



**BOWEN
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Market Feasibility Analysis

Premier Circle PSH
405 Premier Circle
Charlottesville, Albemarle County, Virginia 22901

Prepared For

Ms. Elizabeth Nice
Virginia Supportive Housing
PO Box 8585
Richmond, Virginia 23226

Authorized User

Virginia Housing
601 South Belvidere Street
Richmond, Virginia 23220

Effective Date

February 19, 2024

Job Reference Number

24-153 JW

Market Study Certification

NCHMA Certification

This certifies that Matthew Brown, an employee of Bowen National Research, personally made an inspection of the area including competing properties and the proposed site in Charlottesville, Virginia. Further, the information contained in this report is true and accurate as of February 19, 2024.

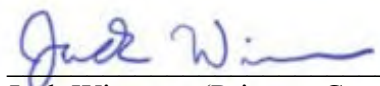
Bowen National Research is a disinterested third party without any current or future financial interest in the project under consideration. We have received a fee for the preparation of the market study. However, no contingency fees exist between our firm and the client.

Virginia Housing Certification

I affirm the following:

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

Certified:



Jack Wiseman (Primary Contact)

Market Analyst

jackw@bowennational.com

Date: February 19, 2024



Matthew Brown
Market Analyst
mattb@bowennational.com
Date: February 19, 2024



Patrick M. Bowen
President/Market Analyst
Bowen National Research
155 E. Columbus St., Suite 220
Pickerington, OH 43147
(614) 833-9300
patrickb@bowennational.com
Date: February 19, 2024

Certificate of Professional Designation

This certificate verifies that

Patrick Bowen

Bowen National Research

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



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

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



Kaitlyn Snyder
Managing Director, NCHMA

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I. Introduction

A. PURPOSE

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

B. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

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

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

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

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

C. SOURCES

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

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

D. REPORT LIMITATIONS

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

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

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II. Executive Summary

Based on the findings contained in this report, it is our opinion that a market exists for the development of the proposed Premier Circle PSH rental community in Charlottesville, Virginia utilizing financing from the Low-Income Housing Tax Credit (LIHTC) program. The following points support this conclusion:

Project Description

Premier Circle PSH involves the new construction of 80 apartments at 405 Premier Circle in Charlottesville. The project will be developed utilizing funding from the LIHTC program and will target lower-income adults/homeless individuals earning up to 40%, 50% and 60% of Area Median Household Income (AMHI). Additionally, 25 units are anticipated to operate under the HUD Section 8 program and will specifically target homeless persons, requiring tenants to pay up to 30% of their adjusted gross household income towards housing costs. The proposed project is expected to be complete in April 2026. Additional details of the subject project can be found in Section III - *Project Description* of this report.

Site Evaluation

The subject site is located within Charlottesville (unincorporated Albemarle County), approximately 4.0 miles northwest of the downtown area. Surrounding land uses include residential dwellings on wooded lots, lodging facilities and a variety of local businesses and community services. All structures within the surrounding area were generally observed to be in good condition and are expected to contribute to the site's marketability. Site access and visibility are both considered excellent, as the site will be clearly visible to passerby traffic, is within close proximity of multiple community services and is proposed to stand at four stories tall. Shopping, dining, employment, entertainment and medical services are within 2.5 miles of the site, many of which are located along the U.S. Highway 29 commercial corridor. Additional arterial roads can be accessed within 1.5 miles. Overall, the site's surrounding land uses and proximity to services is expected to positively contribute to its marketability. Additional information regarding the subject site, surrounding land uses and the proximity of community services is included in Section IV - *Area Analysis*.

Primary Market Area (PMA)

The traditional Charlottesville Site PMA includes all of Charlottesville, as well as portions of unincorporated communities in Albemarle County. The boundaries of the Site PMA include Dickerson Road, Lewis and Clark Drive and North Fork Rivanna River to the north; North Fork Rivanna River, Washington District Railway Line, South Fork Rivanna River, Rivanna River, Stony Point Road and U.S. Highway 250 to the east; Interstate 64 to the south; and Dickerson Road, Towncenter Boulevard, Berkmar Drive and Extension, Woodburn Road, Rio Road West, Hydraulic Road, Georgetown Road, Old Forge Road, Barracks Road, Old Garth Road and U.S. Highway 29 to the west. A justification of this market area and a map illustrating the boundaries of the Site PMA can be found in Section IV, beginning on page IV-10.

Demographic Trends

The Charlottesville Site PMA is projected to experience both population and household growth between 2024 and 2029. Specifically, the market’s population base is projected to increase by 1,154 (1.3%), while the number of households within the market will increase by 870 (2.4%). Additionally, renter households are projected to increase by 232 (1.2%) during the same time frame. These trends emphasize the ongoing need for additional rental housing within the Site PMA. Detailed demographic trends are included in Section IV, beginning on page IV-12.

Economic Trends

Based on data provided by the State of Virginia Department of Labor, the Albemarle County economy experienced consistent growth between 2013 and 2019. However, beginning in 2020, the area was negatively impacted by the COVID-19 pandemic, similar to many communities throughout the state and nation. During this time, the Albemarle County employment base declined by over 3,700 jobs, or 6.5%, and its unemployment rate increased by over three percentage points. On a positive note, the county employment base has since recovered all jobs lost in 2020 and increased to a total of nearly 59,200 jobs through the end of 2023, the highest figure in the preceding decade. Annual unemployment has also decreased to a rate of 2.6% and is similar to pre-pandemic levels. These are good indications that the Albemarle County economy has fully recovered from the initial impact of the pandemic in terms of total employment and unemployment rate. This, in turn, will continue to create a stable environment for the local housing market. Detailed economic trends are included in Section IV, beginning on page IV-16.

Overall Rental Housing Market Conditions

We identified and personally surveyed 16 conventional housing projects containing a total of 3,140 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 97.7%, a strong rate for rental housing. The surveyed rental developments broken out by project type are summarized in the following table:

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-rate	12	2,518	63	97.5%
Tax Credit	2	360	8	97.8%
Tax Credit/Government-Subsidized	2	262	0	100.0%
Total	16	3,140	71	97.7%

Each rental housing segment surveyed within the Site PMA is operating at strong occupancy levels at or above 97.5%. Therefore, there appears to be no significant deficiencies within the Charlottesville rental housing market.

Competitive/Comparable Tax Credit Analysis

Premier Circle PSH will provide 80 studio and one-bedroom units to low-income renters earning up to 40%, 50% and 60% of AMHI under the LIHTC program. Of the 80 units, 25 will operate with a Section 8 subsidy and specifically target homeless individuals, or those who are at-risk of homelessness. The remaining 55 units will be general occupancy (including homeless individuals). As such, we have selected four LIHTC properties within the Site PMA to serve as a baseline of comparison to the proposed subject project. The four LIHTC properties and the proposed subject development are summarized in the following table. Information regarding property address, phone number, contact name and utility responsibility is included in the Field Survey of Conventional Rentals.

Map I.D.	Project Name	Year Built/Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Premier Circle PSH	2026	80	-	-	-	Homeless/Single Adults; 40%, 50% & 60% AMHI & Section 8
10	Crossings at 4th & Preston	2012	60	100.0%	3.3 Miles	13 HH	Homeless/Single Adults; 50% AMHI & PBV/PBRA
11	Greenstone on 5th	1970 / 2014	202	100.0%	4.0 Miles	120 HH	Families; 40% & 60% AMHI & Section 8
12	Hearthwood	1975 / 1997	200	100.0%	1.4 Miles	2 HH	Families; 60% AMHI
14	Mallside Forest	1998	160	95.0%	1.5 Miles	3-Br: 15 HH	Families; 60% AMHI

OCC. – Occupancy
HH - Households

The four LIHTC projects have a combined occupancy rate of 98.7%, a very strong rate for rental housing. In fact, three of these properties are fully occupied and maintain a waiting list, illustrating that pent-up demand exists for additional affordable rental housing within the Charlottesville Site PMA. The subject project will be able to accommodate a portion of this unmet demand.

Also note that the subject development will be at least 14 years newer than the selected LIHTC developments. This will position the project at a market advantage.

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

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)				Rent Special
		Studio	One-Br.	Two-Br.	Three-Br.	
Site	Premier Circle PSH	SUB/40% (12) SUB/50% (13) \$971/50% (15) \$1,165/60% (37)	\$1,233/60% (3)	-	-	-
10	Crossings at 4th & Preston	SUB/50% (30/0) \$657/50% (30/0)	-	-	-	None
11	Greenstone on 5th	-	\$873/40% (4/0) \$873/60% (17/0)	\$1,010/40% (19/0) \$1,010/60% (78/0)	\$1,123/40% (17/0) \$1,123/60% (67/0)	None
12	Hearthwood	\$975/60% (40/0)	\$1,136/60% (42/0)	\$1,395/60% (98/0)	\$1,605/60% (20/0)	None
14	Mallside Forest	-	\$1,248/60% (32/2)	\$1,498/60% (68/6)	\$1,731/60% (60/0)	None

SUB - Subsidized (residents pay 30% of their income, as this is a government-subsidized property, which also operates under the Tax Credit program)

The proposed non-subsidized gross rents at the subject site, ranging between \$971 and \$1,233, will generally be well above those offered at the comparable LIHTC projects surveyed for similar unit types. Given that nearly all comparable LIHTC projects surveyed are fully occupied and maintain a waiting list, illustrates that these projects are likely underachieving their rent potential. Combined with the subject’s newness, these factors will enable the subject project to charge higher rents. Overall, the subject’s non-subsidized LIHTC rents are considered appropriately positioned for the Charlottesville Site PMA.

Notably, 25 of the subject units will operate with a subsidy, requiring tenants to pay up to 30% of their gross adjusted household income towards housing costs. As such, these units will represent a substantial value to low-income individuals within the market.

Comparable Tax Credit Summary

Based on our analysis of the rents, unit sizes (square footage), amenities, location, quality and occupancy rates of the existing LIHTC properties within the market, it is our opinion that the proposed subject development will be competitive. The presence of the Section 8 subsidy will ensure the property is affordable to the homeless population targeted at the site and the amenity package is designed to be supportive as well.

Perception of Value

Based on the Rent Comparability Grids (as provided in Section VI of this report), the subject’s achievable market rents and corresponding market rent advantages are summarized in the following table:

Bedroom Type	% AMHI	Proposed/ Programmatic Rent	Achievable Market Rent	Market Rent Advantage
Studio	40%	\$777*	\$1,360	42.9%
	50%	\$971		28.6%
	60%	\$1,165		14.3%
One-Br.	60%	\$1,233	\$1,490	17.2%

*Maximum allowable LIHTC rent

Typically, Tax Credit units targeting up to 60% of AMHI should represent approximately a 10.0% market rent advantage. As such, the proposed subject Tax Credit rents will likely be perceived as excellent values within the market, as they represent market rent advantages of at least 14.3%.

Capture Rate Estimates

The subject project will be developed using financing from the LIHTC program. It will also offer a subsidy on 25 of the 80 units, requiring tenants to pay no more than 30% of their income towards gross rent. Because the project will target the homeless population, the traditional method of calculating the capture rate of income-qualified renter households using U.S. Census data is not necessarily an accurate measure of the depth of support for the proposed development. As a result, we have calculated two sets of demand. First, we calculated the traditional capture rate of the project following Virginia Housing market study requirements. This approach evaluates the number of income-qualified renter households in the market, regardless if they meet the criteria of being designated as “homeless.” We then calculated the capture rate of the project that considers only homeless individuals based on Point-in-Time survey data.

Virginia Housing Demand

Demand Component	Percent of Median Household Income					
	Section 8 (\$0-\$38,850)	40% AMHI (\$26,640-\$31,080)	50% AMHI (\$33,291-\$38,850)	60% AMHI (\$39,943-\$46,620)	Overall (\$0-\$46,620*)	LIHTC Only (\$26,640-\$46,620*)
Net Demand**	2,288	228	217	224	2,512	669
Proposed Units	25	12	28	40	80	80
Proposed Units / Net Demand	25 / 2,288	12 / 228	28 / 217	40 / 224	80 / 2,512	80 / 669
Capture Rate	= 1.1%	= 5.3%	= 12.9%	= 17.9%	= 3.2%	= 12.0%

*Excludes the income gaps that exist between targeted income levels.

**Solely considers one-person households

Typically, utilizing the demand methodology illustrated above, capture rates of up to 30.0% are considered acceptable for projects located in urban markets, such as the Charlottesville Site PMA. If targeting a general occupancy population, the 80 units would require an overall capture rate of 3.2%, assuming the subsidy is offered on select units as proposed and is considered very low and achievable. If the subsidy was not offered and the project operated solely under LIHTC program guidelines, it would require a 12.0% capture rate, which is also considered low and achievable.

Homeless Demand

We have provided two homeless renter household capture rates, the first considers Point-in-Time survey data only, while the second considers Point-in-Time and at-risk of homelessness data combined. Calculations for each capture rate are summarized in the following table:

	Homeless Capture Rates	
	Scenario One	Scenario Two
	Point-in-Time Homeless Survey	Point-in-Time and At-Risk of Homelessness
Designated Units	25	25
Eligible Persons (Age 18+)	/ 175*	/ 350
Capture Rate	= 14.3%	= 7.1%

*Homeless Persons without children, collected from 2023 Point-in-Time survey.

Considering the nature of homelessness, capture rates up to and even beyond 100% are considered achievable. Therefore, the capture rates of 7.1% and 14.3% provided above are considered to be low and illustrate the demand for such housing.

Penetration Rate

The 1,648 existing and planned non-subsidized Tax Credit units in the market must also be considered when evaluating the achievable penetration rate for the subject development. Based on the same calculation process used for the subject site, the income-eligible range for the existing and planned Tax Credit units is \$22,526 to \$71,940. Based on the Demographic Characteristics and Trends of household incomes for the Site PMA, there will be a projected 7,445 renter households with eligible incomes in 2026. The 1,648 existing and planned non-subsidized Tax Credit units, along with the 80 proposed subject units, represent a penetration rate of 23.2% of the 7,445 income-eligible renter households, which is summarized in the following table:

	Market Penetration
Number of LIHTC Units (Planned and Existing)	1,728
Income-Eligible Renter Households – 2026	/ 7,445
Overall Market Penetration Rate	= 23.2%

It is our opinion that the 23.2% penetration rate for the LIHTC units, existing, planned and proposed subject, is achievable. This is especially true, considering that all but one of the non-subsidized LIHTC rental communities surveyed are fully occupied and maintain a waiting list.

Absorption Projections

Considering the facts contained in the market study, as well as the preceding factors and comparing them with other projects with similar characteristics in other markets, we are able to establish absorption projections for the proposed subject development. Note this absorption projection assumes the subject development is developed as proposed with a Section 8 subsidy on 25 of the subject units. As such, it is our opinion that the 80 LIHTC and government-subsidized units at the subject site will reach a stabilized occupancy of 95.0% within less than eight months of opening. This absorption period is based on an average absorption rate of approximately nine units per month.

III. Project Description

Project Name:	Premier Circle PSH
Location:	405 Premier Circle, Charlottesville, Virginia 22901 (Albemarle County)
Census Tract:	107.02
Target Market:	Homeless and Low-Income Single Adults
Construction Type:	New Construction
Funding Source:	LIHTC

The subject project involves the new construction of the 80-unit Premier Circle PSH apartment property at 405 Premier Circle in Charlottesville, Virginia. The project will be developed utilizing funding from the Low-Income Housing Tax Credit (LIHTC) program and will target lower-income adults/homeless individuals earning up to 40%, 50% and 60% of Area Median Household Income (AMHI). Additionally, 25 units are anticipated to operate under the HUD Section 8 program and will specifically target homeless persons, requiring tenants to pay up to 30% of their adjusted gross household income towards housing costs. The proposed project is expected to be complete in April 2026. Additional details of the subject project are as follows:

Proposed Unit Configuration									
Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Proposed Rents			Max. Allowable LIHTC Gross Rent
						Collected Rent	Utility Allowance	Gross Rent	
12	Studio	1.0	Garden	364	40%/S8	\$1,392	\$0	\$1,392	\$777
15	Studio	1.0	Garden	364	50%	\$971	\$0	\$971	\$971
13	Studio	1.0	Garden	364	50%/S8	\$1,392	\$0	\$1,392	\$971
37	Studio	1.0	Garden	364	60%	\$1,165	\$0	\$1,165	\$1,165
3	One-Br.	1.0	Garden	461	60%	\$1,233	\$0	\$1,233	\$1,248
80	Total								

Source: Virginia Supportive Housing
 AMHI – Area Median Household Income (Charlottesville, VA MSA; 2023)
 S8 – Section 8

Note that tenants residing within the 25 HUD Section 8 units will effectively pay up to 30% of their adjusted gross household income towards gross rent due to the presence of the subsidy. The maximum allowable LIHTC gross rents of \$777 and \$971 are the programmatic limits for studio units targeting households earning up to 40% and 50% of AMHI. However, this limit would only apply in the unlikely scenario that the property did not operate with a project-based subsidy.

Building/Site Information	
Residential Buildings:	One (1) four-story building
Building Style:	Elevator-served
Community Space:	Integrated throughout
Acres:	0.7

Construction Timeline	
Original Year Built:	Not Applicable
Construction Start:	August 2024
Begin Preleasing:	February 2026
Construction End:	April 2026

Unit Amenities		
• Electric Range	• Controlled Access/Intercom	• Composite Flooring
• Refrigerator	• Furnishings*	• Window Blinds
• Dishwasher	• Window/Wall Air Conditioning	

*All units will be furnished with bed, dresser, table and two chairs, nightstand, love seat, and coffee table

Community Amenities

- Bike Racks/Storage
- Laundry Room
- Community Garden
- Fitness Center
- CCTV/Cameras
- Surface Parking Lot (28 Spaces)
- Business/Computer Center
- On-Site Management
- Clubhouse/Community Room
- Common Area Wi-Fi
- Parties/Picnics
- Elevator
- Common Patio/Porch
- Community Kitchen
- Night Monitor
- Social Service Coordinator

