2010 to 2,072 in 2022. The unemployment rate decreased from 8.9% in 2010 to 3.4% in 2022.

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

Unemployment Rate	
Month	Unemp Rate
Nov-22	3.6%
Dec-22	3.2%
Jan-23	4.0%
Feb-23	3.6%
Mar-23	3.4%
Apr-23	2.9%
May-23	3.1%
Jun-23	3.4%
Jul-23	3.3%
Aug-23	3.6%
Sep-23	3.5%
Oct-23	3.4%
Nov-23	3.4%

Source: TAMU



The Unemployment Rate for the Region came in at 3.6% in November 2022 and 3.4% in November 2023.

Building Permits

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

Year	Building Permits			Total
	1 Family	2-4 Family	5+ Family	
2000	453	19	11	483
2001	397	23	5	425
2002	462	16	80	558
2003	411	41	122	574
2004	654	36	32	722
2005	450	38	115	603
2006	591	4	0	595
2007	473	26	45	544
2008	233	69	44	346
2009	171	23	10	204
2010	164	20	0	184
2011	196	4	20	220
2012	144	23	0	167
2013	139	6	5	150
2014	97	8	16	121
2015	115	6	0	121
2016	102	56	0	158
2017	89	14	0	103
2018	92	10	0	102
2019	85	10	0	95
2020	107	2	0	109
2021	118	6	5	129
2022	108	28	5	141

Source: US Census

Building permits for the region increased from 483 in 2000 to 722 in 2004, before decreasing to 184 in 2010 and decreasing to 141 in 2022.

Conclusion

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

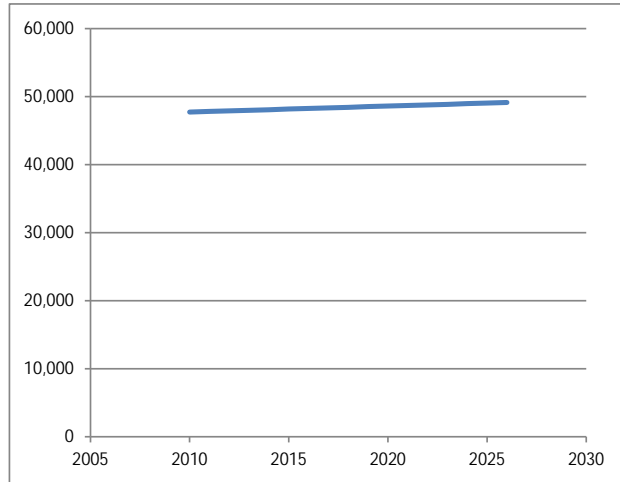
DEMOGRAPHIC CHARACTERISTICS

Population

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

Population Forecast		
Year	Population	Growth %
2010	47,730	-
2011	47,818	0.2%
2012	47,906	0.2%
2013	47,994	0.2%
2014	48,082	0.2%
2015	48,170	0.2%
2016	48,257	0.2%
2017	48,345	0.2%
2018	48,433	0.2%
2019	48,521	0.2%
2020	48,609	0.2%
2021	48,697	0.2%
2022	48,785	0.2%
2023	48,874	0.2%
2024	48,962	0.2%
2025	49,051	0.2%
2026	49,140	0.2%

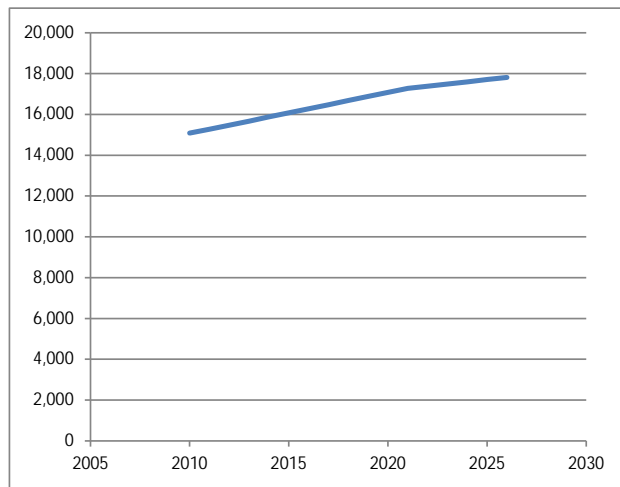
Source: Caliper; Allen & Associates



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

55+ Population Forecast		
Year	Population	Growth %
2010	15,086	-
2011	15,279	1.3%
2012	15,475	1.3%
2013	15,673	1.3%
2014	15,874	1.3%
2015	16,075	1.3%
2016	16,276	1.3%
2017	16,477	1.2%
2018	16,678	1.2%
2019	16,879	1.2%
2020	17,080	1.2%
2021	17,281	1.2%
2022	17,387	0.6%
2023	17,493	0.6%
2024	17,600	0.6%
2025	17,706	0.6%
2026	17,812	0.6%

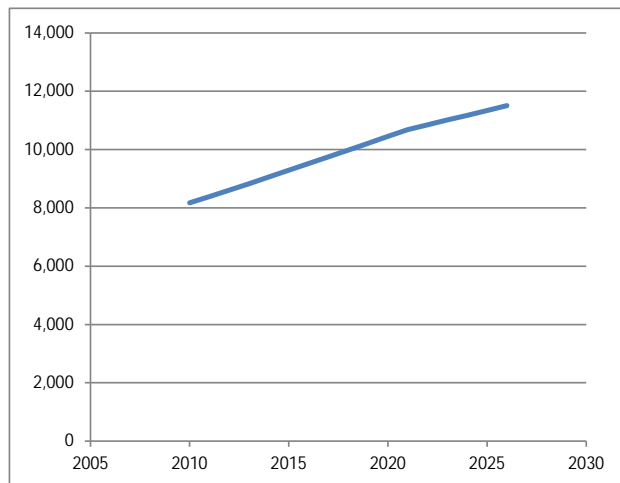
Source: Caliper; Allen & Associates



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

65+ Population Forecast		
Year	Population	Growth %
2010	8,174	-
2011	8,387	2.6%
2012	8,607	2.6%
2013	8,832	2.6%
2014	9,063	2.6%
2015	9,294	2.6%
2016	9,525	2.5%
2017	9,756	2.4%
2018	9,988	2.4%
2019	10,219	2.3%
2020	10,450	2.3%
2021	10,681	2.2%
2022	10,847	1.5%
2023	11,012	1.5%
2024	11,178	1.5%
2025	11,343	1.5%
2026	11,509	1.5%

Source: Caliper; Allen & Associates

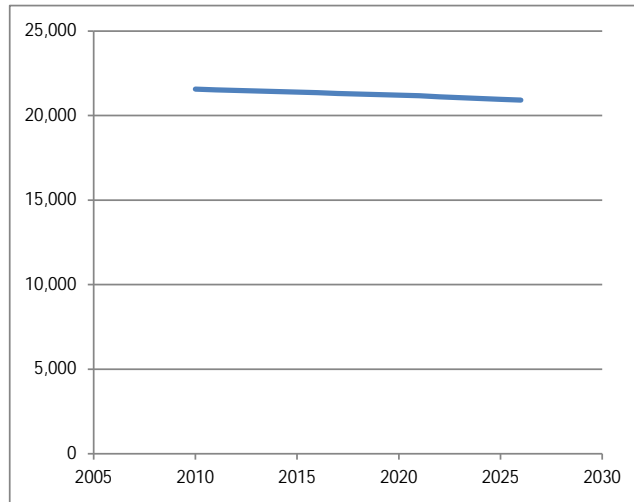


Households

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

Household Forecast		
Year	Households	Growth %
2010	21,568	-
2011	21,532	-0.2%
2012	21,496	-0.2%
2013	21,459	-0.2%
2014	21,423	-0.2%
2015	21,387	-0.2%
2016	21,351	-0.2%
2017	21,315	-0.2%
2018	21,278	-0.2%
2019	21,242	-0.2%
2020	21,206	-0.2%
2021	21,170	-0.2%
2022	21,120	-0.2%
2023	21,070	-0.2%
2024	21,019	-0.2%
2025	20,969	-0.2%
2026	20,919	-0.2%

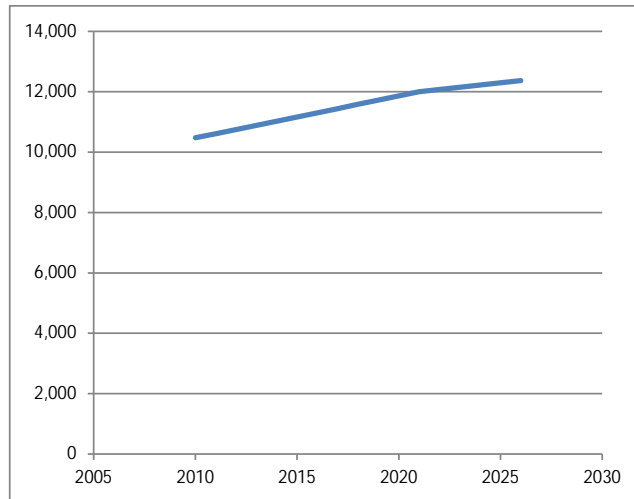
Source: Claritas; Allen & Associates



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

55+ Household Forecast		
Year	Households	Growth %
2010	10,477	-
2011	10,611	1.3%
2012	10,747	1.3%
2013	10,885	1.3%
2014	11,024	1.3%
2015	11,164	1.3%
2016	11,303	1.3%
2017	11,443	1.2%
2018	11,582	1.2%
2019	11,722	1.2%
2020	11,862	1.2%
2021	12,001	1.2%
2022	12,075	0.6%
2023	12,149	0.6%
2024	12,222	0.6%
2025	12,296	0.6%
2026	12,370	0.6%

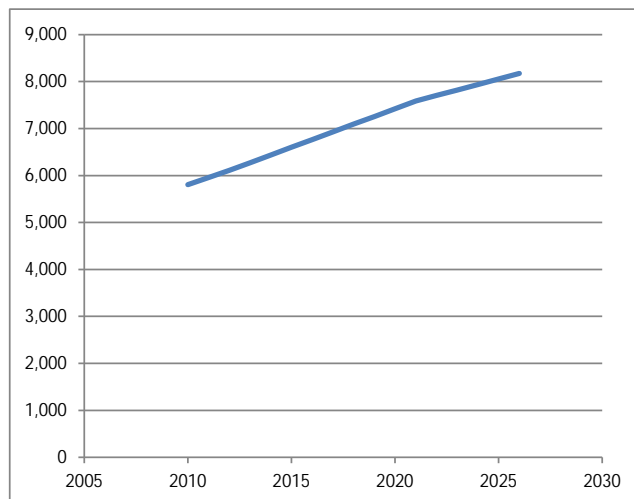
Source: Claritas; Allen & Associates



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

65+ Household Forecast		
Year	Households	Growth %
2010	5,806	-
2011	5,957	2.6%
2012	6,113	2.6%
2013	6,273	2.6%
2014	6,437	2.6%
2015	6,601	2.6%
2016	6,766	2.5%
2017	6,930	2.4%
2018	7,094	2.4%
2019	7,258	2.3%
2020	7,422	2.3%
2021	7,587	2.2%
2022	7,704	1.5%
2023	7,822	1.5%
2024	7,939	1.5%
2025	8,057	1.5%
2026	8,174	1.5%

Source: Claritas; Allen & Associates

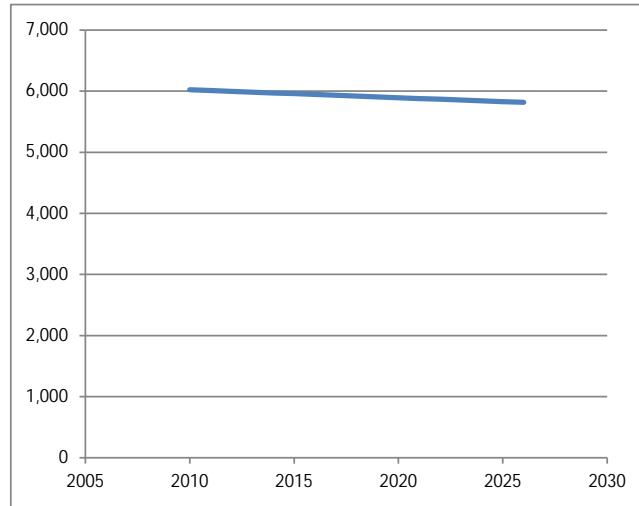


Renter Households

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

Renter Household Forecast		
Year	Households	Growth %
2010	6,023	-
2011	6,010	-0.2%
2012	5,997	-0.2%
2013	5,984	-0.2%
2014	5,971	-0.2%
2015	5,958	-0.2%
2016	5,945	-0.2%
2017	5,932	-0.2%
2018	5,919	-0.2%
2019	5,906	-0.2%
2020	5,893	-0.2%
2021	5,880	-0.2%
2022	5,868	-0.2%
2023	5,855	-0.2%
2024	5,843	-0.2%
2025	5,831	-0.2%
2026	5,818	-0.2%

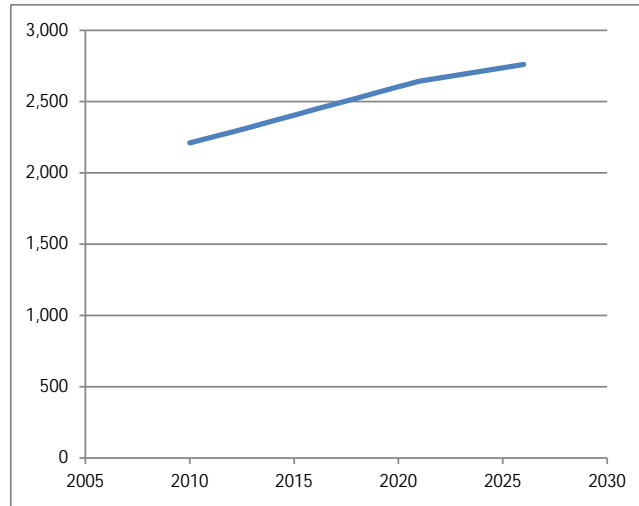
Source: Claritas; Allen & Associates



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

55+ Renter Household Forecast		
Year	Households	Growth %
2010	2,210	-
2011	2,248	1.7%
2012	2,287	1.7%
2013	2,326	1.7%
2014	2,365	1.7%
2015	2,405	1.7%
2016	2,445	1.7%
2017	2,485	1.6%
2018	2,525	1.6%
2019	2,564	1.6%
2020	2,604	1.6%
2021	2,644	1.5%
2022	2,667	0.9%
2023	2,691	0.9%
2024	2,714	0.9%
2025	2,738	0.9%
2026	2,761	0.9%

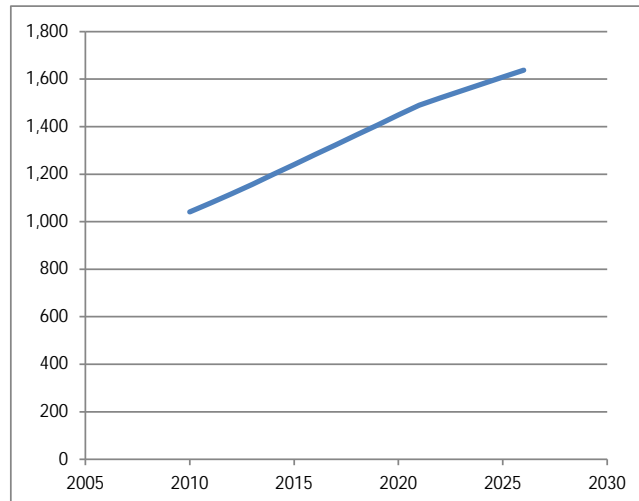
Source: Claritas; Allen & Associates



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

65+ Renter Household Forecast		
Year	Households	Growth %
2010	1,041	-
2011	1,079	3.6%
2012	1,117	3.6%
2013	1,158	3.6%
2014	1,199	3.6%
2015	1,241	3.5%
2016	1,283	3.4%
2017	1,324	3.2%
2018	1,366	3.1%
2019	1,408	3.0%
2020	1,449	3.0%
2021	1,491	2.9%
2022	1,520	2.0%
2023	1,550	1.9%
2024	1,579	1.9%
2025	1,608	1.9%
2026	1,638	1.8%

Source: Claritas; Allen & Associates



Household Income

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

2024 \$		Households, by Income, by Size						
Min	Max	2024 Households						
		1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	1,413	446	118	77	20	6	2,081
\$10,000	\$19,999	1,415	861	364	113	72	31	2,855
\$20,000	\$29,999	961	1,082	306	149	89	22	2,609
\$30,000	\$39,999	655	796	477	117	114	42	2,203
\$40,000	\$49,999	599	852	408	186	44	17	2,106
\$50,000	\$59,999	268	681	269	202	75	30	1,525
\$60,000	\$74,999	227	802	438	450	111	45	2,073
\$75,000	\$99,999	197	955	555	409	141	46	2,302
\$100,000	\$124,999	227	642	296	140	103	37	1,444
\$125,000	\$149,999	123	233	140	222	42	9	770
\$150,000	\$199,999	107	204	176	64	28	8	586
\$200,000	more	65	181	54	105	45	17	467
Total		6,257	7,734	3,601	2,234	884	310	21,019

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

2024 \$		55+ Households, by Income, by Size						
Min	Max	2024 Households						
		1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	1,039	185	48	48	10	4	1,334
\$10,000	\$19,999	1,260	571	114	37	14	4	2,000
\$20,000	\$29,999	761	899	133	24	9	0	1,826
\$30,000	\$39,999	486	671	154	15	30	7	1,363
\$40,000	\$49,999	369	702	132	17	34	14	1,268
\$50,000	\$59,999	130	568	55	62	22	8	844
\$60,000	\$74,999	209	540	226	81	20	7	1,083
\$75,000	\$99,999	159	624	166	42	70	22	1,082
\$100,000	\$124,999	118	367	85	23	12	1	606
\$125,000	\$149,999	99	136	54	11	8	1	310
\$150,000	\$199,999	50	148	36	26	4	0	264
\$200,000	more	46	152	24	10	7	2	241
Total		4,727	5,563	1,227	397	239	70	12,222

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

2024 \$		65+ Households, by Income, by Size						
Min	Max	2024 Households						
		1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	627	129	19	8	7	3	794
\$10,000	\$19,999	1,017	333	56	4	9	3	1,423
\$20,000	\$29,999	605	669	80	8	3	0	1,365
\$30,000	\$39,999	367	492	126	7	11	2	1,003
\$40,000	\$49,999	318	441	89	6	14	4	872
\$50,000	\$59,999	100	389	37	26	16	5	573
\$60,000	\$74,999	167	336	90	60	11	3	668
\$75,000	\$99,999	131	386	61	14	27	8	627
\$100,000	\$124,999	77	154	24	5	4	0	264
\$125,000	\$149,999	44	51	19	3	5	1	124
\$150,000	\$199,999	27	70	18	2	2	0	119
\$200,000	more	24	65	6	5	5	1	107
Total		3,504	3,515	626	149	115	30	7,939

Source: Claritas & Ribbon Demographics

Renter Household Income

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

2024 \$		2024 Households						
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	821	245	63	25	12	4	1,169
\$10,000	\$19,999	562	353	193	69	52	20	1,248
\$20,000	\$29,999	388	225	77	66	35	11	802
\$30,000	\$39,999	214	123	177	62	55	18	649
\$40,000	\$49,999	250	114	88	62	15	2	532
\$50,000	\$59,999	89	67	68	47	39	14	324
\$60,000	\$74,999	24	201	41	36	15	4	321
\$75,000	\$99,999	69	100	52	47	15	3	286
\$100,000	\$124,999	91	23	35	14	28	7	199
\$125,000	\$149,999	54	30	19	16	19	5	142
\$150,000	\$199,999	53	33	13	15	9	0	124
\$200,000	more	18	13	4	8	4	0	48
Total		2,633	1,528	830	467	297	88	5,843

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

2024 \$		2024 Households						
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	537	61	32	3	6	2	641
\$10,000	\$19,999	441	113	31	25	7	2	618
\$20,000	\$29,999	259	151	24	6	4	0	444
\$30,000	\$39,999	110	74	47	6	5	0	242
\$40,000	\$49,999	107	39	12	1	10	1	170
\$50,000	\$59,999	31	48	8	8	12	3	110
\$60,000	\$74,999	23	33	27	5	12	4	103
\$75,000	\$99,999	59	60	14	4	12	1	150
\$100,000	\$124,999	44	19	7	4	5	0	80
\$125,000	\$149,999	40	12	12	1	2	0	67
\$150,000	\$199,999	24	13	4	11	2	0	54
\$200,000	more	18	10	1	3	2	0	35
Total		1,692	634	217	77	80	14	2,714

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

2024 \$		2024 Households						
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6 + Person	Total
\$0	\$9,999	253	57	12	2	5	3	331
\$10,000	\$19,999	305	28	19	1	6	2	361
\$20,000	\$29,999	201	118	21	4	2	0	346
\$30,000	\$39,999	47	64	31	3	3	0	147
\$40,000	\$49,999	64	5	11	1	7	1	90
\$50,000	\$59,999	19	8	6	2	11	3	49
\$60,000	\$74,999	18	19	22	1	8	3	71
\$75,000	\$99,999	46	10	8	2	8	1	75
\$100,000	\$124,999	31	8	4	2	3	0	48
\$125,000	\$149,999	10	1	11	1	2	0	24
\$150,000	\$199,999	11	5	2	1	1	0	20
\$200,000	more	8	2	1	3	1	0	15
Total		1,013	325	148	24	57	13	1,579

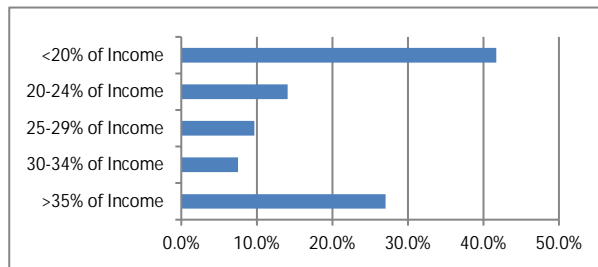
Source: Claritas & Ribbon Demographics

Overburdened Renter Households

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

Overburdened Renter Households	
	% of Total
<20% of Income Spent on Housing	41.7%
20-24% of Income Spent on Housing	14.1%
25-29% of Income Spent on Housing	9.7%
30-34% of Income Spent on Housing	7.5%
>35% of Income Spent on Housing	27.0%
Total	100.0%

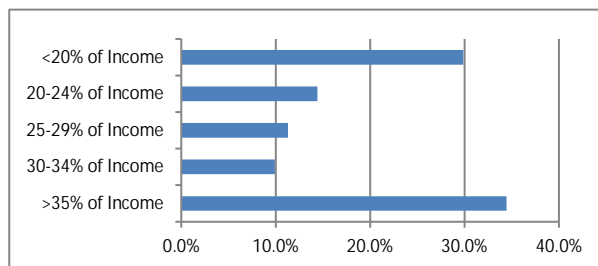
Source: U.S. Census Bureau



Our research suggests that 27.0 percent of the renter households in this market area are overburdened, paying more than 35 percent of their income towards housing-related costs. Our research also suggests that 34.6 percent of the renter households are overburdened to 30 percent of income.

