



BOWEN
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RESEARCH

Market Feasibility Analysis

Rosenwald Pointe
1008 B Street
Waynesboro, Waynesboro City, Virginia 22980

Prepared For

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Authorized User

Virginia Housing
601 South Belvidere Street
Richmond, Virginia 23220

Effective Date

February 21, 2024

Job Reference Number

24-168 CR

Market Study Certification

NCHMA Certification

This certifies that Braden Henderson, an employee of Bowen National Research, personally made an inspection of the area including competing properties and the proposed site in Waynesboro, Virginia. Further, the information contained in this report is true and accurate as of February 21, 2024.

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

Virginia Housing Certification

I affirm the following:

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

Certified:

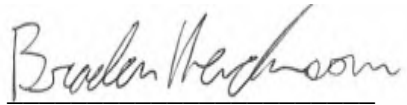


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Certificate of Professional Designation

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:



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



Kaitlyn Snyder
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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 Waynesboro, Virginia. This study was initiated by Mr. Greg Mustric of Woda Cooper Companies, Inc. and complies with the guidelines of Virginia Housing. This study conforms to the standards adopted by the National Council of Housing Market Analysts (NCHMA). These standards include the accepted definitions of key terms used in market studies for affordable housing projects and model content standards for the content of market studies for affordable housing projects. These standards are designed to enhance the quality of market studies and to make them easier to prepare, understand and use by market analysts and end users.

B. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

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

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

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

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

C. SOURCES

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

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

D. REPORT LIMITATIONS

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

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

Any reproduction or duplication of this report without the express approval of Woda Cooper Companies, Inc. or Bowen National Research is strictly prohibited.

II. Executive Summary

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

Project Description

The subject project involves the new construction of the 53-unit Rosenwald Pointe rental community at 1008 B Street in Waynesboro, Virginia. The project will target general-occupancy (family) households earning up to 30%, 50% and 80% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. It is anticipated that eight (8) units will operate with either a HUD Section 8 or Section 811 subsidy, allowing these tenants to pay up to 30% of their income toward rent and utilities. The proposed project is expected to be complete by June 2026. Additional details of the subject project can be found in *Section III - Project Description* of this report.

Site Evaluation

The proposed subject site is comprised of undeveloped land located at approximately 1008 B Street in the northeastern portion of Waynesboro. Surrounding land uses are primarily residential with some wooded land surrounding the site and providing a natural buffer to other surrounding land uses. Overall, existing structures in the immediate site area are well-maintained and in fair to good condition. The subject property is expected to fit well with existing residential structures in the immediate area. Note that a market-rate rental community just south of the site (Quadrangle Apartments) reports a strong occupancy rate of 97.0%, demonstrating that the subject area is conducive to multifamily rental product. The visibility and access of the subject property are both considered good as the property maintains notable frontage along B Street. Nonetheless, promotional signage is recommended near the intersection of B Street and U.S. Highway 340 northwest of the site to enhance awareness of the property during the subject's initial lease-up given the limited passerby traffic anticipated along B Street. Most essential community services are accessible within 1.0 to 3.0 miles of the site. Overall, the subject site is considered conducive to multifamily rental product such as that proposed. Additional information regarding the subject site, surrounding land uses and the proximity of community services is included in *Section IV - Area Analysis*.

Primary Market Area (PMA)

The Primary Market Area (PMA) is the geographical area from which most of the support for the proposed development is expected to originate. The Waynesboro Site PMA includes all incorporated portions of Waynesboro and Fishersville, most incorporated portions of Crozet, and surrounding unincorporated areas of Augusta County, Albemarle County, and Nelson County. The boundaries of the Waynesboro Site PMA generally include State Route 254, State Route 608, State Route 612, and Augusta County Census Tract 705 boundaries to the north; Skyline Drive, Albemarle Census Tract 111 and 112.01 boundaries to the east; U.S. Highway 250, State Route 151, State Route 610, State Route 608, and State Route 639 to the south; and U.S. Highway 340, State Route 652, State Route 654, and Interstate 81 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 9.

Demographic Trends

The Waynesboro Site PMA is projected to experience both population and household growth between 2024 and 2029, a trend which has been ongoing since 2010 and is expected to increase demand for housing. Household growth is projected to occur among several age groups during the projection period and households between the ages of 25 and 64 will comprise more than 60.0% of all households through 2029. While household growth will be concentrated among owner-occupied households, more than 7,700 renter households will remain in the market through 2029, nearly two-thirds (63.4%) of which are projected to earn less than \$50,000. Based on the preceding factors, a good base of potential support for affordable general-occupancy rental product such as that proposed will continue to exist within the Waynesboro market for the foreseeable future. Detailed demographic trends are included in *Section IV*, beginning on page 11.

Economic Trends

The Waynesboro economy has experienced consistent improvement each year since the impact of the pandemic in 2020. This is true both in terms of total employment and unemployment rate trends during this time period. Specifically, the total employment base within the city has increased by more than 1,000, or 10.3%, between 2020 and December of 2023. Subsequently, the annual unemployment rate within the city has improved by four full percentage points during this same time period and was just 2.9% through December of 2023. Notably, the employment growth rate (10.3%) reported for the city since 2020 outpaces the statewide growth rate of 9.7% and the Waynesboro unemployment rate of 2.9% is identical to the statewide rate. Based on the preceding factors and additional information contained within this report, we expect the Waynesboro economy will remain strong and continue to show signs of improvement for the foreseeable future. Detailed economic trends are included in *Section IV*, beginning on page 16.

Overall Rental Housing Market Conditions

We identified and personally surveyed 22 conventional rental housing projects containing a total of 2,393 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 98.7%, a strong rate for rental housing. Each rental housing segment surveyed is summarized in the following table.

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-Rate	15	1,767	17	99.0%
Tax Credit	4	408	14	96.6%
Tax Credit/Government-Subsidized	1	126	0	100.0%
Government-Subsidized	2	92	0	100.0%
Total	22	2,393	31	98.7%

A variety of rental product is offered and was surveyed within the Waynesboro Site PMA, as indicated by the preceding table. As overall occupancy rates of 96.6% or higher are reported for each segment surveyed, it is clear that rental product is in high demand across multiple affordability levels within the Waynesboro market.

Competitive/Comparable Tax Credit Analysis

The proposed subject property will offer one- through three-bedroom units targeting general-occupancy (family) households earning up to 30%, 50%, and 80% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. Within the Waynesboro Site PMA, we identified and surveyed two non-subsidized general-occupancy Tax Credit properties which are expected to at least partially compete with the subject property. While these properties offer two- and three-bedroom units similar to those proposed for the subject property, they do not offer one-bedroom units. As such, we have also included one age-restricted (senior) LIHTC property which was just recently added to the Waynesboro Site PMA in 2022. While we recognize this property will not be directly competitive with the subject project due to its targeted tenant population, it will provide a good additional base of comparison for the subject property.

In addition to the three comparable LIHTC properties surveyed within the Waynesboro Site PMA, we have also considered/included two additional non-subsidized general-occupancy LIHTC properties from outside the Waynesboro Site PMA. These two properties are both located in nearby Staunton, Virginia and will also provide a good additional base of comparison for the subject property. These properties, however, are not expected to be directly competitive with the subject property given their geographic location outside the Waynesboro Site PMA.

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

Map I.D.	Project Name	Year Built/Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Rosenwald Pointe	2026	53	-	-	-	Families; 30%, 50% & 80% AMHI & Subsidy
8	Gateway Senior	2022	80	100.0%	9.2 Miles	65 HH	Seniors 55+; 60% AMHI
13	Mountain Laurel Manor I, II, & III	2019	144	100.0%	10.5 Miles	150 HH	Families; 40%, 50%, & 60% AMHI
15	Mountain View Apts.	1973 / 2013	130	97.7%	2.1 Miles	None	Families; 50% & 60% AMHI
902	Frontier Ridge Apts.	2005	100	100.0%	14.6 Miles	20 HH	Families; 50% AMHI
903	Springhill Village Apts.	1971 / 2019	108	100.0%	17.2 Miles	200 HH	Families; 60% AMHI

900 Series Map IDs are located outside the Site PMA
OCC. - Occupancy

The five LIHTC projects have a combined occupancy rate of 99.5%, which is reflective of just three vacant units at the Mountain View Apartments, the oldest of the three comparable LIHTC properties surveyed in the Waynesboro Site PMA. Also note that all four properties which are 100.0% occupied maintain waiting lists which range from 20 to 200 households. These are clear indications of significant pent-up demand for non-subsidized LIHTC product in the Waynesboro area. The subject project is expected to help alleviate a portion of this pent-up demand.

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	Rosenwald Pointe	-	\$473/30% (7)** \$1,153/80% (3)	\$566/30% (4) \$566/30% (1)** \$946/50% (9) \$1,341/80% (18)	\$655/30% (2) \$1,090/50% (4) \$1,520/80% (5)	-
8*	Gateway Senior	-	\$1,000/60% (30/0)	\$1,203/60% (50/0)	-	None
13	Mountain Laurel Manor I, II, & III	-	-	\$801/40% (28/0) \$990/50% (52/0) \$1,171/60% (32/0)	\$1,376/60% (32/0)	None
15	Mountain View Apts.	\$547/60% (1/1)	-	\$729/50% (64/1) \$918/60% (65/1)	-	None
902	Frontier Ridge Apts.	-	-	\$1,086/50% (50/0)	\$1,261/50% (50/0)	None
903	Springhill Village Apts.	-	\$761/60% (24/0)	\$840/60% (66/0)	\$912/60% (18/0)	None

*Age-restricted

**Units anticipated to operate with project-based subsidy, tenants to pay up to 30% of income towards rent.

The subject's proposed gross rents at the lower 30% and 50% AMHI levels are competitive with those reported for similar unit types among the comparable properties. The proposed gross rents at the 80% AMHI level will be the highest LIHTC rents in the region, though this is to be expected given the higher AMHI level targeted as compared to those currently targeted among the existing comparable LIHTC properties which only offer units up to 60% of AMHI. The subject's 80% AMHI rent levels are considered marketable within the Waynesboro Site PMA, relative to those at the lower

60% AMHI level among the comparable properties. It is also important to note the depth of support for these unit types within the Waynesboro market as indicated by the demand estimates (capture rate) included in Section VII and the value the subject's 80% AMHI rents will represent relative to traditional market-rate product in the area (Section VI). Nonetheless, as this unit type is untested within the Waynesboro market, it is expected that the subject units at 80% of AMHI will experience the slowest absorption of the proposed unit types.

Comparable Tax Credit Summary

A total of five comparable LIHTC properties were surveyed at the time of this analysis, three of which are located within the Waynesboro Site PMA. These five properties report an overall occupancy rate of 99.5% and four of the five are 100.0% occupied with waiting lists maintained for their next available units. The subject property will help alleviate a portion of this pent-up demand and fill a void in the local LIHTC market with the inclusion of some units at 30% and 80% of AMHI which are not currently available among the comparable properties. The subject's proposed gross rents are marketable and will be competitive within the Waynesboro area. The subject property will also be very competitive in terms of overall design and amenities offered.

Perception of Value

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

Bedroom Type	% AMHI	Proposed Collected Rent	Achievable Market Rent*	Market Rent Advantage
One-Br.	30%	\$370	\$1,150	67.8%
One-Br.	80%	\$1,050	\$1,150	8.7%
Two-Br.	30%	\$420	\$1,230	65.9%
Two-Br.	50%	\$800	\$1,230	35.0%
Two-Br.	80%	\$1,195	\$1,230	2.8%
Three-Br.	30%	\$450	\$1,465	69.3%
Three-Br.	50%	\$885	\$1,465	39.6%
Three-Br.	80%	\$1,315	\$1,465	10.2%

*Based on average unit square footage

Typically, Tax Credit rents for units targeting households earning up to 50% of AMHI are set 20% or more below achievable market rents to ensure that the project will represent an appropriate value and have a sufficient flow of tenants. While units targeting higher income levels such as the subject units at 80% of AMHI do not typically need to represent large market rent advantages, it is often recommended that rents for such units represent around a 5% market rent advantage in most markets though slightly lower rent advantages are sometimes acceptable. As such, the subject rents are expected to be perceived as moderate to good values within the Waynesboro market as they represent market rent advantages ranging from 2.8% to 69.3%.

Capture Rate Estimates

The following is a summary of our demand calculations:

Demand Component	LIHTC w/Subsidy			
	30% AMHI (\$0-\$27,330)	50% AMHI (\$32,434-\$45,550)	80% AMHI (\$39,531-\$72,880)	Overall (\$0-\$72,880)
Proposed Units / Net Demand	14 / 1,332	13 / 402	26 / 590	53 / 2,182
Capture Rate	= 1.1%	= 3.2%	= 4.4%	= 2.4%
Demand Component	LIHTC Only			
	30% AMHI (\$16,217-\$27,330)	50% AMHI (\$32,434-\$45,550)	80% AMHI (\$39,531-\$72,880)	Overall (\$16,217-\$72,880)
Proposed Units / Net Demand	14 / 528	13 / 402	26 / 590	53 / 1,378
Capture Rate	= 2.7%	= 3.2%	= 4.4%	= 3.8%

Overall, the capture rates by targeted income level range from 1.1% to 4.4%. The overall capture rates range from 2.4% to 3.8%, depending upon scenario (subsidized vs. non-subsidized). These are all considered very low capture rates and demonstrate a sufficient base of potential income-qualified renter support within the Waynesboro market for each of the unit types proposed under either scenario evaluated. This is particularly true when considering the strong occupancy rates and extensive waiting lists reported among existing comparable LIHTC properties in the market and surrounding region.

Penetration Rate

The 633 existing (includes units within properties identified but unable to be surveyed) and 50 planned (excludes subject units) non-subsidized Tax Credit units in the market must also be considered when calculating the market 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 \$16,217 to \$72,880. The following table summarizes the market penetration rate calculation based on the preceding factors and data contained in the Demographic Characteristics and Trends section of this report.

	Market Penetration
Number of LIHTC Units (Proposed and Existing)	736
Income-Eligible Renter Households – 2026	/ 4,115
Overall Market Penetration Rate	= 17.9%

Typically, market penetration rates up to around 40.0% are considered achievable while those under 30.0% are considered ideal, when utilizing this methodology. Thus, the subject market penetration rate of 17.9% is considered low and demonstrates a deep base of potential support for the existing and planned LIHTC units within the Waynesboro Site PMA.

Absorption Projections

It is our opinion that the 53 LIHTC units proposed for the subject site will reach a stabilized occupancy of 95.0% within four months of opening. This absorption rate is based on an average absorption rate of approximately 12 to 13 units per month.

The preceding absorption projections also assume the subject property will operate with a project-based subsidy available to some (10) of the 53 units proposed. In the event the project-based subsidy is not secured, however, it is anticipated that the property would experience a similar absorption to that discussed/provided above. This is due to the fact that the proposed subsidized units would still operate at a very low 30% AMHI set aside, even in the non-subsidized scenario. Thus, these units would effectively operate very similar to subsidized product even in the non-subsidized scenario.

III. Project Description

Project Name:	Rosenwald Pointe
Location:	1008 B Street, Waynesboro, Virginia 22980
Census Tract:	32.00
Target Market:	Family
Construction Type:	New Construction
Funding Source:	LIHTC

The subject project involves the new construction of the 53-unit Rosenwald Pointe rental community at 1008 B Street in Waynesboro, Virginia. The project will target general-occupancy (family) households earning up to 30%, 50% and 80% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. It is anticipated that eight (8) units will operate with either a HUD Section 8 or Section 811 subsidy, allowing these tenants to pay up to 30% of their income toward rent and utilities. The proposed project is expected to be complete by June 2026. Additional details of the subject development are summarized as follows:

Proposed Unit Configuration									
Total Units	Bedroom Type	Baths	Style	Square Feet	% AMHI	Program Rents			
						Collected Rent	Utility Allowance	Gross Rent	Max. Allowable LIHTC Gross Rent
7	One-Br.	1.0	Garden	661-706	30%/ Subsidy*	\$370	\$103	\$473	\$474
3	One-Br.	1.0	Garden	661-706	80%	\$1,050	\$103	\$1,153	\$1,266
1	Two-Br.	1.0	Garden	866-868	30%/ Subsidy*	\$420	\$146	\$566	\$569
4	Two-Br.	1.0	Garden	866-868	30%	\$420	\$146	\$566	\$569
9	Two-Br.	1.0	Garden	866-868	50%	\$800	\$146	\$946	\$948
18	Two-Br.	1.0	Garden	866-868	80%	\$1,195	\$146	\$1,341	\$1,518
2	Three-Br.	2.0	Garden	1,095-1,164	30%	\$450	\$205	\$655	\$657
4	Three-Br.	2.0	Garden	1,095-1,164	50%	\$885	\$205	\$1,090	\$1,096
5	Three-Br.	2.0	Garden	1,095-1,164	80%	\$1,315	\$205	\$1,520	\$1,754
53	Total								

Source: Woda Cooper Companies, Inc.

AMHI – Area Median Household Income (Staunton-Waynesboro, VA MSA; 2023)

*Units anticipated to operate with either a HUD Section 8 or Section 811 subsidy

Building/Site Information	
Residential Buildings:	One (1) two/three- story building and One (1) three/four-story building
Building Style:	Walk-up & elevator-served
Community Space:	Integrated throughout
Acres:	3.0

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

Unit Amenities		
• Electric Range	• Microwave	• Composite Flooring
• Refrigerator	• Washer/Dryer Hookups	• Window Blinds
• Garbage Disposal	• Central Air Conditioning	• Controlled Access/Key Fob
• Dishwasher	• Ceiling Fans	

Community Amenities		
• Bike Racks/Storage	• Business/Computer Center	• Clubhouse/Community Room
• Common Area Wi-Fi	• On-Site Management	• Elevator
• Laundry Room	• Playground	• Fitness Center
• CCTV/Cameras	• Surface Parking Lot	

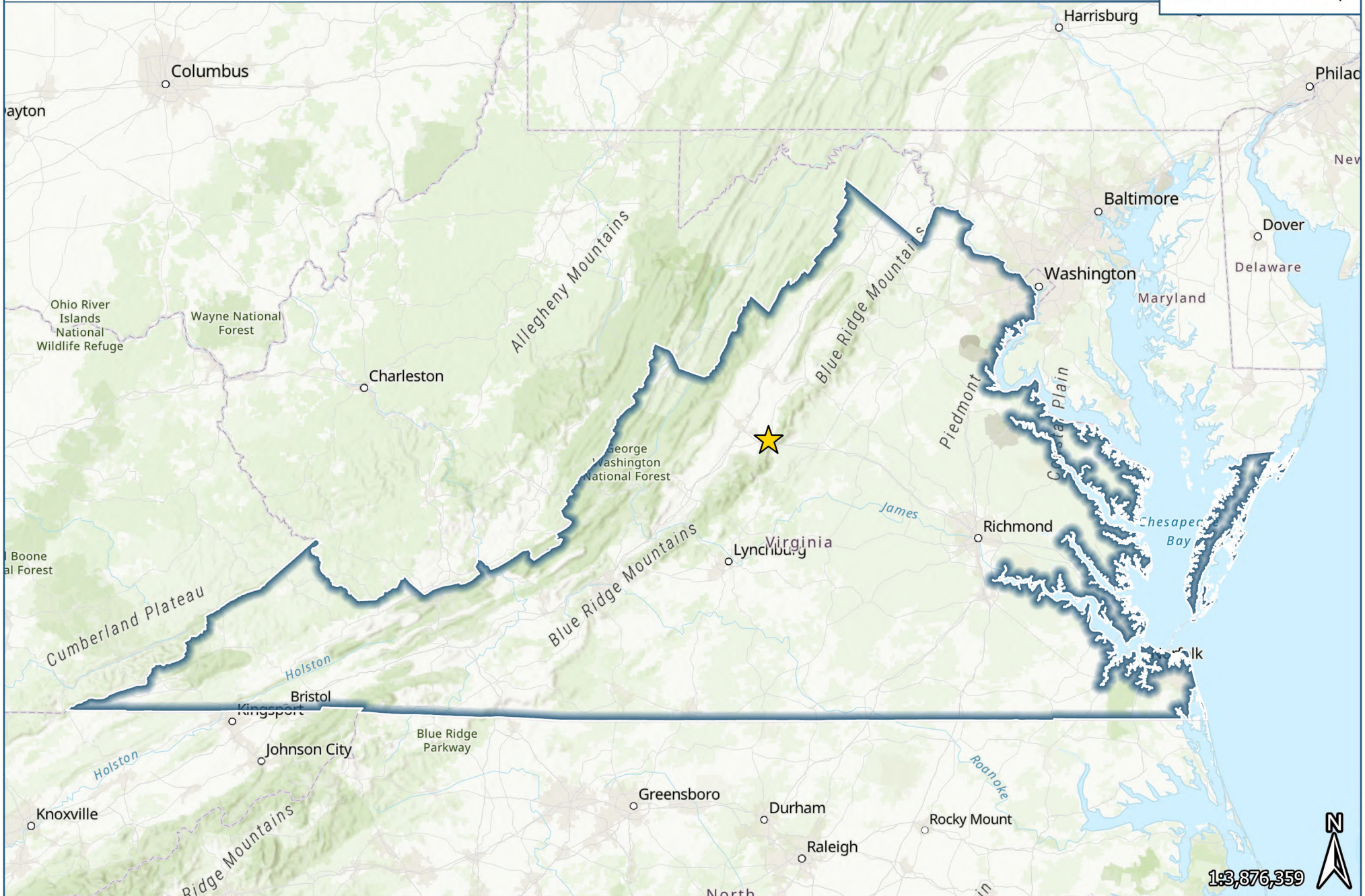
Utility Responsibility							
	Heat	Hot Water	Cooking	General Electric	Cold Water	Sewer	Trash
Paid By	Tenant	Tenant	Tenant	Tenant	Tenant	Tenant	Tenant
Source	Electric	Electric	Electric				