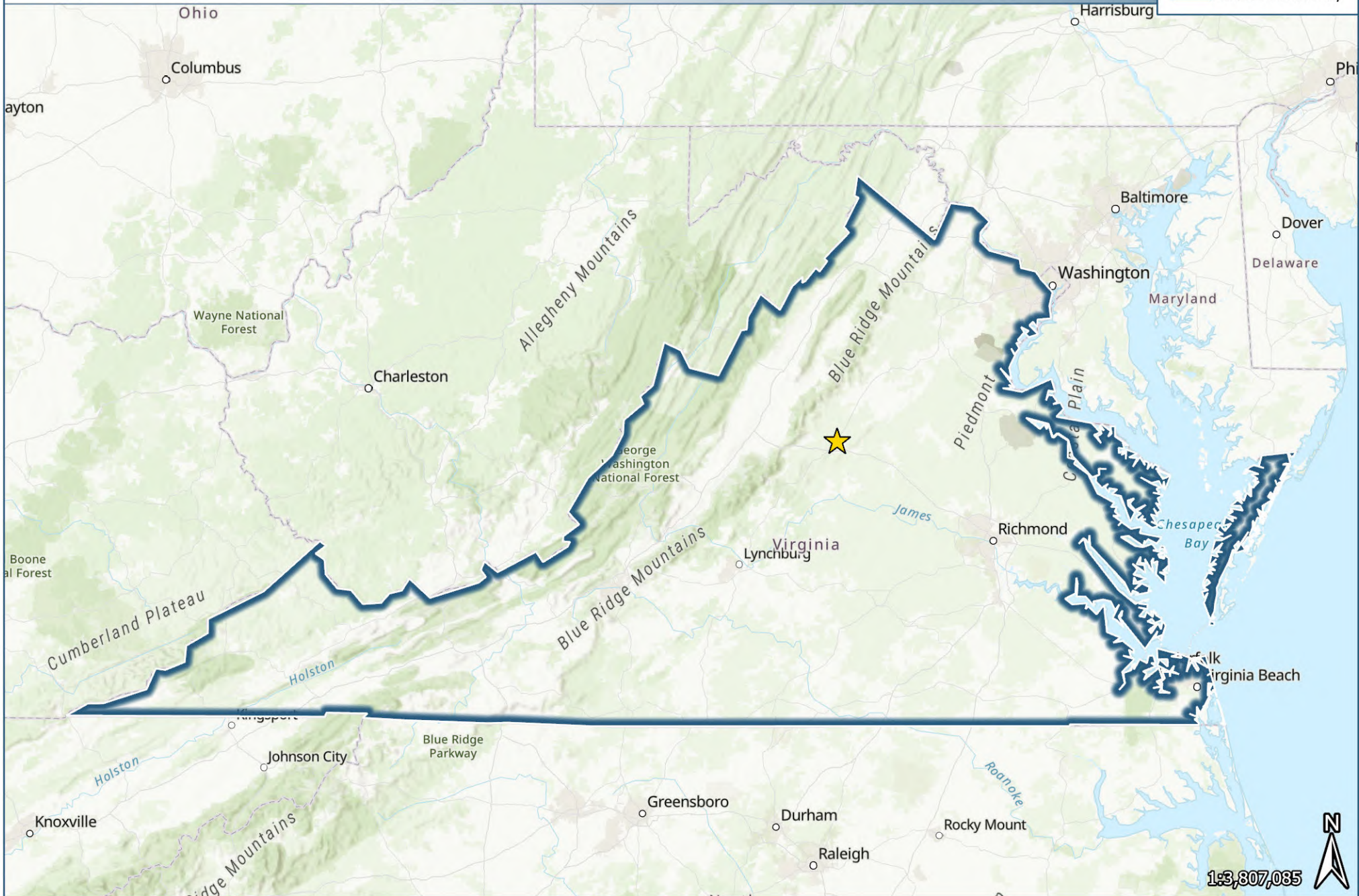
Utility Responsibility

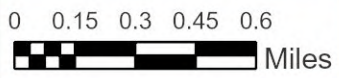
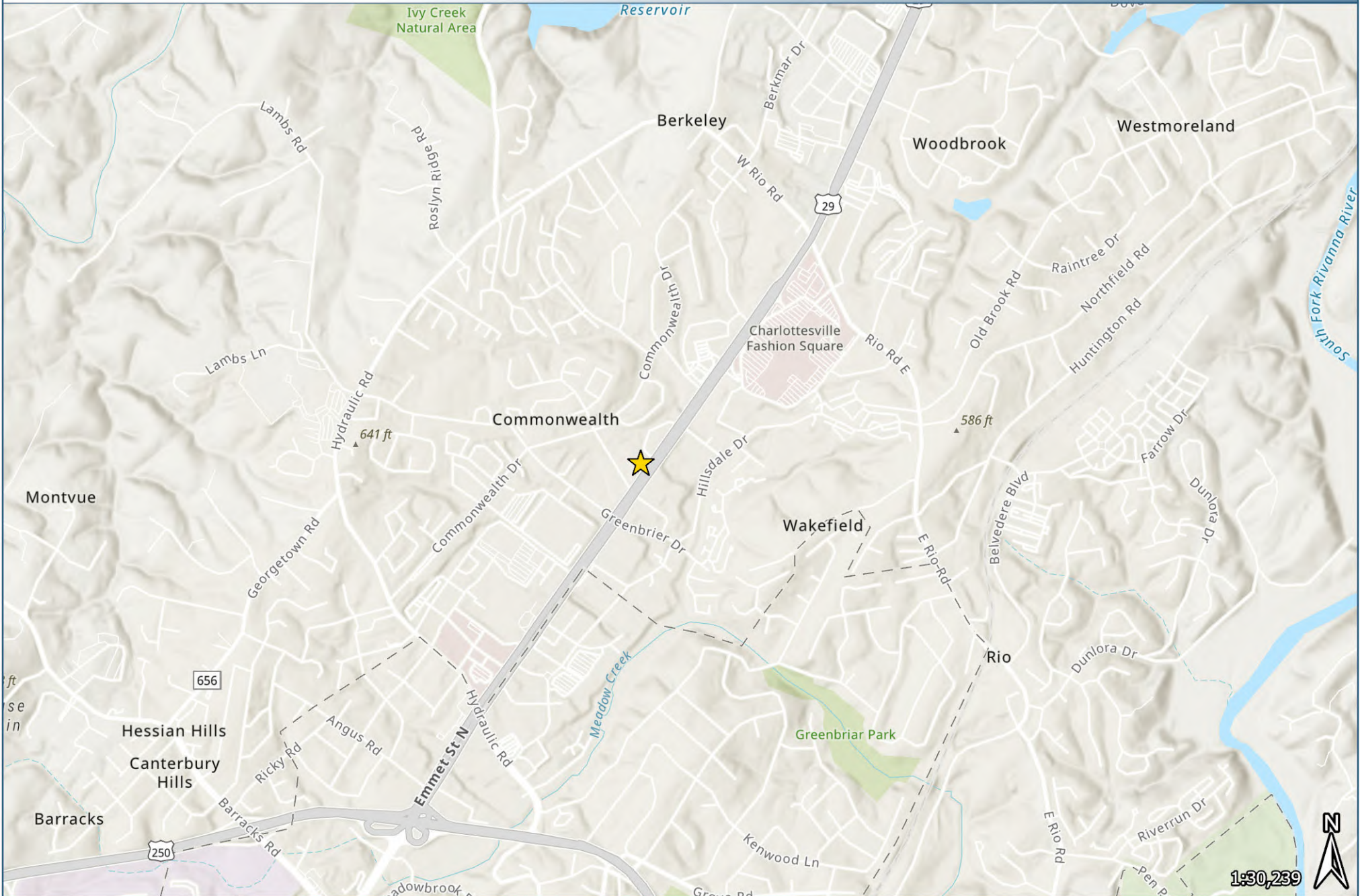
	Heat	Hot Water	Cooking	General Electric	Cold Water	Sewer	Trash
Paid By	Landlord	Landlord	Landlord	Landlord	Landlord	Landlord	Landlord
Source	Electric	Electric	Electric				

FLOOR AND SITE PLAN REVIEW:

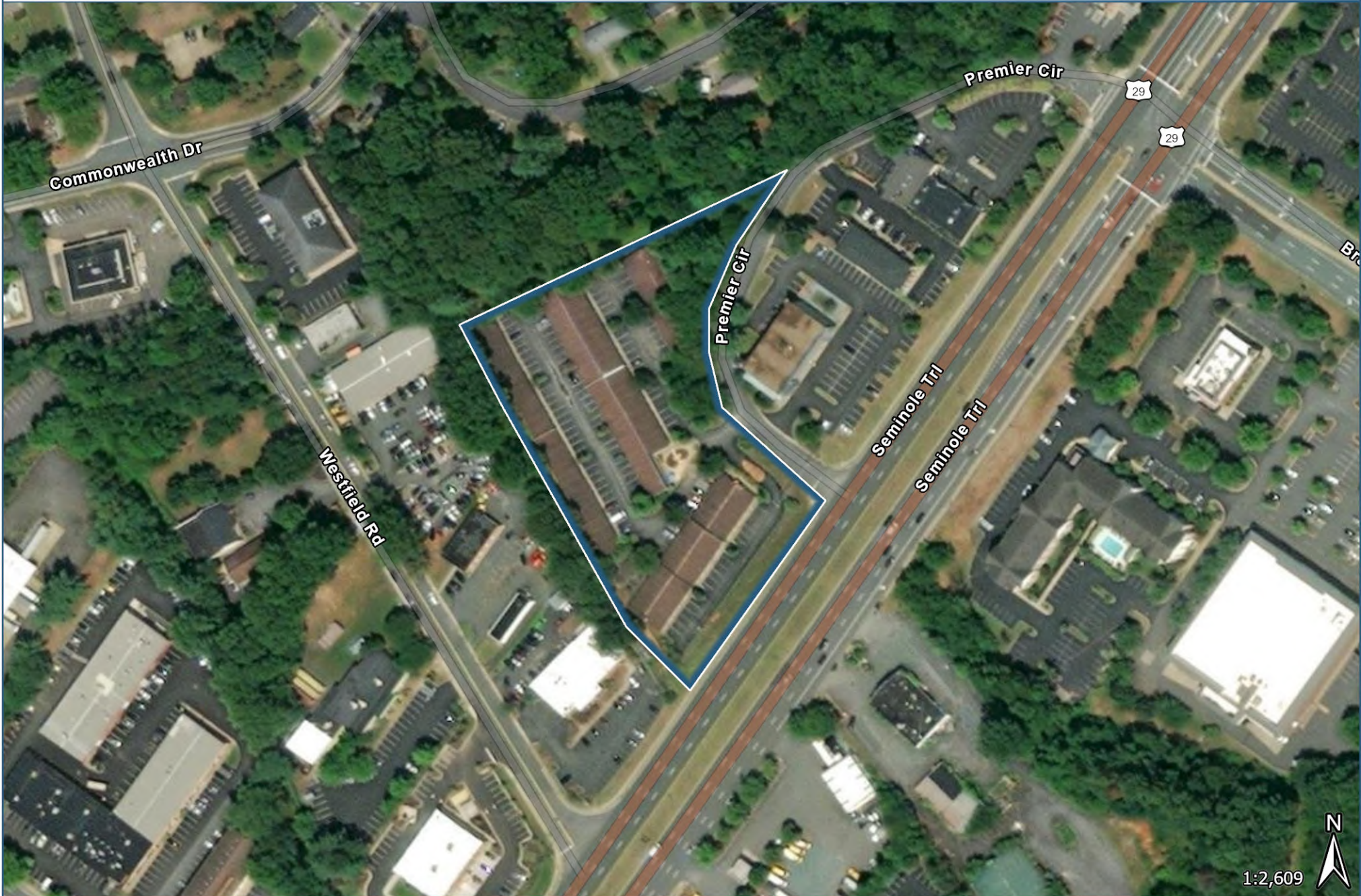
Floor and site plans for the subject project were not available for review at the time this report was issued. However, we conducted an on-site visit and evaluation of the property grounds. Based on our evaluation, we believe the subject project will be appropriately positioned within the market, assuming the layout of the site and floor plans are marketable.

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





WVU Facilities, VGIN, Esri, HERE, Garmin, SafeGraph, GeoTechnologies, Inc, METI/NASA, USGS, EPA, NPS, US Census Bureau, USDA, Esri, NASA, NGA, USGS, FEMA
Additional Source(s): Bowen National Research



IV. Area Analysis

A. SITE DESCRIPTION AND EVALUATION

1. LOCATION

The subject site consists of an existing, vacant motel (formally Red Carpet Inn) located at 405 Premier Circle in Charlottesville (unincorporated Albemarle County), Virginia, approximately 4.0 miles northwest of the Central Business District (CBD) of Charlottesville. Note that the existing building will be razed during the development process. Charlottesville is approximately 72.0 miles northwest of Richmond, Virginia. The subject site visit and corresponding fieldwork were completed during the week of February 19, 2024.

2. SURROUNDING LAND USES

The subject site is located within an established, mixed-use area. Surrounding land uses include single-family homes on wooded lots, lodging facilities and various community services and businesses. Adjacent land uses are detailed as follows:

North -	Single-family homes on wooded lots define the northern site boundary, followed by a predominantly residential neighborhood comprised of single-family homes in good condition. Extending beyond to Rio Road West are additional residential land uses and various community services.
East -	Premier Circle, a lightly traveled roadway, defines the eastern site boundary, followed by Royal Inn, a three-story motel in satisfactory condition, attorney offices, a furniture store and U.S. Highway 29, an arterial roadway with moderate to heavy traffic patterns. Extending beyond are various community services and hotels including Fairfield Inn & Suites, Food Lion and Big Lots.
South -	U.S. Highway 29 defines the southern site boundary, followed by various businesses including Penske Truck Rental, Montague Miller & Co., Realtor, United Bank and RoseWood Village assisted-living facility. All structures are considered to be in satisfactory to good condition. A predominantly residential neighborhood comprised of single- and multifamily homes and heavily wooded land extends beyond.
West -	A wooded tree line defines the western site boundary, followed by an automotive repair shop, an auto sales lot and various other small businesses including VCA Albemarle Veterinary Health Care, Virginia Veterinary Specialists and the Greenbrier Emergency Animal Hospital. Extending beyond are the Seminole Place Industrial Park and Costco.

The subject site is located within a mixed-use area and is primarily surrounded by residential dwellings on wooded lots, along with a wide range of businesses and community services. The commercial and residential buildings in the surrounding area were generally observed to be in good condition. It is worth noting the site's proximity and convenient ability to access U.S. Highway 29, a primary community service corridor in the Charlottesville area. Overall, the proposed project should fit in well with the surrounding land uses, which will contribute to its marketability. Photographs of the site can be found in Section X of this report.

3. VISIBILITY AND ACCESS

The subject site maintains frontage along Premier Circle, which is east of the site, as well as U.S. Highway 29 to the south and east of the site. Traffic along Premier Circle is considered light, while traffic along U.S. Highway 29 is moderate to heavy. All passerby vehicular and pedestrian traffic are expected to have clear visibility of the site. Additionally, the site is within close proximity of Charlottesville Fashion Square and Rio Hill Shopping Center, which draws additional traffic to the area and will positively contribute to the site's visibility. According to the developer, the subject building will stand four stories tall, which will be one of the tallest structures in the immediate area. Overall, site visibility is considered excellent.

Access to the subject site will derive from Premier Circle adjacent east. As previously stated, Premier Circle has light traffic patterns and ingress and egress are expected to be convenient. U.S. Highway 29, the central commercial thoroughfare in Charlottesville, can be accessed adjacent southeast of the site, while U.S. Highway 250 and State Route 782 can be accessed within 1.5 miles. Additionally, Charlottesville Area Transit (CAT) offers a public bus stop located 0.4 mile east of the site at the intersection of Hillsdale Drive and Branchlands Boulevard or at the intersection of Commonwealth Drive at Westfield Road, 0.4 mile northwest of the site. Based on the preceding analysis, access to and from the subject site is considered excellent and expected to contribute to the overall marketability of the subject project.

4. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

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

Community Services	Name	Driving Distance from Site (miles)
Major Highways	State Route 631 U.S. Highway 29 U.S. Highway 250 Interstate 64	0.7 North Adjacent Southeast 1.5 South 5.4 Southwest
Public Bus Stop	CAT	0.4 East
Major Employers/ Employment Centers	Walmart Supercenter UVA Medical Center University Hospital	2.4 Northeast 3.4 South 3.5 South
Convenience Store	7-Eleven Stop In Food Mart	0.2 South 0.2 Southwest
Grocery	Food Lion Charlottesville Oriental Grocery Kroger Supermarket Whole Foods Walmart Supercenter	0.6 East 0.6 Southwest 1.0 Southwest 1.1 Southwest 2.4 Northeast
Discount Department Store	Big Lots Marshalls T.J. Maxx Walmart Supercenter	0.6 East 0.7 South 1.6 Northeast 2.4 Northeast
Shopping Center/Mall	Seminole Square Shopping Center Charlottesville Fashion Square Mall Rio Hill Shopping Center	0.9 Southwest 1.1 Northeast 1.6 Northeast
Schools: Elementary Middle/Junior High High	Woodbrook Elementary School Jack Jouett Middle School Albemarle High School	2.0 Northeast 1.6 West 1.3 West
Hospital/Medical Center	Med Express Urgent Care UVA Medical Center University Hospital UVA Children's Hospital	0.5 Southwest 3.4 South 3.5 South 3.5 South
Police	Charlottesville Police Department	3.6 South
Fire	Seminole Trail Volunteer Fire Department Charlottesville Fire Department	1.2 North 3.8 South
Post Office	U.S. Post Office	0.6 Southwest
Bank	United Bank BB&T	0.3 South 0.6 Northeast
Library	Northside Public Library	1.3 Northeast
Entertainment/Cinema	Regal Stonefield 14 IMAX	0.9 Southwest
Recreational/Fitness Facilities	World Federation-Youth Clubs ACAC Fitness & Wellness Center Crow Recreation Center Anytime Fitness Piedmont Family YMCA	1.0 Northeast 1.1 North 1.8 South 2.0 Northeast 2.7 South
Gas Station	Exxon Shell	0.2 Southwest 0.2 South

(Continued)

Community Services	Name	Driving Distance from Site (miles)
Pharmacy	Kroger Pharmacy	1.0 Southwest
	CVS	1.2 Northeast
	Kroger Pharmacy	1.9 Northeast
	Walmart Pharmacy	2.4 Northeast
Restaurant	Waffle House	0.5 Northeast
	Applebee's	0.5 Northeast
	Hibachi Grill & Supreme Buffet	0.5 Southwest
Day Care	Rainbow Child Care Center	0.6 East
	Shining Star Pre-School & Daycare	0.8 East
	Four Season Learning Center	0.9 Northwest
Church	King's Corner Fellowship	0.6 West
	Redeemed Christian Church of God	0.6 East
	Church of the Incarnation	0.8 East
Park	Crow Recreation Center Pool	1.8 South
	Ivy Creek Natural Area	2.1 Northwest
	Greenleaf Park	2.1 South
	Greenbriar Park	2.3 Southeast
	Pen Park	3.3 Southeast

The subject site is within 2.5 miles of most essential services, including the nearest shopping, dining, recreation, entertainment, employment and medical services. Many of these services are located along the U.S. Highway 29 corridor, which can be accessed adjacent southeast from the site. State Route 631 and U.S. Highway 250 can also be accessed within 1.5 miles. As noted, CAT provides fixed-route bus service to area residents and the nearest stops are 0.4 mile east of the site entryway at intersection of Hillsdale Drive and Branchlands Boulevard or at the intersection of Commonwealth Drive at Westfield Road, 0.4 mile northwest of the site.

The site is within close proximity of a shopping plaza that includes Kroger Supermarket and pharmacy, T.J. Maxx, and a mall with Belk and multiple restaurants and additional businesses. It is also within 1.0 mile of banks, gas stations, and a medical building that offers emergency services. Additional shopping and service options are located along U.S. Highway 29, including multiple shopping centers.

Seminole Trail Volunteer Fire Department is located 1.2 miles north of the site, while the Charlottesville Police and Fire departments are approximately 3.6 miles and 3.8 miles south, respectively, in the downtown portion of the city, along with the University of Virginia Medical Center and University Hospital, major employers in the area. Albemarle County Public School System serves the subject site, with all attendance schools located within 2.0 miles.

Overall, the site's proximity to community services is expected to positively contribute to its marketability.

5. OVERALL SITE EVALUATION

The subject site is located within Charlottesville (unincorporated Albemarle County), approximately 4.0 miles northwest of the downtown area. Surrounding land uses include residential dwellings on wooded lots, lodging facilities and a variety of local businesses and community services. All structures within the surrounding area were generally observed to be in good condition and are expected to contribute to the site's marketability. Site access and visibility are both considered excellent, as the site will be clearly visible to passerby traffic, is within close proximity of multiple community services and is proposed to stand at four stories tall. Shopping, dining, employment, entertainment and medical services are within 2.5 miles of the site, many of which are located along the U.S. Highway 29 commercial corridor. Additional arterial roads can be accessed within 1.5 miles. Overall, the site's surrounding land uses and proximity to services is expected to positively contribute to its marketability.

6. CRIME ISSUES

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

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

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

The table on the following page illustrates the crime risk indexes for the Primary Market Area (PMA) and Albemarle County.

	Crime Risk Index	
	PMA	Albemarle County
Total Crime Index	104	65
Personal Crime Index	67	51
Murder	97	77
Rape	80	55
Robbery	85	49
Assault	58	50
Property Crime Index	110	68
Burglary	69	47
Larceny	123	75
Motor Vehicle Theft	85	51

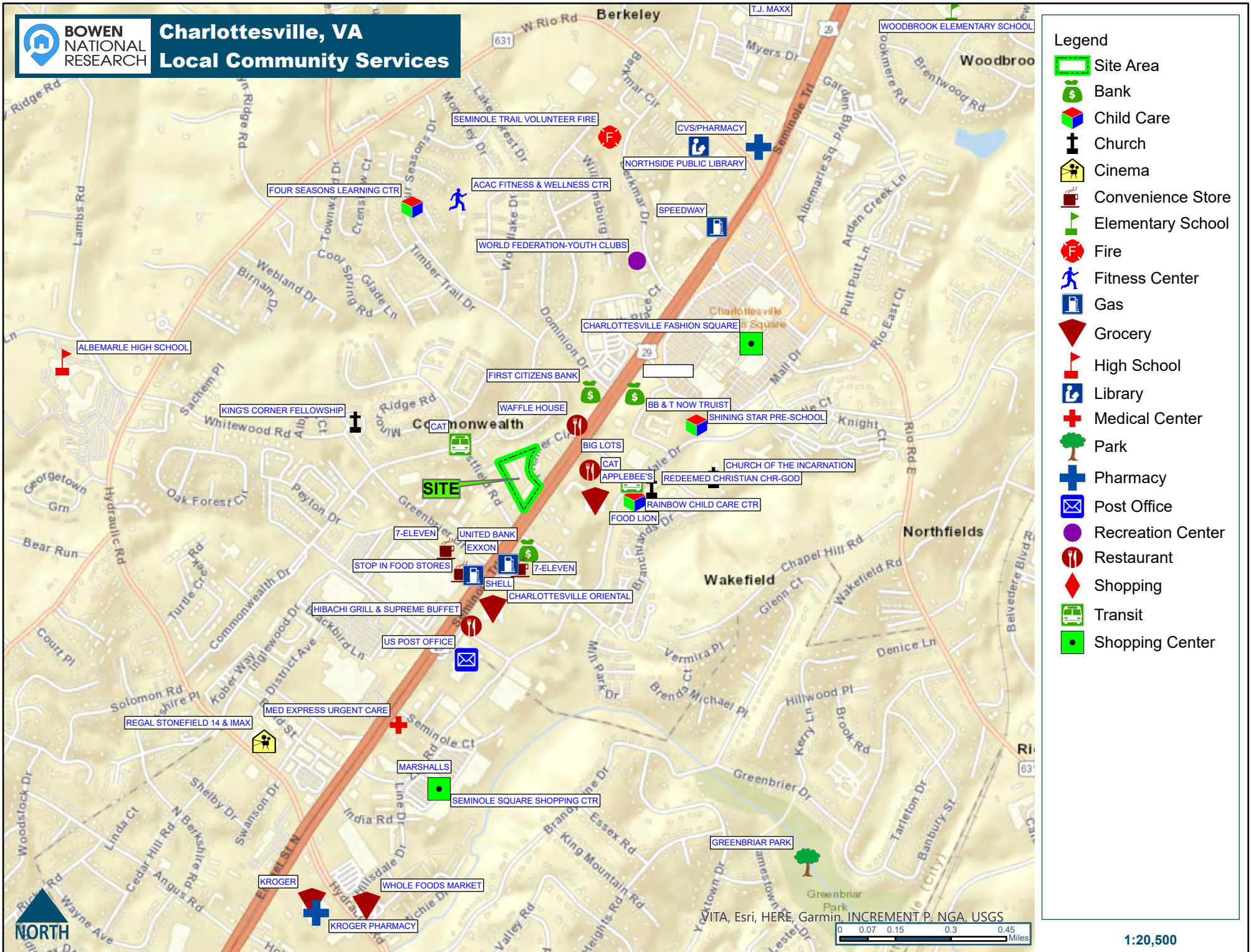
Source: Applied Geographic Solutions, FBI, ESRI

While the crime risk index within the PMA (104) is above that of Albemarle County (65), it is similar to the national average (100). As such, crime is not anticipated to play a significant role in the marketability of the subject site.