55+ Overburdened Renter Households	
	% of Total
<20% of Income Spent on Housing	29.9%
20-24% of Income Spent on Housing	14.4%
25-29% of Income Spent on Housing	11.3%
30-34% of Income Spent on Housing	9.9%
>35% of Income Spent on Housing	34.5%
Total	100.0%

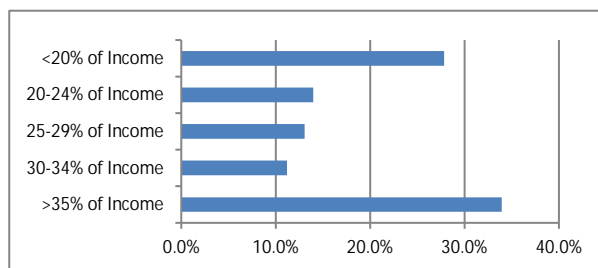
Source: U.S. Census Bureau



Our research suggests that 34.5 percent of the 55+ renter households in this market area are overburdened, paying more than 35 percent of their income towards housing-related costs. Our research also suggests that 44.4 percent of the 55+ renter households are overburdened to 30 percent of income.

65+ Overburdened Renter Households	
	% of Total
<20% of Income Spent on Housing	27.8%
20-24% of Income Spent on Housing	14.0%
25-29% of Income Spent on Housing	13.0%
30-34% of Income Spent on Housing	11.2%
>35% of Income Spent on Housing	33.9%
Total	100.0%

Source: U.S. Census Bureau



Our research suggests that 33.9 percent of the 65+ renter households in this market area are overburdened, paying more than 35 percent of their income towards housing-related costs. Our research also suggests that 45.2 percent of the 65+ renter households are overburdened to 30 percent of income.

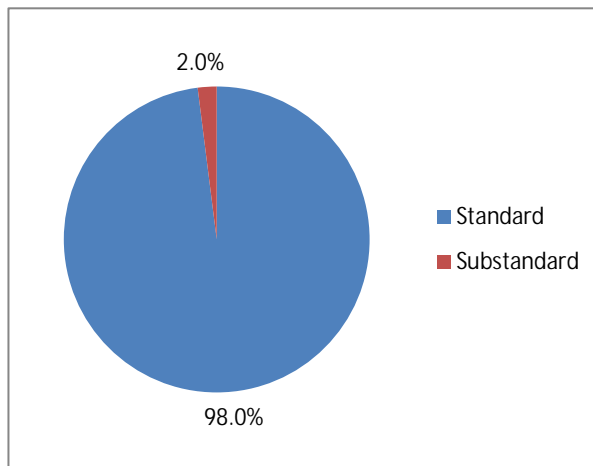
Owner Substandard Units

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

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

Owner Substandard Units	
	% of Total
1.00 persons per room or less	98.0%
1.01 to 1.50 persons per room	0.7%
1.51 persons per room or more	0.1%
Complete Plumbing	98.8%
1.00 persons per room or less	1.2%
1.01 to 1.50 persons per room	0.0%
1.51 persons per room or more	0.0%
Lacking Complete Plumbing	1.2%
Standard	98.0%
Substandard	2.0%
Total	100.0%

Source: U.S. Census Bureau



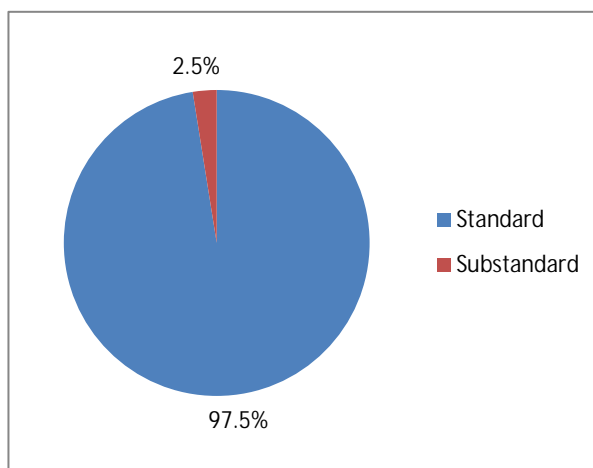
Our research suggests that 2.0 percent of occupied owner housing units in the market area are substandard.

Renter Substandard Units

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

Renter Substandard Units	
	% of Total
1.00 persons per room or less	97.5%
1.01 to 1.50 persons per room	1.2%
1.51 persons per room or more	0.4%
Complete Plumbing	99.1%
1.00 persons per room or less	0.9%
1.01 to 1.50 persons per room	0.1%
1.51 persons per room or more	0.0%
Lacking Complete Plumbing	0.9%
Standard	97.5%
Substandard	2.5%
Total	100.0%

Source: U.S. Census Bureau



Our research suggests that 2.5 percent of renter owner housing units in the market area are substandard.

Owner Movership

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

Owner Movership, by Size								
Market Area								
	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person	Total
Owner to Owner	2.1%	3.2%	4.2%	4.1%	4.4%	4.8%	5.6%	3.4%
Owner to Renter	2.0%	1.8%	3.3%	3.1%	3.0%	4.6%	7.0%	2.5%
Owner Movership Rate	4.0%	5.0%	7.4%	7.2%	7.5%	9.4%	12.6%	5.9%

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

Our research suggests an owner movership rate of 5.9 percent.

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

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

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

Renter Movership

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

Renter Movership, by Size								
Market Area								
	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person	Total
Renter to Renter	9.6%	21.5%	30.3%	36.4%	36.8%	39.9%	61.6%	21.7%
Renter to Owner	2.3%	8.8%	8.9%	11.3%	12.5%	9.7%	11.4%	6.9%
Renter Movership Rate	11.9%	30.2%	39.2%	47.8%	49.3%	49.5%	72.9%	28.6%

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

Our research suggests a renter movership rate of 28.6 percent.

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

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

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

SUPPLY ANALYSIS

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

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

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

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

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

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

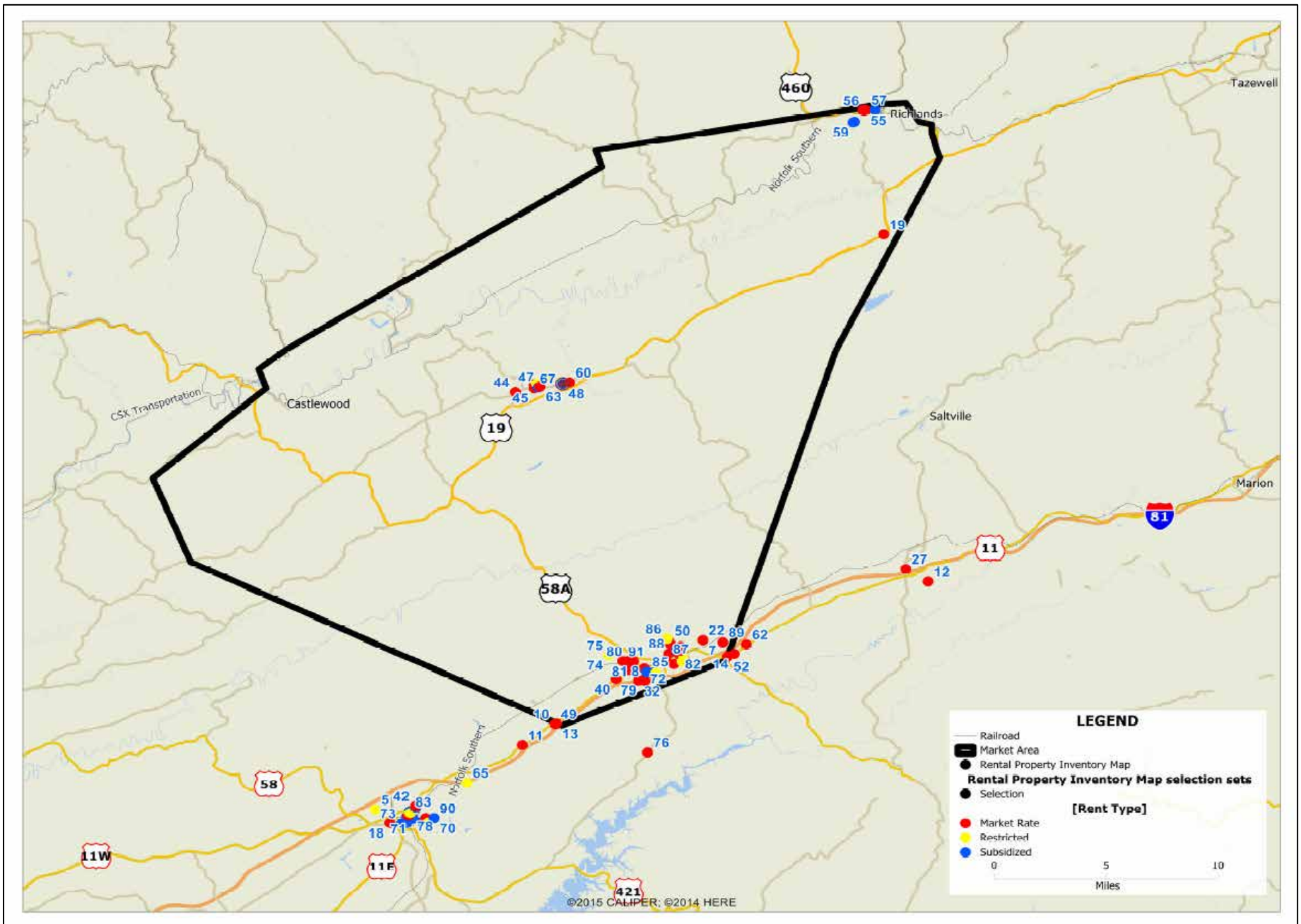
The balance of this section includes a breakdown of confirmed market area properties by rent type, project status, year built, and financing source. We also include a rent, unit mix, and amenity summary for confirmed market area properties. Finally, we provide summary of vouchers, concessions, and waiting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

Rental Property Inventory

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
001	Abingdon Green Apartments	36.7176	-81.9652	1989	2009	Subsidized	Elderly	Stabilized	Tax Credit	32	0	100.0%
002	Abingdon Terrace Apartments	36.7022	-81.9836	1987	na	Subsidized	Elderly	Duplicate	RD	32	1	96.9%
003	Abingdon Terrace Apartments	36.7022	-81.9836	1987	2013	Subsidized	Elderly	Stabilized	Tax Credit	32	2	93.8%
004	Abingdon Village Apartments	36.7018	-81.9821	1983	2013	Restricted	Family	Duplicate	Tax Credit	48	48	0.0%
005	Amy Street Station	36.6062	-82.2072	2022	na	Restricted	Family	Prop Const	Tax Credit	44	44	0.0%
006	Aston Ridge Apartments	36.7216	-81.9699	1990	na	Market Rate	Family	Unconfirmed	Conventional	24	3	87.5%
007	Baugh Lane Apartments	36.7247	-81.9440	na	na	Market Rate	Family	Duplicate	Tax Credit	0	0	0.0%
008	Beverly Builders Inc	36.6962	-81.9908	na	na	Market Rate	Family	Duplicate	Conventional	0	0	0.0%
009	Bonham Circle Apartments	36.6046	-82.1805	1968	1996	Subsidized	Family	Stabilized	Other	65	0	100.0%
010	Brentwood Towns Apartments	36.6661	-82.0631	1990	na	Market Rate	Family	Duplicate	Conventional	31	1	96.8%
011	Catalina Apartments	36.6512	-82.0896	1940	na	Market Rate	Family	Stabilized	Conventional	17	8	52.9%
012	Cedar Bay	36.7657	-81.7624	2017	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
013	Cedar Ridge Apartments	36.6663	-82.0620	1984	2020	Market Rate	Family	Stabilized	Conventional	39	0	100.0%
014	Clifton Stewart Rentals	36.7150	-81.9186	na	na	Market Rate	Family	Duplicate	Conventional	0	0	0.0%
015	Copper Creek Apartments	36.9014	-82.0769	1990	2008	Subsidized	Elderly	Stabilized	Tax Credit	35	0	100.0%
016	Cross Creek Apartments	36.7058	-82.0029	1994	na	Market Rate	Family	Condominiums	Conventional	0	0	0.0%
017	Douglass School Apartments	36.6074	-82.1757	1925	2006	Restricted	Elderly	Stabilized	Tax Credit	41	2	95.1%
018	Downtown Plaza Apartments	36.5968	-82.1957	1968	na	Market Rate	Family	Stabilized	Conventional	76	0	100.0%
019	Eagle Valley	37.0085	-81.7981	2022	na	Market Rate	Family	Student Housing	Conventional	16	1	93.8%
020	East Ridge Apartments	36.6001	-82.1675	na	na	Market Rate	Family	Duplicate	Conventional	65	3	95.4%
021	Eastridge Apartments	36.6000	-82.1676	1970	2008	Restricted	Family	Stabilized	HUD	96	2	97.9%
022	Edgemont Townhouses	36.7247	-81.9440	1978	2008	Market Rate	Family	Stabilized	Tax Credit	7	0	100.0%
023	Elderspirit Community	36.7079	-81.9672	2021	na	Market Rate	Elderly	Stabilized	Conventional	16	2	87.5%
024	Fairfax Court Apartments	37.0958	-81.8050	1986	na	Subsidized	Elderly	Unconfirmed	Other	34	0	100.0%
025	Fairview Apartments	36.7114	-81.9590	1979	na	Market Rate	Family	Stabilized	Conventional	36	9	75.0%
026	Gardenside Village Apartments	36.9079	-82.0710	2009	na	Restricted	Family	Non-Inventory	Tax Credit	36	0	100.0%
027	Glade Terrace Apartments 1 & 2	36.7745	-81.7803	2012	na	Market Rate	Family	Stabilized	Conventional	16	1	93.8%
028	Goodson Hills Apartments	36.6020	-82.1812	2023	na	Subsidized	Family	Prop Const	Bond	23	23	0.0%
029	Goodson Hills Apartments Moore Street	36.6020	-82.1812	2023	na	Market Rate	Family	Duplicate	Tax Credit	0	0	0.0%
030	Grandview Village Apartments	36.9039	-82.0802	1975	na	Market Rate	Family	Unconfirmed	Conventional	125	12	90.4%
031	Gray Drive Apartments	36.7203	-81.9617	1968	2009	Market Rate	Family	Stabilized	Conventional	14	0	100.0%
032	Hallock Drive Townhomes	36.6962	-81.9959	2003	na	Market Rate	Family	Stabilized	Conventional	38	0	100.0%
033	Harbor Landing Apartments	36.5969	-82.1657	2004	na	Restricted	Family	Stabilized	Tax Credit	32	0	100.0%
034	Highland View Apartments	36.7018	-81.9821	1983	2013	Restricted	Family	Stabilized	Tax Credit	44	3	93.2%
035	Highlands Apartments	36.7146	-81.9630	2006	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
036	Hunters Ridge Apartments	37.0867	-81.8229	1985	2006	Subsidized	Family	Stabilized	Tax Credit	48	2	95.8%
037	Johnson Apartments	36.7152	-81.9713	1950	na	Market Rate	Family	Stabilized	Conventional	10	1	90.0%
038	Johnson Court Apartments	36.6075	-82.1756	1941	2010	Subsidized	Family	Unconfirmed	Other	60	4	93.3%
039	Jones Manor Apartments	36.5976	-82.1705	1955	1990	Subsidized	Family	Unconfirmed	Other	50	0	100.0%
040	Jonesville Manor	36.6975	-82.0139	2015	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
041	Lebanon Square Apartments	36.9043	-82.0781	1990	2007	Restricted	Family	Stabilized	Tax Credit	48	0	100.0%
042	Lee Garden Apartments	36.6086	-82.1756	1952	1990	Market Rate	Family	Condominiums	Conventional	0	0	0.0%
043	Leisure Park Towers Apartments	36.5967	-82.1830	1979	2006	Subsidized	Elderly	Unconfirmed	HUD	150	7	95.3%
044	Leonard's Circle Apartments	36.8983	-82.0952	1977	1990	Market Rate	Family	Unconfirmed	Conventional	8	0	100.0%
045	Lohr Street Condos	36.9009	-82.0802	2019	na	Market Rate	Family	Condominiums	Conventional	0	0	0.0%
046	Mahaffey Agency Real Estate	36.7110	-81.9739	na	2008	Market Rate	Family	Duplicate	Conventional	0	0	0.0%
047	Main Street Apartments	36.9017	-82.0755	1995	na	Market Rate	Family	Stabilized	Conventional	8	0	100.0%
048	Main Street Villas	36.9040	-82.0571	2023	na	Subsidized	Elderly	Prop Const	Tax Credit	21	21	0.0%
049	Manchester 242	36.6661	-82.0631	1990	na	Market Rate	Family	Stabilized	Conventional	31	3	90.3%
050	Mill Way Apartments	36.7242	-81.9716	1980	na	Market Rate	Family	Stabilized	Conventional	33	3	90.9%
051	Mosby Homes	36.6050	-82.1801	1966	2010	Subsidized	Family	Unconfirmed	Other	40	1	97.5%
052	Mountain Empire Apartments	36.7133	-81.9240	1990	na	Market Rate	Family	Stabilized	Conventional	48	0	100.0%

Rental Property Inventory

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
053	Mulco Property Rentals Location 1	37.0954	-81.8150	1985	na	Market Rate	Family	Stabilized	Conventional	8	1	87.5%
054	Mulco Property Rentals Location 2	37.0948	-81.8139	1965	2005	Market Rate	Family	Stabilized	Conventional	15	0	100.0%
055	Mulco Property Rentals Location 3	37.0951	-81.8134	1975	na	Market Rate	Family	Stabilized	Conventional	10	0	100.0%
056	Mulco Property Rentals Location 4	37.0951	-81.8134	2010	na	Market Rate	Family	Stabilized	Conventional	8	0	100.0%
057	Mulco Property Rentals Location 5	37.0955	-81.8129	2010	na	Market Rate	Family	Stabilized	Conventional	3	0	100.0%
058	Nicholas Apartments	36.7116	-81.9596	1996	na	Market Rate	Family	Stabilized	Conventional	40	0	100.0%
059	Oxford Square Apartments	37.0871	-81.8217	1977	2006	Subsidized	Family	Stabilized	Tax Credit	87	2	97.7%
060	Pine Grove Apartments	36.9050	-82.0515	1985	na	Market Rate	Family	Unconfirmed	Conventional	24	1	95.8%
061	Pinehedge Condominiums	36.7218	-81.9788	1985	2009	Market Rate	Family	Stabilized	Conventional	30	0	100.0%
062	Promise Landing Apartments	36.7217	-81.9090	1990	na	Market Rate	Family	Stabilized	Conventional	64	2	96.9%
063	Ray's Main Street Apartments	36.9019	-82.0755	2007	na	Market Rate	Family	Duplicate	Conventional	7	3	57.1%
064	Rice Terrace Apartments	36.6009	-82.1820	1929	1996	Subsidized	Family	Unconfirmed	Other	136	0	100.0%
065	Ridgecrest Town Apartments	36.6251	-82.1344	2008	na	Restricted	Family	Stabilized	Tax Credit	72	8	88.9%
066	Ridgefield Court Apartments	36.7095	-81.9607	1987	2021	Restricted	Family	Stabilized	RD	48	3	93.8%
067	Russell Arms Apartments	36.9009	-82.0802	na	na	Market Rate	Family	Unconfirmed	Conventional	0	0	0.0%
068	Sapling Grove Apartments	36.6038	-82.1799	2008	na	Restricted	Family	Stabilized	Tax Credit	26	0	100.0%
069	Singleton Properties	36.7038	-82.0032	1987	na	Market Rate	Family	Stabilized	Conventional	18	0	100.0%
070	Springdale Village Apartments	36.6001	-82.1607	1981	na	Subsidized	Family	Duplicate	Tax Credit	136	136	0.0%
071	Stant Hall Apartments	36.5998	-82.1777	1955	1990	Subsidized	Family	Unconfirmed	Other	50	0	100.0%
072	Stone Mill Apartments	36.7049	-81.9912	1978	na	Market Rate	Family	Stabilized	Conventional	10	0	100.0%
073	Sunhouse M/R Group Home	36.5967	-82.1861	na	na	Subsidized	Family	Special Needs	HUD	12	1	91.7%
074	Sweetbriar 1	36.7142	-82.0200	2009	na	Restricted	Family	Stabilized	Tax Credit	20	0	100.0%
075	Sweetbriar II	36.7142	-82.0200	2023	na	Restricted	Family	Stabilized	Tax Credit	22	0	100.0%
076	Sweetland Apartments	36.6461	-81.9886	1997	na	Market Rate	Family	Stabilized	Conventional	12	0	100.0%
077	Theo's Ridge	36.7116	-81.9596	1980	2015	Restricted	Family	Non-Inventory	Tax Credit	35	9	74.3%
078	Thomas Jefferson Senior Apartments	36.6015	-82.1790	1892	2005	Restricted	Elderly	Stabilized	Tax Credit	30	0	100.0%
079	Townhouse Apartments	36.6968	-81.9928	na	na	Market Rate	Family	Duplicate	Conventional	0	0	0.0%
080	Village Green Townhomes Phase 1	36.7100	-82.0044	1999	na	Market Rate	Family	Stabilized	Conventional	14	0	100.0%
081	Village Green Townhomes Phase 2	36.7099	-82.0000	2019	na	Market Rate	Family	Stabilized	Conventional	12	0	100.0%
082	Village Square Apartments	36.7149	-81.9630	1965	2022	Market Rate	Family	Stabilized	Conventional	10	1	90.0%
083	Villages at Oakview	36.6046	-82.1805	2017	na	Restricted	Family	Stabilized	Tax Credit	48	1	97.9%
084	Walden Road Apartments	36.7173	-81.9623	1886	2008	Market Rate	Family	Unconfirmed	Conventional	14	0	100.0%
085	Washington Court Apartments	36.7026	-81.9894	1991	2013	Subsidized	Elderly	Stabilized	Tax Credit	39	0	100.0%
086	Whites Mill Point Apartments	36.7257	-81.9727	2006	na	Restricted	Family	Stabilized	Tax Credit	32	3	90.6%
087	Whites Mill Point II Apartments	36.7257	-81.9727	2006	2023	Restricted	Family	Prop Rehab	Tax Credit	32	0	100.0%
088	Whites Mill Road Apartments	36.7223	-81.9703	1996	na	Market Rate	Family	Stabilized	Conventional	16	0	100.0%
089	Willow Run Apartments	36.7232	-81.9279	2009	na	Market Rate	Family	Stabilized	Conventional	192	8	95.8%
090	Woodlands (The)	36.6001	-82.1607	1981	2012	Subsidized	Family	Stabilized	Tax Credit	136	0	100.0%
091	Wyndale Court Condominiums	36.7099	-82.0086	2003	na	Market Rate	Family	Stabilized	Conventional	16	0	100.0%