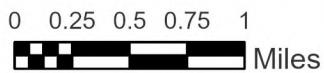
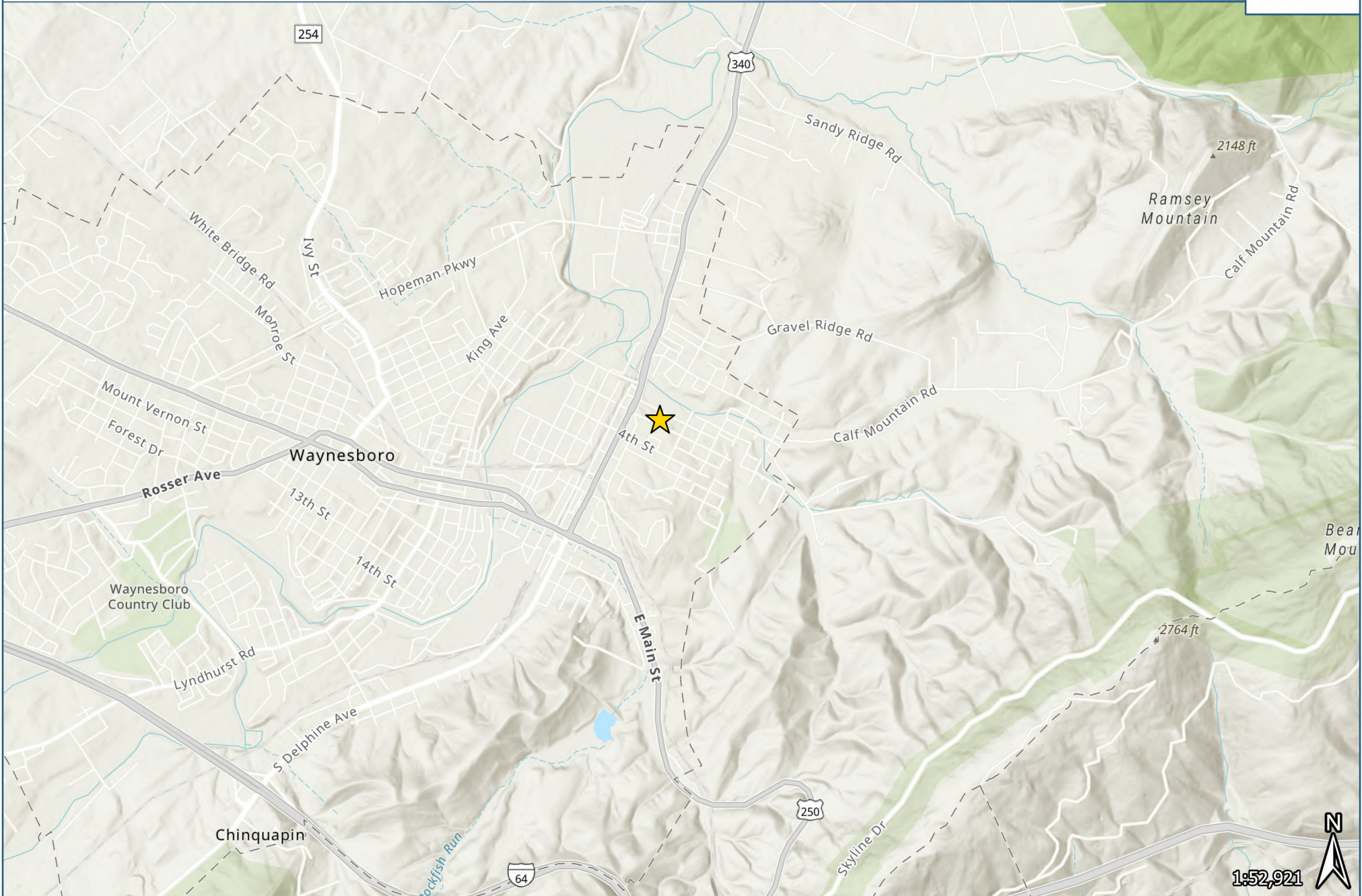
FLOOR AND SITE PLAN REVIEW:

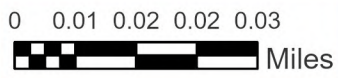
Floor and site plans were provided for the subject project for review at the time this report was prepared. Based on these plans and additional information provided at the time of this analysis, the subject property will include one- through three-bedroom garden-style units located within two residential buildings. The subject buildings will be comprised of one (1) two/three-story walk-up style building and one (1) three/four-story elevator-served building. The subject units will range in size from 661 to 1,164 square feet, with the one- and two-bedroom units including one (1.0) bathroom and the three-bedroom units offering two (2.0) bathrooms. Each unit will come well-equipped in terms of unit amenities and will feature a full kitchen appliance package and dedicated laundry area with washer/dryer hookups.

In addition to the subject’s residential units, the property will feature an array of community amenities integrated throughout the property. This will further enhance marketability of the subject project. Overall, the subject property appears to be marketable in terms of overall design. Nonetheless, an in-depth comparable/competitive analysis is included in Section V to better determine the competitive position and overall marketability of the subject project within the Waynesboro market.

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







IV. Area Analysis

A. SITE DESCRIPTION AND EVALUATION

1. LOCATION

The subject site consists of undeveloped land located at approximately 1008 B Street in an incorporated area of Waynesboro, Virginia. Located within Augusta County, Waynesboro is approximately 28.0 miles west of Charlottesville, Virginia. The site was visited the week of February 21, 2024.

2. SURROUNDING LAND USES

The subject site is within a developed residential area of Waynesboro. Surrounding land uses include multifamily apartments, a Salvation Army facility, convenience stores, single-family homes and undeveloped land. Adjacent land uses are detailed as follows:

North -	The northern site boundary is defined by B Street, a two-lane roadway with light vehicular traffic patterns. Continuing north are single-family homes in fair to good condition, wooded land, Steele Run Stream, and Shenandoah Heights Baptist Church extending to Shenandoah Avenue.
East -	The eastern site boundary is defined by single-family homes and 3 rd Street, a two-lane roadway with light vehicular traffic patterns that ends perpendicular to the site. Continuing east are single-family and multifamily dwellings in fair to good condition extending towards State Route 622.
South -	The southern site boundary is defined by several single-family homes and the Quadrangle Apartments, a market-rate apartment property in good condition. Single-family homes, wooded land, and Fairfax Hall, a rentable public venue and senior apartment complex.
West -	The western site boundary is defined by single-family homes in fair to good condition and 3 rd Street, which begins along the southwestern edge of the site and continues northwest to U.S. Highway 340. Directly northwest of the subject site is a Salvation Army facility in good condition.

Overall, the subject property is expected to fit well with the surrounding land uses, particularly other existing multifamily rental communities in the immediate site area. Photographs of the site can be found in Section X of this report.

3. VISIBILITY AND ACCESS

The subject site maintains notable frontage along B Street, a lightly traveled roadway bordering the site to the north. The property is expected to be clearly visible from this roadway upon completion. Wooded land and existing structures surrounding the subject property in other directions, however, is expected to limit visibility from other surrounding areas, including the more heavily traveled U.S. Highway 340 corridor west of the site. According to the Virginia Department of Transportation (VDOT), U.S. Highway 340 experiences Average Annual Daily Traffic (AADT) volumes of more than 12,000 vehicles. Considering the preceding and the limited passerby traffic anticipated from B Street, it is recommended that promotional signage is placed at/near the intersection of B Street and U.S. Highway 340 northwest of the site to enhance awareness of the subject property. This will be particularly important during the subject's initial lease-up period.

Development plans illustrating specific ingress/egress points for the subject property were not provided at the time of this analysis. Currently, however, vehicular access to the site is derived via a driveway along the south side of B Street. As previously indicated, this aforementioned roadway experiences relatively light vehicular traffic patterns and is accessible directly to/from U.S. Highway 340 northwest of the site. This will allow for convenient ingress/egress of the subject property. It is also of note that 3rd Street terminates at the eastern boundary of the subject site and borders a portion of the site to the southwest. This could also allow for additional ingress/egress points for the subject property, though it is anticipated that primary access will derive from B Street. Brite Bus routes currently run along U.S. Highway 340, stopping at 4th Street just south of the site and continuing north to the Shenandoah Valley Social Services building, just north of the site. These fixed routes contribute to accessibility within the immediate site area and throughout the Waynesboro market.

Based on the preceding factors, both visibility and access are considered good and expected to positively impact marketability.

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	U.S. Highway 340	0.2 West
	U.S. Highway 250	1.0 South
	Interstate 64	4.4 South
Public Bus Stop	Brite Bus	0.4 Southwest
Major Employers/ Employment Centers	Lycra Company	1.5 South
	Walmart	2.0 Southwest
	Waynesboro Public Schools	2.2 Southwest
Convenience Store	Valley Mart Inc.	0.3 Southwest
Grocery	Kroger	1.8 Southwest
	Food Lion	2.2 Northwest
Discount Department Store	Salvation Army	0.1 West
	Walmart	2.0 Southwest
	Dollar General	2.2 Northwest
Shopping Center/Mall	Riverside Shopping Mall	1.4 Southwest
	Willow Oak Plaza	1.8 Southwest
Schools: Elementary Middle/Junior High High	Wenonah Elementary School	1.1 South
	Kate Collins Middle School	2.2 West
	Waynesboro High School	2.2 Southwest
Hospital	Carillion Clinic Family Medical Center	2.5 Southwest
	Augusta Health Center	9.3 West
Police	Waynesboro Police Department	1.9 South
Fire	Waynesboro Fire Department	1.5 South
Post Office	United States Post Office	0.6 South
Bank	Wells Fargo Bank	1.7 South
Recreational/Entertainment Facilities	Zeus Digital Theater	4.8 Southwest
Gas Station	Speedway	1.0 South
	Sunoco	1.0 South
	Shell	1.2 Southwest
Pharmacy	Kroger Pharmacy	1.8 Southwest
Restaurant	Jo's Place	0.2 West
	The Barn	1.2 Southwest
	Alex's Tacos	1.3 Southwest
	Weasie's Kitchen	1.4 Southwest
Day Care	Boys and Girls Club of America	1.2 Southwest
Community Center	Rosenwald Community Center	1.4 West

The site is within a developed residential area, with most essential community services located in the more commercially developed areas of Waynesboro, approximately 1.0 to 3.0 miles southwest of the site. Notable services in Waynesboro include grocery stores, banks, restaurants, pharmacies, and discount retailers. Additional services are also available northwest of the site in nearby Fishersville, Virginia, which is easily accessible via U.S. Highway 250. It is also noteworthy that some restaurants, gas stations, and convenience stores, are accessible within walking distance of the site. Also among the services within the site

neighborhood is a Salvation Army facility, a non-profit religious organization that offers several charitable services such as a food pantry and job training. This facility is conveniently accessible within walking distance of the site along B Street.

Public safety services are provided by the Waynesboro Police Department and Waynesboro Fire Department, which are respectively accessible within 1.9 and 1.5 miles of the site. The nearest hospital with emergency services, Augusta Health Center, is accessible within 9.3 miles in the nearby community of Fishersville. However, primary care medical services are available within 2.5 miles of the site at the Carilion Clinic Family Medical Center. All public schools that serve the site are accessible within 2.2 miles, and transportation is provided. Additional recreational services, including local and national parks, are accessible within 0.7 and 5.0 miles of the site. Furthermore, all essential community services are accessible through a fixed-route public transportation service provided by Brite Bus which operates a public bus stop within 0.4 miles of the site. This further enhances access to most services throughout the Waynesboro area.

5. OVERALL SITE EVALUATION

The proposed subject site is comprised of undeveloped land located at approximately 1008 B Street in the northeastern portion of Waynesboro. Surrounding land uses are primarily residential with some wooded land surrounding the site and providing a natural buffer to other surrounding land uses. Overall, existing structures in the immediate site area are well-maintained and in fair to good condition. The subject property is expected to fit well with existing residential structures in the immediate area. Note that a market-rate rental community just south of the site (Quadrangle Apartments) reports a strong occupancy rate of 97.0%, demonstrating that the subject area is conducive to multifamily rental product. The visibility and access of the subject property are both considered good as the property maintains notable frontage along B Street. Nonetheless, promotional signage is recommended near the intersection of B Street and U.S. Highway 340 northwest of the site to enhance awareness of the property during the subject's initial lease-up given the limited passerby traffic anticipated along B Street. Most essential community services are accessible within 1.0 to 3.0 miles of the site. Overall, the subject site is considered conducive to multifamily rental product such as that proposed.

6. CRIME ISSUES

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

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

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












Total crime risk for the Site PMA is 67, with an overall personal crime index of 51 and a property crime index of 70. Total crime risk for Waynesboro city is 82, with personal and property crime indices of 73 and 83, respectively.

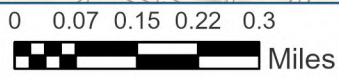
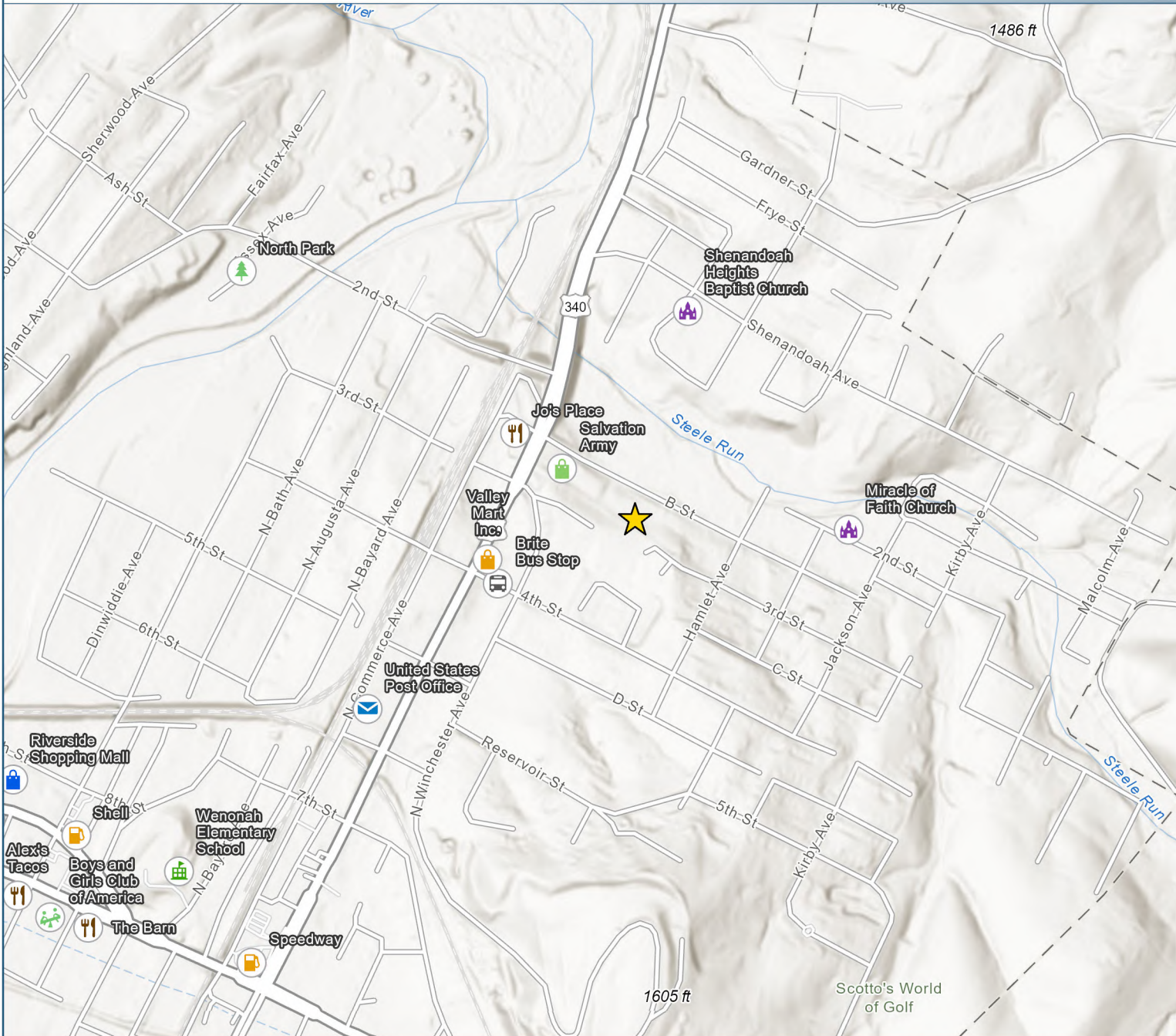
	Crime Risk Index	
	PMA	Waynesboro city
Total Crime Index	67	82
Personal Crime Index	51	73
Murder	89	155
Rape	70	91
Robbery	39	58
Assault	51	73
Property Crime Index	70	83
Burglary	46	63
Larceny	79	94
Motor Vehicle Theft	42	42

Source: Applied Geographic Solutions, FBI, ESRI

The crime risk index reported for the Site PMA (67) is lower than that reported for the city of Waynesboro (82) and both are well below the national average of 100. The low crime indexes reported for both the Site PMA and city are good indications there is likely a low perception of crime within the Waynesboro area which is expected to have a positive impact on the overall marketability of the subject property.