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



Charlottesville, VA Local Community Services



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



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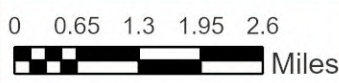
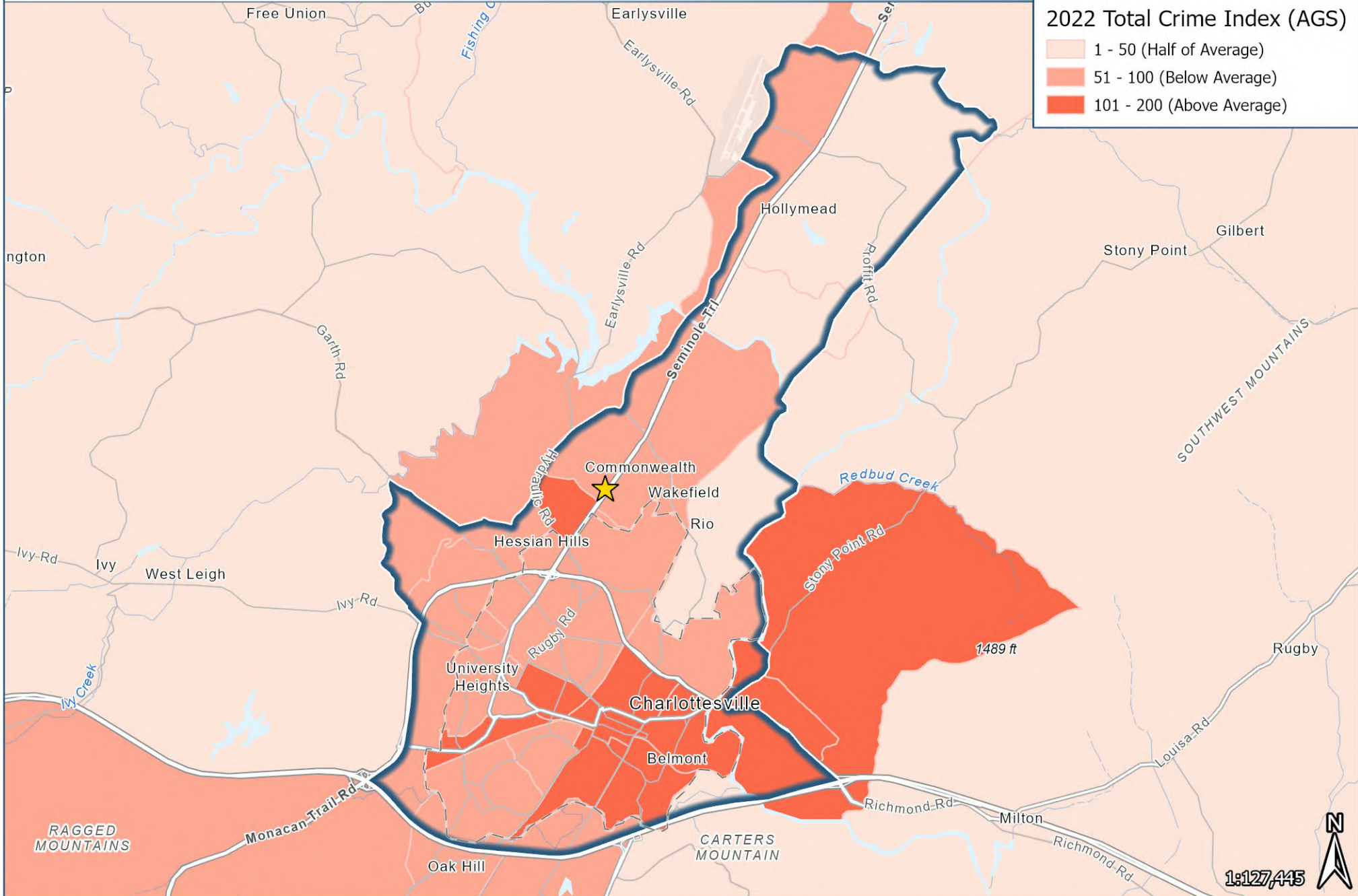


1:20,500

★ Site
— PMA

2022 Total Crime Index (AGS)

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



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



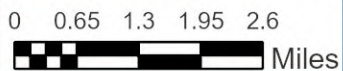
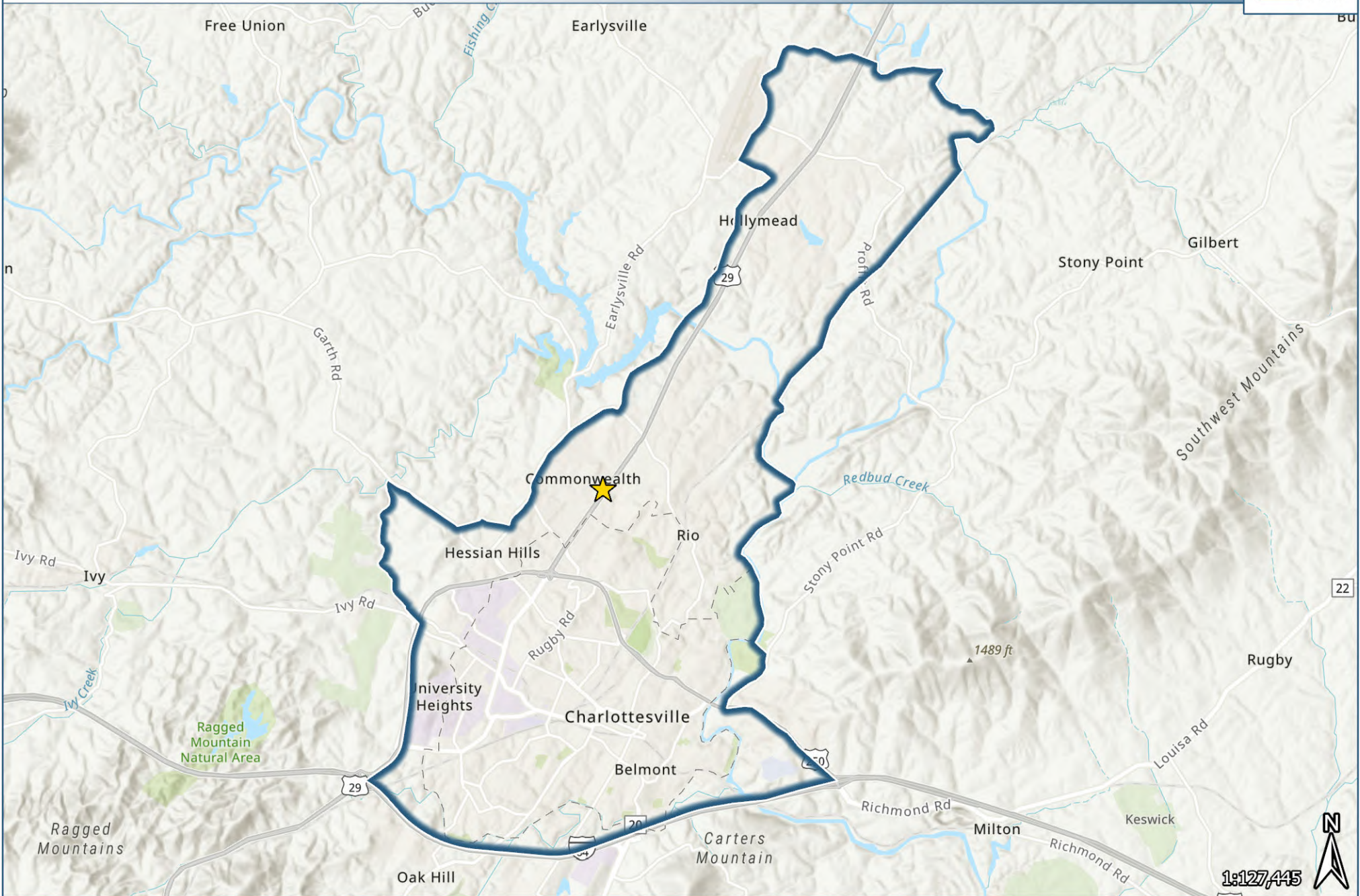
B. PRIMARY MARKET AREA DELINEATION

Typically, the PMA is the smallest geographical area from which most of the support for a proposed development is expected to originate. Typical PMAs are determined through interviews with property managers, area leasing and real estate agents, government officials, economic development representatives and the personal observations of our analysts. In addition, demographic characteristics pertaining to household tenure (owner vs. renter), population density, and household income are analyzed to ensure a market area is relatively homogenous. However, the Premier Circle PSH development will set aside 25 of its 80 units for the homeless, or those individuals at-risk of becoming homeless. As such, the need for safe and affordable housing trumps normal barriers that restrict the migration of households (e.g., cost, distance, neighborhood familiarity, schools, etc.). Based on our professional experience and interviews with stakeholders familiar with homelessness, it is generally believed that the homeless population will relocate wherever there is availability of housing. Further, the Continuum of Care (CoC) will naturally channel residents to facilities that are able to accommodate them.

Due to the targeted special needs population, we believe that support for the units that are set-aside for the homeless population will be derived from the entire Charlottesville CoC. As such, data provided by 2023 Point-in-Time (PIT) survey of homeless households and Housing Inventory County (HIC) report will be utilized to help establish demand for the special needs units at the subject project. However, the 55 remaining units will target a general occupancy population (including homeless individuals) and have no special needs set-aside. As such, we have defined a traditional PMA for the purposes of this report.

The traditional Charlottesville Site PMA includes all of Charlottesville, as well as portions of unincorporated communities in Albemarle County. The boundaries of the Site PMA include Dickerson Road, Lewis and Clark Drive and North Fork Rivanna River to the north; North Fork Rivanna River, Washington District Railway Line, South Fork Rivanna River, Rivanna River, Stony Point Road and U.S. Highway 250 to the east; Interstate 64 to the south; and Dickerson Road, Towncenter Boulevard, Berkmar Drive and Extension, Woodburn Road, Rio Road West, Hydraulic Road, Georgetown Road, Old Forge Road, Barracks Road, Old Garth Road and U.S. Highway 29 to the west. This area is believed to be the primary area that will generate support for the 55 general occupancy units at the subject project. It is also the competitive area in which renters would likely search for alternative rental housing opportunities.

A map delineating the boundaries of the traditional Site PMA is included on the following page. Note that the Charlottesville CoC includes Charlottesville, as well as Albemarle, Greene, Fluvanna, Louisa and Nelson counties.



C. DEMOGRAPHIC CHARACTERISTICS AND TRENDS

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

1. POPULATION TRENDS

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

	Year			
	2010 (Census)	2020 (Census)	2024 (Estimated)	2029 (Projected)
Population	80,424	88,301	89,747	90,901
Population Change	-	7,877	1,446	1,154
Percent Change	-	9.8%	1.6%	1.3%

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

The Charlottesville Site PMA population base increased by 7,877 between 2010 and 2020. This represents a 9.8% increase from the 2010 population base, or an annual rate of 1.0%. Between 2020 and 2024, the population increased by 1,446, or 1.6%. It is projected that the population will increase by 1,154, or 1.3%, between 2024 and 2029.

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

Population by Age	2010 (Census)		2024 (Estimated)		2029 (Projected)		Change 2024-2029	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	19,040	23.7%	20,717	23.1%	20,599	22.7%	-118	-0.6%
20 to 24	14,612	18.2%	14,584	16.3%	14,971	16.5%	387	2.7%
25 to 34	14,074	17.5%	14,264	15.9%	13,870	15.3%	-394	-2.8%
35 to 44	8,523	10.6%	10,567	11.8%	10,623	11.7%	56	0.5%
45 to 54	8,460	10.5%	8,219	9.2%	8,516	9.4%	297	3.6%
55 to 64	6,916	8.6%	8,140	9.1%	7,757	8.5%	-383	-4.7%
65 to 74	4,061	5.0%	6,986	7.8%	7,270	8.0%	284	4.1%
75 & Older	4,736	5.9%	6,266	7.0%	7,294	8.0%	1,028	16.4%
Total	80,424	100.0%	89,747	100.0%	90,901	100.0%	1,154	1.3%

Source: Bowen National Research, ESRI, Census

As the preceding table illustrates, nearly 46.0% of the population is expected to be between 25 and 64 years old in 2024. This age group is the primary group of potential support for the subject site and will likely represent a significant number of the tenants.

2. HOUSEHOLD TRENDS

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

	Year			
	2010 (Census)	2020 (Census)	2024 (Estimated)	2029 (Projected)
Households	31,531	35,281	36,299	37,169
Household Change	-	3,750	1,018	870
Percent Change	-	11.9%	2.9%	2.4%
Average Household Size	2.25	2.28	2.22	2.20

Source: Bowen National Research, ESRI, Census

Within the Charlottesville Site PMA, households increased by 3,750 (11.9%) between 2010 and 2020. Between 2020 and 2024, households increased by 1,018, or 2.9%. By 2029, there will be 37,169 households, an increase of 870 households, or 2.4%, from 2024. This is an increase of approximately 174 households annually over the next five years.

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

Households by Age	2010 (Census)		2024 (Estimated)		2029 (Projected)		Change 2024-2029	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	4,326	13.7%	4,255	11.7%	4,405	11.9%	150	3.5%
25 to 34	7,279	23.1%	7,487	20.6%	7,366	19.8%	-121	-1.6%
35 to 44	4,838	15.3%	6,120	16.9%	6,115	16.5%	-5	-0.1%
45 to 54	5,076	16.1%	4,931	13.6%	5,125	13.8%	194	3.9%
55 to 64	4,309	13.7%	5,044	13.9%	4,813	12.9%	-231	-4.6%
65 to 74	2,640	8.4%	4,557	12.6%	4,738	12.7%	181	4.0%
75 & Older	3,061	9.7%	3,905	10.8%	4,608	12.4%	703	18.0%
Total	31,531	100.0%	36,299	100.0%	37,169	100.0%	870	2.4%

Source: Bowen National Research, ESRI, Census

Between 2024 and 2029, the greatest growth among household age groups is projected to be among those ages 65 and older. Households under the age of 25, as well as those between the ages of 45 and 54, are also projected to experience growth during the projection period. These trends illustrate that there will be an increasing need for housing for both seniors and families within the Charlottesville Site PMA.

Households by tenure are distributed as follows:

Tenure	2010 (Census)		2024 (Estimated)		2029 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	13,955	44.3%	16,714	46.0%	17,352	46.7%
Renter-Occupied	17,576	55.7%	19,585	54.0%	19,817	53.3%
Total	31,531	100%	36,299	100.0%	37,169	100.0%

Source: Bowen National Research, ESRI, Census

As the preceding table illustrates, renter households are projected to increase by 232, or 1.2%, between 2024 and 2029. This projected growth among renter households illustrates that there will likely be an increasing need for rental housing within the market.

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

Persons per Owner Household	2024 (Estimated)		2029 (Projected)		Change 2024-2029	
	Households	Percent	Households	Percent	Households	Percent
1 Person	5,168	30.9%	5,423	31.3%	255	4.9%
2 Persons	5,790	34.6%	5,857	33.8%	67	1.2%
3 Persons	2,597	15.5%	2,793	16.1%	196	7.6%
4 Persons	2,102	12.6%	2,214	12.8%	112	5.3%
5+ Persons	1,055	6.3%	1,064	6.1%	8	0.8%
Total	16,713	100.0%	17,352	100.0%	638	3.8%

Persons per Renter Household	2024 (Estimated)		2029 (Projected)		Change 2024-2029	
	Households	Percent	Households	Percent	Households	Percent
1 Person	8,618	44.0%	9,216	46.5%	598	6.9%
2 Persons	6,098	31.1%	6,336	32.0%	238	3.9%
3 Persons	2,225	11.4%	1,996	10.1%	-229	-10.3%
4 Persons	1,705	8.7%	1,467	7.4%	-238	-14.0%
5+ Persons	940	4.8%	803	4.0%	-137	-14.6%
Total	19,585	100.0%	19,817	100.0%	232	1.2%

Source: Bowen National Research, ESRI, Census

The subject site will target one-person households, which comprise 44.0% of all renter households within the PMA.

3. INCOME TRENDS

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

Household Income	2010 (Census)		2024 (Estimated)		2029 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Less Than \$15,000	5,211	16.5%	3,916	10.8%	3,561	9.6%
\$15,000 - \$24,999	3,520	11.2%	2,506	6.9%	2,185	5.9%
\$25,000 - \$34,999	3,344	10.6%	2,575	7.1%	2,301	6.2%
\$35,000 - \$49,999	4,377	13.9%	3,524	9.7%	3,097	8.3%
\$50,000 - \$74,999	5,832	18.5%	5,353	14.7%	5,094	13.7%
\$75,000 - \$99,999	3,551	11.3%	4,078	11.2%	3,988	10.7%
\$100,000 - \$149,999	3,381	10.7%	6,025	16.6%	6,662	17.9%
\$150,000 & Higher	2,315	7.3%	8,321	22.9%	10,281	27.7%
Total	31,531	100.0%	36,299	100.0%	37,169	100.0%
Median Income	\$47,647		\$76,688		\$89,711	

Source: Bowen National Research, ESRI, Census

In 2024, the median household income is estimated to be \$76,688. By 2029, it is projected that the median household income will be \$89,711, an increase of 17.0% from 2024.

Renter Households	2020 (ACS)					
	1-Person	2-Person	3-Person	4-Person	5+Person	Total
Less Than \$15,000	2,438	645	287	100	25	3,497
\$15,000 - \$24,999	1,247	520	225	118	50	2,159
\$25,000 - \$34,999	1,123	583	170	111	41	2,026
\$35,000 - \$49,999	1,084	730	262	226	26	2,330
\$50,000 - \$74,999	1,253	1,245	411	443	197	3,548
\$75,000 - \$99,999	302	779	476	520	276	2,354
\$100,000 - \$149,999	362	681	406	171	115	1,734
\$150,000 & Higher	331	725	174	204	317	1,752
Total	8,139	5,907	2,408	1,896	1,049	19,400

Source: ESRI, Bowen National Research

Renter Households	2024 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5+Person	Total
Less Than \$15,000	2,399	578	236	80	20	3,314
\$15,000 - \$24,999	1,214	461	184	94	38	1,991
\$25,000 - \$34,999	1,115	526	141	90	32	1,902
\$35,000 - \$49,999	1,085	663	219	183	21	2,171
\$50,000 - \$74,999	1,370	1,218	364	380	160	3,493
\$75,000 - \$99,999	369	834	455	479	239	2,375
\$100,000 - \$149,999	499	806	421	170	106	2,002
\$150,000 & Higher	566	1,012	206	229	325	2,337
Total	8,618	6,098	2,225	1,705	940	19,585

Source: ESRI, Bowen National Research

Renter Households	2029 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5+Person	Total
Less Than \$15,000	2,351	494	173	55	13	3,086
\$15,000 - \$24,999	1,173	388	133	64	23	1,781
\$25,000 - \$34,999	1,105	455	105	63	20	1,747
\$35,000 - \$49,999	1,086	579	165	129	14	1,972
\$50,000 - \$74,999	1,517	1,185	306	302	114	3,425
\$75,000 - \$99,999	453	903	429	427	192	2,401
\$100,000 - \$149,999	671	962	440	169	95	2,337
\$150,000 & Higher	859	1,370	246	260	335	3,068
Total	9,216	6,336	1,996	1,467	803	19,818

Source: ESRI, Bowen National Research

Demographic Summary

The Charlottesville Site PMA is projected to experience both population and household growth between 2024 and 2029. Specifically, the market's population base is projected to increase by 1,154 (1.3%), while the number of households within the market will increase by 870 (2.4%). Additionally, renter households are projected to increase by 232 (1.2%) during the same time frame. These trends emphasize the ongoing need for additional rental housing within the Site PMA.