Rental Property Inventory, Unconfirmed

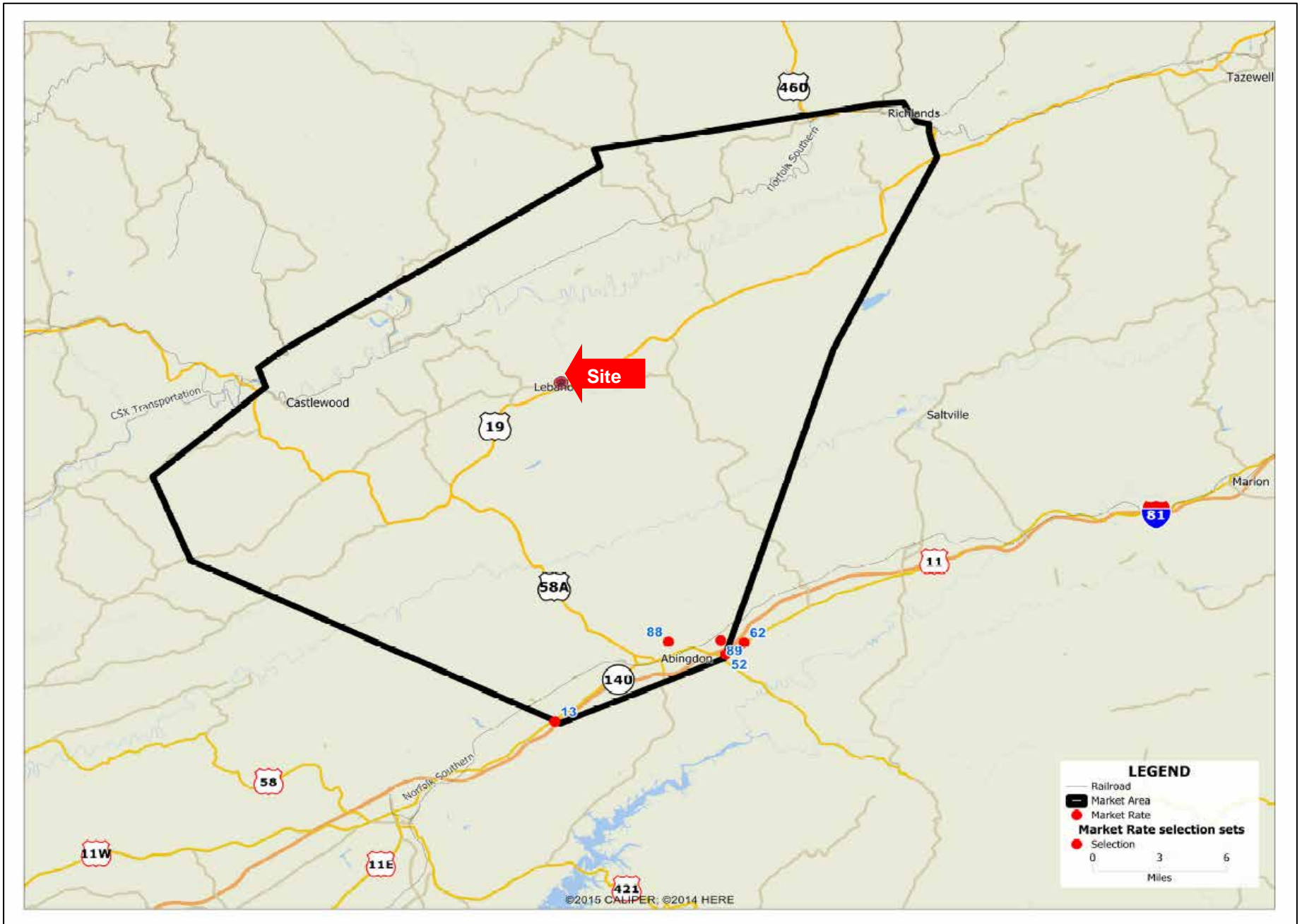
Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
006	Aston Ridge Apartments	36.7216	-81.9699	1990	na	Market Rate	Family	Unconfirmed	Conventional	24	3	87.5%
024	Fairfax Court Apartments	37.0958	-81.8050	1986	na	Subsidized	Elderly	Unconfirmed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

Rental Property Inventory, Confirmed, Inside Market Area

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
001	Abingdon Green Apartments	36.7176	-81.9652	1989	2009	Subsidized	Elderly	Stabilized	Tax Credit	32	0	100.0%
003	Abingdon Terrace Apartments	36.7022	-81.9836	1987	2013	Subsidized	Elderly	Stabilized	Tax Credit	32	2	93.8%
015	Copper Creek Apartments	36.9014	-82.0769	1990	2008	Subsidized	Elderly	Stabilized	Tax Credit	35	0	100.0%
022	Edgemont Townhouses	36.7247	-81.9440	1978	2008	Market Rate	Family	Stabilized	Tax Credit	7	0	100.0%
023	Elderspirit Community	36.7079	-81.9672	2021	na	Market Rate	Elderly	Stabilized	Conventional	16	2	87.5%
025	Fairview Apartments	36.7114	-81.9590	1979	na	Market Rate	Family	Stabilized	Conventional	36	9	75.0%
031	Gray Drive Apartments	36.7203	-81.9617	1968	2009	Market Rate	Family	Stabilized	Conventional	14	0	100.0%
032	Hallock Drive Townhomes	36.6962	-81.9959	2003	na	Market Rate	Family	Stabilized	Conventional	38	0	100.0%
034	Highland View Apartments	36.7018	-81.9821	1983	2013	Restricted	Family	Stabilized	Tax Credit	44	3	93.2%
036	Hunters Ridge Apartments	37.0867	-81.8229	1985	2006	Subsidized	Family	Stabilized	Tax Credit	48	2	95.8%
037	Johnson Apartments	36.7152	-81.9713	1950	na	Market Rate	Family	Stabilized	Conventional	10	1	90.0%
041	Lebanon Square Apartments	36.9043	-82.0781	1990	2007	Restricted	Family	Stabilized	Tax Credit	48	0	100.0%
047	Main Street Apartments	36.9017	-82.0755	1995	na	Market Rate	Family	Stabilized	Conventional	8	0	100.0%
048	Main Street Villas	36.9040	-82.0571	2023	na	Subsidized	Elderly	Prop Const	Tax Credit	21	21	0.0%
050	Mill Way Apartments	36.7242	-81.9716	1980	na	Market Rate	Family	Stabilized	Conventional	33	3	90.9%
052	Mountain Empire Apartments	36.7133	-81.9240	1990	na	Market Rate	Family	Stabilized	Conventional	48	0	100.0%
053	Mulco Property Rentals Location 1	37.0954	-81.8150	1985	na	Market Rate	Family	Stabilized	Conventional	8	1	87.5%
054	Mulco Property Rentals Location 2	37.0948	-81.8139	1965	2005	Market Rate	Family	Stabilized	Conventional	15	0	100.0%
055	Mulco Property Rentals Location 3	37.0951	-81.8134	1975	na	Market Rate	Family	Stabilized	Conventional	10	0	100.0%
056	Mulco Property Rentals Location 4	37.0951	-81.8134	2010	na	Market Rate	Family	Stabilized	Conventional	8	0	100.0%
057	Mulco Property Rentals Location 5	37.0955	-81.8129	2010	na	Market Rate	Family	Stabilized	Conventional	3	0	100.0%
058	Nicholas Apartments	36.7116	-81.9596	1996	na	Market Rate	Family	Stabilized	Conventional	40	0	100.0%
059	Oxford Square Apartments	37.0871	-81.8217	1977	2006	Subsidized	Family	Stabilized	Tax Credit	87	2	97.7%
061	Pinehedge Condominiums	36.7218	-81.9788	1985	2009	Market Rate	Family	Stabilized	Conventional	30	0	100.0%
062	Promise Landing Apartments	36.7217	-81.9090	1990	na	Market Rate	Family	Stabilized	Conventional	64	2	96.9%
066	Ridgefield Court Apartments	36.7095	-81.9607	1987	2021	Restricted	Family	Stabilized	RD	48	3	93.8%
069	Singleton Properties	36.7038	-82.0032	1987	na	Market Rate	Family	Stabilized	Conventional	18	0	100.0%
072	Stone Mill Apartments	36.7049	-81.9912	1978	na	Market Rate	Family	Stabilized	Conventional	10	0	100.0%
074	Sweetbriar 1	36.7142	-82.0200	2009	na	Restricted	Family	Stabilized	Tax Credit	20	0	100.0%
075	Sweetbriar II	36.7142	-82.0200	2023	na	Restricted	Family	Stabilized	Tax Credit	22	0	100.0%
080	Village Green Townhomes Phase 1	36.7100	-82.0044	1999	na	Market Rate	Family	Stabilized	Conventional	14	0	100.0%
081	Village Green Townhomes Phase 2	36.7099	-82.0000	2019	na	Market Rate	Family	Stabilized	Conventional	12	0	100.0%
082	Village Square Apartments	36.7149	-81.9630	1965	2022	Market Rate	Family	Stabilized	Conventional	10	1	90.0%
085	Washington Court Apartments	36.7026	-81.9894	1991	2013	Subsidized	Elderly	Stabilized	Tax Credit	39	0	100.0%
086	Whites Mill Point Apartments	36.7257	-81.9727	2006	na	Restricted	Family	Stabilized	Tax Credit	32	3	90.6%
087	Whites Mill Point II Apartments	36.7257	-81.9727	2006	2023	Restricted	Family	Prop Rehab	Tax Credit	32	0	100.0%
088	Whites Mill Road Apartments	36.7223	-81.9703	1996	na	Market Rate	Family	Stabilized	Conventional	16	0	100.0%
089	Willow Run Apartments	36.7232	-81.9279	2009	na	Market Rate	Family	Stabilized	Conventional	192	8	95.8%
091	Wyndale Court Condominiums	36.7099	-82.0086	2003	na	Market Rate	Family	Stabilized	Conventional	16	0	100.0%

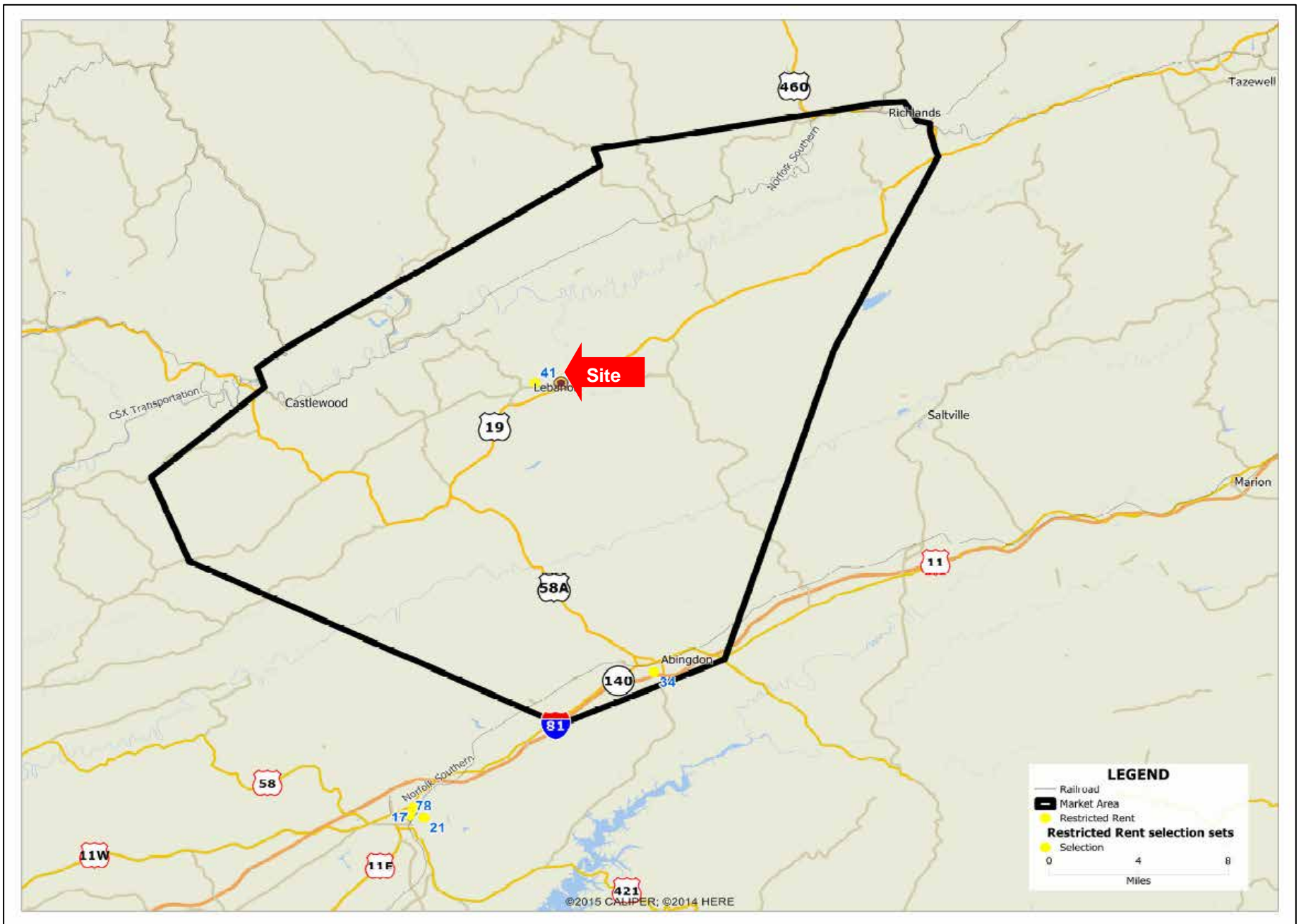
Master List of Market Rate Comparables

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
013	Cedar Ridge Apartments	36.6663	-82.0620	1984	2020	Market Rate	Family	Stabilized	Conventional	39	0	100.0%
052	Mountain Empire Apartments	36.7133	-81.9240	1990	na	Market Rate	Family	Stabilized	Conventional	48	0	100.0%
062	Promise Landing Apartments	36.7217	-81.9090	1990	na	Market Rate	Family	Stabilized	Conventional	64	2	96.9%
088	Whites Mill Road Apartments	36.7223	-81.9703	1996	na	Market Rate	Family	Stabilized	Conventional	16	0	100.0%
089	Willow Run Apartments	36.7232	-81.9279	2009	na	Market Rate	Family	Stabilized	Conventional	192	8	95.8%



Master List of Restricted Rent Comparables

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
017	Douglass School Apartments	36.6074	-82.1757	1925	2006	Restricted	Elderly	Stabilized	Tax Credit	41	2	95.1%
021	Eastridge Apartments	36.6000	-82.1676	1970	2008	Restricted	Family	Stabilized	HUD	96	2	97.9%
034	Highland View Apartments	36.7018	-81.9821	1983	2013	Restricted	Family	Stabilized	Tax Credit	44	3	93.2%
041	Lebanon Square Apartments	36.9043	-82.0781	1990	2007	Restricted	Family	Stabilized	Tax Credit	48	0	100.0%
078	Thomas Jefferson Senior Apartments	36.6015	-82.1790	1892	2005	Restricted	Elderly	Stabilized	Tax Credit	30	0	100.0%



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

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

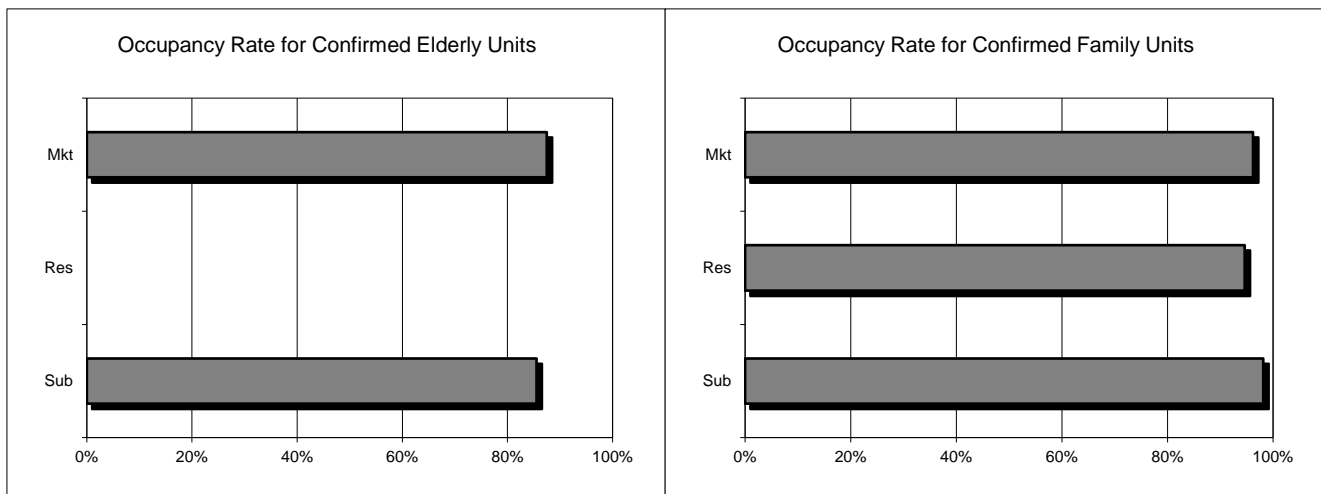
Rental Property Inventory, Confirmed, Inside Market Area			
Total Properties			
	Elderly	Family	Total
Market Rate	1	24	25
Restricted		7	7
Subsidized	5	2	7
Total	6	33	39

Total Units			
	Elderly	Family	Total
Market Rate	16	660	676
Restricted		168	168
Subsidized	159	213	372
Total	175	1,041	1,216

Vacant Units			
	Elderly	Family	Total
Market Rate	2	25	27
Restricted		9	9
Subsidized	23	4	27
Total	25	38	63

Occupancy Rate			
	Elderly	Family	Total
Market Rate	88%	96%	96%
Restricted		95%	95%
Subsidized	86%	98%	93%
Total	86%	96%	95%

Source: Allen & Associates



Our analysis includes a total of 39 confirmed market area properties consisting of 1,216 units. The occupancy rate for these units currently stands at 95 percent. This rate reflects the occupancy for all confirmed market area units, regardless of project status (stabilized, under construction, proposed, etc.).

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

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

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

Rental Property Inventory, Confirmed, Inside Market Area

Elderly					Family				
Total Properties					Total Properties				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized	4		1	5	Stabilized	2	6	24	32
Lease Up					Lease Up				
Construction					Construction				
Rehabilitation					Rehabilitation				
Prop Const	1			1	Prop Const				
Prop Rehab					Prop Rehab		1		1
Unstabilized					Unstabilized				
Subtotal	1			1	Subtotal		1		1
Total	5		1	6	Total	2	7	24	33

Total Units					Total Units				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized	138		16	154	Stabilized	208	141	660	1,009
Lease Up					Lease Up				
Construction					Construction				
Rehabilitation					Rehabilitation				
Prop Const	21			21	Prop Const				
Prop Rehab					Prop Rehab	5	27		32
Unstabilized					Unstabilized				
Subtotal	21			21	Subtotal	5	27		32
Total	159		16	175	Total	213	168	660	1,041

Vacant Units					Vacant Units				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized	2		2	4	Stabilized	4	9	25	38
Lease Up					Lease Up				
Construction					Construction				
Rehabilitation					Rehabilitation				
Prop Const	21			21	Prop Const				
Prop Rehab					Prop Rehab				
Unstabilized					Unstabilized				
Subtotal	21			21	Subtotal				
Total	23		2	25	Total	4	9	25	38

Source: Allen & Associates

Our survey includes a total of 37 stabilized market area properties consisting of 1,163 units standing at 96 percent occupancy.

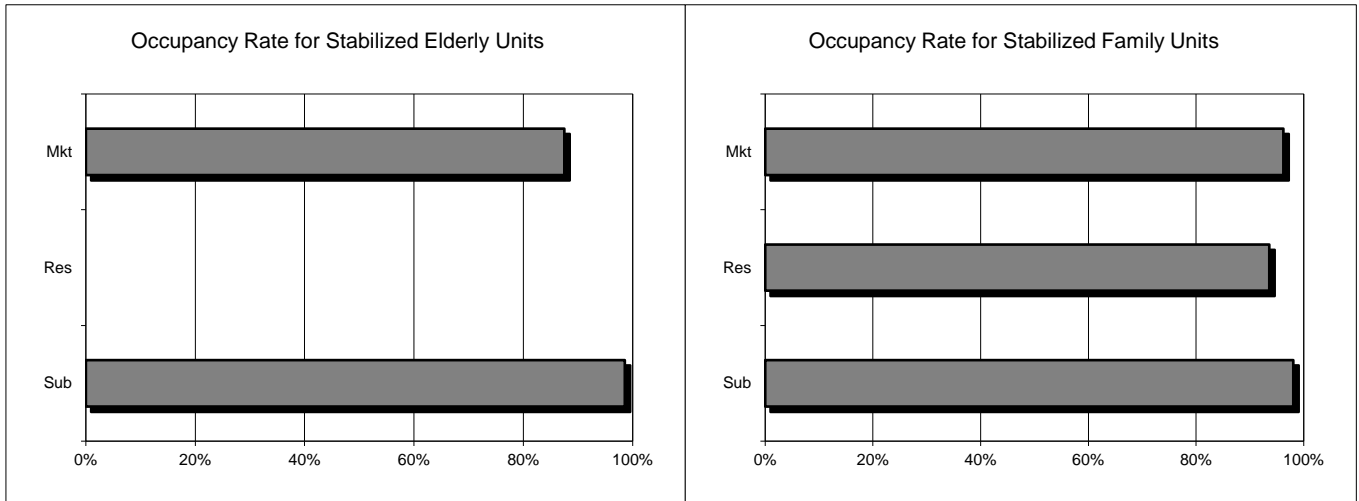
Our survey also includes a total of 2 market area properties consisting of 53 units that are not yet stabilized. Unstabilized units (also referred to as pipeline units) include vacant units in lease up, construction, rehabilitation, proposed new construction, and units with proposed renovation plans.