Community Services

-  Post Office
-  Gas Station
-  Public Bus Stop
-  Day Care
-  Schools, Elementary
-  Park
-  Church
-  Restaurant
-  Convenience Store
-  Discount Department Store
-  Shopping Center/Mall

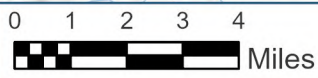
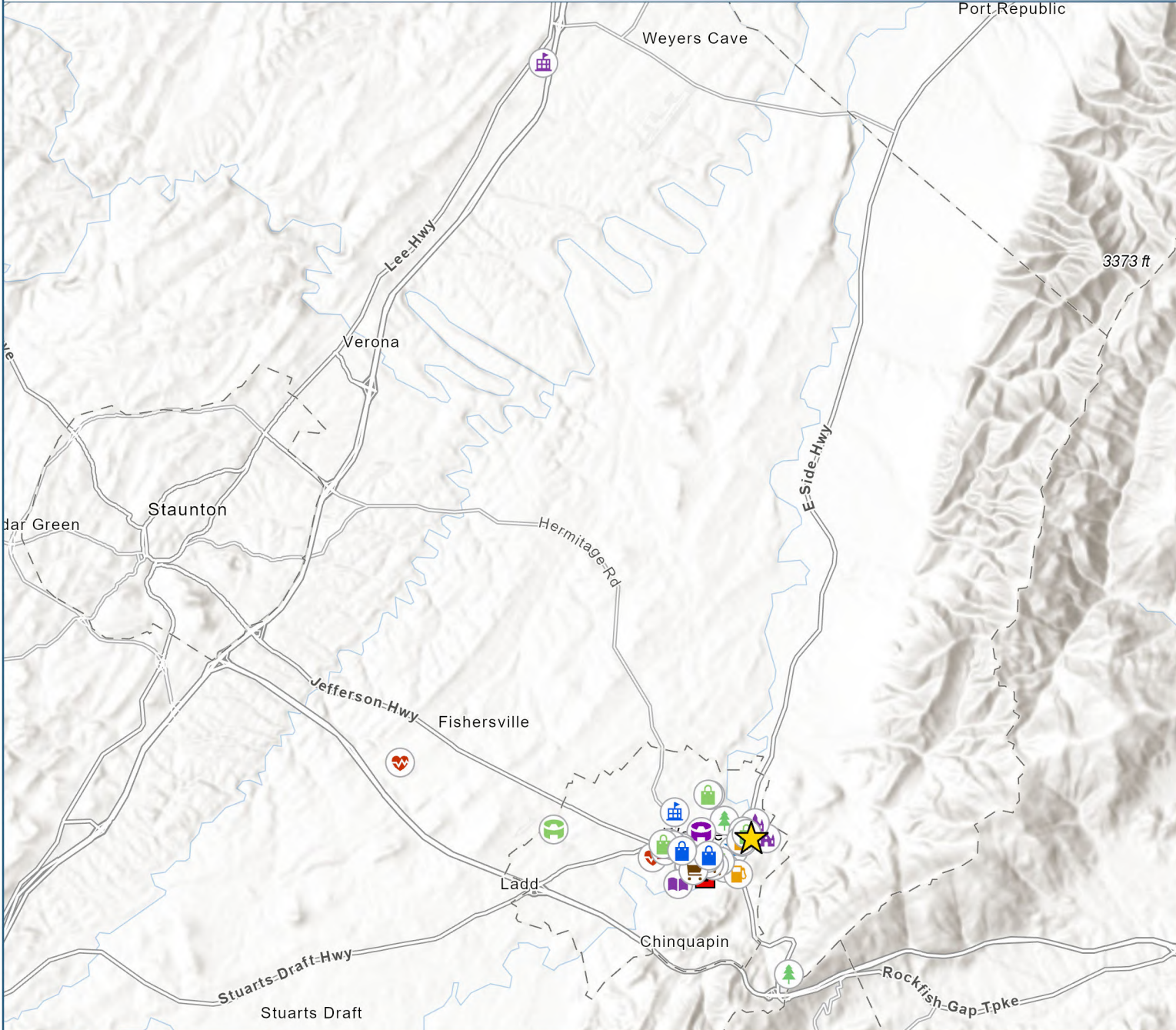




Site

Community Services

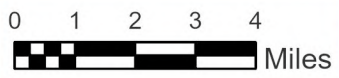
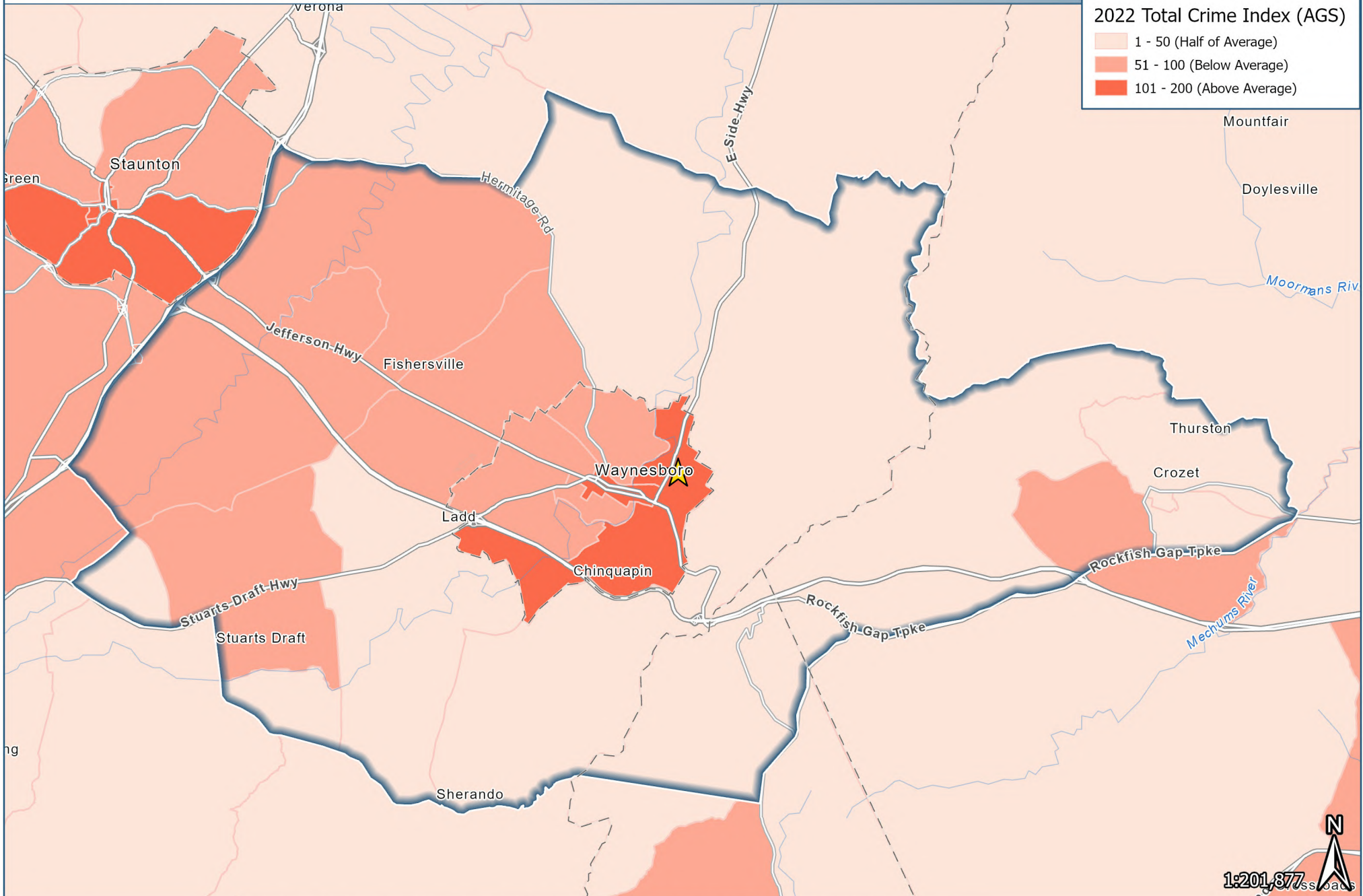
- Major Employers/Employment Centers
- Hospital/Medical Center
- Police
- Fire
- Post Office
- Pharmacy
- Gas Station
- Public Bus Stop
- Bank
- Day Care
- Schools, Elementary
- Schools, Middle/Junior High
- Schools, High
- Schools, College/University
- Library
- Park
- Recreational Facility
- Community Center
- Church
- Restaurant
- Grocery
- Convenience Store
- Discount Department Store
- Shopping Center/Mall



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

2022 Total Crime Index (AGS)

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



B. PRIMARY MARKET AREA DELINEATION

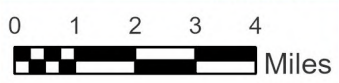
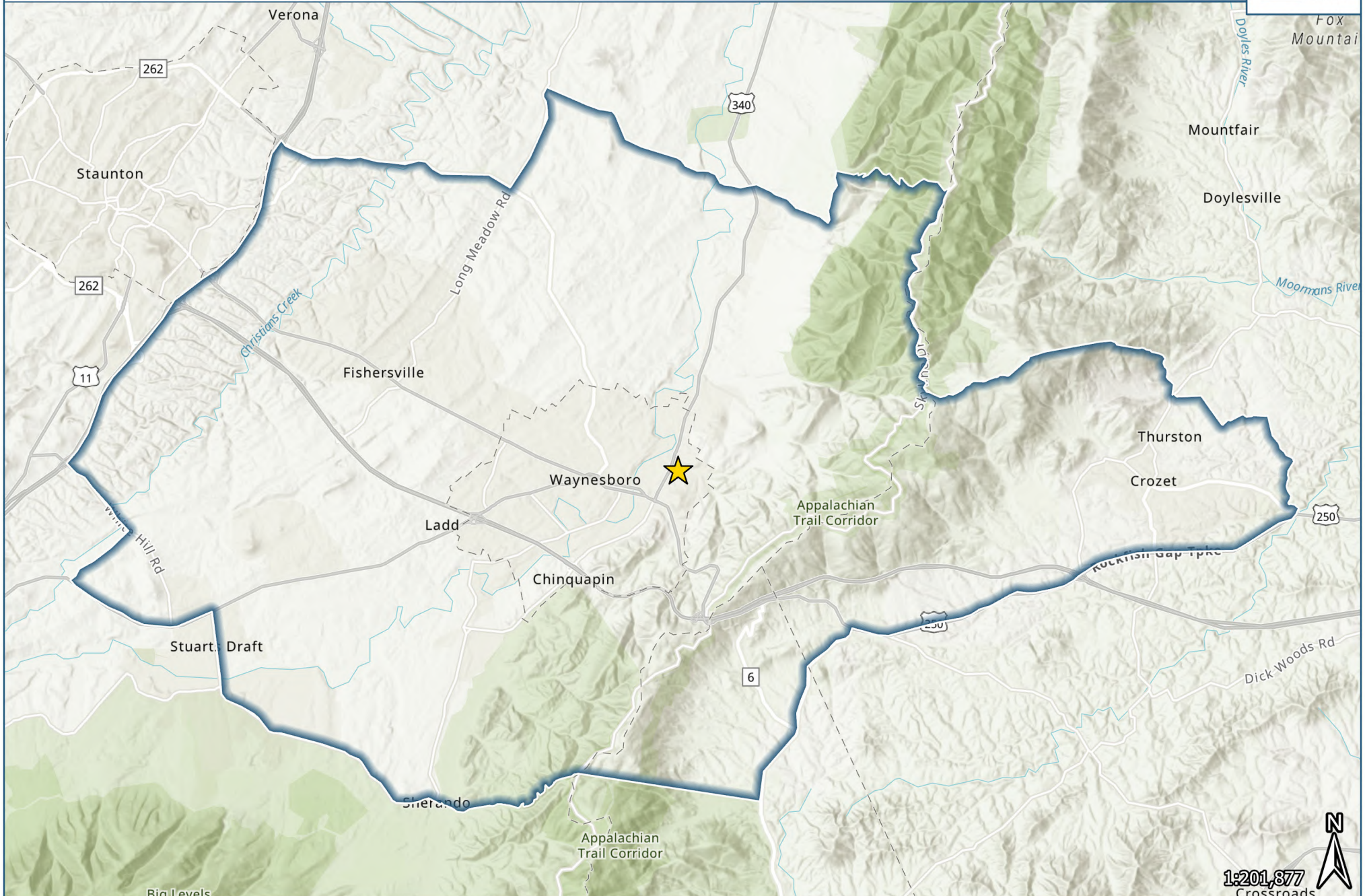
The Primary Market Area (PMA) is the geographical area from which most of the support for the proposed project is expected to originate. The Waynesboro Site PMA was determined through interviews with area leasing and real estate agents, and the personal observations of our analysts. The personal observations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

The Waynesboro Site PMA includes all incorporated portions of Waynesboro and Fishersville, most incorporated portions of Crozet, and surrounding unincorporated areas of Augusta County, Albemarle County, and Nelson County. The boundaries of the Waynesboro Site PMA generally include State Route 254, State Route 608, State Route 612, and Augusta County Census Tract 705 boundaries to the north; Skyline Drive, Albemarle Census Tract 111 and 112.01 boundaries to the east; U.S. Highway 250, State Route 151, State Route 610, State Route 608, and State Route 639 to the south; and U.S. Highway 340, State Route 652, State Route 654, and Interstate 81 to the west.

- Nick Kiser is the Property Manager for Windgrove Apartments, a multifamily market-rate property in the Waynesboro Site PMA. Kiser confirmed the boundaries of the PMA, indicating that most demand for his property originates from residents of Waynesboro. Kiser added that the subject property would also likely receive support from Crozet, however, due to lower housing costs in Waynesboro. Additionally, Kiser noted that the subject property would likely receive support from Fishersville but would not receive notable support from Staunton. Kiser stated that residents typically tend to move from Waynesboro to Staunton.
- Lori Simmons is the Property Manager for Frontier Ridge Apartments, a multifamily Tax Credit property outside of the Waynesboro Site PMA but within the nearby Staunton, Virginia market. Simmons stated that more than 50% of her current residents originated from Staunton. Simmons added that residents will move from Waynesboro to Staunton when they can afford to do so and explained that Staunton is generally perceived as a safer area with better access to commercial amenities. Due to these reasons, Simmons does not believe the subject property would receive significant support from Staunton.

While the subject property will likely receive some support from areas outside of the Waynesboro Site PMA, this base of potential support is expected to be nominal. Thus, we have not considered any secondary market area in this analysis.

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



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



C. DEMOGRAPHIC CHARACTERISTICS AND TRENDS

1. POPULATION 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%.

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	55,682	62,796	65,381	66,751
Population Change	-	7,114	2,585	1,370
Percent Change	-	12.8%	4.1%	2.1%

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

The Waynesboro Site PMA population base increased by 7,114 between 2010 and 2020. This represents a 12.8% increase over the 2010 population, or an annual rate of 1.3%. Between 2020 and 2024, the population increased by 2,585, or 4.1%. It is projected that the population will increase by 1,370, or 2.1%, between 2024 and 2029.

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

Population by Age	2010 (Census)		2024 (Estimated)		2029 (Projected)		Change 2024-2029	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	14,246	25.6%	15,302	23.4%	15,385	23.0%	83	0.5%
20 to 24	2,894	5.2%	3,064	4.7%	3,262	4.9%	198	6.5%
25 to 34	6,443	11.6%	7,186	11.0%	6,926	10.4%	-260	-3.6%
35 to 44	7,211	13.0%	8,278	12.7%	8,380	12.6%	102	1.2%
45 to 54	8,459	15.2%	8,033	12.3%	8,121	12.2%	88	1.1%
55 to 64	7,098	12.7%	9,027	13.8%	8,499	12.7%	-528	-5.8%
65 to 74	5,042	9.1%	8,092	12.4%	8,590	12.9%	498	6.2%
75 & Older	4,286	7.7%	6,400	9.8%	7,585	11.4%	1,185	18.5%
Total	55,682	100.0%	65,381	100.0%	66,751	100.0%	1,370	2.1%

Source: Bowen National Research, ESRI, Census

As the preceding table illustrates, nearly 50% of the population is expected to be between 25 and 64 years old in 2024. This age group is the primary group of potential renters for the subject site and will likely represent a significant number of the tenants.

2. HOUSEHOLD TRENDS

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

	Year			
	2010 (Census)	2020 (Census)	2024 (Estimated)	2029 (Projected)
Households	22,691	25,581	26,743	27,499
Household Change	-	2,890	1,162	756
Percent Change	-	12.7%	4.5%	2.8%
Average Household Size	2.45	2.42	2.41	2.39

Source: Bowen National Research, ESRI, Census

Within the Waynesboro Site PMA, households increased by 2,890 (12.7%) between 2010 and 2020. Between 2020 and 2024, households increased by 1,162 or 4.5%. By 2029, there will be 27,499 households, an increase of 756 households, or 2.8% over 2024 levels. This is an increase of approximately 151 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	826	3.6%	790	3.0%	838	3.0%	48	6.1%
25 to 34	3,043	13.4%	3,255	12.2%	3,141	11.4%	-114	-3.5%
35 to 44	3,786	16.7%	4,211	15.7%	4,257	15.5%	46	1.1%
45 to 54	4,758	21.0%	4,284	16.0%	4,326	15.7%	42	1.0%
55 to 64	4,228	18.6%	5,138	19.2%	4,818	17.5%	-320	-6.2%
65 to 74	3,140	13.8%	4,858	18.2%	5,134	18.7%	276	5.7%
75 & Older	2,911	12.8%	4,206	15.7%	4,983	18.1%	777	18.5%
Total	22,691	100.0%	26,743	100.0%	27,499	100.0%	756	2.8%

Source: Bowen National Research, ESRI, Census

Household growth is projected to occur among most age cohorts between 2024 and 2029, though the majority of this growth will be concentrated among seniors aged 65 and older. Nonetheless, households within the primary age group anticipated for the subject property (25 to 64) are projected to comprise more than 60.0% of all households through 2029. This demonstrates continued support for general-occupancy housing alternatives such as the subject project within the Waynesboro market. Also note, however, that as the property will offer some one- and two-bedroom garden-style units, some in an elevator-served building, it will also likely appeal to and attract some seniors. Thus, the property will also be able to accommodate a portion of the rapidly expanding senior household base within the Waynesboro market.

Households by tenure in 2010 (census), 2024 (estimated), and 2029 (projected) are distributed as follows:

Tenure	2010 (Census)		2024 (Estimated)		2029 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	16,082	70.9%	18,843	70.5%	19,763	71.9%
Renter-Occupied	6,609	29.1%	7,900	29.5%	7,736	28.1%
Total	22,691	100%	26,743	100.0%	27,499	100.0%

Source: Bowen National Research, ESRI, Census

In 2024, homeowners occupied 70.5% of all occupied housing units, while the remaining 29.5% were occupied by renters. This is a relatively typical share of renter households for a market such as the Waynesboro Site PMA. Although the number of renter households is projected to decline between 2024 and 2029, more than 7,700 renter households will remain in the market through 2029. Further, nearly two-thirds (63.4%) of all renter households are projected to earn less than \$50,000 through 2029, as indicated later in this section. Thus, a good base of potential renter support will continue to exist for affordable rental housing alternatives within the Waynesboro market for the foreseeable future.

The household sizes by tenure within the Waynesboro 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	4,665	24.8%	5,156	26.1%	491	10.5%
2 Persons	7,139	37.9%	7,272	36.8%	133	1.9%
3 Persons	2,911	15.4%	2,899	14.7%	-12	-0.4%
4 Persons	2,227	11.8%	2,223	11.3%	-3	-0.1%
5+ Persons	1,902	10.1%	2,213	11.2%	312	16.4%
Total	18,843	100.0%	19,763	100.0%	920	4.9%

Source: Bowen National Research, ESRI, Census

Persons per Renter Household	2024 (Estimated)		2029 (Projected)		Change 2024-2029	
	Households	Percent	Households	Percent	Households	Percent
1 Person	3,474	44.0%	3,628	46.9%	154	4.4%
2 Persons	2,368	30.0%	2,412	31.2%	44	1.9%
3 Persons	953	12.1%	770	10.0%	-183	-19.2%
4 Persons	626	7.9%	511	6.6%	-115	-18.4%
5+ Persons	479	6.1%	415	5.4%	-64	-13.4%
Total	7,900	100.0%	7,736	100.0%	-164	-2.1%

Source: Bowen National Research, ESRI, Census

The one- through three-bedroom units proposed for the subject property are expected to house up to five-person households. Thus, the subject property will be able to accommodate most renter households in this market, based on household size.

3. INCOME TRENDS

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

Household Income	2010 (Census)		2024 (Estimated)		2029 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Less Than \$15,000	2,698	11.9%	2,367	8.9%	2,247	8.2%
\$15,000 - \$24,999	2,901	12.8%	2,039	7.6%	1,846	6.7%
\$25,000 - \$34,999	2,527	11.1%	3,252	12.2%	2,936	10.7%
\$35,000 - \$49,999	3,697	16.3%	2,724	10.2%	2,458	8.9%
\$50,000 - \$74,999	4,709	20.8%	4,117	15.4%	3,988	14.5%
\$75,000 - \$99,999	2,815	12.4%	3,131	11.7%	3,108	11.3%
\$100,000 - \$149,999	2,234	9.8%	4,482	16.8%	5,094	18.5%
\$150,000 & Higher	1,110	4.9%	4,629	17.3%	5,820	21.2%
Total	22,691	100.0%	26,743	100.0%	27,499	100.0%
Median Income	\$48,062		\$68,149		\$77,203	

Source: Bowen National Research, ESRI, Census

In 2024, the median household income is estimated to be \$68,149. By 2029, it is projected that the median household income will be \$77,203, an increase of 13.3% over 2024.

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

Renter Households	2020 (ACS)					
	1-Person	2-Person	3-Person	4-Person	5+Person	Total
Less Than \$15,000	988	413	248	104	76	1,828
\$15,000 - \$24,999	536	297	103	84	94	1,116
\$25,000 - \$34,999	649	707	234	95	84	1,768
\$35,000 - \$49,999	380	333	106	75	40	934
\$50,000 - \$74,999	307	202	104	144	145	902
\$75,000 - \$99,999	165	159	189	27	43	584
\$100,000 - \$149,999	150	84	44	134	19	432
\$150,000 & Higher	173	138	70	54	29	465
Total	3,351	2,333	1,100	718	530	8,031

Source: ESRI, Bowen National Research

Renter Households	2024 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5+Person	Total
Less Than \$15,000	993	408	208	85	67	1,760
\$15,000 - \$24,999	523	285	84	68	81	1,041
\$25,000 - \$34,999	632	675	191	76	71	1,645
\$35,000 - \$49,999	371	318	87	60	35	871
\$50,000 - \$74,999	330	213	91	124	133	890
\$75,000 - \$99,999	182	172	170	24	40	589
\$100,000 - \$149,999	195	107	45	131	20	499
\$150,000 & Higher	248	191	75	57	33	604
Total	3,474	2,368	953	626	479	7,900

Source: ESRI, Bowen National Research

Renter Households	2029 (Projected)					
	1-Person	2-Person	3-Person	4-Person	5+Person	Total
Less Than \$15,000	999	401	158	62	55	1,675
\$15,000 - \$24,999	506	270	61	48	64	947
\$25,000 - \$34,999	610	635	138	53	55	1,492
\$35,000 - \$49,999	360	300	63	42	28	793
\$50,000 - \$74,999	358	226	75	99	118	875
\$75,000 - \$99,999	204	188	146	20	37	595
\$100,000 - \$149,999	252	135	46	128	21	583
\$150,000 & Higher	341	257	81	60	38	777
Total	3,628	2,412	770	511	415	7,738

Source: ESRI, Bowen National Research

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

Demographic Summary

The Waynesboro Site PMA is projected to experience both population and household growth between 2024 and 2029, a trend which has been ongoing since 2010 and is expected to increase demand for housing. Household growth is projected to occur among several age groups during the projection period and households between the ages of 25 and 64 will comprise more than 60.0% of all households through 2029. While household growth will be concentrated among owner-occupied households, more than 7,700 renter households will remain in the market through 2029, nearly two-thirds (63.4%) of which are projected to earn less than \$50,000. Based on the preceding factors, a good base of potential support for affordable general-occupancy rental product such as that proposed will continue to exist within the Waynesboro market for the foreseeable future.