Data from the preceding tables is used in our demand estimates. Data regarding the homeless population is included in this report, starting on page VII-5.

D. LOCAL ECONOMIC PROFILE AND ANALYSIS

1. LABOR FORCE PROFILE

The labor force within the Charlottesville Site PMA is based primarily in two sectors. Health Care & Social Assistance (which comprises 29.3%) and Education Services comprise nearly 40.9% of the Site PMA labor force. Employment in the Charlottesville Site PMA, as of 2023, was distributed as follows:

NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	9	0.2%	35	< 0.1%	4
Mining	6	0.1%	31	< 0.1%	5
Utilities	3	0.1%	51	0.1%	17
Construction	305	5.5%	3,521	3.6%	12
Manufacturing	115	2.1%	2,025	2.1%	18
Wholesale Trade	125	2.3%	1,358	1.4%	11
Retail Trade	642	11.6%	9,216	9.5%	14
Transportation & Warehousing	60	1.1%	713	0.7%	12
Information	150	2.7%	2,510	2.6%	17
Finance & Insurance	285	5.1%	3,319	3.4%	12
Real Estate & Rental & Leasing	292	5.3%	4,653	4.8%	16
Professional, Scientific & Technical Services	621	11.2%	6,031	6.2%	10
Management of Companies & Enterprises	8	0.1%	123	0.1%	15
Administrative, Support, Waste Management & Remediation Services	164	3.0%	1,926	2.0%	12
Education Services	201	3.6%	11,147	11.5%	55
Health Care & Social Assistance	821	14.8%	28,364	29.3%	35
Arts, Entertainment & Recreation	131	2.4%	1,964	2.0%	15
Accommodation & Food Services	449	8.1%	7,397	7.7%	16
Other Services (Except Public Administration)	611	11.0%	4,444	4.6%	7
Public Administration	171	3.1%	6,962	7.2%	41
Nonclassifiable	366	6.6%	863	0.9%	2
Total	5,535	100.0%	96,653	100.0%	17

Source: Bowen National Research, ESRI, Census

E.P.E. - Average Employees Per Establishment

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

Total Employment by Industry



Typical wages by job category for the Charlottesville, Virginia Metropolitan Statistical Area (MSA) are compared with the state of Virginia in the following table:

Typical Wage by Occupation Type		
Occupation Type	MSA	Virginia
Management Occupations	\$81,673	\$93,365
Business And Financial Occupations	\$76,341	\$86,050
Computer And Mathematical Occupations	\$90,907	\$109,597
Architecture And Engineering Occupations	\$100,315	\$98,121
Community And Social Service Occupations	\$47,450	\$50,509
Art, Design, Entertainment, Sports, and Media Occupations	\$42,273	\$53,472
Healthcare Practitioners and Technical Occupations	\$76,120	\$67,928
Healthcare Support Occupations	\$32,949	\$27,725
Protective Service Occupations	\$47,070	\$58,916
Food Preparation and Serving Related Occupations	\$14,787	\$15,832
Building And Grounds Cleaning and Maintenance Occupations	\$26,298	\$24,701
Personal Care and Service Occupations	\$20,077	\$20,810
Sales And Related Occupations	\$42,529	\$34,051
Office And Administrative Support Occupations	\$39,210	\$39,126
Construction And Extraction Occupations	\$39,188	\$43,162
Installation, Maintenance and Repair Occupations	\$44,691	\$52,560
Production Occupations	\$40,484	\$41,817
Transportation Occupations	\$38,832	\$41,502
Material Moving Occupations	\$30,194	\$26,646

Source: U.S. Department of Labor, Bureau of Statistics

As the preceding table illustrates, most occupational types within the MSA have generally similar typical wages as the state of Virginia's typical wages.

The ten largest employers within the Charlottesville area are summarized in the following table. Note that specific employment numbers were not available at the time this report was issued.

Employer Name	Business Type
University of Virginia / Blue Ridge Hospital	Healthcare
County of Albemarle	Government
Sentara Healthcare	Healthcare
U.S. Department of Defense	Government
Crutchfield Corporation	Retail
Atlantic Coast Athletic Club	Health Club
Walmart	Retail
Farmington Country Club	Social Club
Northrop Grumman Corporation	Aerospace/Defense
Boar's Head Inn	Resort

Source: Virginia Employment Commission (Q3 2023)

According to a representative with Charlottesville Economic Development, the Charlottesville economy is consistently growing. While the area experienced the negative effects of the COVID-19 pandemic, the economy has recovered with steady growth, especially in biomedical, business financial services and IT companies. The University of Virginia also has continued employment growth. Tourism has been slow to return but has been trending up in the past two years. The following table summarizes some recent and/or ongoing economic development projects within the Charlottesville area:

Project Name	Investment	Scope of Work/Details
University of Virginia Hotel and Conference Center	\$130.5 million	Construction underway for 223,000 square-foot conference center and 214-room hotel in the Emmet-Ivy Corridor; ECD summer 2025.
University of Virginia School of Data Sciences	\$120 million	61,000 square-foot building with offices, classrooms, and research/meeting areas; Project broke ground fall 2021; ECD April 2024.
North Forth Discovery Park Site	\$3 million	Infrastructure development of 31.5-acre site to prepare for prospective business; Funding awarded January 2023.
PS-Fertility, Inc.	\$1.4 million	In January 2023, technology start-up announced plans to open in Albemarle County. Expected create 31 jobs.
Towneplace Suites	N/A	Five-story hotel with 119 rooms proposed to be built in Pantops; Site plans announced early 2022.
Laser Thermal	\$2.9 million	In July 2023 an expansion of Laser Thermal's manufacturing, research and development facility was announced; Expected to create 28 jobs.
Virginia Diodes	\$2.5 million	In August 2023 an expansion of Virginia Diodes was announced for its Charlottesville operations. Expected to create 24 jobs.

ECD – Estimated Completion Date

N/A – Not Available

Infrastructure

The following table summarizes some recent and/or ongoing infrastructure projects identified within the area:

Project Name	Scope of Work	Status	Investment
Albemarle County Design-Build Projects	Albemarle County: Seven projects under one contract including Roundabout at Routes 20, 649, and 1494; I-64 Exit 118 Interchange Modifications; I-64 Exit 124 Diverging Diamond Interchange; Fontaine Avenue Ramp Improvements; Construction of U.S. 250 truck arrestor system; and Rio Mills Road/Berkmar Drive Connection.	Construction began summer 2019; ECD Spring 2024.	\$28.5 million
Belmont Bridge	Charlottesville: Replacement of Belmont Bridge, including extending turn lanes and expanding bike lanes/pedestrian walkways.	Construction began July 2021; ECD Winter 2024.	\$35 million
Old Ivy Road Bridge Replacement	Albemarle County: Replacement of Old Ivy Road (Route 601) bridge over Route 29/250 Bypass.	Construction to begin early 2024; ECD late 2024.	\$3.3 million

ECD – Estimated Completion Date

WARN (layoff notices)

WARN Notices were reviewed in February 2024 and, according to the Virginia Employment Commission, there have been no WARN notices reported for Charlottesville over the past 12 months.

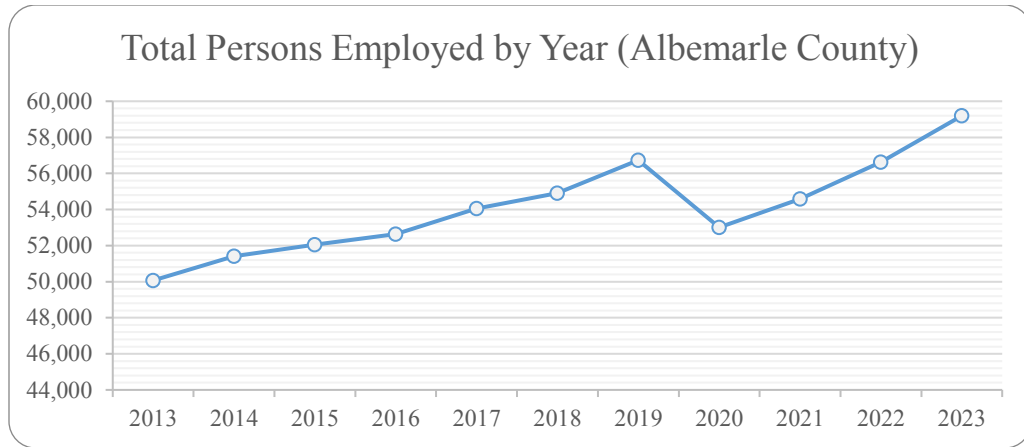
2. EMPLOYMENT TRENDS

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

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

Year	Total Employment					
	Albemarle County		Virginia		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2013	50,068	-	4,002,057	-	144,637,000	-
2014	51,417	2.7%	4,040,908	1.0%	146,305,000	1.2%
2015	52,053	1.2%	4,048,081	0.2%	148,833,000	1.7%
2016	52,631	1.1%	4,084,822	0.9%	151,436,000	1.7%
2017	54,055	2.7%	4,193,290	2.7%	153,337,000	1.3%
2018	54,914	1.6%	4,228,274	0.8%	155,761,000	1.6%
2019	56,725	3.3%	4,297,265	1.6%	157,538,000	1.1%
2020	53,011	-6.5%	4,053,387	-5.7%	147,795,000	-6.2%
2021	54,591	3.0%	4,148,175	2.3%	152,581,000	3.2%
2022	56,633	3.7%	4,304,759	3.8%	158,291,000	3.7%
2023	59,193	4.5%	4,424,155	2.8%	161,037,000	1.7%

Source: Bureau of Labor Statistics

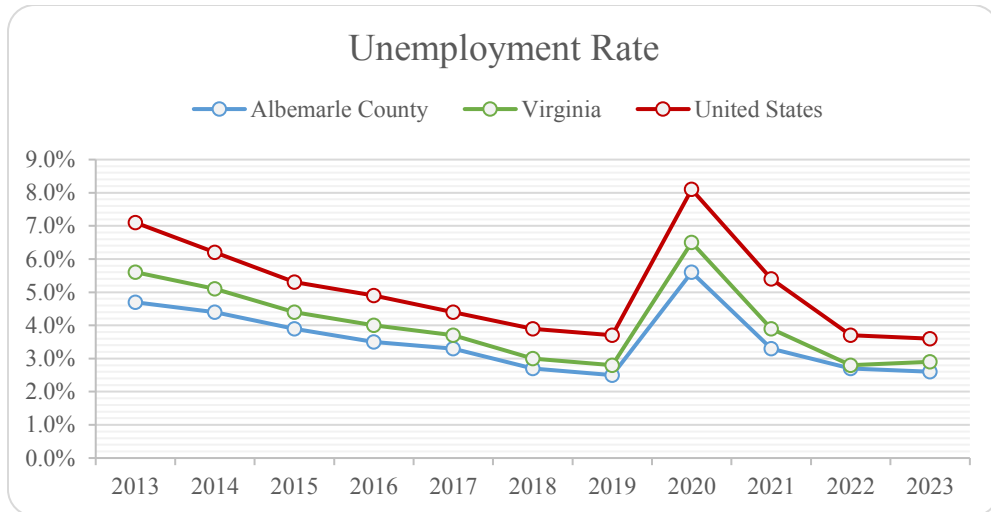


As the preceding illustrates, the Albemarle County employment base experienced consistent growth between 2013 and 2019. However, between 2019 and 2020, the county’s employment base decreased by 6.5% as the result of the COVID-19 pandemic. On a positive note, the county’s economy has improved thus far through the end of 2023, as its employment base increased by 11.7%, more than offsetting the jobs lost during the pandemic.

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

Year	Total Unemployment					
	Albemarle County		Virginia		United States	
	Total Number	Percent of Workforce	Total Number	Percent of Workforce	Total Number	Percent of Workforce
2013	2,486	4.7%	236,320	5.6%	11,101,000	7.1%
2014	2,371	4.4%	217,948	5.1%	9,616,000	6.2%
2015	2,083	3.9%	185,900	4.4%	8,296,000	5.3%
2016	1,903	3.5%	169,526	4.0%	7,751,000	4.9%
2017	1,822	3.3%	159,687	3.7%	6,982,000	4.4%
2018	1,523	2.7%	130,779	3.0%	6,314,000	3.9%
2019	1,426	2.5%	122,113	2.8%	6,001,000	3.7%
2020	3,120	5.6%	278,951	6.5%	12,948,000	8.1%
2021	1,836	3.3%	166,870	3.9%	8,623,000	5.4%
2022	1,547	2.7%	122,533	2.8%	5,996,000	3.7%
2023	1,582	2.6%	131,053	2.9%	6,080,000	3.6%

Source: Department of Labor, Bureau of Labor Statistics



Between 2013 and 2019, the annual unemployment rate within Albemarle County declined by over two percentage points, then increased by over three percentage points between 2019 and 2020 as the result of the COVID-19 pandemic. Similar to employment trends, the unemployment rate within the county has improved through the end of 2023, which has declined by three percentage points and is similar to pre-pandemic levels.

At-place employment reflects the total number of jobs within the county/city regardless of the employee’s county/city of residence. The following illustrates the total at-place employment base for Albemarle County:

At-Place Employment Albemarle County			
Year	Employment	Change	Percent Change
2013	50,213	-	-
2014	50,562	349	0.7%
2015	52,026	1,464	2.9%
2016	53,600	1,574	3.0%
2017	56,126	2,526	4.7%
2018	56,453	327	0.6%
2019	58,217	1,764	3.1%
2020	55,139	-3,078	-5.3%
2021	56,359	1,220	2.2%
2022	54,699	-1,660	-2.9%
2023*	61,127	6,428	11.8%

Source: Department of Labor, Bureau of Labor Statistics
*Through September

Data for 2022, the most recent year that year-end figures are available, indicates at-place employment in Albemarle County to be 96.6% of the total Albemarle County employment. This means that Albemarle County has a high share of employed persons staying within the county for work (daytime employment).

3. ECONOMIC FORECAST

Based on data provided by the State of Virginia Department of Labor, the Albemarle County economy experienced consistent growth between 2013 and 2019. However, beginning in 2020, the area was negatively impacted by the COVID-19 pandemic, similar to many communities throughout the state and nation. During this time, the Albemarle County employment base declined by over 3,700 jobs, or 6.5%, and its unemployment rate increased by over three percentage points. On a positive note, the county employment base has since recovered all jobs lost in 2020 and increased to a total of nearly 59,200 jobs through the end of 2023, the highest figure in the preceding decade. Annual unemployment has also decreased to a rate of 2.6% and is similar to pre-pandemic levels. These are good indications that the Albemarle County economy has fully recovered from the initial impact of the pandemic in terms of total employment and unemployment rate. This, in turn, will continue to create a stable environment for the local housing market.

4. COMMUTING PATTERNS

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

Mode of Transportation	Workers Age 16+	
	Number	Percent
Drove Alone	27,436	62.3%
Carpooled	3,880	8.8%
Public Transit	2,178	4.9%
Walked	3,987	9.0%
Motorcycle	199	0.5%
Bicycle	720	1.6%
Other Means	227	0.5%
Worked at Home	5,445	12.4%
Total	44,072	100.0%

Source: Bowen National Research, ESRI

Over 62.0% of all workers drove alone, 8.8% carpooled, and 4.9% used public transportation. Notably, 12.4% of workers worked from home.

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

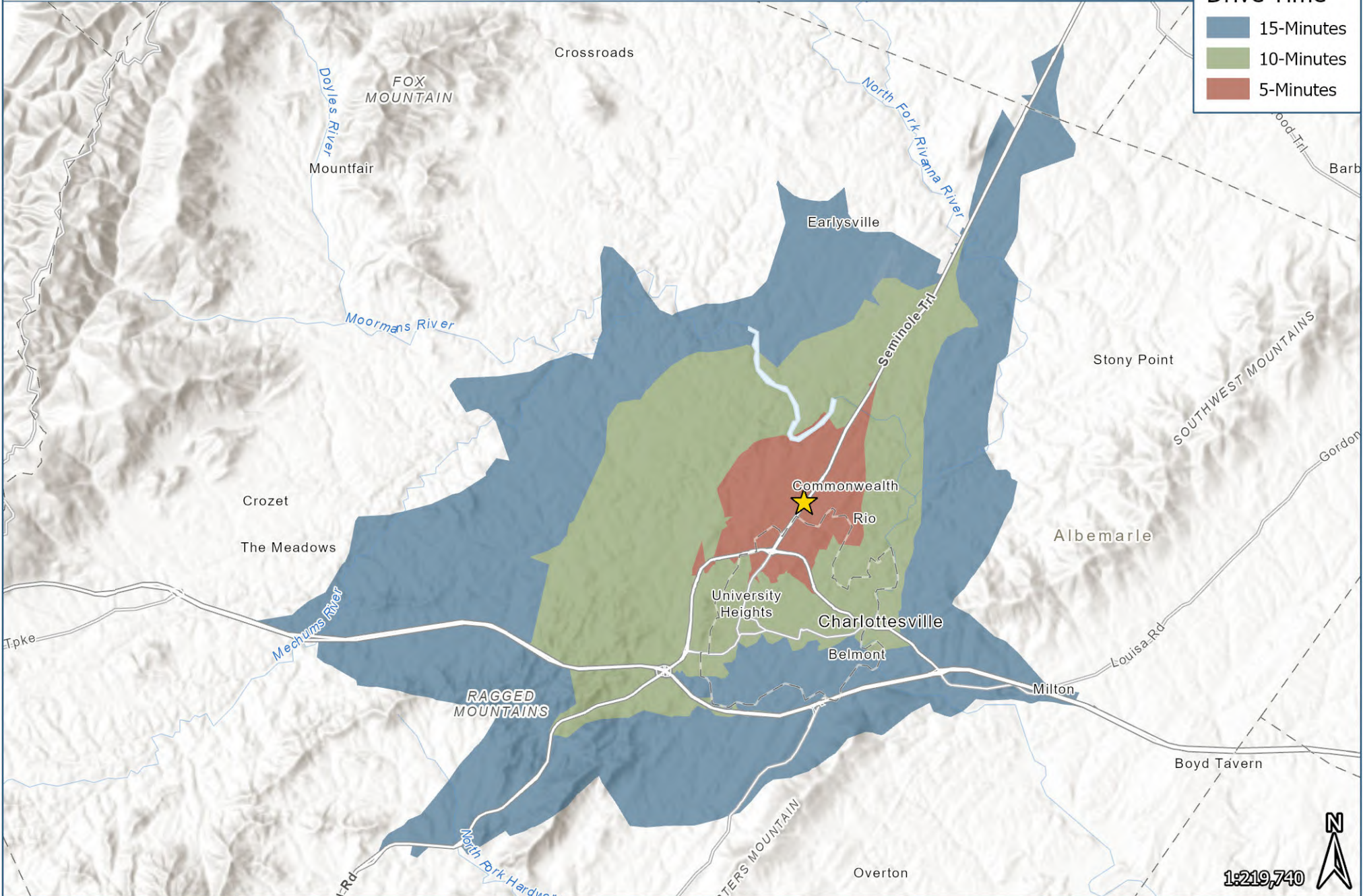
Travel Time	Workers Age 16+	
	Number	Percent
Less Than 15 Minutes	16,202	41.9%
15 – 29 Minutes	16,645	43.0%
30 – 44 Minutes	3,711	9.6%
45 – 59 Minutes	1,036	2.7%
60 + Minutes	1,109	2.9%
Total	38,703	100.0%

Source: Bowen National Research, ESRI

The largest share of area commuters has typical travel times to work ranging from 15 to 29 minutes. The subject site is within a 15-minute drive to most of the area's largest employers, which should contribute to its marketability. A drive-time map for the subject site is on the following page.

Drive-Time

- 15-Minutes
- 10-Minutes
- 5-Minutes



Esri, CGIAR, USGS, VGIN, Esri, HERE, Garmin, SafeGraph, METI/NASA, USGS, EPA, NPS, USDA
Additional Source(s): Bowen National Research



V. Rental Housing Analysis (Supply)

A. OVERVIEW OF RENTAL HOUSING

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

Housing Status	2010 (Census)		2024 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	31,531	92.2%	36,299	92.0%
Owner-Occupied	13,955	44.3%	16,714	46.0%
Renter-Occupied	17,576	55.7%	19,585	54.0%
Vacant	2,662	7.8%	3,152	8.0%
Total	34,192	100.0%	39,451	100.0%

Source: 2010 Census, ESRI, Bowen National Research

Based on a 2024 update of the 2010 Census, of the 39,451 total housing units in the market, 8.0% were vacant. In 2024, it is estimated that homeowners occupy 46.0% of all occupied housing units, while the remaining 54.0% are occupied by renters. The share of renters is considered typical for an urban market, such as the Charlottesville Site PMA.