Rental Property Inventory, Confirmed, Inside Market Area

Elderly					Family				
Occupancy Rate					Occupancy Rate				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized	99%		88%	97%	Stabilized	98%	94%	96%	96%
Lease Up					Lease Up				
Construction					Construction				
Rehabilitation					Rehabilitation				
Prop Const	0%			0%	Prop Const				
Prop Rehab					Prop Rehab	100%	100%		100%
Unstabilized					Unstabilized				
Subtotal	0%			0%	Subtotal	100%	100%		100%
Total	86%		88%	86%	Total	98%	95%	96%	96%

Source: Allen & Associates

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



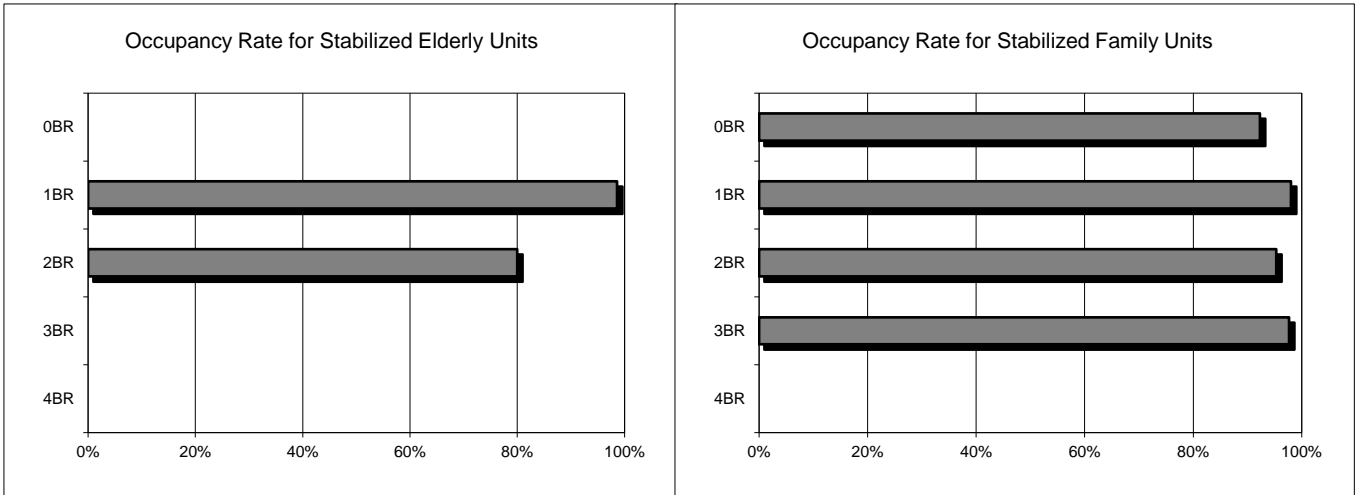
Our research suggests the following occupancy levels for the 154 stabilized elderly units in this market area:

- Subsidized, 99 percent (138 units in survey)
- Restricted, not applicable (0 units in survey)
- Market Rate, 88 percent (16 units in survey)

Our research suggests the following occupancy levels for the 1,009 stabilized family units in this market area:

- Subsidized, 98 percent (208 units in survey)
- Restricted, 94 percent (141 units in survey)
- Market Rate, 96 percent (660 units in survey)

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



Our research suggests the following occupancy levels for the 154 stabilized elderly units in this market area:

- 0-Bedroom, not applicable (0 units in survey)
- 1-Bedroom, 99 percent (144 units in survey)
- 2-Bedroom, 80 percent (10 units in survey)
- 3-Bedroom, not applicable (0 units in survey)
- 4-Bedroom, not applicable (0 units in survey)

Our research suggests the following occupancy levels for the 1,009 stabilized family units in this market area:

- 0-Bedroom, 92 percent (13 units in survey)
- 1-Bedroom, 98 percent (253 units in survey)
- 2-Bedroom, 95 percent (616 units in survey)
- 3-Bedroom, 98 percent (127 units in survey)
- 4-Bedroom, not applicable (0 units in survey)

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

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

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

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

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

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

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

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

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

Source: Allen & Associates

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

Elderly									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	4							1	5
Lease Up									
Construction									
Rehabilitation									
Prop Const	1								1
Prop Rehab									
Unstabilized									
Subtotal	1								1
Total	5							1	6

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

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	138							6	144
Lease Up									
Construction									
Rehabilitation									
Prop Const	21								21
Prop Rehab									
Unstabilized									
Subtotal	21								21
Total	159							6	165

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	84			2	6			11	150
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	84			2	6			11	150

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

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	1				1			3	5
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	1				1			3	5

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

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

Source: Allen & Associates

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

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

Family									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	6			2	3			1	21
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab	1				1				2
Unstabilized									
Subtotal	1				1				2
Total	7			2	4			1	21

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

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	118			19	35			22	422
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab	5				27				32
Unstabilized									
Subtotal	5				27				32
Total	123			19	62			22	422

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

Vacant Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	3				4			3	19
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	3				4			3	19

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

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	97%			100%	89%			86%	95%
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab	100%				100%				100%
Unstabilized									
Subtotal	100%				100%				100%
Total	98%			100%	94%			86%	95%

Source: Allen & Associates

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

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

Family									
Total Properties with Unit Type									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	2			2	3			7	14
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	2			2	3			7	14

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

Total Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	6			15	31			75	127
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	6			15	31			75	127

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

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

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

Occupancy Rate									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
Stabilized	100%			100%	97%			97%	98%
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	100%			100%	97%			97%	98%

Source: Allen & Associates

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

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

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

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

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

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

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

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

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

Source: Allen & Associates

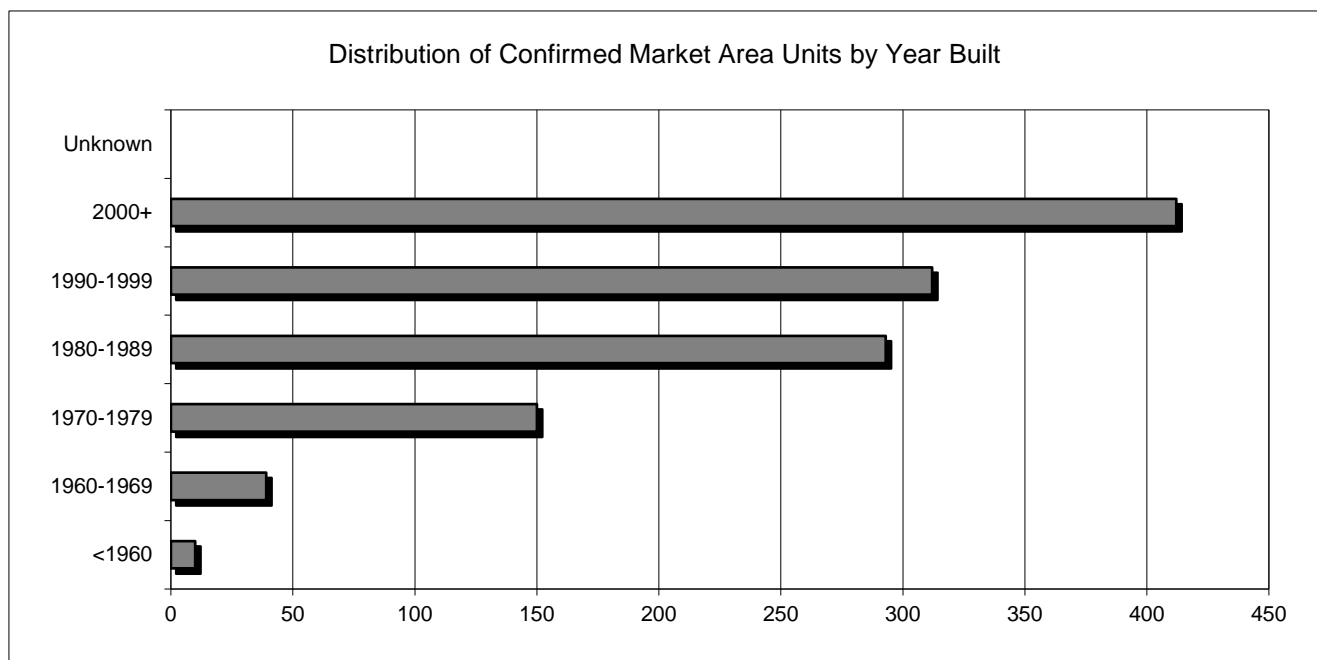
Rental Property Inventory, Confirmed, Inside Market Area, by Year Built

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

Rental Property Inventory, Confirmed, Inside Market Area			
Total Properties			
	Elderly	Family	Total
<1960		1	1
1960-1969		3	3
1970-1979		5	5
1980-1989	2	7	9
1990-1999	2	7	9
2000+	2	10	12
Unknown			
Total	6	33	39

Total Units			
	Elderly	Family	Total
<1960		10	10
1960-1969		39	39
1970-1979		150	150
1980-1989	64	229	293
1990-1999	74	238	312
2000+	37	375	412
Unknown			
Total	175	1,041	1,216

Source: Allen & Associates



Our research suggests that of the 39 confirmed market area properties (1216 units) included in this report, 1 property (10 units) was constructed before 1960, 3 properties (39 units) were constructed between 1960 and 1969, 5 properties (150 units) between 1970 and 1979, 9 properties (293 units) between 1980 and 1989, 9 properties (312 units) between 1990 and 1999, and 12 properties (412 units) after 2000. In addition, 0 properties (0 units) had an unknown date of construction.

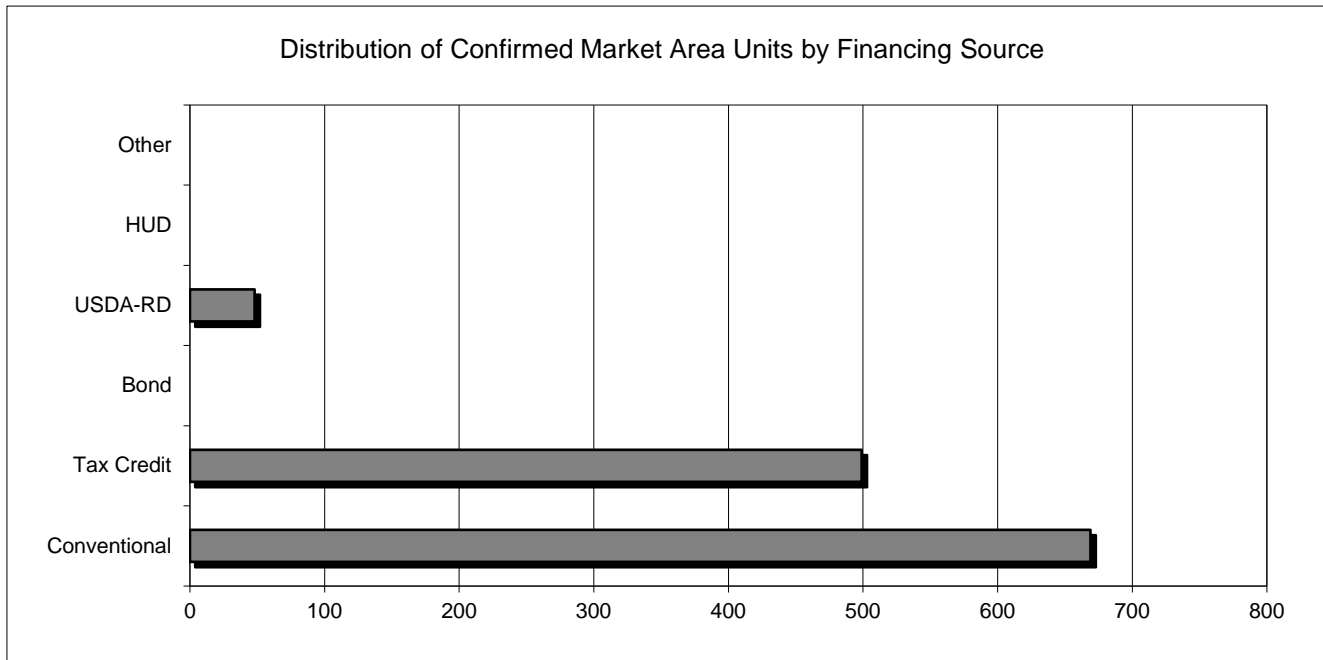
Rental Property Inventory, Confirmed, Inside Market Area, by Financing Source

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

Rental Property Inventory, Confirmed, Inside Market Area			
Total Properties			
	Elderly	Family	Total
Conventional	1	23	24
Tax Credit	5	9	14
Bond			
USDA-RD		1	1
HUD			
Other			
Total	6	33	39

Total Units			
	Elderly	Family	Total
Conventional	16	653	669
Tax Credit	159	340	499
Bond			
USDA-RD		48	48
HUD			
Other			
Total	175	1,041	1,216

Source: Allen & Associates



Our research suggests that of the 39 confirmed properties in the market area, 24 properties (consisting of 669 units) are conventionally financed, 14 properties (consisting of 499 units) include tax credit financing, 0 properties (consisting of 0 units) are bond financed, 1 property (consisting of 48 units) is exclusively USDA-RD financed, and 0 properties (consisting of 0 units) are exclusively HUD financed.

The average project size for this market area is 31 units. The smallest projects are conventionally financed, averaging 28 units in size. The largest projects are exclusively USDA-RD financed, averaging 48 units in size.

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

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

Rental Property Inventory, Confirmed, Inside Market Area

Rents									
	Subsidized			Restricted			Market		
	Min	Max	Avg	Min	Max	Avg	Min	Max	Avg
0-Bedroom	-	-	-	-	-	-	\$325	\$550	\$450
1-Bedroom	\$416	\$615	\$510	\$478	\$502	\$492	\$375	\$1,032	\$584
2-Bedroom	\$455	\$633	\$536	\$455	\$633	\$552	\$463	\$1,302	\$730
3-Bedroom	\$506	\$683	\$595	\$555	\$743	\$643	\$525	\$1,522	\$1,032
4-Bedroom	-	-	-	-	-	-	-	-	-

Unit Size

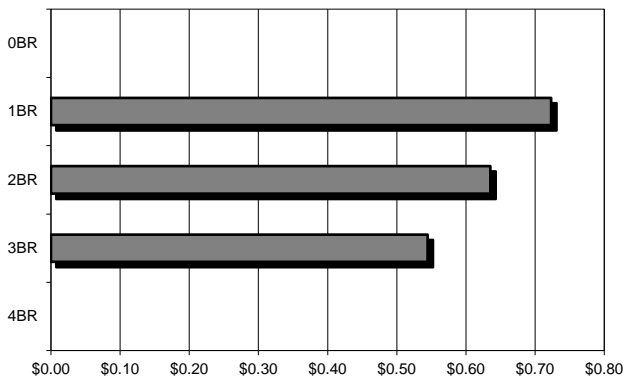
Unit Size									
	Subsidized			Restricted			Market		
	Min	Max	Avg	Min	Max	Avg	Min	Max	Avg
0-Bedroom	-	-	-	-	-	-	450	700	550
1-Bedroom	566	750	630	589	750	680	450	800	645
2-Bedroom	664	1,000	831	746	1,000	869	800	1,200	981
3-Bedroom	903	1,103	1,003	903	1,385	1,181	1,100	1,600	1,278
4-Bedroom	-	-	-	-	-	-	-	-	-

Rent per Square Foot

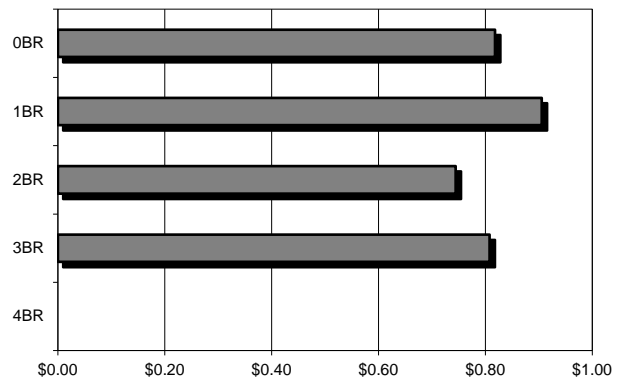
Rent per Square Foot									
	Subsidized			Restricted			Market		
	Min	Max	Avg	Min	Max	Avg	Min	Max	Avg
0-Bedroom	-	-	-	-	-	-	\$0.72	\$0.79	\$0.82
1-Bedroom	\$0.73	\$0.82	\$0.81	\$0.67	\$0.81	\$0.72	\$0.83	\$1.29	\$0.91
2-Bedroom	\$0.63	\$0.69	\$0.64	\$0.61	\$0.63	\$0.64	\$0.58	\$1.09	\$0.74
3-Bedroom	\$0.56	\$0.62	\$0.59	\$0.54	\$0.61	\$0.54	\$0.48	\$0.95	\$0.81
4-Bedroom	-	-	-	-	-	-	-	-	-

Source: Allen & Associates

Rent per Square Foot for Restricted Units



Rent per Square Foot for Market Rate Units



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

- 0-Bedroom, not applicable
- 1-Bedroom, \$0.72 per square foot
- 2-Bedroom, \$0.64 per square foot
- 3-Bedroom, \$0.54 per square foot
- 4-Bedroom, not applicable

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

- 0-Bedroom, \$0.82 per square foot
- 1-Bedroom, \$0.91 per square foot
- 2-Bedroom, \$0.74 per square foot
- 3-Bedroom, \$0.81 per square foot
- 4-Bedroom, not applicable

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

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

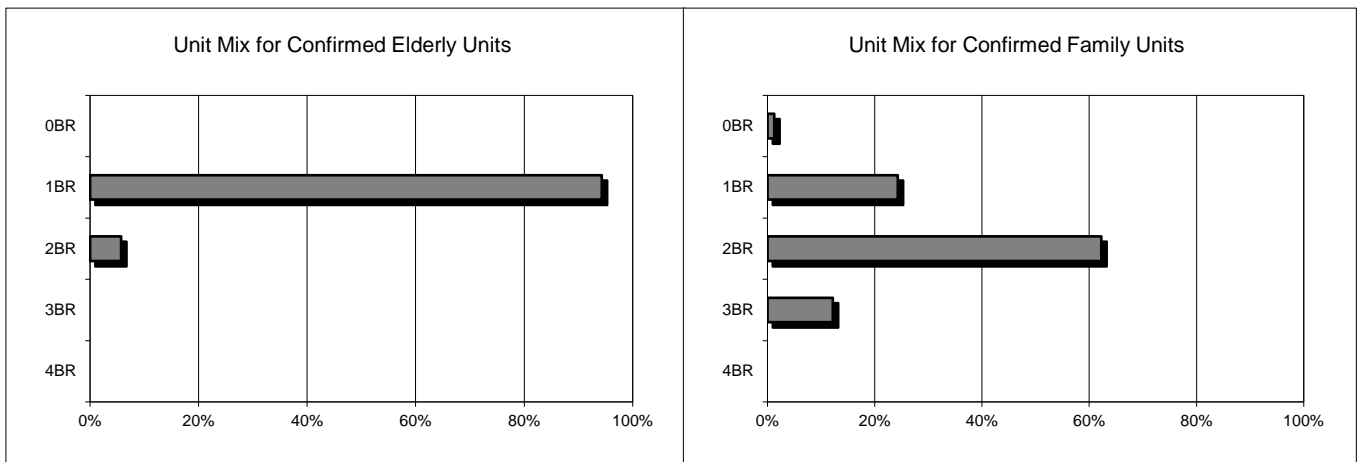
In the tables and graphs found below we present a breakdown of unit mix for confirmed market area properties broken out by occupancy type (elderly or family):

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

Elderly					Family				
Total Units					Total Units				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
0-Bedroom					0-Bedroom			13	13
1-Bedroom	159		6	165	1-Bedroom	84	19	150	253
2-Bedroom			10	10	2-Bedroom	123	103	422	648
3-Bedroom					3-Bedroom	6	46	75	127
4-Bedroom					4-Bedroom				
Total	159		16	175	Total	213	168	660	1,041

Elderly Unit Mix					Family Unit Mix				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
0-Bedroom					0-Bedroom			2%	1%
1-Bedroom	100%		38%	94%	1-Bedroom	39%	11%	23%	24%
2-Bedroom			63%	6%	2-Bedroom	58%	61%	64%	62%
3-Bedroom					3-Bedroom	3%	27%	11%	12%
4-Bedroom					4-Bedroom				
Total	100%		100%	100%	Total	100%	100%	100%	100%

Source: Allen & Associates



Our research suggests the following unit mix for the 175 confirmed elderly units located in this market area:

- 0-Bedroom, not applicable (0 units in survey)
- 1-Bedroom, 94 percent (165 units in survey)
- 2-Bedroom, 6 percent (10 units in survey)
- 3-Bedroom, not applicable (0 units in survey)
- 4-Bedroom, not applicable (0 units in survey)

Our research suggests the following unit mix for the 1,041 confirmed family units located in this market area:

- 0-Bedroom, 1 percent (13 units in survey)
- 1-Bedroom, 24 percent (253 units in survey)
- 2-Bedroom, 62 percent (648 units in survey)
- 3-Bedroom, 12 percent (127 units in survey)
- 4-Bedroom, not applicable (0 units in survey)

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

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

Rental Property Inventory, Confirmed, Inside Market Area, Amenity Summary			
Building Type		Air Conditioning	
1 Story	10%	Central	82%
2-4 Story	90%	Wall Units	13%
5-10 Story	0%	Window Units	5%
>10 Story	0%	None	0%
Project Amenities		Heat	
Ball Field	0%	Central	87%
BBQ Area	8%	Wall Units	5%
Billiards	0%	Baseboards	8%
Bus/Comp Ctr	5%	Radiators	0%
Car Care Ctr	0%	None	0%
Comm Center	26%		
Elevator	0%	Parking	
Fitness Center	8%	Garage	3%
Gazebo	10%	Covered	0%
Hot Tub/Jacuzzi	0%	Assigned	0%
Horseshoe Pit	0%	Open	100%
Lake	0%	None	0%
Library	0%		
Movie Theatre	0%	Laundry	
Picnic Area	15%	Central	41%
Playground	13%	W/D Units	21%
Pool	5%	W/D Hookups	44%
Sauna	0%		
Sports Court	3%	Security	
Walking Trail	0%	Call Buttons	10%
		Cont Access	0%
		Courtesy Officer	0%
		Monitoring	5%
		Security Alarms	3%
		Security Patrols	0%
		Services	
		After School	0%
		Concierge	0%
		Hair Salon	0%
		Health Care	0%
		Linens	0%
		Meals	0%
		Transportation	0%
Unit Amenities			
Blinds	92%		
Ceiling Fans	3%		
Upgraded Flooring	97%		
Fireplace	0%		
Patio/Balcony	79%		
Storage	18%		
Kitchen Amenities			
Stove	100%		
Refrigerator	100%		
Disposal	44%		
Dishwasher	69%		
Microwave	8%		

Source: Allen & Associates

Our research suggests that 10 percent of confirmed market area properties are 1 story in height, 90 percent are 2-4 stories in height, 0 percent are 5-10 stories in height, and 0 percent are over 10 stories in height. In addition, surveyed properties benefit from the following project amenities: 5 percent have a business/computer center, 26 percent have a community center, 8 percent have a fitness center, 13 percent have a playground, and 3 percent have a sports court.

Our research also suggests that the following unit amenities are present at surveyed properties: 92 percent have blinds, 97 percent have carpeting, 79 percent have patios/balconies, and 18 percent have outside storage. Surveyed properties also include the following kitchen amenities: 100 percent have a stove, 100 percent have a refrigerator, 44 percent have a disposal, 69 percent have a dishwasher, and 8 percent have a microwave.

In addition, 87 percent of confirmed market area properties have central heat while 82 percent have central air. Our research also suggests that 100 percent of surveyed properties have open parking. A total of 41 percent of area properties have central laundry facilities, while 44 percent have washer/dryer hookups, and 21 percent have washer/dryer units in each residential unit.

A total of 10 percent of confirmed market area properties have call buttons, 0 percent have controlled access, and 3 percent have security alarms.