D. LOCAL ECONOMIC PROFILE AND ANALYSIS

1. LABOR FORCE PROFILE

The labor force within the Waynesboro Site PMA is based primarily in three sectors. Health Care & Social Assistance (which comprises 29.8%), Manufacturing, and Retail Trade comprise nearly 53.8% of the Site PMA labor force. Employment in the Waynesboro Site PMA, as of 2023, was distributed as follows:

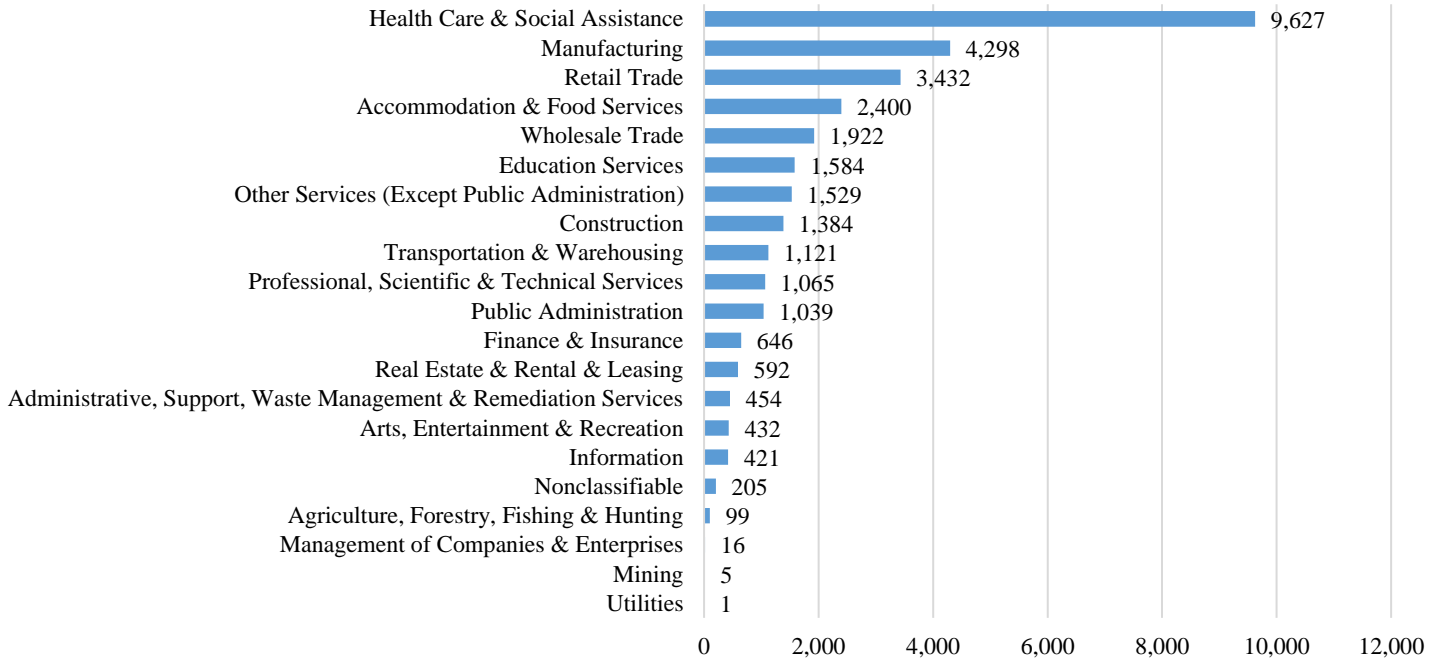
NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	14	0.7%	99	0.3%	7
Mining	1	0.0%	5	0.0%	5
Utilities	1	0.0%	1	0.0%	1
Construction	160	7.8%	1,384	4.3%	9
Manufacturing	85	4.1%	4,298	13.3%	51
Wholesale Trade	45	2.2%	1,922	6.0%	43
Retail Trade	291	14.2%	3,432	10.6%	12
Transportation & Warehousing	59	2.9%	1,121	3.5%	19
Information	43	2.1%	421	1.3%	10
Finance & Insurance	102	5.0%	646	2.0%	6
Real Estate & Rental & Leasing	97	4.7%	592	1.8%	6
Professional, Scientific & Technical Services	134	6.5%	1,065	3.3%	8
Management of Companies & Enterprises	4	0.2%	16	0.0%	4
Administrative, Support, Waste Management & Remediation Services	65	3.2%	454	1.4%	7
Education Services	52	2.5%	1,584	4.9%	30
Health Care & Social Assistance	242	11.8%	9,627	29.8%	40
Arts, Entertainment & Recreation	38	1.9%	432	1.3%	11
Accommodation & Food Services	161	7.8%	2,400	7.4%	15
Other Services (Except Public Administration)	310	15.1%	1,529	4.7%	5
Public Administration	69	3.4%	1,039	3.2%	15
Nonclassifiable	80	3.9%	205	0.6%	3
Total	2,053	100.0%	32,272	100.0%	16

Source: Bowen National Research, ESRI, Census

E.P.E.- Average Employees Per Establishment

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

Total Employment by Industry



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

Typical Wage By Occupation Type		
Occupation Type	MSA	Virginia
Management Occupations	\$69,075	\$93,365
Business And Financial Occupations	\$60,313	\$86,050
Computer And Mathematical Occupations	\$64,137	\$109,597
Architecture And Engineering Occupations	\$58,245	\$98,121
Community And Social Service Occupations	\$46,887	\$50,509
Art, Design, Entertainment, Sports, and Media Occupations	\$39,922	\$53,472
Healthcare Practitioners And Technical Occupations	\$61,055	\$67,928
Healthcare Support Occupations	\$25,688	\$27,725
Protective Service Occupations	\$48,184	\$58,916
Food Preparation And Serving Related Occupations	\$16,889	\$15,832
Building And Grounds Cleaning And Maintenance Occupations	\$26,744	\$24,701
Personal Care And Service Occupations	\$24,683	\$20,810
Sales And Related Occupations	\$36,821	\$34,051
Office And Administrative Support Occupations	\$36,216	\$39,126
Construction And Extraction Occupations	\$36,760	\$43,162
Installation, Maintenance And Repair Occupations	\$48,833	\$52,560
Production Occupations	\$50,448	\$41,817
Transportation Occupations	\$45,338	\$41,502
Material Moving Occupations	\$27,786	\$26,646

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

Many occupational types within the MSA have lower typical wages than the state of Virginia’s typical wages. However, the generally lower wages within the area as compared to the state appear to be conducive to affordable housing alternatives such as that proposed for the subject site.

The ten largest employers within the Waynesboro area are summarized in the following table.

Employer Name	Business Type	Total Employed
Augusta County School Board	Educational Services	1,000+
Augusta Medical Center	Hospitals	1,000+
Target Corp	General Merchandise Retailers	1,000+
Hershey Chocolate of Virg Inc	Food Manufacturing	1,000+
Mckee Foods Corporation	Food Manufacturing	1,000+
Aaf Mcquay Incorporated	Machinery Manufacturing	500 to 999
Hollister Inc	Miscellaneous Manufacturing	500 to 999
Nibco Of Virginia Inc	Fabricated Metal Product Manufacturing	25 to 499
County Of Augusta	Local Government	25 to 499
Augusta Medical Group	Ambulatory Health Care	25 to 499
Total		6,075+

Source: Virginia Works Department of Workforce and Development Advancement 2nd Quarter 2022

According to area economic development representatives, the local Augusta County/Waynesboro economy is stable. The following table summarizes some recent and/or ongoing economic development projects within the Waynesboro area as of the time of this analysis:

Economic Development Activity			
Project Name	Investment	Job Creation	Scope of Work/Details
Amazon Fulfillment Center	N/A	500	A one-million square-foot warehouse opened April 2023. This new facility is expected to create 500 new jobs.
Museum of Natural History Waynesboro campus	\$1.4 Million	N/A	This new tourist destination will be a 28,000 square-foot facility located in Constitution Park at Broad Street and Arch Avenue. Expected to bring in 65,000 annual visitors and create an economic impact of more than \$2 million annually. ECD mid-2026.

N/A- Not Available

WARN (layoff notices):

WARN Notices of large-scale layoffs/closures were reviewed on February 13, 2024 and according to the Virginia Employment Commission there has been no WARN notices reported for Waynesboro over the past 12 months.

2. EMPLOYMENT TRENDS

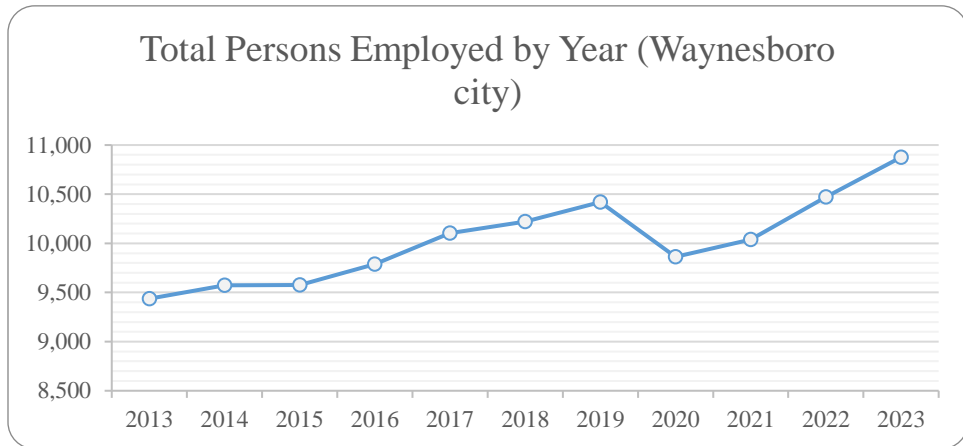
The following tables were generated from the U.S. Department of Labor, Bureau of Labor Statistics and reflect employment trends of the county in which the site is located.

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

Year	Total Employment					
	Waynesboro city		Virginia		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2013	9,437	-	4,002,057	-	144,637,000	-
2014	9,574	1.5%	4,040,908	1.0%	146,305,000	1.2%
2015	9,576	0.0%	4,048,081	0.2%	148,833,000	1.7%
2016	9,788	2.2%	4,084,822	0.9%	151,436,000	1.7%
2017	10,103	3.2%	4,193,290	2.7%	153,337,000	1.3%
2018	10,220	1.2%	4,228,274	0.8%	155,761,000	1.6%
2019	10,420	2.0%	4,292,501	1.5%	157,538,000	1.1%
2020	9,863	-5.3%	4,062,417	-5.4%	147,795,000	-6.2%
2021	10,038	1.8%	4,162,555	2.5%	152,581,000	3.2%
2022	10,472	4.3%	4,308,805	3.5%	158,291,000	3.7%
2023	10,876*	3.9%	4,456,914*	3.4%	161,037,000*	1.7%

Source: Bureau of Labor Statistics

*Through December 2023



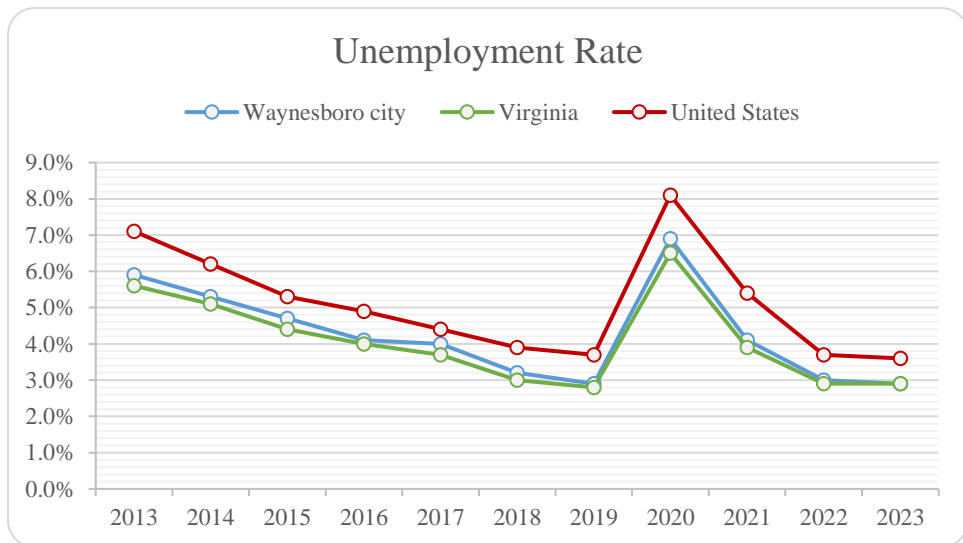
As the preceding illustrates, the Waynesboro employment base has steadily increased each year since 2020. Specifically, the city employment base expanded by 1,013, or 10.3%, between 2020 and December of 2023. This growth rate (10.3%) outpaced the statewide growth rate of 9.7% during this same time period. Also note that the total employment figure reported through December of 2023 for the city of Waynesboro is the highest total reported for any given year over the past decade.

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

Year	Total Unemployment					
	Waynesboro city		Virginia		United States	
	Total Number	Percent of Workforce	Total Number	Percent of Workforce	Total Number	Percent of Workforce
2013	593	5.9%	236,320	5.6%	11,101,000	7.1%
2014	530	5.3%	217,948	5.1%	9,616,000	6.2%
2015	474	4.7%	185,900	4.4%	8,296,000	5.3%
2016	417	4.1%	169,526	4.0%	7,751,000	4.9%
2017	417	4.0%	159,687	3.7%	6,982,000	4.4%
2018	343	3.2%	130,779	3.0%	6,314,000	3.9%
2019	308	2.9%	122,471	2.8%	6,001,000	3.7%
2020	726	6.9%	280,533	6.5%	12,948,000	8.1%
2021	433	4.1%	168,742	3.9%	8,623,000	5.4%
2022	323	3.0%	127,053	2.9%	5,996,000	3.7%
2023	325*	2.9%	131,342*	2.9%	6,080,000*	3.6%

Source: Department of Labor, Bureau of Labor Statistics

*Through December 2023



The annual unemployment rate reported for the city of Waynesboro through December of 2023 (2.9%) is four full percentage points lower than that reported for the city in 2020. This unemployment rate is also identical to the statewide average and nearly one full percentage point lower than the national unemployment rate. Additionally, the 2.9% unemployment rate reported for the city is identical to the pre-pandemic rate reported in 2019.

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

At-Place Employment Waynesboro city			
Year	Employment	Change	Percent Change
2013	9,666	-	-
2014	9,688	22	0.2%
2015	9,769	81	0.8%
2016	9,716	-53	-0.5%
2017	9,655	-61	-0.6%
2018	9,492	-163	-1.7%
2019	9,348	-144	-1.5%
2020	8,913	-435	-4.7%
2021	9,002	89	1.0%
2022	9,269	267	3.0%
2023*	9,585	316	3.4%

Source: Department of Labor, Bureau of Labor Statistics

*Through June

Data for 2022, the most recent year that year-end figures are available, indicates in-place employment in the city of Waynesboro to be 91.5% of the total Waynesboro employment. This means that the city of Waynesboro has a good base of employed persons that both live and work within the city. Also note that similar to total employment, the at-place employment base within the city has steadily increased each year since the impact of the pandemic in 2020.

3. ECONOMIC FORECAST

The Waynesboro economy has experienced consistent improvement each year since the impact of the pandemic in 2020. This is true both in terms of total employment and unemployment rate trends during this time period. Specifically, the total employment base within the city has increased by more than 1,000, or 10.3%, between 2020 and December of 2023. Subsequently, the annual unemployment rate within the city has improved by four full percentage points during this same time period and was just 2.9% through December of 2023. Notably, the employment growth rate (10.3%) reported for the city since 2020 outpaces the statewide growth rate of 9.7% and the Waynesboro unemployment rate of 2.9% is identical to the statewide rate. Based on the preceding factors and additional information contained within this report, we expect the Waynesboro economy will remain strong and continue to show signs of improvement for the foreseeable future.

4. COMMUTING PATTERNS

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

Mode of Transportation	Workers Age 16+	
	Number	Percent
Drove Alone	23,269	80.9%
Carpooled	2,393	8.3%
Public Transit	194	0.7%
Walked	368	1.3%
Motorcycle	46	0.2%
Bicycle	32	0.1%
Other Means	153	0.5%
Worked at Home	2,294	8.0%
Total	28,749	100.0%

Source: Bowen National Research, ESRI

Nearly 81% of all workers drove alone, 8.3% carpooled, and 8.0% worked from home. Less than 1.0% of workers use public transportation.

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

Travel Time	Workers Age 16+	
	Number	Percent
Less Than 15 Minutes	7,605	28.7%
15 – 29 Minutes	10,806	40.8%
30 – 44 Minutes	5,505	20.8%
45 – 59 Minutes	1,342	5.1%
60 + Minutes	1,198	4.5%
Total	26,456	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 30-minute drive to many area employers, which should contribute to its marketability. A drive-time map for the subject site is on the following page.

★ Site

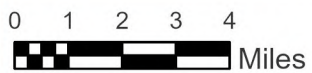
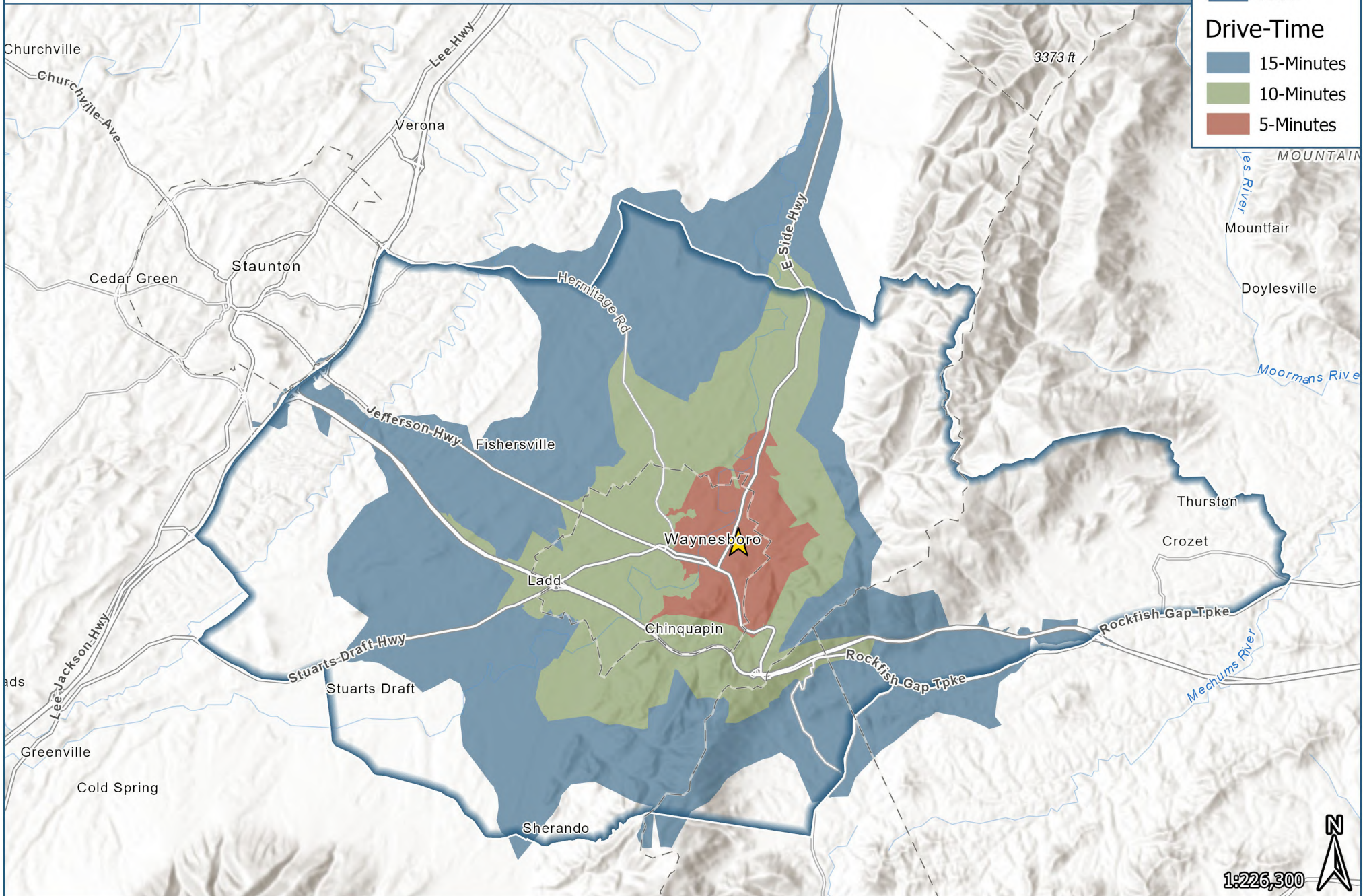
▬ PMA

Drive-Time

15-Minutes

10-Minutes

5-Minutes



V. Rental Housing Analysis (Supply)

A. OVERVIEW OF RENTAL HOUSING

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

Housing Status	2010 (Census)		2024 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	22,691	92.4%	26,743	93.4%
Owner-Occupied	16,082	70.9%	18,843	70.5%
Renter-Occupied	6,609	29.1%	7,900	29.5%
Vacant	1,868	7.6%	1,879	6.6%
Total	24,559	100.0%	28,622	100.0%

Source: 2010 Census, ESRI, Bowen National Research

Of the 28,622 total housing units in the market, 6.6% were vacant. In 2024, it was estimated that homeowners occupied 70.5% of all occupied housing units, while the remaining 29.5% were occupied by renters.