Conventional Apartments

We identified and personally surveyed 16 conventional housing projects containing a total of 3,140 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 97.7%, a strong rate for rental housing. The surveyed rental developments broken out by project type are summarized in the following table:

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-rate	12	2,518	63	97.5%
Tax Credit	2	360	8	97.8%
Tax Credit/Government-Subsidized	2	262	0	100.0%
Total	16	3,140	71	97.7%

Each rental housing segment surveyed within the Site PMA is operating at strong occupancy levels at or above 97.5%. Therefore, there appears to be no significant deficiencies within the Charlottesville rental housing market.

Non-Subsidized

The following table summarizes the breakdown of market-rate and non-subsidized Tax Credit units surveyed within the Site PMA:

Market-rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
Studio	1.0	156	6.2%	3	1.9%	\$1,379
One-Bedroom	1.0	817	32.4%	25	3.1%	\$1,958
Two-Bedroom	1.0	239	9.5%	5	2.1%	\$2,015
Two-Bedroom	1.5	12	0.5%	1	8.3%	\$1,654
Two-Bedroom	2.0	932	37.0%	22	2.4%	\$2,309
Two-Bedroom	2.5	12	0.5%	0	0.0%	\$1,904
Three-Bedroom	2.0	271	10.8%	5	1.8%	\$2,711
Three-Bedroom	2.5	16	0.6%	0	0.0%	\$2,076
Three-Bedroom	3.0	35	1.4%	1	2.9%	\$3,001
Three-Bedroom	3.5	28	1.1%	1	3.6%	\$2,946
Total Market-rate		2,518	100.0%	63	2.5%	-
Tax Credit, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
Studio	1.0	70	12.7%	0	0.0%	\$975
One-Bedroom	1.0	91	16.5%	2	2.2%	\$1,136
Two-Bedroom	1.0	127	23.0%	0	0.0%	\$1,010
Two-Bedroom	1.5	117	21.2%	6	5.1%	\$1,498
Three-Bedroom	1.0	67	12.1%	0	0.0%	\$1,123
Three-Bedroom	1.5	20	3.6%	0	0.0%	\$1,605
Three-Bedroom	2.0	60	10.9%	0	0.0%	\$1,731
Total Tax Credit		552	100.0%	8	1.4%	-

As the preceding table illustrates, the median gross Tax Credit rents are well below the corresponding median gross market-rate rents. As such, Tax Credit product likely represents an excellent value to low-income renters within the Site PMA. This is further evidenced by the combined low vacancy rate of 1.4% among all non-subsidized Tax Credit units surveyed within the market.

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

Year Built	Projects	Units	Vacancy Rate
Before 1970	1	324	2.5%
1970 to 1979	2	362	0.0%
1980 to 1989	0	0	-
1990 to 1999	1	160	5.0%
2000 to 2009	2	376	3.5%
2010 to 2014	4	794	2.6%
2015 to 2018	0	0	-
2019	1	55	0.0%
2020	2	381	1.0%
2021	0	0	-
2022	2	368	4.6%
2023	1	250	0.0%
2024*	0	0	-

*As of February

As the preceding table illustrates, regardless of year built, vacancy levels do not exceed 5.0%. As such, it can be concluded that there is no correlation between age and vacancies within the Charlottesville rental housing market.

The newest rental community surveyed, Altoview (Map ID 4), opened in March 2023. According to management, this property reached full occupancy in February 2024, yielding an absorption rate of approximately 23 units per month, a good rate for market-rate rental housing. This illustrates that new rental housing product has been well received within the market, which should bode well in the demand for the subject units.

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

Market-rate			
Quality Rating	Projects	Total Units	Vacancy Rate
A	9	1,818	2.3%
A-	1	304	4.3%
B+	2	396	2.0%
Non-Subsidized Tax Credit			
Quality Rating	Projects	Total Units	Vacancy Rate
B	2	190	4.2%
B-	2	362	0.0%

Regardless of quality, vacancy levels do not exceed 4.3%. As such, it can also be concluded that no correlation exists between appearance and vacancies within the Charlottesville rental housing market.

Government-Subsidized

We identified and surveyed two rental communities that offer government-subsidized units within the Site PMA. Generally, these properties have few amenities, are older and offer small unit sizes (square feet). The government-subsidized units surveyed (all of which operate with Tax Credits) in the Site PMA are summarized as follows:

Subsidized Tax Credit					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
Studio	1.0	30	42.9%	0	0.0%
One-Bedroom	1.0	4	5.7%	0	0.0%
Two-Bedroom	1.0	19	27.1%	0	0.0%
Three-Bedroom	1.0	17	24.3%	0	0.0%
Total Subsidized Tax Credit		70	100.0%	0	0.0%

The subsidized Tax Credit units are 100.0% occupied, all of which maintain a waiting list, illustrating that pent-up demand exists for very low-income rental housing within the market. The subject project will be able to accommodate a portion of this unmet demand.

Additional information regarding the Charlottesville Site PMA apartment market is found in Section XII of this report.

Tax Credit Property Disclosure: In addition to the four properties surveyed that offer Tax Credit units, we identified 14 additional properties within the Site PMA that operate, at least partially, under the Low-Income Housing Tax Credit (LIHTC) program that we were unable to survey at the time of this report. The known details of these projects based on previous surveys conducted by Bowen National Research in the Charlottesville area and from our review of the state Tax Credit allocation list are summarized in the following table:

Name	Location	Total Units	Target Population
Carlton Neighborhood Housing	1210 Carlton Ave.	37	Family; Tax Credit
Carlton Views I-III	1337 Carlton Ave.	150	Family, Disabled; Tax Credit
Crescent Halls	500 1st St. S.	95	Senior; Subsidized Tax Credit
Friendship Court	418 Garrett St.	150	Family; Subsidized Tax Credit
Mews	402 11th St. NE	40	Homeless; Tax Credit
Monticello Vista	1400 Monticello Rd.	50	Family, Senior, Disabled; Tax Credit
Park's Edge	181 Whitewood Rd.	96	Family; Tax Credit
Park View at South Pantops	210 S. Pantops Dr.	90	Senior; Subsidized & Tax Credit
Rio Hill	1610 Rio Hill Dr.	139	Family; Tax Credit
Short 18th Street Housing	1412-1419 Short 18th Ave.	12	Homeless; Subsidized Tax Credit
Timberlake Place	1512 E. Market St.	26	Senior; Tax Credit
Treesdale Park	1720 Treesdale Way	88	Family; Tax Credit
Virnita Court	800 Rose Hill Dr.	22	Family; Tax Credit
Woods Edge	829 Mallside Forest Ct.	97	Senior; Tax Credit

It is believed that these projects we were unable to survey offer a total of 813 non-subsidized Tax Credit units, which have been considered in our penetration rate estimates illustrated later in Section VII – *Capture Rate* of this report.

B. SURVEY OF COMPARABLE/COMPETITIVE PROPERTIES

Premier Circle PSH will provide 80 studio and one-bedroom units to low-income renters earning up to 40%, 50% and 60% of Area Median Household Income (AMHI) under the LIHTC program. Of the 80 units, 25 will operate with a Section 8 subsidy and specifically target homeless individuals, or those who are at-risk of homelessness. The remaining 55 units will be general occupancy (including homeless individuals). As such, we have selected four LIHTC properties within the Site PMA to serve as a baseline of comparison to the proposed subject project. The four LIHTC properties and the proposed subject development are summarized in the table on the following page. Information regarding property address, phone number, contact name and utility responsibility is included in the Field Survey of Conventional Rentals.

Map I.D.	Project Name	Year Built/Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Premier Circle PSH	2026	80	-	-	-	Homeless/Single Adults; 40%, 50% & 60% AMHI & Section 8
10	Crossings at 4th & Preston	2012	60	100.0%	3.3 Miles	13 HH	Homeless/Single Adults; 50% AMHI & PBV/PBRA
11	Greenstone on 5th	1970 / 2014	202	100.0%	4.0 Miles	120 HH	Families; 40% & 60% AMHI & Section 8
12	Hearthwood	1975 / 1997	200	100.0%	1.4 Miles	2 HH	Families; 60% AMHI
14	Mallside Forest	1998	160	95.0%	1.5 Miles	3-Br: 15 HH	Families; 60% AMHI

OCC. – Occupancy
HH - Households

The four LIHTC projects have a combined occupancy rate of 98.7%, a very strong rate for rental housing. In fact, three of these properties are fully occupied and maintain a waiting list, illustrating that pent-up demand exists for additional affordable rental housing within the Charlottesville Site PMA. The subject project will be able to accommodate a portion of this unmet demand.

Also note that the subject development will be at least 14 years newer than the selected LIHTC developments. This will position the project at a market advantage.

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

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)				Rent Special
		Studio	One-Br.	Two-Br.	Three-Br.	
Site	Premier Circle PSH	SUB/40% (12) SUB/50% (13) \$971/50% (15) \$1,165/60% (37)	\$1,233/60% (3)	-	-	-
10	Crossings at 4th & Preston	SUB/50% (30/0) \$657/50% (30/0)	-	-	-	None
11	Greenstone on 5th	-	\$873/40% (4/0) \$873/60% (17/0)	\$1,010/40% (19/0) \$1,010/60% (78/0)	\$1,123/40% (17/0) \$1,123/60% (67/0)	None
12	Hearthwood	\$975/60% (40/0)	\$1,136/60% (42/0)	\$1,395/60% (98/0)	\$1,605/60% (20/0)	None
14	Mallside Forest	-	\$1,248/60% (32/2)	\$1,498/60% (68/6)	\$1,731/60% (60/0)	None

SUB - Subsidized (residents pay 30% of their income, as this is a government-subsidized property, which also operates under the Tax Credit program)

The proposed non-subsidized gross rents at the subject site, ranging between \$971 and \$1,233, will generally be well above those offered at the comparable LIHTC projects surveyed for similar unit types. Given that nearly all comparable LIHTC projects surveyed are fully occupied and maintain a waiting list, illustrates that these projects are likely underachieving their rent potential. Combined with the subject's newness, these factors will enable the subject project to charge higher rents. Overall, the subject's non-subsidized LIHTC rents are considered appropriately positioned for the Charlottesville Site PMA.

Notably, 25 of the subject units will operate with a subsidy, requiring tenants to pay up to 30% of their gross adjusted household income towards housing costs. As such, these units will represent a substantial value to low-income individuals within the market.

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

Map I.D.	Project Name	Total Units	Number of Vouchers	Share of Vouchers
10	Crossings at 4th & Preston	60	N/A	-
11	Greenstone on 5th	162*	51	31.5%
12	Hearthwood	200	N/A	-
14	Mallside Forest	160	90	56.3%
Total		322	141	43.8%

N/A – Not Available (units not included in total)

*Non-subsidized Tax Credit units only

As the preceding table illustrates, there are a total of approximately 141 units that are occupied by voucher holders among the two comparable LIHTC projects surveyed within the market that provided such information. The 141 units occupied by voucher holders comprise 43.8% of these comparable units. This illustrates that over 56.0% of these comparable Tax Credit units are occupied by tenants which are not currently receiving rental assistance. Therefore, the gross rents charged at the aforementioned projects in the market are achievable.

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

Map I.D.	Project Name	Square Footage			
		Studio	One-Br.	Two-Br.	Three-Br.
Site	Premier Circle PSH	364	461	-	-
10	Crossings at 4th & Preston	350	-	-	-
11	Greenstone on 5th	-	664	843	990
12	Hearthwood	300	689	987	1,185
14	Mallside Forest	-	750	990	1,150 - 1,200

Map I.D.	Project Name	Number of Baths			
		Studio	One-Br.	Two-Br.	Three-Br.
Site	Premier Circle PSH	1.0	1.0	-	-
10	Crossings at 4th & Preston	1.0	-	-	-
11	Greenstone on 5th	-	1.0	1.0	1.0
12	Hearthwood	1.0	1.0	1.0 - 1.5	1.5
14	Mallside Forest	-	1.0	1.5	2.0

While the subject's studio units will be competitively positioned compared to those offered at the selected LIHTC projects in terms of unit size (square feet), the subject project will offer notably smaller one-bedroom units. While this will position these specific units at a competitive disadvantage, it is important to keep in mind that the subject project will only offer three (3) one-bedroom units. Therefore, this inferior characteristic is not anticipated to have a significant impact on the subject's marketability.

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

Tax Credit Unit Amenities by Map ID					
	Site*	10	11	12	14
Appliances	Dishwasher	X		S	X
	Disposal			S	X
	Microwave				
	Range	X	X	X	X
	Refrigerator	X	X	X	X
	W/D Hookup			S	S
	W/D				S
	No Appliances				
Unit Amenities	AC-Central		X	S	X
	AC-Other	X	X	S	
	Balcony/ Patio/ Sunroom				X
	Basement				
	Ceiling Fan				
	Controlled Access	X	X		
	E-Call System				
	Furnished	X	S		
	Walk-In Closet			S	
	Window Treatments	X	X	X	X
				X	X
Flooring	Carpet		X	X	X
	Ceramic Tile				
	Hardwood				
	Finished Concrete				
	Composite/Vinyl/Laminate	X	X	X	X
Upgraded	Premium Appliances				
	Premium Countertops				
	Premium Cabinetry				
	Premium Fixtures				
	High/Vaulted Ceilings				
	Oversized Windows				
Parking	Attached Garage				
	Detached Garage				
	Street Parking				
	Surface Lot	X	X	X	X
	Carport				
	Property Parking Garage				
	No Provided Parking				

◆ - Senior Property

* Proposed Site(s): Premier Circle - PSH

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

** Details in Comparable Property Profile Report

Continued on Next Page

Tax Credit Property Amenities by Map ID

	Site*	10	11	12	14	
	X	X				
Bike Racks / Storage	X	X				
Computer/Business Center	X	X	X		X	
Car Care **						
Community Garden	X	X				
Community	Multipurpose Room	X	X	X		
	Chapel					
	Community Kitchen	X	X			
	Dining Room - Private					
	Dining Room - Public					
	Rooftop Terrace					
	Concierge Service **					
	Convenience Amenities **					
	Covered Outdoor Area **					
	Elevator	X	X			
	Laundry Room	X	X	X	X	X
	On-Site Management	X	X	X	X	X
	Pet Care **					
	Recreation	Basketball				
Bocce Ball						
Firepit						
Fitness Center		X	X			X
Grilling Area			X		X	X
Game Room - Billiards						
Walking Path						
Hot Tub						
Library						
Media Room / Theater						
Playground				X	X	X
Putting Green						
Racquetball						
Shuffleboard						
Swimming Pool - Indoor						
Swimming Pool - Outdoor					X	X
Tennis						
Volleyball						
Security	CCTV	X	X	X	X	
	Courtesy Officer	X				
	Security Gate		X			
	Social Services **	X	X	X		
	Storage - Extra		X			X
	Common Space WiFi	X				

◆ - Senior Property

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

* Proposed Site(s): Premier Circle - PSH

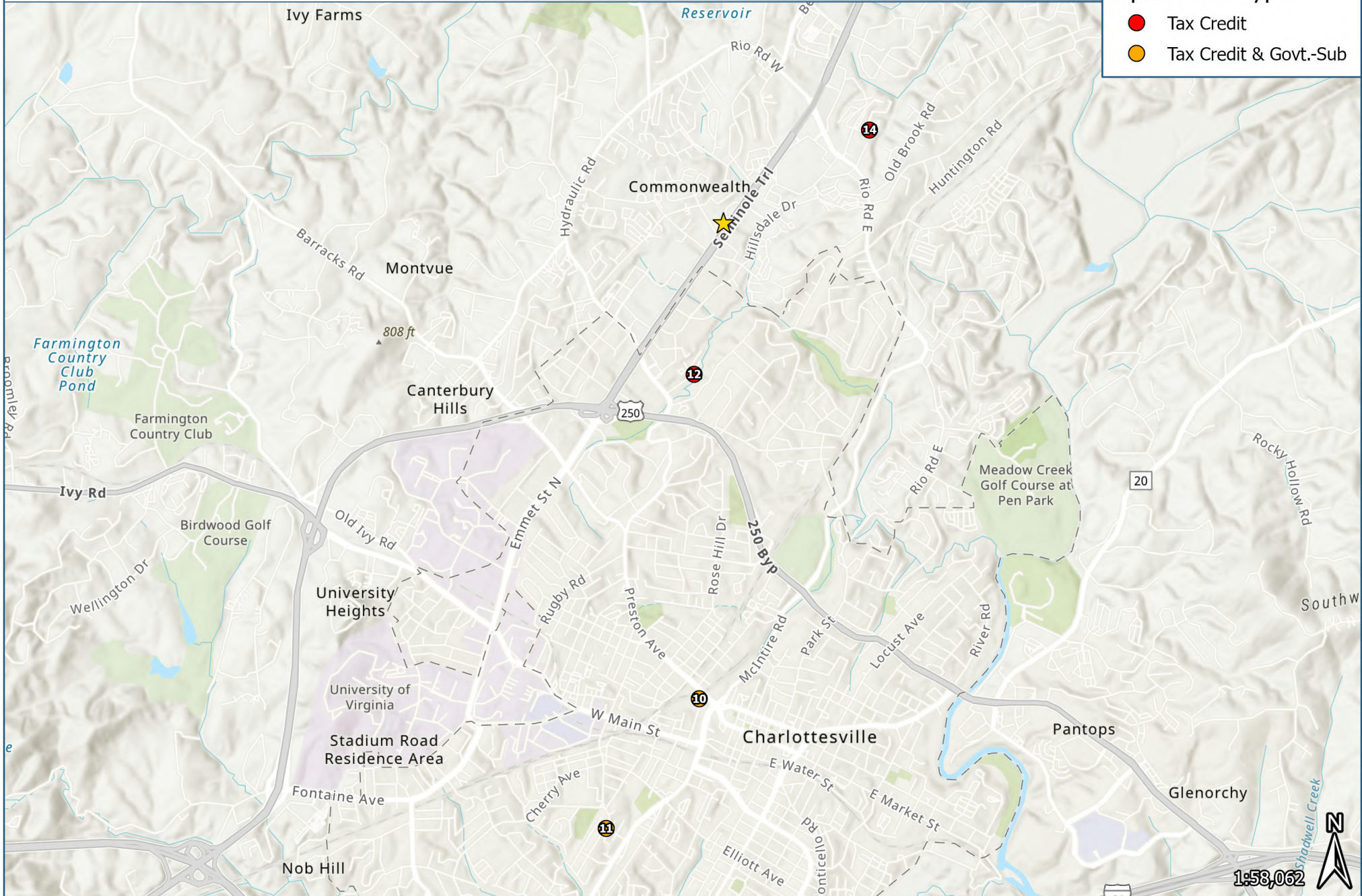
** Details in Comparable Property Profile Report

The subject development will offer furnished units with basic kitchen appliances, wall-unit air conditioning, and secure intercom entry. Further, the project amenities to be included at the subject development will include on-site management, laundry facilities, a community room, community kitchen, community garden, computer center, fitness center and a supportive services package, which will cater to the needs of the targeted homeless population. These amenities are considered to be very competitive with those offered at the comparable LIHTC projects in the market. The subject project does not appear to be lacking any key amenities which would impede it from operating as a Tax Credit development.

Comparable Tax Credit Summary

Based on our analysis of the rents, unit sizes (square footage), amenities, location, quality and occupancy rates of the existing LIHTC properties within the market, it is our opinion that the proposed subject development will be competitive. The presence of the Section 8 subsidy will ensure the property is affordable to the homeless population targeted at the site and the amenity package is designed to be supportive as well.