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

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

Rental Property Inventory, Confirmed, Inside Market Area

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy	Concessions	Vouchers	Abs Rate	Waiting List
001	Abingdon Green Apartments	36.7176	-81.9652	1989	2009	Subsidized	Elderly	Stabilized	Tax Credit	32	0	100.0%	0%	0%	-	20 people
003	Abingdon Terrace Apartments	36.7022	-81.9836	1987	2013	Subsidized	Elderly	Stabilized	Tax Credit	32	2	93.8%	0%	0%	-	18 people
015	Copper Creek Apartments	36.9014	-82.0769	1990	2008	Subsidized	Elderly	Stabilized	Tax Credit	35	0	100.0%	0%	0%	-	7 people
022	Edgemont Townhouses	36.7247	-81.9440	1978	2008	Market Rate	Family	Stabilized	Tax Credit	7	0	100.0%	0%	0%	-	-
023	Elderspirit Community	36.7079	-81.9672	2021	na	Market Rate	Elderly	Stabilized	Conventional	16	2	87.5%	0%	0%	-	-
025	Fairview Apartments	36.7114	-81.9590	1979	na	Market Rate	Family	Stabilized	Conventional	36	9	75.0%	0%	0%	-	yes
031	Gray Drive Apartments	36.7203	-81.9617	1968	2009	Market Rate	Family	Stabilized	Conventional	14	0	100.0%	0%	14%	-	-
032	Hallock Drive Townhomes	36.6962	-81.9959	2003	na	Market Rate	Family	Stabilized	Conventional	38	0	100.0%	0%	8%	-	4 people
034	Highland View Apartments	36.7018	-81.9821	1983	2013	Restricted	Family	Stabilized	Tax Credit	44	3	93.2%	0%	80%	44.00	100+ people
036	Hunters Ridge Apartments	37.0867	-81.8229	1985	2006	Subsidized	Family	Stabilized	Tax Credit	48	2	95.8%	0%	0%	-	8 people
037	Johnson Apartments	36.7152	-81.9713	1950	na	Market Rate	Family	Stabilized	Conventional	10	1	90.0%	0%	0%	-	-
041	Lebanon Square Apartments	36.9043	-82.0781	1990	2007	Restricted	Family	Stabilized	Tax Credit	48	0	100.0%	0%	10%	-	12 people
047	Main Street Apartments	36.9017	-82.0755	1995	na	Market Rate	Family	Stabilized	Conventional	8	0	100.0%	0%	0%	-	-
048	Main Street Villas	36.9040	-82.0571	2023	na	Subsidized	Elderly	Prop Const	Tax Credit	21	21	0.0%	0%	0%	-	-
050	Mill Way Apartments	36.7242	-81.9716	1980	na	Market Rate	Family	Stabilized	Conventional	33	3	90.9%	0%	9%	-	-
052	Mountain Empire Apartments	36.7133	-81.9240	1990	na	Market Rate	Family	Stabilized	Conventional	48	0	100.0%	0%	0%	-	no
053	Mulco Property Rentals Location 1	37.0954	-81.8150	1985	na	Market Rate	Family	Stabilized	Conventional	8	1	87.5%	0%	0%	-	75 people
054	Mulco Property Rentals Location 2	37.0948	-81.8139	1965	2005	Market Rate	Family	Stabilized	Conventional	15	0	100.0%	0%	0%	-	75 people
055	Mulco Property Rentals Location 3	37.0951	-81.8134	1975	na	Market Rate	Family	Stabilized	Conventional	10	0	100.0%	0%	0%	-	75 people
056	Mulco Property Rentals Location 4	37.0951	-81.8134	2010	na	Market Rate	Family	Stabilized	Conventional	8	0	100.0%	0%	0%	-	75 people
057	Mulco Property Rentals Location 5	37.0955	-81.8129	2010	na	Market Rate	Family	Stabilized	Conventional	3	0	100.0%	0%	0%	-	75 people
058	Nicholas Apartments	36.7116	-81.9596	1996	na	Market Rate	Family	Stabilized	Conventional	40	0	100.0%	0%	0%	-	no
059	Oxford Square Apartments	37.0871	-81.8217	1977	2006	Subsidized	Family	Stabilized	Tax Credit	87	2	97.7%	0%	0%	-	12 people
061	Pinehedge Condominiums	36.7218	-81.9788	1985	2009	Market Rate	Family	Stabilized	Conventional	30	0	100.0%	0%	0%	-	-
062	Promise Landing Apartments	36.7217	-81.9090	1990	na	Market Rate	Family	Stabilized	Conventional	64	2	96.9%	1%	0%	-	no
066	Ridgefield Court Apartments	36.7095	-81.9607	1987	2021	Restricted	Family	Stabilized	RD	48	3	93.8%	0%	17%	-	5 people
069	Singleton Properties	36.7038	-82.0032	1987	na	Market Rate	Family	Stabilized	Conventional	18	0	100.0%	0%	0%	-	-
072	Stone Mill Apartments	36.7049	-81.9912	1978	na	Market Rate	Family	Stabilized	Conventional	10	0	100.0%	0%	0%	-	-
074	Sweetbriar 1	36.7142	-82.0200	2009	na	Restricted	Family	Stabilized	Tax Credit	20	0	100.0%	0%	70%	20.00	-
075	Sweetbriar II	36.7142	-82.0200	2023	na	Restricted	Family	Stabilized	Tax Credit	22	0	100.0%	0%	0%	-	-
080	Village Green Townhomes Phase 1	36.7100	-82.0044	1999	na	Market Rate	Family	Stabilized	Conventional	14	0	100.0%	0%	0%	-	-
081	Village Green Townhomes Phase 2	36.7099	-82.0000	2019	na	Market Rate	Family	Stabilized	Conventional	12	0	100.0%	0%	0%	-	-
082	Village Square Apartments	36.7149	-81.9630	1965	2022	Market Rate	Family	Stabilized	Conventional	10	1	90.0%	0%	0%	-	-
085	Washington Court Apartments	36.7026	-81.9894	1991	2013	Subsidized	Elderly	Stabilized	Tax Credit	39	0	100.0%	0%	0%	-	5 people
086	Whites Mill Point Apartments	36.7257	-81.9727	2006	na	Restricted	Family	Stabilized	Tax Credit	32	3	90.6%	0%	69%	32.00	14 people
087	Whites Mill Point II Apartments	36.7257	-81.9727	2006	2023	Restricted	Family	Prop Rehab	Tax Credit	32	0	100.0%	0%	75%	32.00	14 people
088	Whites Mill Road Apartments	36.7223	-81.9703	1996	na	Market Rate	Family	Stabilized	Conventional	16	0	100.0%	0%	0%	-	-
089	Willow Run Apartments	36.7232	-81.9279	2009	na	Market Rate	Family	Stabilized	Conventional	192	8	95.8%	0%	0%	-	no
091	Wyndale Court Condominiums	36.7099	-82.0086	2003	na	Market Rate	Family	Stabilized	Conventional	16	0	100.0%	0%	0%	-	10 people

RENT COMPARABILITY ANALYSIS

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

Unrestricted Rent Analysis

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

Rental Property Inventory, by Unit Type

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

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

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

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

Rent Comparables, Market Rate, Map

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

Rent Comparability Grids

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

Rental Property Inventory, 1-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt
011	Catalina Apartments	1940	na	Market Rate	Family	Stabilized								\$450
013	Cedar Ridge Apartments	1984	2020	Market Rate	Family	Stabilized								\$600
018	Downtown Plaza Apartments	1968	na	Market Rate	Family	Stabilized								\$500
022	Edgemont Townhouses	1978	2008	Market Rate	Family	Stabilized								
023	Elderspirit Community	2021	na	Market Rate	Elderly	Stabilized								\$450
025	Fairview Apartments	1979	na	Market Rate	Family	Stabilized								\$425
027	Glade Terrace Apartments 1 & 2	2012	na	Market Rate	Family	Stabilized								
031	Gray Drive Apartments	1968	2009	Market Rate	Family	Stabilized								
032	Hallock Drive Townhomes	2003	na	Market Rate	Family	Stabilized								
037	Johnson Apartments	1950	na	Market Rate	Family	Stabilized								\$550
047	Main Street Apartments	1995	na	Market Rate	Family	Stabilized								
049	Manchester 242	1990	na	Market Rate	Family	Stabilized								\$814
050	Mill Way Apartments	1980	na	Market Rate	Family	Stabilized								\$395
052	Mountain Empire Apartments	1990	na	Market Rate	Family	Stabilized								\$700
053	Mulco Property Rentals Location 1	1985	na	Market Rate	Family	Stabilized								
054	Mulco Property Rentals Location 2	1965	2005	Market Rate	Family	Stabilized								\$425
055	Mulco Property Rentals Location 3	1975	na	Market Rate	Family	Stabilized								
056	Mulco Property Rentals Location 4	2010	na	Market Rate	Family	Stabilized								
057	Mulco Property Rentals Location 5	2010	na	Market Rate	Family	Stabilized								
058	Nicholas Apartments	1996	na	Market Rate	Family	Stabilized								\$375
061	Pinehedge Condominiums	1985	2009	Market Rate	Family	Stabilized								
062	Promise Landing Apartments	1990	na	Market Rate	Family	Stabilized								\$1,032
069	Singleton Properties	1987	na	Market Rate	Family	Stabilized								
072	Stone Mill Apartments	1978	na	Market Rate	Family	Stabilized								\$450
076	Sweetland Apartments	1997	na	Market Rate	Family	Stabilized								
080	Village Green Townhomes Phase 1	1999	na	Market Rate	Family	Stabilized								
081	Village Green Townhomes Phase 2	2019	na	Market Rate	Family	Stabilized								
082	Village Square Apartments	1965	2022	Market Rate	Family	Stabilized								
088	Whites Mill Road Apartments	1996	na	Market Rate	Family	Stabilized								\$650
089	Willow Run Apartments	2009	na	Market Rate	Family	Stabilized								\$977
091	Wyndale Court Condominiums	2003	na	Market Rate	Family	Stabilized								

Source: Allen & Associates



Rent Adjustments

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

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

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

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

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

Concessions

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

Tenant-Paid Utilities

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

Technology

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

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

Bedrooms

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

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

Bathrooms

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

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

Square Feet

Our analysis also included an adjustment for square footage at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$0.15 per square foot.

Square Feet			
Adjustment	Survey Range		Concluded
Square Feet	\$0.10	\$2.00	\$0.15

Visibility

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

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

Access

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

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

Neighborhood

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

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

Area Amenities

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

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

Median Household Income

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

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

Average Commute

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

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

Public Transportation

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

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

Personal Crime

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

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

Condition

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

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

Effective Age

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

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

Project Amenities

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

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

Unit Amenities

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

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

Kitchen Amenities

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

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

Parking

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

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

Laundry

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

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

Security

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

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

Comparable	Subject	1	2	3	4	5
Property-Unit Key	Sub-04	013-01	052-03	062-01	088-01	089-01
Unit Type	1BR-1BA-633sf	1BR-1BA-450sf	1BR-1BA-700sf	1BR-1BA-576sf	1BR-1BA-800sf	1BR-1BA-512sf
Property Name	Main Street Villas	Cedar Ridge Apartments	Mountain Empire Apartments	Promise Landing Apartments	Whites Mill Road Apartments	Willow Run Apartments
Address	1312 E Main Street	17041 Wilby Lane	16158 Flamingo Drive	16240 Samantha Drive	455-461 Whites Mill Road	1175 Willow Run Drive
City	Lebanon	Bristol	Abingdon	Abingdon	Abingdon	Abingdon
State	Virginia	Virginia	Virginia	Virginia	Virginia	Virginia
Zip	24266	24201	24211	24211	24210	24210
Latitude	36.90402	36.66630	36.71332	36.72168	36.72226	36.72323
Longitude	-82.05709	-82.06204	-81.92401	-81.90898	-81.97027	-81.92790
Miles to Subject	0.00	13.46	13.17	13.30	11.41	12.58
Year Built	2023	1984	1990	1990	1996	2009
Year Rehab	na	2020	na	na	na	na
Project Rent	Subsidized	Market Rate	Market Rate	Market Rate	Market Rate	Market Rate
Project Type	Elderly	Family	Family	Family	Family	Family
Project Status	Prop Const	Stabilized	Stabilized	Stabilized	Stabilized	Stabilized
Phone	na	(276) 619-5528	(276) 698-7752	(423) 528-0083	(276) 492-6056	(276) 628-4084
Effective Date	24-Nov-23	21-Nov-23	21-Nov-23	20-Nov-23	20-Nov-23	21-Nov-23
Project Level						
Units	21	39	48	64	16	192
Vacant Units	21	0	0	2	0	8
Vacancy Rate	100%	0%	0%	3%	0%	4%
Unit Type						
Units	10	39	7	10	6	58
Vacant Units	10	0	0	1	0	0
Vacancy Rate	100%	0%	0%	10%	0%	0%
Street Rent	\$615	\$600	\$750	\$1,126	\$650	\$977
Concessions	\$0	\$0	\$0	\$94	\$0	\$0
Net Rent	\$615	\$600	\$750	\$1,032	\$650	\$977
	Adj	Data	Data	Adj	Data	Adj
Tenant-Paid Utilities	TPU	\$105	\$93	-\$12	\$87	-\$18
Cable	\$0	no	no	\$0	no	\$0
Internet	\$0	no	no	\$0	no	\$0
Bedrooms	\$200	1	1	\$0	1	\$0
Bathrooms	\$100	1.00	1.00	\$0	1.00	\$0
Square Feet	\$0.15	633	450	\$27	700	-\$10
Visibility	\$0	4.50	3.50	\$0	2.00	\$0
Access	\$0	4.50	3.50	\$0	3.00	\$0
Neighborhood	\$0	3.70	3.70	\$0	4.50	\$0
Area Amenities	\$0	4.30	2.30	\$0	3.80	\$0
Median HH Income	\$0.0000	\$45,139	\$38,185	\$0	\$47,530	\$0
Average Commute	\$0	24.45	20.27	\$0	19.34	\$0
Public Transportation	\$0	na	na	\$0	na	\$0
Personal Crime	\$0	2.0%	0.3%	\$0	3.3%	\$0
Condition	\$50	4.50	2.50	\$100	3.75	\$38
Effective Age	\$1.00	2023	1984	\$39	1995	\$28
Ball Field	\$2	no	no	\$0	no	\$0
BBQ Area	\$10	no	no	\$0	no	\$0
Billiards	\$2	no	no	\$0	no	\$0
Bus/Comp Center	\$2	yes	no	\$2	no	\$2
Car Care Center	\$2	no	no	\$0	no	\$0
Community Center	\$10	yes	no	\$10	no	\$10
Elevator	\$10	no	no	\$0	no	\$0
Fitness Center	\$10	no	no	\$0	no	\$0
Gazebo	\$2	yes	no	\$2	no	\$2
Hot Tub/Jacuzzi	\$2	no	no	\$0	no	\$0
Horseshoe Pit	\$2	no	no	\$0	no	\$0
Lake	\$2	no	no	\$0	no	\$0
Library	\$2	no	no	\$0	no	\$0
Movie Theatre	\$2	no	no	\$0	no	\$0
Picnic Area	\$10	no	no	\$0	no	\$0
Playground	\$10	no	no	\$0	yes	-\$10
Pool	\$10	no	no	\$0	yes	-\$10
Sauna	\$2	no	no	\$0	no	\$0
Sports Court	\$10	no	no	\$0	yes	-\$10
Walking Trail	\$2	no	no	\$0	no	\$0
Blinds	\$2	yes	yes	\$0	yes	\$0
Ceiling Fans	\$2	no	no	\$0	no	\$0
Carpeting	\$2	yes	yes	\$0	yes	\$0
Fireplace	\$2	no	no	\$0	no	\$0
Patio/Balcony	\$10	yes	yes	\$0	yes	\$0
Storage	\$10	no	yes	-\$10	no	\$0
Stove	\$2	yes	yes	\$0	yes	\$0
Refrigerator	\$2	yes	yes	\$0	yes	\$0
Disposal	\$10	no	no	\$0	yes	-\$10
Dishwasher	\$10	yes	no	\$10	yes	\$0
Microwave	\$10	no	no	\$0	no	\$0
Garage	\$50	no	no	\$0	no	\$0
Covered	\$20	no	no	\$0	no	\$0
Assigned	\$10	no	no	\$0	no	\$0
Open	\$0	yes	yes	\$0	yes	\$0
None	\$0	no	no	\$0	no	\$0
Central	\$25	no	no	\$0	yes	-\$25
W/D Units	\$10	yes	no	\$10	no	\$10
W/D Hookups	\$25	no	yes	-\$25	yes	-\$25
Call Buttons	\$2	no	no	\$0	no	\$0
Controlled Access	\$2	no	no	\$0	no	\$0
Courtesy Officer	\$2	no	no	\$0	no	\$0
Monitoring	\$2	no	no	\$0	no	\$0
Security Alarms	\$2	no	no	\$0	no	\$0
Security Patrols	\$2	no	no	\$0	no	\$0
Indicated Rent	\$800	\$753	\$786	\$1,067	\$789	\$994

Unrestricted Market Rent Conclusion

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

Unrestricted Market Rent Conclusion						
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Market	Proposed	Advantage
1BR-1BA-771sf / 30% of AMI / 30% of AMI	No	Yes	3	\$800	\$615	23.1%
1BR-1BA-633sf / 30% of AMI / 30% of AMI	No	Yes	2	\$800	\$615	23.1%
1BR-1BA-633sf / 50% of AMI / 50% of AMI	No	Yes	6	\$800	\$615	23.1%
1BR-1BA-633sf / 60% of AMI / 60% of AMI	No	Yes	10	\$800	\$615	23.1%
Total / Average			21	\$800	\$615	23.1%

Our analysis suggests an average unrestricted market rent of \$800 for the subject property. This is compared with an average proposed rent of \$615, yielding an unrestricted market rent advantage of 23.1 percent. Overall, the subject property appears to be priced at or below unrestricted market rents for the area.

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

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

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

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

Occupancy Rate, Stabilized Properties								
	Subsidized	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI	Market
0-Bedroom								92%
1-Bedroom	99%			100%	83%		100%	98%
2-Bedroom	97%			100%	89%		86%	95%
3-Bedroom	100%			100%	97%			97%
4-Bedroom								
Total	98%			100%	92%		91%	96%

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

Fair market rent data for the area is found below:

HUD Fair Market Rents						
Year	Rent			Change		
	1BR	2BR	3BR	1BR	2BR	3BR
2010	\$493	\$571	\$699	2.5%	2.5%	2.5%
2011	\$508	\$588	\$720	3.0%	3.0%	3.0%
2012	\$467	\$541	\$662	-8.1%	-8.0%	-8.1%
2013	\$528	\$626	\$861	13.1%	15.7%	30.1%
2014	\$520	\$617	\$848	-1.5%	-1.4%	-1.5%
2015	\$542	\$643	\$884	4.2%	4.2%	4.2%
2016	\$567	\$658	\$882	4.6%	2.3%	-0.2%
2017	\$549	\$633	\$821	-3.2%	-3.8%	-6.9%
2018	\$596	\$684	\$858	8.6%	8.1%	4.5%
2019	\$581	\$700	\$877	-2.5%	2.3%	2.2%
2020	\$542	\$714	\$890	-6.7%	2.0%	1.5%
2021	\$532	\$701	\$872	-1.8%	-1.8%	-2.0%
2022	\$534	\$702	\$868	0.4%	0.1%	-0.5%
2023	\$602	\$793	\$972	12.7%	13.0%	12.0%

Source: HUD

Restricted Rent Analysis

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

Rental Property Inventory, by Unit Type

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

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

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

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

Rent Comparables, Restricted Rent, Map

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

Rent Comparability Grids

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

Rental Property Inventory, 1-Bedroom Units

		Overview				Rents								
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt
017	Douglass School Apartments	1925	2006	Restricted	Elderly	Stabilized				\$630	\$630			
021	Eastridge Apartments	1970	2008	Restricted	Family	Stabilized	\$524				\$450			
033	Harbor Landing Apartments	2004	na	Restricted	Family	Stabilized								
034	Highland View Apartments	1983	2013	Restricted	Family	Stabilized	\$493			\$493	\$493			
041	Lebanon Square Apartments	1990	2007	Restricted	Family	Stabilized	\$478				\$478			
065	Ridgecrest Town Apartments	2008	na	Restricted	Family	Stabilized								
066	Ridgefield Court Apartments	1987	2021	Restricted	Family	Stabilized	\$486						\$502	
068	Sapling Grove Apartments	2008	na	Restricted	Family	Stabilized	\$401				\$401			
074	Sweetbriar 1	2009	na	Restricted	Family	Stabilized								
075	Sweetbriar II	2023	na	Restricted	Family	Stabilized								
078	Thomas Jefferson Senior Apartments	1892	2005	Restricted	Elderly	Stabilized				\$628				
083	Villages at Oakview	2017	na	Restricted	Family	Stabilized								
086	Whites Mill Point Apartments	2006	na	Restricted	Family	Stabilized								

Source: Allen & Associates



Rent Adjustments

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

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

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

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

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

Concessions

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

Tenant-Paid Utilities

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

Technology

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

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

Bedrooms

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

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

Bathrooms

Our analysis also included an adjustment for the number of bathrooms at each of the comparables as compared to the subject property. Statistical extraction resulted in an adjustment of \$40 per bathroom.

Bathrooms			
Adjustment	Survey Range		Concluded
Bathrooms	\$25	\$100	\$40

Square Feet

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

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

Visibility

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

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

Access

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

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

Neighborhood

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

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

Area Amenities

We also accounted for area amenities for each of the comparables as compared to the subject property in our analysis. Based on our field review and our evaluation of local amenity data (presented earlier in this report), we assigned a local amenity rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$15 per point for differences in amenity ratings between the subject and the comparables.

Area Amenities			
Adjustment	Survey Range		Concluded
Rating	\$0	\$100	\$15

Median Household Income

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

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

Average Commute

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

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

Public Transportation

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

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

Personal Crime

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

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

Condition

Our analysis also included an adjustment for the condition of each comparable as compared to the subject property. Based on our field review, we assigned a condition rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Statistical extraction resulted in an adjustment of \$20 per point for differences in condition ratings between the subject and the comparables.

Condition			
Adjustment	Survey Range		Concluded
Rating	\$10	\$50	\$20

Effective Age

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

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

Project Amenities

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

Project Amenities			
Adjustment	Survey Range		Concluded
Ball Field	\$2	\$10	\$2
BBQ Area	\$2	\$10	\$2
Billiards	\$2	\$10	\$2
Bus/Comp Ctrs	\$2	\$10	\$10
Car Care Center	\$2	\$10	\$2
Community Center	\$2	\$10	\$10
Elevator	\$10	\$100	\$25
Fitness Center	\$2	\$10	\$2
Gazebo	\$2	\$10	\$10
Hot Tub/Jacuzzi	\$2	\$10	\$2
Horseshoe Pit	\$2	\$10	\$2
Lake	\$2	\$10	\$2
Library	\$2	\$10	\$10
Movie Theatre	\$2	\$10	\$2
Picnic Area	\$2	\$10	\$2
Playground	\$2	\$10	\$2
Pool	\$2	\$10	\$2
Sauna	\$2	\$10	\$2
Sports Court	\$2	\$10	\$2
Walking Trail	\$2	\$10	\$2

Unit Amenities

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

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

Kitchen Amenities

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

Kitchen Amenities			
Adjustment	Survey Range		Concluded
Stove	\$2	\$10	\$2
Refrigerator	\$2	\$10	\$2
Disposal	\$2	\$10	\$2
Dishwasher	\$2	\$10	\$3
Microwave	\$2	\$10	\$2