Conventional Non-Subsidized Apartments

We identified and personally surveyed 22 conventional rental housing projects containing a total of 2,393 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 98.7%, a strong rate for rental housing. Each rental housing segment surveyed is summarized in the following table.

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-Rate	15	1,767	17	99.0%
Tax Credit	4	408	14	96.6%
Tax Credit/Government-Subsidized	1	126	0	100.0%
Government-Subsidized	2	92	0	100.0%
Total	22	2,393	31	98.7%

A variety of rental product is offered and was surveyed within the Waynesboro Site PMA, as indicated by the preceding table. As overall occupancy rates of 96.6% or higher are reported for each segment surveyed, it is clear that rental product is in high demand across multiple affordability levels within the Waynesboro market.

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	12	0.7%	0	0.0%	\$831
One-Bedroom	1.0	255	14.4%	3	1.2%	\$1,399
One-Bedroom	1.5	54	3.1%	0	0.0%	\$1,744
Two-Bedroom	1.0	339	19.2%	4	1.2%	\$1,454
Two-Bedroom	1.5	194	11.0%	2	1.0%	\$1,314
Two-Bedroom	2.0	462	26.1%	0	0.0%	\$1,639
Two-Bedroom	2.5	52	2.9%	1	1.9%	\$1,779
Three-Bedroom	1.0	61	3.5%	2	3.3%	\$1,536
Three-Bedroom	1.5	118	6.7%	2	1.7%	\$1,640
Three-Bedroom	2.0	167	9.5%	1	0.6%	\$1,865
Three-Bedroom	2.5	50	2.8%	2	4.0%	\$1,916
Four-Bedroom	2.5	3	0.2%	0	0.0%	\$2,841
Total Market-Rate		1,767	100.0%	17	1.0%	-
Tax Credit, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
Studio	1.0	8	2.0%	2	25.0%	\$730
One-Bedroom	1.0	76	18.6%	10	13.2%	\$785
Two-Bedroom	1.0	129	31.6%	2	1.6%	\$918
Two-Bedroom	1.5	1	0.2%	0	0.0%	\$850
Two-Bedroom	2.0	162	39.7%	0	0.0%	\$1,171
Three-Bedroom	2.0	32	7.8%	0	0.0%	\$1,376
Total Tax Credit		408	100.0%	14	3.4%	-

The market-rate units are 99.0% occupied and the non-subsidized Tax Credit units are 96.6% occupied. It is of note that while the non-subsidized Tax Credit properties surveyed report a lower occupancy rate than market-rate product, more than three-quarters (78.6%) of the vacant non-subsidized Tax Credit units are concentrated at a single property (Fairfax Hall). This property is age-restricted to seniors aged 55 and older which is currently under renovation, thus contributing to the lower occupancy rate. When excluding this property, the remaining non-subsidized Tax Credit units surveyed are 99.2% occupied.

Also note the median gross Tax Credit rents reported in the preceding table as they are positioned well below the median gross rents reported for similar unrestricted market-rate product surveyed. These lower rents are good indications of the value non-subsidized Tax Credit product represents within the Waynesboro 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	2	224	5.8%
1970 to 1979	3	350	1.7%
1980 to 1989	2	154	1.3%
1990 to 1999	2	112	0.0%
2000 to 2009	5	363	2.8%
2010 to 2014	1	42	0.0%
2015	2	706	0.0%
2016	0	0	0.0%
2017	0	0	0.0%
2018	0	0	0.0%
2019	1	144	0.0%
2020	0	0	0.0%
2021	0	0	0.0%
2022	1	80	0.0%
2023	0	0	0.0%
2024*	0	0	0.0%

*As of February

While a variety of non-subsidized rental product is offered within the Waynesboro market in terms of age, the majority of the properties surveyed were built prior to 2010. Thus, there is a limited supply of modern rental product available within the Waynesboro Site PMA. The newness of the subject property is expected to create a competitive advantage and contribute to the subject's rent potential within the Waynesboro market.

We rated each property surveyed on a scale of "A" through "F". All 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	5	866	0.6%
B+	2	92	1.1%
B	3	261	1.5%
B-	4	448	0.9%
C+	1	100	3.0%
Non-Subsidized Tax Credit			
Quality Rating	Projects	Total Units	Vacancy Rate
B+	2	224	0.0%
B	2	184	7.6%

Existing non-subsidized Tax Credit properties surveyed are generally of good overall quality/condition, as indicated by the quality ratings assigned by our analyst and detailed in the preceding table. The subject project is expected to have

a very good to excellent overall quality/condition upon completion which will contribute to its marketability and rent potential within the area.

Government-Subsidized

The unit distribution for the government-subsidized projects (both with and without Tax Credits) surveyed within the Site PMA is summarized as follows.

Subsidized Tax Credit					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
One-Bedroom	1.0	28	22.2%	0	0.0%
Two-Bedroom	1.0	62	49.2%	0	0.0%
Three-Bedroom	1.0	28	22.2%	0	0.0%
Four-Bedroom	2.0	8	6.3%	0	0.0%
Total Subsidized Tax Credit		126	100.0%	0	0.0%
Government-Subsidized					
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant
One-Bedroom	1.0	18	19.6%	0	0.0%
Two-Bedroom	1.0	30	32.6%	0	0.0%
Two-Bedroom	1.5	44	47.8%	0	0.0%
Total Subsidized		92	100.0%	0	0.0%

The subsidized units, both with and without Tax Credits, are 100.0% occupied, demonstrating strong demand for rental product that is affordable to very low-income households. As the subject property is anticipated to operate with a project-based subsidy available to a portion of the units, as well as with some units targeting up to 30% and 50% of Area Median Household Income (AMHI), it will be able to accommodate some very low-income households within the Waynesboro market. This is expected to enhance marketability of the subject property.

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

Tax Credit Property Disclosure: In addition to the five Tax Credit properties surveyed, we are aware of three other properties within the Waynesboro Site PMA that also operate and/or were allocated under the Tax Credit program. These properties include Crozet Meadows, Montague Terrace Apartments, and Waterford Village Apartments. Despite numerous attempts, both in-person and via telephone, we were unable to survey these properties at the time of this analysis. Therefore, these properties have been excluded from our survey/analysis. Two of these properties (Montague Terrace Apartments and Waterford Village Apartments), however, offer non-subsidized general-occupancy (family) Tax Credit units and therefore are likely to have at least some competitive overlap with the subject property. While these properties were unable to be surveyed, they have been considered in our market penetration rate calculation included in Section VII.

B. SURVEY OF COMPARABLE/COMPETITIVE PROPERTIES

The proposed subject property will offer one- through three-bedroom units targeting general-occupancy (family) households earning up to 30%, 50%, and 80% of Area Median Household Income (AMHI) under the Low-Income Housing Tax Credit (LIHTC) program. Within the Waynesboro Site PMA, we identified and surveyed two non-subsidized general-occupancy Tax Credit properties which are expected to at least partially compete with the subject property. While these properties offer two- and three-bedroom units similar to those proposed for the subject property, they do not offer one-bedroom units. As such, we have also included one age-restricted (senior) LIHTC property which was just recently added to the Waynesboro Site PMA in 2022. While we recognize this property will not be directly competitive with the subject project due to its targeted tenant population, it will provide a good additional base of comparison for the subject property.

In addition to the three comparable LIHTC properties surveyed within the Waynesboro Site PMA, we have also considered/included two additional non-subsidized general-occupancy LIHTC properties from outside the Waynesboro Site PMA. These two properties are both located in nearby Staunton, Virginia and will also provide a good additional base of comparison for the subject property. These properties, however, are not expected to be directly competitive with the subject property given their geographic location outside the Waynesboro Site PMA.

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

Map I.D.	Project Name	Year Built/Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Rosenwald Pointe	2026	53	-	-	-	Families; 30%, 50% & 80% AMHI & Subsidy
8	Gateway Senior	2022	80	100.0%	9.2 Miles	65 HH	Seniors 55+; 60% AMHI
13	Mountain Laurel Manor I, II, & III	2019	144	100.0%	10.5 Miles	150 HH	Families; 40%, 50%, & 60% AMHI
15	Mountain View Apts.	1973 / 2013	130	97.7%	2.1 Miles	None	Families; 50% & 60% AMHI
902	Frontier Ridge Apts.	2005	100	100.0%	14.6 Miles	20 HH	Families; 50% AMHI
903	Springhill Village Apts.	1971 / 2019	108	100.0%	17.2 Miles	200 HH	Families; 60% AMHI

900 Series Map IDs are located outside the Site PMA
 OCC. - Occupancy

The five LIHTC projects have a combined occupancy rate of 99.5%, which is reflective of just three vacant units at the Mountain View Apartments, the oldest of the three comparable LIHTC properties surveyed in the Waynesboro Site PMA. Also note that all four properties which are 100.0% occupied maintain waiting lists which range from 20 to 200 households. These are clear indications

of significant pent-up demand for non-subsidized LIHTC product in the Waynesboro area. The subject project is expected to help alleviate a portion of this pent-up demand.

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

Map I.D.	Project Name	Total Units	Number of Vouchers	Share of Vouchers
8*	Gateway Senior	80	30	37.5%
13	Mountain Laurel Manor I, II, & III	144	NA	-
15	Mountain View Apts.	130	NA	-
902	Frontier Ridge Apts.	100	NA	-
903	Springhill Village Apts.	108	20	18.5%
Total		188	50	26.6%

900 Series Map IDs are located outside the Site PMA
 NA – Number not available (units not included in total)
 *Age-restricted

There are a total of approximately 50 voucher holders residing at the comparable properties for which this information was available. This comprises 26.6% of the 188 total non-subsidized LIHTC units available among these properties. This is considered a relatively typical share of voucher support but also indicates that the gross rents reported for these properties are achievable within the area as nearly three-quarters (73.4%) of the units offered among these properties are currently occupied by non-voucher holders.

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	Rosenwald Pointe	-	\$473/30% (7)** \$1,153/80% (3)	\$566/30% (4) \$566/30% (1)** \$946/50% (9) \$1,341/80% (18)	\$655/30% (2) \$1,090/50% (4) \$1,520/80% (5)	-
8*	Gateway Senior	-	\$1,000/60% (30/0)	\$1,203/60% (50/0)	-	None
13	Mountain Laurel Manor I, II, & III	-	-	\$801/40% (28/0) \$990/50% (52/0) \$1,171/60% (32/0)	\$1,376/60% (32/0)	None
15	Mountain View Apts.	\$547/60% (1/1)	-	\$729/50% (64/1) \$918/60% (65/1)	-	None
902	Frontier Ridge Apts.	-	-	\$1,086/50% (50/0)	\$1,261/50% (50/0)	None
903	Springhill Village Apts.	-	\$761/60% (24/0)	\$840/60% (66/0)	\$912/60% (18/0)	None

*Age-restricted

**Units anticipated to operate with project-based subsidy, tenants to pay up to 30% of income towards rent.

The subject’s proposed gross rents at the lower 30% and 50% AMHI levels are competitive with those reported for similar unit types among the comparable properties. The proposed gross rents at the 80% AMHI level will be the highest LIHTC rents in the region, though this is to be expected given the higher AMHI level targeted as compared to those currently targeted among the existing comparable LIHTC properties which only offer units up to 60% of AMHI. The subject’s 80% AMHI rent levels are considered marketable within the Waynesboro Site PMA, relative to those at the lower 60% AMHI level among the comparable properties. It is also important to note the depth of support for these unit types within the Waynesboro market as indicated by the demand estimates (capture rate) included in Section VII and the value the subject’s 80% AMHI rents will represent relative to traditional market-rate product in the area (Section VI). Nonetheless, as this unit type is untested within the Waynesboro market, it is expected that the subject units at 80% of AMHI will experience the slowest absorption of the proposed unit types.

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	Rosenwald Pointe	-	661-706	866-868	1,095-1,164
8*	Gateway Senior	-	692	990	-
13	Mountain Laurel Manor I, II, & III	-	-	919	1,153 - 1,159
15	Mountain View Apts.	500	-	750	-
902	Frontier Ridge Apts.	-	-	959	1,234
903	Springhill Village Apts.	-	638	823	950

900 Series Map IDs are located outside the Site PMA

*Age-restricted

Map I.D.	Project Name	Number of Baths			
		Studio	One-Br.	Two-Br.	Three-Br.
Site	Rosenwald Pointe	-	1.0	1.0	2.0
8*	Gateway Senior	-	1.0	2.0	-
13	Mountain Laurel Manor I, II, & III	-	-	2.0	2.0
15	Mountain View Apts.	1.0	-	1.0	-
902	Frontier Ridge Apts.	-	-	2.0	2.0
903	Springhill Village Apts.	-	1.0	1.0	1.5

900 Series Map IDs are located outside the Site PMA

*Age-restricted

The proposed development will be competitive with the existing LIHTC projects in the market and surrounding region based on unit size (square footage) and the number of baths offered.

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

Tax Credit Unit Amenities by Map ID							
	Site*	8 ♦	13	15	902	903	
Appliances	Dishwasher	X	X	X	X	X	X
	Disposal	X		X		X	
	Microwave	X			X		
	Range	X	X	X	X	X	X
	Refrigerator	X	X	X	X	X	X
	W/D Hookup	X	X	X	X	X	
	W/D		X		X		
	No Appliances						
Unit Amenities	AC-Central	X	X	X	X	X	X
	AC-Other						
	Balcony/ Patio/ Sunroom						
	Basement						
	Ceiling Fan	X		X		X	X
	Controlled Access	X	X				
	E-Call System						
	Furnished						
	Walk-In Closet			X			
	Window Treatments	X	X	X	X	X	X
Flooring	Carpet		X	X		X	X
	Ceramic Tile						
	Hardwood						
	Finished Concrete						
	Composite/Vinyl/Laminate	X	X	X	X	X	X
Upgraded	Premium Appliances				X		
	Premium Countertops				X		
	Premium Cabinetry						
	Premium Fixtures						
	High/Vaulted Ceilings						
	Oversized Windows						
Parking	Attached Garage						
	Detached Garage						
	Street Parking						
	Surface Lot	X	X	X	X	X	X
	Carport						
	Property Parking Garage						
	No Provided Parking						

♦ - Senior Property

* Proposed Site(s): Rosenwald Pointe

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*	8 ♦	13	15	902	903
	Bike Racks / Storage	X				X
	Computer/Business Center	X			X	X
	Car Care **					
	Community Garden					
Community	Multipurpose Room	X	X	X	X	X
	Chapel					
	Community Kitchen			X	X	X
	Dining Room - Private					
	Dining Room - Public					
	Rooftop Terrace					
	Concierge Service **					
	Convenience Amenities **		X	X		
	Covered Outdoor Area **					
	Elevator	X	X	X		
	Laundry Room	X		X	X	X
	On-Site Management	X	X	X	X	X
	Pet Care **				X	X
	Recreation	Basketball				
Bocce Ball						
Firepit						
Fitness Center		X	X		X	X
Grilling Area					X	X
Game Room - Billiards						
Walking Path						
Hot Tub						
Library						
Media Room / Theater			X			
Playground		X			X	X
Putting Green						
Racquetball						
Shuffleboard						
Swimming Pool - Indoor						
Swimming Pool - Outdoor					X	X
Tennis						
Volleyball						
Security	CCTV	X	X	X	X	X
	Courtesy Officer					
	Security Gate					
	Social Services **		X	X		
	Storage - Extra				X	X
	Common Space WiFi	X		X		X

♦ - Senior Property

* Proposed Site(s): Rosenwald Pointe

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

** Details in Comparable Property Profile Report

The amenity package proposed for the subject project will be competitive with those offered among the comparable properties, both in terms of unit and project amenities. The subject property does not appear to lack any key amenities that would adversely impact its overall marketability.

Comparable/Competitive Tax Credit Summary

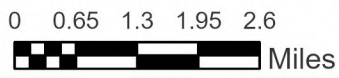
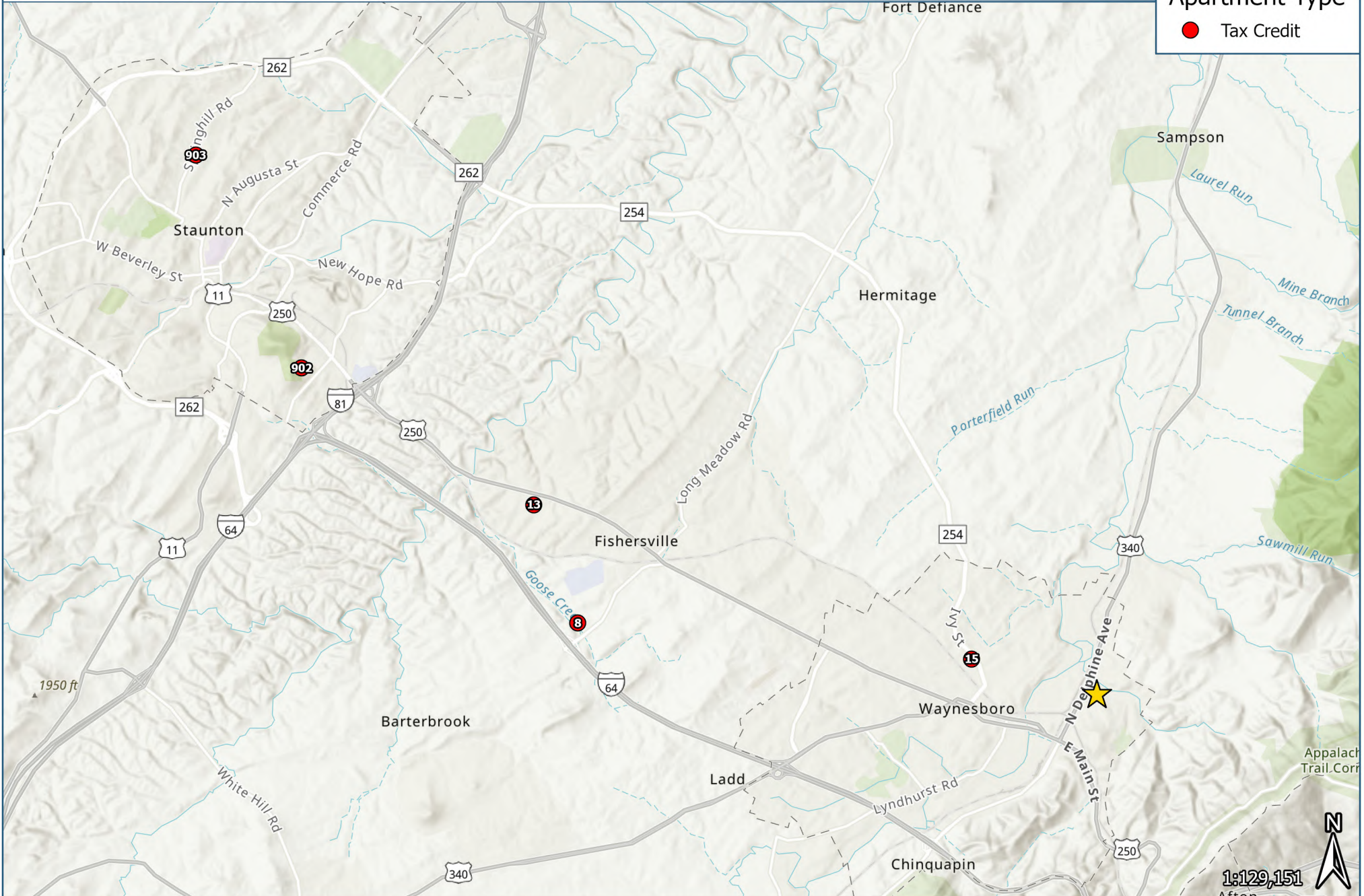
A total of five comparable LIHTC properties were surveyed at the time of this analysis, three of which are located within the Waynesboro Site PMA. These five properties report an overall occupancy rate of 99.5% and four of the five are 100.0% occupied with waiting lists maintained for their next available units. The subject property will help alleviate a portion of this pent-up demand and fill a void in the local LIHTC market with the inclusion of some units at 30% and 80% of AMHI which are not currently available among the comparable properties. The subject's proposed gross rents are marketable and will be competitive within the Waynesboro area. The subject property will also be very competitive in terms of overall design and amenities offered.