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



C. PLANNED MULTIFAMILY DEVELOPMENT

Based on interviews with local planning/building representatives who responded to our inquiries, extensive online research and the observations of our analyst while in the field, it was determined that there are several rental projects currently in the development pipeline within the Site PMA, which are summarized in the following table:

Project Name & Address	Type	Units	Developer	Status/Details
Friendship Court Redevelopment Phase I 418 Garrett Ave.	Tax Credit	106	Piedmont Housing Alliance	Under Construction: First of four phases; New apartment buildings on existing Section 8 property; Two-, three- & four-bedroom units; Allocated Tax Credits in 2021; Phase I broke ground early 2022.
Ridge at North Pointe, Phase I Route 29 Corridor across from UVA Research Park	Market-Rate	279	GW Real Estate Partners & Virtus Real Estate	Under Construction: Broke ground July 2023; One-, two- and three-bedroom units; Surface parking 502 spaces and 14 electric car charging stations; Apartments are part of mixed use, single family and duplex development.
Sixth Street Phase I 707 6th St. SE	Tax Credit	47	Riverbend Development/ Charlottesville Redevelopment and Housing Authority	Under Construction: Allocated Tax Credits in 2022.
South First Street Revitalization Phase I 1050 1st St. S.	Tax Credit/ Subsidized	62	Charlottesville Redevelopment and Housing Authority	Under Construction: One-, two-, & three-bedroom units; Rents will target 40% to 60% AMHI; 37 units will be subsidized through Section 8; Construction began fall 2021.
Sunrise Carl Smith St.	Market-Rate/ Affordable	22	BMC Property Mgmt & VHDA	Under Construction: One- and two-bedroom units for families; Rents will target 80% AMHI; ECD 2024.
2117 Ivy Road	Market-Rate	242	RMD Properties	Planned: Ten-story development approved by City Planning Commission in November 2023.
Holly Hills SE corner of U.S. Route 29 & S. Hollymead Dr.	Market-Rate	500	Stoney Point Development Group and Dominion Realty Partners	Planned: Rezoning requested, and project proposed in October 2023; Low-rise one-, two- and three-bedroom apartments, Townhomes and Condos.
Rio Point John W. Warner Pkwy. & Rio Rd.	Market-Rate/ Affordable	328	Stony Point Design Build	Planned: Approximately 15% of units will be designated affordable at 80% AMHI; Plans approved late 2021.
RST Residences U.S. 29 & Ashwood Blvd.	Market-Rate/ Affordable	254	RST Development	Planned: Apartments and 108 for-sale townhomes; 190 rental units will be designated affordable; Plans approved fall 2021.
South First Street Revitalization Phase II 900 1st St. S.	Tax Credit/ Subsidized	113	Charlottesville Redevelopment and Housing Authority	Planned: Demolition of 58 Public Housing units and construction of new units in two phases (A and B); 19 one-, 38 two-, 26 three-, 15 four- & 15 five-bedroom units; 12 units at 30% AMHI, 45 units at 50% AMHI, & 56 units at 60% AMHI; 38 units will be subsidized through Section 8; ECD up to 24 months after construction start; Project awarded city funding in April 2022.
Verve 100 Stadium Rd.	Market-Rate	550	Subtext	Planned: Rezoning approved December 2023; 12 stories targeting students; Developer offered \$6.8 million to the city's affordable housing fund in lieu of building affordable units.
1025-A Park Street 1025 Park St.	Tax Credit	30	Piedmont Housing Alliance	Planned: Allocated Tax Credits in 2023.
Friendship Court Redevelopment Phase II 418 Garrett Ave.	Tax Credit/ Subsidized	106	Piedmont Housing Alliance	Proposed: Second of four phases; Demolition of 46 subsidized units and construction of new units; Six units will be for-sale; Remaining units will include 54 Section 8 units and 46 Tax Credit units renting between 30% & 80% AMHI.
Friendship Court Redevelopment Phase III 418 Garrett Ave.	Tax Credit/ Subsidized	N/A	Piedmont Housing Alliance	Proposed: Third of four phases.

ECD – Estimated Completion Date

N/A – Not Available

(Continued)

Project Name & Address	Type	Units	Developer	Status/Details
Friendship Court Redevelopment Phase IV 418 Garrett Ave.	Tax Credit/ Subsidized	N/A	Piedmont Housing Alliance	Proposed: Final of four phases.
Ivy Garden Redevelopment 100 Ivy Dr.	Market-rate	718	University of Virginia	Proposed: Multi-phase redevelopment of existing property with new construction apartments and academic/commercial space; Master plan approved June 2021.
Old Ivy Residences U.S 250 & Old Ivy Rd.	Market-rate/ Affordable	525	Greystar	Proposed: Residential development includes apartments, townhouses, duplexes & single-family homes; Rezoning granted in March 2023.
Park Street Christian Church Development 1200 Park Stop Light	Affordable	50	Piedmont Housing Alliance	Proposed: Age-restricted; Apartments to be constructed behind church; Rezoning approved January 2022.
Park St. & Macaa Dr.	Market-rate	65	Piedmont Housing Alliance/Habitat for Humanity	Proposed: Mixed-use, including single-family homes, townhomes, apartments, & commercial space; Rezoning approved January 2022.
Seminole Square Shopping Center Redevelopment 200 Zan Rd.	Market-rate/ Affordable	352	Great Eastern Management Company	Proposed: Mixed-use redevelopment of portion of Seminole Square Shopping Center; One- & two-bedrooms; 5% of units will be designated affordable; Plans submitted for review spring 2022.

N/A – Not Available

As none of the aforementioned rental communities within the development pipeline in the market that have been *approved* are expected to offer a similar unit type or target a similar demographic as the site, they will have no tangible impact on the subject’s marketability.

D. ANTICIPATED IMPACT ON EXISTING TAX CREDIT PROPERTIES

The anticipated occupancy rates of the existing comparable Tax Credit developments surveyed during the first year of occupancy at the subject project are as follows:

Map I.D.	Project	Current Occupancy Rate	Anticipated Occupancy Rate Through 2025
10	Crossings at 4th & Preston	100.0%	95.0%+
11	Greenstone on 5th	100.0%	95.0%+
12	Hearthwood	100.0%	95.0%+
14	Mallside Forest	95.0%	95.0%+

The combined LIHTC occupancy rate of the four most comparable LIHTC projects surveyed in the market is 98.7%, nearly all of which are fully occupied and maintain a waiting list. Additionally, while all of the aforementioned developments were selected as comparable, only one will directly compete with the subject development, Crossing at 4th & Preston (Map ID 10), as it targets a similar income demographic as the site. As such, it is not anticipated that the subject development will have any tangible impact on the marketability of existing LIHTC product within the Charlottesville Site PMA.

E. BUY VERSUS RENT ANALYSIS

According to ESRI, the median home value in the Site PMA was \$397,930. At an estimated interest rate of 6.92% and a 30-year term (and 95% LTV), the monthly mortgage for a \$397,930 home is \$3,119, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price – ESRI	\$397,930
Mortgaged Value = 95% Of Median Home Price	\$378,034
Interest Rate – Bankrate.Com	6.92%
Term	30
Monthly Principal & Interest	\$2,495
Estimated Taxes & Insurance*	\$624
Estimated Monthly Mortgage Payment:	\$3,119

*Estimated at 25% of principal and interest.

In comparison, the Tax Credit rents at the subject property are well below the cost of a monthly mortgage for a typical home in the area. Therefore, we do not anticipate any competitive impact on or from the homebuyer market.

VI. Achievable Market Rent Analysis

A. INTRODUCTION

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

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

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

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

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

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

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

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)			
					Studio	One-Br.	Two-Br.	Three-Br.
Site	Premier Circle PSH	2026	80	-	77 (-)	3 (-)	-	-
1	10th & Dairy	2022	180	92.8%	4 (100.0%)	115 (93.0%)	61 (91.8%)	-
3	Abington Place	2009	72	100.0%	72 (100.0%)	-	-	-
6	Arden Place	2012	212	97.2%	14 (92.9%)	76 (97.4%)	112 (98.2%)	10 (90.0%)
7	Barracks West	1969 / 2005	324	97.5%	24 (95.8%)	31 (96.8%)	223 (97.8%)	46 (97.8%)
15	Six Hundred West Main	2019	55	100.0%	12 (100.0%)	20 (100.0%)	20 (100.0%)	3 (100.0%)

Occ. – Occupancy

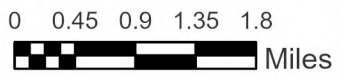
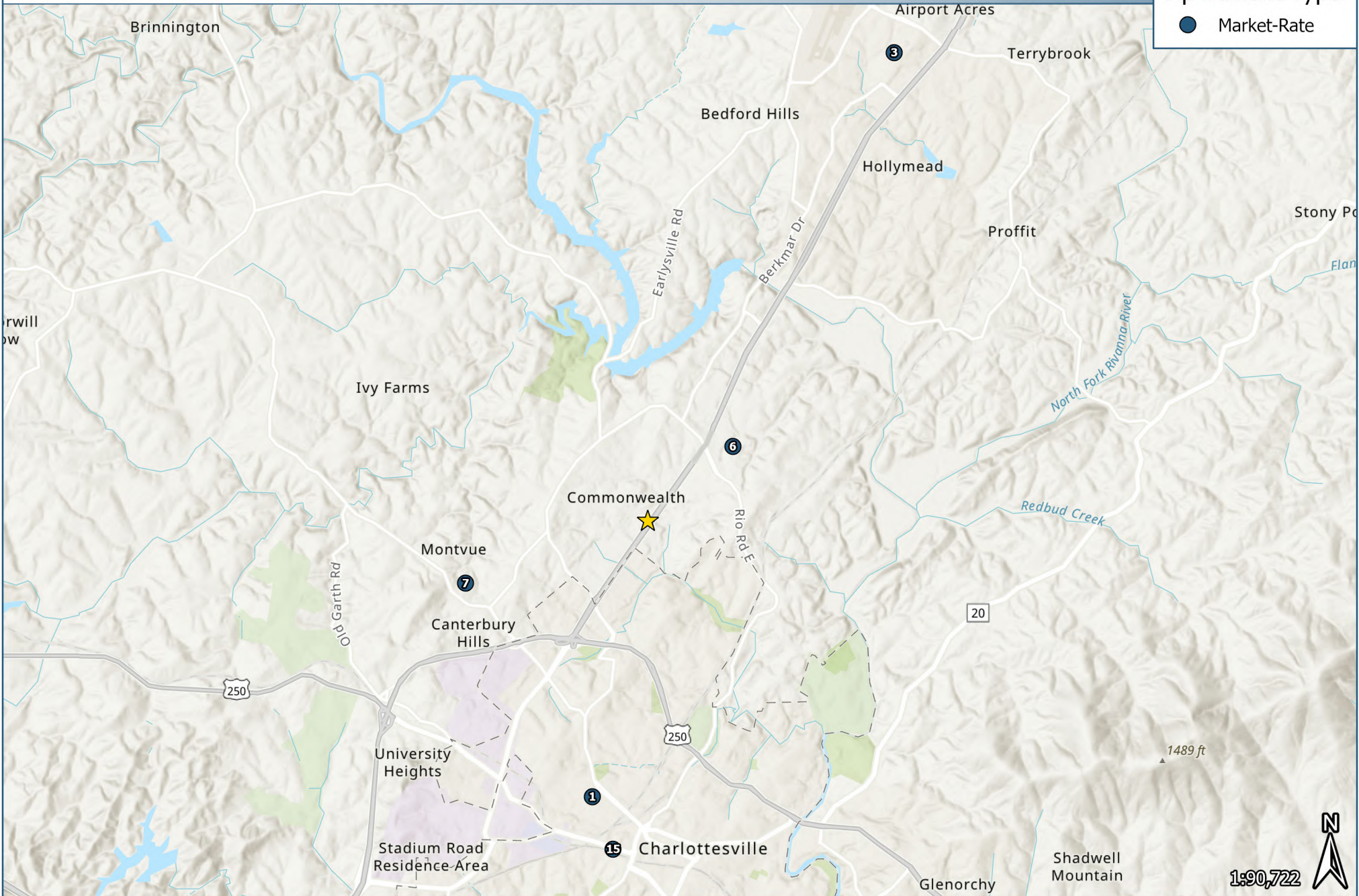
The five selected market-rate projects have a combined total of 843 units with an overall occupancy rate of 96.8%, a strong rate for rental housing. This illustrates that these projects have been well received within the market and will serve as accurate benchmarks with which to compare the subject project.

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

★ Site

● Apartment Type

● Market-Rate



Rent Comparability Grid

Unit Type → **STUDIO**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Premier Circle PSH		10th & Dairy		Abington Place		Arden Place		Barracks West		Six Hundred West Main	
405 Premier Circle		400 10th St NW		1439 Timberwood Blvd		1810 Arden Creek		255 Saponi Ln		600 W Main St	
Charlottesville, VA		Charlottesville, VA		Charlottesville, VA		Charlottesville, VA		Charlottesville, VA		Charlottesville, VA	
Data		Data		Data		Data		Data		Data	
on		\$ Adj		\$ Adj		\$ Adj		\$ Adj		\$ Adj	
Subject		\$ Adj		\$ Adj		\$ Adj		\$ Adj		\$ Adj	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$1,675		\$1,315		\$1,716		\$1,210		\$1,595	
2	Date Surveyed	Feb-24		Feb-24		Feb-24		Feb-24		Feb-24	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		100%		93%		96%		100%	
5	Effective Rent & Rent/ sq. ft	\$1,675	3.22	\$1,315	2.24	\$1,716	2.91	\$1,210	2.64	\$1,595	3.69
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	EE/4		EE/3		WU/3,4		WU/1,2		EE/6	
7	Yr. Built/Yr. Renovated	2026	\$4	2009	\$17	2012	\$14	1969/2005	\$39	2019	\$7
8	Condition/Street Appeal	E		G	\$15	E		G	\$15	E	
9	Neighborhood	G		E	(\$10)	E	(\$10)	G		G	
10	Same Market?	Yes		Yes		Yes		Yes		Yes	
C. Unit Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	STUDIO		STUDIO		STUDIO		STUDIO		STUDIO	
12	# Baths	1		1		1		1		1	
13	Unit Interior Sq. Ft.	364	(\$113)	588	(\$163)	589	(\$163)	459	(\$69)	432	(\$49)
14	Patio/Balcony/Sunroom	N		Y	(\$5)	N		Y	(\$5)	N	
15	AC: Central/Wall	W	(\$5)	C	(\$5)	C	(\$5)	C	(\$5)	C	(\$5)
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	N/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)	N/Y		Y/Y	(\$5)
18	Washer/Dryer	L	(\$35)	W/D	(\$35)	W/D	(\$35)	L		W/D	(\$35)
19	Floor Coverings	V		W		C/T/V		C/W/V		V	
20	Window Treatments	Y		Y		Y		Y		Y	
21	Secured Entry	Y		Y		Y		N	\$3	Y	
22	Garbage Disposal	N	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)
23	Ceiling Fan/Storage	N/N	(\$5)	N/N		Y/N	(\$5)	Y/N	(\$5)	Y/N	(\$5)
D. Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0	(\$30)	LOT/\$0		LOT/\$0		LOT/\$0		LOT/\$200	\$10
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Features	Y		Y		Y		Y		Y	
27	Community Space	Y		Y		Y		Y		Y	
28	Pool/Recreation Areas	F/G	(\$10)	F	\$3	P/F/S/MT	(\$13)	P/F	(\$7)	G	\$5
29	Business/Computer Center	Y		N	\$3	Y		N	\$3	N	\$3
30	Grilling Area	N	(\$3)	N		Y	(\$3)	Y	(\$3)	N	
31	Playground	N		N		Y	(\$3)	Y	(\$3)	N	
32	Social Services	Y	\$10	N	\$10	N	\$10	N	\$10	N	\$10
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	Y/E	\$26	N/E	\$26	N/E	\$26	N/G	\$9	N/E	\$26
34	Cooling (in rent?/ type)	Y/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	Y/E	\$4	N/E	\$4	N/E	\$4	N/G	\$2	N/E	\$4
36	Hot Water (in rent?/ type)	Y/E	\$13	N/E	\$13	N/E	\$13	N/G	\$4	N/E	\$13
37	Other Electric	Y	\$21	N	\$21	N	\$21	N	\$21	N	\$21
38	Cold Water/Sewer	Y/Y	\$39	Y/Y		N/N	\$39	N/N	\$39	N/N	\$39
39	Trash/Recycling	Y/N		Y/N		Y/N		Y/N		Y/N	
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	2	9	5	7	2	10	5	8	5	6
41	Sum Adjustments B to D	\$14	(\$211)	\$48	(\$228)	\$24	(\$247)	\$70	(\$102)	\$35	(\$104)
42	Sum Utility Adjustments	\$103		\$64		\$103		\$75		\$103	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$94)	\$328	(\$116)	\$340	(\$120)	\$374	\$43	\$247	\$34	\$242
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$1,581		\$1,199		\$1,596		\$1,253		\$1,629	
45	Adj Rent/Last rent		94%		91%		93%		104%		102%
46	Estimated Market Rent	\$1,360	\$3.74 ←	Estimated Market Rent/ Sq. Ft							

Rent Comparability Grid

Unit Type →

ONE-BEDROOM

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Premier Circle PSH		10th & Dairy		Abington Place		Arden Place		Barracks West		Six Hundred West Main	
405 Premier Circle		400 10th St NW		1439 Timberwood Blvd		1810 Arden Creek		255 Saponi Ln		600 W Main St	
Charlottesville, VA		Charlottesville, VA		Charlottesville, VA		Charlottesville, VA		Charlottesville, VA		Charlottesville, VA	
Data		Data		Data		Data		Data		Data	
on		\$ Adj		\$ Adj		\$ Adj		\$ Adj		\$ Adj	
Subject		Data		Data		Data		Data		Data	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$1,675		\$1,315		\$1,716		\$1,210		\$1,595	
2	Date Surveyed	Feb-24		Feb-24		Feb-24		Feb-24		Feb-24	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		100%		93%		96%		100%	
5	Effective Rent & Rent/ sq. ft	\$1,675	3.22	\$1,315	2.24	\$1,716	2.91	\$1,210	2.64	\$1,595	3.69
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	EE/4		EE/3		WU/3,4		WU/1,2		EE/6	
7	Yr. Built/Yr. Renovated	2026	\$4	2009	\$17	2012	\$14	1969/2005	\$39	2019	\$7
8	Condition/Street Appeal	E		G	\$15	E		G	\$15	E	
9	Neighborhood	G		E	(\$10)	E	(\$10)	G		G	
10	Same Market?	Yes		Yes		Yes		Yes		Yes	
C. Unit Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	1		STUDIO	\$50	STUDIO	\$50	STUDIO	\$50	STUDIO	\$50
12	# Baths	1		1		1		1		1	
13	Unit Interior Sq. Ft.	461	(\$43)	520	(\$92)	588	(\$93)	459	\$1	432	\$21
14	Patio/Balcony/Sunroom	N		N	(\$5)	Y	(\$5)	Y	(\$5)	N	
15	AC: Central/Wall	W	(\$5)	C	(\$5)	C	(\$5)	C	(\$5)	C	(\$5)
16	Range/Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/Dishwasher	N/Y	(\$5)	Y/Y	(\$5)	Y/Y	(\$5)	N/Y		Y/Y	(\$5)
18	Washer/Dryer	L	(\$35)	W/D	(\$35)	W/D	(\$35)	L		W/D	(\$35)
19	Floor Coverings	V		V		W		C/T/V		V	
20	Window Treatments	Y		Y		Y		Y		Y	
21	Secured Entry	Y		Y		Y		Y	\$3	Y	
22	Garbage Disposal	N	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)	Y	(\$5)
23	Ceiling Fan/Storage	N/N	(\$5)	Y/N	(\$5)	N/N	(\$5)	Y/N	(\$5)	Y/N	(\$5)
D. Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0	(\$30)	P-GAR	(\$30)	LOT/\$0		LOT/\$0		LOT/\$200	\$10
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Features	Y		Y		Y		Y		Y	
27	Community Space	Y		Y		Y		Y		Y	
28	Pool/Recreation Areas	F/G	(\$10)	P/F/GR	(\$10)	F	\$3	P/F/S/MT	(\$13)	P/F	(\$7)
29	Business/Computer Center	Y		Y		N	\$3	Y		N	\$3
30	Grilling Area	N	(\$3)	Y	(\$3)	N		Y	(\$3)	Y	(\$3)
31	Playground	N		N		N		Y	(\$3)	Y	(\$3)
32	Social Services	Y	\$10	N	\$10	N	\$10	N	\$10	N	\$10
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	Y/E	\$36	N/E	\$36	N/E	\$36	N/G	\$14	N/E	\$36
34	Cooling (in rent?/ type)	Y/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	Y/E	\$5	N/E	\$5	N/E	\$5	N/G	\$2	N/E	\$5
36	Hot Water (in rent?/ type)	Y/E	\$18	N/E	\$18	N/E	\$18	N/G	\$6	N/E	\$18
37	Other Electric	Y	\$31	N	\$31	N	\$31	N	\$31	N	\$31
38	Cold Water/Sewer	Y/Y	\$54	N/N	\$54	Y/Y	\$54	N/N	\$54	N/N	\$54
39	Trash/Recycling	Y/N		Y/N		Y/N		Y/N		Y/N	
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	3	9	6	7	3	10	7	7	7	5
41	Sum Adjustments B to D	\$64	(\$141)	\$98	(\$157)	\$74	(\$177)	\$121	(\$33)	\$106	(\$55)
42	Sum Utility Adjustments	\$144		\$90		\$144		\$107		\$144	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	\$67	\$349	\$31	\$345	\$41	\$395	\$195	\$261	\$195	\$305
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$1,742		\$1,346		\$1,757		\$1,405		\$1,790	
45	Adj Rent/Last rent		104%		102%		102%		116%		112%
46	Estimated Market Rent	\$1,490	\$3.23 ←	← Estimated Market Rent/ Sq. Ft							

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

Based on the preceding Rent Comparability Grids, the subject’s achievable market rents and their corresponding market rent advantages are summarized in the following table:

Bedroom Type	% AMHI	Proposed/ Programmatic Rent	Achievable Market Rent	Market Rent Advantage
Studio	40%	\$777*	\$1,360	42.9%
	50%	\$971		28.6%
	60%	\$1,165		14.3%
One-Br.	60%	\$1,233	\$1,490	17.2%

*Maximum allowable LIHTC rent

Typically, Tax Credit units targeting up to 60% of AMHI should represent approximately a 10.0% market rent advantage. As such, the proposed subject Tax Credit rents will likely be perceived as excellent values within the market, as they represent market rent advantages of at least 14.3%.