Parking

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

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

Laundry

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

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

Security

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

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

Comparable	Subject	1	2	3	4	5
Property-Unit Key	Sub-04	017-02	021-02	034-03	041-02	078-01
Unit Type	1BR-1BA-633sf	1BR-1BA-1408sf	1BR-1BA-659sf	1BR-1BA-589sf	1BR-1BA-639sf	1BR-1BA-650sf
Property Name	Main Street Villas	Douglass School Apartments	Eastridge Apartments	Highland View Apartments	Lebanon Square Apartments	Thomas Jefferson Senior Apartments
Address	1312 E Main Street	711 Oakview Avenue	837 Portsmouth Avenue	502 Lowry Drive	119 Rogers Street	501 Mary Street
City	Lebanon	Bristol	Bristol	Abingdon	Lebanon	Bristol
State	Virginia	Virginia	Virginia	Virginia	Virginia	Virginia
Zip	24266	24201	24201	24210	24266	24201
Latitude	36.90402	36.60743	36.59998	36.70179	36.90425	36.60150
Longitude	-82.05709	-82.17573	-82.16764	-81.98208	-82.07812	-82.17904
Miles to Subject	0.00	18.09	18.32	12.21	1.19	18.47
Year Built	2023	1925	1970	1983	1990	1892
Year Rehab	na	2006	2008	2013	2007	2005
Project Rent	Subsidized	Restricted	Restricted	Restricted	Restricted	Restricted
Project Type	Elderly	Elderly	Family	Family	Family	Elderly
Project Status	Prop Const	Stabilized	Stabilized	Stabilized	Stabilized	Stabilized
Phone	na	(276) 591-1962	(276) 669-0581	(276) 258-5040	(276) 889-1330	(276) 642-0500
Effective Date	24-Nov-23	21-Nov-23	20-Nov-23	21-Nov-23	03-Feb-22	20-Nov-23
Project Level						
Units	21	41	96	44	48	30
Vacant Units	21	2	2	3	0	0
Vacancy Rate	100%	5%	2%	7%	0%	0%
Unit Type						
Units	10	12	2	4	2	22
Vacant Units	10	1	0	1	0	0
Vacancy Rate	100%	8%	0%	25%	0%	0%
Street Rent	\$615	\$630	\$450	\$493	\$478	\$628
Concessions	\$0	\$0	\$0	\$0	\$0	\$0
Net Rent	\$615	\$630	\$450	\$493	\$478	\$628
	Adj	Data	Data	Adj	Data	Adj
Tenant-Paid Utilities	TPU	\$105	\$66	-\$39	\$66	-\$39
Cable	\$0	no	no	\$0	no	\$0
Internet	\$0	no	no	\$0	no	\$0
Bedrooms	\$85	1	1	\$0	1	\$0
Bathrooms	\$40	1.00	1.00	\$0	1.00	\$0
Square Feet	\$0.10	633	1408	-\$78	659	-\$3
Visibility	\$0	4.50	4.00	\$0	2.50	\$0
Access	\$0	4.50	4.00	\$0	2.50	\$0
Neighborhood	\$0	3.70	2.10	\$0	2.20	\$0
Area Amenities	\$15	4.30	4.10	\$3	3.60	\$11
Median HH Income	\$0.0000	\$45,139	\$9,516	\$0	\$24,150	\$0
Average Commute	\$0	24.45	17.82	\$0	23.40	\$0
Public Transportation	\$0	na	na	\$0	na	\$0
Personal Crime	\$0	2.0%	1.4%	\$0	2.2%	\$0
Condition	\$20	4.50	2.00	\$50	2.50	\$40
Effective Age	\$1.00	2023	2006	\$17	1998	\$25
Ball Field	\$2	no	no	\$0	no	\$0
BBQ Area	\$2	no	no	\$0	no	\$0
Billiards	\$2	no	no	\$0	no	\$0
Bus/Comp Center	\$10	yes	yes	\$0	no	\$10
Car Care Center	\$2	no	no	\$0	no	\$0
Community Center	\$10	yes	yes	\$0	no	\$10
Elevator	\$25	no	yes	-\$25	no	\$0
Fitness Center	\$2	no	yes	-\$2	no	\$0
Gazebo	\$10	yes	yes	\$0	no	\$10
Hot Tub/Jacuzzi	\$2	no	no	\$0	no	\$0
Horseshoe Pit	\$2	no	no	\$0	no	\$0
Lake	\$2	no	no	\$0	no	\$0
Library	\$10	no	no	\$0	no	\$0
Movie Theatre	\$2	no	no	\$0	no	\$0
Picnic Area	\$2	no	no	\$0	no	\$0
Playground	\$2	no	no	\$0	yes	-\$2
Pool	\$2	no	no	\$0	no	\$0
Sauna	\$2	no	no	\$0	no	\$0
Sports Court	\$2	no	no	\$0	no	\$0
Walking Trail	\$2	no	no	\$0	no	\$0
Blinds	\$2	yes	yes	\$0	yes	\$0
Ceiling Fans	\$2	no	yes	-\$2	no	\$0
Carpeting	\$2	yes	yes	\$0	yes	\$0
Fireplace	\$2	no	no	\$0	no	\$0
Patio/Balcony	\$2	yes	no	\$2	yes	\$0
Storage	\$10	no	no	\$0	no	\$0
Stove	\$2	yes	yes	\$0	yes	\$0
Refrigerator	\$2	yes	yes	\$0	yes	\$0
Disposal	\$2	no	yes	-\$2	no	\$0
Dishwasher	\$3	yes	yes	\$0	no	\$3
Microwave	\$2	no	no	\$0	no	\$0
Garage	\$50	no	no	\$0	no	\$0
Covered	\$20	no	no	\$0	no	\$0
Assigned	\$10	no	no	\$0	no	\$0
Open	\$0	yes	yes	\$0	yes	\$0
None	\$0	no	no	\$0	no	\$0
Central	\$5	no	yes	-\$5	yes	-\$5
W/D Units	\$10	yes	no	\$10	no	\$10
W/D Hookups	\$5	no	no	\$0	no	\$0
Call Buttons	\$10	no	yes	-\$10	no	\$0
Controlled Access	\$10	no	yes	-\$10	no	\$0
Courtesy Officer	\$2	no	no	\$0	no	\$0
Monitoring	\$2	no	no	\$0	no	\$0
Security Alarms	\$2	no	yes	-\$2	no	\$0
Security Patrols	\$2	no	no	\$0	no	\$0
Indicated Rent	\$600	\$538	\$522	\$538	\$604	\$584

Restricted Market Rent Conclusion

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

Restricted Market Rent Conclusion				
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Market
1BR-1BA-771sf / 30% of AMI / 30% of AMI	No	Yes	3	\$600
1BR-1BA-633sf / 30% of AMI / 30% of AMI	No	Yes	2	\$600
1BR-1BA-633sf / 50% of AMI / 50% of AMI	No	Yes	6	\$600
1BR-1BA-633sf / 60% of AMI / 60% of AMI	No	Yes	10	\$600
Total / Average			21	\$600

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

We selected a total of 5 properties as comparables for purposes of our analysis. The average occupancy at the select rent comparables currently stands at 90 percent.

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

Occupancy Rate, Select Comparables								
	Subsidized	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI	Market
0-Bedroom								
1-Bedroom	100%			100%	90%			
2-Bedroom								
3-Bedroom								
4-Bedroom								
Total	100%			100%	90%			

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

Occupancy Rate, Stabilized Properties								
	Subsidized	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI	Market
0-Bedroom								92%
1-Bedroom	99%			100%	83%		100%	98%
2-Bedroom	97%			100%	89%		86%	95%
3-Bedroom	100%			100%	97%			97%
4-Bedroom								
Total	98%			100%	92%		91%	96%

Rents at rent restricted properties tend to move with median household incomes for an area. Given HUD's published median incomes, we were able to derive 1, 2 and 3-bedroom 60% of AMI rent limits for the subject's primary market area. According to our analysis, maximum 2-bedroom rents for the area grew from \$664 to \$852 since 2010. This represents an average 2.2% annual increase over this period.

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

Maximum Tax Credit Rents, 60% of AMI						
Year	Rent			Change		
	1BR	2BR	3BR	1BR	2BR	3BR
2010	\$553	\$664	\$768	0.4%	0.3%	0.5%
2011	\$524	\$629	\$727	-5.2%	-5.3%	-5.3%
2012	\$532	\$639	\$738	1.5%	1.6%	1.5%
2013	\$523	\$628	\$725	-1.7%	-1.7%	-1.8%
2014	\$505	\$606	\$700	-3.4%	-3.5%	-3.4%
2015	\$517	\$621	\$718	2.4%	2.5%	2.6%
2016	\$540	\$648	\$749	4.4%	4.3%	4.3%
2017	\$613	\$736	\$850	13.5%	13.6%	13.5%
2018	\$616	\$740	\$855	0.5%	0.5%	0.6%
2019	\$624	\$749	\$866	1.3%	1.2%	1.3%
2020	\$630	\$756	\$874	1.0%	0.9%	0.9%
2021	\$600	\$720	\$831	-4.8%	-4.8%	-4.9%
2022	\$609	\$730	\$844	1.5%	1.4%	1.6%
2023	\$710	\$852	\$984	16.6%	16.7%	16.6%

Source: HUD

Achievable Rent Conclusion

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

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

LIHTC Rent Limits						
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Gross Rent	Utilities	Net Rent
1BR-1BA-771sf / 30% of AMI / 30% of AMI	No	Yes	3	\$424	\$105	\$319
1BR-1BA-633sf / 30% of AMI / 30% of AMI	No	Yes	2	\$424	\$105	\$319
1BR-1BA-633sf / 50% of AMI / 50% of AMI	No	Yes	6	\$708	\$105	\$603
1BR-1BA-633sf / 60% of AMI / 60% of AMI	No	Yes	10	\$849	\$105	\$744
Total / Average			21	\$708	\$105	\$603

Our analysis suggests an average net LIHTC rent limit of \$603 for 21 applicable units at the subject property.

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

FMR Rent Limits						
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Gross Rent	Utilities	Net Rent
1BR-1BA-771sf / 30% of AMI / 30% of AMI	No	Yes	-	-	-	-
1BR-1BA-633sf / 30% of AMI / 30% of AMI	No	Yes	-	-	-	-
1BR-1BA-633sf / 50% of AMI / 50% of AMI	No	Yes	-	-	-	-
1BR-1BA-633sf / 60% of AMI / 60% of AMI	No	Yes	-	-	-	-
Total / Average			-	-	-	-

HOME funding is not proposed for the subject property.

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

Program Rent Limits							
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	LIHTC	FMR	Market	Program
1BR-1BA-771sf / 30% of AMI / 30% of AMI	No	Yes	3	\$319	-	\$800	\$800
1BR-1BA-633sf / 30% of AMI / 30% of AMI	No	Yes	2	\$319	-	\$800	\$800
1BR-1BA-633sf / 50% of AMI / 50% of AMI	No	Yes	6	\$603	-	\$800	\$800
1BR-1BA-633sf / 60% of AMI / 60% of AMI	No	Yes	10	\$744	-	\$800	\$800
Total / Average			21	\$603	-	\$800	\$800

Our analysis suggests an average program rent limit of \$800 for 21 applicable units at the subject property.

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

Achievable Rents

Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Program	Unrestricted	Restricted	Achievable	Proposed	Advantage
1BR-1BA-771sf / 30% of AMI / 30% of AMI	No	Yes	3	\$800	\$800	\$600	\$800	\$615	23.1%
1BR-1BA-633sf / 30% of AMI / 30% of AMI	No	Yes	2	\$800	\$800	\$600	\$800	\$615	23.1%
1BR-1BA-633sf / 50% of AMI / 50% of AMI	No	Yes	6	\$800	\$800	\$600	\$800	\$615	23.1%
1BR-1BA-633sf / 60% of AMI / 60% of AMI	No	Yes	10	\$800	\$800	\$600	\$800	\$615	23.1%
Total / Average			21	\$800	\$800	\$600	\$800	\$615	23.1%

Our analysis suggests an average achievable rent of \$800 for the subject property. This is compared with an average proposed rent of \$615, yielding an achievable rent advantage of 23.1 percent. Overall, the subject property appears to be priced at or below achievable rents for the area.

DEMAND ANALYSIS

Overview

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

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

2024 \$		65+ Renter Households, by Income, by Size							
		2025							
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	Total	
\$0	to \$9,999	258	58	12	2	5	3	337	
\$0	to \$19,999	568	87	31	3	11	5	705	
\$0	to \$29,999	773	207	52	8	14	5	1,058	
\$0	to \$39,999	821	272	84	11	16	5	1,208	
\$0	to \$49,999	886	277	95	12	24	6	1,300	
\$0	to \$59,999	906	286	101	14	35	9	1,350	
\$0	to \$74,999	923	305	123	15	43	12	1,422	
\$0	to \$99,999	970	315	131	17	51	13	1,499	
\$0	to \$124,999	1,002	323	136	19	54	13	1,547	
\$0	to \$149,999	1,012	324	147	20	56	13	1,572	
\$0	to \$199,999	1,024	329	149	21	57	13	1,593	
\$0	or more	1,032	331	151	24	58	13	1,608	

Source: ESRI & Ribbon Demographics

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

Competing & Pipeline Units, 1-Bedroom Units

Key Property Name	Overview					Total Units									Vacant Units							
	Built	Renovated	Rent Type	Occ Type	Status	Sub	30%	40%	50%	60%	70%	80%	Mkt	Sub	30%	40%	50%	60%	70%	80%	Mkt	
001 Abingdon Green Apartments	1989	2009	Subsidized	Elderly	Stabilized	32																
003 Abingdon Terrace Apartments	1987	2013	Subsidized	Elderly	Stabilized	32								2								
015 Copper Creek Apartments	1990	2008	Subsidized	Elderly	Stabilized	35																
023 Elderspirit Community	2021	na	Market Rate	Elderly	Stabilized								6									
048 Main Street Villas	2023	na	Subsidized	Elderly	Prop Const	21								21								
085 Washington Court Apartments	1991	2013	Subsidized	Elderly	Stabilized	39																
Total						159							6	23								

Source: Allen & Associates

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

In this section we estimate demand for the 1-Bedroom / Subsidized / 60% of AMI units at the subject property. Our analysis assumes a total of 21 units, 21 of which are anticipated to be vacant on market entry in 2025. Our analysis assumes a 50% income qualification ratio and 2-person households.

Unit Details	
Target Population	65+ Households
Unit Type	1-Bedroom
Rent Type	Subsidized
Income Limit	60% of AMI
Total Units	21
Vacant Units at Market Entry	21

Minimum Qualified Income	
Net Rent	\$0
Utilities	\$105
Gross Rent	\$105
Income Qualification Ratio	50%
Minimum Qualified Income	\$210
Months/Year	12
Minimum Qualified Income	\$2,520

65+ Renter Households, by Income, by Size								
2025								
2024	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	258	58	12	2	5	3
\$0	to	\$19,999	568	87	31	3	11	5
\$0	to	\$29,999	773	207	52	8	14	5
\$0	to	\$39,999	821	272	84	11	16	5
\$0	to	\$49,999	886	277	95	12	24	6
\$0	to	\$59,999	906	286	101	14	35	9
\$0	to	\$74,999	923	305	123	15	43	12
\$0	to	\$99,999	970	315	131	17	51	13
\$0	to	\$124,999	1,002	323	136	19	54	13
\$0	to	\$149,999	1,012	324	147	20	56	13
\$0	to	\$199,999	1,024	329	149	21	57	13
\$0	or	more	1,032	331	151	24	58	13

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

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

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	780	246	0	0	0	0
HH Below Minimum Income	65	15	0	0	0	0
Subtotal	716	232	0	0	0	0

Demand Estimate 947

Our analysis suggests demand for a total of 947 size- and income-qualified units in the market area.

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

Demand Estimate, Subsidized

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

65+ Renter Households, by Income, by Size								
		2025						
2024	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	258	58	12	2	5	3
\$0	to	\$19,999	568	87	31	3	11	5
\$0	to	\$29,999	773	207	52	8	14	5
\$0	to	\$39,999	821	272	84	11	16	5
\$0	to	\$49,999	886	277	95	12	24	6
\$0	to	\$59,999	906	286	101	14	35	9
\$0	to	\$74,999	923	305	123	15	43	12
\$0	to	\$99,999	970	315	131	17	51	13
\$0	to	\$124,999	1,002	323	136	19	54	13
\$0	to	\$149,999	1,012	324	147	20	56	13
\$0	to	\$199,999	1,024	329	149	21	57	13
\$0	or	more	1,032	331	151	24	58	13

Demand Estimate, Subsidized							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Income, 0BR	-	-	-	-	-	-	
Maximum Income, 1BR	\$31,740	\$36,240	-	-	-	-	
Maximum Income, 2BR	-	-	-	-	-	-	
Maximum Income, 3BR	-	-	-	-	-	-	
Maximum Income, 4BR	-	-	-	-	-	-	
Maximum Allowable Income	\$31,740	\$36,240	-	-	-	-	
Minimum Income, 0BR	-	-	-	-	-	-	
Minimum Income, 1BR	\$2,520	\$2,520	-	-	-	-	
Minimum Income, 2BR	-	-	-	-	-	-	
Minimum Income, 3BR	-	-	-	-	-	-	
Minimum Income, 4BR	-	-	-	-	-	-	
Minimum Qualified Income	\$2,520	\$2,520	-	-	-	-	
HH Below Upper Income	780	246	0	0	0	0	
HH Below Lower Income	65	15	0	0	0	0	
Subtotal	716	232	0	0	0	0	

Demand Estimate

947

Our analysis suggests demand for a total of 947 size- and income-qualified units in the market area.

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

Demand Estimate, Project-Level

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

65+ Renter Households, by Income, by Size								
			2025					
2024	\$		1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
\$0	to	\$9,999	258	58	12	2	5	3
\$0	to	\$19,999	568	87	31	3	11	5
\$0	to	\$29,999	773	207	52	8	14	5
\$0	to	\$39,999	821	272	84	11	16	5
\$0	to	\$49,999	886	277	95	12	24	6
\$0	to	\$59,999	906	286	101	14	35	9
\$0	to	\$74,999	923	305	123	15	43	12
\$0	to	\$99,999	970	315	131	17	51	13
\$0	to	\$124,999	1,002	323	136	19	54	13
\$0	to	\$149,999	1,012	324	147	20	56	13
\$0	to	\$199,999	1,024	329	149	21	57	13
\$0	or	more	1,032	331	151	24	58	13

Demand Estimate, Project-Level							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Income, Subsidized	\$31,740	\$36,240	-	-	-	-	-
Maximum Income, 30% of AMI	-	-	-	-	-	-	-
Maximum Income, 40% of AMI	-	-	-	-	-	-	-
Maximum Income, 50% of AMI	-	-	-	-	-	-	-
Maximum Income, 60% of AMI	-	-	-	-	-	-	-
Maximum Income, 70% of AMI	-	-	-	-	-	-	-
Maximum Income, 80% of AMI	-	-	-	-	-	-	-
Maximum Income, Market Rate	-	-	-	-	-	-	-
Maximum Allowable Income	\$31,740	\$36,240	-	-	-	-	-
Minimum Income, Subsidized	\$2,520	\$2,520	-	-	-	-	-
Minimum Income, 30% of AMI	-	-	-	-	-	-	-
Minimum Income, 40% of AMI	-	-	-	-	-	-	-
Minimum Income, 50% of AMI	-	-	-	-	-	-	-
Minimum Income, 60% of AMI	-	-	-	-	-	-	-
Minimum Income, 70% of AMI	-	-	-	-	-	-	-
Minimum Income, 80% of AMI	-	-	-	-	-	-	-
Minimum Income, Market Rate	-	-	-	-	-	-	-
Minimum Qualified Income	\$2,520	\$2,520	-	-	-	-	-
HH Below Upper Income	780	246	0	0	0	0	0
HH Below Lower Income	65	15	0	0	0	0	0
Subtotal	716	232	0	0	0	0	0

Demand Estimate

947

Our analysis suggests project-level demand for a total of 947 size- and income-qualified units in the market area.

Capture Rates

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

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	21								21
2BR									
3BR									
4BR									
Tot	21								21

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	21								21
2BR									
3BR									
4BR									
Tot	21								21

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

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

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	947								947
2BR									
3BR									
4BR									
Tot	947								947

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

	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	2.2%								2.2%
2BR									
3BR									
4BR									
Tot	2.2%								2.2%

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

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

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

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

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

Net Demand (Gross Demand - Vacant Competing & Pipeline Units)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	924								924
2BR									
3BR									
4BR									
Tot	924								924

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

Capture Rates (Subject Property Units / Net Demand)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	2.3%								2.3%
2BR									
3BR									
4BR									
Tot	2.3%								2.3%

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

Penetration Rates

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

Subject Property Units (Total)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	21								21
2BR									
3BR									
4BR									
Tot	21								21

Subject Property Units (Vacant at Market Entry)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	21								21
2BR									
3BR									
4BR									
Tot	21								21

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

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

Gross Demand									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	947								947
2BR									
3BR									
4BR									
Tot	947								947

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

Competing & Pipeline Units									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	159								159
2BR									
3BR									
4BR									
Tot	159								159

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

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

Inclusive Supply (Subject Property Units + Competing & Pipeline Units)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	180								180
2BR									
3BR									
4BR									
Tot	180								180

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

Penetration Rates (Inclusive Supply / Gross Demand)									
	Sub	30%	40%	50%	60%	70%	80%	Mkt	Tot
0BR									
1BR	19.0%								19.0%
2BR									
3BR									
4BR									
Tot	19.0%								19.0%

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

Absorption Period

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

Subject Property Units (Total)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	21							
2BR								
3BR								
4BR								

Subject Property Units (Vacant at Market Entry)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	21							
2BR								
3BR								
4BR								

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

Gross Demand								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	947							
2BR								
3BR								
4BR								

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

Annual Growth & Movership Rate	
Growth	1.9%
Movership	8.0%
Total	9.8%

Growth & Movership Estimate								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	93							
2BR								
3BR								
4BR								

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

Secondary Market Area	
	40%

Growth & Movership Estimate

	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	155							
2BR								
3BR								
4BR								

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

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

Competing Properties

	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	5							1
2BR								1
3BR								
4BR								

Fair Share

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

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

Monthly Absorption Rate Estimate

	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	6.5							
2BR								
3BR								
4BR								

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

Rental Property Inventory, Confirmed, Inside Market Area, Elderly, Stabilized Occupancy

	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	99%							100%
2BR								80%
3BR								
4BR								

Occupancy Rate, Select Comparables								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	100%			100%	90%			99%
2BR								
3BR								
4BR								

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

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

Occupied Units at Stabilization								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
0BR								
1BR	20							
2BR								
3BR								
4BR								

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

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

Our analysis suggests that the subject property will stabilize at 97 percent occupancy. We estimate 3 months of absorption and an average absorption rate of 6.5 units per month for this project. In our opinion, the absorption period suggests an appropriate number and mix of units for the subject property.

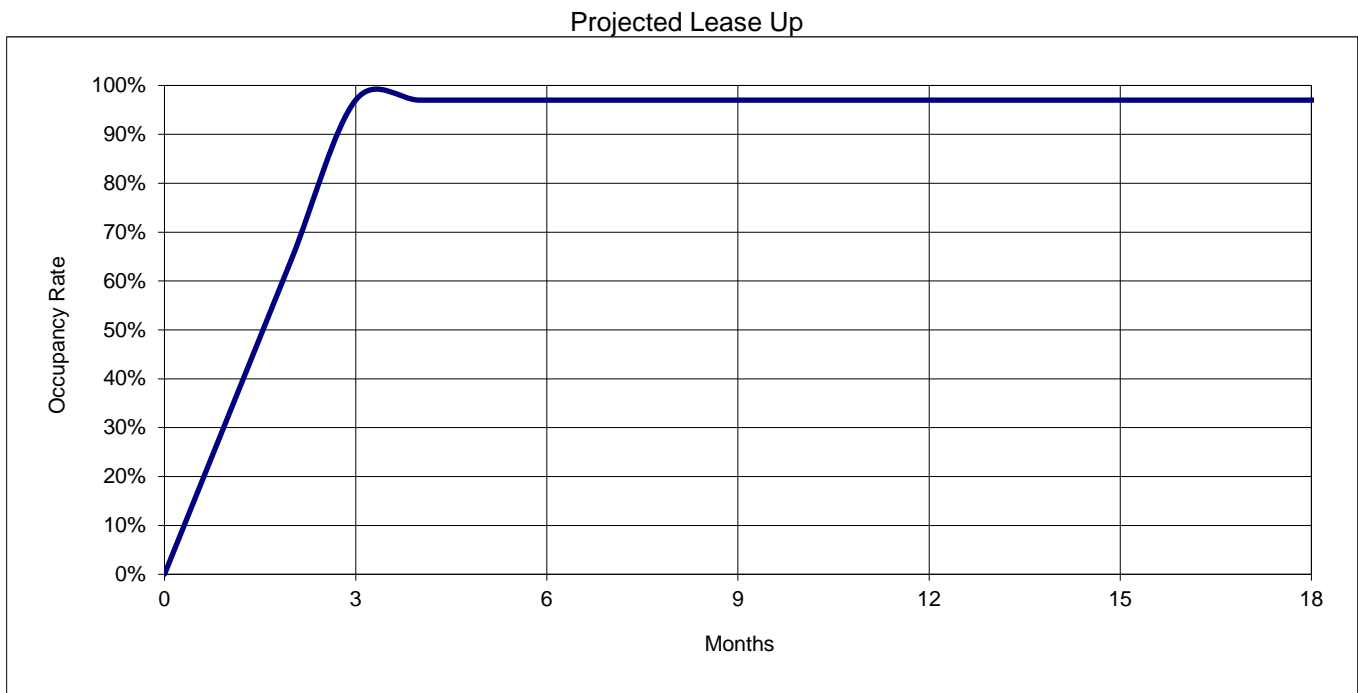
Absorption rates for age-restricted multifamily properties depend on a variety of factors: (1) The competitive environment in which the property resides; (2) The pricing of the subject property units relative to competing units, (3) The presence of rent or income restrictions at the subject property;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

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

Key	Project	Built	Renovated	Rent Type	Occ Type	Tot Units	Abs
034	Highland View Apartments	1983	2013	Restricted	Family	44	44.0
065	Ridgecrest Town Apartments	2008	na	Restricted	Family	72	62.0
068	Sapling Grove Apartments	2008	na	Restricted	Family	26	26.0
074	Sweetbriar 1	2009	na	Restricted	Family	20	20.0
086	Whites Mill Point Apartments	2006	na	Restricted	Family	32	32.0
087	Whites Mill Point II Apartments	2006	2023	Restricted	Family	32	32.0

Absorption Analysis

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



Our analysis suggests that the subject property will achieve 70 percent occupancy in 2 months, 80 percent occupancy in 2 months, and 90 percent occupancy in 2 months. We anticipate that the subject property will stabilize at 97 percent occupancy in 3 months.