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

★ Site

Apartment Type

● Tax Credit



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

1:129,151

C. PLANNED MULTIFAMILY DEVELOPMENT

Based on interviews with local planning/building representatives who responded to our inquiries, it was determined there are two additional rental projects currently in the development pipeline within the Site PMA. The known details of these projects are summarized in the following table:

Project Name & Address	Property Type	Units	Developer	Status/Details
Overlook Ridge Just south of 28 Montague Court Stuarts Draft	Tax Credit and Subsidized	50	Jen Surber	Under Construction: General-occupancy; allocated Tax Credits in 2023; two- and three-bedroom units to be offered at 30%, 50%, 60%, and 80% of AMHI; 10 units to operate with project-based subsidy. ECD late 2024.
TBD 150 P. Buckley Moss Drive Waynesboro	Market-Rate	252	Thomas Builders of Virginia	Planned: In September 2023 council approved a conditional use permit; Preliminary site plan shows five buildings, each four to five stories high; Plans include one-, two-, and three-bedroom units ranging from 1,300 to 1,800 square feet; Apartments will feature a clubhouse and swimming pool; Construction is to start six to nine months after council’s approval.

ECD- Estimated completion date
TBD – To Be Determined

As the preceding illustrates, one of the two projects currently in the development pipeline is expected to operate under the Tax Credit program with unit types similar to some of those proposed for the subject property. Thus, this property (Overlook Ridge) is likely to have some competitive overlap with the subject project and has been considered in our demand estimates later in this report.

D. ANTICIPATED IMPACT ON EXISTING TAX CREDIT PROPERTIES

The anticipated occupancy rates of the existing directly comparable *general-occupancy* Tax Credit developments within the Waynesboro Site PMA during the first year of occupancy for the subject project are as follows:

Map I.D.	Project	Current Occupancy Rate	Anticipated Occupancy Rate Through 2026
13	Mountain Laurel Manor I, II, & III	100.0%	95.0% +
15	Mountain View Apts.	97.7%	95.0% +

As indicated throughout this section and again detailed in the preceding table, the two existing comparable general-occupancy LIHTC properties surveyed in the Waynesboro Site PMA are 97.7% occupied or higher. Further, the Mountain Laurel Manor I, II, & III property maintains a waiting list of 150 households for their next available unit. Considering the strong occupancy rates and pent-up demand, we do not anticipate the development of the subject property will have any adverse impact on future occupancy rates among existing comparable LIHTC properties in this market. This is particularly true when considering the subject property will offer some units at 30% and 80% of AMHI, income levels not served by existing comparable LIHTC properties in the market. This will

effectively limit the subject’s competitive overlap with existing LIHTC properties in the Waynesboro area.

E. BUY VERSUS RENT ANALYSIS

According to ESRI, the median home value in the Site PMA was \$295,087. At an estimated interest rate of 7.2% and a 30-year term (and 95% LTV), the monthly mortgage for a \$295,087 home is \$2,367, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price – ESRI	\$295,087
Mortgaged Value = 95% Of Median Home Price	\$280,333
Interest Rate – MortgageNewsDaily.Com	7.15%
Term	30
Monthly Principal & Interest	\$1,893
Estimated Taxes and Insurance*	\$473
Estimated Monthly Mortgage Payment:	\$2,367

* Estimated at 25% of principal and interest.

In comparison, the collected Tax Credit rents for the subject property range from \$370 to \$1,315 per month. Therefore, the cost of a monthly mortgage for a typical home in the area is at least \$1,052 more than the cost of renting at the subject property. Considering the significantly higher cost of homeownership, we do not anticipate any competitive impact on or from the homebuyer market.

VI. Achievable Market Rent Analysis

A. INTRODUCTION

We identified three market-rate properties within and near the Waynesboro 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 three selected properties include the following:

Map I.D.	Project Name	Year Built	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)		
					One-Br.	Two-Br.	Three-Br.
Site	Rosenwald Pointe	2026	53	-	10 (-)	32 (-)	11 (-)
2	Apartments at Goose Creek	2015	352	100.0%	109 (100.0%)	189 (100.0%)	54 (100.0%)
22	Windigrove Apts.	2015	354	100.0%	114 (100.0%)	190 (100.0%)	50 (100.0%)
901	Big Sky Apts. II	2017	114	100.0%	22 (100.0%)	60 (100.0%)	32 (100.0%)

Occ. – Occupancy

The three selected market-rate projects have a combined total of 820 units with an overall occupancy rate of 100.0%. These strong occupancy rates demonstrate that the selected properties are well-received within the market and surrounding region and will serve as accurate benchmarks with which to compare the subject property.

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.



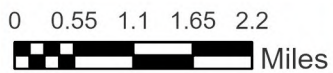
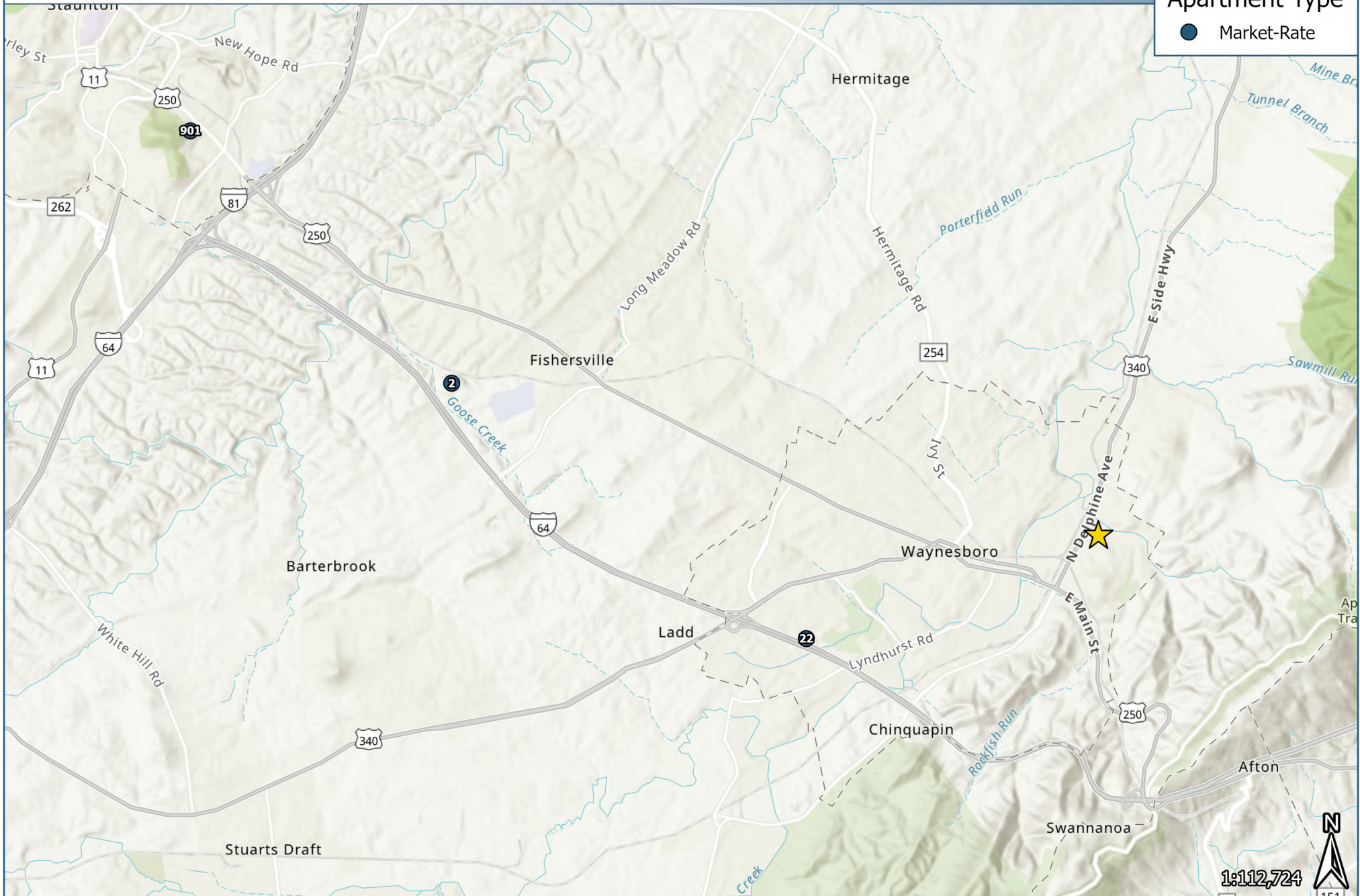
Comparable Market-Rate Property Locations

Waynesboro, VA

★ Site

Apartment Type

● Market-Rate



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

Rent Comparability Grid

Unit Type → **ONE-BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Rosenwald Pointe		Apartments at Goose Creek		Windigrove Apts.		Big Sky Apts. II					
1000 B Street		80 Goose Pointe Ln		357 Windigrove Dr		106 Community Way					
Waynesboro, VA		Fishersville, VA		Waynesboro, VA		Staunton, VA					
A.	Rents Charged	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$1,400		\$1,255		\$1,235					
2	Date Surveyed	Feb-24		Feb-24		Feb-24					
3	Rent Concessions	None		None		None					
4	Occupancy for Unit Type	100%		100%		100%					
5	Effective Rent & Rent/ sq. ft	\$1,400	1.83	\$1,255	1.37	\$1,235	1.30				
B.	Design, Location, Condition	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	WU/3&EE/4	EE/3,4	WU/2,3		WU/2,3					
7	Yr. Built/Yr. Renovated	2026	2015 \$11	2015 \$11		2017 \$9					
8	Condition/Street Appeal	E	E	E		E					
9	Neighborhood	G	G	G		G					
10	Same Market?		Yes	Yes		No					
C.	Unit Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	1	1	1		1					
12	# Baths	1	1	1		1					
13	Unit Interior Sq. Ft.	684	764 (\$30)	918 (\$86)		949 (\$98)					
14	Patio/Balcony/Sunroom	N	Y (\$5)	N		Y (\$5)					
15	AC: Central/Wall	C	C	C		C					
16	Range/Refrigerator	R/F	R/F	R/F		R/F					
17	Microwave/Dishwasher	Y/Y	Y/Y	Y/Y		Y/Y					
18	Washer/Dryer	HU/L	W/D (\$25)	W/D (\$25)		W/D (\$25)					
19	Floor Coverings	V	C/T/V	C/V		C/V					
20	Window Treatments	Y	Y	Y		Y					
21	Secured Entry	Y	Y	N \$3		N \$3					
22	Garbage Disposal	Y	Y	Y		Y					
23	Ceiling Fan/Storage	Y/N	Y/N	Y/Y (\$5)		Y/N					
D.	Site Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0	LOT/\$0	LOT/\$0		LOT/\$0					
25	On-Site Management	Y	Y	Y		Y					
26	Security Features	Y	Y	Y		N \$5					
27	Community Space	Y	Y	Y		Y					
28	Pool/Recreation Areas	F	Y/E/GR/WT/M (\$19)	P/F/GR (\$13)		P/F (\$10)					
29	Business/Computer Center	Y	Y	N \$3		N \$3					
30	Grilling Area	N	Y (\$3)	Y (\$3)		Y (\$3)					
31	Playground	Y	N \$3	Y		Y					
32	Cable/Internet Svcs. Included	N/N	Y/Y (\$65)	N/N		N/N					
E.	Utilities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E	N/E	N/E		N/E					
34	Cooling (in rent?/ type)	N/E	N/E	N/E		N/E					
35	Cooking (in rent?/ type)	N/E	N/E	N/E		N/E					
36	Hot Water (in rent?/ type)	N/E	N/E	N/E		N/E					
37	Other Electric	N	N	N		N					
38	Cold Water/Sewer	N/N	N/N	N/N		N/N					
39	Trash/Recycling	N/N	Y/N (\$15)	Y/N (\$15)		Y/N (\$15)					
F.	Adjustments Recap	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D		2 6	3 5		4 5					
41	Sum Adjustments B to D		\$14 (\$147)	\$17 (\$132)		\$20 (\$141)					
42	Sum Utility Adjustments		(\$15)	(\$15)		(\$15)					
			Net Gross	Net Gross		Net Gross		Net Gross	Net Gross	Net Gross	
43	Net/ Gross Adjmts B to E		(\$148) \$176	(\$130) \$164		(\$136) \$176					
G.	Adjusted & Market Rents	Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)		\$1,252	\$1,125		\$1,099					
45	Adj Rent/Last rent		89%	90%		89%					
46	Estimated Market Rent	\$1,150	\$1.68 ←	Estimated Market Rent/ Sq. Ft							

Rent Comparability Grid

Unit Type → **TWO-BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Rosenwald Pointe		Apartments at Goose Creek		Windigrove Apts.		Big Sky Apts. II					
1000 B Street		80 Goose Pointe Ln		357 Windigrove Dr		106 Community Way					
Waynesboro, VA		Fishersville, VA		Waynesboro, VA		Staunton, VA					
A.	Rents Charged	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$1,500		\$1,410		\$1,395					
2	Date Surveyed	Feb-24		Feb-24		Feb-24					
3	Rent Concessions	None		None		None					
4	Occupancy for Unit Type	100%		100%		100%					
5	Effective Rent & Rent/ sq. ft	\$1,500	1.37	\$1,410	1.11	\$1,395	1.14				
B.	Design, Location, Condition	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	WU/3&EE/4	EE/3,4	WU/2,3		WU/2,3					
7	Yr. Built/Yr. Renovated	2026	2015 \$11	2015 \$11		2017 \$9					
8	Condition/Street Appeal	E	E	E		E					
9	Neighborhood	G	G	G		G					
10	Same Market?		Yes	Yes		No					
C.	Unit Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	2	2	2		2					
12	# Baths	1	2 (\$30)	2 (\$30)		2 (\$30)					
13	Unit Interior Sq. Ft.	867	1092 (\$68)	1267 (\$120)		1220 (\$106)					
14	Patio/Balcony/Sunroom	N	Y (\$5)	N		Y (\$5)					
15	AC: Central/Wall	C	C	C		C					
16	Range/Refrigerator	R/F	R/F	R/F		R/F					
17	Microwave/Dishwasher	Y/Y	Y/Y	Y/Y		Y/Y					
18	Washer/Dryer	HU/L	W/D (\$25)	W/D (\$25)		W/D (\$25)					
19	Floor Coverings	V	C/T/V	C/V		C/V					
20	Window Treatments	Y	Y	Y		Y					
21	Secured Entry	Y	Y	N \$3		N \$3					
22	Garbage Disposal	Y	Y	Y		Y					
23	Ceiling Fan/Storage	Y/N	Y/N	Y/Y (\$5)		Y/N					
D.	Site Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0	LOT/\$0	LOT/\$0		LOT/\$0					
25	On-Site Management	Y	Y	Y		Y					
26	Security Features	Y	Y	Y		N \$5					
27	Community Space	Y	Y	Y		Y					
28	Pool/Recreation Areas	F	Y/F/GR/WT/M (\$19)	P/F/GR (\$13)		P/F (\$10)					
29	Business/Computer Center	Y	Y	N \$3		N \$3					
30	Grilling Area	N	Y (\$3)	Y (\$3)		Y (\$3)					
31	Playground	Y	N \$3	Y		Y					
32	Cable/Internet Svcs. Included	N/N	Y/Y (\$65)	N/N		N/N					
E.	Utilities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E	N/E	N/E		N/E					
34	Cooling (in rent?/ type)	N/E	N/E	N/E		N/E					
35	Cooking (in rent?/ type)	N/E	N/E	N/E		N/E					
36	Hot Water (in rent?/ type)	N/E	N/E	N/E		N/E					
37	Other Electric	N	N	N		N					
38	Cold Water/Sewer	N/N	N/N	N/N		N/N					
39	Trash/Recycling	N/N	Y/N (\$15)	Y/N (\$15)		Y/N (\$15)					
F.	Adjustments Recap	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D		2 7	3 6		4 6					
41	Sum Adjustments B to D		\$14 (\$215)	\$17 (\$196)		\$20 (\$179)					
42	Sum Utility Adjustments		(\$15)	(\$15)		(\$15)					
			Net Gross	Net Gross		Net Gross		Net Gross		Net Gross	
43	Net/ Gross Adjmts B to E		(\$216) \$244	(\$194) \$228		(\$174) \$214					
G.	Adjusted & Market Rents	Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)		\$1,284	\$1,216		\$1,221					
45	Adj Rent/Last rent		86%	86%		88%					
46	Estimated Market Rent	\$1,230	\$1.42 ←	Estimated Market Rent/ Sq. Ft							

Rent Comparability Grid

Unit Type → **THREE-BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Rosenwald Pointe		Apartments at Goose Creek		Windigrove Apts.		Big Sky Apts. II					
1000 B Street		80 Goose Pointe Ln		357 Windigrove Dr		106 Community Way					
Waynesboro, VA		Fishersville, VA		Waynesboro, VA		Staunton, VA					
A.	Rents Charged	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$1,700		\$1,575		\$1,625					
2	Date Surveyed	Feb-24		Feb-24		Feb-24					
3	Rent Concessions	None		None		None					
4	Occupancy for Unit Type	100%		100%		100%					
5	Effective Rent & Rent/ sq. ft	\$1,700	1.25	\$1,575	1.09	\$1,625	1.09				
B.	Design, Location, Condition	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	WU/3&EE/4	EE/3,4	WU/2,3		WU/2,3					
7	Yr. Built/Yr. Renovated	2026	2015 \$11	2015 \$11		2017 \$9					
8	Condition/Street Appeal	E	E	E		E					
9	Neighborhood	G	G	G		G					
10	Same Market?		Yes	Yes		No					
C.	Unit Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	3	3	3		3					
12	# Baths	2	2	2		2					
13	Unit Interior Sq. Ft.	1130	1357 (\$65)	1450 (\$91)		1492 (\$103)					
14	Patio/Balcony/Sunroom	N	Y (\$5)	N		Y (\$5)					
15	AC: Central/Wall	C	C	C		C					
16	Range/Refrigerator	R/F	R/F	R/F		R/F					
17	Microwave/Dishwasher	Y/Y	Y/Y	Y/Y		Y/Y					
18	Washer/Dryer	HU/L	W/D (\$25)	W/D (\$25)		W/D (\$25)					
19	Floor Coverings	V	C/T/V	C/V		C/V					
20	Window Treatments	Y	Y	Y		Y					
21	Secured Entry	Y	Y	N \$3		N \$3					
22	Garbage Disposal	Y	Y	Y		Y					
23	Ceiling Fan/Storage	Y/N	Y/N	Y/Y (\$5)		Y/N					
D.	Site Equipment/ Amenities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	LOT/\$0	LOT/\$0	LOT/\$0		LOT/\$0					
25	On-Site Management	Y	Y	Y		Y					
26	Security Features	Y	Y	Y		N \$5					
27	Community Space	Y	Y	Y		Y					
28	Pool/Recreation Areas	F	Y/E/GR/WT/M (\$19)	P/F/GR (\$13)		P/F (\$10)					
29	Business/Computer Center	Y	Y	N \$3		N \$3					
30	Grilling Area	N	Y (\$3)	Y (\$3)		Y (\$3)					
31	Playground	Y	N \$3	Y		Y					
32	Cable/Internet Svcs. Included	N/N	Y/Y (\$65)	N/N		N/N					
E.	Utilities	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E	N/E	N/E		N/E					
34	Cooling (in rent?/ type)	N/E	N/E	N/E		N/E					
35	Cooking (in rent?/ type)	N/E	N/E	N/E		N/E					
36	Hot Water (in rent?/ type)	N/E	N/E	N/E		N/E					
37	Other Electric	N	N	N		N					
38	Cold Water/Sewer	N/N	N/N	N/N		N/N					
39	Trash/Recycling	N/N	Y/N (\$15)	Y/N (\$15)		Y/N (\$15)					
F.	Adjustments Recap	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D		2 6	3 5		4 5					
41	Sum Adjustments B to D		\$14 (\$182)	\$17 (\$137)		\$20 (\$146)					
42	Sum Utility Adjustments		(\$15)	(\$15)		(\$15)					
			Net Gross	Net Gross		Net Gross		Net Gross		Net Gross	
43	Net/ Gross Adjmts B to E		(\$183) \$211	(\$135) \$169		(\$141) \$181					
G.	Adjusted & Market Rents	Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)		\$1,517	\$1,440		\$1,484					
45	Adj Rent/Last rent		89%	91%		91%					
46	Estimated Market Rent	\$1,465	\$1.30 ←	Estimated Market Rent/ Sq. Ft							

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

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

Bedroom Type	% AMHI	Proposed Collected Rent	Achievable Market Rent*	Market Rent Advantage
One-Br.	30%	\$370	\$1,150	67.8%
One-Br.	80%	\$1,050	\$1,150	8.7%
Two-Br.	30%	\$420	\$1,230	65.9%
Two-Br.	50%	\$800	\$1,230	35.0%
Two-Br.	80%	\$1,195	\$1,230	2.8%
Three-Br.	30%	\$450	\$1,465	69.3%
Three-Br.	50%	\$885	\$1,465	39.6%
Three-Br.	80%	\$1,315	\$1,465	10.2%

*Based on average unit square footage

Typically, Tax Credit rents for units targeting households earning up to 50% of AMHI are set 20% or more below achievable market rents to ensure that the project will represent an appropriate value and have a sufficient flow of tenants. While units targeting higher income levels such as the subject units at 80% of AMHI do not typically need to represent large market rent advantages, it is often recommended that rents for such units represent around a 5% market rent advantage in most markets though slightly lower rent advantages are sometimes acceptable. As such, the subject rents are expected to be perceived as moderate to good values within the Waynesboro market as they represent market rent advantages ranging from 2.8% to 69.3%.