B. Rent Adjustment Explanations (Rent Comparability Grid)

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

1. Rents for each property are reported as collected rents. These are the actual rents paid by tenants and do not consider utilities paid by tenants. The rents reported are typical and do not consider rent concessions or special promotions.

7. Upon completion of construction, the subject project will be the newest property in the market. The selected properties were built between 1969 and 2022; however, one was extensively renovated in 2005. As such, we have adjusted the rents at the selected properties by \$1 per year of (effective) age difference to reflect the age of these properties.

8. It is anticipated that the proposed subject project will have an excellent appearance, once construction is complete. We have made adjustments for those properties that we consider to be of inferior quality compared to the subject development.

9. Two of the selected properties are located in neighborhoods considered more desirable than that of the subject site. As such, we have applied negative adjustments to the selected properties to reflect the differences in neighborhoods.
11. While all of the comparable properties offer one-bedroom units, we have *conservatively* utilized the studio units offered to determine the subject's achievable one-bedroom market rent, as the site's one-bedroom unit size (square feet) is more comparable to a studio unit.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar-for-dollar basis, we have used 25% of the average for this adjustment.
- 14.-23. The proposed subject project will offer a unit amenity package inferior to those offered at the selected properties. We have made adjustments for features lacking at the subject project.
- 24.-32. The proposed project will offer a comprehensive project amenities package. We have made monetary adjustments to reflect the difference between the proposed project's and the selected properties' project amenities.
- 33.-39. We have made adjustments to reflect the differences in utility responsibility at each selected property. The utility adjustments were based on the local housing authority's utility cost estimates.

VII. Capture Rate Analysis

The subject project will be developed using financing from the Low-Income Housing Tax Credit (LIHTC) program. It will also offer a Section 8 subsidy with 25 of the 80 units, requiring tenants to pay no more than 30% of their income towards gross rent. Because the project will target the homeless population, the traditional method of calculating the capture rate of income-qualified renter households using U.S. Census data is not necessarily an accurate measure of the depth of support for the proposed development. As a result, we have calculated two sets of demand. First, we calculated the traditional capture rate of the project following Virginia Housing market study requirements. This approach evaluates the number of income-qualified renter households in the market, regardless if they meet the criteria of being designated as “homeless.” We then calculated the capture rate of the project that considers only homeless individuals based on Point-in-Time survey data.

A. DETERMINATION OF INCOME ELIGIBILITY

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

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

The subject site is within the Charlottesville, Virginia Metropolitan Statistical Area (MSA), which has a median four-person household income of \$123,300 for 2023. The subject property will be restricted to households with incomes of up to 40%, 50% and 60% of AMHI. The following table summarizes the maximum allowable income by household size and AMHI level:

Household Size	Targeted AMHI Maximum Allowable Income		
	40%	50%	60%
One-Person	\$31,080	\$38,850	\$46,620
Two-Person	\$35,520	\$44,400	\$53,280
Three-Person	\$39,960	\$49,950	\$59,940
Four-Person	\$44,400	\$55,500	\$66,600
Five-Person	\$47,960	\$59,950	\$71,940

1. Maximum Income Limits

While the largest bedroom type to be offered at the site (one-bedroom) will be able to accommodate up to two-person households, given that the one-bedroom unit size (square feet) is more reflective of a studio unit and the fact that the subject development will only offer three (3) one-bedroom units, we have *conservatively* utilized the maximum allowable income for a one-person household of **\$46,620** in determining demand for the subject development.

2. Minimum Income Requirements

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

The proposed LIHTC units will have a lowest programmatic rent of \$777. Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$9,324. Applying a 35% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement of **\$26,640**.

However, the subject project will also partially operate with a Section 8 subsidy. Therefore, some tenants will only be required to pay up to 30% of their adjusted gross income towards housing costs. As such, the project will effectively target households with as little as no income (\$0).

3. Income-Appropriate Range

Based on the preceding analyses, the income-appropriate ranges required to live at the proposed project with units built to serve households at 40%, 50% and 60% AMHI are as follows:

Unit Type	Income Range	
	Minimum	Maximum
Tax Credit/Section 8 (Limited to 50% of AMHI)	\$0	\$38,850
Tax Credit (Limited to 40% of AMHI)	\$26,640	\$31,080
Tax Credit (Limited to 50% of AMHI)	\$33,291	\$38,850
Tax Credit (Limited to 60% of AMHI)	\$39,943	\$46,620
Overall	\$0	\$46,620

B. CAPTURE RATE CALCULATIONS

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

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

1. **Demand from New Renter Households:** *Determine new units in the PMA based on projected rental household growth. The projected household base **must be** limited to the target group, age and income appropriate. Demand for each target group must be shown separately.*

As nearly all subject units (77, or 96.3%) will be comprised of studio apartments, we have only considered one-person household sizes in calculating demand. This was done so in order to avoid overestimating demand.

2. **Demand from Existing Households:** *The sum of demand from rental household growth and demand from all components of existing households will constitute **Total Demand**. The demand components from existing households are detailed below:*

- a) **Over-burdened** *is defined by Virginia Housing as households paying more than 35% of gross income (40% if elderly) for gross rent. Analysts are encouraged to be conservative.*

Based on the American Community Survey (ACS) 5-Year Estimates (Table B25074), 43.9% of renters within the market are considered to be cost-burdened.

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

Based on the American Community Survey (ACS) 5-Year Estimates (Table B25016), approximately 2.6% of renter households within the market are living in substandard housing. Considering the targeted low-income tenant base, this estimate is considered appropriate for the area.

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

The subject project will not be restricted to seniors; therefore, we have not included this number in our demand calculations.

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

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

C. DEMAND/CAPTURE RATE CALCULATIONS

As illustrated earlier in Section V of this report, there were no available studio units at the comparable LIHTC developments within the market. Therefore, no existing units have been accounted for in the following demand analysis. In addition, there were no general-occupancy LIHTC projects that have received financing within the pipeline that will offer studio units.

The following is a summary of our demand calculations:

Demand Component	Percent of Median Household Income					
	Section 8 (\$0-\$38,850)	40% AMHI (\$26,640-\$31,080)	50% AMHI (\$33,291-\$38,850)	60% AMHI (\$39,943-\$46,620)	Overall (\$0-\$46,620*)	LIHTC Only (\$26,640-\$46,620*)
Demand from New Rental Households (Size** - And Income-Appropriate)	4,967 - 5,007 = -40	493 - 495 = -2	468 - 469 = -1	483 - 483 = 0	5,450 - 5,490 = -40	1,444 - 1,447 = -3
+						
Demand from Existing Households (Rent Overburdened)	5,007 x 43.9% = 2,198	495 x 43.9% = 217	469 x 43.9% = 206	483 x 43.9% = 212	5,490 x 43.9% = 2,410	1,447 x 43.9% = 635
+						
Demand from Existing Households (Renters in Substandard Housing)	5,007 x 2.6% = 130	495 x 2.6% = 13	469 x 2.6% = 12	483 x 2.6% = 12	5,490 x 2.6% = 142	1,447 x 2.6% = 37
+						
Demand from Existing Households (Elderly Homeowner Conversion)	N/A					
+						
Demand from Existing Households (Existing Qualifying Tenants Likely to Remain After Renovations)	0	0	0	0	0	0
=						
Total Demand	2,288	228	217	224	2,512	669
-						
Supply (Directly Comparable Vacant Units Completed or in The Pipeline)	0	0	0	0	0	0
=						
Net Demand	2,288	228	217	224	2,512	669
Proposed Units	25	12	28	40	80	80
Proposed Units / Net Demand	25 / 2,288	12 / 228	28 / 217	40 / 224	80 / 2,512	80 / 669
Capture Rate	= 1.1%	= 5.3%	= 12.9%	= 17.9%	= 3.2%	= 12.0%
Total Absorption Period	2 Months	< 2 Months	3 Months	4 Months	< 8 Months	8 Months

*Excludes the income gaps that exist between targeted income levels

**Solely considers one-person households

N/A-Not Applicable

Typically, utilizing the demand methodology illustrated above, capture rates of up to 30.0% are considered acceptable for projects located in urban markets, such as the Charlottesville Site PMA. If targeting a general occupancy population, the 80 units would require an overall capture rate of 3.2%, assuming the subsidy is offered on select units as proposed and is considered very low and achievable. If the subsidy was not offered and the project operated solely under LIHTC program guidelines, it would require a 12.0% capture rate, which is also considered low and achievable.

Homeless Capture Rate

Of the 80 total units at the subject project, 25 will specifically target homeless, formerly homeless and at-risk of being homeless individuals.

Traditional demand calculations, including those required by Virginia Housing, essentially consider demand components such as renter household growth, renters living in substandard housing (i.e. overcrowded housing or housing lacking complete plumbing facilities) and rent overburdened households. These demand components are to be calculated based on income eligibility. Since specific data of homeless households by income level is not available through the U.S. Census, we have used state and local Point-in-Time homeless surveys and other data collection processes to attempt to quantify the number of homeless individuals who may respond to the proposed subject development. The following summarizes data that has been considered in our homeless renter household demand estimates:

- The VA-504 Charlottesville Continuum of Care (CoC) conducted a Point-in-Time survey of homeless individuals in the CoC. The most recent Point-in-Time survey, completed in late January 2023, identified 191 persons as homeless. It is important to note that this is a conservative count, as not all homeless individuals are identified within the 24-hour survey period.
- Of the 191 total homeless persons identified within the CoC, 175 (91.6%) were identified as homeless persons without children. As the subject development will provide studio units which will primarily house one-person households, these 175 homeless persons without children likely represent the primary group of potential tenants at the subject development.

As the proposed subject development will also target individuals that are at-risk of becoming homeless, we must also consider this portion of the targeted demographic. Therefore, we have calculated a second homeless household capture rate that includes the number of homeless individuals from the aforementioned Point-in-Time surveys (175 without children) combined with the number of individuals considered to be at-risk of becoming homeless. It

is reasonable to conclude that households with incomes below the poverty line will be the most at-risk of becoming homeless. According to Table S1701 (American Community Survey 2018-2022 5-year estimates) there were an estimated 8,444 individuals age 18 or older within the city of Charlottesville that had incomes below the poverty line. This figure accounts for 19.4% of the entire population within the city of Charlottesville. Applying the 19.4% ratio to the projected population in 2026 within the Site PMA yields approximately 17,529 persons considered to be at-risk of homelessness. Assuming no more than 1.0% (175) of the at-risk population actually becomes homeless within a given year, we have applied these persons to the potential demand numbers.

Based on the preceding analysis, we have provided two homeless household capture rates, the first considers Point-in-Time survey data only, while the second considers Point-in-Time and at-risk of homelessness data combined. Calculations for each capture rate are summarized as follows:

	Homeless Capture Rates	
	Scenario One	Scenario Two
	Point-in-Time Homeless Survey	Point-in-Time and At-Risk of Homelessness
Designated Units	25	25
Eligible Persons (Age 18+)	/ 175*	/ 350
Capture Rate	= 14.3%	= 7.1%

*Homeless persons without children, collected from 2023 Point-in-Time survey.

Considering the nature of homelessness, capture rates up to and even beyond 100% are considered achievable. Therefore, the capture rates of 7.1% and 14.3% provided above are considered to be low and illustrate the demand for such housing.

D. PENETRATION RATE CALCULATIONS

The 1,648 existing and planned non-subsidized Tax Credit units in the market must also be considered when evaluating the achievable penetration rate for the subject development. Based on the same calculation process used for the subject site, the income-eligible range for the existing and planned Tax Credit units is \$22,526 to \$71,940. Based on the Demographic Characteristics and Trends of household incomes for the Site PMA, there will be a projected 7,445 renter households with eligible incomes in 2026. The 1,648 existing and planned non-subsidized Tax Credit units, along with the 80 proposed subject units, represent a penetration rate of 23.2% of the 7,445 income-eligible renter households, which is summarized in the following table:

	Market Penetration
Number of LIHTC Units (Planned and Existing)	1,728
Income-Eligible Renter Households – 2026	/ 7,445
Overall Market Penetration Rate	= 23.2%

It is our opinion that the 23.2% penetration rate for the LIHTC units, existing, planned and proposed subject, is achievable. This is especially true, considering that all but one of the non-subsidized LIHTC rental communities surveyed are fully occupied and maintain a waiting list.

E. SUPPORT FROM HOUSING CHOICE VOUCHER HOLDERS

Despite numerous attempts, we were unable to receive a response from representatives with the Charlottesville Redevelopment and Housing Authority regarding information on their Housing Choice Voucher (HCV) program at the time this report was issued.

If the rents do not exceed the payment standards established by the local housing authority, households with Housing Choice Vouchers may be willing to reside at a LIHTC project. Established by the Charlottesville Redevelopment and Housing Authority, the local payment standards for a studio and one-bedroom unit, as well as the proposed/programmatic subject LIHTC rents, are summarized in the following table:

Bedroom Type	2024 Payment Standard	Proposed Tax Credit Gross Rent (AMHI)
Studio	\$1,531	\$777* (40%) \$971 (50%) \$1,165 (60%)
One-Br.	\$1,556	\$1,233 (60%)

*2023 maximum allowable LIHTC rent

As the preceding table illustrates, the proposed/programmatic LIHTC rents are below the local payment standards for a studio and one-bedroom unit. As such, the subject project will be able to rely on support from Housing Choice Voucher holders within its non-subsidized units. This will increase the demographic base of potential support for the proposed development and has been considered in our absorption projections.

F. ABSORPTION PROJECTIONS

Considering the facts contained in the market study, as well as the preceding factors and comparing them with other projects with similar characteristics in other markets, we are able to establish absorption projections for the proposed subject development. Note this absorption projection assumes the subject development is developed as proposed with a Section 8 subsidy on 25 of the subject units. As such, it is our opinion that the 80 LIHTC and government-subsidized units at the subject site will reach a stabilized occupancy of 95.0% within less than eight months of opening. This absorption period is based on an average absorption rate of approximately nine units per month.

These absorption projections assume the project will be built as outlined in this report. Changes to the project's rents, amenities, floor plans or other features may invalidate our findings. Finally, we assume the developer and/or management will aggressively market the project a few months in advance of its opening and continue to monitor market conditions during the project's initial lease-up period.

VIII. Local Perspective (Interviews)

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

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

- Chris Engel, Director of Economic Development for the City of Charlottesville, stated that there continues to be a persistent need for supportive housing for the homeless population. There are no low-barrier shelters in the city and only one shelter is available to individuals for short-term stays with nothing available for families with or without pets or for individuals with mental health or drug-related issues. The community is beginning to recognize this as a significant issue that needs to be addressed. This reflects the need for permanent supportive housing for the homeless in Charlottesville.
- Terry Beavers, Property Manager at South First Street Revitalization Phase I, a developing Tax Credit project in Charlottesville, stated that there absolutely is a homeless problem in Charlottesville. The main reasons include the lack of entry-level and industrial jobs, as well as the recent closures of several other low-income properties in the area. Beavers also noted that these properties are all planned to be renovated and reopened.

IX. Analysis & Conclusions

Based on the findings reported in our market study, it is our opinion that a market exists for the 80 units proposed at the subject site, assuming it is developed as detailed in this report. Changes in the project's location, rents, amenities or opening date may alter these findings.

The project will generally be competitive within the market area in terms of unit amenities and unit sizes (square feet), and the proposed Tax Credit rents will be perceived as good values in the marketplace, as they represent market rent advantages of at least 14.3%. This will bode well in the demand of the subject units.

Given that nearly all comparable LIHTC developments surveyed within the Site PMA are 100.0% occupied and maintain a waiting list, the subject project will offer a housing alternative to low-income households that has limited availability in the area.

As shown in the Project Specific Demand Analysis section of this report, with an overall capture rate of 3.2% of size- and income-appropriate renter households in the market as proposed with the subsidy, there is substantial demographic support for the subject development. Therefore, it is our opinion that the subject project will have no impact on the existing Tax Credit developments in the Site PMA.

X.

SITE PHOTOGRAPHS



View of site from the north



View of site from the northeast



View of site from the east



View of site from the southeast



View of site from the south



View of site from the northwest



North view from site



Northeast view from site



East view from site



Southeast view from site



South view from site



Northwest view from site



Streetscape: Southwest view along U.S. Highway 29



Streetscape: Northeast view along U.S. Highway 29



Streetscape: Southeast view along Premier Circle



Streetscape: Northwest view along Premier Circle

XI.

COMPARABLE
PROPERTY PROFILES

1 10th & Dairy **2.9 miles to site**



Address: 400 10th St NW, Charlottesville, VA 22903
 Phone: (434) 216-0511 Contact: Cara (In Person)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 180 Year Built: 2022
 Vacant Units: 13 *AR Year:
 Occupancy: 92.8% Yr Renovated:
 Turnover: Stories: 4 (w/Elev)
 Waitlist: None
 Rent Special: None

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

Notes: Opened 1/2022



Features And Utilities

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

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

Property Amenities: Business Center (Computer/Business Center); Multipurpose Room, Clubhouse/Community Room; Cafe / Coffee Bar; Courtyard; Elevator; On-Site Management; Dog Park/Pet Care; Recreation Areas (Firepit, Fitness Center, Grilling Area, Game Room-Billiards, Outdoor Swimming Pool); CCTV, Courtesy Officer

Parking Type: Surface Lot; Parking Garage

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
0	1	G	4	0	520	\$3.22	\$1,675	Market
1	1	G	115	8	735	\$2.97 - \$3.03	\$2,180 - \$2,229	Market
2	2	G	61	5	965 - 1,130	\$2.73 - \$2.57	\$2,633 - \$2,899	Market

*Adaptive Reuse

*DTS is based on drive time

3 Abington Place 4.9 miles to site



Address: 1439 Timberwood Blvd, Charlottesville, VA 22901
 Phone: (434) 984-4517 Contact: Vanessa (By Phone)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 72 Year Built: 2009
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 3 (w/Elev)
 Waitlist: None
 Rent Special: None

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

Notes:



Features And Utilities

Utility Schedule Provided by: Virginia Housing

Utility Type & Responsibility: Landlord pays Water, Sewer, Trash

Unit Amenities: Dishwasher; Disposal; Icemaker; Microwave; Range; Refrigerator; Central AC; Controlled Access; W/D Hookup; W/D; Walk-In Closet; Window Treatments; Flooring (Hardwood); Premium Appliances; Premium Countertops; High/Vaulted Ceilings; Oversized Windows

Property Amenities: Elevator; On-Site Management; Dog Park/Pet Care; Recreation Areas (Fitness Center); CCTV

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
0	1	G	72	0	588 - 716	\$2.24 - \$1.84	\$1,315	Market

*Adaptive Reuse

*DTS is based on drive time

6 Arden Place 1.5 miles to site



Address: 1810 Arden Creek, Charlottesville, VA 22901
 Phone: (434) 295-3200 Contact: Kevin (By Phone)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 212 Year Built: 2012
 Vacant Units: 6 *AR Year:
 Occupancy: 97.2% Yr Renovated:
 Turnover: Stories: 3,4
 Waitlist: None
 Rent Special: None

Ratings
 Quality: A
 Neighborhood: A
 Access/Visibility: C/C

Notes: Rents Change Daily; Does not keep a WL;



Features And Utilities

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

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

Property Amenities: Business Center (Computer/Business Center); Multipurpose Room, Community Kitchen, Clubhouse/Community Room; Cafe / Coffee Bar; On-Site Management; Dog Park/Pet Care; Recreation Areas (Fitness Center, Grilling Area, Media Room / Theater, Playground, Putting Green, Outdoor Swimming Pool); CCTV, Security Gate; Social Services (Parties / Picnics); Extra Storage; WiFi

Parking Type: Detached Garage; Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
0	1	G	14	1	589	\$2.88	\$1,716	Market
1	1	G	76	2	913	\$1.89 - \$2.12	\$1,742 - \$1,952	Market
2	2	G	112	2	1,168 - 1,203	\$1.58 - \$1.70	\$1,876 - \$2,066	Market
3	3	G	10	1	1,421	\$2.00	\$2,871	Market

*Adaptive Reuse

*DTS is based on drive time

7 Barracks West 2.6 miles to site



Address: 255 Saponi Ln, Charlottesville, VA 22901
 Phone: (434) 270-8715 Contact: Jzqera (By Phone)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 324 Year Built: 1969 Ratings
 Vacant Units: 8 *AR Year: Quality: B+
 Occupancy: 97.5% Yr Renovated: 2005 Neighborhood: B
 Turnover: Stories: 1,2 Access/Visibility: A/A
 Waitlist: None
 Rent Special: None