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

VHDA DEMAND ANALYSIS

Overview

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

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

55+ Renter Households, by Income, by Size

2024 \$			2024						
Min	to	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	Total
\$0	to	\$9,999	537	61	32	3	6	2	641
\$0	to	\$19,999	978	174	62	28	13	4	1,259
\$0	to	\$29,999	1,237	325	86	33	17	5	1,703
\$0	to	\$39,999	1,347	399	133	39	22	5	1,945
\$0	to	\$49,999	1,453	438	145	40	32	6	2,115
\$0	to	\$59,999	1,485	487	152	49	44	9	2,225
\$0	to	\$74,999	1,507	519	180	53	56	13	2,328
\$0	to	\$99,999	1,567	579	193	58	68	14	2,479
\$0	to	\$124,999	1,611	599	201	62	73	14	2,558
\$0	to	\$149,999	1,650	611	212	63	75	14	2,626
\$0	to	\$199,999	1,675	624	216	73	78	14	2,680
\$0	or	more	1,692	634	217	77	80	14	2,714

Source: ESRI & Ribbon Demographics

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

In this section we estimate demand for the 1-Bedroom / Subsidized / 60% of AMI units at the subject property. Our analysis assumes a total of 21 units, 21 of which are anticipated to be vacant on market entry in 2024. Our analysis assumes a 40% income qualification ratio and 2-person households.

Unit Details	
Target Population	55+ Households
Unit Type	1-Bedroom
Rent Type	Subsidized
Income Limit	60% of AMI
Total Units	21
Vacant Units at Market Entry	21

Minimum Qualified Income	
Net Rent	\$0
Utilities	\$105
Gross Rent	\$105
Income Qualification Ratio	40%
Minimum Qualified Income	\$263
Months/Year	12
Minimum Qualified Income	\$3,150

55+ Renter Households, by Income, by Size								
2024								
2024	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	537	61	32	3	6	2
\$0	to	\$19,999	978	174	62	28	13	4
\$0	to	\$29,999	1,237	325	86	33	17	5
\$0	to	\$39,999	1,347	399	133	39	22	5
\$0	to	\$49,999	1,453	438	145	40	32	6
\$0	to	\$59,999	1,485	487	152	49	44	9
\$0	to	\$74,999	1,507	519	180	53	56	13
\$0	to	\$99,999	1,567	579	193	58	68	14
\$0	to	\$124,999	1,611	599	201	62	73	14
\$0	to	\$149,999	1,650	611	212	63	75	14
\$0	to	\$199,999	1,675	624	216	73	78	14
\$0	or	more	1,692	634	217	77	80	14

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

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

Demand Estimate						
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person
HH Below Maximum Income	1,254	369	0	0	0	0
HH Below Minimum Income	161	18	0	0	0	0
Subtotal	1,092	351	0	0	0	0

Demand Estimate 1,444

Our analysis suggests demand for a total of 1,444 size- and income-qualified units in the market area.

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

Demand Estimate, Subsidized

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

55+ Renter Households, by Income, by Size								
2024								
2024	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
\$0	to	\$9,999	537	61	32	3	6	2
\$0	to	\$19,999	978	174	62	28	13	4
\$0	to	\$29,999	1,237	325	86	33	17	5
\$0	to	\$39,999	1,347	399	133	39	22	5
\$0	to	\$49,999	1,453	438	145	40	32	6
\$0	to	\$59,999	1,485	487	152	49	44	9
\$0	to	\$74,999	1,507	519	180	53	56	13
\$0	to	\$99,999	1,567	579	193	58	68	14
\$0	to	\$124,999	1,611	599	201	62	73	14
\$0	to	\$149,999	1,650	611	212	63	75	14
\$0	to	\$199,999	1,675	624	216	73	78	14
\$0	or	more	1,692	634	217	77	80	14

Demand Estimate, Subsidized							
	1 Person	2 Person	3 Person	4 Person	5 Person	6+ Person	
Maximum Income, 0BR	-	-	-	-	-	-	-
Maximum Income, 1BR	\$31,740	\$36,240	-	-	-	-	-
Maximum Income, 2BR	-	-	-	-	-	-	-
Maximum Income, 3BR	-	-	-	-	-	-	-
Maximum Income, 4BR	-	-	-	-	-	-	-
Maximum Allowable Income	\$31,740	\$36,240	-	-	-	-	-
Minimum Income, 0BR	-	-	-	-	-	-	-
Minimum Income, 1BR	\$3,150	\$3,150	-	-	-	-	-
Minimum Income, 2BR	-	-	-	-	-	-	-
Minimum Income, 3BR	-	-	-	-	-	-	-
Minimum Income, 4BR	-	-	-	-	-	-	-
Minimum Qualified Income	\$3,150	\$3,150	-	-	-	-	-
HH Below Upper Income	1,254	369	0	0	0	0	0
HH Below Lower Income	161	18	0	0	0	0	0
Subtotal	1,092	351	0	0	0	0	0
Demand Estimate	1,444						

Our analysis suggests demand for a total of 1,444 size- and income-qualified units in the market area.

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

Demand Estimate

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

Income Qualified Renter Households								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	1,444							

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

Annual Renter Household Growth Rate
0.9%

New Rental Households								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	25							

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

Overburdened Renter Households
33.9%

Existing Households - Rent Overburdened								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	490							

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

Substandard Renter Households
2.5%

Existing Households - Substandard								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	36							

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

Elderly Homeowners Likely to Convert to Rental Housing								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	138							

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

Subject Property Units (Total)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	21							

Existing Qualifying Tenants Likely to Remain after Renovation								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot								

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

Total Demand								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	690							

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

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

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

Net Demand (Total Demand - Vacant Competing & Pipeline Units)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	667							

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

Capture Rates (Subject Property Units / Net Demand)								
	Sub	30%	40%	50%	60%	70%	80%	Mkt
Tot	3.2%							

Our findings are summarized below.

Project-Wide Capture Rate - LIHTC Units	3.2%
Project-Wide Capture Rate - Market Units	
Project-Wide Capture Rate - All Units	3.2%
Project-Wide Absorption Period (Months)	3 months

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

RENT COMPARABLES, MARKET RATE

Project Information

Property Name	Cedar Ridge Apartments
Street Number	17041
Street Name	Wilby
Street Type	Lane
City	Bristol
State	Virginia
Zip	24201
Phone Number	(276) 619-5528
Year Built	1984
Year Renovated	2020
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	\$20
Waiting List	na
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.6663
Longitude	-82.0620
Nearest Crossroads	off Lee Highway
AAC Code	23-110 013

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Susan Singleton, Manager
Phone Number	(276) 619-5528
Interview Date	21-Nov-23
Interviewed By	DFR

Mr. Singleton owns Singleton Properties, Stone Mill Apartments and Village Square Apartments. See separate surveys for these properties. Contact advised in 2015 that units are updated with ceramic tile as they become available. Rates reported are for updated units. Units that have not been updated rent for \$500.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	450	Garden/Flat	Mar	Mar	No	No	39		\$600		\$600	\$93	\$693
Total / Average		450						39		\$600		\$600	\$93	\$693

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

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

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.50	4.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.50	4.50
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.70	3.70
Comp vs. Subject	Similar	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.30	4.30
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	2.50	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	1984	2023
Comp vs. Subject	Inferior	

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

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

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

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

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

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

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

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

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

Cedar Ridge Apartments is an existing multifamily development located at 17041 Wilby Lane in Bristol, Virginia. The property, which consists of 39 apartment units, was originally constructed in 1984 with conventional financing. All units are set aside as market rate units. The property currently stands at 100 percent occupancy.

Project Information

Property Name	Mountain Empire Apartments
Street Number	16158
Street Name	Flamingo
Street Type	Drive
City	Abingdon
State	Virginia
Zip	24211
Phone Number	(276) 698-7752
Year Built	1990
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	\$25
Waiting List	no
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.7133
Longitude	-81.9240
Nearest Crossroads	off Lee Highway
AAC Code	23-110 052

Photo



Location Map



Interview Notes

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

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

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
0	1.0	700	Garden/Flat	Mar	Mar	No	No	2		\$550		\$550	\$74	\$624
1	1.0	700	Garden/Flat	Mar	Mar	No	No	7		\$650		\$650	\$87	\$737
1	1.0	700	Garden/Flat	Mar	Mar	No	No	7		\$750		\$750	\$87	\$837
2	1.0		Garden/Flat			No								
2	1.5	1200	Townhome	Mar	Mar	No	No	20		\$900		\$900	\$141	\$1,041
3	2.0	1200	Garden/Flat	Mar	Mar	No	No	12		\$1,200		\$1,200	\$143	\$1,343
3	2.0		Townhome			No								
Total / Average		1,033						48		\$902		\$902	\$123	\$1,025

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

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

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.00	4.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	4.50
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	4.50	3.70
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.80	4.30
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.75	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	1995	2023
Comp vs. Subject	Inferior	

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

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

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

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

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

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

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

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

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

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

Project Information

Property Name	Promise Landing Apartments
Street Number	16240
Street Name	Samantha
Street Type	Drive
City	Abingdon
State	Virginia
Zip	24211
Phone Number	(423) 528-0083
Year Built	1990
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	\$300
Waiting List	no
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.7217
Longitude	-81.9090
Nearest Crossroads	na
AAC Code	23-110 062

Photo



Location Map



Interview Notes

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

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

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	576	Garden/Flat	Mar	Mar	No	No	10	1	\$1,126	\$94	\$1,032	\$155	\$1,187
2	1.5	900	Garden/Flat	Mar	Mar	No	No	11	1	\$1,302		\$1,302	\$221	\$1,523
2	1.5	1000	Townhome	Mar	Mar	No	No	37		\$1,302		\$1,302	\$246	\$1,548
3	2.0	1100	Townhome	Mar	Mar	No	No	6		\$1,522		\$1,522	\$335	\$1,857
Total / Average		926						64	2	\$1,295	\$15	\$1,280	\$236	\$1,516

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

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

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.00	4.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.00	4.50
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	4.50	3.70
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.70	4.30
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	1990	2023
Comp vs. Subject	Inferior	

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

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

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

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

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

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

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

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

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

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

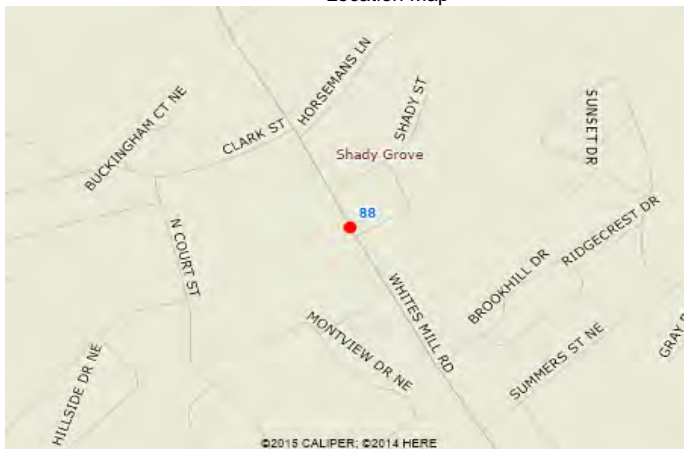
Project Information

Property Name	Whites Mill Road Apartments
Street Number	455-461
Street Name	Whites Mill
Street Type	Road
City	Abingdon
State	Virginia
Zip	24210
Phone Number	(276) 492-6056
Year Built	1996
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	
Waiting List	na
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.7223
Longitude	-81.9703
Nearest Crossroads	na
AAC Code	23-110 088

Photo



Location Map



Interview Notes

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

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

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	800	Garden/Flat	Mar	Mar	No	No	6		\$650		\$650	\$155	\$805
2	1.0	800	Garden/Flat	Mar	Mar	No	No	10		\$725		\$725	\$221	\$946
Total / Average		800						16		\$697		\$697	\$196	\$893

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

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

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.00	4.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	4.50
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.80	3.70
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.90	4.30
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.25	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	1995	2023
Comp vs. Subject	Inferior	

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

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

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

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

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

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

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

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

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

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

Project Information

Property Name	Willow Run Apartments
Street Number	1175
Street Name	Willow Run
Street Type	Drive
City	Abingdon
State	Virginia
Zip	24210
Phone Number	(276) 628-4084
Year Built	2009
Year Renovated	na
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	\$300
Waiting List	no
Project Rent	Market Rate
Project Type	Family
Project Status	Stabilized
Financing	Conventional
Vouchers	
Latitude	36.7232
Longitude	-81.9279
Nearest Crossroads	na
AAC Code	23-110 089

Photo



Location Map



Interview Notes

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

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

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	512	Garden/Flat	Mar	Mar	No	No	58		\$977		\$977	\$126	\$1,103
2	1.0	784	Garden/Flat	Mar	Mar	No	No	54	1	\$1,125		\$1,125	\$175	\$1,300
2	1.5	900	Garden/Flat	Mar	Mar	No	No	48		\$1,211		\$1,211	\$175	\$1,386
2	1.5		Townhome			No								
2	2.5	960	Garden/Flat	Mar	Mar	No	No	13	6	\$1,199		\$1,199	\$175	\$1,374
3	2.0	1344	Garden/Flat	Mar	Mar	No	No	19	1	\$1,375		\$1,375	\$237	\$1,612
3	2.0		Garden/Flat			No								
4	3.0		Garden/Flat			No								
Total / Average		798				181		192	8	\$1,132		\$1,132	\$166	\$1,298

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

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

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.00	4.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.50	4.50
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.80	3.70
Comp vs. Subject	Inferior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.20	4.30
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.50	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2009	2023
Comp vs. Subject	Inferior	

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

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

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

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

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

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

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

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

Services		
Amenity	Comp	Subj
After School	na	na
Concierge	na	na
Hair Salon	na	na
Health Care	na	na
Housekeeping	na	na
Meals	na	na
Transportation	na	na
Comp vs. Subject	Similar	

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

RENT COMPARABLES, RESTRICTED RENT

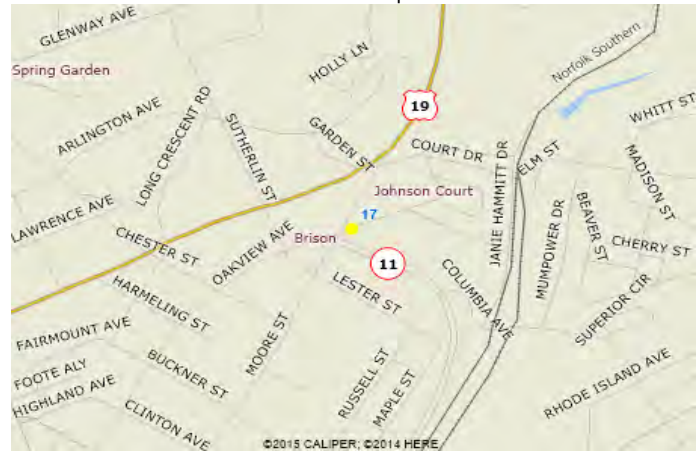
Project Information

Property Name	Douglass School Apartments
Street Number	711
Street Name	Oakview
Street Type	Avenue
City	Bristol
State	Virginia
Zip	24201
Phone Number	(276) 591-1962
Year Built	1925
Year Renovated	2006
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	\$21
Waiting List	6 people
Project Rent	Restricted
Project Type	Elderly
Project Status	Stabilized
Financing	2004 Tax Credit
Vouchers	37
Latitude	36.6074
Longitude	-82.1757
Nearest Crossroads	na
AAC Code	23-110 017

Photo



Location Map



Interview Notes

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

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

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	1166	Garden/Flat	50%	50%	No	No	20		\$630		\$630	\$66	\$696
1	1.0	1408	Garden/Flat	60%	60%	No	No	12	1	\$630		\$630	\$66	\$696
2	1.5	1000	Garden/Flat	50%	50%	No	No	5		\$754		\$754	\$87	\$841
2	1.5	1000	Garden/Flat	60%	60%	No	No	4	1	\$754		\$754	\$87	\$841
Total / Average		1,200						41	2	\$657		\$657	\$71	\$728

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

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

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	4.00	4.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	4.00	4.50
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.10	3.70
Comp vs. Subject	Inferior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	4.10	4.30
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	2.00	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2006	2023
Comp vs. Subject	Inferior	

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

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

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

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

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

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

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

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

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

Douglass School Apartments is an existing multifamily development located at 711 Oakview Avenue in Bristol, Virginia. The property, which consists of 41 apartment units, was originally constructed in 1925 . This property is currently operated as a rent restricted property. The property currently stands at 95 percent occupancy.

Project Information

Property Name	Eastridge Apartments
Street Number	837
Street Name	Portsmouth
Street Type	Avenue
City	Bristol
State	Virginia
Zip	24201
Phone Number	(276) 669-0581
Year Built	1970
Year Renovated	2008
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	\$35
Waiting List	yes
Project Rent	Restricted
Project Type	Family
Project Status	Stabilized
Financing	HUD
Vouchers	
Latitude	36.6000
Longitude	-82.1676
Nearest Crossroads	na
AAC Code	23-110 021

Photo



Location Map



Interview Notes

Person Interviewed	Mr. Wayne, Manager
Phone Number	(276) 669-0581
Interview Date	20-Nov-23
Interviewed By	DFR

HUD property with 65 units of project based rental assistance available to tenants. Contact advised this property has HUD subsidies but does not have HUD financing. During our January, 2022 survey, contact advised 5 units need major repair work such as walls, HVAC, etc. In February, 2023 contact advised new roofs coming soon. There are no

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	659	Garden/Flat	60%	60%	No	Yes	6		\$524		\$524	\$66	\$590
1	1.0	659	Garden/Flat	60%	60%	No	No	2		\$450		\$450	\$66	\$516
2	1.0	825	Garden/Flat	60%	60%	No	Yes	49		\$699		\$699	\$87	\$786
2	1.0	825	Garden/Flat	60%	60%	No	No	23	2	\$550		\$550	\$87	\$637
3	1.0	990	Garden/Flat	60%	60%	No	Yes	10		\$724		\$724	\$107	\$831
3	1.0	990	Garden/Flat	60%	60%	No	No	6		\$650		\$650	\$107	\$757
Total / Average		839						136		\$647		\$647	\$89	\$735

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

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

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.50	4.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.50	4.50
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.20	3.70
Comp vs. Subject	Inferior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.60	4.30
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	2.50	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	1998	2023
Comp vs. Subject	Inferior	

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

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

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

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

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

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

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

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

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

Eastridge Apartments is an existing multifamily development located at 837 Portsmouth Avenue in Bristol, Virginia. The property, which consists of 96 apartment units, was originally constructed in 1970. This property is currently operated as a rent restricted property. The property currently stands at 98 percent occupancy.

Project Information

Property Name	Highland View Apartments
Street Number	502
Street Name	Lowry
Street Type	Drive
City	Abingdon
State	Virginia
Zip	24210
Phone Number	(276) 258-5040
Year Built	1983
Year Renovated	2013
Minimum Lease	12
Min. Security Dep.	1 month
Other Fees	\$10
Waiting List	100+ people
Project Rent	Restricted
Project Type	Family
Project Status	Stabilized
Financing	2011 Tax Credit
Vouchers	35
Latitude	36.7018
Longitude	-81.9821
Nearest Crossroads	off I-81 or Hwy 11
AAC Code	23-110 034

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Santha, Manager
Phone Number	(276) 258-5040
Interview Date	21-Nov-23
Interviewed By	DFR

Property was awarded 2011 TC's to rehab this RD property with 4 units of RD project based rental assistance from the county and 5 HC units. 10 of the 76 parking spaces are HC accessible. Property had a basket ball court but has removed the nets at this time although the court remains on the site. Property still plans to build a playground on an

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	589	Garden/Flat	50%	40%	Yes	Yes	2		\$493		\$493	\$66	\$559
1	1.0	740	Garden/Flat	50%	50%	Yes	No	2		\$493		\$493	\$66	\$559
1	1.0	589	Garden/Flat	60%	50%	No	No	4	1	\$493		\$493	\$66	\$559
2	1.5	746	Garden/Flat	50%	40%	Yes	Yes	2		\$633		\$633	\$87	\$720
2	1.5	746	Garden/Flat	50%	50%	Yes	No	10		\$633		\$633	\$87	\$720
2	1.5	746	Garden/Flat	60%	50%	No	No	14	1	\$633		\$633	\$87	\$720
3	2.0	903	Garden/Flat	50%	40%	Yes	Yes	1		\$683		\$683	\$107	\$790
3	2.0	903	Garden/Flat	50%	50%	Yes	No	5		\$683		\$683	\$107	\$790
3	2.0	903	Garden/Flat	60%	50%	No	No	2		\$683		\$683	\$107	\$790
3	2.0	1501	Garden/Flat	60%	50%	No	No	2	1	\$803		\$803	\$107	\$910
Total / Average		787						138	44	3		\$624	\$88	\$712

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

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

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.00	4.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	4.50
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.10	3.70
Comp vs. Subject	Inferior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.00	4.30
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2003	2023
Comp vs. Subject	Inferior	

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

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

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

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

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

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

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

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

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

Highland View Apartments is an existing multifamily development located at 502 Lowry Drive in Abingdon, Virginia. The property, which consists of 44 apartment units, was originally constructed in 1983. This property is currently operated as a rent restricted property. The property currently stands at 93 percent occupancy.

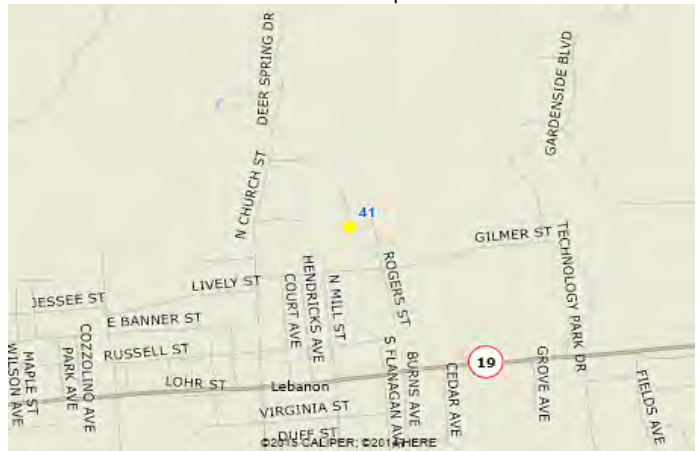
Project Information

Property Name	Lebanon Square Apartments	
Street Number		119
Street Name		Rogers
Street Type		Street
City		Lebanon
State		Virginia
Zip		24266
Phone Number	(276) 889-1330	
Year Built		1990
Year Renovated		2007
Minimum Lease		12
Min. Security Dep.		\$250
Other Fees		\$25
Waiting List		12 people
Project Rent		Restricted
Project Type		Family
Project Status		Stabilized
Financing	2006	Tax Credit
Vouchers		5
Latitude		36.9043
Longitude		-82.0781
Nearest Crossroads		na
AAC Code	23-110	041

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Tami, GEM	
Phone Number	(704) 405-3393	
Interview Date	03-Feb-22	
Interviewed By	PL	

2006 TC's awarded for rehabilitation of this RD property with 43 units of project based rental assistance available to tenants.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	639	Garden/Flat	60%	60%	No	Yes	22		\$478		\$478	\$126	\$604
1	1.0	639	Garden/Flat	60%	60%	No	No	2		\$478		\$478	\$126	\$604
2	1.0	775	Garden/Flat	60%	60%	No	Yes	21		\$569		\$569	\$175	\$744
2	1.0	775	Garden/Flat	60%	60%	No	No	3		\$569		\$569	\$175	\$744
Total / Average		707						140		\$524		\$524	\$151	\$674

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

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

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.00	4.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.00	4.50
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.00	3.70
Comp vs. Subject	Inferior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.00	4.30
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.50	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2000	2023
Comp vs. Subject	Inferior	

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

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

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

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

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

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

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

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

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

Lebanon Square Apartments is an existing multifamily development located at 119 Rogers Street in Lebanon, Virginia. The property, which consists of 48 apartment units, was originally constructed in 1990 . This property is currently operated as a rent restricted property. The property currently stands at 100 percent occupancy.