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. When multiple rent levels were offered, we included an average rent.

7. The subject property is expected to be complete in 2026. In comparison, the selected market-rate properties were built between 2015 and 2017. We have adjusted the rents at the selected properties by \$1 per year of age difference to reflect the age of these properties.
12. The selected properties all offer two full bathrooms within their two-bedroom units, as compared to the subject property which will include one bathroom within these unit types. We have made adjustments of \$15 per half bathroom to reflect the difference in the number of bathrooms offered at the site as compared with the comparable properties.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar for dollar basis, we have used 25% of the average for this adjustment.
- 14.- 23. The proposed subject project will offer a unit amenity package which is generally inferior to those offered among the selected market-rate properties. We have made, however, adjustments for features lacking at the subject property, and in some cases, we have made adjustments for features the selected properties do not offer.
- 24.-32. The proposed project offers a project amenities package that is also generally inferior to those offered among the comparable market-rate properties. We have made monetary adjustments to reflect the difference between the proposed project and the selected properties' project amenities.
- 33.-39. We have made adjustments to reflect the differences in utility responsibility at each selected property. The utility adjustments were based on the local housing authority's utility cost estimates.

VII. Capture Rate Analysis

A. DETERMINATION OF INCOME ELIGIBILITY

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

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

The subject site is within the Staunton-Waynesboro, Virginia Metropolitan Statistical Area (MSA), which has a median four-person household income of \$92,800 for 2023. The subject property will be restricted to households with incomes of up to 30%, 50%, and 80% of AMHI. The following table summarizes the maximum allowable income by household size and targeted AMHI level.

Household Size	Targeted AMHI Maximum Allowable Income		
	30%	50%	80%
One-Person	\$17,730	\$29,550	\$47,280
Two-Person	\$20,250	\$33,750	\$54,000
Three-Person	\$22,770	\$37,950	\$60,720
Four-Person	\$25,290	\$42,150	\$67,440
Five-Person	\$27,330	\$45,550	\$72,880

1. Maximum Income Limits

The largest proposed units (three-bedroom) at the subject site are expected to house up to five-person households. As such, the maximum allowable income at the subject site is **\$72,880**.

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.

As indicated throughout this report, the subject property is anticipated to operate with a project-based subsidy available to a portion of the subject property. The availability of this subsidy will allow the property to accommodate households earning as little as **\$0**.

The proposed *non-subsidized* LIHTC units will have a lowest gross rent of \$569. Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$6,828. Applying a 35% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement of **\$19,509** for the subject’s non-subsidized units.

In the event the property does not operate with a project-based subsidy and all units had to operate exclusively under the LIHTC guidelines, the lowest gross rent would be \$474. This would result in a minimum annual household income requirement of \$16,251 in this scenario, based on the preceding methodology.

3. Income-Appropriate Range

Based on the preceding analyses, the income-appropriate range required to live at the proposed project with units built to serve households at 30%, 50% and 80% of AMHI, with and without the presence of a project-based subsidy, is as follows:

Unit Type	Income Range	
	Minimum	Maximum
Tax Credit w/Subsidy (Limited to 30% AMHI)	\$0	\$22,770
Tax Credit Only (Limited to 30% AMHI)	\$16,217	\$27,330
Tax Credit Only (Limited to 50% AMHI)	\$32,434	\$45,550
Tax Credit Only (Limited to 80% AMHI)	\$39,531	\$72,880
Overall Tax Credit w/Subsidy*	\$0	\$72,880
Overall Tax Credit Only*	\$16,217	\$72,880

*Excludes the \$27,331 to \$32,433 income band due to gap in affordability between 30% and 50% AMHI levels.

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:

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 all subject units 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), 40.9% of renter households within the market are considered to be rent overburdened.

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

Based on the American Community Survey (ACS) 5-Year Estimates (Table B25016), approximately 3.8% of all renters within the market are living in substandard housing. Considering the targeted low-income tenant base, this estimate is considered appropriate for the area.

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

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 CALUCLATIONS

As stated in *Section V* of this report, we surveyed two *directly* comparable Tax Credit projects within the Site PMA. These properties contain just one (1) vacancy among the directly comparable unit types (similar bedroom type and targeted income level), which has been accounted for in our demand analysis. In addition, there is one general-occupancy LIHTC property currently under construction and planned for the area which will offer some units that will be directly competitive with some of those proposed for the subject property. The directly competitive units planned for this property have also been considered in our demand estimates. The following table summarizes the *directly competitive* vacant/planned general-occupancy units in the Waynesboro Site PMA.

Project Name	Competitive Vacant Units			Overall
	30% AMHI	50% AMHI	80% AMHI	
Mountain View Apts.	-	1 (two-br.)	-	1
Overlook Ridge (Planned)	5 (two-br.)	21 (two-br.)*	18 (three-br.)	44

*Ten of these units will operate with project-based subsidy

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

The following is a summary of our demand calculations assuming the project operates *with* a project-based subsidy available to some units:

Demand Component	LIHTC w/Subsidy			
	30% AMHI (\$0-\$27,330)	50% AMHI (\$32,434-\$45,550)	80% AMHI (\$39,531-\$72,880)	Overall (\$0-\$72,880)
Demand from New Rental Households (Income-Appropriate)	3,099 - 3,185 = -86	997 - 1,035 = -38	1,395 - 1,423 = -28	5,155 - 5,293 = -138
+				
Demand from Existing Households (Rent Overburdened)	3,185 x 40.9% = 1,302	1,035 x 40.9% = 423	1,423 x 40.9% = 582	5,293 x 40.9% = 2,164
+				
Demand from Existing Households (Renters in Substandard Housing)	3,185 x 3.8% = 121	1,035 x 3.8% = 39	1,423 x 3.8% = 54	5,293 x 3.8% = 201
+				
Demand from Existing Households (Elderly Homeowner Conversion)	N/A			
=				
Total Demand	1,337	424	608	2,227
-				
Supply (Directly Comparable Vacant Units Completed or in the Pipeline)	5	22	18	45
=				
Net Demand	1,332	402	590	2,182
Proposed Units	14	13	26	53
Proposed Units / Net Demand	14 / 1,332	13 / 402	26 / 590	53 / 2,182
Capture Rate	= 1.1%	= 3.2%	= 4.4%	= 2.4%
Total Absorption Period	2 Months	2 Months	4 Months	4 Months

N/A-Not Applicable

The following is a summary of our demand calculations assuming the project operates *without* a project-based subsidy available to some units:

Demand Component	LIHTC Only			
	30% AMHI (\$16,217-\$27,330)	50% AMHI (\$32,434-\$45,550)	80% AMHI (\$39,531-\$72,880)	Overall (\$16,217-\$72,880)
Demand from New Rental Households (Income-Appropriate)	1,251 - 1,298 = -47	997 - 1,035 = -38	1,395 - 1,423 = -28	3,307 - 3,406 = -99
+				
Demand from Existing Households (Rent Overburdened)	1,298 x 40.9% = 531	1,035 x 40.9% = 423	1,423 x 40.9% = 582	3,406 x 40.9% = 1,393
+				
Demand from Existing Households (Renters in Substandard Housing)	1,298 x 3.8% = 49	1,035 x 3.8% = 39	1,423 x 3.8% = 54	3,406 x 3.8% = 129
+				
Demand from Existing Households (Elderly Homeowner Conversion)	N/A			
=				
Total Demand	533	424	608	1,423
-				
Supply (Directly Comparable Vacant Units Completed or in the Pipeline)	5	22	18	45
=				
Net Demand	528	402	590	1,378
Proposed Units	14	13	26	53
Proposed Units / Net Demand	14 / 528	13 / 402	26 / 590	53 / 1,378
Capture Rate	= 2.7%	= 3.2%	= 4.4%	= 3.8%
Total Absorption Period	2 Months	2 Months	4 Months	4 Months

N/A-Not Applicable

Overall, the capture rates by targeted income level range from 1.1% to 4.4%. The overall capture rates range from 2.4% to 3.8%, depending upon scenario (subsidized vs. non-subsidized). These are all considered very low capture rates and demonstrate a sufficient base of potential income-qualified renter support within the Waynesboro market for each of the unit types proposed under either scenario evaluated. This is particularly true when considering the strong occupancy rates and extensive waiting lists reported among existing comparable LIHTC properties in the market and surrounding region.

D. PENETRATION RATE CALCULATIONS

The 633 existing (includes units within properties identified but unable to be surveyed) and 50 planned (excludes subject units) non-subsidized Tax Credit units in the market must also be considered when calculating the market 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 \$16,217 to \$72,880. The following table summarizes the market penetration rate calculation based on the preceding factors and data contained in the Demographic Characteristics and Trends section of this report.

	Market Penetration
Number of LIHTC Units (Proposed and Existing)	736
Income-Eligible Renter Households – 2026	/ 4,115
Overall Market Penetration Rate	= 17.9%

Typically, market penetration rates up to around 40.0% are considered achievable while those under 30.0% are considered ideal, when utilizing this methodology. Thus, the subject market penetration rate of 17.9% is considered low and demonstrates a deep base of potential support for the existing and planned LIHTC units within the Waynesboro Site PMA.

E. SUPPORT FROM HOUSING CHOICE VOUCHER HOLDERS

Despite numerous attempts, we were unable to receive a response from the local housing authority regarding the current status of the Housing Choice Voucher (HCV) program.

Nonetheless, 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 Waynesboro Redevelopment & Housing Authority, the local payment standards, as well as the proposed subject gross rents, are summarized in the following table:

Bedroom Type	Payment Standards	Proposed Tax Credit Gross Rents (AMHI)
One-Bedroom	\$1,085	\$473 (30%)
		\$787 (50%)
		\$1,153 (80%)
Two-Bedroom	\$1,263	\$566 (30%)
		\$946 (50%)
		\$1,341 (80%)
Three-Bedroom	\$1,777	\$655 (30%)
		\$1,090 (50%)
		\$1,520 (80%)

With the exception of the one- and two-bedroom rents at 80% AMHI, the proposed LIHTC gross rents are below the local payment standards. As such, the subject project will be able to accommodate Housing Choice Voucher holders. This will likely increase the demographic base of potential support for the proposed development.

F. ABSORPTION PROJECTIONS

Considering the facts contained in the market study, as well as the preceding factors, and comparing them with other projects with similar characteristics in other markets, we are able to establish absorption projections for the proposed subject development. It is our opinion that the 53 LIHTC units proposed for the subject site will reach a stabilized occupancy of 95.0% within four months of opening. This absorption rate is based on an average absorption rate of approximately 12 to 13 units per month.

These absorption projections assume a June 2026 opening date. A different opening could impact (positively or negatively) the absorption potential for the subject project. Further, these absorption projections assume the project will be built and operated as outlined in this report. Changes to the project's rents, amenities, floor plans, location or other features may invalidate our findings. Finally, we assume the developer and/or management will aggressively market the project throughout the Site PMA a few months in advance of its opening and continue to monitor market conditions during the project's initial lease-up period.

The preceding absorption projections also assume the subject property will operate with a project-based subsidy available to some (10) of the 53 units proposed. In the event the project-based subsidy is not secured, however, it is anticipated that the property would experience a similar absorption to that discussed/provided above. This is due to the fact that the proposed subsidized units would still operate at a very low 30% AMHI set aside, even in the non-subsidized scenario. Thus, these units would effectively operate very similar to subsidized product even in the non-subsidized scenario.

VIII. Local Perspective (Interviews)

We conducted numerous interviews with local sources familiar with the Waynesboro area and the housing, economic and/or demographic characteristics that impact the need for affordable housing.

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

- Nick Kiser is the Property Manager for Windigrove Apartments, a multifamily market-rate property in the Waynesboro Site PMA. Kiser stated that affordable housing is in high demand within the PMA, noting that many of his property's tenants had moved from Crozet seeking lower rents. Kiser added that two-bedroom units are in particularly high demand.
- Jan Reid is the Property Manager for Fairfax Hall, a senior restricted Tax Credit property in the Waynesboro Site PMA. Reid stated that affordable housing is in high demand within the PMA, noting that the only vacancies at her property are due to recent renovations. Reid stated that her property no longer keeps a waiting list as vacant units become spoken for shortly after being publicly available.

IX. Analysis & Conclusions

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

The subject property will offer one- through three-bedroom garden-style units which are expected to appeal to both younger households and seniors in the Waynesboro market. This will enhance the overall marketability of the property. The proposed subject site is considered conducive to multifamily development as indicated by the strong occupancy rate reported by a neighboring market-rate property (Quadrangle Apartments). The subject site also allows for convenient access and clear visibility of the property from B Street, a relatively lightly traveled roadway bordering the site to the north.

Limited availability and waiting lists maintained among existing area LIHTC properties demonstrates strong and pent-up demand for product similar to that proposed for the subject site. Overall, the five comparable LIHTC properties surveyed in the market/region are 99.5% occupied and four of the five properties maintain waiting lists of up to 200-households for their next available units. The subject property is expected to be competitive and marketable in terms of price point (gross rent) and overall design. Notably, the inclusion of some units at 30% and 80% AMHI set asides is expected to create a competitive advantage for the subject property as none of the existing LIHTC properties in the market currently offer these unit types.

In addition to the subject's competitive position, the property will also be well supported demographically as indicated by the low overall capture rate of 2.4%. This is considered an easily achievable capture rate, particularly when considering the strong occupancy rates/limited availability among existing comparable properties in the market and the lack of 80% AMHI product in the area.

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

X.

SITE PHOTOGRAPHS



View of site from the north



View of site from the northeast



View of site from the east



View of site from the southeast



View of site from the south



View of site from the southwest



View of site from the west



View of site from the northwest



North view from site



Northeast view from site



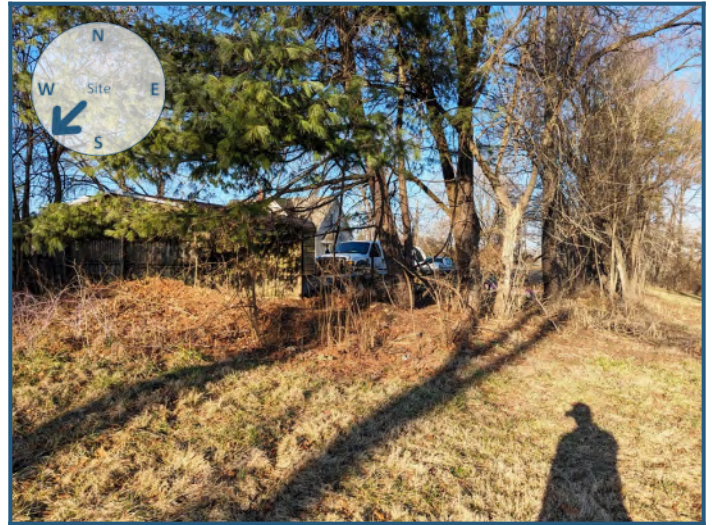
East view from site



Southeast view from site



South view from site



Southwest view from site



West view from site



Northwest view from site



Streetscape: East view along 3rd Street



Streetscape: West view along 3rd Street



Streetscape: Northwest view along B Street



Streetscape: Southwest view along B Street

XI.

COMPARABLE
PROPERTY PROFILES

2 Apartments at Goose Creek 9.9 miles to site



Address: 80 Goose Pointe Ln, Fishersville, VA 22939
 Phone: (540) 712-2459 Contact: Taylor (By Phone)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 352 Year Built: 2015
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 3,4 (w/Elev)
 Waitlist: 150 HH
 Rent Special: None

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

Notes: Rent range based on the view, floor plans, phases



Features And Utilities

Utility Schedule Provided by: Virginia Housing

Utility Type & Responsibility: Landlord pays Trash, Cable, Internet

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

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

Parking Type: Detached Garage; Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1 - 1.5	G	109	0	764 - 1,095	\$1.83 - \$1.46	\$1,400 - \$1,600	Market
2	2	G	189	0	1,092 - 1,184	\$1.37 - \$1.44	\$1,500 - \$1,700	Market
3	2	G	54	0	1,357 - 1,420	\$1.25 - \$1.37	\$1,700 - \$1,950	Market

*Adaptive Reuse

*DTS is based on drive time

8 Gateway Senior 9.2 miles to site



Address: 73 Pinnacle Dr, Fishersville, VA 22939
 Phone: (540) 328-2697 Contact: Jessica Cain (Prop Manager) (By Phone)
 Property Type: Tax Credit
 Target Population: Senior 55+
 Total Units: 80 Year Built: 2022 Ratings
 Vacant Units: 0 *AR Year: Quality: B+
 Occupancy: 100.0% Yr Renovated: Neighborhood: B
 Turnover: Stories: 4 (w/Elev) Access/Visibility: B/B
 Waitlist: 65 HH
 Rent Special: None

Notes: Tax Credit; Preleasing & opened 7/2022, still in lease-up



Features And Utilities

Utility Schedule Provided by: Virginia Housing

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

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

Property Amenities: Multipurpose Room, Clubhouse/Community Room; Cafe / Coffee Bar; Elevator; On-Site Management; Recreation Areas (Fitness Center, Media Room / Theater); CCTV; Social Services (Parties / Picnics)

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	30	0	692	\$1.32	\$910	60%
2	2	G	50	0	990	\$1.10	\$1,089	60%

*Adaptive Reuse

*DTS is based on drive time

13 Mountain Laurel Manor I, II, & III 10.5 miles to site



Address: 85 Bobby's Way, Staunton, VA 24401
 Phone: (540) 466-5424 Contact: Lisa (In Person)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 144 Year Built: 2019
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 3 (w/Elev)
 Waitlist: 150 HH
 Rent Special: None

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

Notes: Tax Credit; Preleasing 10/2019, opened 12/2019, stabilized occupancy 2/2020



Features And Utilities

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

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

Property Amenities: Multipurpose Room, Community Kitchen, Clubhouse/Community Room; Cafe / Coffee Bar; Elevator; Laundry Room; On-Site Management; Social Services (Parties / Picnics); WiFi

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	2	G	28	0	919	\$0.67	\$617	40%
2	2	G	52	0	919	\$0.88	\$806	50%
2	2	G	32	0	919	\$1.07	\$987	60%
3	2	G	32	0	1,153 - 1,159	\$1.00 - \$0.99	\$1,150	60%

*Adaptive Reuse

*DTS is based on drive time

15 Mountain View Apts. 2.1 miles to site



Address: 1625 Wickham Ln, Waynesboro, VA 22980
 Phone: (540) 942-5718 Contact: Amanda Jarvis (In Person)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 130 Year Built: 1973 Ratings
 Vacant Units: 3 *AR Year: Quality: B
 Occupancy: 97.7% Yr Renovated: 2013 Neighborhood: B
 Turnover: Stories: 2,2.5 Access/Visibility: B/B
 Waitlist: None
 Rent Special: None

Notes: Tax Credit



Features And Utilities

Utility Schedule Provided by: Virginia Housing

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

Unit Amenities: Dishwasher; Microwave; Range; Refrigerator; Central AC; W/D Hookup; W/D; Window Treatments; Flooring (Composite/Vinyl/Laminate); Premium Appliances; Premium Countertops

Property Amenities: On-Site Management; Recreation Areas (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	1	1	500	\$0.97	\$483	60%
2	1	G	64	1	750	\$0.82	\$615	50%
2	1	G	65	1	750	\$1.07	\$804	60%

*Adaptive Reuse

*DTS is based on drive time

22 Windigrove Apts.

6.0 miles to site



Address: 357 Windigrove Dr, Waynesboro, VA 22980

Phone: (540) 949-7158

Contact: Nick Kiser (In Person)

Property Type: Market Rate

Target Population: Family

Total Units: 354

Year Built: 2015

Ratings

Vacant Units: 0

*AR Year:

Quality: A

Occupancy: 100.0%

Yr Renovated:

Neighborhood: A

Turnover:

Stories: 2,3

Access/Visibility: B-/A

Waitlist: Yes; 25 HH

Rent Special: None

Notes: Rent range attributed to updates, floor level, and whether or not a unit includes an attached garage.