Notes: Rents change daily; Does not keep a WL



Features And Utilities

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

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

Property Amenities: Multipurpose Room, Clubhouse/Community Room; Laundry Room; On-Site Management; Dog Park/Pet Care; Recreation Areas (Fitness Center, Grilling Area, Playground, Outdoor Swimming Pool); CCTV

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
0	1	G	24	1	459	\$2.61	\$1,210	Market
1	1	G	31	1	512 - 870	\$2.54 - \$1.63	\$1,310 - \$1,424	Market
2	1	G	199	4	740 - 891	\$2.10	\$1,565 - \$1,879	Market
2	1.5 - 2.5	T	24	1	940 - 1,062	\$1.60 - \$1.66	\$1,518 - \$1,768	Market
3	2	G	30	1	1,048	\$1.73 - \$1.95	\$1,827 - \$2,052	Market
3	2.5	T	16	0	1,176	\$1.62	\$1,910	Market

*Adaptive Reuse

*DTS is based on drive time

10 Crossings at 4th & Preston 3.3 miles to site



Address: 401 4th St NW, Charlottesville, VA 22903
 Phone: (434) 227-4251 Contact: Elizabeth (By Phone)
 Property Type: Tax Credit, Government Subsidized
 Target Population: Family, Homeless
 Total Units: 60 Year Built: 2012
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 3 (w/Elev)
 Waitlist: 13 HH
 Rent Special: None

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

Notes: Tax Credit (30 units); PBV/PBRA & Tax Credit (30 units)



Features And Utilities

Utility Schedule Provided by: Virginia Housing

Utility Type & Responsibility: Landlord pays Electric, Heat (Electric), Hot Water (Electric), Cooking (Electric), Water, Sewer, Trash

Unit Amenities: Range; Refrigerator; AC Other; Controlled Access; Furnished; Window Treatments; Flooring (Composite/Vinyl/Laminate)

Property Amenities: Bike Racks / Storage; Common Patio; Community Gardens; Multipurpose Room, Community Kitchen, Clubhouse/Community Room; Elevator; Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Grilling Area); CCTV, Security Gate; Social Services (Classes, Health Screenings, Parties / Picnics, Social Services Coordinator); Extra Storage

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
0	1	G	30	0	350	Subsidized	Subsidized	Subsidized
0	1	G	30	0	350	\$1.88	\$657	50%

*Adaptive Reuse

*DTS is based on drive time

11 Greenstone on 5th 4.0 miles to site



Address: 736 Prospect Ave., Charlottesville, VA 22903
 Phone: (434) 295-3094 Contact: Marlana (In Person)
 Property Type: Tax Credit, Government Subsidized
 Target Population: Family
 Total Units: 202 Year Built: 1970
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated: 2014
 Turnover: Stories: 2,3
 Waitlist: 120 HH
 Rent Special: None

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

Notes: Tax Credit (162 units); HUD Section 8 (40 units)



Features And Utilities

Utility Schedule Provided by: Virginia Housing

Utility Type & Responsibility: Landlord pays Water, Sewer, Trash

Unit Amenities: Range; Refrigerator; Central AC; Window Treatments; Flooring (Carpet)

Property Amenities: Business Center (Computer/Business Center); Multipurpose Room, Clubhouse/Community Room; Laundry Room; On-Site Management; Recreation Areas (Playground); CCTV; Social Services (After School Program, Classes)

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	4	0	664	Subsidized	Subsidized	Subsidized
1	1	G	17	0	664	\$1.18	\$783	60%
2	1	G	19	0	843	Subsidized	Subsidized	Subsidized
2	1	G	78	0	843	\$1.06	\$896	60%
3	1	T	17	0	990	Subsidized	Subsidized	Subsidized
3	1	T	67	0	990	\$0.99	\$983	60%

*Adaptive Reuse

*DTS is based on drive time

12 **Hearthwood** 1.4 miles to site



Address: 2111 Michie Dr., Charlottesville, VA 22901
 Phone: (434) 295-2174 Contact: Brenden (By Phone)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 200 Year Built: 1975
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated: 1997
 Turnover: Stories: 2, 2.5
 Waitlist: 2 HH
 Rent Special: None

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



Notes: Tax Credit

Features And Utilities

Utility Schedule Provided by: Virginia Housing
 Utility Type & Responsibility: Landlord pays Heat (Natural Gas), Hot Water (Natural Gas), Water, Sewer, Trash
 Unit Amenities: Dishwasher; Disposal; Range; Refrigerator; Central AC; AC Other; Fireplace; W/D Hookup; Walk-In Closet; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate)
 Property Amenities: Laundry Room; On-Site Management; Recreation Areas (Grilling Area, Playground, Outdoor Swimming Pool); CCTV
 Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
0	1	G	40	0	300	\$3.17	\$950	60%
1	1	G	42	0	689	\$1.60	\$1,100	60%
2	1 - 1.5	T	98	0	987	\$1.37	\$1,350	60%
3	1.5	T	20	0	1,185	\$1.31	\$1,550	60%

*Adaptive Reuse *DTS is based on drive time

14 Mallside Forest 1.5 miles to site



Address: 816 Mallside Forest Ct., Charlottesville, VA 22901
 Phone: (434) 974-9500 Contact: Imani (In Person)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 160 Year Built: 1998
 Vacant Units: 8 *AR Year:
 Occupancy: 95.0% Yr Renovated:
 Turnover: Stories: 2,3
 Waitlist: 3 BR; 15 HH
 Rent Special: None

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

Notes: Tax Credit



Features And Utilities

Utility Schedule Provided by: Virginia Housing

Utility Type & Responsibility: Landlord pays Water, Sewer, Trash

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

Property Amenities: Laundry Room; On-Site Management; Recreation Areas (Fitness Center, Grilling Area, Playground, Outdoor Swimming Pool); Extra Storage

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	32	2	750	\$1.59	\$1,192	60%
2	1.5	G	68	6	990	\$1.44	\$1,429	60%
3	2	G	60	0	1,150 - 1,200	\$1.43 - \$1.37	\$1,646	60%

*Adaptive Reuse

*DTS is based on drive time

15 Six Hundred West Main 4.0 miles to site



Address: 600 W Main St, Charlottesville, VA 22903
 Phone: (888) 881-1460 Contact: Megan
 Property Type: Market Rate
 Target Population: Family
 Total Units: 55 Year Built: 2019
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 6 (w/Elev)
 Waitlist: None
 Rent Special: None

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

Notes: Rent range based on unit location, view; Preleasing 8/2019, opened 11/2019, stabilized occupancy 12/2020



Features And Utilities

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

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

Property Amenities: Bike Racks / Storage; Community Gardens; Multipurpose Room, Community Kitchen, Clubhouse/Community Room; Elevator; On-Site Management; Recreation Areas (Firepit); CCTV; Extra Storage; WiFi

Parking Type: Surface Lot; Parking Garage

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
0	1	G	2	0	495	\$1.77	\$877	Market
0	1	G	10	0	432 - 495	\$3.69 - \$3.22	\$1,595	Market
1	1	G	20	0	661 - 1,027	\$3.33 - \$2.14	\$2,199	Market
2	2	G	20	0	1,073 - 1,552	\$3.54 - \$2.45	\$3,801	Market
3	2	G	3	0	1,543 - 1,922	\$3.26 - \$2.61	\$5,025	Market

*Adaptive Reuse

*DTS is based on drive time

XII.

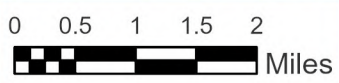
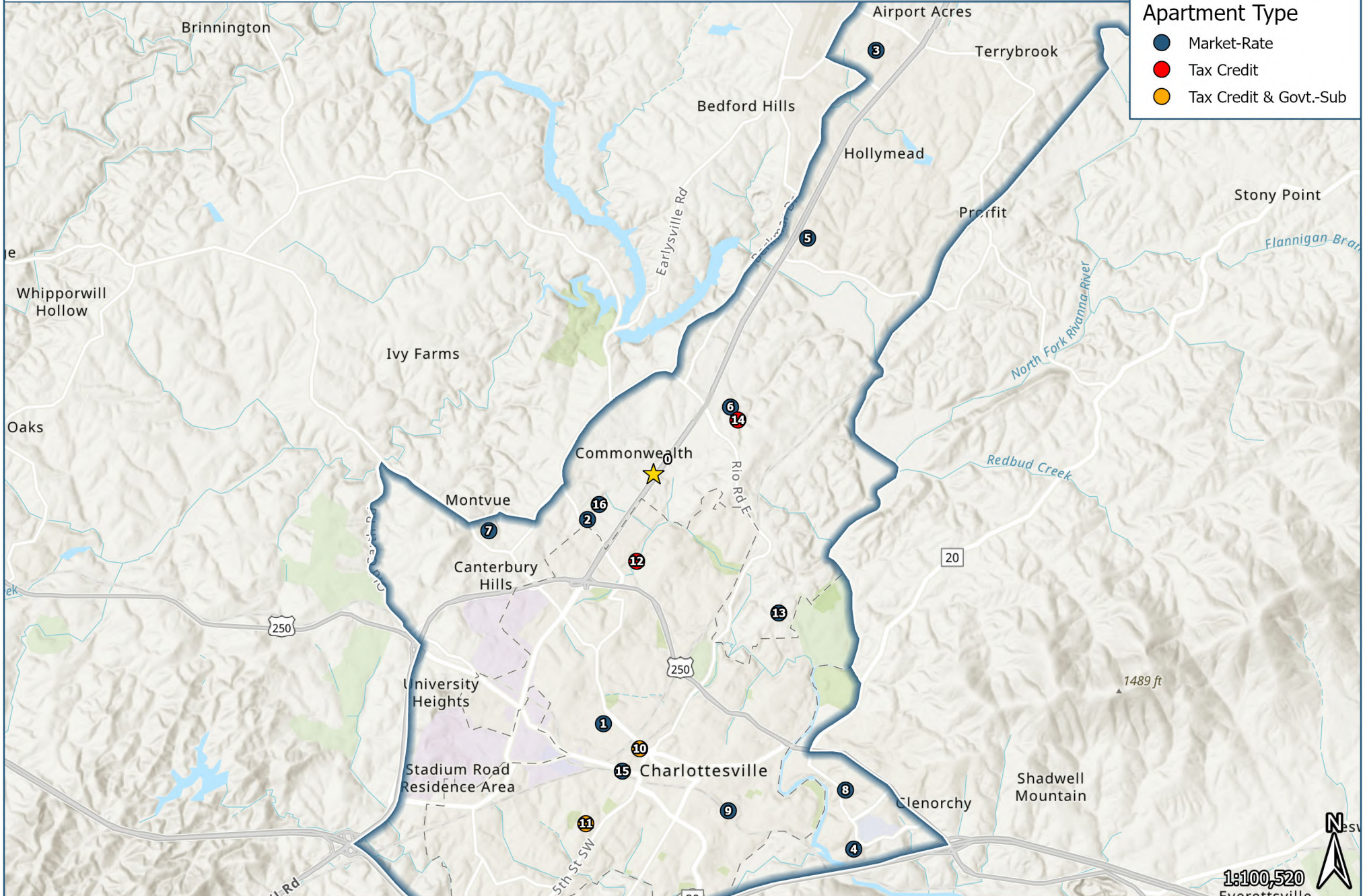
FIELD SURVEY OF
CONVENTIONAL RENTALS

★ Site

▬ PMA

Apartment Type

- Market-Rate
- Tax Credit
- Tax Credit & Govt.-Sub



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





Map ID	Property	Prop Type	Quality Rating	Year Built	Total Units	Vacant	Occ. Rate	Distance To Site*
✓ 1	10th & Dairy	MRR	A	2022	180	13	92.8%	2.9
2	29 Central at Stonefield/Towns at Stonefield	MRR	A	2022	188	4	97.9%	1.1
✓ 3	Abington Place	MRR	B+	2009	72	0	100.0%	4.9
4	Altoview	MRR	A	2023	250	0	100.0%	5.2
5	Archer at Brookhill	MRR	A	2020	316	4	98.7%	3.1
✓ 6	Arden Place	MRR	A	2012	212	6	97.2%	1.5
✓ 7	Barracks West	MRR	B+	1969	324	8	97.5%	2.6
8	Carriage Hill	MRR	A-	2002	304	13	95.7%	4.6
9	City Walk	MRR	A	2013	301	4	98.7%	4.8
✓ 10	Crossings at 4th & Preston	TGS	B	2012	60	0	100.0%	3.3
✓ 11	Greenstone on 5th	TGS	B-	1970	202	0	100.0%	4.0
✓ 12	Hearthwood	TAX	B-	1975	200	0	100.0%	1.4
13	Lofts at Meadowcreek	MRR	A	2020	65	0	100.0%	3.9
✓ 14	Mallside Forest	TAX	B	1998	160	8	95.0%	1.5
✓ 15	Six Hundred West Main	MRR	A	2019	55	0	100.0%	4.0
16	Stonefield Commons	MRR	A	2013	251	11	95.6%	1.5

*Drive distance in miles


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





1	10th & Dairy 400 10th St NW, Charlottesville, VA 22903	Contact: Cara Phone: (434) 216-0511
	 <p>Total Units: 180 UC: 0 Occupancy: 92.8% Stories: 4 w/Elevator Year Built: 2022 BR: 0, 1, 2 Vacant Units: 13 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Opened 1/2022</p>	

2	29 Central at Stonefield/Towns at Stonefield Kober Way & Inglewood Dr, Charlottesville, VA 22901	Contact: Christy Phone: (434) 326-1626
	 <p>Total Units: 188 UC: 0 Occupancy: 97.9% Stories: 6 w/Elevator Year Built: 2022 BR: 0, 1, 2, 3 Vacant Units: 4 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Rents change daily</p>	




3	Abington Place 1439 Timberwood Blvd, Charlottesville, VA 22901	Contact: Vanessa Phone: (434) 984-4517
	 <p>Total Units: 72 UC: 0 Occupancy: 100.0% Stories: 3 w/Elevator Year Built: 2009 BR: 0 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:</p>	

4	Altoview 310 Fisher St, Charlottesville, VA 22911	Contact: Allie Phone: (434) 471-4516
	 <p>Total Units: 250 UC: 0 Occupancy: 100.0% Stories: 3 w/Elevator Year Built: 2023 BR: 1, 2, 3 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Rents change weekly; Does not keep a WL</p>	


5	Archer at Brookhill 485 Crafton Cir, Charlottesville, VA 22911	Contact: Emma Phone: (434) 602-8535
	 <p>Total Units: 316 UC: 0 Occupancy: 98.7% Stories: 3,4 w/Elevator Year Built: 2020 BR: 1, 2, 3 Vacant Units: 4 Waitlist: 2 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Rent range based on unit location & view; Preleasing 5/2020, opened 8/2020</p>	


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




6	Arden Place 1810 Arden Creek, Charlottesville, VA 22901	Contact: Kevin Phone: (434) 295-3200
	 <p>Total Units: 212 UC: 0 Occupancy: 97.2% Stories: 3,4 Year Built: 2012 BR: 0, 1, 2, 3 Vacant Units: 6 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Rents Change Daily; Does not keep a WL;</p>	




7	Barracks West 255 Saponi Ln, Charlottesville, VA 22901	Contact: Jzqera Phone: (434) 270-8715
	 <p>Total Units: 324 UC: 0 Occupancy: 97.5% Stories: 1,2 Year Built: 1969 BR: 0, 1, 2, 3 Vacant Units: 8 Waitlist: None AR Year: Target Population: Family Yr Renovated: 2005 Rent Special: None Notes: Rents change daily; Does not keep a WL</p>	

8	Carriage Hill 825 Beverley Dr., Charlottesville, VA 22911	Contact: Phone: (434) 971-8439
	 <p>Total Units: 304 UC: 0 Occupancy: 95.7% Stories: 2, 3 Year Built: 2002 BR: 1, 2, 3 Vacant Units: 13 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Rent range due to amenities and view.</p>	


9	City Walk 1111 E. Water St, Charlottesville, VA 22902	Contact: Walter Phone: (434) 244-9255
	 <p>Total Units: 301 UC: 0 Occupancy: 98.7% Stories: 4 w/Elevator Year Built: 2013 BR: 1, 2 Vacant Units: 4 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Does not keep a WL;</p>	




10	Crossings at 4th & Preston 401 4th St NW, Charlottesville, VA 22903	Contact: Elizabeth Phone: (434) 227-4251
	 <p>Total Units: 60 UC: 0 Occupancy: 100.0% Stories: 3 w/Elevator Year Built: 2012 BR: 0 Vacant Units: 0 Waitlist: 13 HH AR Year: Target Population: Family, Homeless Yr Renovated: Rent Special: None Notes: Tax Credit (30 units); PBV/PBRA & Tax Credit (30 units)</p>	

<ul style="list-style-type: none"> Comparable Property Senior Restricted (MRR) Market-Rate (MRT) Market-Rate & Tax Credit (MRG) Market-Rate & Government-Subsidized (MIN) Market-Rate & Income-Restricted (not LIHTC) 	<ul style="list-style-type: none"> (MIG) Market-Rate, Income-Restricted (not LIHTC) & Govt-Subsidized (TAX) Tax Credit (TGS) Tax Credit & Government-Subsidized (TMI) Tax Credit, Market-Rate, Income-Restricted (not LIHTC) (TIN) Tax Credit & Income-Restricted (not LIHTC) (TMG) Tax Credit, Market-Rate & Government-Subsidized 	<ul style="list-style-type: none"> (TIG) Tax Credit, Income-Restricted (not LIHTC) & Govt-Subsidized (INR) Income-Restricted (not LIHTC) (ING) Income-Restricted (not LIHTC) & Government-Subsidized (GSS) Government-Subsidized (ALL) Tax Credit, Market-Rate, Govt-Subsidized & Income-Restricted
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11	Greenstone on 5th 736 Prospect Ave., Charlottesville, VA 22903	Contact: Marlena Phone: (434) 295-3094
	Total Units: 202 UC: 0 Occupancy: 100.0% Stories: 2,3 Year Built: 1970 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 120 HH AR Year: Target Population: Family Yr Renovated: 2014 Rent Special: None Notes: Tax Credit (162 units); HUD Section 8 (40 units)	





12	Hearthwood 2111 Michie Dr., Charlottesville, VA 22901	Contact: Brenden Phone: (434) 295-2174
	Total Units: 200 UC: 0 Occupancy: 100.0% Stories: 2, 2.5 Year Built: 1975 BR: 0, 1, 2, 3 Vacant Units: 0 Waitlist: 2 HH AR Year: Target Population: Family Yr Renovated: 1997 Rent Special: None Notes: Tax Credit	




13	Lofts at Meadowcreek 615 Rio Rd E, Charlottesville, VA 22901	Contact: Phone: (434) 331-0771
	Total Units: 65 UC: 0 Occupancy: 100.0% Stories: 4 w/Elevator Year Built: 2020 BR: 1, 2 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:	




















14	Mallside Forest 816 Mallside Forest Ct., Charlottesville, VA 22901	Contact: Imani Phone: (434) 974-9500
	Total Units: 160 UC: 0 Occupancy: 95.0% Stories: 2,3 Year Built: 1998 BR: 1, 2, 3 Vacant Units: 8 Waitlist: 3 BR; 15 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit	

15	Six Hundred West Main 600 W Main St, Charlottesville, VA 22903	Contact: Megan Phone: (888) 881-1460
	Total Units: 55 UC: 0 Occupancy: 100.0% Stories: 6 w/Elevator Year Built: 2019 BR: 0, 1, 2, 3 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Rent range based on unit location, view; Preleasing 8/2019, opened 11/2019, stabilized occupancy 12/2020	

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

16	Stonefield Commons		Contact: Asia					
	3105 District Ave, Charlottesville, VA 22901		Phone: (434) 202-0008					
		Total Units: 251	UC: 0	Occupancy: 95.6%	Stories: 2,4	w/Elevator	Year Built: 2013	
		BR: 1, 2, 3		Vacant Units: 11	Waitlist: 3 HH		AR Year:	
		Target Population: Family					Yr Renovated:	
		Rent Special: None						
		Notes: Rent range based on unit location, floor level & "deluxe" units; Rents change daily						

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

Source: Virginia Housing
Effective: 07/2023

Monthly Dollar Allowances

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

* Estimated- not from source

XIII. Qualifications

The Company

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

Company Leadership

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

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

Market Analysts

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

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

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

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

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

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

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

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

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

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

Research Staff

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

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

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

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

Addendum A – Member Certification & Checklist

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

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

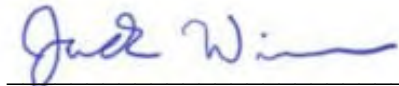


Patrick M. Bowen

President

patrickb@bowennational.com

Date: February 19, 2024



Jack Wiseman (Primary Contact)

Market Analyst

jackw@bowennational.com

Date: February 19, 2024

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

ADDENDUM-MARKET STUDY INDEX

A. INTRODUCTION

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

B. DESCRIPTION AND PROCEDURE FOR COMPLETING

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

C. CHECKLIST

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

CHECKLIST (Continued)

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

CHECKLIST (Continued)

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