Project Information

Property Name	Thomas Jefferson Senior Apartments	
Street Number	501	
Street Name	Mary	
Street Type	Street	
City	Bristol	
State	Virginia	
Zip	24201	
Phone Number	(276) 642-0500	
Year Built	1892	
Year Renovated	2005	
Minimum Lease	12	
Min. Security Dep.	\$200	
Other Fees	\$35	
Waiting List	4 people	
Project Rent	Restricted	
Project Type	Elderly	
Project Status	Stabilized	
Financing	2001	Tax Credit
Vouchers	29	
Latitude	36.6015	
Longitude	-82.1790	
Nearest Crossroads	na	
AAC Code	23-110	078

Photo



Location Map



Interview Notes

Person Interviewed	Ms. T.J. Barrett, Manager
Phone Number	(276) 591-0500
Interview Date	20-Nov-23
Interviewed By	DFR

2001 TC's awarded for adaptive reuse of an old elementary school building property without project based rental assistance. Also manages Harbor Landing Apartments. There are no new businesses or new apartments nearby.

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	650	Garden/Flat	50%	50%	No	No	22		\$628		\$628	\$66	\$694
2	1.5	785	Garden/Flat	50%	50%	No	No	8		\$749		\$749	\$87	\$836
Total / Average		686						142		\$660		\$660	\$72	\$732

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

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

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.00	4.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	4.50
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.10	3.70
Comp vs. Subject	Inferior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	4.50	4.30
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.50	4.50
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	1995	2023
Comp vs. Subject	Inferior	

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

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

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

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

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

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

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

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

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

Thomas Jefferson Senior Apartments is an existing multifamily development located at 501 Mary Street in Bristol, Virginia. The property, which consists of 30 apartment units, was originally constructed in 1892. This property is currently operated as a rent restricted property. The property currently stands at 100 percent occupancy.

STATEMENT OF ASSUMPTIONS & LIMITING CONDITIONS

- The title to the subject property is merchantable, and the property is free and clear of all liens and encumbrances, except as noted.
- No liability is assumed for matters legal in nature.
- Ownership and management are assumed to be in competent and responsible hands.
- No survey has been made by the appraiser. Dimensions are as supplied by others and are assumed to be correct.
- The report was prepared for the purpose so stated and should not be used for any other reason.
- All direct and indirect information supplied by the owner and their representatives concerning the subject property is assumed to be true and accurate.
- No responsibility is assumed for information supplied by others and such information is believed to be reliable and correct. This includes zoning and tax information provided by Municipal officials.
- The signatories shall not be required to give testimony or attend court or be at any governmental hearing with respect to the subject property unless prior arrangements have been made with the client.
- Disclosure of the contents of this report is governed by the By-Laws and Regulations of the Appraisal Institute.
- The legal description is assumed to be accurate.
- This report specifically assumes that there are no site, subsoil, or building contaminants present resulting from residual substances or construction materials, such as asbestos, radon gas, PCB, etc. Should any of these factors exist, the appraiser reserves the right to review these findings, review the value estimates, and change the estimates, if deemed necessary.
- The Americans with Disabilities Act (ADA) became effective January 26, 1992. We have not made a specific compliance survey and analysis of this property to determine whether or not it is in conformity with
- This analysis specifically assumes that the subject property is operated as described in this report.
- This analysis specifically assumes that the subject property is constructed/rehabilitated as described in this report.
- This analysis specifically assumes that the subject property is financed as described in this report.
- This analysis specifically assumes the timing set forth in this report.

CERTIFICATION

I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- I have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of the appraisal.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Uniform Standards of Professional Appraisal Practice.
- I made a personal inspection of the property that is the subject of this report.
- No one provided significant real property appraisal assistance to the person signing this certification. Debbie Rucker (Allen & Associates Consulting) assisted in compiling the data used in this report.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- As of the date of this report, I have completed the Standards and Ethics Education Requirements for Members of the Appraisal Institute.
- I am presently licensed in good standing as a Certified General Real Estate Appraiser in the states of Delaware, Georgia, Maryland, North Carolina, South Carolina, and Virginia, allowing me to appraise all types of real estate.

Respectfully submitted:

ALLEN & ASSOCIATES CONSULTING, INC.



Jeff Carroll

VHDA CERTIFICATION

I affirm the following:

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



Jeff Carroll

January 6, 2024

Date

NCHMA MARKET STUDY INDEX

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

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

NCHMA MARKET STUDY INDEX

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Affordability, Demand, and Penetration Rate Analysis		
31	Estimate of demand	Section 11
32	Affordability analysis with capture rate	Section 11
33	Penetration rate analysis with capture rate	Section 11
Analysis/Conclusions		
34	Absorption rate and estimated stabilized occupancy for subject	Section 11
35	Evaluation of proposed rent levels including estimate of market/achievable rents.	Section 10
36	Precise statement of key conclusions	Executive Summary
37	Market strengths and weaknesses impacting project	Executive Summary
38	Product recommendations and/or suggested modifications to subject	Executive Summary
39	Discussion of subject property's impact on existing housing	Executive Summary
40	Discussion of risks or other mitigating circumstances impacting subject	Executive Summary
41	Interviews with area housing stakeholders	Appendix
Other Requirements		
42	Certifications	Appendix
43	Statement of qualifications	Appendix
44	Sources of data not otherwise identified	NA

MISCELLANEOUS



QUALIFICATIONS

Allen & Associates Consulting is a real estate advisory firm specializing in affordable housing. Practice areas include low-income housing tax credits, tax-exempt bond transactions, HUD assisted and financed multifamily, USDA-RD assisted and financed properties, public housing, historic tax credits, conventional multifamily, and manufactured housing. Services include development consulting, rent comparability studies, market analysis, feasibility studies, appraisals, capital needs assessments, and utility studies.

Allen & Associates Consulting and its sister organization Allen & Associates Appraisal maintain offices in Charlotte, North Carolina and Detroit, Michigan, respectively. Allen & Associates is approved to provide its services throughout the United States.

The following is a listing of key personnel for Allen & Associates Consulting:

Jeffrey B. Carroll

Jeffrey B. Carroll is President of Allen & Associates Consulting. Since 2000, Mr. Carroll has completed over 3800 development consulting assignments in 46 states. Major projects include:

- *Market Feasibility* - Completed market studies for 13 proposed tax credit apartment developments on behalf of the Georgia Department of Community Affairs. The portfolio included 5 family and 8 senior communities. Our analysis identified the 4 best deals for the housing finance agency to consider funding.
- *Valuation* - Developed a disposition plan for a 30-property portfolio of apartments on behalf of a private owner. The 921-unit portfolio (located in MD, DE, PA and VA) was valued at \$23 million. Our client relied on our valuations and advice to maximize sales proceeds for the portfolio.
- *Capital Needs Assessments* - Completed capital needs assessments for an 8-property portfolio of RD-financed apartments on behalf of a private developer. The portfolio (located in FL) included 6 family and 2 senior communities. Our client utilized our assessments to develop a scope of work for the proposed acquisition and renovation of the 214-unit portfolio.
- *Utility Allowance Studies* - Completed utility allowance studies for a portfolio of tax credit apartments on behalf of a large national owner/developer. The portfolio (located in CT, DC, IL, IN, MA, NC, OH, PA and VA) included 31 properties. Our client utilized our research to maximize rents and net operating income for the portfolio.
- *Underwriting* - Conducted a financial review on behalf of a local housing authority for the proposed redevelopment of a vacant historic textile mill into loft

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apartments. Our client had been asked to issue \$4 million in tax-exempt bonds for the \$15 million project. Our assistance in underwriting the transaction resulted in the green light for the development.

Mr. Carroll's HUD consulting experience includes over 300 HUD Rent Comparability Studies, approximately 40 market studies and appraisals for proposed HUD transactions, over 200 market studies for proposed HUD 221d4/LIHTC transactions, and approximately 30 market studies and appraisals for proposed RAD/LIHTC conversions. And in 1999, Mr. Carroll received an invitation to submit a full HUD 207m application for a proposed manufactured home community development in Kansas City, which was never built because of the 2000 recession.

Mr. Carroll is a certified general appraiser, licensed to appraise real estate in the states of Delaware, Georgia, Maryland, North Carolina, South Carolina and Virginia. Mr. Carroll is also a designated member of the Appraisal Institute (MAI).

Mr. Carroll is a peer-reviewed member of the National Council of Housing Market Analysts, where he served on the Executive Committee and chaired the Data and Ethics Committees.

In addition, Mr. Carroll has also served as a market study reviewer for the Georgia and Michigan housing finance agencies.

Mr. Carroll has written articles on affordable housing, development, property management, market feasibility, and financial analysis for Urban Land magazine, The Journal of Property Management, Community Management magazine, Merchandise magazine, HousingThink, Tax Credit Advisor, and a publication of the Texas A&M Real Estate Research Center known as Terra Grande.

Mr. Carroll has conducted seminars on affordable housing, development, property management, market feasibility, and financial analysis for the American Planning Association, Community Management magazine, the Georgia Department of Community Affairs, Kansas Housing Resources Corporation, the Manufactured Housing Institute, National Association of State and Local Equity Funds, Virginia Community Development Corporation, the Virginia Center for Housing Research, the Virginia Housing Development Authority, and the National Council of Housing Market Analysts.

Mr. Carroll is also an experienced developer and property manager. His experience includes the development of tax credit and bond financed apartment communities, conventional market rate apartments, manufactured home communities, and single-family subdivisions. He has also managed a portfolio of apartment complexes and manufactured home communities.

The following is a summary of Mr. Carroll's relevant educational background:

Clemson University, Bachelor of Science Degree
Major in Engineering
Minor Concentration in Economics

1983

Harvard University, Master's Degree in Business Administration Major in General Management Minor Concentration in Economics and Real Estate	1988
Appraisal Institute Qualifying Education for Licensure Continuing Education for Licensure & MAI Designation	2001 2001-present
ASTM International Property Condition Assessments E2018.01	September 2006
The Institute for Professional and Executive Development Tax Credit Property Disposition	October 2007
National Council of Affordable Housing Market Analysts Semi-Annual Meeting & Continuing Education	2002 - present
U.S. Department of Housing and Urban Development Utility Allowance Guidebook MAP Training & Certification	September 2007 September 2007
USDA Rural Development Capital Needs Assessment Provider Training Accessibility Standards Training	September 2007 September 2007

Mr. Carroll, who was awarded a scholarship on the Clemson University varsity wrestling team, has served as an assistant coach for a local high school wrestling team. Mr. Carroll is the father of two and resides in Charlotte, North Carolina.

Debbie Rucker

Debbie Rucker is an analyst with Allen & Associates Consulting, coordinating market research for the company. Mrs. Rucker has worked on over 3800 assignments and has conducted over 50,000 rent surveys.

Mrs. Rucker was also responsible for compiling the database of detailed information on of every tax credit and tax-exempt bond transaction in Delaware, Georgia, Maryland, North Carolina, South Carolina and Virginia since 1999.

The following is a summary of Mrs. Rucker's relevant educational background:

National Council of Affordable Housing Market Analysts Semi-Annual Meeting & Continuing Education	September 2005
Semi-Annual Meeting & Continuing Education	October 2006
Carolinas Council for Affordable Housing Spectrum C ³ P Certification	October 2008

Mrs. Rucker is active in her church and helps run a local judo club. Mrs. Rucker is the mother of three and resides in Weddington, North Carolina.

Michael W. Lash

Michael W. Lash is President of Lash Engineering, an engineering firm located in Charlotte, North Carolina that works closely with Allen & Associates Consulting on utility allowance studies and other specific engagements. Since 1981, Mr. Lash has completed hundreds of assignments including the design of industrial, commercial, multifamily, and single-family developments. Mr. Lash is an expert in the design of utility systems, including wastewater and storm water treatment facilities.

Mr. Lash is a certified professional engineer, licensed in the states of Kansas, Louisiana, North Carolina, South Carolina, and Virginia. Mr. Lash graduated from Louisiana Tech University in Civil Engineering in 1981 and has conducted seminars on advanced wastewater treatment, storm water quality treatment and automated engineering drafting and design with Eagle Point Software.

Mr. Lash is active in his church and volunteers his time teaching karate at a local martial arts academy. Mr. Lash is the father of three and resides in Charlotte, North Carolina.

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Summary

Specialist in the development of workforce housing utilizing structural insulated exterior wall panels.

Current activities include:

- Founder of Tartan Residential, a firm specializing in the development of workforce housing utilizing structural insulated exterior wall panels. Panelization delivers cost savings/benefits that put newly-constructed units within reach for workforce housing renters.
- Founder of Multifamily Building Systems LLC, a firm dedicated to the construction and operation of energy-efficient multifamily properties.
- Co-Founder of the Workforce Housing Development Corporation, a 501c3 non-profit dedicated to the construction, finance, and operation of workforce housing.
- Founder of Allen & Associates Consulting, a real estate advisory firm specializing in workforce and affordable housing.

Current Activities

President | Tartan Residential, Inc. | Charlotte, NC | 1997 - present

Founder of Tartan Residential, a firm specializing in the development of workforce housing utilizing structural insulated exterior wall panels. Panelization delivers cost savings/benefits that put newly-constructed units within reach for workforce housing renters. Major projects include:

- Buchanan's Crossing Subdivision - A 40-unit duplex development serving families in Kansas City, Kansas. The estimated cost of this three-phase project is \$11.0 million. This mixed income project, targeting families between 50% and 120% of area median income, is financed with a mixture of conventional debt, conventional equity, and tax credit equity. Construction commenced in 2016.
- Davidson's Landing - A 115-unit garden apartment community serving families in Kansas City, Kansas. The cost of this project was \$26 million. This workforce housing development project, which targets families between 30% and 80% of area median income, was financed with tax-exempt bonds. Construction commenced in 2021 during COVID and the global supply chain crisis. The project was completed ahead of schedule and below budget in early 2023.
- Johnston Farms - A proposed 120-unit apartment community serving families in Rock Hill, South Carolina. The estimated cost of this project is \$35 million. This workforce housing development project, which targets families between 50% and 100% of area median income, is proposed to be financed with HUD 221d4 financing. Construction to begin in 2024.
- Dunbar Place - A proposed 100-unit apartment community serving families in Rock Hill, South Carolina. The estimated cost of this project is \$25 million. This workforce housing development project, which targets families between 50% and 80% of area median income, is proposed to be financed with LIHTCs and tax-exempt bonds. Secured the entitlements and initiated the bond inducement process prior to selling to a large non-profit in 2021.
- McLelland Village - A proposed 96-unit garden apartment community serving families in Mooresville, North Carolina. The estimated cost of this project is \$25 million. This workforce housing development project, which targets families between 50% and 80% of area median income, is proposed to be financed with LIHTCs and tax-exempt bonds. Secured the entitlements and initiated the bond inducement process prior to selling to a large non-profit in 2021.

Manager | Multifamily Building Systems LLC | Charlotte, NC | 2019 - present

Founder of Multifamily Building Systems LLC, a firm dedicated to the construction and operation of energy-efficient multifamily properties. MBS brings together building scientists, engineers, and specialty contractors to design, construct, and monitor high-performance buildings. Through the careful selection and sourcing of critical components, MBS helps owners maximize the returns on their multifamily investments.

Co-Founder | Workforce Housing Development Corporation, Inc. | Charlotte, NC | 2019 - present

Co-Founder and non-voting Advisory Board Member of the Workforce Housing Development Corporation, a 501c3 non-profit dedicated to the construction, finance, and operation of workforce housing.

Participating projects are positioned to deliver a triple bottom line return (financial, social, environmental) to investors. Major projects include:

- Attracted an affordable housing REIT to provide subordinate debt for as many as 100 workforce housing developments over the next 10 years. Successfully closed on a \$2 million investment in 2021.
- Provided \$450,000 in financing for a bond-financed multifamily development in 2021.
- Secured a tax-exemption for a rental workforce housing development resulting in a \$36 million tax-exempt bond inducement in 2022.
- Developed an intern program known as Workforce Housing University. Hosted 3 interns in 2022 introducing them to the development, construction, management, and finance of rental workforce housing.
- Co-created the HousingThink podcast, a program dedicated to analyzing and discussing the nation's affordable and workforce housing crisis.
- Developed an exchange program for 2 workforce housing developments with a twofold purpose: (1) to notify participating employers of vacant units at participating developments, and (2) to notify residents at participating developments of job openings with participating employers.
- Establishing a training incentive program for residents at participating developments seeking to work in manufacturing, the trades, and other select professions.
- Developing a comprehensive set of planning tools for workforce housing developers to utilize in land use, zoning, and entitlement matters.

President | Allen & Associates Consulting, Inc. | Charlotte, NC | 2000 - present

Founder of Allen & Associates Consulting, a real estate advisory firm specializing in workforce and affordable housing. Practice areas include low-income housing tax credits, tax-exempt bond transactions, HUD assisted and financed multifamily, USDA-RD assisted and financed properties, public housing, historic tax credits, conventional multifamily, and factory-built housing. Services include development consulting, feasibility studies, market analysis, rent comparability studies, appraisals, capital needs assessments, and utility studies. Performed over 3800 development consulting assignments in 46 states since 2000.

Mr. Carroll's HUD consulting experience includes over 300 HUD Rent Comparability Studies, approximately 40 market studies and appraisals for proposed HUD transactions, over 200 market studies for proposed HUD 221d4/LIHTC transactions, and approximately 30 market studies and appraisals for proposed RAD/LIHTC conversions. And in 1999, Mr. Carroll received an invitation to submit a full HUD 207m application for a proposed manufactured home community development in Kansas City, which was never built because of the 2000 recession.

Prior Experience

Co-Founder | Delphin Properties LLC | Charlotte, NC | 1998 - present

Co-founder of Delphin Properties, a firm specializing in the acquisition and development of manufactured home communities. This entity is currently inactive. Major projects included:

- Crystal Lakes - A 338-unit manufactured home community serving seniors in Fort Myers, Florida. Purchased the partially-constructed development in 1998, completed construction, and sold it in 2001 for a \$1 million profit.
- Mahler's Glen - A 348-unit development originally planned as a manufactured home community serving families in Garner, North Carolina. Secured zoning and site plan approval, engineered the property (including a private wastewater treatment facility), and sold it to a national homebuilder in 2000 for a \$2 million profit.
- Beacon Wood - A 363-unit development originally planned as a manufactured home community serving families in Crockery Township, Michigan. Secured zoning and site plan approval, engineered the property, and sold it to a regional homebuilder in 2001 for a \$1 million profit.

Development Director | Clayton, Williams & Sherwood, Inc. | Austin, TX | 1995 - 1997

Development Director for Clayton, Williams & Sherwood, a privately-owned operator of manufactured home communities and apartment complexes. Major projects included:

- Multifamily Development - Managed the construction and lease-up of two apartment communities consisting of 564 units and valued at \$38 million. Each property leased up in excess of 25 units per month.
- Manufactured Home Community Development - Put together development plans for 4 landlease manufactured home communities consisting of 1800 units and valued at \$54 million.
- Modular Home Subdivision Development - Put together development plans for 2 fee simple modular home subdivisions consisting of 200 units and valued at \$20 million.

Assistant to the President | Southwest Property Trust | Dallas, TX | 1993 - 1995

Assistant to the President for Southwest Property Trust, a large apartment REIT. Provided support to management personnel operating a 12,000-unit apartment portfolio.

Investment Analyst/Manager | GE Capital | Dallas, TX | 1991 - 1993

Investment Analyst/Manager for GE Capital's Residential Construction Lending business. Assisted in the management of a \$500 million investment portfolio including 30 single family residential land development investments and 70 single family construction lines of credit.

Regional Manager | Clayton, Williams & Sherwood, Inc. | Newport Beach, CA | 1989 - 1991

Regional Manager for Clayton, Williams & Sherwood, a privately-owned operator of manufactured home communities and apartment complexes. Major projects included:

- Multifamily Management - Management of a 1200-unit apartment portfolio valued at over \$72 million. Implemented a portfolio-wide 10 percent rent increase while cutting operating expenses 3 percent resulting in a \$7 million increase in portfolio value.
- Manufactured Home Community Management - Management of a 1200-unit manufactured home community portfolio valued at over \$36 million. Implemented a 15 percent rent increase in a 500-unit community resulting in a \$4 million increase in property value.

Manufacturing Management | Milliken & Company | Pendleton, SC | 1983 - 1986

Manufacturing Manager for Milliken & Company, a specialty textile manufacturer headquartered in Spartanburg, South Carolina. Assigned to a dyeing and finishing facility. Exposed to a wide range of manufacturing issues: facility layout, purchasing, scheduling, material handling, automation, process improvement, quality control, inventory management, logistics, personnel, safety, environmental, and customer service.

Education

Harvard Business School | MBA, General Management, Real Estate, Economics | 1986 - 1988

Graduated in 1988 with an MBA from Harvard Business School. Emphasis in General Management and Real Estate with a minor concentration in Economics. Educational highlights include:

- Conducted a study of the passenger tire industry in 1986. Evaluated Firestone's competitive position relative to other tiremakers. Observed that other manufacturers enjoyed a cost advantage over Firestone because of superior scale, better capacity utilization, and more accumulated experience in tire production. Concluded that Firestone should merge with another tiremaker to bolster its competitive position. One year after completing this study, Firestone was acquired by Bridgestone - Japan's largest tiremaker.
- Performed financial analysis for a Boston-based tax credit syndicator to help pay for school. Evaluated two elderly tax credit deals that ultimately closed in 1989.

Clemson University | BS, Engineering, Economics | 1978 - 1983

Graduated in 1983 with a BS in Engineering from Clemson University. Minor concentration in Economics. Honors included Dean's List and Alpha Lambda Delta honorary. Elected officer for Phi Delta Theta social fraternity. Awarded scholarship on Clemson's varsity wrestling team.

Certifications, Designations and Affiliations

Mr. Carroll is a member of the Harvard Real Estate Alumni Organization, the HBS Real Estate Alumni Association, the HBS Social Enterprise Initiative, and the North Carolina Building Performance Association.

Mr. Carroll is a certified general appraiser, licensed to appraise real estate in the states of Delaware, Georgia, Maryland, North Carolina, South Carolina, and Virginia. Mr. Carroll is also a designated member of the Appraisal Institute (MAI).

Mr. Carroll is a peer-reviewed member of the National Council of Housing Market Analysts (NCHMA), where he served on the Executive Committee and chaired the Data and Ethics Committees.

Specialties

Specialties include workforce and affordable housing, low-income housing tax credits, tax-exempt bond transactions, development, development consulting, land use, zoning, entitlements, structured real estate investments, multifamily, manufactured housing, modular construction, panelization, HVAC system design, and manufacturing management.

Certificate of Professional Designation

This certificate verifies that

Jeff Carroll

Allen & Associates Consulting Inc.

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



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



Kaitlyn Snyder
Managing Director, NCHMA