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; Fireplace; W/D Hookup; W/D; Walk-In Closet; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate); Premium Appliances; Premium Countertops; Premium Cabinetry; Premium Fixtures; High/Vaulted Ceilings

Property Amenities: Multipurpose Room; Concierge Services (Dry Cleaning); Cafe / Coffee Bar; On-Site Management; Dog Park/Pet Care; Recreation Areas (Fitness Center, Grilling Area, Game Room-Billiards, Playground, Outdoor Swimming Pool); CCTV, Security Gate; Social Services (Parties / Picnics); Extra Storage; WiFi

Parking Type: Attached Garage; Detached Garage; Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	102	0	918	\$1.37 - \$1.69	\$1,255 - \$1,550	Market
1	1	L	12	0	1,218	\$1.13	\$1,375	Market
2	2	G	178	0	1,267	\$1.11 - \$1.15	\$1,410 - \$1,455	Market
2	2	L	12	0	1,506	\$1.01 - \$1.13	\$1,525 - \$1,700	Market
3	2	G	50	0	1,450	\$1.09 - \$1.33	\$1,575 - \$1,925	Market

*Adaptive Reuse

*DTS is based on drive time

901 Big Sky Apts. II 14.6 miles to site



Address: 106 Community Way, Staunton, VA 24401
 Phone: (540) 213-0234 Contact: Amy (By Phone)
 Property Type: Market Rate
 Target Population: Family
 Total Units: 114 Year Built: 2017
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 2,3
 Waitlist: Shared; 15 HH
 Rent Special: None

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

Notes: Rent range based on floorplan, end units & view

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; Fireplace; W/D Hookup; W/D; Walk-In Closet; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate); Premium Appliances; Premium Countertops; Premium Cabinetry; Premium Fixtures; High/Vaulted Ceilings

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

Parking Type: Detached Garage; Surface Lot; Carport

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	12	0	949 - 1,013	\$1.30	\$1,235 - \$1,320	Market
1	1	L	10	0	1,237	\$1.02 - \$1.11	\$1,265 - \$1,370	Market
2	2	G	40	0	1,220 - 1,285	\$1.14 - \$1.15	\$1,395 - \$1,480	Market
2	2	L	20	0	1,509	\$0.94 - \$1.02	\$1,425 - \$1,545	Market
3	2	G	32	0	1,492 - 1,557	\$1.09 - \$1.06	\$1,625 - \$1,645	Market

*Adaptive Reuse *DTS is based on drive time

902 Frontier Ridge Apts. 14.6 miles to site



Address: 20 Ridge Ct, Staunton, VA 24401
 Phone: (540) 887-3337 Contact: Lori Simmons (In Person)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 100 Year Built: 2005
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated:
 Turnover: Stories: 3
 Waitlist: 20 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; Ceiling Fan; W/D Hookup; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate)

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

Parking Type: Surface Lot

Unit Configuration

Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
2	2	G	50	0	959	\$1.01	\$972	50%
3	2	G	50	0	1,234	\$0.91	\$1,121	50%

*Adaptive Reuse

*DTS is based on drive time

903 Springhill Village Apts. 17.2 miles to site



Address: 1701 Springhill Rd, Staunton, VA 24401
 Phone: (540) 885-2606 Contact: Carrie (By Phone)
 Property Type: Tax Credit
 Target Population: Family
 Total Units: 108 Year Built: 1971
 Vacant Units: 0 *AR Year:
 Occupancy: 100.0% Yr Renovated: 2019
 Turnover: Stories: 3
 Waitlist: 200 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), Cooking (Natural Gas), Water, Sewer, Trash
 Unit Amenities: Dishwasher; Range; Refrigerator; Central AC; Ceiling Fan; Window Treatments; Flooring (Carpet, Composite/Vinyl/Laminate)
 Property Amenities: Bike Racks / Storage; Business Center (Computer/Business Center); Multipurpose Room, Community Kitchen, Clubhouse/Community Room; Laundry Room; On-Site Management; Dog Park/Pet Care; Recreation Areas (Fitness Center, Grilling Area, Playground); CCTV; Extra Storage; WiFi
 Parking Type: Surface Lot







Unit Configuration

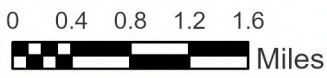
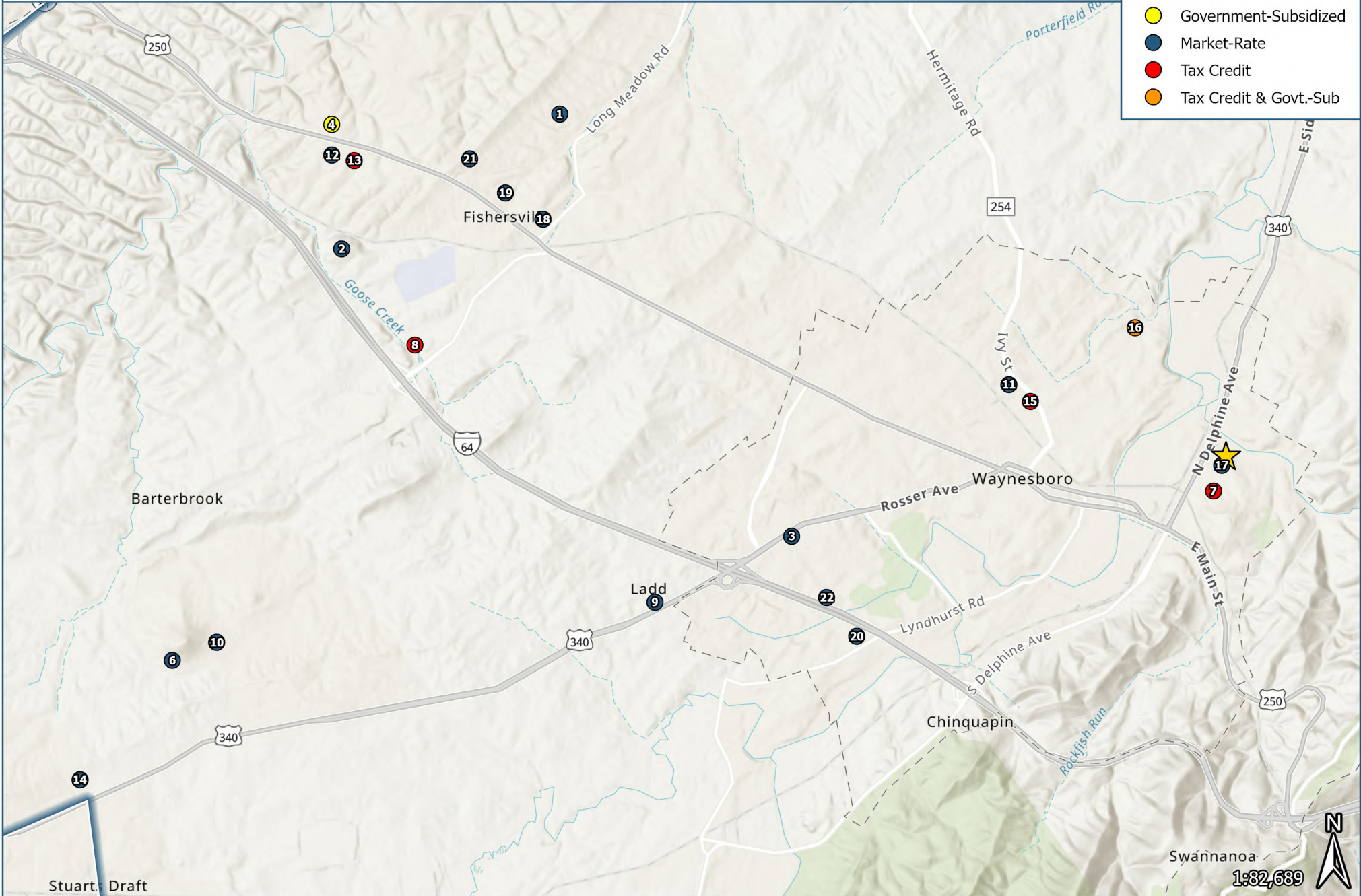
Beds	Baths	Type	Units	Vacant	Sq Ft	\$ / Sq Ft	Collected Rent	AMHI
1	1	G	24	0	638	\$1.14	\$730	60%
2	1	G	66	0	823	\$0.97	\$801	60%
3	1.5	G	18	0	950	\$0.91	\$865	60%

*Adaptive Reuse *DTS is based on drive time

XII.


FIELD SURVEY OF
CONVENTIONAL RENTALS

-  Site
-  PMA
-  Government-Subsidized
-  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
 Additional Source(s): Bowen National Research


Swännanoa
 1:32,639




Map ID	Property	Prop Type	Quality Rating	Year Built	Total Units	Vacant	Occ. Rate	Distance To Site*
1	Abbey Rose	MRR	A	2007	5	1	80.0%	8.0
2	Apartments at Goose Creek	MRR	A	2015	352	0	100.0%	9.9
3	Brandon Ladd	MRR	B-	1965	170	2	98.8%	5.6
4	Briarwood I	GSS	B	1977	48	0	100.0%	10.9
5	Briarwood II	GSS	B	1978	44	0	100.0%	10.9
6	Brittany Knoll	MRR	B	2000	153	4	97.4%	10.4
7	Fairfax Hall	TAX	B	1890	54	11	79.6%	0.6
8	Gateway Senior	TAX	B+	2022	80	0	100.0%	9.2
9	Grandview Manor	MRR	B	1980	46	0	100.0%	5.9
10	Hillside Townhomes & Condominiums	MRR	B-	1990	50	0	100.0%	10.2
11	Hopeman West	MRR	B-	1980	108	2	98.1%	2.4
12	Maple Ridge Townhomes	MRR	B+	2012	42	0	100.0%	10.7
13	Mountain Laurel Manor I, II, & III	TAX	B+	2019	144	0	100.0%	10.5
14	Mountain Ridge Apartments	MRR	B-	1975	120	0	100.0%	10.9
15	Mountain View Apts.	TAX	B	1973	130	3	97.7%	2.1
16	Parkway Village I & II	TGS	B	1978	126	0	100.0%	2.0
17	Quadrangle Apts.	MRR	C+	1975	100	3	97.0%	0.6
18	Stonington Apts.	MRR	A	2008	46	1	97.8%	6.9
19	Teaberry Greene Apts.	MRR	A	2004	109	3	97.2%	7.4
20	Waverley Townhomes	MRR	B	1999	62	0	100.0%	4.2
21	Windgate Condominium	MRR	B+	2009	50	1	98.0%	10.2
22	Windgrove Apts.	MRR	A	2015	354	0	100.0%	6.0
901	Big Sky Apts. II	MRR	A	2017	114	0	100.0%	14.6
902	Frontier Ridge Apts.	TAX	B+	2005	100	0	100.0%	14.6
903	Springhill Village Apts.	TAX	B-	1971	108	0	100.0%	17.2


*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	Abbey Rose 3 Abbey Ct., Fishersville, VA 22939	Contact: Kim Phone: (540) 337-9272
	Total Units: 5 UC: 0 Occupancy: 80.0% Stories: 2,3 Year Built: 2007 BR: 3, 4 Vacant Units: 1 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Market-rate Condominium community	




2	Apartments at Goose Creek 80 Goose Pointe Ln, Fishersville, VA 22939	Contact: Taylor Phone: (540) 712-2459
	Total Units: 352 UC: 0 Occupancy: 100.0% Stories: 3,4 w/Elevator Year Built: 2015 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 150 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Rent range based on the view, floor plans, phases	


3	Brandon Ladd 1750 Rosser Ave, Waynesboro, VA 22980	Contact: Angel Marshall Phone: (540) 949-5000
	Total Units: 170 UC: 0 Occupancy: 98.8% Stories: 2, 2.5 Year Built: 1965 BR: 0, 1, 2, 3 Vacant Units: 2 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Does not accept HCV; Rent range based on unit upgrades. No WL	


4	Briarwood I 19 Briarwood Cir, Fishersville, VA 22939	Contact: Janet Phone: (540) 885-0836
	Total Units: 48 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1977 BR: 1, 2 Vacant Units: 0 Waitlist: Shared; 1br 9 months; 2br 4 AR Year: Target Population: Family Yr Renovated: 2012 Rent Special: None Notes: RD 515	


5	Briarwood II 19 Briarwood Cir, Fishersville, VA 22939	Contact: Janet Phone: (540) 885-0836
	Total Units: 44 UC: 0 Occupancy: 100.0% Stories: 3 Year Built: 1978 BR: 2 Vacant Units: 0 Waitlist: Shared; 33 HH; 4 mos AR Year: Target Population: Family Yr Renovated: 2012 Rent Special: None Notes: RD 515	


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	Brittany Knoll 108 Chateau Ln, Stuarts Draft, VA 24477	Contact: Mike Phone: (540) 337-9272
		<p>Total Units: 153 UC: 0 Occupancy: 97.4% Stories: 2,3 Year Built: 2000</p> <p>BR: 2, 3 Vacant Units: 4 Waitlist: None AR Year:</p> <p>Target Population: Family Yr Renovated:</p> <p>Rent Special: None</p> <p>Notes: Rent range on unit location and amenities</p>


7	Fairfax Hall 1101 Reservoir St, Waynesboro, VA 22980	Contact: Jan Phone: (540) 946-9234
		<p>Total Units: 54 UC: 0 Occupancy: 79.6% Stories: 2.5,3 w/Elevator Year Built: 1890</p> <p>BR: 0, 1, 2 Vacant Units: 11 Waitlist: None AR Year:</p> <p>Target Population: Senior 55+ Yr Renovated: 2001</p> <p>Rent Special: None</p> <p>Notes: Tax Credit</p>


8	Gateway Senior 73 Pinnacle Dr, Fishersville, VA 22939	Contact: Jessica Cain Phone: (540) 328-2697
		<p>Total Units: 80 UC: 0 Occupancy: 100.0% Stories: 4 w/Elevator Year Built: 2022</p> <p>BR: 1, 2 Vacant Units: 0 Waitlist: 65 HH AR Year:</p> <p>Target Population: Senior 55+ Yr Renovated:</p> <p>Rent Special: None</p> <p>Notes: Tax Credit; Preleasing & opened 7/2022, still in lease-up</p>


9	Grandview Manor 36 Grandview Manor Ct, Waynesboro, VA 22980	Contact: Pam Phone: (540) 949-4900
		<p>Total Units: 46 UC: 2 Occupancy: 100.0% Stories: 2.5 Year Built: 1980</p> <p>BR: 2 Vacant Units: 0 Waitlist: None AR Year:</p> <p>Target Population: Family Yr Renovated:</p> <p>Rent Special: None</p> <p>Notes: Rent range : Premium upgrades</p>


10	Hillside Townhomes & Condominiums 30 Farmside St, Waynesboro, VA 22980	Contact: Donny Esdile Phone: (540) 337-3860
		<p>Total Units: 50 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1990</p> <p>BR: 2, 3 Vacant Units: 0 Waitlist: None AR Year:</p> <p>Target Population: Family Yr Renovated:</p> <p>Rent Special: None</p> <p>Notes:</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	Hopeman West		Contact: Kathy (Prop)		
	100 Guilford Ln, Waynesboro, VA 22980		Phone: (540) 943-0799		
	Total Units: 108	UC: 0	Occupancy: 98.1%	Stories: 2	Year Built: 1980
	BR: 1, 2, 3		Vacant Units: 2	Waitlist: None	AR Year:
	Target Population: Family				Yr Renovated:
	Rent Special: None				
	Notes: Rent Range due to floor difference.				


12	Maple Ridge Townhomes		Contact: David		
	20 Red Sunset Ln, Staunton, VA 24401		Phone: (540) 255-7000		
	Total Units: 42	UC: 0	Occupancy: 100.0%	Stories: 2	Year Built: 2012
	BR: 2, 3		Vacant Units: 0	Waitlist: None	AR Year:
	Target Population: Family				Yr Renovated:
	Rent Special: None				
	Notes:				


13	Mountain Laurel Manor I, II, & III		Contact: Lisa		
	85 Bobby's Way, Staunton, VA 24401		Phone: (540) 466-5424		
	Total Units: 144	UC: 0	Occupancy: 100.0%	Stories: 3	Year Built: 2019
	BR: 2, 3		Vacant Units: 0	Waitlist: 150 HH	AR Year:
	Target Population: Family				Yr Renovated:
	Rent Special: None				
	Notes: Tax Credit; Preleasing 10/2019, opened 12/2019, stabilized occupancy 2/2020				


14	Mountain Ridge Apartments		Contact: Ashley Davis		
	31 Highland Hills Ln., Stuarts Draft, VA 24477		Phone: (540) 337-4792		
	Total Units: 120	UC: 0	Occupancy: 100.0%	Stories: 2	Year Built: 1975
	BR: 2		Vacant Units: 0	Waitlist: None	AR Year:
	Target Population: Family				Yr Renovated:
	Rent Special: None				
	Notes: Vacancies attributed to economy				


15	Mountain View Apts.		Contact: Amanda Jarvis		
	1625 Wickham Ln, Waynesboro, VA 22980		Phone: (540) 942-5718		
	Total Units: 130	UC: 0	Occupancy: 97.7%	Stories: 2,2.5	Year Built: 1973
	BR: 0, 2		Vacant Units: 3	Waitlist: None	AR Year:
	Target Population: Family				Yr Renovated: 2013
	Rent Special: None				
	Notes: Tax Credit				


 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	Parkway Village I & II 1001 Hopeman Pkwy, Waynesboro, VA 22980	Contact: Sara Phone: (540) 943-4075
	Total Units: 126 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1978 BR: 1, 2, 3, 4 Vacant Units: 0 Waitlist: 150 HH AR Year: Target Population: Family Yr Renovated: 2013 Rent Special: None Notes: Tax Credit; HUD Section 8	


17	Quadrangle Apts. 901 4th St, Waynesboro, VA 22980	Contact: Brianne Spears Phone: (540) 947-8747
	Total Units: 100 UC: 0 Occupancy: 97.0% Stories: 2 Year Built: 1975 BR: 2, 3 Vacant Units: 3 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:	


18	Stonington Apts. 8 Bolton Pl, Fishersville, VA 22939	Contact: Mike Phone: (540) 337-9272
	Total Units: 46 UC: 0 Occupancy: 97.8% Stories: 3 Year Built: 2008 BR: 3 Vacant Units: 1 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Condominium community	


19	Teaberry Greene Apts. 8 Warwick Ln, Fishersville, VA 22939	Contact: Mike Phone: (540) 337-9272
	Total Units: 109 UC: 0 Occupancy: 97.2% Stories: 2 Year Built: 2004 BR: 2, 3 Vacant Units: 3 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Rent range based on unit location & units with a basement and the number of bathrooms	


20	Waverley Townhomes 100 Waverley Dr, Waynesboro, VA 22980	Contact: Ashley Phone: (540) 949-4995
	Total Units: 62 UC: 0 Occupancy: 100.0% Stories: 2 Year Built: 1999 BR: 2, 3 Vacant Units: 0 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes:	


<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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21	Windgate Condominium 32 Windgate Cir, Fishersville, VA 22939	Contact: Branden Phone: (540) 280-3385
		Total Units: 50 UC: 0 Occupancy: 98.0% Stories: 2.5 Year Built: 2009 BR: 2, 3 Vacant Units: 1 Waitlist: None AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Rent range views, location, updates

22	Windigrove Apts. 357 Windigrove Dr, Waynesboro, VA 22980	Contact: Nick Kiser Phone: (540) 949-7158
		Total Units: 354 UC: 0 Occupancy: 100.0% Stories: 2,3 Year Built: 2015 BR: 1, 2, 3 Vacant Units: 0 Waitlist: Yes; 25 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Rent range attributed to updates, floor level, and whether or not a unit includes an attached garage.

901	Big Sky Apts. II 106 Community Way, Staunton, VA 24401	Contact: Amy Phone: (540) 213-0234
		Total Units: 114 UC: 0 Occupancy: 100.0% Stories: 2,3 Year Built: 2017 BR: 1, 2, 3 Vacant Units: 0 Waitlist: Shared; 15 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Rent range based on floorplan, end units & view

902	Frontier Ridge Apts. 20 Ridge Ct, Staunton, VA 24401	Contact: Lori Simmons Phone: (540) 887-3337
		Total Units: 100 UC: 0 Occupancy: 100.0% Stories: 3 Year Built: 2005 BR: 2, 3 Vacant Units: 0 Waitlist: 20 HH AR Year: Target Population: Family Yr Renovated: Rent Special: None Notes: Tax Credit

903	Springhill Village Apts. 1701 Springhill Rd, Staunton, VA 24401	Contact: Carrie Phone: (540) 885-2606
		Total Units: 108 UC: 0 Occupancy: 100.0% Stories: 3 Year Built: 1971 BR: 1, 2, 3 Vacant Units: 0 Waitlist: 200 HH AR Year: Target Population: Family Yr Renovated: 2019 Rent Special: None Notes: Tax Credit

<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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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 21, 2024



Craig Rupert (Primary Contact)

Market Analyst

craigr@bowennational.com

Date: February 21, 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